



TRANSFORMING THE WORKPLACE

LiveTiles Limited
ASX : LVT
Q3 FY21 Results Presentation
29 Apr, 2021



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CORPORATE OVERVIEW

ASX: LVT

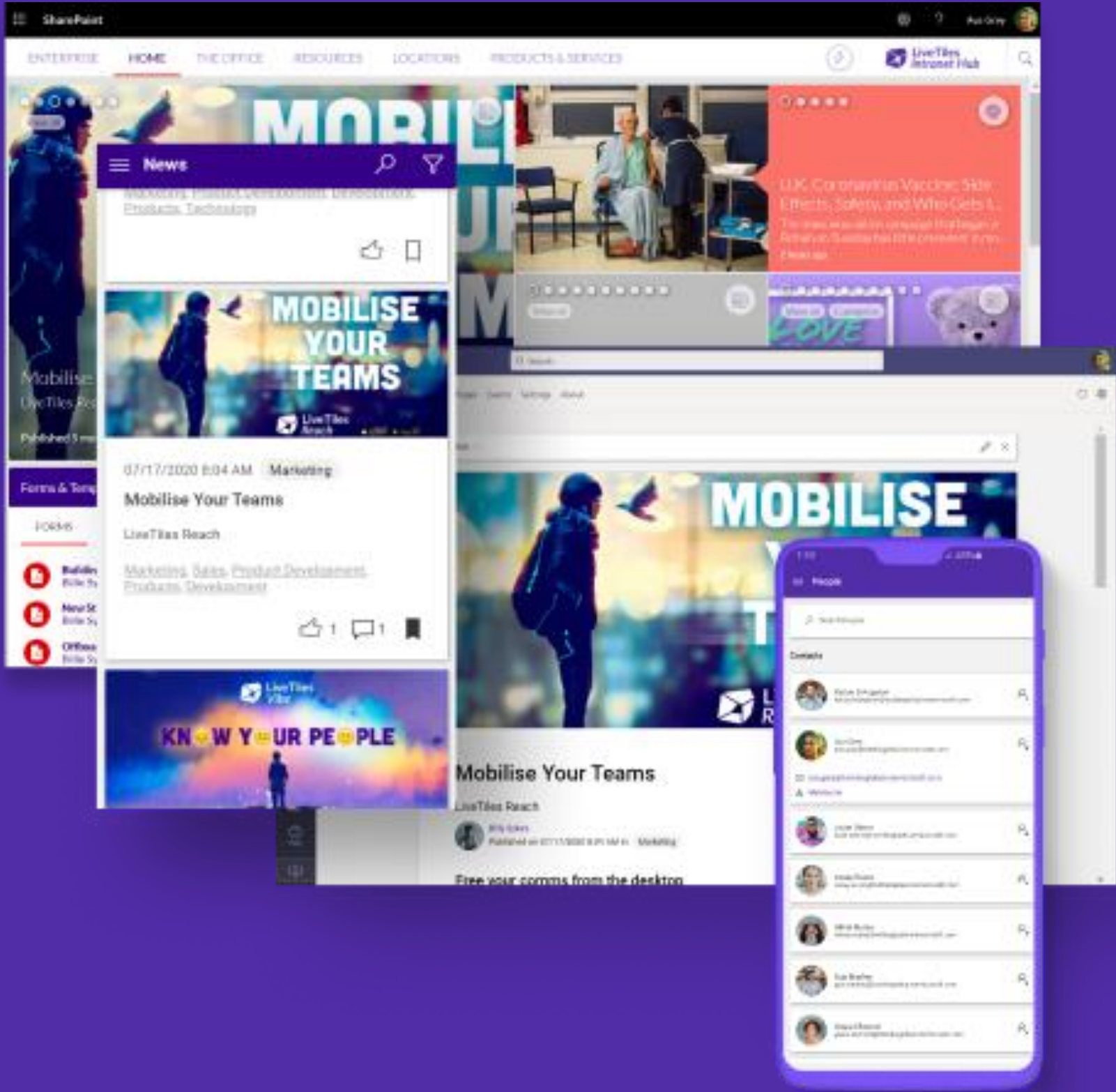
Share price as at 28 Apr 21	\$0.205
Shares on issue	902m
Market capitalisation	\$187m
Cash as at 31 Mar 21 (zero debt)	\$16.8m
Enterprise value	\$170.2m

CO-FOUNDERS

	%
Karl Redenbach (CEO & Co-Founder)	10.1
Peter Nguyen-Brown (CXO & Co-Founder)	8.7
Total	18.8

REGISTER

	%
Founders, Management, Directors	~23.0
Institutional Shareholders	~22.0
Retail Shareholders	~55.0
Total	100

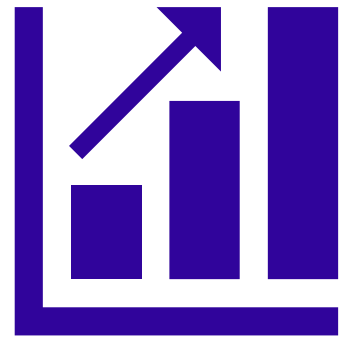


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01

Q3 HIGHLIGHTS



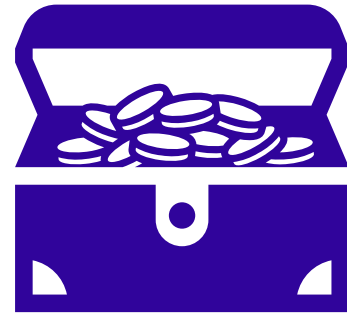


STRONG ARR RESULTS

21% growth vs pcg (constant currency basis)

7% growth vs pcg (reported basis)

- Strong growth despite a full 12 month Covid impacted period
- Record contract signed with United Healthcare, a Fortune 10 company with 325k employees. 2nd record deal in consecutive quarters
- Surge in the number of RFPs in the Sales Pipeline on back of Forrester & Gartner reports release in H1 2021. 21 RFPs for CY 2021 and approx. \$15m



SOLID CASH POSITION

- \$12.2m cash receipts, only slightly lower than the seasonally high Dec Qtr \$13m
- \$1.6m net operating cash outflow (excl. govt-grants and one-off non recurring items). A +74% improvement vs pcg
- Cash on hand \$16.8m providing sufficient cashflow runway for company operations



GROWTH IN LIVETIELES REACH

- Mobile version of our desktop product. Platform agnostic with the ability to "plug in" third party apps so that users only need to download 1 app.
- Strong demand. With sales pipeline +139%. over the past 3 months
- Increased R&D investment to further develop functionality given the opportunity
- Increased Sales & marketing effort given the shorter sales cycle vs Desktop products



OTHER

- Successfully completed and awarded the ISO27001:2013 certification
- LiveTiles has joined the Nasdaq listed ServiceNow global partner program to help diversify the Company's enterprise sales pipeline strategy.

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FINANCIALS

Financial Summary

As at 31 March 2021 (A\$m)

Annualised Recuring Revenue¹

\$66.7m

(constant currency basis)²

\$58.9 m on a reported currency basis

Number of customers

1,114

Average ARR per customer

\$59.9k

(on a constant currency basis)²

Cash on hand

\$16.8m

Another strong Quarter cash receipts

\$12.2m

ARR¹ growth over 2 years

+71%

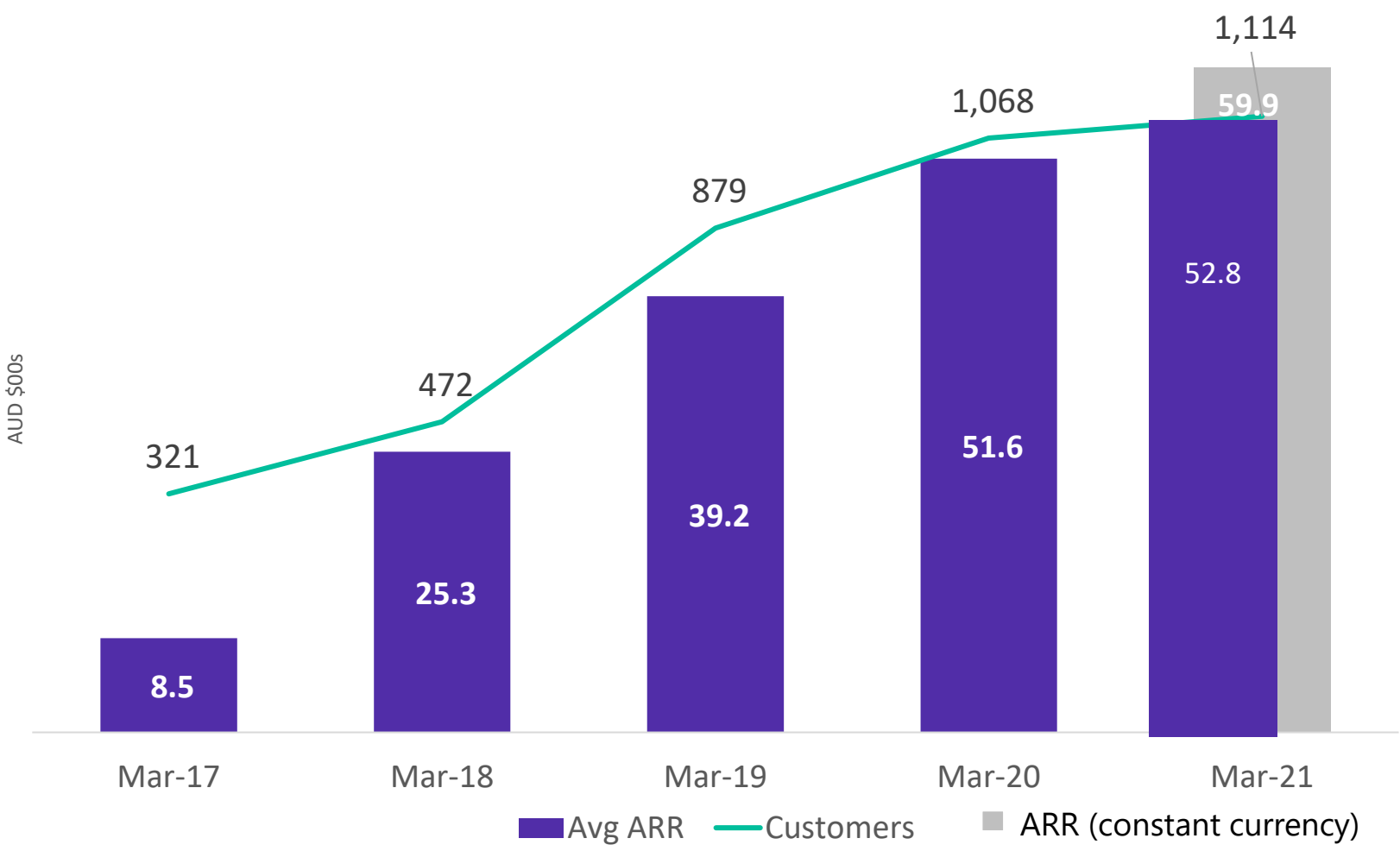
+93% on a reported currency basis

1. LiveTiles defines ARR as revenue, normalised on an annual basis, that LiveTiles has a reasonable expectation it will continue to receive from its customers for providing them with products and services. This definition includes committed recurring subscriptions for products and services, and includes service types where there is a demonstrable track record of repeat revenues such as support. It excludes revenue deemed unlikely to be recurring in nature.

2. On a constant currency basis, using FX rates as at 31 March 2020,

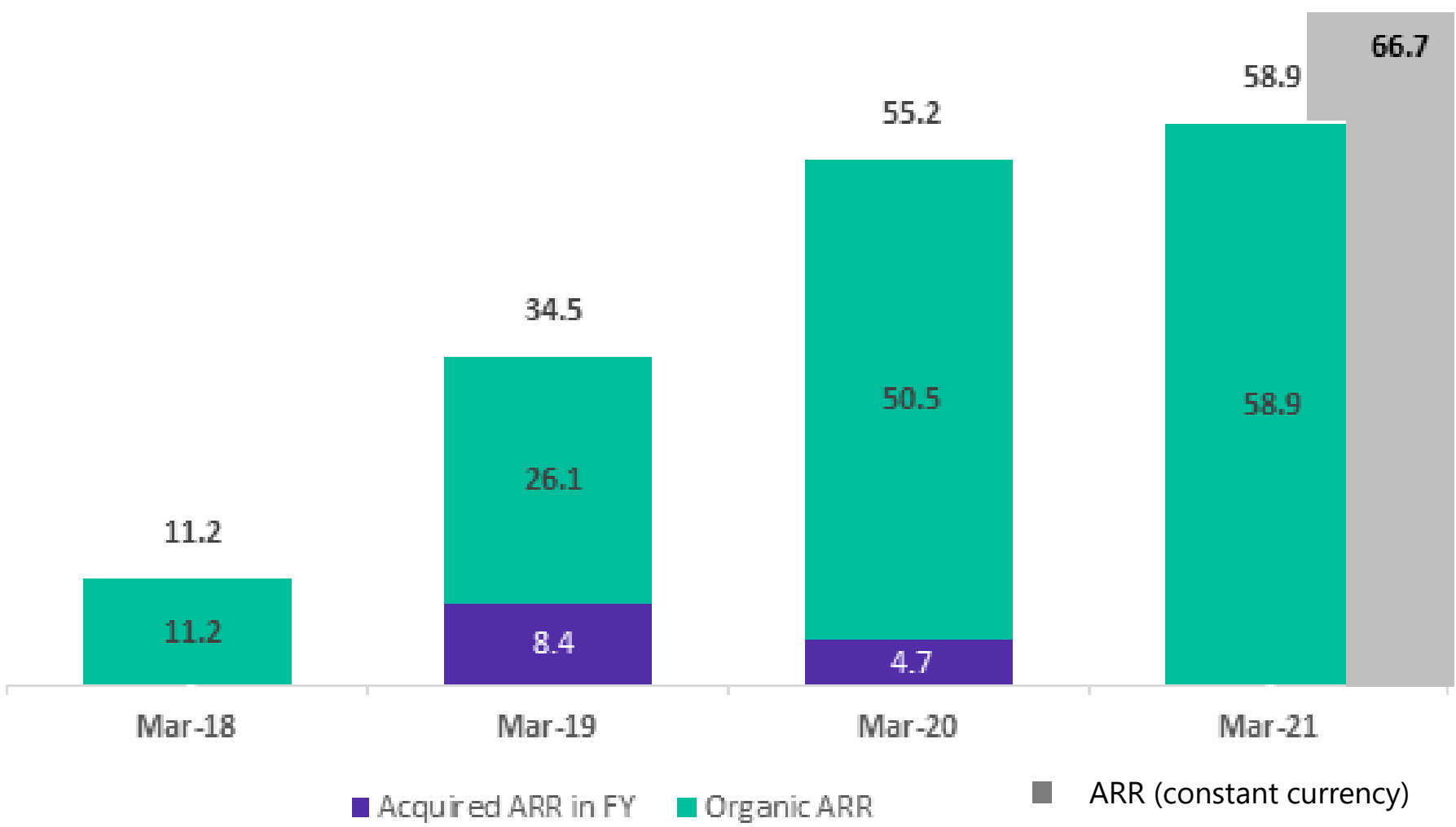
Continued Recurring Revenue Growth

Average ARR per Customer +16% yoy



- Customer mix moving towards larger enterprises
- Despite Covid-19, a healthy rise in average ARR per customer

Year-on-year ARR growth (A\$m)

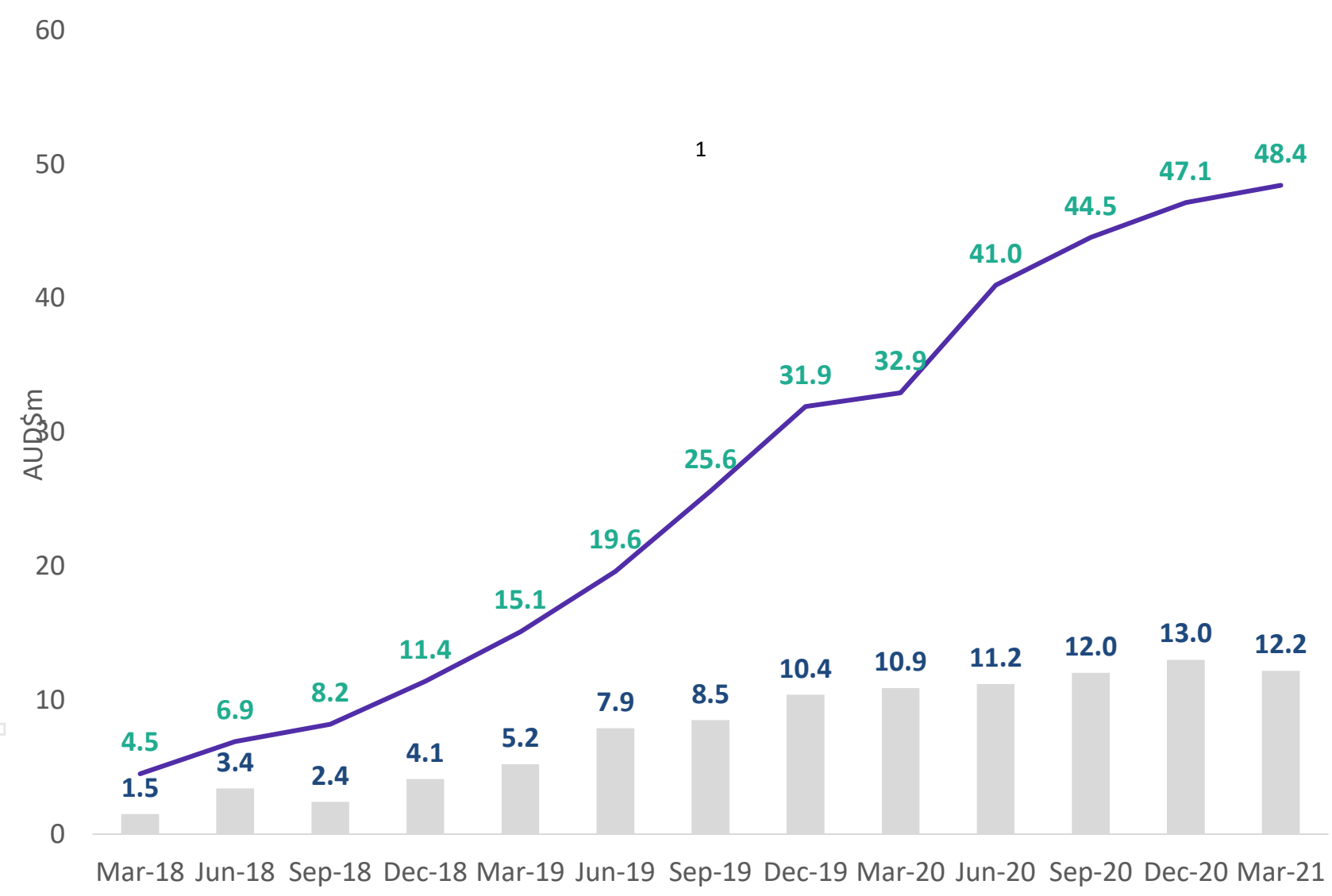


- A solid 21% growth over the past 12 months of Covid-19 impacted environment. Strong demand for Reach with a 139% increase in sales pipeline in the quarter.

1. On a constant currency basis, using FX rates as at 31 March 2020,
2. Acquired ARR comprises Wisdom’s ARR as at 31 December 2018 (\$8.0 million), Hyperfish’s ARR as at 30 June 2018 (\$0.4 million) and CYCL’s ARR as at 30 September 2019 (\$4.7 million).

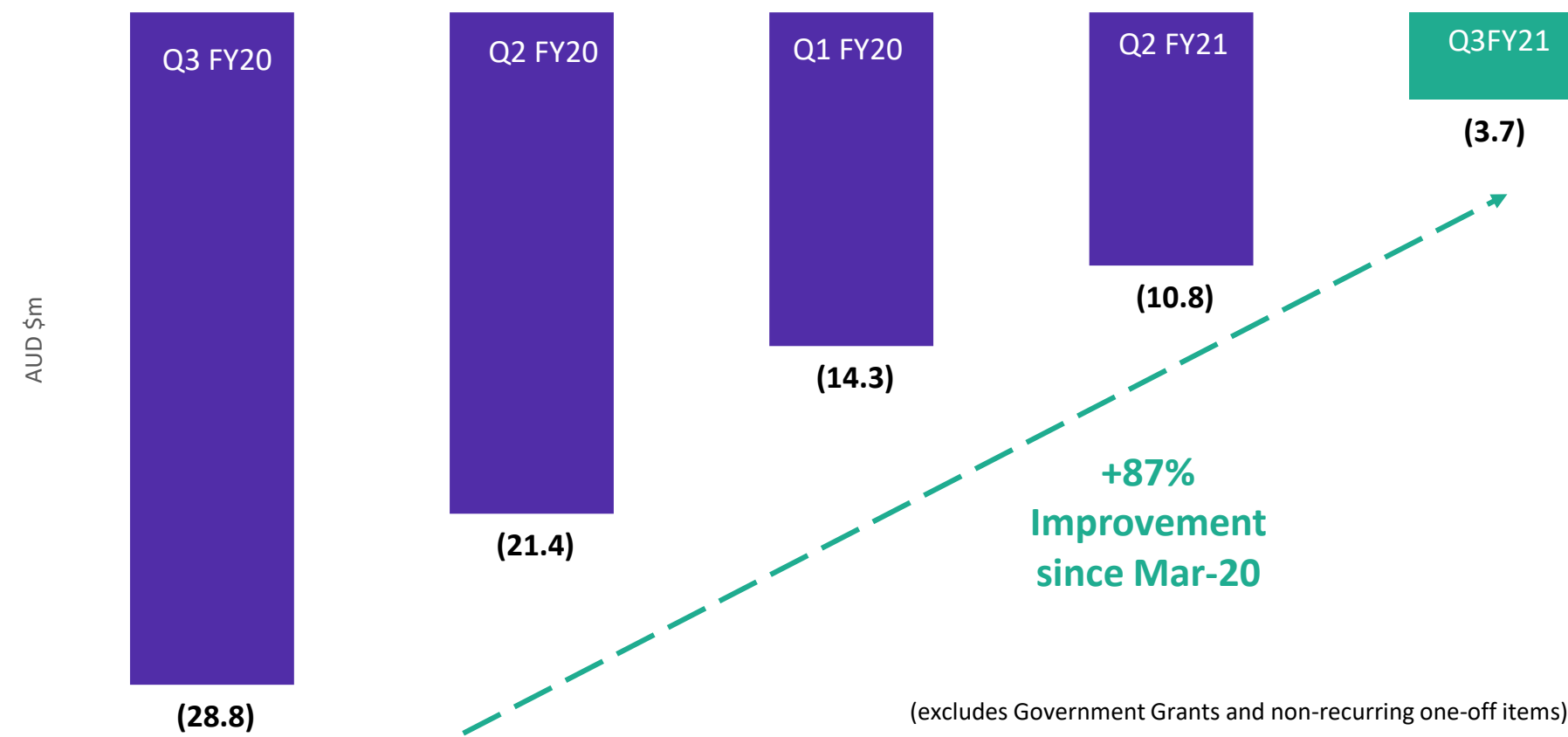
Improving Cash Management

Strong Cash Receipts (TTM) growth +47% vs Mar20

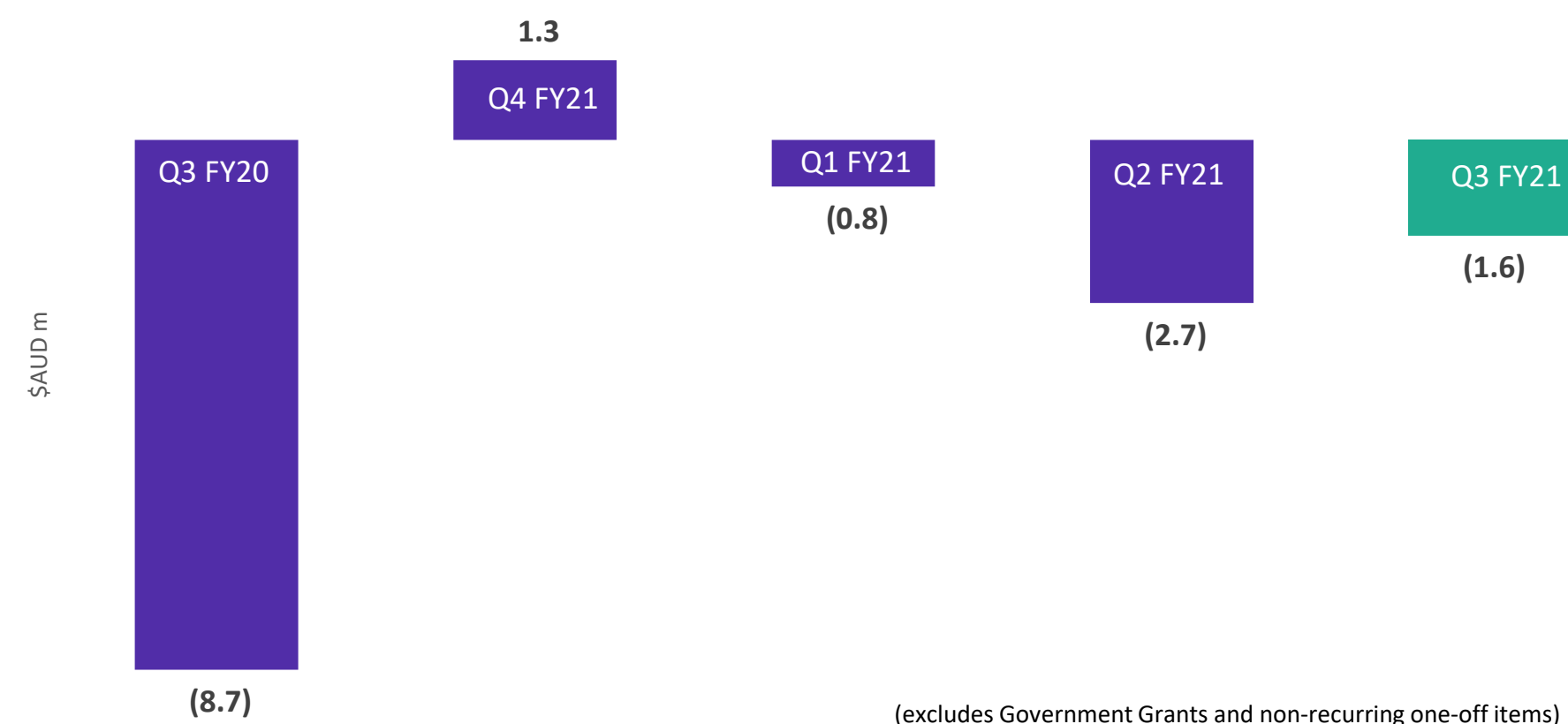


- Q3FY21 was another solid cash receipt quarter, slightly lower than the seasonally higher December quarter.
- +121% 3 Year CAGR in Cash Receipts (TTM) Growth

Improving Net Operating Cashflow (TTM)

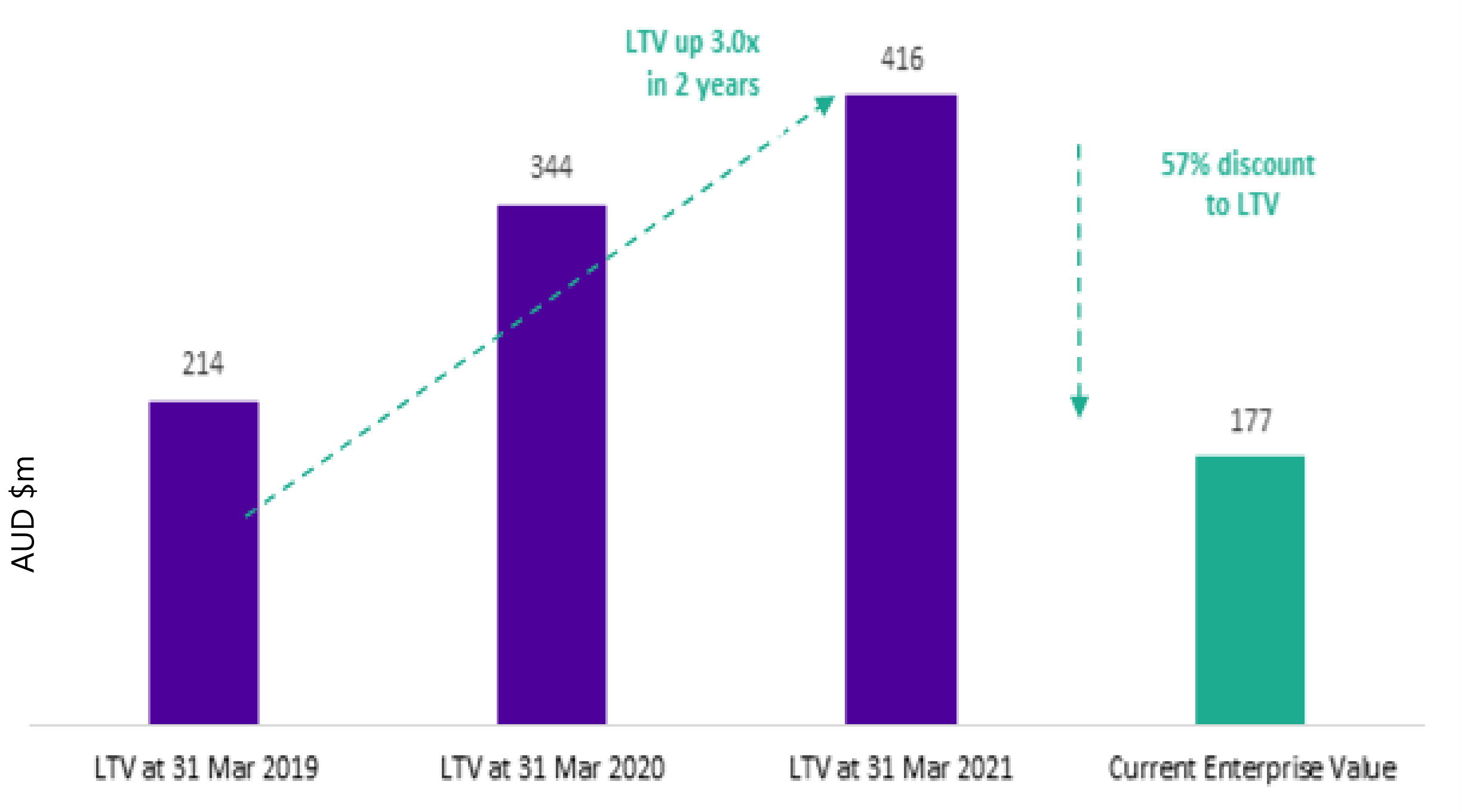


Net Operating Cashflow by quarter +82% vs Mar20



Building Recurring Lifetime Value

\$416m Customer Lifetime Value (LTV) from Annualised Recurring Revenue (A\$m)



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1. LTV = Lifetime Value. Assumes 75% gross margin, 95% net retention and an 8% discount rate. Gross margin assumption reflects mix of recurring product and services revenue following Net retention = (ARR expansion from existing customers less churn in trailing 12 months) / ARR at beginning of 12 month period.
2. Based on LiveTiles' Enterprise Value (market capitalisation as at 24 April 2021 less net cash on hand at 31 March 2021)
3. 31 March 2021 LTV reflects ARR on a constant currency basis (when compared with 31 March 2020 FX rates)

03

Business Update



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AMERICAS

- A record quarter.
- Three significant government wins early in Q4 (including two large transportation agencies- Connecticut and Maryland Dept of Transportation)
- Global win with multi-billion dollar Real Estate Technology Company
- Selected for multiple RFP’s including a Fortune 50 Global Manufacturing Company, Fortune 500 Global Bank & a Global 500 foodservice company.
- Large retail client go-live complete (28 Countries, 90 languages supported)
- Heavy demand from prospects with heavy frontline worker populations (Restaurants, Convenience Store chains, Manufacturers, and Retail).

% of Total ARR	23%
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Customers	255
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% of Total headcount	17%
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EMEA

- Region focused on pipeline growth to close the FY strongly. 800,000 users added to EMEA pipeline in Q3 with 400,000 new users set to be live in Q4.
- 8 Enterprise level request for proposals at advanced stages. Final round discussions with a conglomerate corporation to be finalised in Q4.
- Key Q3 wins include the fastest border and coast guard agency in Europe and a financial services firm on the UK Stock Exchange and a constituent of the FTSE 100 Index.

% of Total ARR	45%
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Customers	524
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% of Total headcount	57%
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APAC

- Signed a major Australian University to support its digital workplace strategy.
- Expanded an existing financial services organisations use of LiveTiles Intranet with LiveTiles Reach.
- Signed a major deal with an Australian hospitality organisation to deploy LiveTiles Reach across their entire organisation of 4500+ employees.
- Expanded the use of LiveTiles Directory with a large NSW Government Department to improve their employee data profiles.
- Supported the deployment of “OurSpace” a significant hybrid workplace experience for Box Hill Institute
- Supported a large Victorian Government Council go live with their employee experience.

% of Total ARR	32%
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Customers	335
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% of Total headcount	27%
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CUSTOMER SUCCESS STORY



Box Hill Institute operates in 10 countries. The institute delivers professional education across the secondary, VET and higher education sectors.

Employees: 2000 | Industry: Education | Location: Victoria, Australia

The Challenge

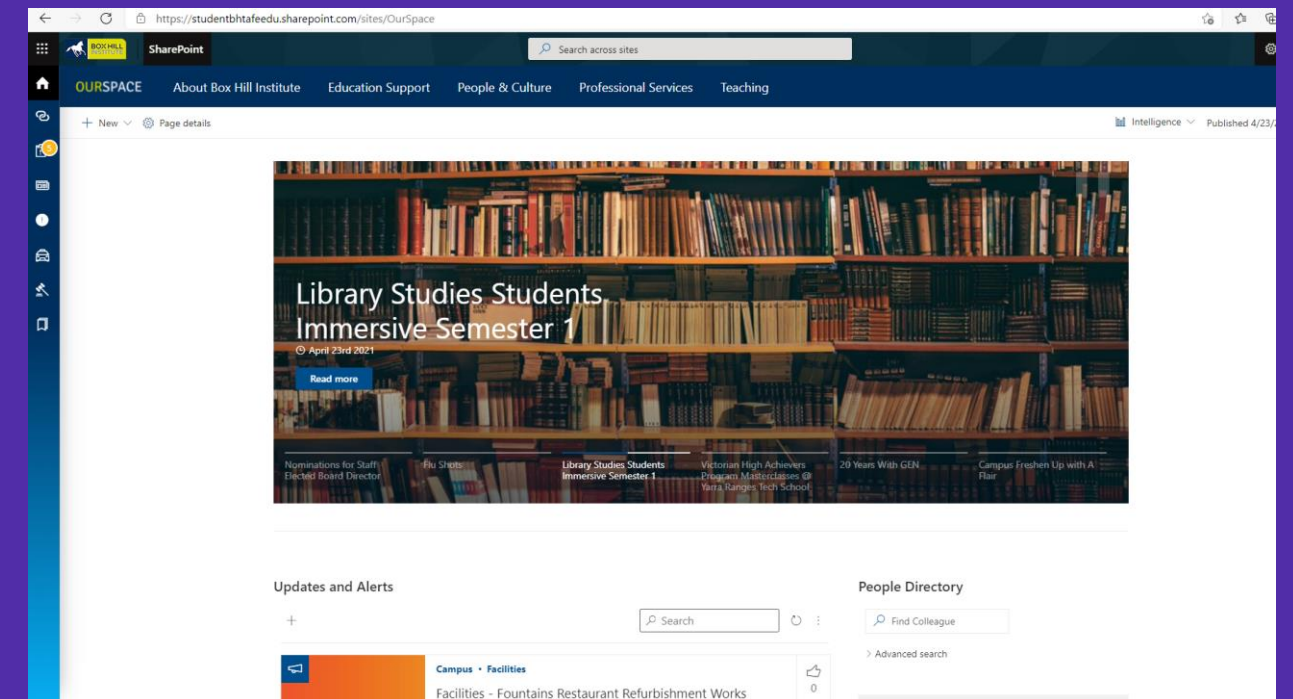
After COVID-19 hit, Box Hill Institute swiftly moved its entire workforce remote. In addition to adapting to teaching online, BHI needed a solution for its employee intranet to integrate into the new deployed O365

The Solution

Working with Box Hill Institute on its communication and employee engagement needs, LiveTiles delivered a single Intelligent Intranet solution that empowered staff to connect, communicate and collaborate with each other regardless of location or device

The Result

Box Hill Institute has launched its Our Space Digital Workplace to all 2000+ staff. The project eliminates an outdated policies and procedures system, with a roadmap to replace it with LiveTiles' inbuilt capability, and greatly improved governance.



“With our students as our core focus, we know that we must equip our staff with the right workplace tools. Creating a Digital Workplace Platform through LiveTiles has improved our employee experience and enabled a hybrid working environment for the future of our workforce.”

CUSTOMER SNAPSHOT

Over 1100 customers in over 20 countries.....



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04

OUTLOOK

OUTLOOK

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Strong demand for Reach continues to grow with the sales pipeline up 139% in the quarter.

We continue to focus on disciplined cost management and rational growth so that we can continue to invest and innovate to grow and expand our customer base.

Investments in our direct sales and marketing strategy, growing pipeline and recent record wins continues to prove our ability to win large global enterprise deals. Supported with a strong lift in RFPs, 21 in motion this CY2021

Revitalized sales force and marketing campaign to drive future growth.

- LiveTiles also welcomes Fione Le Brocq and Jesse Todd as Non Executive Directors who bring in strong skills across marketing, transformation, governance solutions and employee experience management to further consolidate our status as a global employee experience industry leader



Thank you



LiveTiles