



## ASX Announcement

2 July 2021

### **LiveTiles secures deal with Fortune Global 100 company Nestlé**

- LiveTiles signs major licensing deal with Nutrition, Health and Wellness giant Nestlé.
- The three-year, AU\$2.1 million deal is for an Employee Experience solution across their global workforce.
- The deal is the largest licensing agreement for LiveTiles EMEA.
- Employee Experience solutions gaining significant traction in a post-pandemic environment with hybrid work models becoming critical to business strategy.

**LiveTiles Limited (ASX:LVT) (LiveTiles or the Company)**, is pleased to finish FY21 by announcing it has secured another large Enterprise licensing deal with multinational Nestlé for the Company's leading Employee Experience Platform solution.

LiveTiles has signed a three-year deal worth a minimum CHF1.45 million (AU\$2.1 million) with Nestlé that covers a range of LiveTiles products and services to deliver an Employee Experience solution initially for 125,000 users, with the goal to reach the entire workforce of more than 300,000 users within a second phase. The agreement is a record signing for LiveTiles EMEA, with the project integrations and roll-out services initiated in June 2021 and the platform go-live effective date from 1 November 2021. There are no other material conditions that are required to be met before the parties are legally bound to proceed with the agreement.

Nestlé is the world's leading Nutrition, Health and Wellness company; headquartered in Switzerland, Nestlé is listed on the SIX Swiss Index and has a market capitalisation of approximately US\$333 billion (AU\$441 billion). Nestlé was also listed as the world's largest food consumer products employer on the Fortune Global 500 in 2020, employing 328,000 people.

Nestlé released a Request for Proposal (RFP) in December 2020 to identify the most suitable vendor that could provide the technology and know-how to deliver a cloud-based Employee Experience platform for their global workforce. The project is part of their transition from one of the largest global deployments of an on-premise SharePoint Intranet to a more holistic and modern cloud-based Employee Experience Platform designed to drive stronger employee communications, engagement and productivity suiting the specific needs of every employee.

Following a rigorous process assessing many vendors, LiveTiles was chosen ahead of other RFP participants based on the following key reasoning:

- The LiveTiles solution had the strongest alignment to both technology and business requirements;
- LiveTiles offered a true packaged solution based on cutting edge architecture and a clear technology roadmap;
- The LiveTiles solution extends and augments Microsoft's platform allowing Nestlé to fully leverage their Microsoft investment and innovations going forward (i.e. Microsoft 365, Microsoft Viva, SharePoint); and

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- LiveTiles built a strong working relationship for a long-term strategic and advisory partnership to deliver on the continuing needs of Nestlé into the future.

LiveTiles Reach and LiveTiles Intranet are key components of the deal, and continues recent strong momentum with organisations enhancing traditional Intranets with mobile-first communications solutions to deliver a more engaging experience for their employees. LiveTiles Reach has become a key differentiator in competitive deals in FY21, with several record deals announced, including United Healthcare Group in February 2021, and a major US retailer in October 2020.

**Karl Redenbach, Co-Founder and Chief Executive Officer at LiveTiles, said:** “We’re proud to be working with Nestlé and delivering an all-encompassing Employee Experience Platform solution to one of the world’s biggest employers. To have a quality brand such as Nestlé signing with LiveTiles shows us that Employee Experience is now top of mind for the biggest employers in the world, particularly in a post-pandemic environment.”

**Patrick Püntener, Chief Technology Officer at LiveTiles, said:** “We’re focused on helping world-leading companies such as Nestlé boost engagement and collaboration within their enormous workforces. With its open-source integration core, our platform ‘comes to you,’ transforming complex application landscapes into meaningful employee experiences, allowing information to get to the right people at the right time.”

This announcement has been authorised for release by the board.

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**About LiveTiles:**

LiveTiles is the global leader in the Employee Experience Platform market (EXP), helping purpose-driven businesses build positive workplace cultures - both physical and virtual - that facilitate collaboration, keep people feeling connected and deepen employee engagement.

LiveTiles have operations spanning North America, Europe, Asia and Australia, and services over 1,100 Enterprise customers in over 30 countries. LiveTiles was named by The Australian Financial Review as Australia’s fastest growing technology company in 2020 and by Forrester & Gartner as a leader in this space globally.

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