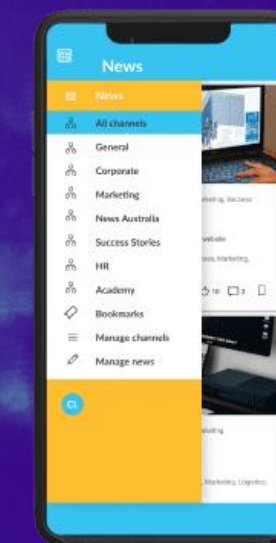
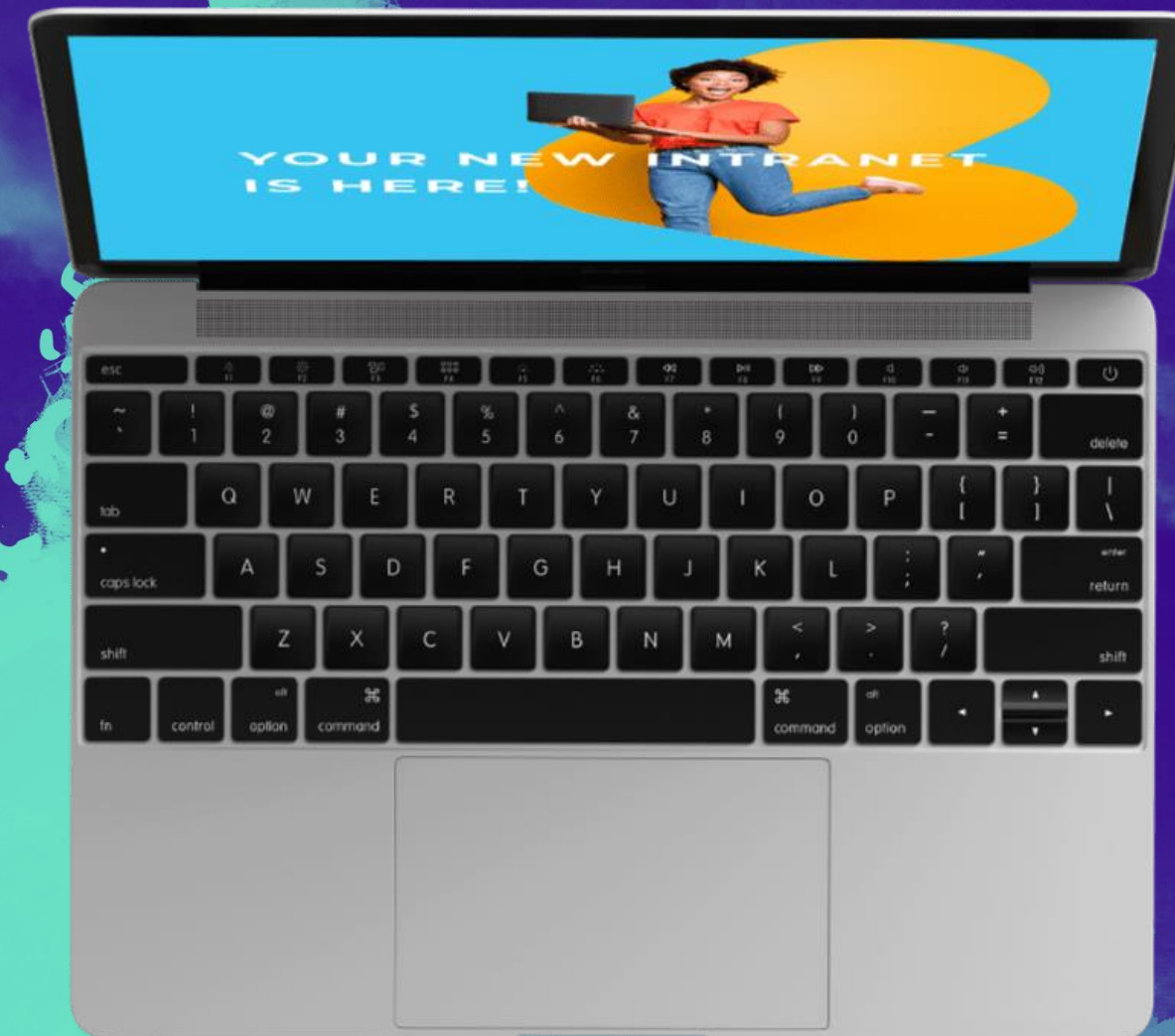


For personal use only

# TRANSFORMING THE WORKPLACE

LiveTiles Limited  
ASX : LVT  
Q4 FY21 Results Presentation  
28 Jul, 2021





# DISCLAIMER

All currency amounts in this presentation are in Australian Dollars (AUD).

This presentation has been prepared by LiveTiles Limited (ABN 05 066 139 991) ("LiveTiles"). Each recipient of this presentation is deemed to have agreed to accept the qualifications, limitations and disclaimers set out below.

This presentation contains summary information about LiveTiles and its activities which is current as at the date of this presentation. No member of LiveTiles, its subsidiaries or respective directors, officers, employees, advisers or representatives (each a "Limited Party") makes any representation or warranty, express or implied, as to the accuracy, reliability or completeness of the information contained in this presentation, including any forecast or prospective information. This presentation should be read in conjunction with the Company's Annual Report, market releases and other periodic continuous disclosure announcements, which are available at [www.asx.com.au](http://www.asx.com.au).

This presentation is not a prospectus, product disclosure statement or any other disclosure or offering document under Australian law (and has not been, and will not be, lodged with the Australian Securities and Investments Commission) or any other law. The distribution of this presentation outside Australia may be restricted by

law. Any recipient of this presentation who is outside Australia must seek advice on and observe any such restrictions. This presentation may not be reproduced or published, in whole or in part, for any purpose without the prior written permission of LiveTiles. This presentation does not constitute an offer to sell, or a solicitation of an offer to buy, any shares in the United States or in any other jurisdiction in which such an offer would be illegal.

This presentation contains certain "forward-looking statements" about LiveTiles and the environment in which LiveTiles operates. Forward-looking statements often include words such as "may", "anticipate", "expect", "intend", "plan", "believe", "continue" or similar words in connection with discussions of future operating or financial performance. The forward-looking statements included in this presentation involve subjective judgement and analysis and are subject to significant uncertainties, risks and contingencies, many of which are outside the control of, and are unknown to, LiveTiles and each Limited Party. Actual future events may vary materially from the forward-looking statements and the assumptions on which those statements are based.

Given these uncertainties, you are cautioned to not place undue reliance on such forward-looking statements.

This presentation contains certain financial measures that are "non-IFRS financial information" under ASIC Regulatory Guide 230 'Disclosing non-IFRS financial information' published by ASIC and also "non-GAAP financial measures" within the meaning of Regulation G under the U.S. Securities Exchange Act of 1934, as amended, and are not recognised under Australian Accounting Standards (AAS) and International Financial Reporting Standards (IFRS). The non-IFRS financial information/non-GAAP financial measures contained in this presentation include Annualised Recurring Revenue (ARR) and Customer Acquisition Cost. LiveTiles believes such non-IFRS/non-GAAP financial information provides useful information to users in measuring the financial performance and business conditions of LiveTiles. The non-IFRS/non-GAAP financial information does not have a standardised meaning prescribed by AAS and IFRS and therefore, may not be comparable to similarly titled measures presented by other entities, nor should they be construed as an alternative to other financial measures determined in accordance with AAS or IFRS. Investors are cautioned, therefore, not to place undue reliance on any non-IFRS/non-GAAP financial information and ratios included in this presentation.

Certain market and industry data included in this presentation has been obtained from public filings, research, surveys or studies conducted by third parties, including industry and general publications, and has not been independently verified by LiveTiles. LiveTiles cannot warrant or guarantee the accuracy or completeness of such information.

This presentation is a general overview only and does not purport to contain all the information that may be required to evaluate an investment in LiveTiles. The information in this presentation is provided personally to the recipient as a matter of interest only and has been prepared without taking into account the objectives, financial situation or needs of prospective investors. It does not amount to an express or implied recommendation with respect to any investment in LiveTiles, nor does it constitute financial, legal, tax, investment or other advice or a recommendation to acquire LiveTiles shares.

The recipient, intending investors and respective advisers should:

conduct their own independent review, investigations and analysis of LiveTiles and of the information contained or referred to in this presentation; and/or

seek professional advice as to whether an investment in LiveTiles is appropriate for them, having regard to their personal objectives, risk profile, financial situation and needs.

Except insofar as liability under any law cannot be excluded, neither LiveTiles nor any Limited Party shall have any responsibility for the information contained in this presentation or in any other way for errors or omissions (including responsibility to any persons by reason of negligence).

# CORPORATE OVERVIEW

## ASX: LVT

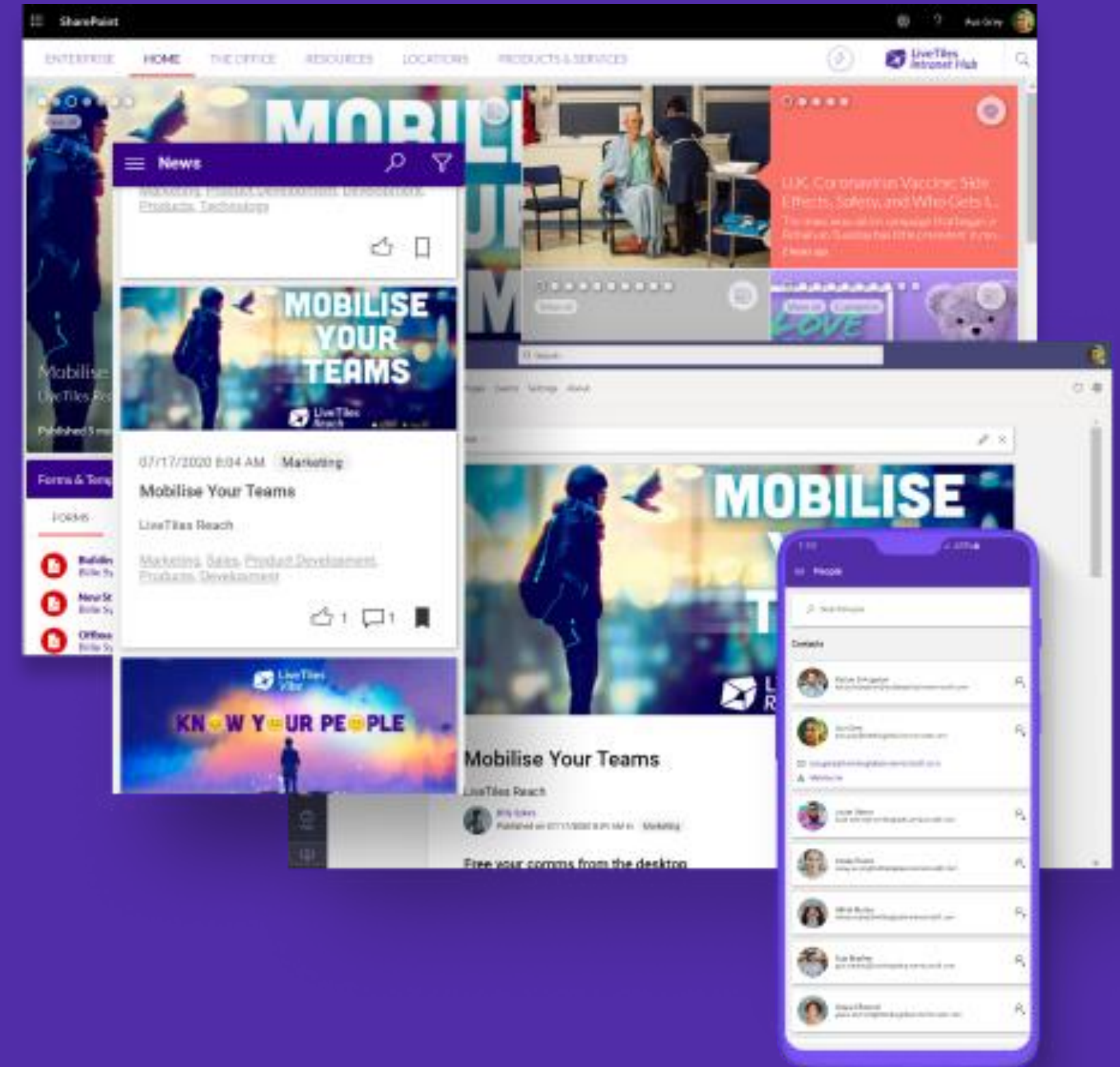
Share price as at 27 Jul 21	\$0.155
Shares on issue	902m
Market capitalisation	\$141.4m
Cash as at 30 Jun 21 (zero debt)	\$16.7m
Enterprise value	\$124.7m

## CO-FOUNDERS

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

## REGISTER

	%
Founders, Management, Directors	~23.0
Institutional Shareholders	~22.0
Retail Shareholders	~55.0
<b>Total</b>	<b>100</b>



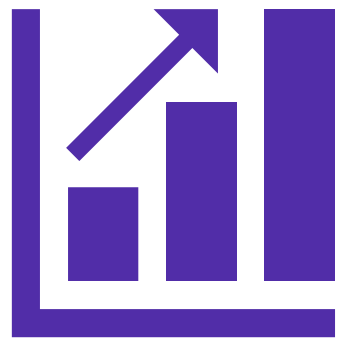


For personal use only

# 01

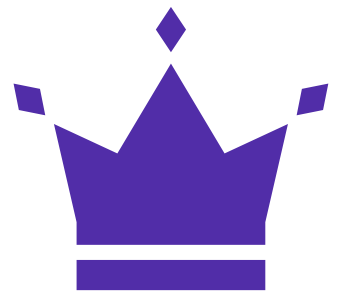
## Q4 HIGHLIGHTS





## **RECORD CASH RECEIPTS and ARR GROWTH**

- Record cash receipts for the quarter of \$14.6m +30% vs pcp.
- ARR growth of 17% vs pcp to \$62.8m.
- \$1.2m net operating cash outflow (excl. govt-grants and one-off non recurring items). A continued improvement, 24% compared to March 2021 quarter.
- Cash on hand \$16.7m providing sufficient cashflow runway for company operations.



## **INDUSTRY POSITIONING REMAINS STRONG**

- Recent success in highly competitive tender processes reaffirms leading positioning of product.
- LiveTiles was selected as the best product over 30 other vendors by Nestlé.
- The ability to offer both desktop and mobile solutions is a key differentiator.



## **STRATEGIC BUSINESS REVIEW COMMISSIONED**

- After a challenging year, the Board commissioned a strategic review by an ex-McKinsey consultant, highlighting our commitment to continuous improvement.
- The outcomes of the review and the Company's new strategy and vision will be presented in detail in the FY result on 26th August 2021.



For personal use only

# 02

## FINANCIALS



# Financial Summary

As at 30 June 2021 (A\$)

Annualised Recuring Revenue (ARR)<sup>1</sup>

**\$62.8m**

+17% compared to Prior Corresponding Period (pcp)

ARR (Constant Currency)<sup>2</sup>

**\$64.7m**

+20% vs pcp

Average ARR per customer

**\$58.3k**

\$60.0k on a constant currency basis<sup>2</sup>

Cash on hand

**\$16.7m**

Another strong quarter cash receipts

**\$14.6m**

+30% compared to pcp

Trailing 12 months (TTM) Cash Receipts

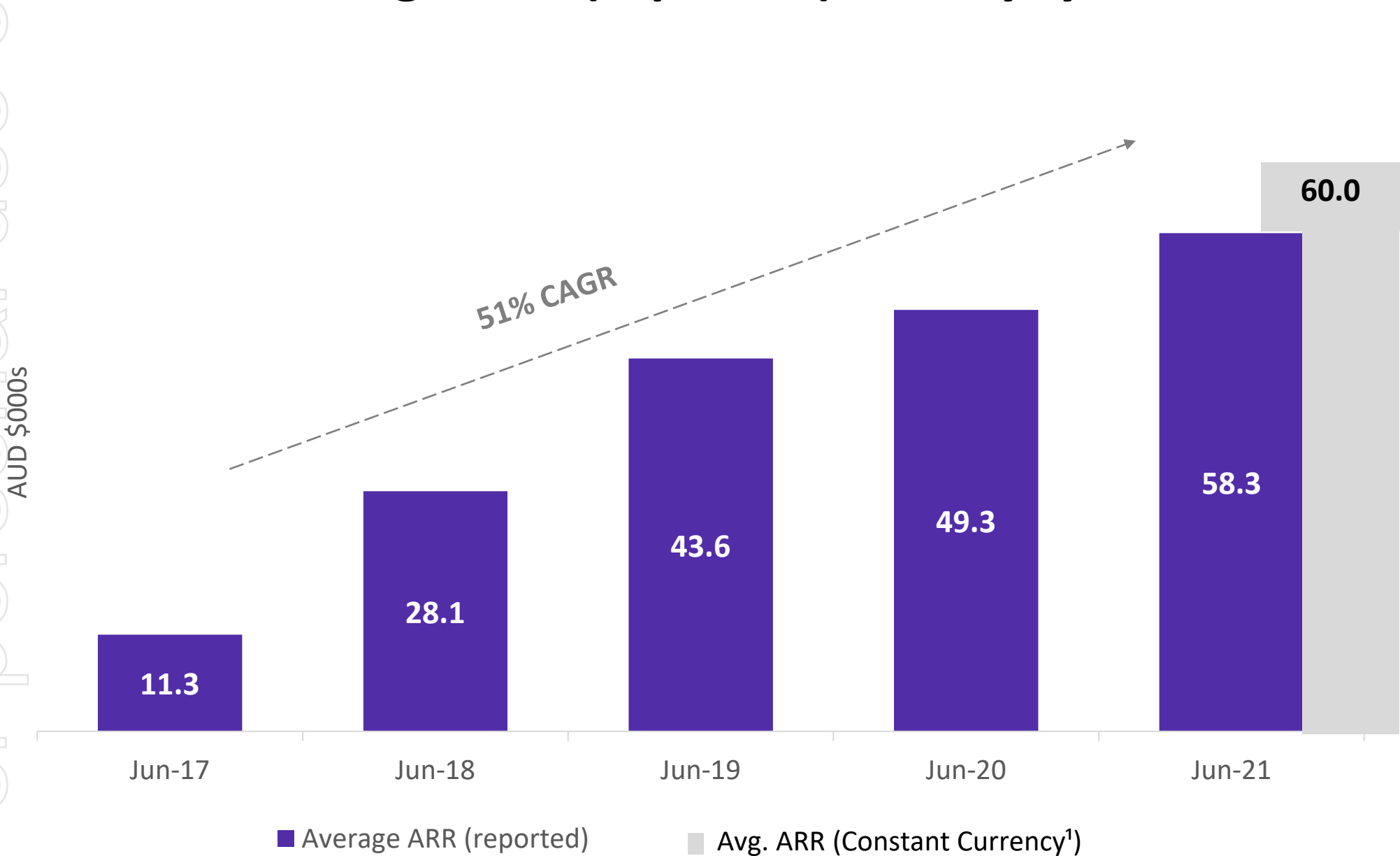
**\$51.8m**

+26% compared to pcp

1. LiveTiles defines ARR as contracted 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.

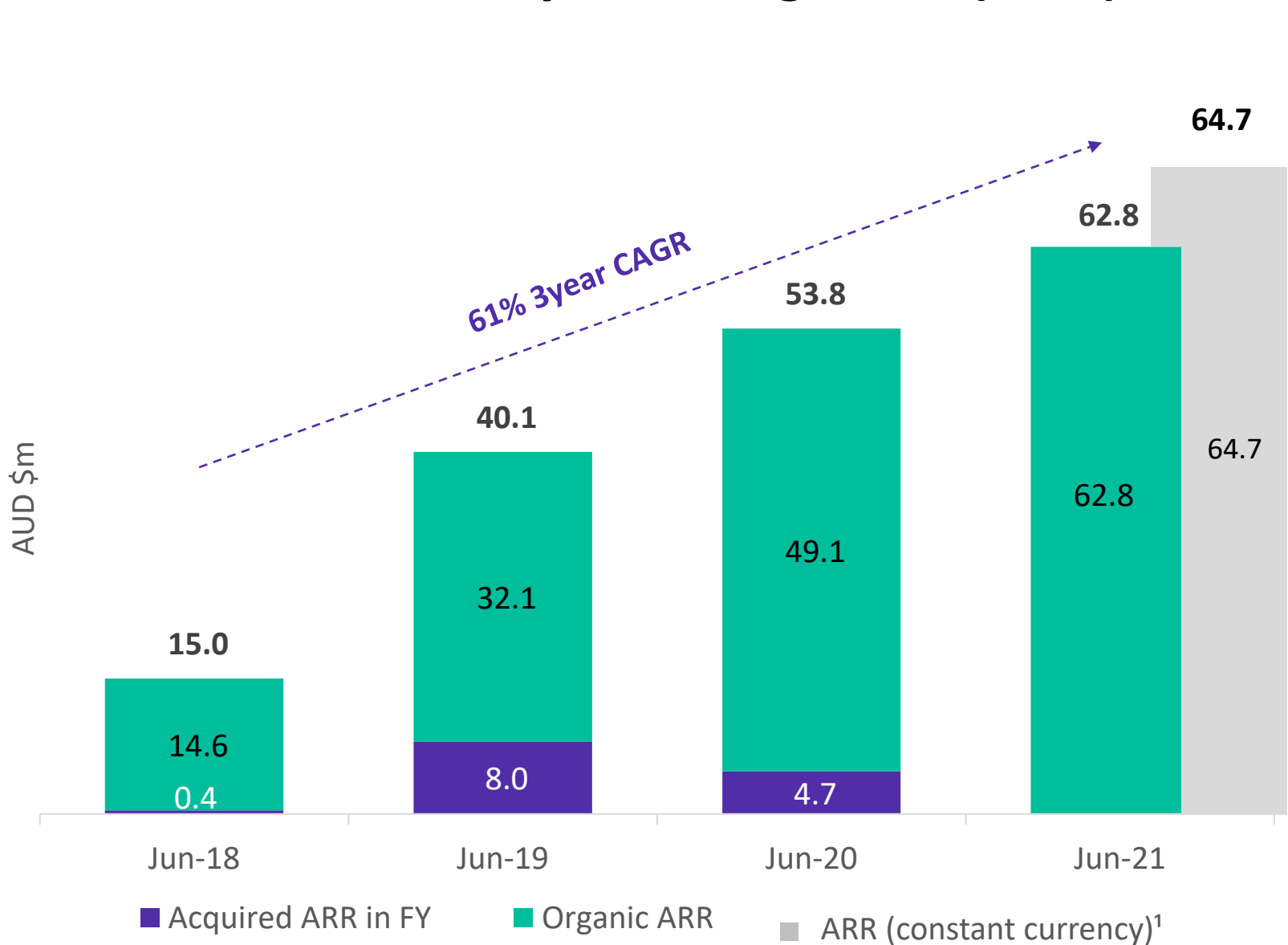
2. On a constant currency basis, using FX rates as at 30 June 2020,

Average ARR (reported) +18% yoy



- Customer mix is shifting towards larger enterprise companies
- A double digit rise in average ARR

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



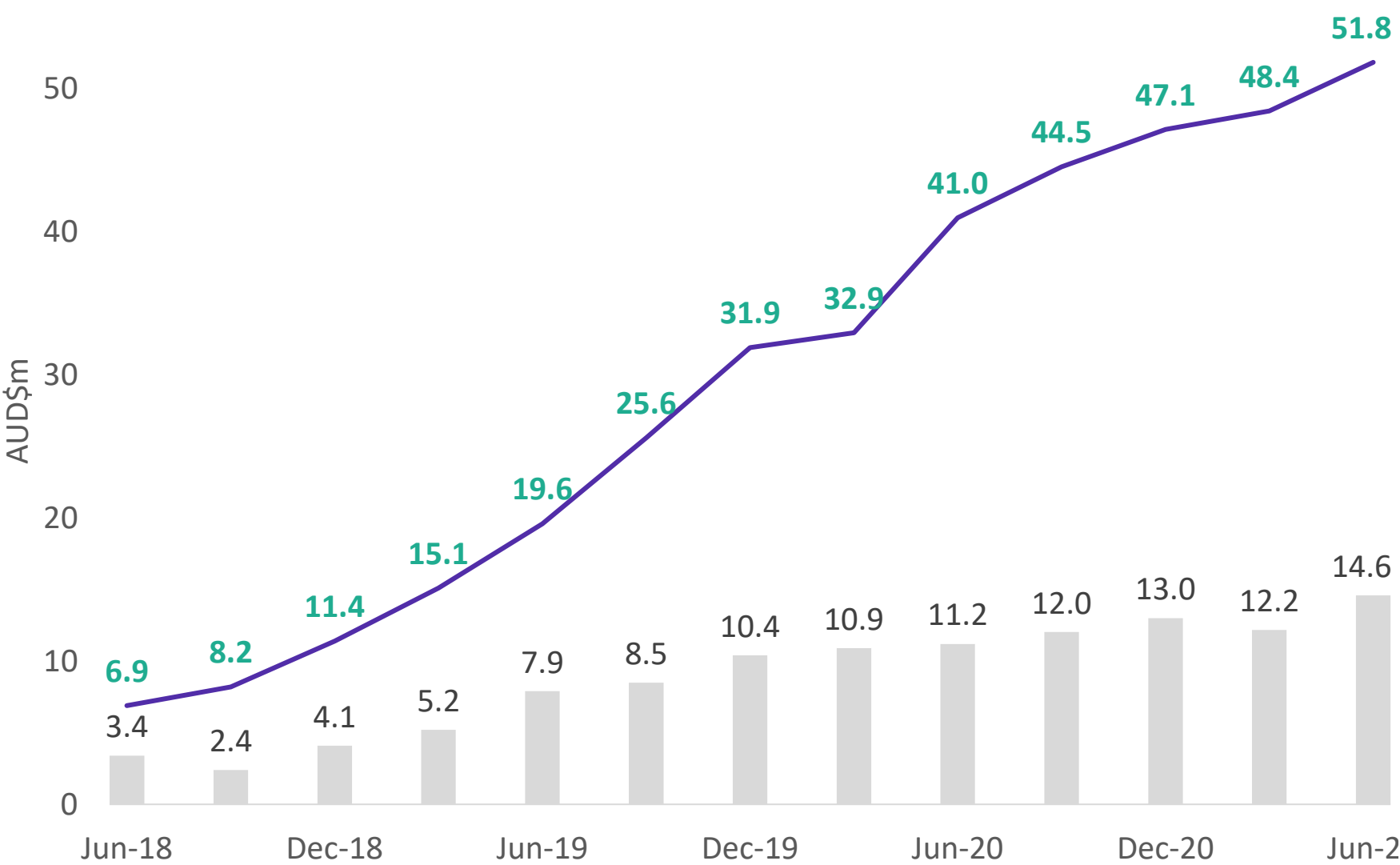
- Year on year ARR growth of 17% (reported) and 20% (constant currency).

1. On a constant currency basis, using FX rates as at 30 June 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).



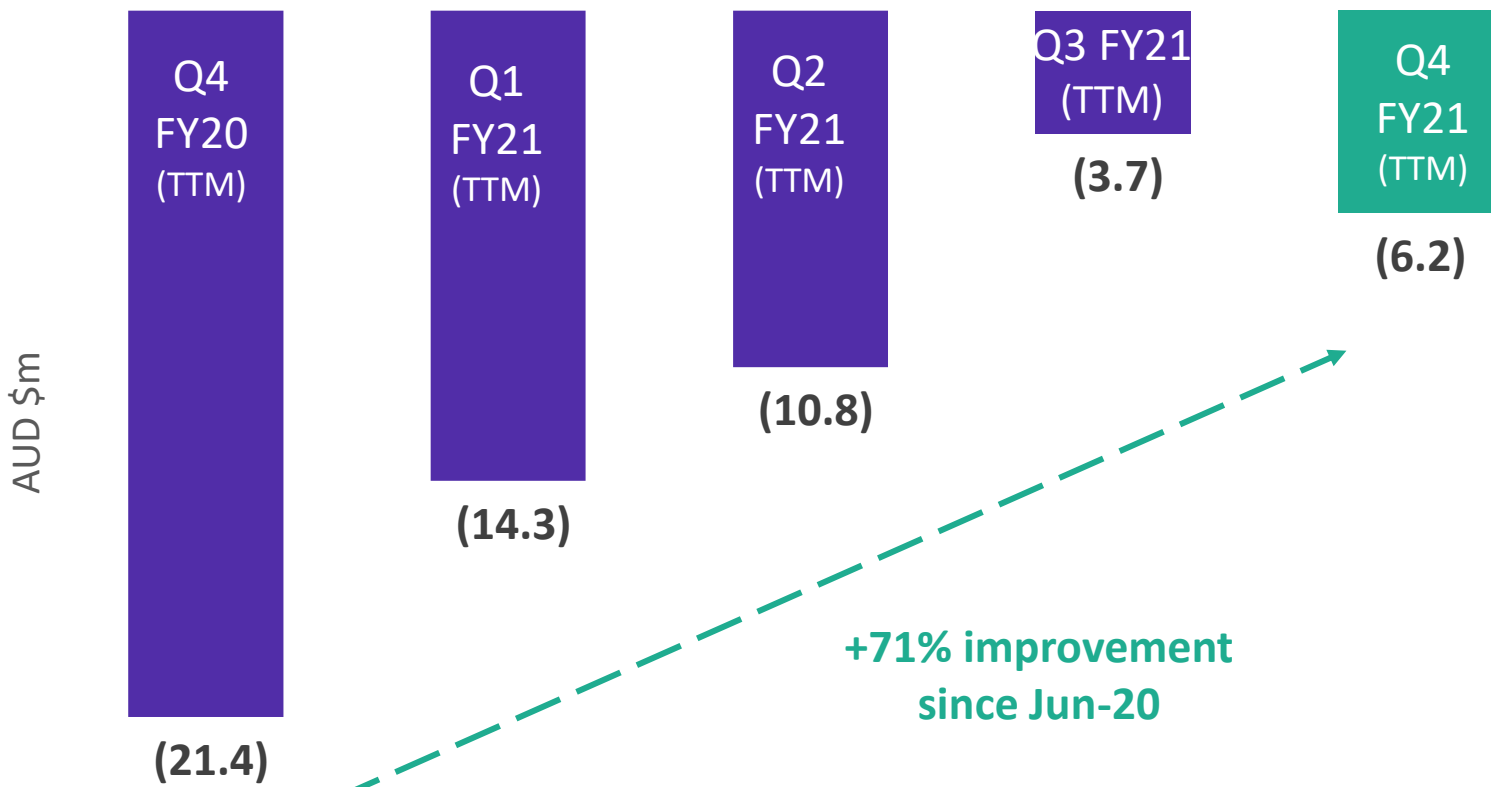
For personal use only

## Strong Cash Receipts (TTM) growth +26% vs Jun20 TTM

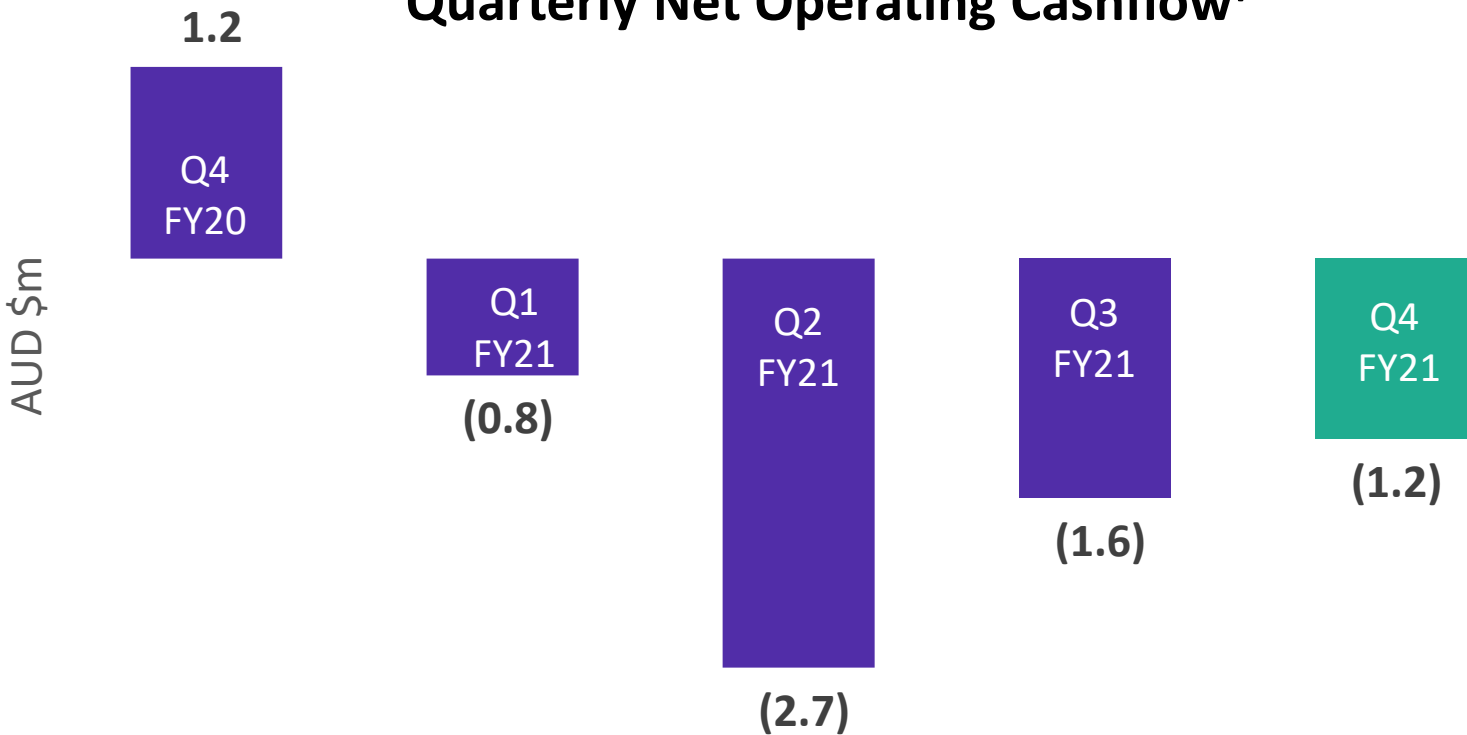


Record quarter cash receipts of **\$14.6m in Q4FY21** with **+40% growth vs pcp**

## Improving Net Operating Cashflow <sup>1</sup> Trailing Twelve Months (TTM)



## Quarterly Net Operating Cashflow<sup>1</sup>

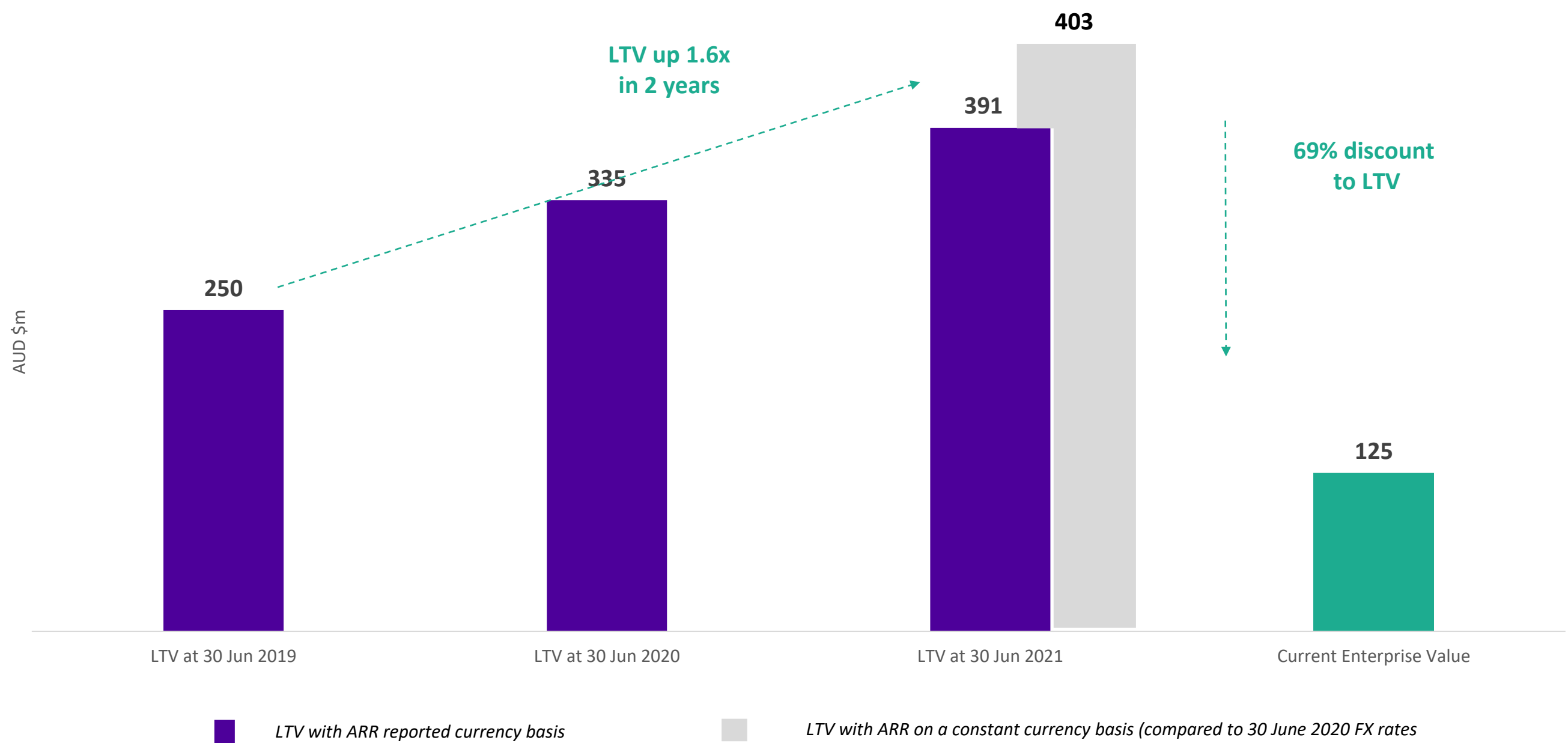


<sup>1</sup> Normalised Operating Cashflow that excludes Government grants and non-recurring items



# Building Recurring Lifetime Value

## \$391m Customer Lifetime Value (LTV) from Annualised Recurring Revenue



For personal use only

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 30 June 2021 less net cash on hand at 30 June 2021)

3. Note – Previous quarters calculations used Constant currency ARR.



# 03

## Business Update





## AMERICAS

- Continued pipeline growth in front-line workforce market: Healthcare; Transportation; Manufacturing; Retail; Construction
- Increasing volume of opportunities where front-line workforce do not have Microsoft 365 license
- Selected for RFI/RFPs with a global healthcare device manufacturer, pharma & COVID-19 vaccine supplier, a global engineering firm and large regional bank
- United Health Group (UHG) project on track for deployment to 325k users in Q2-FY22
- Market trend towards scalable, predictable SaaS solutions aligns with LiveTiles Reach go-to-market approach
- New market opportunities to emerge with major capability updates to LiveTiles Reach scheduled for Q1 2022

% of Total ARR	18%
----------------	-----

Customers	239
-----------	-----

% of Total headcount	13%
----------------------	-----

## EMEA

- Record quarter with new sales in EMEA showing a 138% quarter over quarter increase.
- AUD 2.1m 3-year deal completed with a Fortune Global 100 company – a record deal for EMEA
- European Market outlook strong for H1 with demand from large logistics and retail enterprise expected to add over half a million users to LiveTiles products, driven from front-line worker demand
- New account management initiative providing early success

% of Total ARR	43%
----------------	-----

Customers	516
-----------	-----

% of Total headcount	63%
----------------------	-----

## APAC

- Signed a major Australian Not for Profit with 4000+ seats leveraging the entire LiveTiles Employee Experience Platform
- Expanded Usage (5000+ seats) in a large NSW based Construction organisation to improve their compliance and document management strategy.
- Signed a major Australian property management organisation to manage their hybrid workplace experience.
- Expansion of LiveTiles Reach into large Australian Energy Provider (4000 seat expansion for frontline workers)
- Signed large deal with Singapore based Government department to support their digital workplace experience

% of Total ARR	39%
----------------	-----

Customers	323
-----------	-----

% of Total headcount	24%
----------------------	-----



# CUSTOMER SUCCESS STORY

# Entain



Entain is one of the world's largest sports-betting and gaming groups. (Brands include bwin & Ladbrokes)

**Employees:** 24,000  
**Industry:** Entertainment  
**Location:** Global

## The Challenge

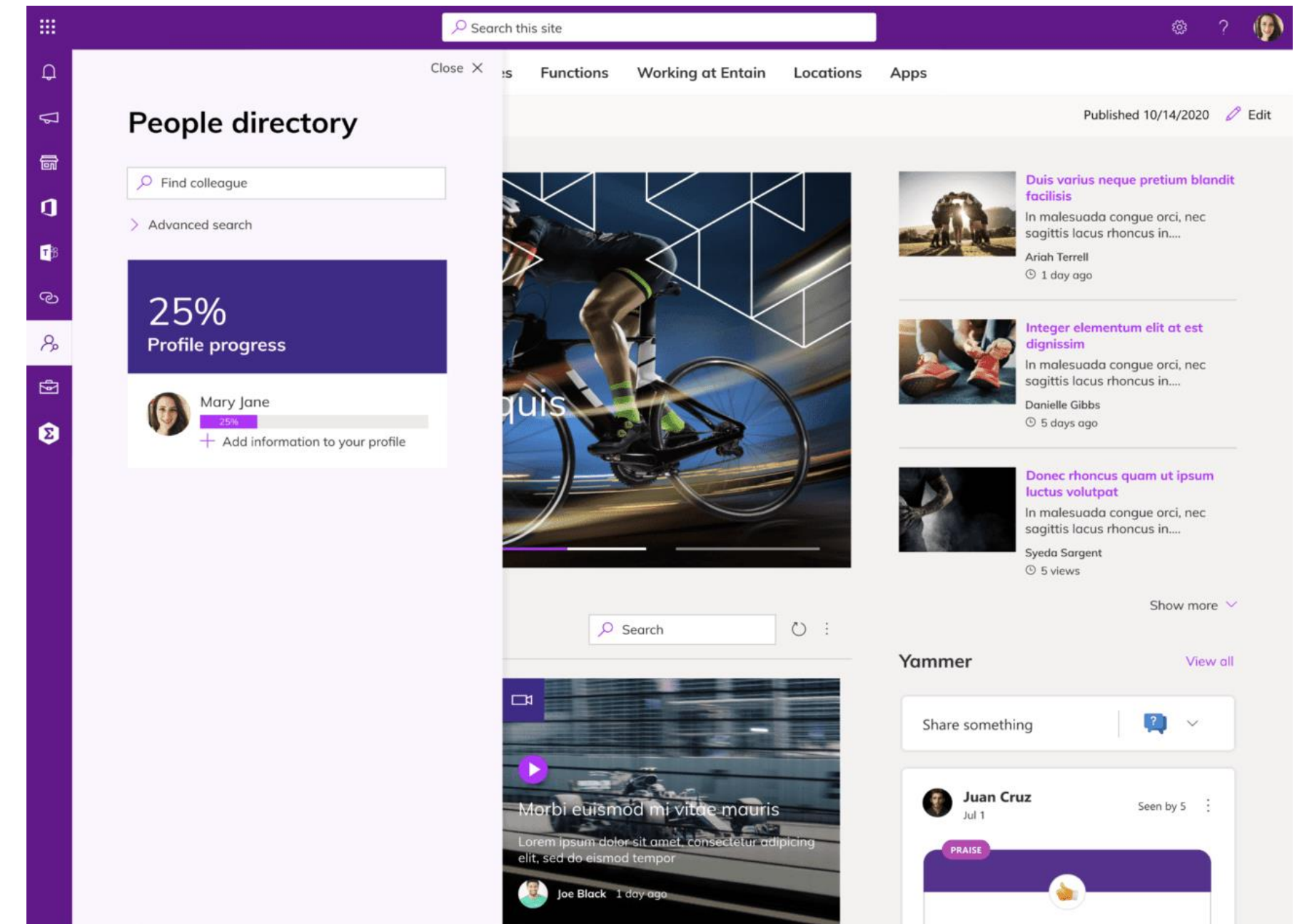
A fast-growing global sports betting and gaming group needed to help leaders and colleagues connect in a more modern way, providing a world-class employee experience and future-proofing digital workplace capability.

## The Solution

Deliberate discovery leading to the development of a best-in-class digital workplace using LiveTiles Enterprise and leveraging Microsoft technologies.

## The Result

Replacing the existing intranet with the launch of a new platform – Entain.Me – a scalable digital workplace, compelling, agile and highly engaging, with global reach for office-based and frontline employees.



“I’m delighted with how LiveTiles drives the experience and is so agile. We plan to track the development of both LiveTiles’ and Microsoft’s technology roadmap, so we can continue to make entain.me the globally innovative and foundational – and yes Omnipresent – platform for our company”

*Si Steers, Digital Lead, internal Comms Team at Entain.*



# CUSTOMER SUCCESS STORY

use only  
Σntain

My recent documents

Name	Last accessed
Mauris suscipit lacus	November 16
In molestie elit sed	November 13
Donec ullamcorper diam	November 6
Nulla vulputate erat vitae	October 21
Quisque vitae est eget erat	August 13

My links

My personal links

My favourite links

My documents

Apps

Yammer

Share something

Juan Cruz

Jul 1

Seen by 5

News

Morbi vehicula purus eu  
nisl posuere condimentum

Read more

Branding

Cras ut ex non ipsum porta sagittis

Pellentesque habitant morbi tristique senectus

Wellbeing

Nulla facilisi

Fusce rutrum, mauris ut finibus condimentum, mi purus sollicitudin enim, ut cursus nunc est sit amet massa.

Yammer

Share something

Juan Cruz

Jul 1

Seen by 5

Video : <https://youtu.be/KKBO830bAD0>

Σntain.me

How do I

Teams & Communities

Functions

Working at Entain

Locations

Apps

+ New

Page details

Published 10/14/2020

Edit

Phasellus volutpat ex a  
libero imperdiet facilisis

Read more

Duis varius neque pretium blandit  
facilisis

In malesuada congue orci, nec  
sagittis lacus rhoncus in...

Ariah Terrell

1 day ago

Integer elementum elit at est  
dignissim

In malesuada congue orci, nec  
sagittis lacus rhoncus in...

Danielle Gibbs

5 days ago

Donec rhoncus quam ut ipsum  
luctus volutpat

In malesuada congue orci, nec  
sagittis lacus rhoncus in...

Syeda Sargent

5 views

Σntain

Branding

Cras ut ex non ipsum porta sagittis

Pellentesque habitant morbi tristique senectus et  
netus et malesuada fames ac turpis egestas.  
Donec quis neque ac ipsum gravida accumsan sit  
amet ut risus.

Charles Morgan

about 5 hours ago

IT

Nulla porta non magna et pharetra

Integer rutrum faucibus gravida. Curabitur  
sollicitudin neque vitae lacus cursus vestibulum.

Marshall Oliver

14 days ago

Entain

Donec condimentum mollis ornare

Integer ac ex non quam aliquet porta eget  
fermentum nunc. Ut lacinia, ante quis ultricies  
pretium, eros dul accumsan orci, sit amet finibus  
dolor massa quis turpis.

Patsy Fernandez

8 days ago

Wellbeing

Nulla facilisi

Fusce rutrum, mauris ut finibus condimentum, mi  
purus sollicitudin enim, ut cursus nunc est sit amet  
massa.

Kelly Ford

19 days ago

Yammer

Share something

Juan Cruz

Jul 1

Seen by 5

Praised Gail Wright

Excellent job on the sales pitch!

Be the first to like this

Write a comment

Gail Wright

May 22

Seen by 5

Integer at dictum orci, eget lacinia arcu.  
Nunc tincidunt pulvinar tristique...

Be the first to like this

Write a comment

Annie Kim

May 22

Seen by 5

Duis nunc mi, efficitur ac sollicitudin  
elementum, feugiat sit amet ante.

Be the first to like this

Write a comment

Juan Cruz

May 20

Seen by 5

Sed gravida sollicitudin erat, eget congue  
enim. Nunc sed venenatis ligula...

Be the first to like this

Write a comment



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





For personal use only

# 04

## OUTLOOK



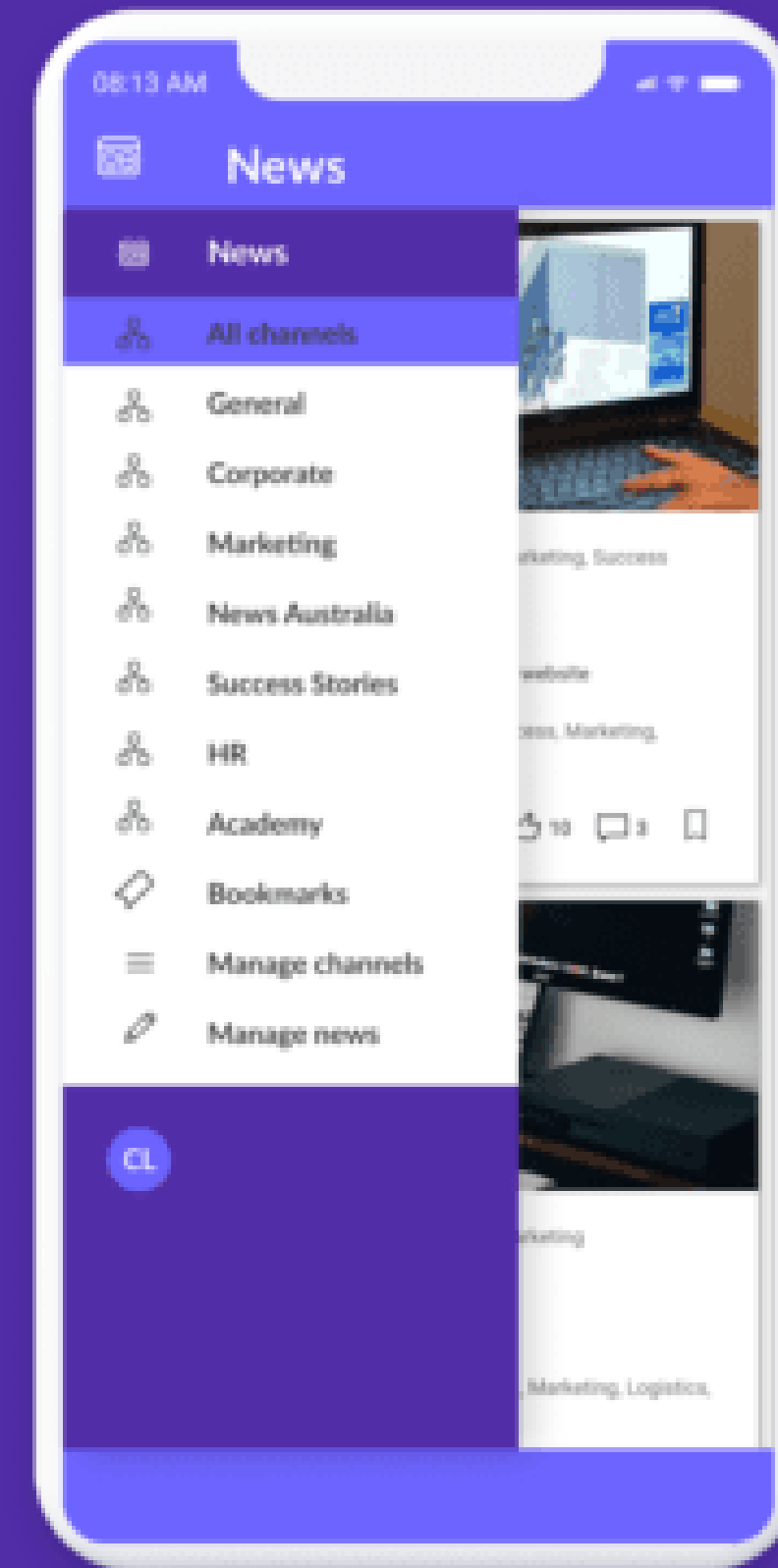
# OUTLOOK

The Board of LiveTiles commissioned a strategic business review, which helped drive a new company vision and strategy, whilst also identifying opportunities for operational improvements - the outcomes of which will be detailed at the Full Year result on the 26<sup>th</sup> August.

Launching the Employee Experience academy with Canva in September with some of the worlds leading experts that will drive strong sales activity.

LiveTiles Reach, our Employee App solution, continues to deliver excellent results, with licence sales up 709% in the past 12 months.

Our recent wins with Nestlé, United Healthcare Group and other large enterprises in highly competitive tenders reaffirms our leading position in the Employee Experience Market.





# Thank you



[www.livetilesglobal.com](http://www.livetilesglobal.com)