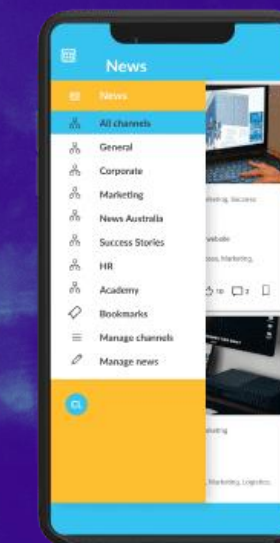


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TRANSFORMING THE WORKPLACE

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



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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
Total	18.8

REGISTER

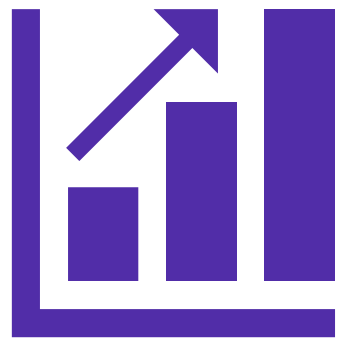
	%
Founders, Management, Directors	~23.0
Institutional Shareholders	~22.0
Retail Shareholders	~55.0
Total	100



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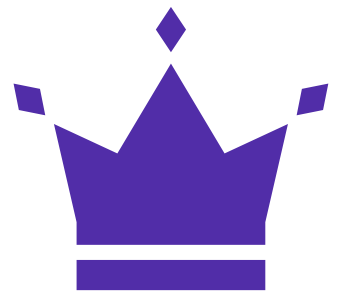
01

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.

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FINANCIALS

Financial Summary

As at 30 June 2021 (A\$)

Annualised Recuring Revenue (ARR)¹

\$62.8m

+17% compared to Prior Corresponding Period (pcp)

ARR (Constant Currency)²

\$64.7m

+20% vs pcp

Average ARR per customer

\$58.3k

\$60.0k on a constant currency basis²

Cash on hand

\$16.7m

Another strong quarter cash receipts

\$14.6m

+30% compared to pcp

Trailing 12 months (TTM) Cash Receipts

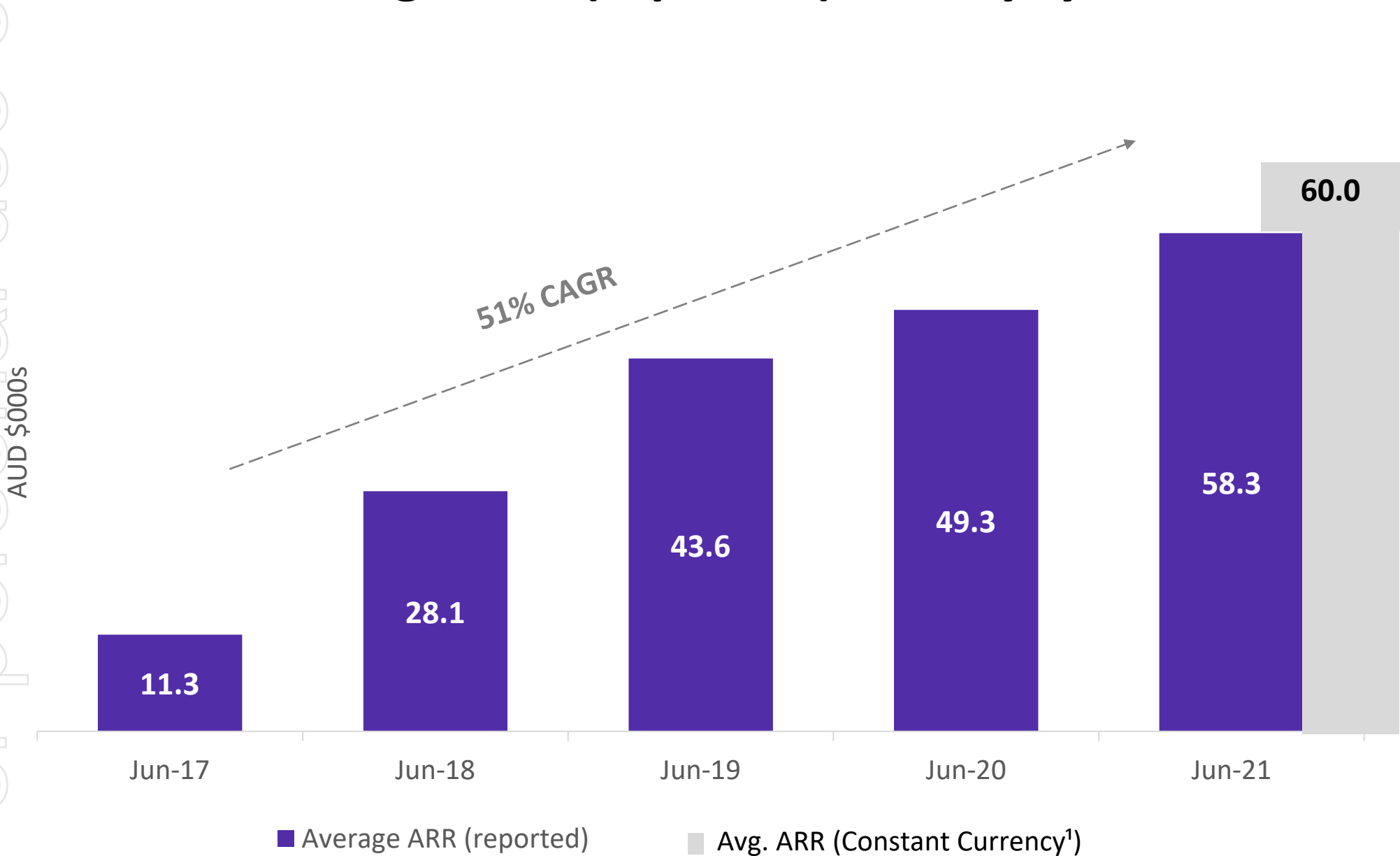
\$51.8m

+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.

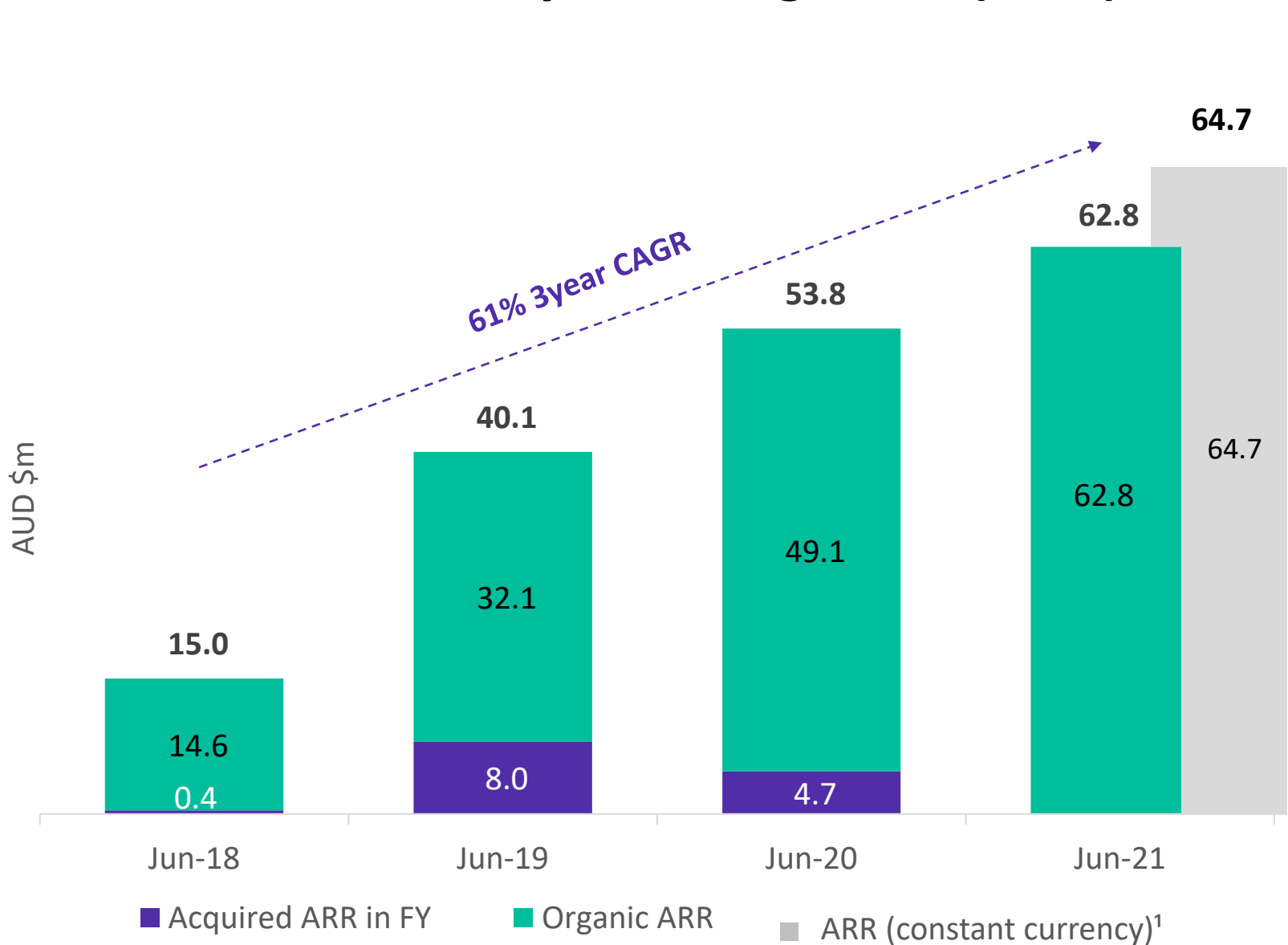
2. On a constant currency basis, using FX rates as at 30 June 2020,

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)



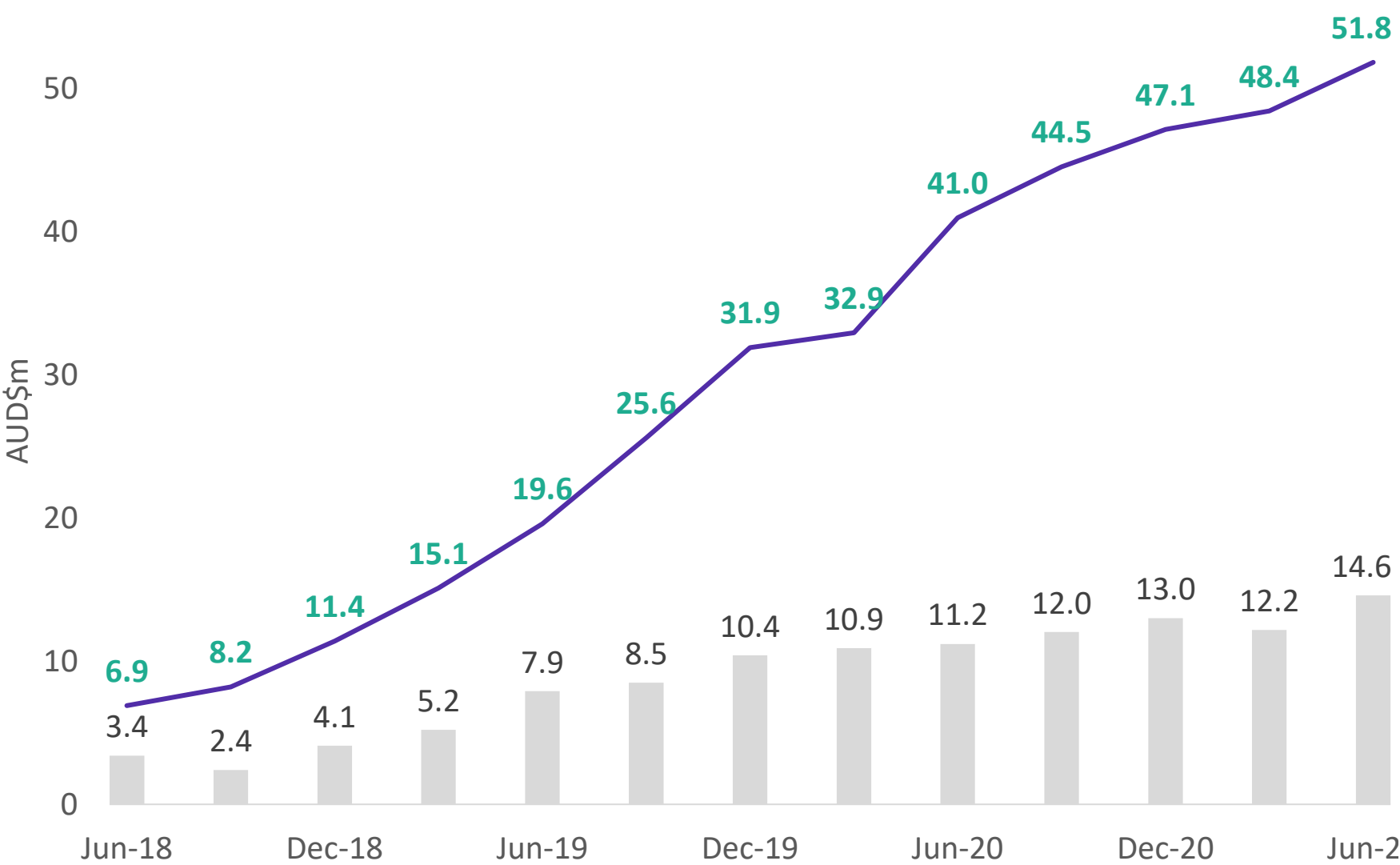
- Year on year ARR growth of 17% (reported) and 20% (constant currency).

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).

Improving Cash Management

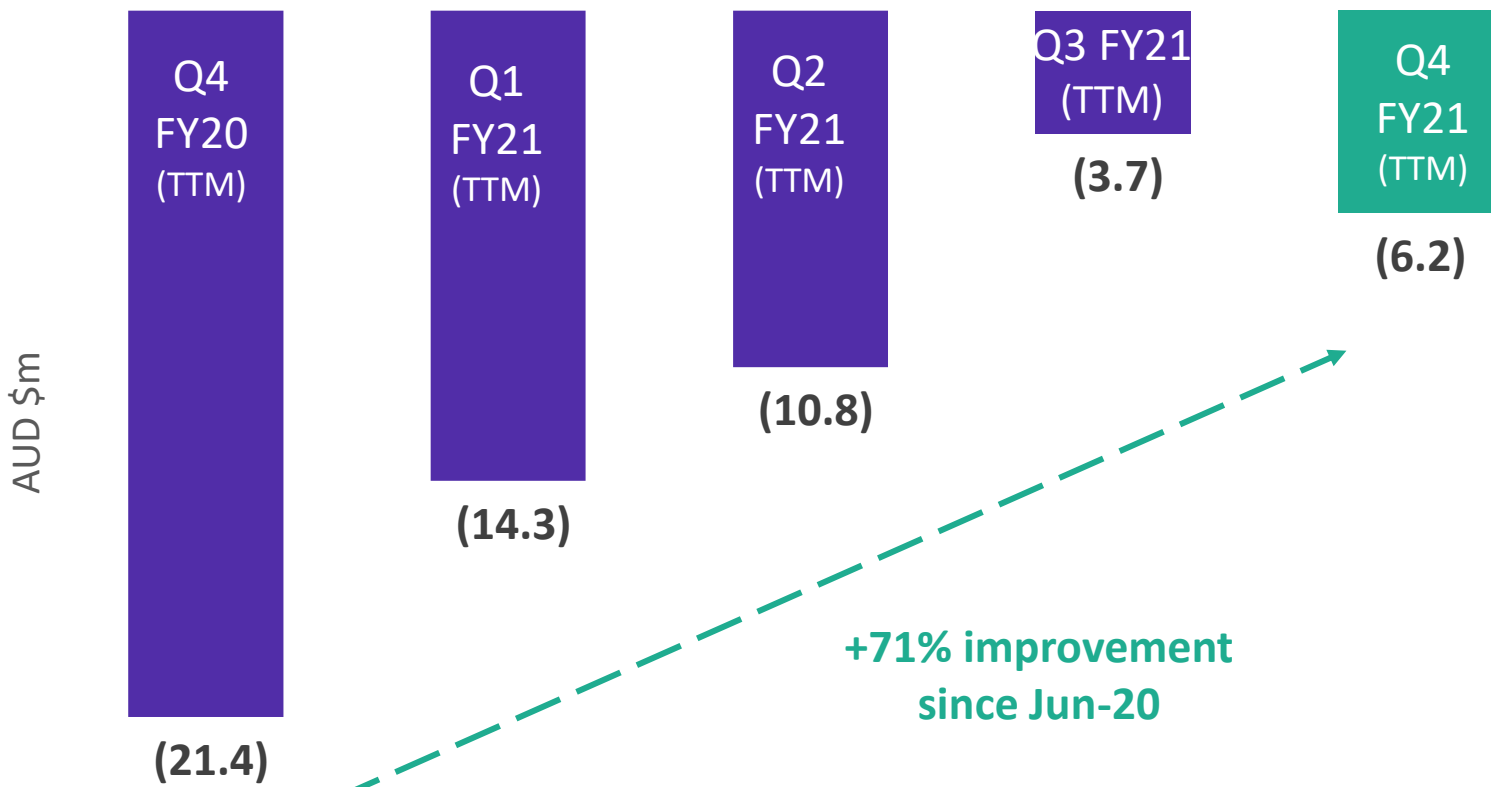
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Strong Cash Receipts (TTM) growth +26% vs Jun20 TTM

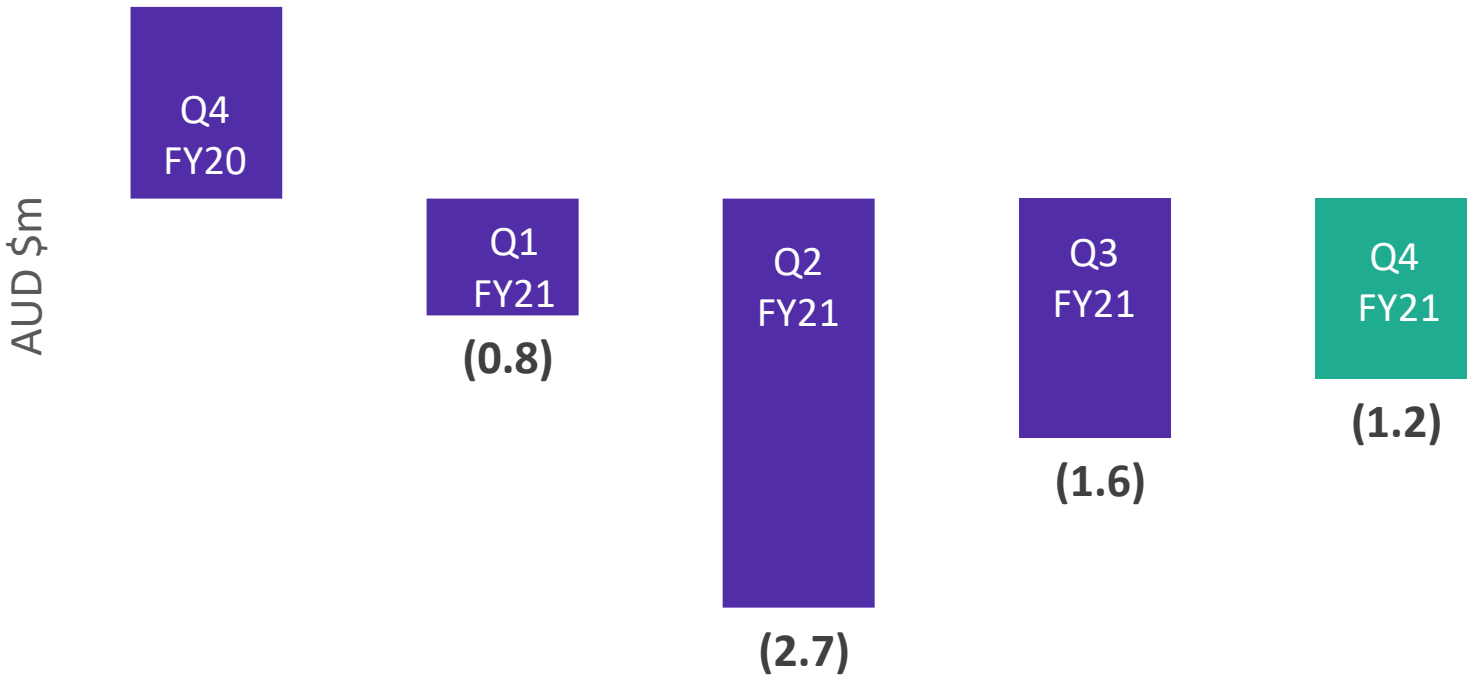


Record quarter cash receipts of **\$14.6m in Q4FY21** with **+40% growth vs pcp**

Improving Net Operating Cashflow ¹ Trailing Twelve Months (TTM)



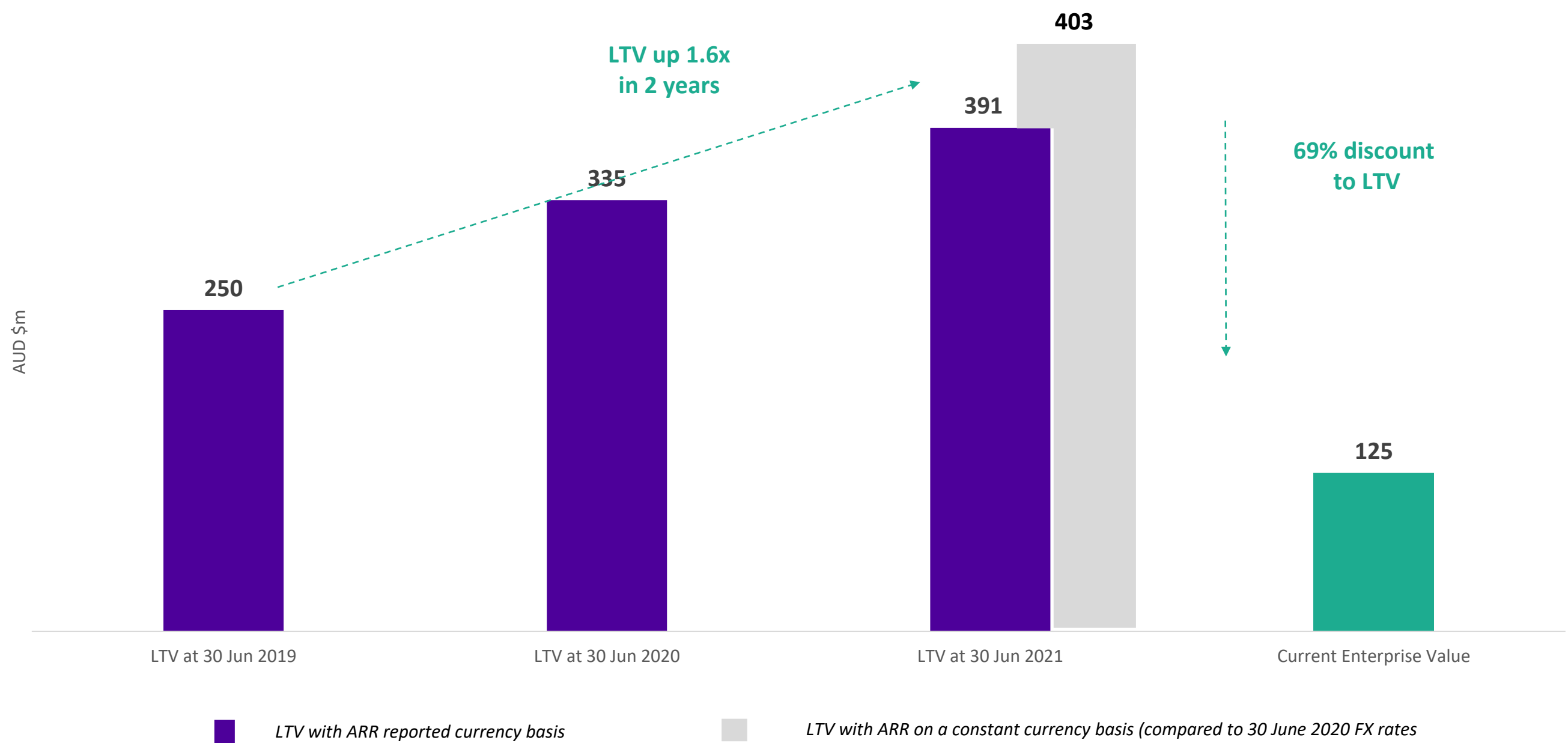
Quarterly Net Operating Cashflow¹



¹ Normalised Operating Cashflow that excludes Government grants and non-recurring items

Building Recurring Lifetime Value

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



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%
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Customers	239
-----------	-----

% of Total headcount	13%
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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%
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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

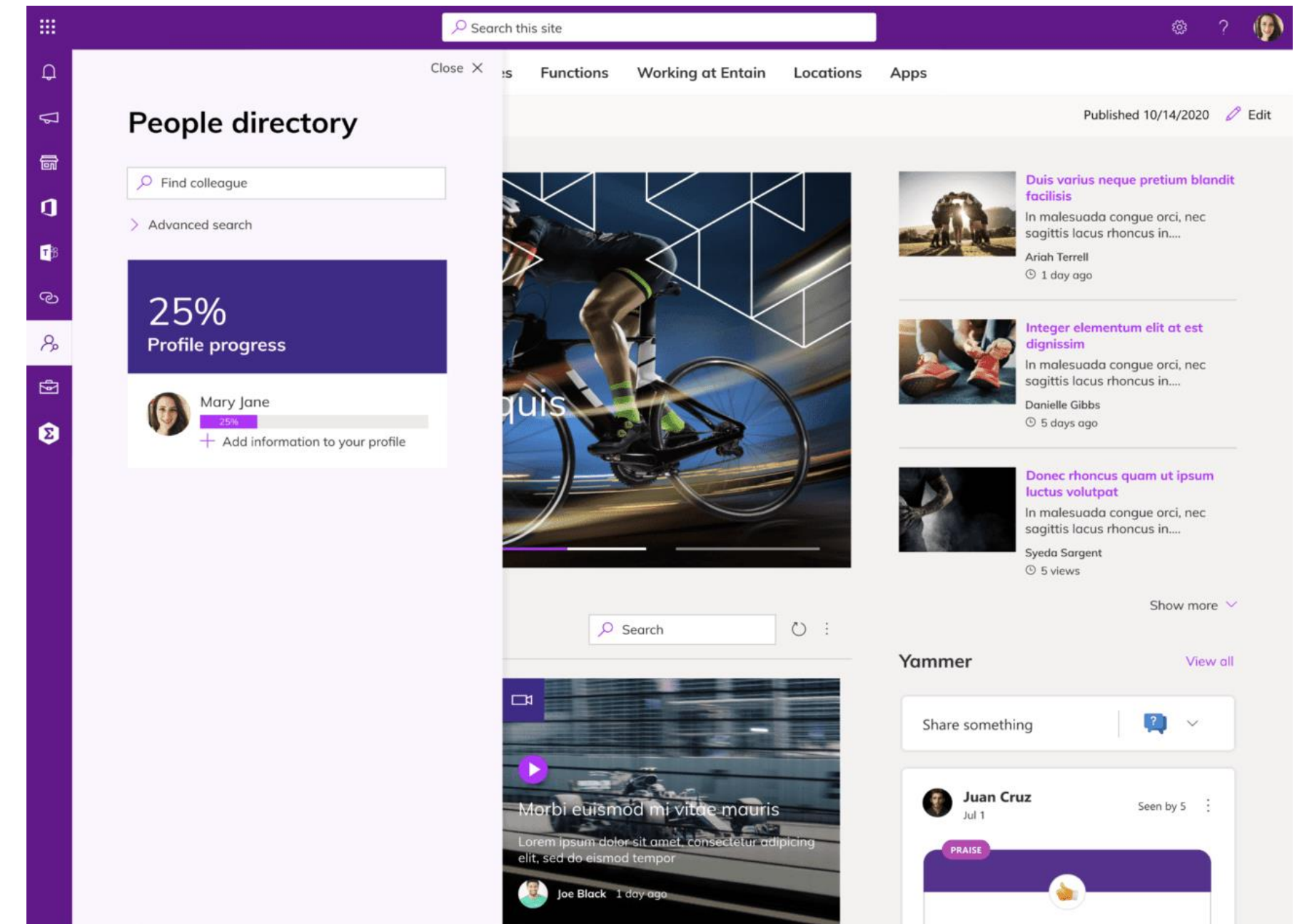
A fast-growing global sports betting and gaming group needed to help leaders and colleagues connect in a more modern way, providing a world-class employee experience and future-proofing digital workplace capability.

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

Apps

Duis varius neque pretium blandit facilisis

Integer elementum elit at est dignissim

Donec rhoncus quam ut ipsum luctus volutpat

Yammer

Share something

Juan Cruz

My links

My personal links

My favourite links

My documents

News

Morbi vehicula purus eu nisl posuere condimentum

Read more

Branding

Cras ut ex non ipsum porta sagittis

Read

Morbi euismod mi vitae mauris

Read

Yammer

Share something

Juan Cruz

Praised Gail Wright

Excellent job on the sales pitch!

Gail Wright

Gail Wright

Σntain.me

How do I

Teams & Communities

Functions

Working at Entain

Locations

Apps

Published 10/14/2020

Edit

Phasellus volutpat ex a libero imperdiet facilisis

Read more

Duis varius neque pretium blandit facilisis

Integer elementum elit at est dignissim

Donec rhoncus quam ut ipsum luctus volutpat

Yammer

Share something

Juan Cruz

Praised Gail Wright

Excellent job on the sales pitch!

Gail Wright

Annie Kim

Juan Cruz

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

CUSTOMER SNAPSHOT

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



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04

OUTLOOK

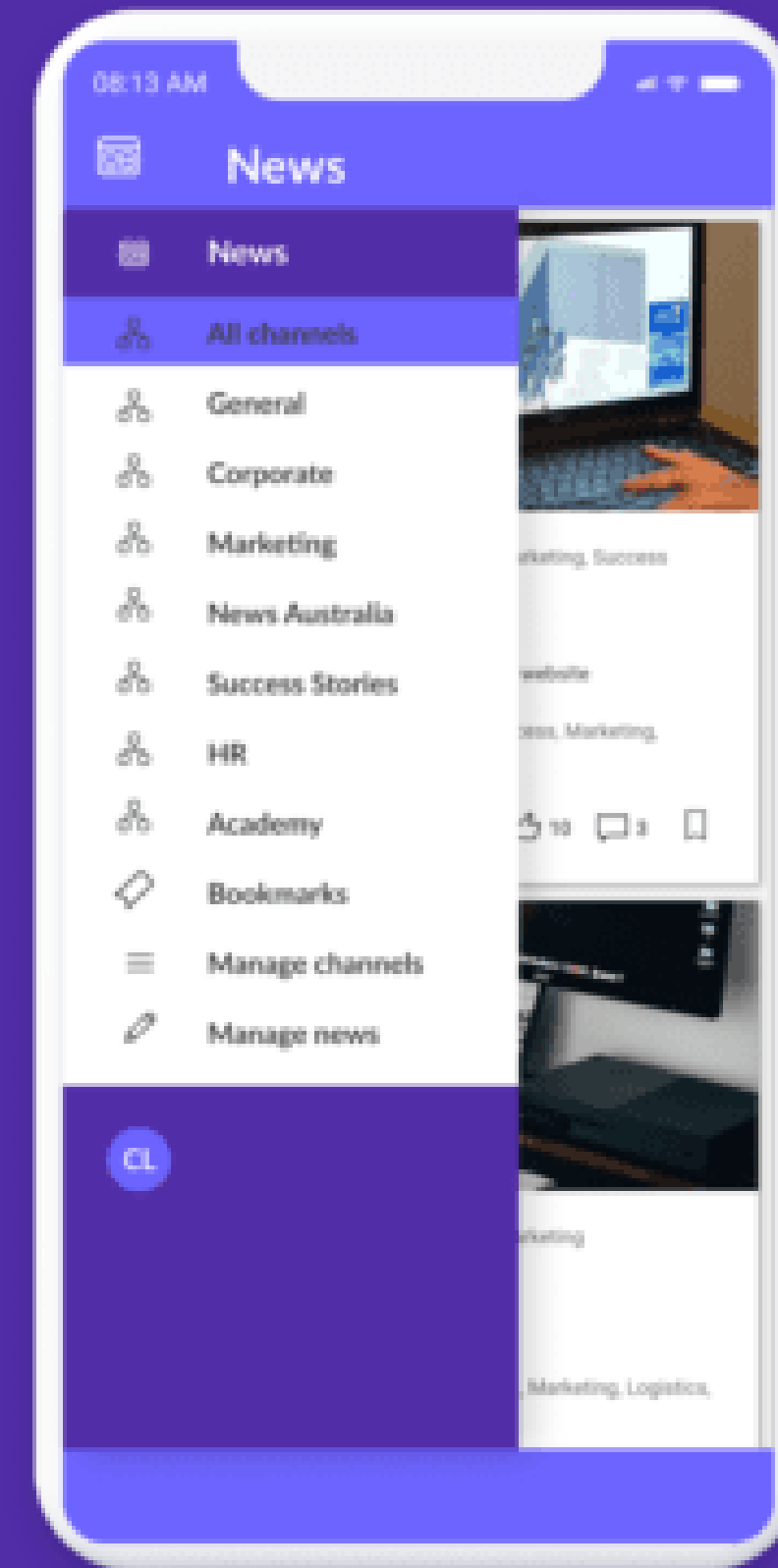
OUTLOOK

• 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 26th 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



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