

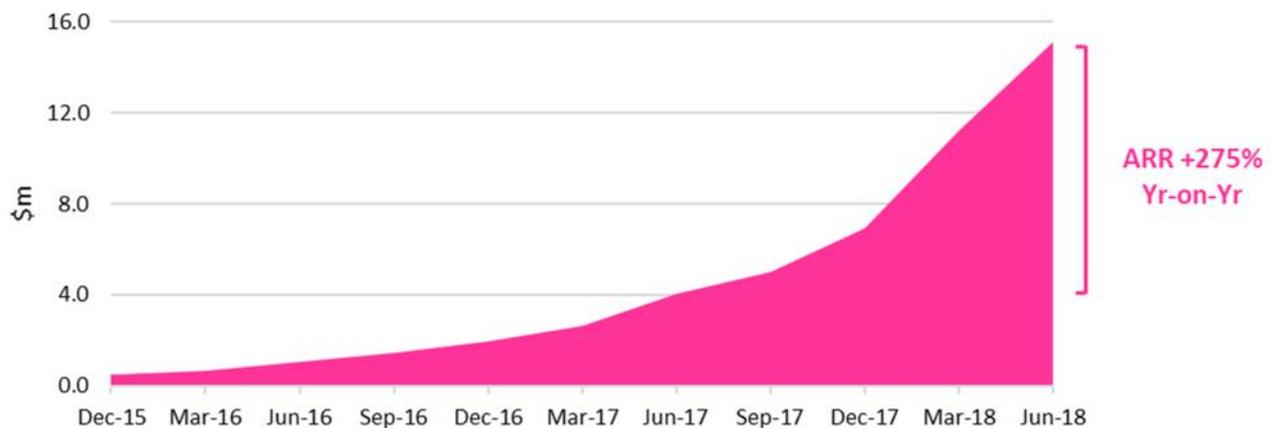
## ASX Announcement

10 July 2018

### Annualised recurring revenue reaches \$15 million, up 275% year-on-year

- J Annualised recurring revenue<sup>1</sup> (ARR) reaches \$15.0 million as at 30 June 2018, up from \$4.0 million as at 30 June 2017 and \$11.2 million as at 31 March 2018
- J ARR has grown by 275% in the last 12 months
- J Early adoption of LiveTiles Bots has been stronger than anticipated, as ongoing joint campaign with Microsoft in North America continues to strengthen brand and product awareness
- J Winner of two major industry awards in recognition of LiveTiles' digital workplace transformation and artificial intelligence (AI) capabilities
- J Another year of strong recurring revenue growth expected in FY19, driven by sales and marketing investment, Microsoft co-marketing initiatives and demand for recently launched AI products

#### Rapid growth in annualised recurring revenue



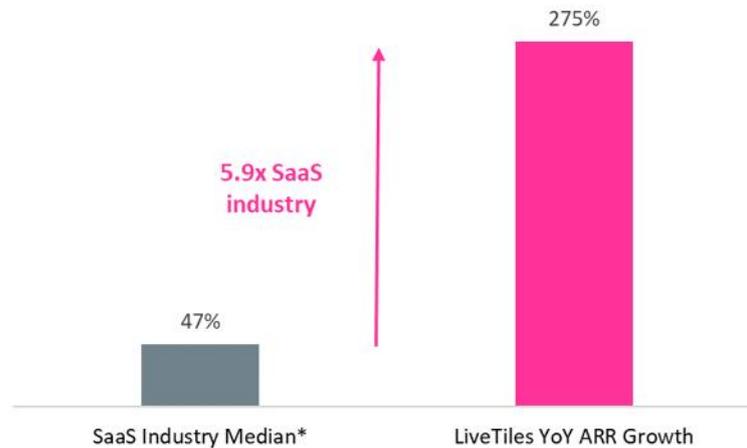
**LiveTiles Limited (ASX:LVT) (LiveTiles or the Company)**, a global software company that empowers its users to develop their own intelligent workplace experiences, is pleased to announce another record quarter of annualised recurring revenue (ARR) growth.

ARR reached \$15.0 million as at 30 June 2018, representing annual growth of 275%, with \$3.8 million of ARR added in the June quarter.

<sup>1</sup> Annualised recurring revenue (ARR) represents committed, recurring revenue on an annualised basis

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## LiveTiles is growing at almost 6x the rate of the Software-as-a-Service industry



\* Source: KeyBanc 2017 Private SaaS Company Survey (361 respondents)

Customer highlights in the June quarter included:

- A multinational media and entertainment conglomerate, headquartered in the United States
- A large clothing and homewares retailer, headquartered in the United States
- A major banking and payment services company in the United States
- One of the world's largest distributors of electronic components, headquartered in the United States
- A major global airline, headquartered in the United States
- One of the world's largest brewers, headquartered in Europe
- A major food manufacturer in the United Kingdom
- A large mining and metals company, headquartered in Australia
- A major electricity distribution company, headquartered in Australia
- An Australian university

### SUCCESSFUL CO-MARKETING WITH MICROSOFT DRIVING LIVETILES BOTS REVENUE

LiveTiles secured multiple new LiveTiles Bots customers during the quarter, exceeding expectations as the Company's ongoing joint campaign with Microsoft in North America drove strong interest and sales.

Spanning the Financial Services, Healthcare, Manufacturing, Professional Services and Education sectors, the early adopters of LiveTiles' artificial intelligence (AI) solution range from mid-market to Fortune 500 companies. Strong growth in LiveTiles Bots is expected to continue in FY19.

### N3 SALES AND MARKETING TEAM ESTABLISHED IN THE UNITED STATES

LiveTiles' strategic relationship with sales and marketing consultancy and execution firm N3 is progressing well. A team of 60 dedicated sales and marketing personnel (based in Rochester, New York) were onboarded and trained during the June quarter and is already generating high volumes of leads and sales opportunities across the United States.



The combination of N3's expert understanding of Microsoft's and LiveTiles' products and its sophisticated sales and marketing platform is expected to generate strong and highly scalable customer and revenue growth for LiveTiles in FY19.

### MAJOR AWARDS RECEIVED

Last month LiveTiles was awarded the following two major awards in recognition of the Company's innovation and leadership in intelligent workplace software:

- 2018 Microsoft US Partner of the Year for Modern Workplace Transformation
- Best Application of AI in the Enterprise, at the AIConics, the world's only independently judged AI awards.

**LiveTiles co-founder and Chief Executive Officer, Karl Redenbach said:** "Our significant investment in sales and marketing throughout FY18, together with the recent launch of our AI products, co-marketing initiatives with Microsoft and the launch of our N3 partnership, gives us great confidence in our plan to deliver another year of strong revenue growth in FY19."

LiveTiles will provide further details on its growth and operations with its 4<sup>th</sup> quarter Appendix 4C in late July.

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### About LiveTiles:

LiveTiles is a global software company headquartered in New York, with operations in Seattle, Tri-Cities (Washington State), San Francisco, Los Angeles, Chicago, Minneapolis, North Carolina, Rochester, London, Sligo, Zurich, Amsterdam, Sydney, Melbourne, Brisbane, Geelong and Hobart. LiveTiles offers intelligent workplace software for the commercial, government and education markets, and is an award-winning Microsoft Partner. LiveTiles' products comprise LiveTiles Intelligent Workplace, LiveTiles Design, LiveTiles Bots, LiveTiles Intelligence, LiveTiles for SAP Software, LiveTiles MX, LiveTiles Mosaic and Hyperfish. LiveTiles' customers represent a diverse range of sectors and are spread throughout the United States, United Kingdom, Europe, the Middle East and Asia-Pacific.

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