



ASX Announcement

14 November 2018

N3 sales engine surpasses \$50 million in sales opportunities

- Strategic relationship with sales and marketing consultancy and execution firm N3 has generated a pipeline of sales opportunities in the United States that now exceeds \$50 million
- The N3 team operates as an extension of the in-house LiveTiles sales and marketing function, generating predictable monthly pipeline and providing a flexible resourcing model
- Conversion of the N3-generated pipeline to continue growing through FY19, contributing to the Company's strong customer and revenue growth in FY19

LiveTiles Limited (ASX:LVT) (LiveTiles or the Company), a global software company that empowers its users to create their own intelligent workplace experiences, is pleased to provide an update on its strategic relationship with sales and marketing consultancy and execution firm N3.

N3 has established itself as a major sales and marketing engine for LiveTiles in the United States, with 60 dedicated personnel based in Rochester, New York driving demand, lead generation and qualified sales opportunities.

Since late May 2018, N3 has generated a pipeline of sales opportunities that now exceeds \$50 million. Conversion of the N3-generated pipeline will continue growing through FY19.

The N3-generated pipeline includes a large volume of sales opportunities arising from LiveTiles' sponsorship and investment into Microsoft's largest global customer event, Ignite, in September 2018.

Part of the N3 team is now dedicated to drive pipeline and revenue growth for the recently-acquired Hyperfish business.

Karl Redenbach, LiveTiles co-founder and CEO, said: "The N3 team is delivering high and consistent volumes of sales opportunities to support our customer and revenue growth and provides us with a scalable and flexible resourcing model to generate demand and sales opportunities."

"Given LiveTiles' strong track record of converting qualified sales opportunities into paying customers, we are confident we can continue to rapidly grow our customer base and recurring revenue throughout FY19, with the support of the N3 team."

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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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