

Annual General Meeting

14 May 2019

Blockchain Designed for Business

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MONETARY VALUES

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Executive Summary

2018

- ✓ \$492k Receipts
- ✓ \$700k Sales Orders
- ✓ 23 % recurring revenue

Q1 2019

- ✓ \$189k in Receipts
- ✓ \$204k Sales Orders₁
- ✓ \$199k of new orders₂

Strong balance sheet with cash of \$3.338M

Partner Network is growing

**Use cases
have increased
over the quarter
from 23 to 28**



	Central Europe, 14
	UK, 14
	SA, 21
	US, 7
	Middle East, 3
	APJ, 13
	Benelux, 15



1. From 2018 to be recognised in 2019 not included in Q1 cash receipts
2. Received in Q1 not yet reflected in Q1 cash receipts

Introducing TYMLEZ

Our Vision

- To be the gold standard provider of enterprise blockchain technology

Our Mission

- To bring commercial-grade blockchain technology to the enterprise

We do this by

- Delivering a scalable platform which enables accelerated development, management, and deployment of enterprise blockchain applications
- Providing a highly scalable, multi-tenant, enterprise-grade smart contract platform which can be deployed in minutes and / or implemented via partners within an enterprise or across a consortium



Unique Selling Proposition

Built by one of the most experienced teams in the world, **only TYMLEZ** offers:



A curated software suite that utilizes a combination of open-source software & TYMLEZ IP



An intuitive development and run-time platform which helps organisations develop new, distributed applications (dApps)



A platform that enables legacy systems to leverage the benefits that blockchain technology provide



A visual drag-drop-deploy environment to compose applications, in minutes rather than months



Tymlez Group Ltd Board



Michael Reh

Executive Director
CEO & Co-Founder

Michael is a long-time software executive having worked at Board Level for the world's leading IT-firms as an **Executive VP at SAP** (13 years to 2014), **Executive VP and Global Head for Finacle at Infosys** and most recently **CEO and board member at Edgeverve (8,000+ employees)**. He has the ability to combine his technical expertise with his ability to understand customer business systems and processes, and has worked in an international capacity for years building strong networks within the business information and technology space



Reinier van der Drift

Executive Director
Business Development &
Co-Founder

Reinier is a serial technology entrepreneur, founding his first company in 1994. Reinier has been a leader in the ICT industry since 1984. He was the **CEO and founder of Authasas which was acquired by Micro Focus in 2015 for \$15M**. Reinier is also a thought leader and public advocate for the continued development of strong authentication technologies. He is a public representative of the security industry and typically participates in the media and open forums as an industry commentator



Rodney Hannington

Non-Executive Chairman

Rodney has international experience in Australia, China, Japan, South Korea and South East Asia, Middle East / Africa, Russia and Ukraine markets. He is a strategic and innovative marketer with deep experience in Asia, ASEAN & Australia and been a part of several company acquisitions and new product launches in China and Australia as a board member, consultant and employee. He has also led and overseen the implementation of digital health applications. He is currently a non-executive director of Eagle Health Holdings Limited (ASX:EHH) and Non-Executive Chairman Lifespot Health Limited (ASX:LSH).



Daniel Dickens

Non-Executive Director

Daniel is a proven business leader, and currently retains the position of Chief Technology Officer for Cromwell Property Group – an ASX200 listed fund manager with over \$10 billion in assets under management. At Cromwell, he has been instrumental in driving business adoption of cloud technologies and is regularly invited to speak at events such as Amazon's AWS Summit and the Chief Information Security Officer Forum. Daniel has won multiple awards for his work from major software vendors Microsoft and Sage.



Introducing TYMLEZ team



Michael Reh
CEO



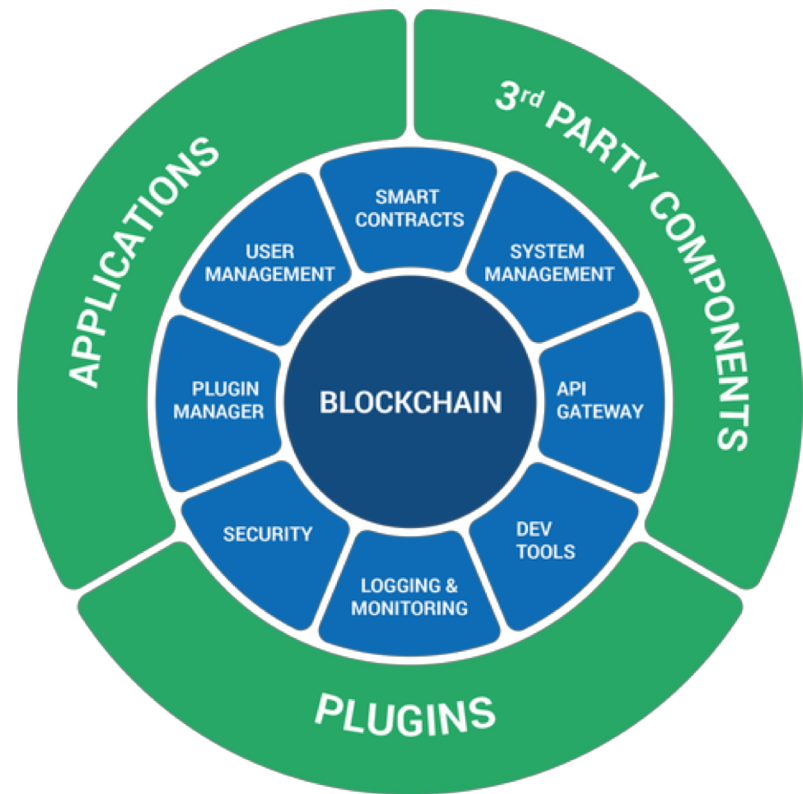
Reinier van der Drift
Business Development



Blockchain – Designed for Business

TYMLEZ Blockchain Solution Platform (TBSP, "Tablespoon")

- Develop and deploy blockchain enabled applications **in minutes rather than months**
- The “drag-drop-deploy” technology allows the enterprise develop **quickly and error free apps**
- Meets all the criteria of **scale, robustness and security** every enterprise demands
- Allows the enterprise to **retrieve data from legacy systems**
- Talks natively to SAP R3, SAP Hana, MSSQL or Salesforce
- Provides a **completely secure environment** with role-based access, multifactor authentication



What are we selling?

and what are we not selling

We are selling



- Consulting services in the education, exploration and deployment phases
- Enterprise platform which enables the acceleration of development, deployment and ROI of digital solutions around legacy systems – fits the 2 Speed IT Strategy
- Provision of application accelerators or plug-ins that reduces timescales for delivering tailored solutions
- Partner and customer ecosystem for knowledge share and a marketplace for sector-based components and application plug-ins

We are NOT selling

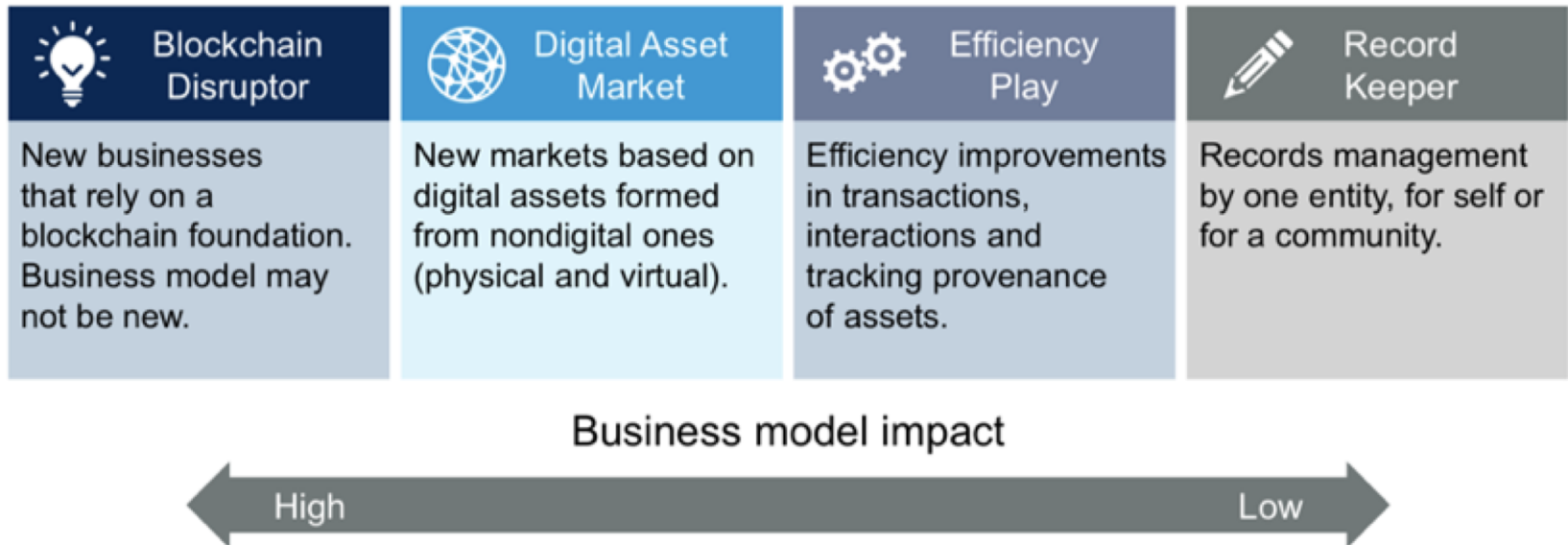


- To the Developer community
- 100% plug and play solution
- Development platform without consultancy and technical support services



Four Types of Blockchain initiatives in the Enterprise

Four Types of Blockchain Initiatives

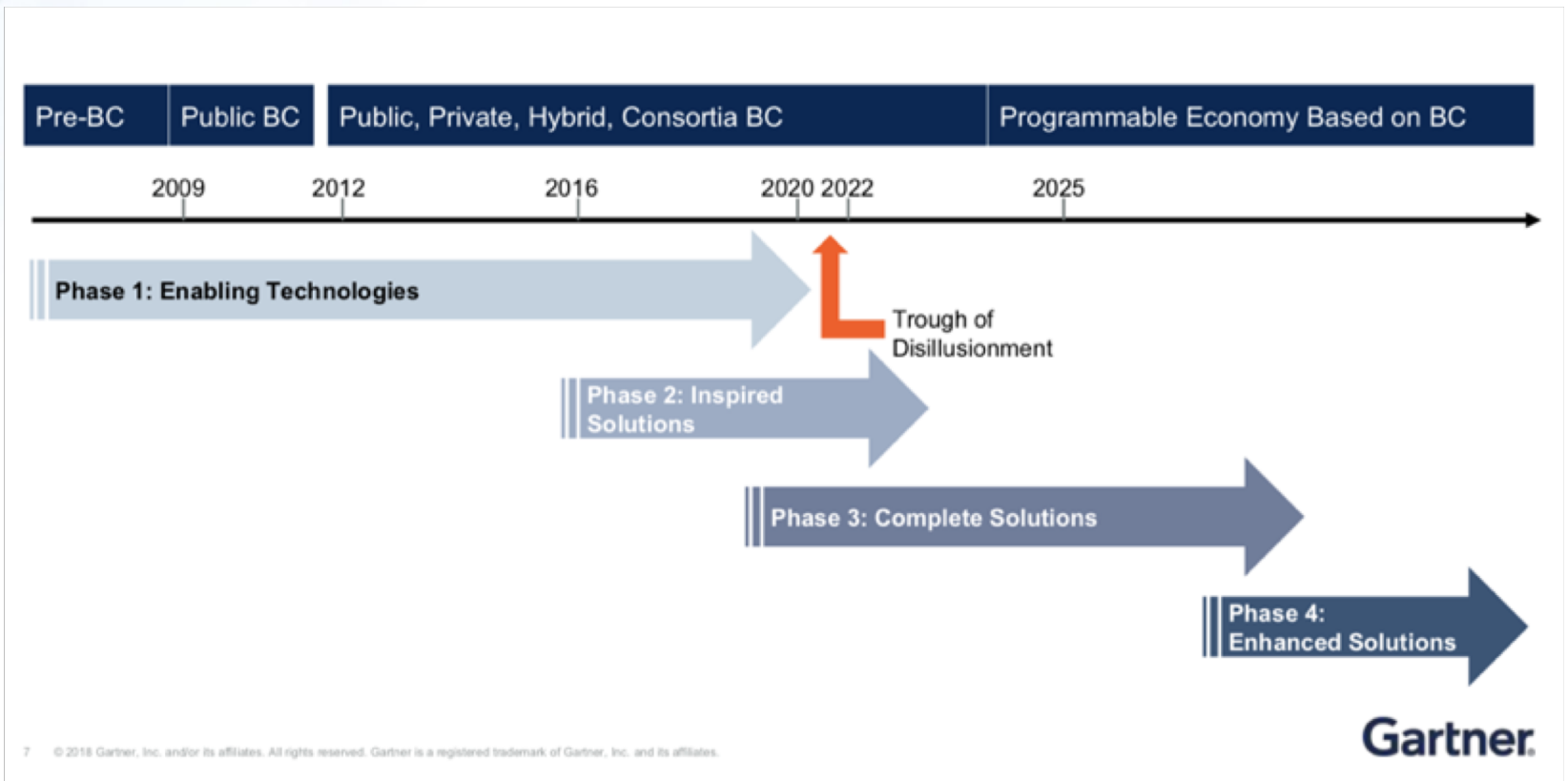


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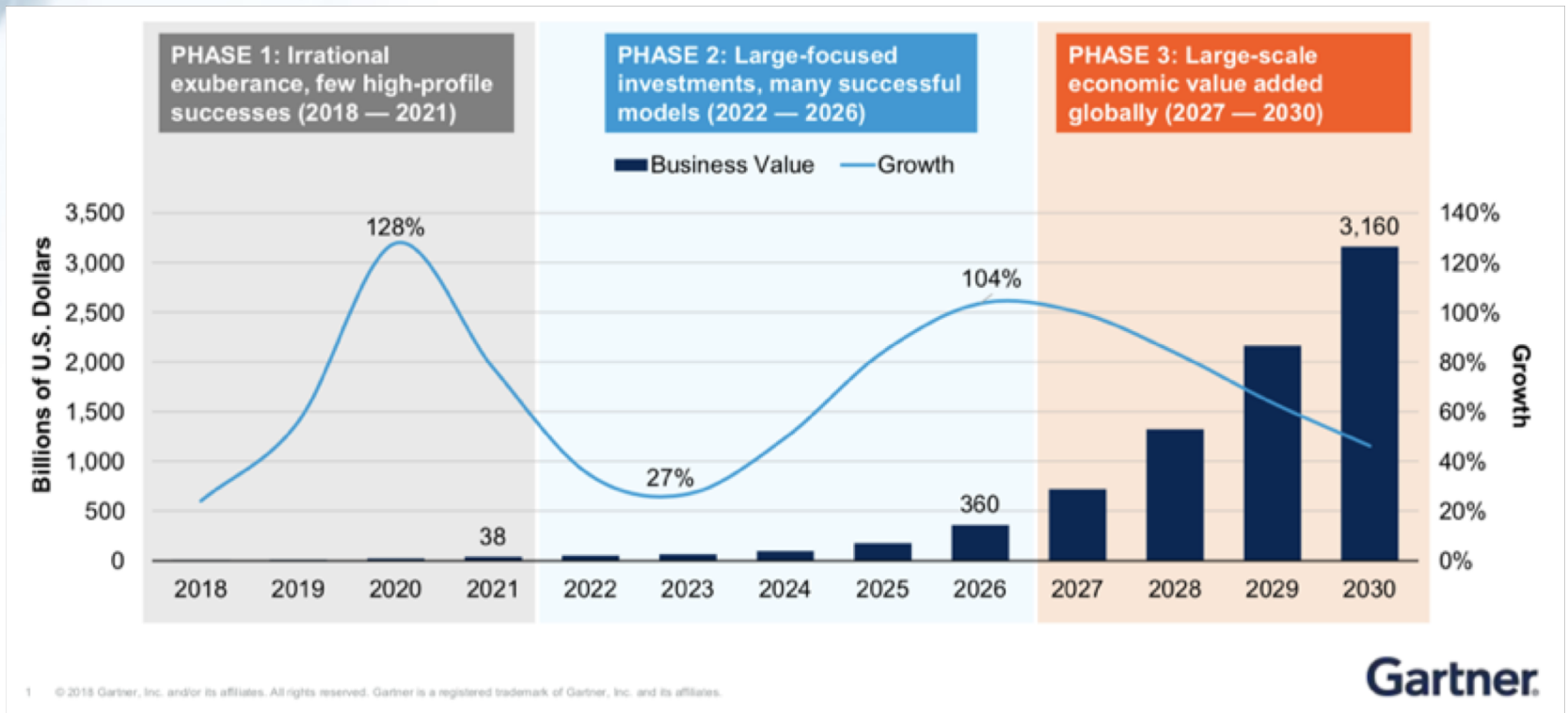
Gartner.



Gartner's Blockchain Spectrum



Blockchain Will Add Over \$3 Trillion in Value to the World Economy by 2030, But ...



Our application accelerators are aligned with early mover segments

- TYMLEZ application accelerators focus on early movers
- Reduces timescales
- Drives partner and customer ecosystems
- Sector-based components and application plug-ins



Note: n = 198; excludes engagements where Gartner could not identify use case.

Source: Gartner (March 2018)

Gartner, Inc. |
G00352760

Application Accelerators – tailored solutions reducing timescales

Accelerator	Business Areas/ Sectors	Digitisation Benefits	Blockchain Benefits
Secure Document Handling	<ul style="list-style-type: none"> • Audit, HR, Compliance, Legal • Financial Services, Insurance • Manufacturing, Supply Chain • Transport, Logistics 	<ul style="list-style-type: none"> • Reduced Admin Process Costs • Encrypted Document Exchange • Increased Trust and Transparency • Reduced Timelines 	<ul style="list-style-type: none"> • Immutable Record of Compliance • Encrypted Access to Documents • Proof of review and Signature • Immutable Audit and Tracking
Onboarding, Credentials Checking	<ul style="list-style-type: none"> • HR, Recruitment, Contracting • Membership/Volunteers/NFP • Suppliers Partner Onboarding • Credentials Checking 	<ul style="list-style-type: none"> • Automating Onboarding Processes • Encrypted Document Exchange • Permission Led Access, GDPR • HR, Digital ID's, Biometrics APIs 	<ul style="list-style-type: none"> • Encrypted Permission Led Access • Immutable Records, Compliance • Encrypted personal data held • Digital Passport, Integration
Tracking and Tracing Digital Assets	<ul style="list-style-type: none"> • Supply Chain Asset Tracking • Asset and License Management • Equipment Service Management • Legal, Proof of Ownership 	<ul style="list-style-type: none"> • Automation of Manual processes • Immutable record of tracking • Increased trust in data collection • Reduced operating timelines/costs 	<ul style="list-style-type: none"> • Smart contract automation • Increased trust and transparency • Secure API's to OIT systems • Immutable Record of compliance
Loyalty Rewards and Token Exchange	<ul style="list-style-type: none"> • Digital Marketplaces • Membership/Social platforms • Corporates Loyalty Programs • Finance 	<ul style="list-style-type: none"> • Immutable record of tracking • Increased Trust and Transparency • Expand Revenue Service Offerings 	<ul style="list-style-type: none"> • Immutable Record of Compliance • Secure Trusted Digital Exchange • Secure Peer to Peer Transactions • Digital Revenue Stream

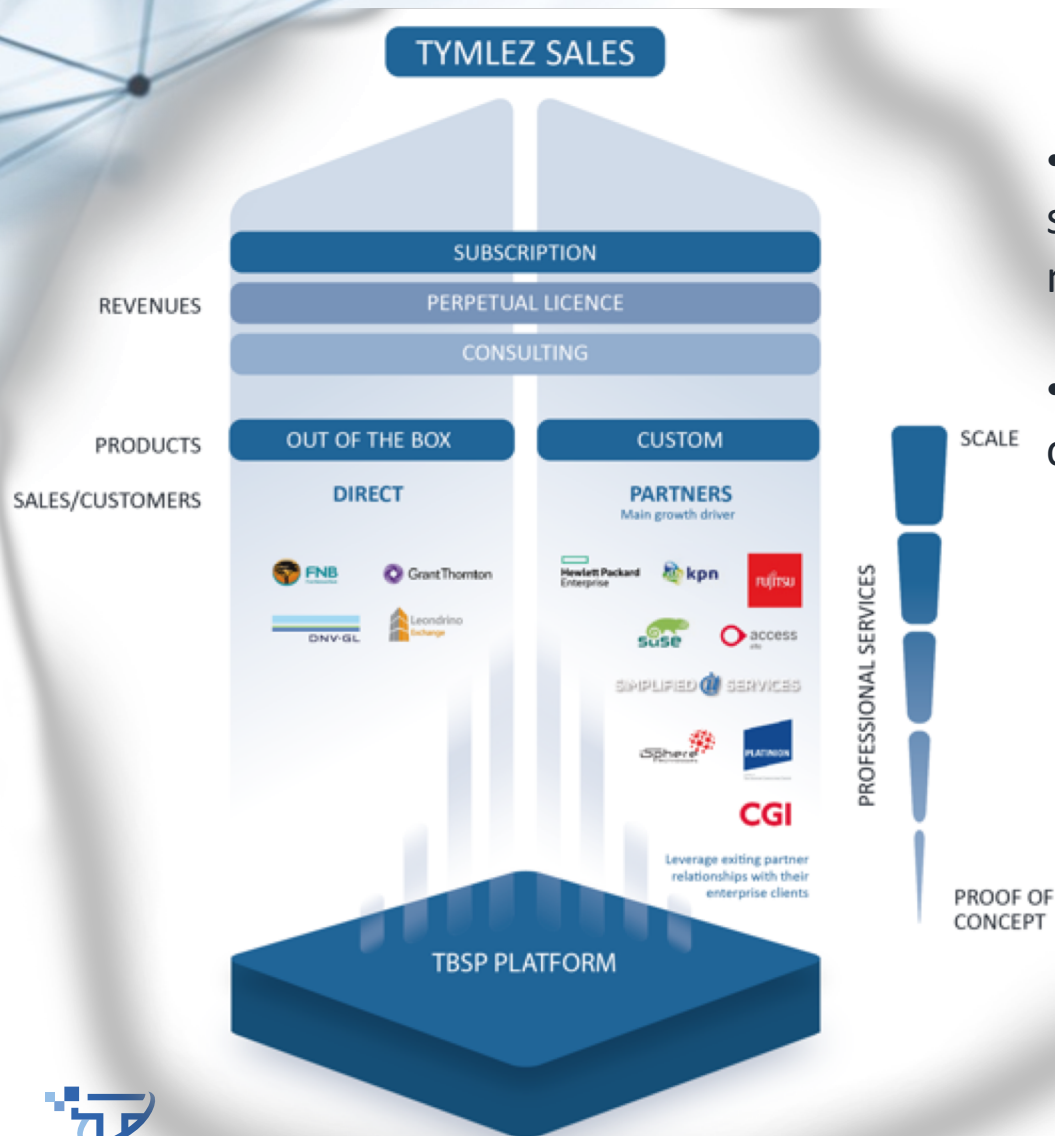


Our use cases are expanding, we are leveraging early mover segments

Use case expansion	Use Cases	TYMLEZ use cases in progress				
	Exchange					✓
	Retail					✓
	Trading				✓	
	NGO			✓		
	Hospitality			✓		✓
	Utilities		✓		✓	
	Healthcare		✓			
	Insurance		✓	✓		
	Legal		✓			
	Manufacturing	✓				
	Government	✓	✓	✓		
	Transportation & Logistics	✓	✓			
		Asset Tracking & Compliance	Secure Document Handling & Sharing	KYC HR Onboarding	Market Settlement	Loyalty & Rewards (Token)
Current Application Accelerators						



Business Model driver is our Key Partner Network reach and power



- Proof of concept use cases - scaled through our growing partner network
- Custom solutions drive new use cases that are then network scalable



Who are we selling to?





TYMLEZ

Operations

Marketing Objectives & Strategies

Objective











To be the marketing leading Enterprise Blockchain solution in the market

Strategies	Tactics	Metrics
1. Drive client focused Proof of Concept	<ul style="list-style-type: none">• Inbound Lead Generation (website/form, SEO, PPC, Social/LinkedIn)• Outbound Lead Generation (email, DM, events, Tradeshows)• Nurture Leads (email, phone, DM)	# leads created (>800 leads needed to load sales funnel) in 2019
2. Increase market reach via partner network	<ul style="list-style-type: none">• Create a programmatic partner channel• Get partners onboarded/contract signed• Provide materials/resources for partners onboarded	# of partners onboarded
3. Build awareness and engagement	<ul style="list-style-type: none">• Website• Develop PR Strategy timed to amplify events & social media	# of PR articles and press releases created and placed
4. Continue to invest in R&D to drive innovation and differentiation	<ul style="list-style-type: none">• Create sector based "accelerators" or plug-ins• Deliver V2 and high performance blockchain capability• Deliver more developer and APIs	# of successful launches



1. Drive client focused Proof of Concept

Use cases have increased to 28

Use Case		Vertical Focus
Asset Tracking Compliance	 	Transportation & Logistics Government Manufacturing
Secure Document Handling & Sharing	 	Transportation & Logistics Insurance Government Legal Healthcare Utilities
KYC HR Onboarding	  	NGO Hospitality Insurance Government
Market Settlement		Utilities (Energy) Trading
Loyalty & Rewards (Token)	 	Hospitality Retail Exchange



2. Increase market reach via partner network

Partner Network expansion

	South Africa	Benelux	Central Europe	United Kingdom	United States	Middle East	Asia Pacific
Software Suppliers (Technology Vendors)	3	5	4	3	2	2	1
Value Added Re-sellers	8	5	1	2	1	1	
System Integrators	3	1					
Use cases	2	8		5			1



Sales and Marketing event calendar

Calendar	Q1		Q2		Q3		Q4	
Events		SUSECon	CIO Summit Munich (1 FTE)	CIO Summit UK (1 FTE)		GovWare Singapore (30 – 1 FTE)	Gartner Summit (1 FTE)	Fujitsu Forum (1 FTE)
Partner Activities	Suse CaaS Webinar		Swiss Partner	Suse HPE Intel (20 leads)	Software AG	Intelligence		
Digital	Website (50 leads)	Partner Portal						
Digital Ongoing	LinkedIn, Journalists, Opinion Pieces, Twitter Public Relations, Press Releases, Webinar (100 leads)							



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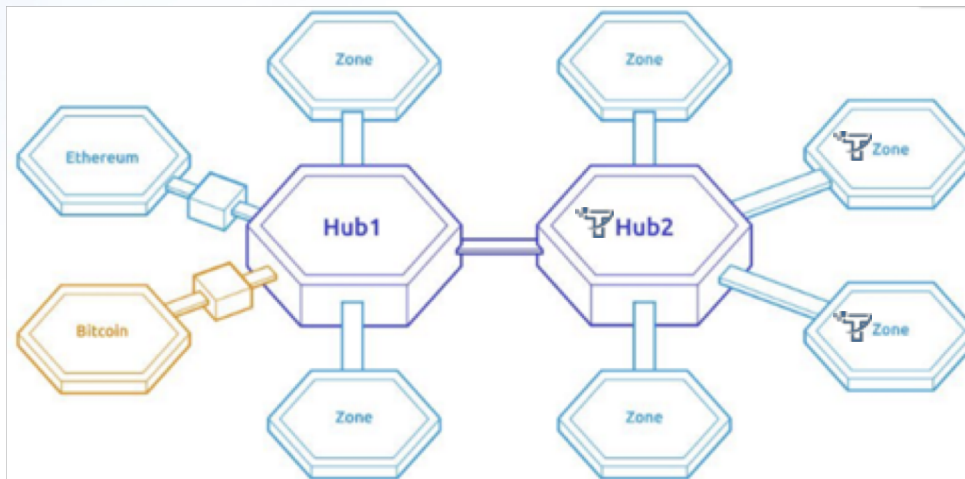
Addendum

Blockchain Explained

- Blockchain is a distributed computing technology that **removes the need for the trusted third party** in a business process, a business to consumer process or in a consortium
- Blockchain is anticipated to be **highly disruptive** to some of the largest global sectors
- Bitcoin, Ether and Ripple are types of unregulated digital currencies, while blockchain is the **underpinning technology** that maintains the transaction ledger
- Public blockchain networks are completely open and anyone can join and participate in the network (e.g. Bitcoin), whereas participants **need an invitation to join** a private blockchain network
- The highly scalable Tymlez Enterprise Blockchain Architecture is **optimised to establish trust and smart automation in an enterprise consortium**



Cosmos Network Architecture



Zone: independent blockchain
Hub: a blockchain connecting zones
IBC: inter-blockchain communication protocol

- Each blockchain runs its own consensus and the validators of each blockchain are responsible for securing that blockchain alone
- The network uses a hub-and-zone model for interoperability
- The state of each zone is secured by its validators and its validators alone
- Anyone can build a hub or a zone
- Hubs are themselves sovereign blockchains built with the intention of connecting a bunch of other blockchains
- This hub-and-zone model makes inter-chain communication more efficient, because instead of connecting to every other blockchain, each blockchain only needs to connect to a hub



Blockchain Types

Public

A public blockchain is a blockchain that anyone in the world can read, anyone in the world can send transactions to and expect to see them included if they are valid, and anyone in the world can participate in the consensus process – the process for determining what blocks get added to the chain and what the current state is.



Private

A fully private blockchain is a blockchain where write permissions are kept centralized to one organization. Read permissions may be public or restricted to an arbitrary extent.



Consortium

A consortium blockchain is a blockchain where the consensus process is controlled by a pre-selected set of nodes; for example, one might imagine a consortium of 15 financial institutions, each of which operates a node and of which 10 must sign every block in order for the block to be valid. The right to read the blockchain may be public, or restricted to the participants.



Source: Ethereum blog by Vitalik Buterin



Blockchain Solves...

Value

Enables a unique asset to be transferred over the Internet without a middle centralised agent

Trust

Creates a permanent record, secure and unalterable ownership. Using advanced hash cryptography, information integrity is preserved

Reliability

Decentralised network structure ensures that there is no single point of failure which could bring the entire system down

