

Publishers of

**KNEOWORLD**



**KNeoMedia Limited**  
**ASX: KNM | OTC: KNEOF**  
**Investor Presentation**  
**September 2020**

# US\$2m Deployment in NYC Last Month

- KNM's share of these deployments is ~A\$760,000 on the basis of 3 year ARR paid in advance.
- These deployments are catalysts for more 'Connect All Kids' deployments in New York City and now expansion throughout New York State which has funding to meet the urgent education technology needs of students in a vast market.
- The approved supplier status was long in process but now secured, provides a pre-approval gateway to the broader opportunities in NYS enabling a faster completion of the sales cycle
- Now entering a strong sales cycle after years of preparation.

**CONNECT ALL KIDS**  
**Our immediate  
revenue driver**

Today we focus on our  
major market advantage  
& established presence -  
NEW YORK with other  
states to follow

1.25 million students in NY City Public School System  
and over 2.6 million in New York State.

New York State has approved education budget to  
meet the inequities in education highlighted by  
COVID and the need for remote learning.

**KNEORubric**



# CONNECT ALL KIDS' Funding

Significant NY state government funding approved for education dedicated to solving the problems in a totally underserved market.

For the first time there is:

- Recognition of need
- Available funding and,
- Commitment to solve education inequity

The alignment of these factors together with our partnerships and collaboration with the NAACP, Dell Technologies and now Google define the opportunity.

We have a fully mature and verified process working with the NAACP, Dell Technologies and Google to sell our in class and remote eLearning SaaS platform into a vast and funded market.

# CONNECT ALL KIDS' Expanding

## Credible & accomplished partners to expand CONNECT ALL KIDS program

- Collaborating with NAACP and Dell Technologies delivers huge credibility and access to highest levels of government.
- New York is the NAACP's bellwether state and our success here is leading to other branches adopting **Connect All Kids**.
- NAACP has 2,200 branches across the US and **Connect All Kids** underpins their education push – NY is the 'bellwether' state.

# CONNECT ALL KIDS' Expanding

## Enhancing sales & connectivity globally with Google for Education certification

- KneoWorld SaaS platform validated by a global leader in education – Google for Education Partner status.
- Enhances all sales channels globally, including **Connect ALL Kids**, direct to schools and through channel partners.

# NEW YORK - The world's biggest education system

## NY City Dept of Education - Annual budget **US\$34B**

- KNM now qualified to access this budget in NYC and NY State – the ultimate validation of our technology.
- Six years in the making and NY DOE, the largest education system in the world, is a reference point for other US State DOEs.



# NEW YORK - The world's biggest education system

**NY State Dept of Education** - A further **US\$24B** annual budget

- To date we have dealt with the 5 counties (boroughs of NYC)
- We and NAACP are now engaged with NYC DOE which embraces 66 counties



**2,598,921**

Total K-12 Public School Students  
in New York State



**732 Districts**

**4,422 Public Schools**

**351 Charter Schools**



**212,296**

Total Public School Teachers

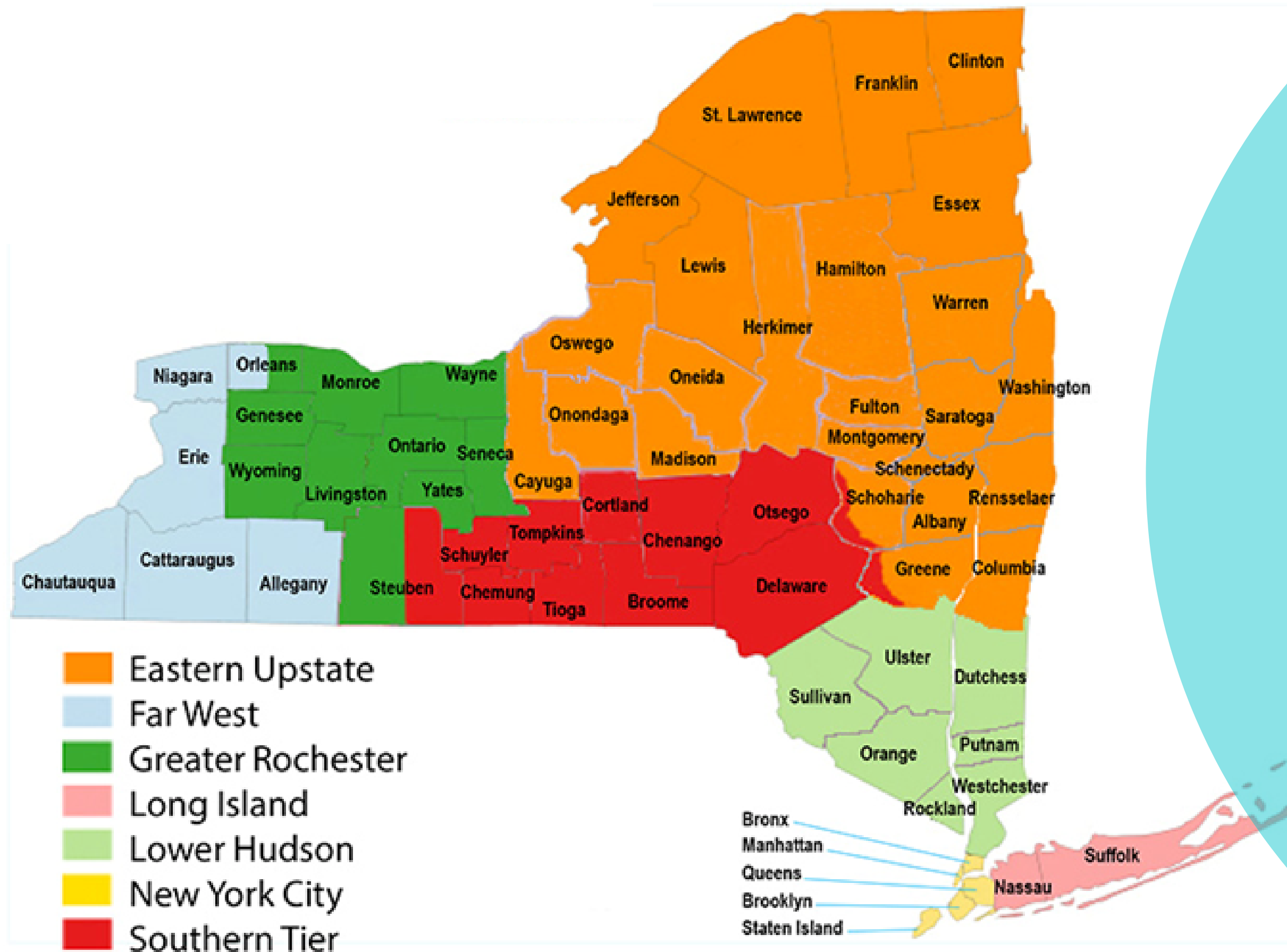
# Multiple Government funding channels

Approved Supplier status in NYC along with NYS are the gateways to payment for all government funding and commitments via:

- City Councillors
- State Assembly Members
- State Congress Members

All of these are driven by need in there respective electorates to commit to education.

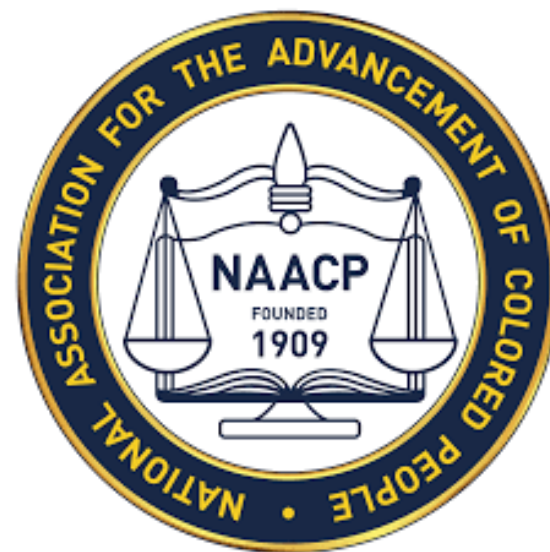
- As each school or district is supplied, others are demanding equal technology access from their representatives.
- State Governor has ultimate control with a stated education focus and the NAACP are now part of the education equity advisory process.
- KNM has undergone a rigorous probity and validation exercise – over 20 checkpoints - and NYC is the benchmark Department of Education.



# NY State is our immediate sales focus

66 Counties in New York State -  
we have a toehold in the first 5

# A powerful combination





## Executive Chairman & CEO - James Kellett

T: +61 (0) 9286 7500

M: +61 (0) 439 805070

F: +61 (0) 9662 1472

E: [jkellett@kneomedia.com](mailto:jkellett@kneomedia.com)

Skype: james.kellett1

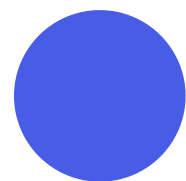


## Corporate Office

Level 9, 401 Collins Street

Melbourne, Vic 3000

T: +61 1300 155 606



## Operations Office

Level 21, Broadway

New York, 10018 NY USA

T: +1 800 213 7456



# Disclaimer

This document does not, and does not purport to, address any or all issues which are or may be material or of interest to the Recipient in connection with its own due diligence review of the Company, the Business or otherwise. The Recipient may not, and by receiving this document the Recipient acknowledges that it is not entitled to and agrees not to, rely on any part of this document (whether as to a matter of fact, forecast, opinion or belief) for any purpose whatsoever.

Certain statements in this document relate to the future. These forward looking statements involve known and unknown risks, uncertainties, assumptions and other important factors that could cause the actual results, performance or achievements of the Company and the Business to be materially different from future results, performance or achievements expressed or implied by such statements. Such forward looking statements are based on numerous assumptions regarding present and future business strategies and the environment in which the Company will operate in the future. No representation, assurance or guarantee is given that the occurrence of the events expressed or implied in any forward looking statements in this document will actually occur. The forward looking statements in this document reflect views held only at the date of this document.

Past performance information given in this document is given for illustrative purposes only and should not be relied upon as (and is not) an indication of future performance. By accepting this document, the Recipient agrees that it will make and rely solely upon its own due diligence investigations and enquiries and will not in any way rely upon any of the information in this document or use this document for any purpose other than as information to assist the Recipient and its advisers to undertake its own due diligence investigations and enquiries.

None of the statements, opinions, projections, forecasts or other forward-looking information contained in this document have been independently verified and no commitment, representation or warranty, express or implied, is made in relation to their accuracy, reasonableness or completeness. Furthermore, where statements in this document are taken from or attributed to sources created by third parties, the Recipient should have regard to those sources and rely on its own enquiries.

KNeoMedia has prepared this document based on information available to it at the time of preparation and subject to the qualifications in this document. To the maximum extent permitted by law, neither the Company nor any of its respective related bodies corporate or other affiliates, directors, officers, employees, representatives, agents, advisors or their respective advisors' affiliates or partners, directors, officers, employees or contractors (each a Limited Party and together the Limited Parties) takes any responsibility for the contents of this document or any action taken by the Recipient or any other person on the basis of any information in the document. The Limited Parties disclaim any obligation or undertaking to disseminate after the date of this document any updates or revisions to any forward looking statements to reflect any change in expectations in relation to those statements or any change in events, conditions or circumstances on which any such statement is based. To the maximum extent permitted by law any and all liability in respect of this document and the information contained within it is expressly excluded including without limitation any direct, indirect or consequential liability, expenses, losses, damages or costs incurred by the Recipient or any other person as a result of their receipt or use of this document or arising from the information in this document being inaccurate or incomplete in any way for any reason, whether by negligence or otherwise. No Limited Party makes any representation or warranty, express or implied, as to the currency, accuracy, completeness, reliability, fairness or correctness of the information contained in this document or about KNeoMedia generally or any opportunity to invest in KNeoMedia in the future.