



LINIUS TECHNOLOGIES LIMITED

CHAIRMAN'S ADDRESS

ANNUAL GENERAL MEETING - 30 NOVEMBER 2020

Welcome to the Linus Technologies Annual General Meeting for 2020. My name is Gerard Bongiorno, and I am the Executive Chairman of Linus Technologies Limited. With me here on this virtual Webinar are my fellow directors Steve McGovern, our CEO and director Chris Richardson, as well as our CFO and company secretary Joe Rinarelli and our Auditor from KPMG Tony Batsakis.

For the order of proceedings today I would like to go through the formal procedural matters and then hand to Chris to take us through some operational highlights.

Formal meeting proceedings.

Thank you.

Before I hand over to Chris for his CEO presentation I want to provide some initial comments on the last year.

Earlier this calendar year we felt we had commercially validated this business with strong wins in the sports and news sectors. The arrival of Covid 19 meant that many of our contracted clients were stalled, and clients that we were in process of signing, either directly with Linus or via resellers, postponed making commitments.

As a result we moved quickly to reduce our expenditure and to raise capital. As restrictions came in, only Racing.com was able to keep operating and signed clients such as NBL and Sportshero, which we believe will drive significant revenues, are still yet to commence live sports.

Covid 19 set us back over 6 months in terms of generating new revenues. That said I am very pleased to say that the operating team adapted quickly and have delivered new clients, with new recurring revenues in this quarter and launched commercially validated products into large markets. We have now developed productised solutions in Video conferencing, Sport and News categories and these products will be key to accelerating growth in each target sectors.



In April 2020 we signed a new partner in Livetiles (ASX: LVT) and deployed our AI meeting Solution. As announced on the 25th November we have now productised this capability and launched the Whizzard platform into the buoyant video conferencing marketplace. We have high hopes for this product that Chris will walk through in his presentation and I am pleased to say we have initial customers already signing on for this solution.

In May 2020 we signed Grafa, a finance news application, that will launch any day now. This is a productised news solution for Linius with a large addressable market.

In October, Racing.com rolled out many new features with virtual video. Racing.com are a great example of a media company embracing the power of virtual video and they have plans to roll out further features next year.

Also, in October we raised AU\$5million, which at current expenditure rates will fund the business through to November 2021. Our new revenues will obviously extend this timeframe.

In mid-December, the NBL will launch our personalised sports channel solution which will be a fantastic demonstration of the power of virtual video. This solution is also productised and will be made readily available to other sports leagues around the world.

Subject to Covid restrictions easing, we expect, February 21 will see Sportshero launch in Indonesian to a prospective audience of 80 million soccer fans.

With these new deals coming online and recurring revenues received in this quarter we believe we are well placed to accelerate growth.

Our plan from here is very simple. We will sell more of these proven products to similar clients.

We believe, with these quality deployments in market, repeat sales will become much easier and revenue growth will further accelerate.

We are also focussed on strengthening the board to support our expected growth trajectory.



On behalf of your Directors I would like to thank all shareholders for supporting us through this ongoing commercialisation phase. I look forward to seeing success from our commercialisation efforts and appreciate your continued support as we pursue our business plans.

Thank you

I will now hand over to Chris Richardson.



Annual General Meeting

30 November 2020



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In the recent event of Covid-19 and in these changing times, Linius is performing its operations in a very nimble manner and reacting to changes and opportunities on a day-by-basis. For this reason, the content within this presentation is subject to change.



Welcome & Agenda

Summary of Proxies Received

Resolutions	For	Against	Proxy's discretion	Abstain / Excluded
Resolution 1 - Adoption of the Remuneration Report for the year ended 30 June 2020	63,451,644 (82.08%)	3,344,786 (4.33%)	10,508,407 (13.59%)	5,665,407 (N/A)
Resolution 2 - Re-election of Director - Christopher W Richardson	58,839,138 (74.91%)	10,727,322 (13.66%)	8,977,838 (11.43%)	4,425,946 (N/A)
Resolution 3 - Ratification of prior issue of Share - September 2020 placement	68,700,811 (84.69%)	2,943,976 (3.63%)	9,477,838 (11.68%)	1,847,619 (N/A)
Resolution 4 - Approval for the issue of Shares to Gerard Bongiorno - September 2020 placement	67,582,378 (81.60%)	6,256,949 (7.56%)	8,977,838 (10.84%)	153,079 (N/A)
Resolution 5 - Approval for additional 10% placement capacity	69,510,532 (84.61%)	3,668,795 (4.46%)	8,977,838 (10.93%)	813,079 (N/A)

Chairman's Address & CEO update



Gerard Bongiorno
Executive Chairman



Christopher Richardson
CEO

Introduction

We have executed the plan articulated in the September webinar:

- Recording of demonstration available at:
<https://www.linius.com/investor-presentations/>
- Received new re-occurring revenues (and cash) this quarter
- Maintained the reduced cost base
- Strengthened the sales function
- Launched new products in each target category

Corporate Communications

- Launched Whizzard and integrated with Zoom, Webex and MS Teams

Sports

- Racing.com successfully expanded use of virtual video
- Productised our sports solution
- Handed over NBL which is expected to launch in December

News

- Grafa expected to launch any day now

Continued to run pilots in security and defence,
and blockchain video services

Strategy

Commercial Validation:

We have now commercially validated our technology:

- by winning substantial anchor clients in targeted customer segments
- developed solutions that add significant value to their business', and
- generate new recurring revenue for Linius

All our solutions are now productised

And have easily repeatable technology and commercial models

Roll-out Replicable Solutions:

Visible and successful solutions accelerate growth, through:

- Further direct sales
- Established relationships with Microsoft, AWS, IBM
- Other global co-sell partners
- OEM

Sports and News sectors are slowly re-emerging

Right now the video conferencing market and Whizzard represent the fastest path to material recurring revenue growth



Corporate Communications

Bringing Video Recordings to Life
- Search - Assemble - Share



Corporate Communications

AI MEETING SOLUTION

Anchor Partner
Millions of Users
First Client Secured



VIDEO CONFERENCING MARKET

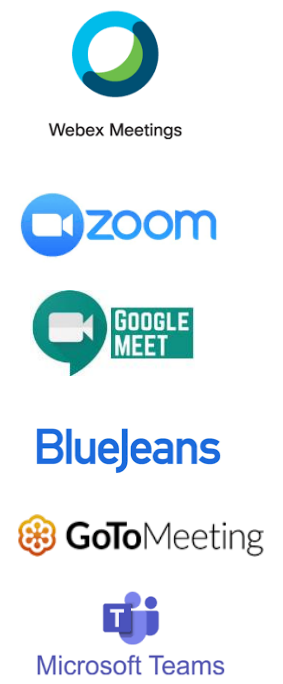
USD 14B Market
Forecast 50B by 2026

Make service available on:

Zoom:
300M+ daily participants;
Revenue 2.4B;
Multiple 80x;

Webex:
324M users in Mar

And to buy on world-wide
vendor marketplaces



COLLABORATION TECH MARKET

USD 31B Market
Forecast 48B by 2024

Integrate Whole of Market VC solution
into collaboration tools

Use Cases

- Unified Communication
- File Sharing and Synchronization
- Portals and Intranet Platform
- Project Management & Analytics
- Enterprise Social Network



Market Opportunity

WHIZZARD has flexible pricing bundles and integrates into over 55% of the world's video conferencing market

Basic

US\$4 per user pm
(300 mins recorded
meetings) **free trial**

Basic +

US\$9 per user pm
(1200 mins recorded
meetings)

Pro

US\$8 per user pm
(300 mins recorded
meeting + OCR)

Pro +

US\$32 per user pm
(1200 mins recorded
meetings + OCR)



- 35% market share of VC platforms (#1)
- 300+ million daily participants
- 22% record the video = 1.9M daily participants

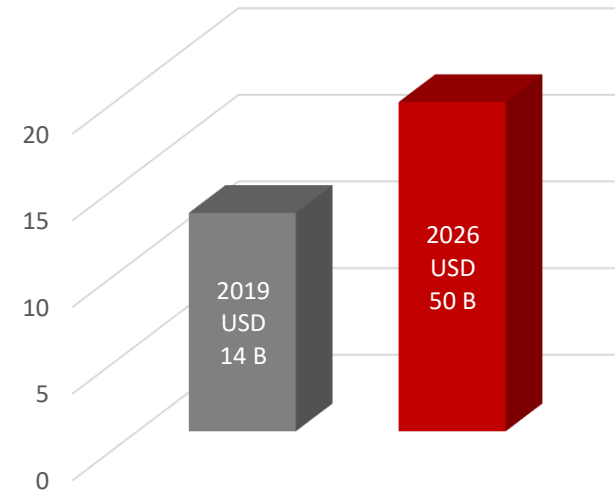


- 17% market share of VC platforms (#3)
- 324 million monthly users
- 22% record the video = 2.1M monthly users



Microsoft Teams

- Reported up to 2.7 billion minutes per day
- Used by over 183k educational institutions
- Used by 91 of the 100 Fortune companies



Video Conferencing Market set to reach USD \$50B by 2026

(Global Market Insights Report)

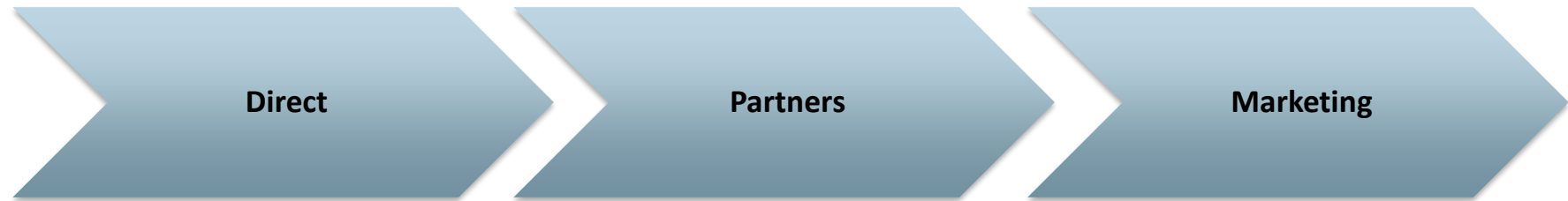
Whizzard brings your video recordings to life

More people than ever before are using video conferencing and collaboration tools for working, learning, or simply staying in touch.

Request a demo



Go-to-Market



- Corporate & Enterprise Co-Sell activities scheduled with AWS Enterprise Clients with 5,000+ employees
- Direct 'momentum' sales

- True activation of LVT and its productization of LVT Smart Video (announced on ASX 25/11)
- AWS introductions to OEM & SI partners to drive revenue via channel

- Significant lead generation campaign to corporates with LiveTiles & AWS funded support
- Marketplace presence including AWS, MSFT, Zoom, Webex Meetings & MSFT Teams



- Assessing freemium model on the basic package to universities (using LVT client as model)

- LVT first large customer roll out of leading Australian university
- AWS webinars planned for university clients

- Significant lead generation campaign to universities with LiveTiles & AWS funded support
- Marketplace presence including AWS, MSFT, Zoom, Webex Meetings & MSFT Teams

Sports

Personalized TV Channels
for sports fans



Sports

Anchor Clients

- Racing.com – further extended its use of, and investment into Linius technology, launching a suite of new innovations in the 2020 Spring racing Carnival, with impressive usage results
- SportsHero – season likely to commence February 2021
- NBL – client is currently integrating solution into their environment, to be consumed on all devices. Planned launch mid-December with season set to commence January 2021
- Resellers – Swanbay fully integrated our tech and now have arrangements in place with world's largest sports content distributors

Solution Description

- Personalized TV channels for basketball fans – the gold standard of TV
- The solution is easily replicable into other sports, not just basketball

Go-to-Market Plan

- NBL is incentivized to sell the solution into commercial leagues globally
- Further direct sales to sports prospects in the Linius pipeline (beyond basketball)
- Partner sales via AWS and Microsoft (client webinars in development)



News

Personalized Finance News



News

Anchor Client

Grafa, a finance focused social network platform aimed to make finance simple and entertaining and eventually, become an agnostic trading platform.

Solution Description

Personalized business and markets news for Investors

- tailored news packages delivered from world leading news content providers
- hyper-personalized news delivered according to individual trading portfolio data

Progress

- Solution developed, pending release any day
- App Store approved, awaiting Google Play

Linus Strategy

Linus has an active pipeline to repeat its news solution and into the News B2B market, with AWS support.



Product description

Bloomberg, Reuters, CNN

Personalised video news

Grafa draws AI-curated video news from leading publishers all over the world including Bloomberg, Reuters and CNN.

The video news stories relate to the most up to date developments across finance, business and economics.

Grafa also displays locally produced market updates for a youth and seasoned investor audience.



Bloomberg



REUTERS



Summary

- Linius already have new reoccurring revenues and cash receipts in the quarter
- In this quarter we have clients deploying in our key verticals generating new recurring revenues
- Our products are visible, driving our clients businesses, and easily repeatable
- The markets we are entering represent huge opportunities
- We have the team and the partners in place to accelerate growth

References:

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<https://www.businessofapps.com/data/microsoft-teams-statistics/>
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<https://skillscouters.com/video-conferencing-statistics/>

Corporate Overview

Volume/Value

Share Price (23 November 2020)	A\$0.035
Market Cap	A\$52.644m
Total Shares on issue / listed on ASX	1,504.1m
Total options on issue	45.8m
Fully diluted shares on issue	1,549.9m
Cash on hand as at 30 September 2020*	\$5.331m
Cash received as part of September 2020 capital raise*	\$4.79m
Estimated cash spend Dec 2020 Quarter	\$1.2m

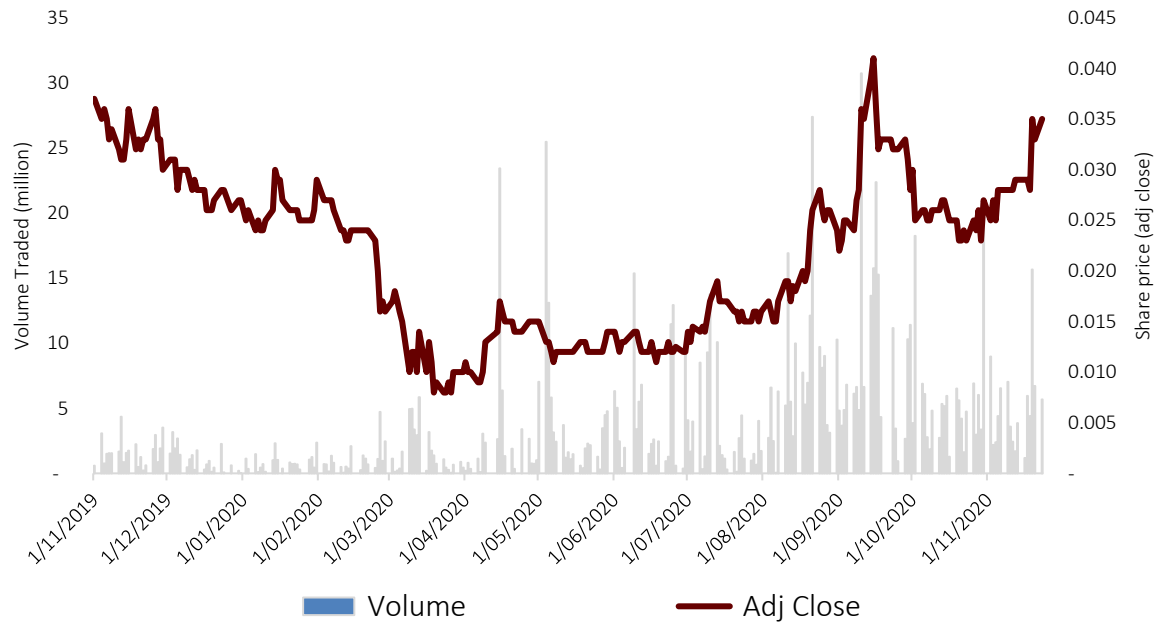
• Excludes costs and \$210,000 awaiting shareholder approval 30 November 2020

Major Shareholders

%

Earthrise Pty Ltd	6.42
Gerard Bongiorno	4.55
Technical Investing	4.31
Steve McGovern	3.01

Share Price Performance



Register

Board Shareholding (%)	7.59
International Shareholding (%)	2.57
Total Shareholders	3,014

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