



10 December 2020

## **CY20 Guidance Update and Joint Strategic Partnership Signed with LNS International**

- **Netlinkz expects to beat CY20 guidance by delivering receipts from customers of circa A\$17m.**
- **Netlinkz continues to diversify, expanding into new Asian markets and strengthening its presence in Japan through a new partnership with leading consulting, systems and integration provider, LNS International.**
- **The LNS partnership is targeting to yield A\$15m in new sales for Netlinkz in its first year, opening up new revenue streams to accelerate growth.**

### ***CY2020 Guidance***

**Virtual Secure Network (VSN) company Netlinkz Limited (ASX: NET) ('Netlinkz' or 'Company')** welcomes the opportunity to advise the market that it expects to beat its CY20 guidance of A\$15.3m, with receipts from customers expected to be circa A\$17m.

The Company looks forward to updating the market on its final results in the next quarterly update.

### ***LNS Partnership***

The Company is also pleased to report today that the Company has signed a strategic partnership with LNS International (**'LNS'**) for distribution and delivery of total solutions in Asian and Japanese regions.

Founded in 2014, LNS is one of the major system integrators in Asia, providing consulting, business development and professional services to clients in various industries including to Fortune-500 companies in the pharmaceutical, healthcare and technology sectors. LNS's team has more than 25 years of experience helping clients build high performance organizations. The business has operations with presence in Japan, Malaysia, Singapore, Hong Kong and Thailand. John Tan, the Founder and Senior Partner of LNS has over 25 years of experience in commercial excellence and business development, having previously been a senior executive in a Fortune-500 company for the Asia Pacific region. Refer to [www.lnsinternational.com](http://www.lnsinternational.com) for further information.

LNS' commitment to the partnership includes the provision of a broad set of skills, including a dedicated sales force focused on selling total solutions to customers underpinned by Netlinkz's products and services. Netlinkz is committing IP, and contributing design, implementation and delivery expertise, in addition to product support.

This strategic partnership is key to Netlinkz' global expansion and is in line with its objective of bringing its world leading VSN product set to new markets. LNS are providing the system integration skills, local presence, consulting and local industry knowledge, while Netlinkz will provide its world leading VSN technology, along with a set of partner enabled solutions in IoT, cyber security, covid prevention/track and trace, and international and local secure communications.



The anticipated revenue will be from a blend of Government tenders in the ASEAN region, existing LNS customers and new business. The partnership is currently participating in tenders exceeding A\$600m. The Company is currently working on closing sales to meet its target of A\$15 million and will advise the market in due course.

### **Commentary**

**James Tsiolis CEO and Chairman of Netlinkz commented:** *“We are pleased to announce that the business is on track to close out the year with another fantastic quarter of sales, with the total receipts from customers for CY20 expected to be circa A\$17m. We look forward to providing further information in our next quarterly update.*

*Further, we are delighted to announce our new relationship with LNS as a core part of our global expansion, and we are very excited by the opportunities we are already working on together. We have definitely hit the ground running with LNS, and it is great to work with a partner covering this key region. Our expectation is that partnerships such as the existing successful partnership with iSoftStone, and now with LNS, are the kind that will accelerate Netlinkz’s growth.”*

**LNS International CEO John Tan added:** *“This is a very strategic partnership for LNS and we have appointed a dedicated team to work with Netlinkz across all our markets and industries. This adds a new dimension to our existing services, allowing LNS to deliver end to end solutions across multiple sectors. We have already identified a number of clients where our joint value proposition is very relevant. We are targeting to generate A\$15M of sales for Netlinkz in the first year of the partnership, and expect this to increase over subsequent years.”*

This announcement has been approved for public release by the Board of Netlinkz Limited.

**\*\*\*ENDS\*\*\***

### **Forward Looking statements**

This announcement contains forward-looking statements with respect to Netlinkz and its respective operations, strategy, investments, financial performance and condition. These statements generally can be identified by use of forward-looking words such as "may", "will", "expect", "estimate", "anticipate", "intends", "believe" or "continue" or the negative thereof or similar variations. The actual results and performance of Netlinkz could differ materially from those expressed or implied by such statements. Such statements are qualified in their entirety by the inherent risks and uncertainties surrounding future expectations. Some important factors that could cause actual results to differ materially from expectations include, among other things, general economic and market factors, competition and government regulation.

The cautionary statements qualify all forward-looking statements attributable to Netlinkz and persons acting on its behalf. Unless otherwise stated, all forward-looking statements speak only as of the date of this announcement and Netlinkz has no obligation to update such statements, except to the extent required by applicable laws.

### **About Netlinkz Limited**

Netlinkz provides secure and efficient cloud network solutions. The Netlinkz technology makes Fortune-500 security commercially available for organisations of all sizes. Netlinkz has received numerous industry awards for its technology, including being a worldwide winner of the Global Security Challenge.

[www.Netlinkz.com](http://www.Netlinkz.com)