



11 December 2020

Additional Information on Joint Strategic Partnership with LNS International

Virtual Secure Network (VSN) company Netlinkz Limited (ASX: NET) ('Netlinkz' or 'Company') provides the following additional information to supplement its ASX announcement of 10 December 2020 titled "CY20 Guidance Update and Joint Strategic Partnership Signed with LNS International".

LNS Partnership

Further to the comments in the announcement regarding a strategic partnership with LNS, the nature of that arrangement is that a wholly owned subsidiary of the Company has signed a Reseller Agreement ('**Agreement**') with LNS International ('**LNS**').

Under the Agreement, LNS will act as a reseller of Netlinkz products and services in Asian and Japanese regions, meaning that LNS has the exclusive (subject to certain exclusions) right to purchase software licenses and support services from Netlinkz and resell them in those regions. LNS would pay Netlinkz 15% of the sales (exclusive of certain taxes) transacted between LNS and the direct customer less the cost of goods and services from Netlinkz and operating expenses of LNS. Netlinkz may also provide certain sales assistance. LNS will leverage their local sales force, established customer network, system integration skills, and local industry knowledge.

Netlinkz will commit its technical skills, IP, design, implementation and delivery expertise, and will also provide product support.

The Agreement continues in operation unless it is terminated by Netlinkz or LNS if certain insolvency events occur in relation to the other party or if the other party has materially breached the Agreement and failed to remedy the breach within 30 days after notice is given by the non-breaching party. The Agreement is otherwise subject to standard commercial terms for reseller agreements of this nature.

The Company further notes that its announcement of 10 December 2020 contained an aspirational target for revenues of A\$15 million in the first year of the Agreement based on target conversion rates for tenders in its pipeline. The Company further notes that there are no minimum sales revenue provisions under the Agreement, and therefore, there is no guarantee that the Company will ultimately achieve this revenue target (nor any specific revenues) and consequently, investors should not rely on that target. The Company notes that whilst LNS and the Company are participating in tenders exceeding A\$600M, there is no certainty that the partnership will be successful in winning any of those tenders.

The Company looks forward to updating the market in this regard, in due course.

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