

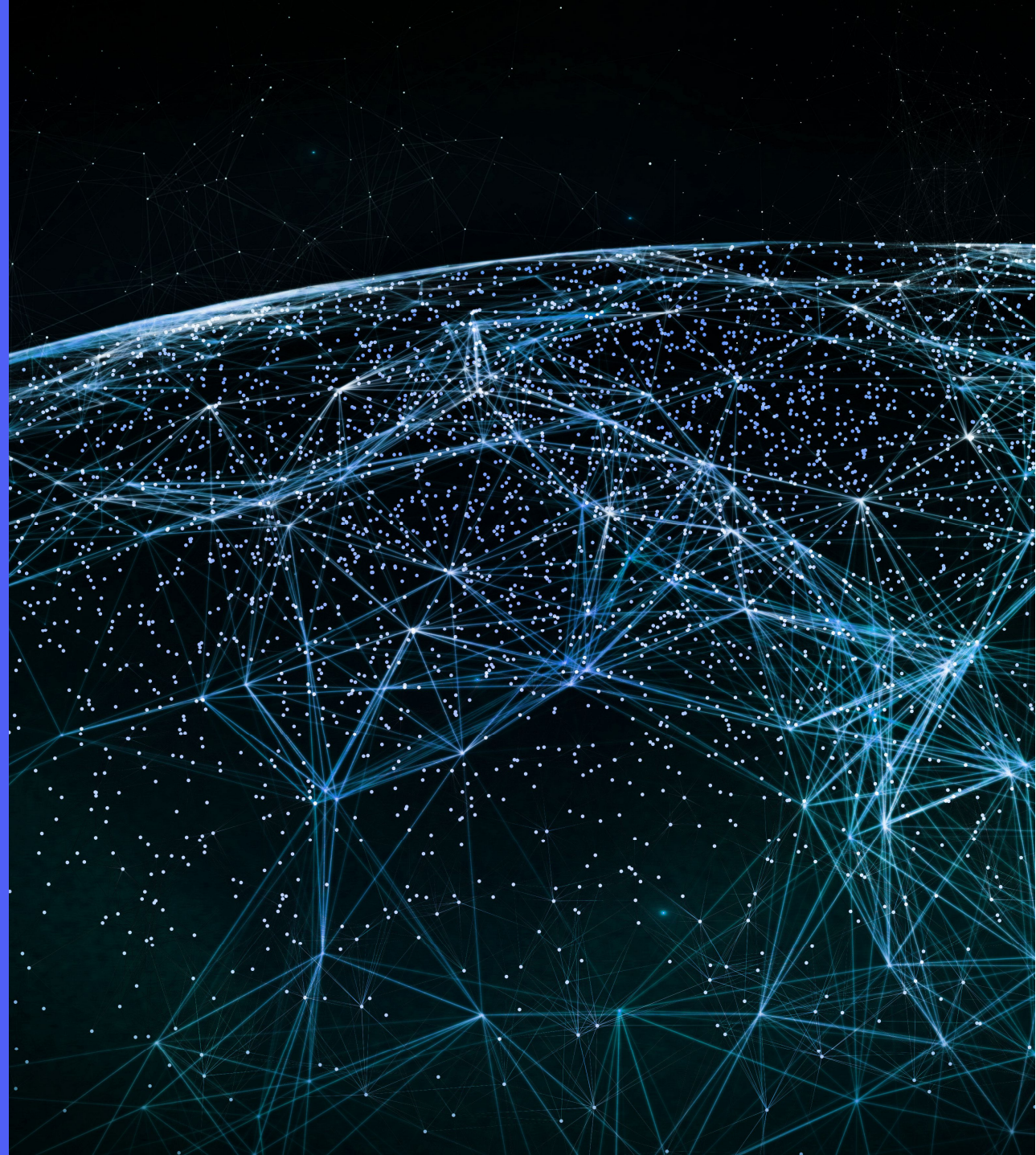


Netlinkz

EGM Presentation

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www.netlinkz.com



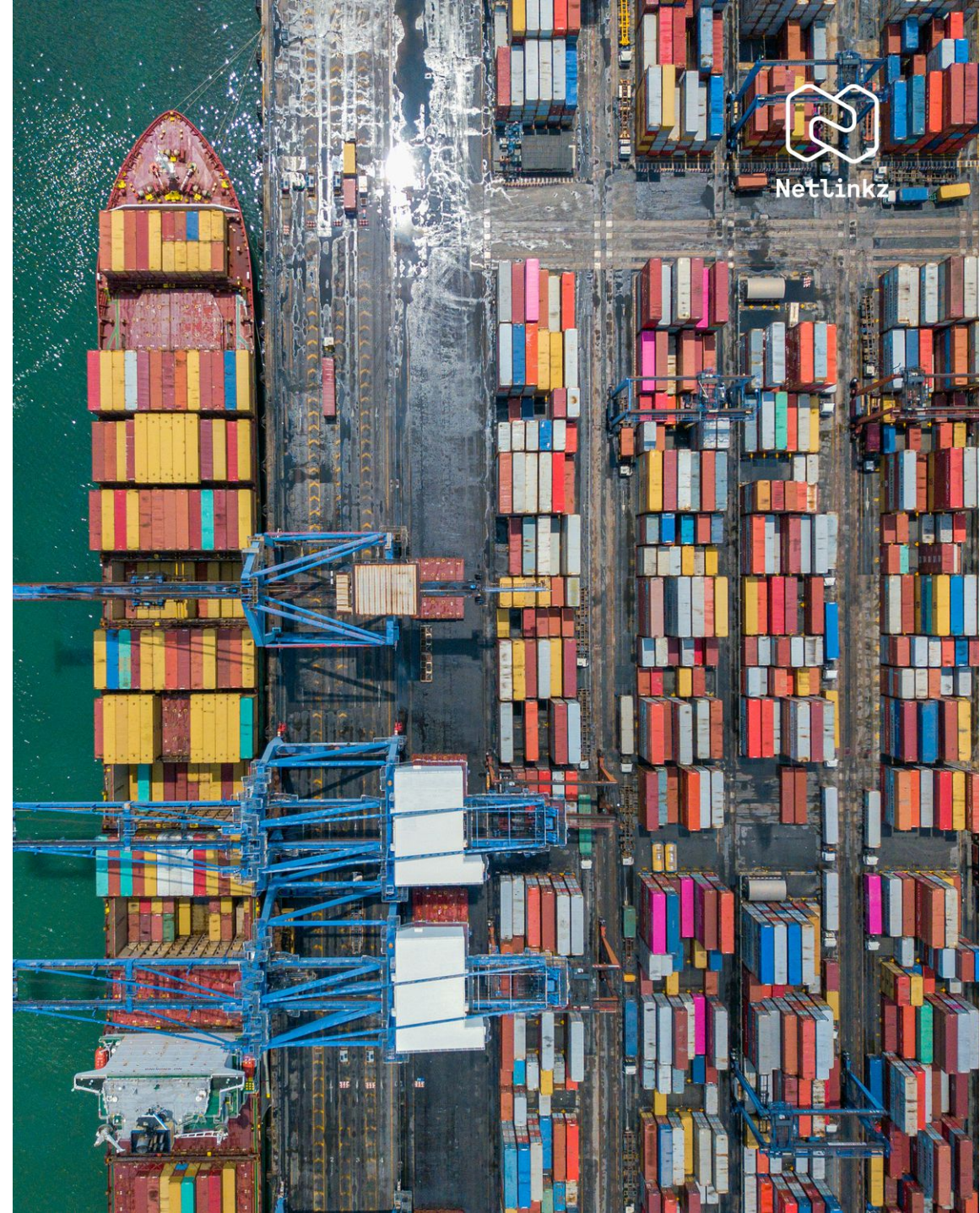
Overview.

Netlinkz is a Network-as-a-Service (NaaS) Company underpinned by its Virtual Secure Network (VSN) technology. NaaS is the key to generating long term recurring revenue and higher margin growth.

Data is a critical asset to the global economy and enterprises.

To maximise the value of the data economy, enterprises seek a truly cloud-converged platform which is secure, flexible and easy to manage.

VSN technology turns legacy networks into hyper scaling networks, enabling enterprises to overcome legacy network and data transmission limitations while capitalising on all of the benefits of cloud, mobility and Internet of Things (IoT).



Poised for growth...



Market penetration...



**Offering simplified
product and pricing tiers
to our enterprise clients**



**Identifying visible gaps
in the offerings from
competition**



**Disciplined capital
allocation focussing on
revenue growth**

Ready to scale – Strategic initiatives undertaken.



Simplified capital structure

- Restructure of equity via the cancellation of many outstanding options classes
- Repayment of all convertible notes
- Reducing outstanding debt from \$14.1 million to \$1.3 million (30 June 2021 vs. 30 June 2020)
- Completing an important capital raise in May-21, onboarding a strong institutional investor base

Turbocharged regional diversification

- Continued Chinese cashflow growth, allowed management to focus on expansion in new regions
- Important groundwork laid and key partnerships entered for expansion in ASEAN, India, Japan, Europe and MENA over the next 12 months
- Active engagement with enterprise clients in these regions

Simplified product, pricing & go-to-market strategy

- Simplified VSN-based multi-tiered product offering
- Adaptive and scalable product and pricing
- Significant recurring revenue component being built into the pricing strategy
- Shift towards a co-partner NaaS go-to-market strategy

Ready to scale – Category and market strategy.



The new data economy

- Data powers everything and enables business to make better decisions.
- Data flows globally through internal and external networks.
- Most enterprises still transfer data on legacy infrastructure with serious limitations.
- High latency, poor security, complex administration and difficult Cloud adoption are common problems.

Hyper scaling networks

- Regular/legacy networks cannot keep up with data transmission and technology requirements.
- To maximise the value of the data economy, enterprises seek a true cloud-converged platform.
- This requires a new breed of flexible, controllable, low-cost, easy-to-manage, highly secure networks: Hyper Scaling Networks.

Virtual Secure Network

- Virtual Secure Network (VSN) technology turns legacy networks into hyper scaling networks.
- VSN enables enterprises to hyper scale legacy networks, maximising network speed and security.
- VSN seamlessly hyper scales connections to multiple Cloud environments and the Edge.
- VSN helps businesses to make better data-based decisions to create stronger bottom lines.

FY21 Financial Outlook.



Significant performance uplift in last 12 months

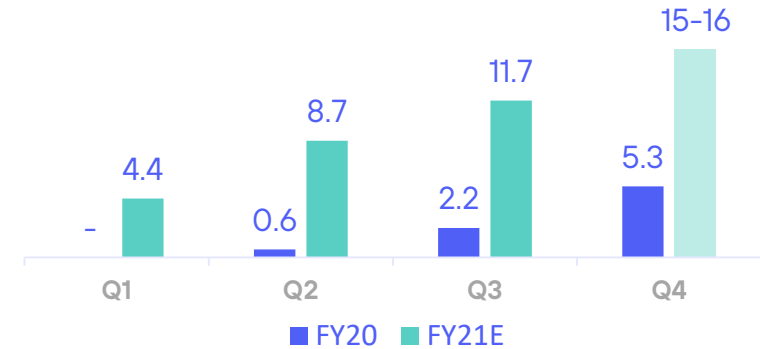
Revenue
~\$15-16m
~3x FY20 revenue

Receipts from customers
~\$16m
~3x FY20 receipts

of enterprise clients
>60
~3x FY20 # of clients

Debt to Equity ratio
<1
Down from ~28 in FY20

NET Cumulative Revenue
By Financial Year (\$m)



The business will continue to show stronger calendar year second halves until global diversification is realised.

NET is expected to significantly improve its financial and operational performance for the 12 months ending June 2021.

Progress against strategic priorities.



Operational cash flow positive

Driven by a very strong China and growing APAC

- Enterprise sales focus to continue.
- A positive mix shift in revenue and margin is anticipated from recent changes to pricing and offering.
- Network appliance (Hardware) sales are expected to increase as a proportion of total revenue as number of deployments accelerate.
- Design and implementation revenue is expected to represent a lower proportion of total revenue as NaaS approach simplifies deployment.
- Higher-margin NaaS and Licensing/OEM recurring revenue targeted to become circa 35% of total revenue in next 12 months.

Scaling up global enterprise client base

Enabled by sector tailwinds and demand for remote connectivity

- Enterprise sales to start to Europe and India in FY2022
- China targeted to become cashflow positive by 4th quarter FY2022
- NaaS underpinned to be the key source of recurring revenue
- Licensing and OEM solutions are the focus of the India and MENA strategy.

Enhanced product offerings

Demand based scalability

- Focus on enhancing product sales to enterprise customers via long term bundled solution-based contracts
- Continuing to build scale capability of VSN
- Increasing feature capability of VSN whilst remaining an open platform
- Continue to simplify deployment

Opportunistic strategy.

We remain open to evaluating M&A opportunities which find us, provided they are earnings accretive, primarily in the APAC region, have a clear short-term path to synergies and would result in better client solutions.

Key criteria



Value

- Valuation discipline
- Revenue growth potential visible and occurring
- EBITDA enhancement
- Established clients
- No bidding wars



Product enhancement

- Improved products and client offerings
- Market leading
- Flexible, agile solutions
- Client preferred outcomes



Synergies

- Direct and overhead synergies available day zero
- Synergy of processes and systems
- Significant sector overlap
- Improved functionality for both businesses



People and expertise

- Improved leadership and delivery expertise
- Revenue generating human resources
- Reduced \$/hr cost of client delivery



Netlinkz

**We are building the future
infrastructure for data transmission.**

**Making networks
simple, fast and secure.**

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