

LINIUS TECHNOLOGIES LIMITED

ANNUAL GENERAL MEETING - 30 NOVEMBER 2021

CHAIRMAN'S ADDRESS

Welcome to the Linus Technologies Annual General Meeting for 2021. My name is Gerard Bongiorno, and I am the Chairman of Linus Technologies Limited. With me here on this virtual Webinar are my fellow directors Steve McGovern and John Wallace, our outgoing CEO and director Chris Richardson and our new CEO and director James Brennan, 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 provide a brief overview of the 2021 operational highlights and introduce you to our new CEO.

Formal meeting proceedings.

Thank you.

This year has been a period of great change for the business – we have significantly strengthened both the Board and Executive Team with the appointment of James Brennan as CEO and director, and Clive Malcher as CTO. In late December 2020, we also announced the appointment of John Wallace as an independent and non-executive director of the Company and I have been very appreciative of his input and council throughout the year

As a SaaS based business, we are wholly focused on securing significant Annual Recurring Revenue (ARR), with this revenue metric already on the rise in FY21.

We have now validated video virtualization in each of our core markets, being Sports, Education and Enterprise, with our products well received by our clients and partners, and utilization of our productized solutions is increasing across all our key clients and importantly starting to generate recurring revenue.

We have also focused the businesses sales efforts behind our core markets recruiting industry specialists to drive our entry into these markets, expanding our deal pipeline that expect to convert in the coming months.

In the Sports sector:

- NBL soft-launched Linus' personalised channels into its live environment in the first quarter of 2021 for product testing and customer feedback, prior to its official launch this week with the commencement of their 2021/2022 season.
- AWS published a case study highlighting the benefits Racing.com has gained from deployment of our sports solutions, including big jumps in user engagement.
- English Premier League Club, Wolverhampton Wanderers (Wolves), reported a material increase in viewer engagement since our technology was integrated into partner Swanbay's solution.

In the Education sector:

- First commercial agreement was signed with The University of Newcastle with revenues now received and further trials with other universities underway.
- Commercialisation of our education Whizzard product has significantly progressed, with continued development focused on building connectors into Learning Management Systems.
- We expanded our Sales team, partner ecosystem and joined key industry bodies and programs to extend our engagement pathways into the industry's key decision makers.

In the Enterprise sector:

- Linus Whizzard for Business product was released for sale on the AWS Marketplace
- We were officially accepted into the AWS ISV (Independent Software Vendor).partner program, with co-sell strategies now in development for Linus and AWS to sell Whizzard together.
- Zoom undertook a rigorous technology due diligence on Whizzard and it passed the product for listing in their market place. Marketing campaigns have been developed for launch in the Zoom Market place in Q1 2022.
- Integration planning is also underway for Microsoft Teams and Webex by Cisco.

Our plan from here is very simple. We will sell more of these proven products to similar clients in our Sports, Education and Enterprise markets. We believe, with our quality deployments in market across each of our customer segments, repeat sales will become much easier and revenue growth will accelerate.

Before I hand over to James Brennan, our new CEO,

I would like to formally thank Chris Richardson, our outgoing CEO, who is stepping down from the board at the conclusion of this meeting, for his commitment and drive to lead us through

this commercialisation phase and I look forward to continuing to work with Chris as he now begins to commercialise our Blockchain subsidiary, BVS.

On behalf of our 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 now accelerate our growth strategy.

On behalf of the board we are very pleased to welcome James to Linus - we conducted an extensive global search process and James was a standout candidate to lead the business going forward.

James has an outstanding track record of unlocking the latent potential of products and businesses, having led transformation and growth at a number of leading global software and SaaS companies. Most recently, he led the move to SaaS for the Unified Communications business at Integrated Research (ASX: IRI), launching three major new products in FY21, and adding over 200k new user licenses in the first quarter of FY22 alone. He has deep experience in the higher education sector having led Kaltura's expansion in the ANZ market, and he has great achievements in the video conferencing market having helped BlueJeans Networks nearly double their ARR in Asia. And through a 15 year career at Polycom, he led the design and launch of numerous products and delivered record results in various APAC commercial leadership roles. He has a unique blend of experience in sales, marketing, product management, and finance, and he has a commitment to building great teams and culture.

We are very impressed with his experience in our key markets, his integrity, and vision for our business. As a sign of his commitment to the business he is in the process of packing up the family and moving to Melbourne next week.

With that I will hand over to James and look forward to seeing him in Melbourne next week.

CEO'S ADDRESS

Thank you, Gerard. Hello Linus shareholders. I am James Brennan, Chief Executive Officer and Executive Director of Linus Technologies. It is a pleasure to address you today so early in my tenure with Linus.

I believe in being in communicative with and available to shareholders. I look forward to getting to know each of you. To that end, we have a road show planned for early December where I hope to spend time with many of you. Furthermore, I will lead a market update in the next 10 days.

I am one week into the role, and my enthusiasm is higher than ever. Prior to my start date, I spent time with the board and members of the team to learn about the business and develop my initial plans. I am pleased to say that the first few days have run as hoped - with no bad surprises and exciting opportunity. Here are some of my initial observations:

- We have a great team, with incredibly talented and committed individuals. I will be looking to add further structure and to augment the team as appropriate in line with our strategy.
- We have happy clients whose customers love our product. I will focus on the adoption, success, and continued happiness of these clients and end users.
- The pipeline of new opportunities is strong as Linus moves through market validation and into aggressive growth
- Our underlying technology platform is very strong, and the use cases we expose through our new applications exemplifies the power and value of that platform.

That is why I joined Linus - we have all the elements needed for success and I look forward to executing a plan to unlock the large and as yet unfulfilled opportunity for Linus. I have built my career growing software and SaaS businesses across the US, Asia and Europe. I am confident in my ability to lead Linus through this next exciting phase of commercialization and growth, ultimately delivering great results for our customers and return to our shareholders.



Video Virtualization Engine™

Annual General Meeting
30 November 2021



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Welcome and 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 2021	91,944,021 (91.61%)	3,268,122 (3.26%)	5,514,346 (5.14%)	76,393,762 (N/A)
Resolution 2 – Re-election of Director – Gerard Bongiorno	170,217,807 (97.01%)	300,094 (0.17%)	4,944,346 (2.82%)	1,298,004 (N/A)
Resolution 3 – Election of Director – John Wallace	170,101,988 (96.93%)	440,913 (0.25%)	4,944,346 (2.82%)	1,273,004 (N/A)
Resolution 4 – Election of Director – James Brennan	170,232,807 (97.04%)	285,094 (0.16%)	4,904,346 (2.80%)	1,338,004 (N/A)
Resolution 5 – Approval for additional 10% placement capacity	148,788,709 (84.20%)	22,467,196 (12.71%)	5,454,346 (3.09%)	50,000 (N/A)
Resolution 6 – Ratification of prior issue of Shares – August 2021 placement	147,594,397 (96.05%)	533,587 (0.35%)	5,531,299 (3.60%)	23,100,968 (N/A)

Summary of proxies received

Resolutions	For	Against	Proxy's discretion	Abstain / Excluded
Resolution 7 – Approval for the issue of Shares to Gerard Bongiorno – August 2021 placement	94,126,418 (93.70%)	1,048,540 (1.04%)	5,284,346 (5.26%)	76,300,947 (N/A)
Resolution 8 – Approval for the issue of Shares to John Wallace – August 2021 placement	169,944,647 (96.32%)	1,048,540 (0.59%)	5,439,060 (3.08%)	328,004 (N/A)
Resolution 9 – Adoption of Linus Employee Incentive Plan	166,012,424 (95.99%)	1,852,813 (1.07%)	5,074,346 (2.93%)	3,820,668 (N/A)
Resolution 10 – Approval for the issue of Remuneration Shares to John Wallace	169,267,647 (95.83%)	1,774,721 (1.00%)	5,589,879 (3.16%)	128,004 (N/A)
Resolution 11 – Approval for the issue of Remuneration Shares to James Brennan	169,267,647 (95.83%)	1,925,540 (1.09%)	5,439,060 (3.08%)	128,004 (N/A)
Resolution 12 – Amendments to Constitution	167,068,423 (94.94%)	1,167,768 (0.66%)	7,729,060 (4.39%)	795,000 (N/A)

Chairman and CEO address



Gerard Bongiorno
Chairman



James Brennan
Chief Executive Officer



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linius.com.au
ir@linius.com

