



Video Virtualization Engine™

# Business Update Linus Technologies Limited (ASX:LNU)

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James Brennan, CEO  
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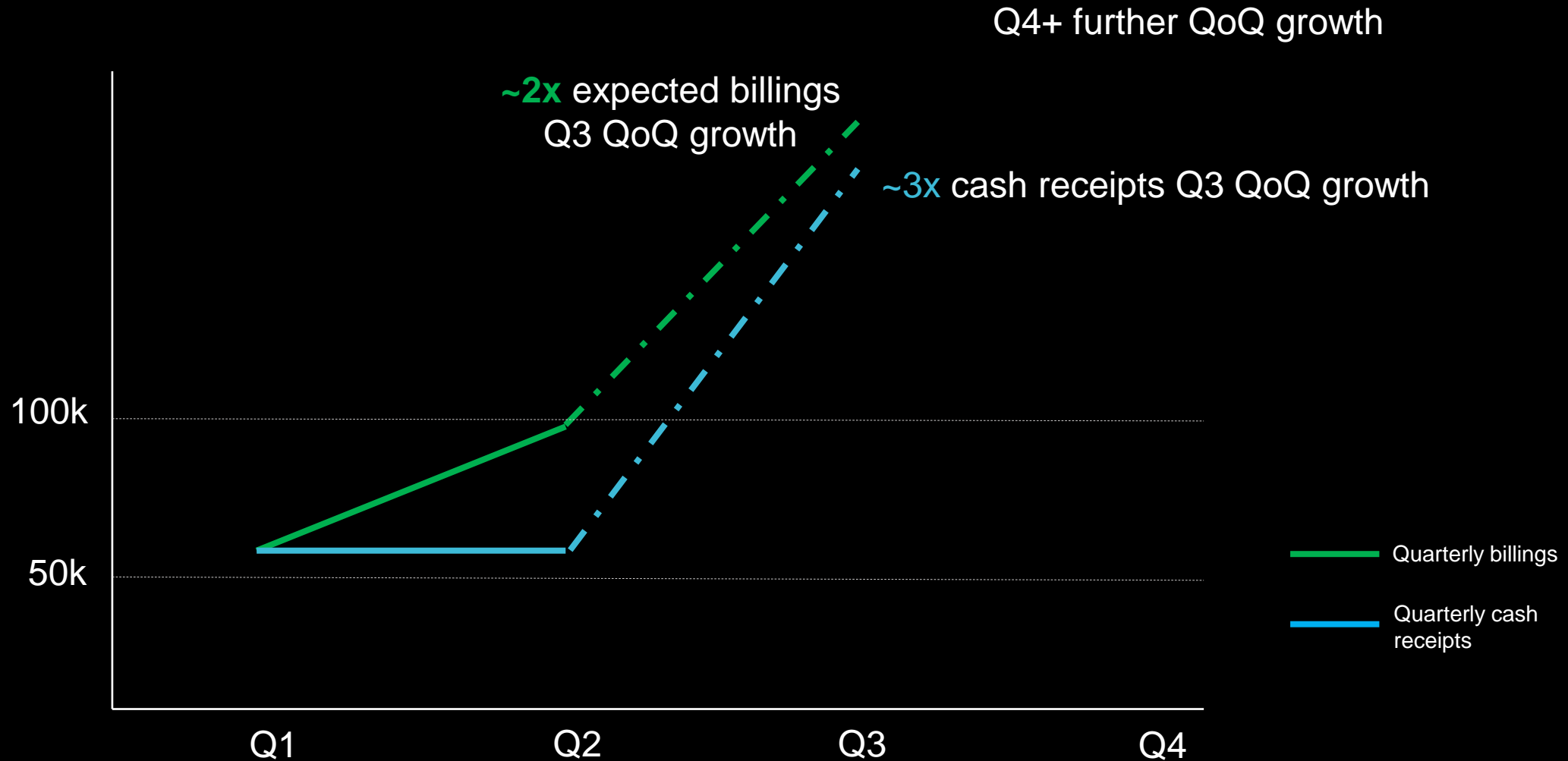
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- Financial Review
- Pipeline and Commercial Update
- Recent Win – Inverleigh Media



# Significant Growth in Billing and Cash Receipts



# Exponential growth curve

*Each new deal makes  
the next deal easier  
...and bigger  
...and faster*



# The Path to Profitability – Growing MRR / ARR

## EXISTING

### Australia/New Zealand

*Significant market penetration*

- Racing.com
- NBL
- A-Leagues
- Cricket Australia
- All Blacks/Wallabies/SANZAAR via Inverleigh

### Europe

*Good traction, hero deployments*

- Wolves
- Brugge
- EFL

### Other Regions

*Solid pipeline & leads*

## Hot

- Inverleigh additional archives
- Cricket Aus revenue share
- Cricket Aus additional use cases
- Expansion @ A-Leagues
- Expansion @ Racing.com
- Wolves/Brugge/NBL enhanced deployments
- **1** Whale
- **4** large opportunities
- Convert **4 more** Warm opportunities to Hot

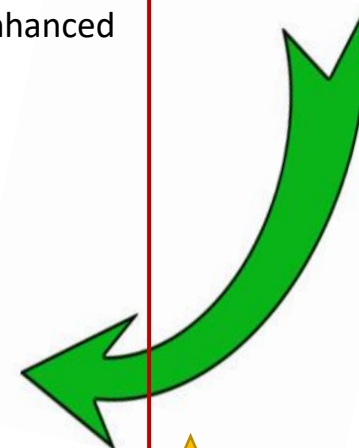
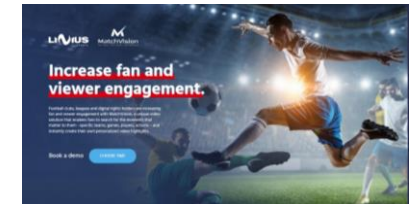
## PIPELINE

## Warm

- 25+ Opportunities
- Includes 2 more Whales
- 75+ Leads

## Campaign

- 5,000+ emails
- 2,500+ LinkedIn
- 50+ leagues
- 300+ teams
- 60+ broadcasters
- 500+ US colleges
- 25+ College Divisions

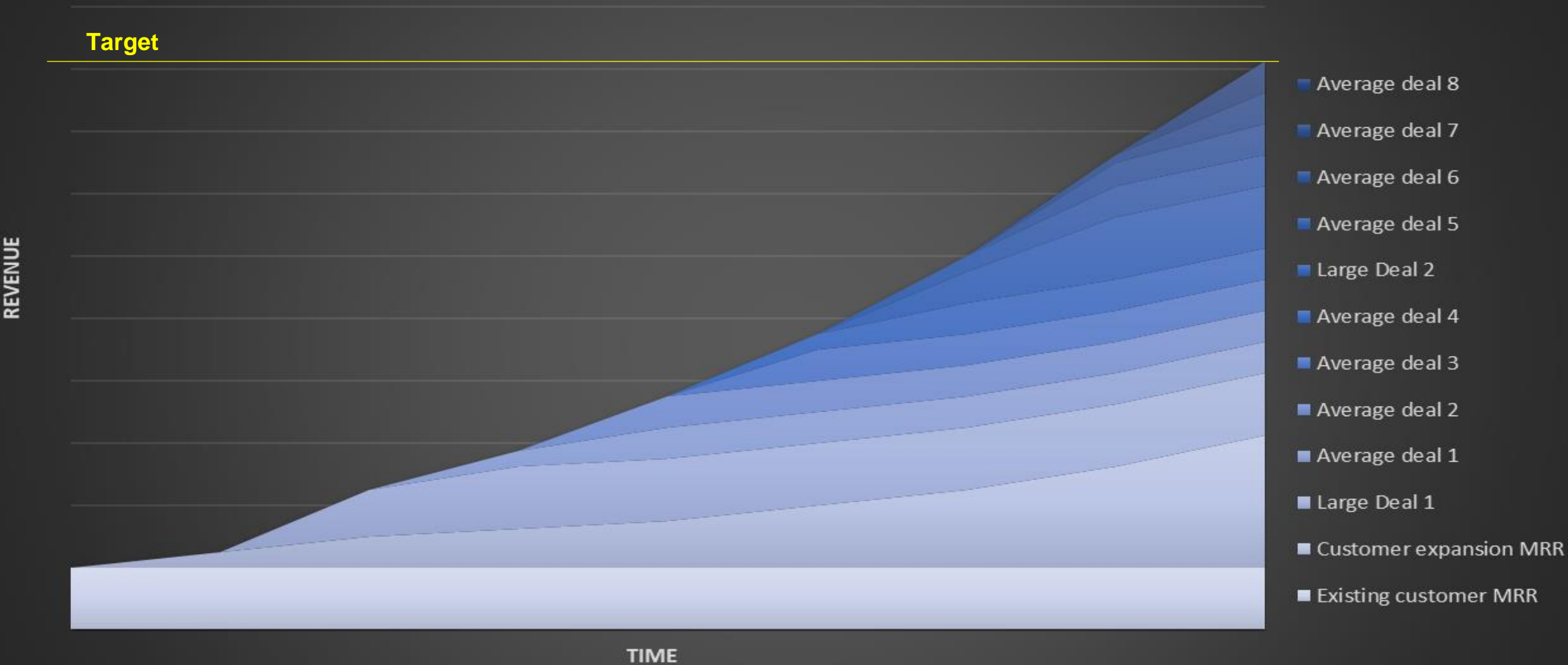


**Break  
Even**

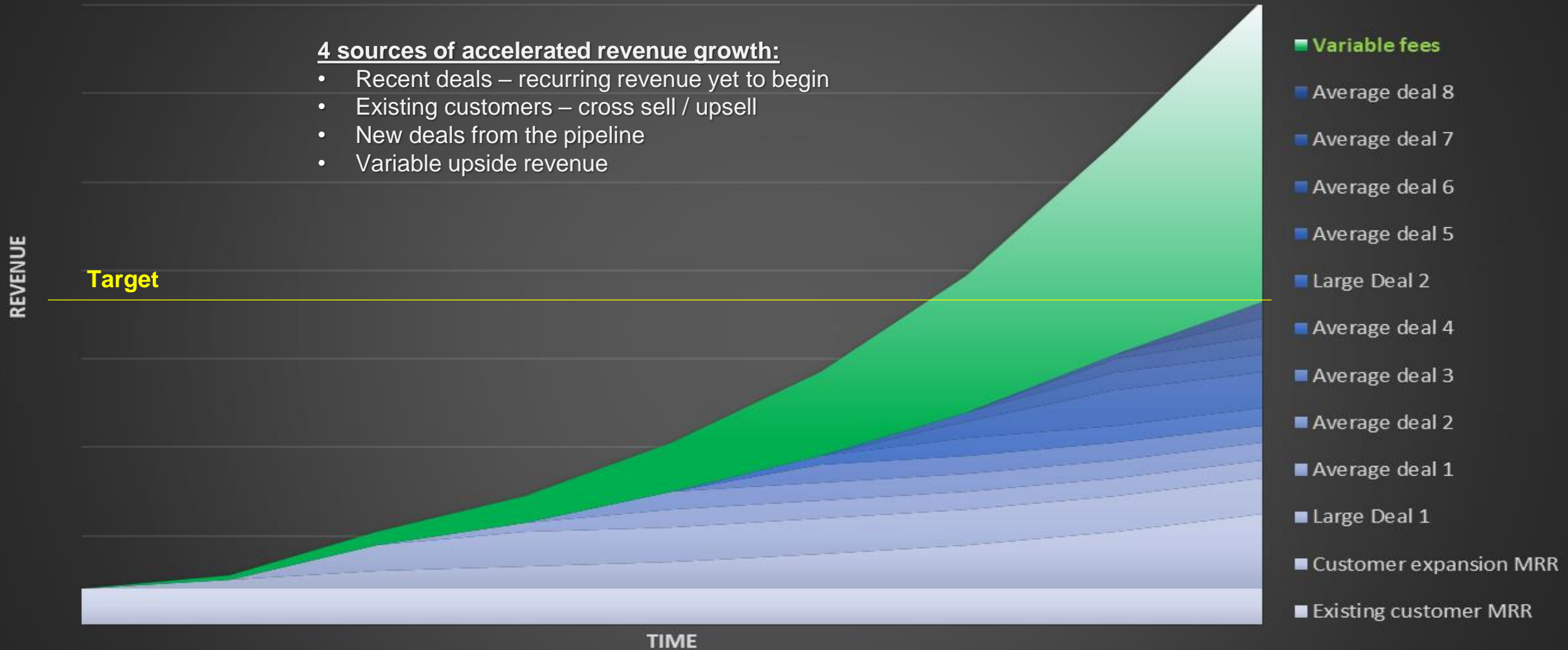
Growing Monthly Recurring Revenue (MRR) + setup + variable



# SaaS ARR Model Generates Exponential Growth

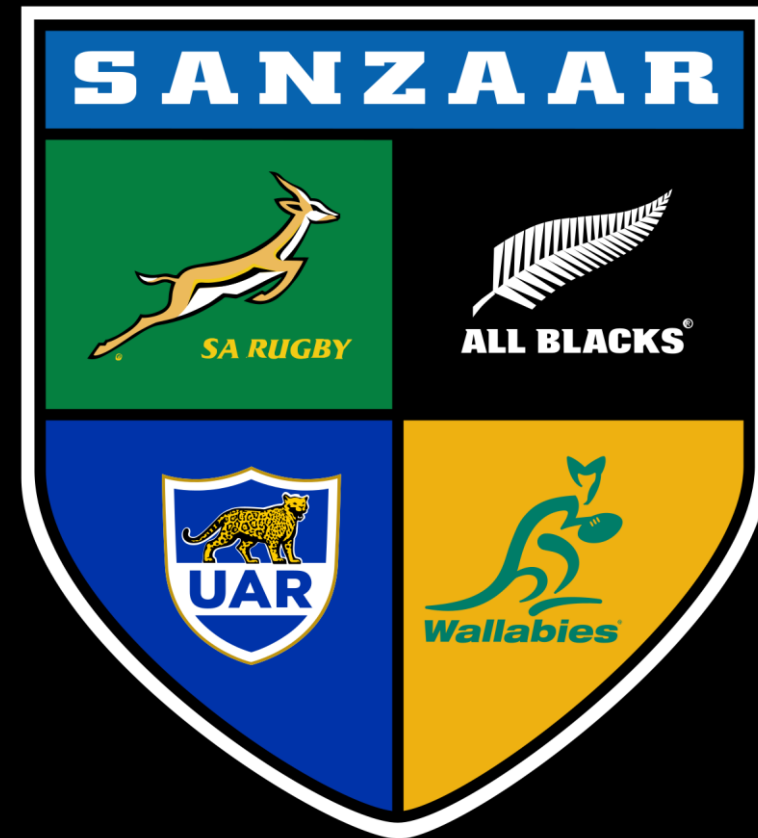


# Variable Revenue Further Accelerates Growth





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THE inverleigh  
STORY

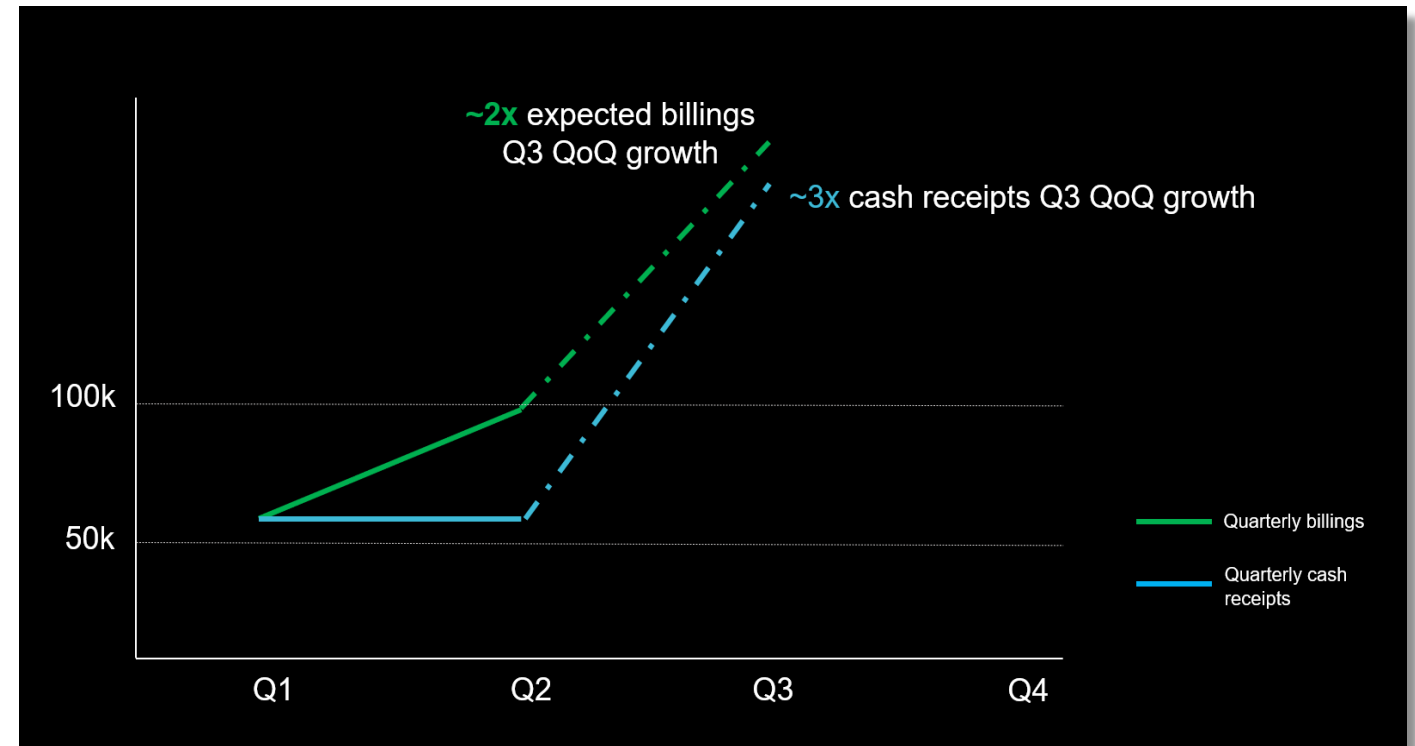


inverleigh



- End-to-end media company
- 10+ Federation/league customers, 600+ Broadcast customers, 30k hours of video archive, Whitelabel and D2C OTT platforms
- Whizzard & LVS embedded as core capability within ENGINE
- Initial deal for SANZAAR Archive
- Contract includes standard model for each additional customer archive which includes setup fees, monthly license fees, and variable usage fees
  - One additional federation is well advanced in sales cycle
  - Multiple others already in discussion or targeted
- Future deployment of fan engagement solutions also covered in the contract

- Rapidly improving financial performance
- New wins
- Strong Pipeline
- On a path to profitability
- More to come soon!



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