

ASX Announcement | 25 September 2023

Linus Market Update Weblink

Linus Technologies (ASX: LNU) (**Linus** or **Company**) convened a webinar presented by CEO, James Brennan, on 22 September 2023 to provide an update on the Company's performance in FY23 and plans for FY24.

The presentation focused on:

- Review of Linus results and achievements in FY23
- Overview of strategy and plans for FY24
- Update on Linus' pipeline and path towards profitability

A recording of the Zoom Webinar, hosted by Linus CEO, James Brennan, can be accessed on the Linus website, [via this link](#).

Key take-aways:

- New customer deployment with **NAHL TV** to go live in September.
 - The **North American Hockey League** is the top junior hockey league in the US. Announced in July 2023, the deal saw Hockey Technology Partners build a personalized channel service for NAHL on the Linus platform in just 3 weeks.
- **New Zealand Rugby** revealed as the second archive through Inverleigh Media. The deployment for this and SANZAAR are now complete.
- Launch of **Whizzard Highlights**, a new module for Whizzard, with Cricket Australia to be the first to deploy in October. This marks Linus' entry into the existing large market for automated highlights with significant revenue potential.
- FY23 was a transformational year for the company as reported in the Annual Report:
 - Record acquisition of blue-chip customers providing market validation
 - Record financial results including an 82% YoY increase in cash receipts and a 54% reduction YoY in net cash outflows.
- Billings from existing contracts will be ~\$725k over the next 12 months. This locks in a 49% increase over FY23 billings very early in the year with significant further growth from existing and new customers to come through FY24.
- Recent deals over the past 12 months were on average 4x larger than prior deals based on recurring monthly fees. The value of these contracts is expected to be even larger once variable fees, upsell, and expansion revenues are secured.
- Average deal size expected to grow further as Linus targets larger customer segments including TV and OTT broadcasters. Opportunities with such customers are already progressing through the sales cycle.

This announcement has been authorised for release to ASX by the Linus Board of Directors.