

## Netlinkz Limited (ASX:NET)

ASX Announcement/Press Release

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## Netlinkz signs agency agreement with NZ-based Kordia Limited

### Investment highlights

- Netlinkz signs an agency agreement with New Zealand government-owned Kordia Limited
- The agreement comprises both the sale of the Netlinkz security platform and the sale of Starlink internet transponders for the New Zealand and Pacific markets
- The agreement complements similar Starlink/ NaaS partnerships with other groups including Spark NZ, HGC Global of Hong Kong and Philippines-based PT&T Corp
- Netlinkz is actively working on partnership agreements with a number of other groups.

**Netlinkz Limited (ASX:NET) (“Netlinkz” or “the Company”)** is pleased to announce the signing of an agency agreement with New Zealand government-owned communications company Kordia Limited (“**Kordia**”).

This agreement comprises both the sale of the Netlinkz security platform and the sale of Starlink internet transponders for New Zealand and Pacific markets. It opens the way for Kordia to bring business grade, high speed, low latency satellite communication services to its customers. These new services will complement Kordia’s existing managed WAN services, and help it provide better rural coverage to improve communication options for remote sites.

### Netlinkz further expands its partnership network

Netlinkz has continued to grow its partnership network, with the signing of an agency agreement with New Zealand government-owned communications company Kordia.

Kordia owns and manages communication infrastructure across New Zealand, including fibre optic networks and transmission towers. Formerly a national radio and TV broadcaster, the group today provides free-to-air television as well as offering networking design and consultancy services for business and government, including network design and cyber security.

Under the terms of this agency agreement, Kordia customers will be able to acquire Starlink terminals, installation services, first level support, reporting and billing. Customers will be able to access Netlinkz Starlink services and support through the Kordia network. The agreement also provides priority support and in-country spares for rapid restoration when needed. Kordia is able to provide both fixed, mobile and maritime plans as part of this agreement, as well as professional installation option as part of the service.

Netlinkz’s agreement with Kordia complements similar Starlink/ NaaS partnerships the Company has with Spark NZ, ALT Communications of Bangkok, HGC Global of Hong Kong and Philippines-based PT&T Corp.

**Netlinkz Chief Operating Officer Jordi Martin said,** “We are thrilled to have Kordia join our stable of tier 1 corporate partners. It is a respected and well-resourced group, with a network of nearly 200 staff who advise and implement state-of-the-art communication services for multiple business and government agencies. Over time, Kordia has also developed a longstanding and close relationship with a number of Pacific Island communities. This will now be enhanced by their access to Starlink, and our network-as-a-service offering that will together unlock opportunities in many areas, health, education, tourism and emergency response included, previously unavailable to these communities.”

“From a look ahead perspective, Netlinkz is now working on partnership agreements with a number of other groups. We expect to provide further information on these negotiations in due course.”

**Netlinkz Head of Satellite Stuart Dasler said,** “Kordia Group’s 60-year history has given it deep customer relationships across New Zealand. It is an approved supplier to government in both New Zealand and Australia.”

“We can definitely add value to Kordia’s role in a joint venture developing what may be a globally unique Public Safety Network. Initially the goal is securing 450 Emergency Service sites, but potentially this umbrella network will secure inter-operable communication across other front-line agencies like fire and police services, extending to other agencies and volunteers. Given our history of floods and bushfires, we Australians understand the critical importance of reliable communication in saving lives and property when natural disasters hit.”

**Murray Goodman, Kordia’s Head of Product said,** “We’re excited to be able to offer the Netlinkz Starlink Business to our customers, especially those with operations in the more remote parts of New Zealand, and those that require mobile data options.”

“Over the past year, extreme weather conditions have also demonstrated the value of additional access options to support business continuity, especially for mission critical communications. The addition of Starlink to our existing network options, encompassing Ultra-Fast Broadband, Digital Microwave and cellular data, means that Kordia customers now have access to unsurpassed coverage for business grade access, failover and diversity. Kordia’s Netlinkz Starlink service can provide primary access to areas where there is no Ultra-Fast Broadband, and mobile coverage is poor for high-speed diversity and failover options. This opens up new opportunities for industries that were previously held back by bandwidth limitations. Similarly, the usage is not restricted to land. We’re already discussing the use case for customers with maritime operations, for example adding connections for ferries or ships.”

“There is also flexibility for short term use, such as in events, or in emergency situations, as well as a failover option for critical sites when other services are down. With weather conditions and natural disasters providing risk around communications, many of our customers with critical operations are eager to look at failover options that don’t rely on Ultra-Fast Broadband or cellular. As long as power is available, you can easily turn on Starlink to get communications up and running again in an event where other services are experiencing outages.”

“Similarly, if you need pop-up internet for events, for example to run security cameras or Eftpos machines, or event management you can look at mobile options that will allow temporary access to Starlink for as long as you need it.”

The benefit of Kordia’s Netlinkz Starlink Business service is the better antenna technology which sees more satellites, the prioritised data and the management and support provided by Kordia and Netlinkz, compared to the residential service web-based support model.”

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#### **About Netlinkz Limited (ASX:NET)**

Netlinkz Limited (ASX:NET) is a networking vendor with a vision to create secure personalised connections for every user. The Netlinkz Virtual Secure Network (VSN) solution is a Network-as-a Service (NaaS) proposition that is user-centric, creating a per-user private network that is available, secure and performance optimised, for authorised users regardless of their location.

Netlinkz VSN allows enterprises to embrace their new-normal by allowing IT departments to consistently enforce employee connectivity policies (compliance), simplifying operations (cost), improving security (business continuity), while directly correlating technology investment to user productivity (value).

The company offers a range of products across three broad categories:

- Secure Internet, with Netlinkz VSN transforming Starlink technology into a business grade service providing secure high-speed internet and an invisible cloud network
- Network Security, which future proofs clients' business with Netlinkz's high-speed, secure cloud first private work solutions
- Secure CCTV and IoT, with Netlinkz VSN ensuring that all clients' video feeds and data from their CCTV and IoT systems are securely transferred, integrity checked and securely stored.

To learn more, please visit: <http://www.netlinkz.com>

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## About Kordia Group

**Kordia Group** is a communications company owned by the New Zealand government. It offers much more than just a range of technology services and solutions to businesses. It also provides mission-critical connectivity, cloud and cyber security services, as well as managed IT, field services, broadcast and safety of life communications. While Kordia's New Zealand-based network is primarily premised on digital microwave technology, it also has access to a number of fibre networks. The company additionally owns a network of transmission towers spread across New Zealand. Over recent year, Kordia has undertaken several acquisitions in the cyber security, cloud and managed IT space which facilitated an expansion of its service offerings.

To learn more about Kordia Group, please click here: <https://www.kordia.co.nz/>

This ASX announcement has been authorised by the Board of Netlinkz Limited (ASX:NET)