



# Investor Presentation

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Fast. Simple. Mobile. Secure.

November | 2023



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# Netlinkz at a glance

Delivering a cloud based cyber-secure invisible Network-as-a-Service for enterprise



## Business

ASX: NET

~\$A22 million  
market capitalisation

\$A21.0 million  
in revenue for FY23

Business model based  
on product sales and  
subscription revenue



## Global Organisation

Sydney, Australia  
headquarters

Offices in  
Ireland | Japan | Beijing | Shanghai |  
Pakistan | UAE | Bangkok

168  
employees and  
contractors



## Markets

105+ Global  
enterprise customers

Global partner locations:  
Malaysia | India | Ireland | Greece |  
Qatar | Bahrain | USA | Pakistan | UAE

SpaceX  
Global reseller  
agreement



## Award Winning Solutions

Global Security Challenge US Defence  
Dept  
Telstra Innovation Challenge,  
Asia Pacific ICT Awards, and  
APICTA Award Winner

World class Network-as-a-Service (NaaS)  
solutions for enterprises of all sizes

# September Quarter results

## Table summary of the 4C result with commentary

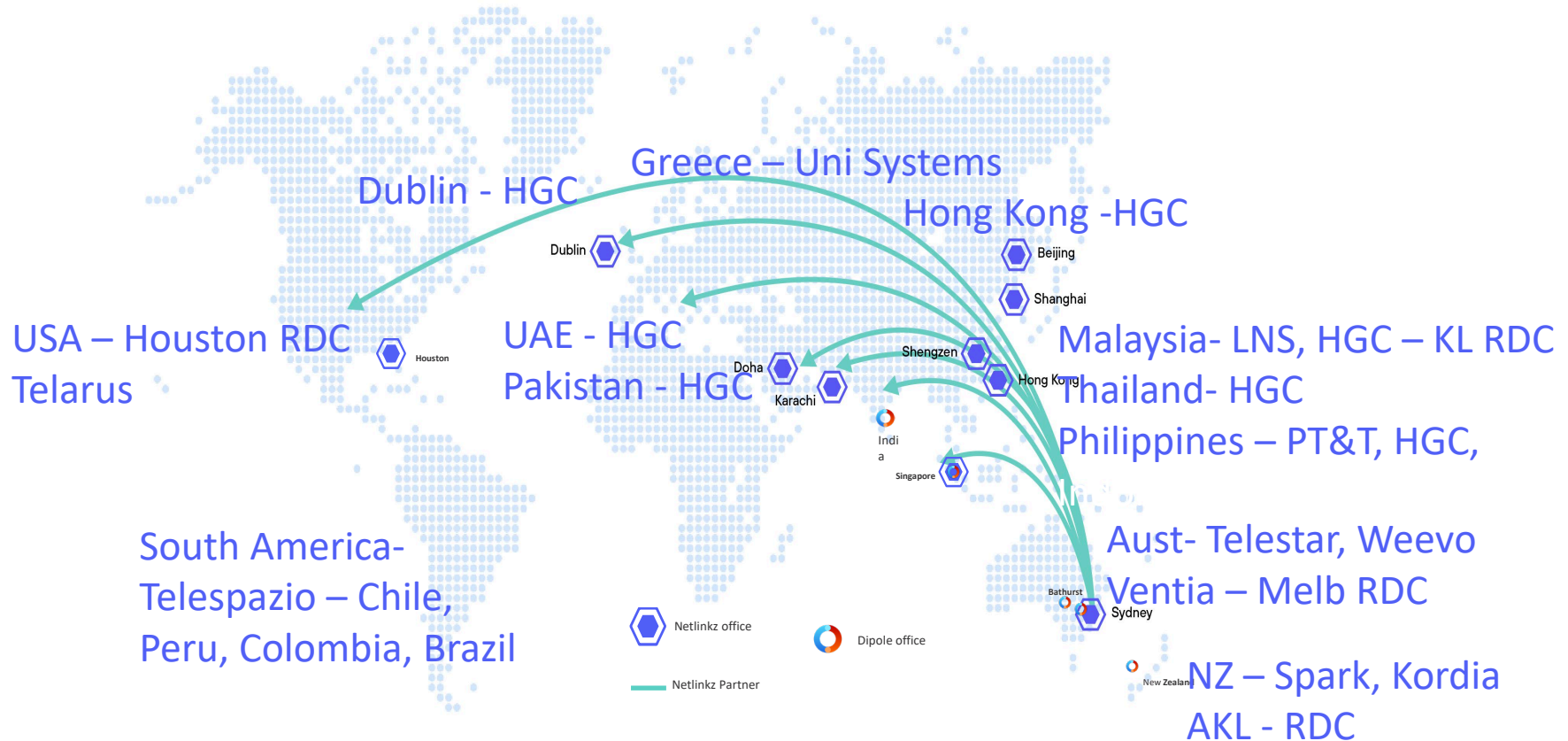
Consolidated statement of cash flows		Q1 2024	Q1 2023	Commentary
		\$A'000	\$A'000	
1.	Cash flows from operating activities			
1.1	Receipts from customers	6,024	5,204	Strong increase in cash receipts led by contribution from Starlink and good cash recovery from China and SSI businesses
1.2	Payments for			
	• research and development	(327)	(290)	R&D continues to be a focus of the Company to ensure NaaS product development is meeting market expectations
	• product manufacturing and operating costs	(2,803)	(2,807)	Largely consistent on PCP, driven by China cost of sales
	• advertising and marketing	(75)	(43)	
	• leased assets	(36)	(25)	
	• staff costs	(1,124)	(1,239)	Staff costs were overall lower despite higher levels of ongoing activity. Doing more with less.
	• administration and corporate costs	(2,173)	(2,091)	Similar with Corporate costs as focus has been on Starlink operational costs (systems, processes, support services) and NaaS development activity
1.3	Dividends received	-	-	
1.4	Interest received	-	-	
1.5	Interest and other costs of finance paid	(121)	(13)	Finance costs have increased as the Company has undertaken funding arrangements to support growth activity
1.6	Income taxes paid	(91)	(32)	
1.7	Government grants and tax incentives	-	-	
1.8	Other (provide details if material)	(17)	-	
1.9	Net cash used in operating activities	(743)	(1,336)	

## Key Developments for Netlinkz

- Established offices with sales and support staff in multiple global locations
- Starlink sales have occurred in the several countries and increasing
- Agencies and MOUs have been signed with a number of companies opening new markets over the next 3 months to sell Starlink and NaaS product
- Several Proof of Concepts in key markets have launched with sales to follow upon successful completion
- Official launch of Netlinkz Network as a Service (NaaS) product in partnership with HGC on 15 November 2023 at the TWA Telecom World Asia Conference
- Partnership with Dipole has been formalised to ensure the global roll out of NaaS

# Netlinkz Global Partners and Agents

Global Network supported by 24/7/365 Service Desk



RDC – Remote Distribution Centre

# Two Sales Channels for Network as a Service (NaaS)

- Starlink

- NaaS sold to enterprise around the world as part of the satellite delivered broadband
- Enables the deployment of a secure network in the cloud or on-premise
- Revenue derived from hardware sales
- Recurring revenue model based on term contracts.
  - ❖ Starlink monthly subscription no term contract
  - ❖ NaaS monthly subscription term contract

- HGC

- NaaS sold as a cloud-based network solution for enterprise
- Opex-based model to allow the transition from legacy network to cloud-based network
- Revenue share model between HGC and Netlinkz
- Initial focus will be Southeast Asia, Mekong Delta
- Recurring revenue model which will be tailored to the enterprise requirements

# Key Routes to Market – Telco Partnerships

## NaaS: Summary



**Device-to-device point-to-point security**



**Total software solution with access to leading cloud providers**



**Lowest latency routing backed by core infrastructure and satellite technology**

## Key Opportunity: Hutchison Global Communications (HGC)

- Key opportunity in progress with HGC. Netlinkz and HGC are developing an internet-based network for enterprises across the globe, giving them access to all cloud providers in a highly efficient way.

### HGC provides:

**Infrastructure:** Points of Presence around the world to support global service

**Sales Personnel:** to drive adoption and customer service

**Access to HGC customers:** ready-made enterprise customer base

### Netlinkz provides:

**Technology:** Netlinkz's proprietary Network-as-a-Service technology, providing fast, mobile, secure access anywhere

**Technical support:** Netlinkz offers training and technical support services for clients with any level of expertise



# Netlinkz Unit Economics – Telco Partnerships

Telco partnerships, such as with HGC, provide a fast route to market with significant potential for scale

Key principles include:

## Revenue share

- Telco partners, agents and resellers will sell NaaS to existing customer base which provides significant, and immediate sales opportunity
- Revenue share model
- Minimum pricing established, with additional charges for certain features and increased scale

## High margin

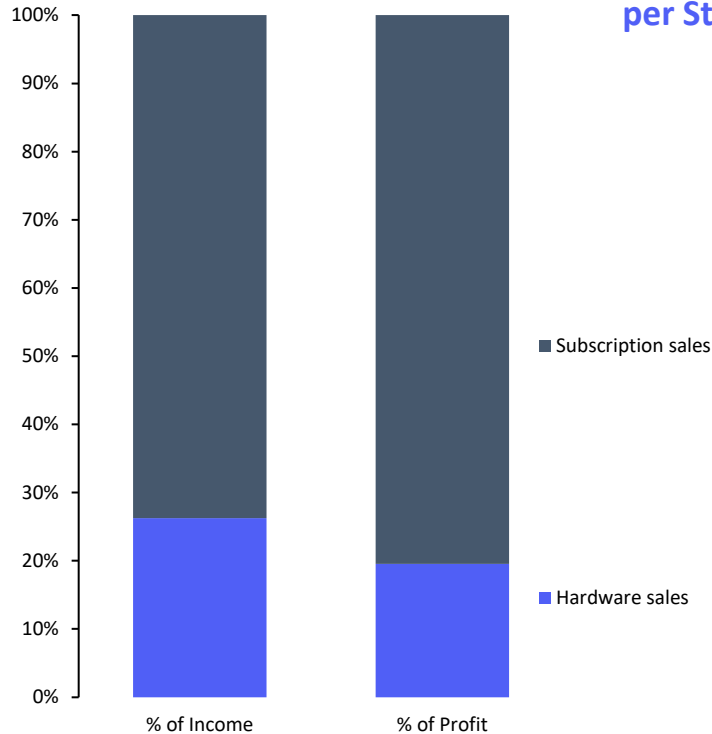
- Network-as-a-Service offering expected to achieve 40-50% margin
- Low operating cost due to partnership model. Telcos already have hosting infrastructure
- Software-based services faster to market

High margin business with immediate sales opportunities

# Netlinkz Unit Economics - Starlink

Estimated revenues of \$16k per annum for each client installation with c. \$3k of profit contribution in first full year of service

## Unit Economics: per Starlink satellite dish sold



### Upfront revenues per install

- Starlink satellite dish
- Other Starlink hardware
- Netlinkz upfront software fees
- Installation / service fees

Total revenues = \$4k each pa  
Combined margin 10-20%

### Subscription revenues per install

- Starlink subscriptions with >10% margin
- Network-as-a-Service subscriptions with 40-50% margin
- Actual mix of service levels taken will determine ARPU

Total revenues = \$12k pa  
Combined margin >20%

**Strong unit economics with a combination of one-off sales and recurring revenue and profit**



## Dipole Partnership

- Dipole Group is an Australian technology delivery business that operates under Australian ownership and management, now becoming a Netlinkz Global Partner and Services Partner.
- Dipole have a comprehensive expertise in various aspects of ICT, with a specific emphasis on telecommunications and broadcast services. Dipole Group is dedicated to providing tailored solutions and services in these areas to meet the evolving needs of enterprise customers.
- Dipole will ensure enterprise customers implement NaaS for their organisations allowing Netlinkz to focus on sales and building its revenue through the roll out of NaaS.
- Dipole will reduce the implementation risks associated with the transformation/transition from old network to new network
- Outlined below are the key services Dipole will provide to ensure the roll out of NaaS



# Combined Partners and Customers



## Netlinkz Global Customers

### Global Customers



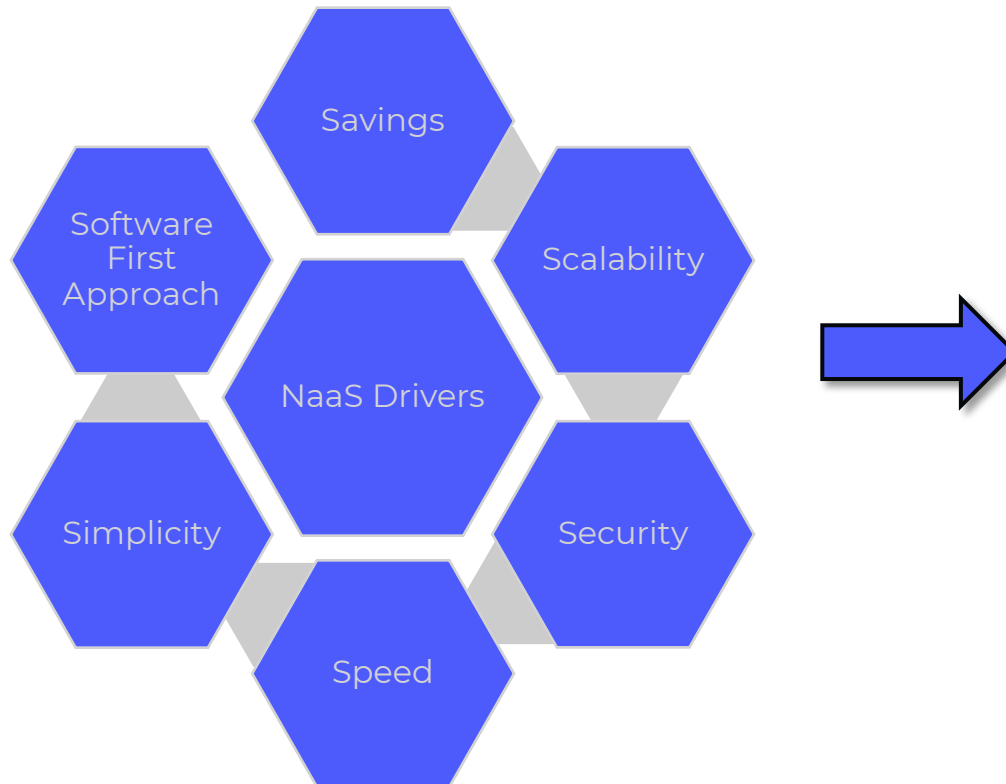
## Dipole Strategic Partners



## Dipole Customers



# What Will Drive Customers Toward NaaS Deployments?



- **Savings:** Reduce costs, move from Capex to Opex, Spend on Consumption.
- **Scalability:** Allow systems to flex with business needs and operations.
- **Security:** Endpoint to endpoint security across all enterprise users and systems. Protect customer and enterprise data.
- **Speed:** Manage performance levels, deploy and change faster to meet business needs.
- **Simplicity:** Reduce complex systems, allows easier maintenance as required. Outsource management of network.
- **Software First:** Reduce the need for expensive proprietary hardware deployments.



# Netlinkz Starlink + NaaS

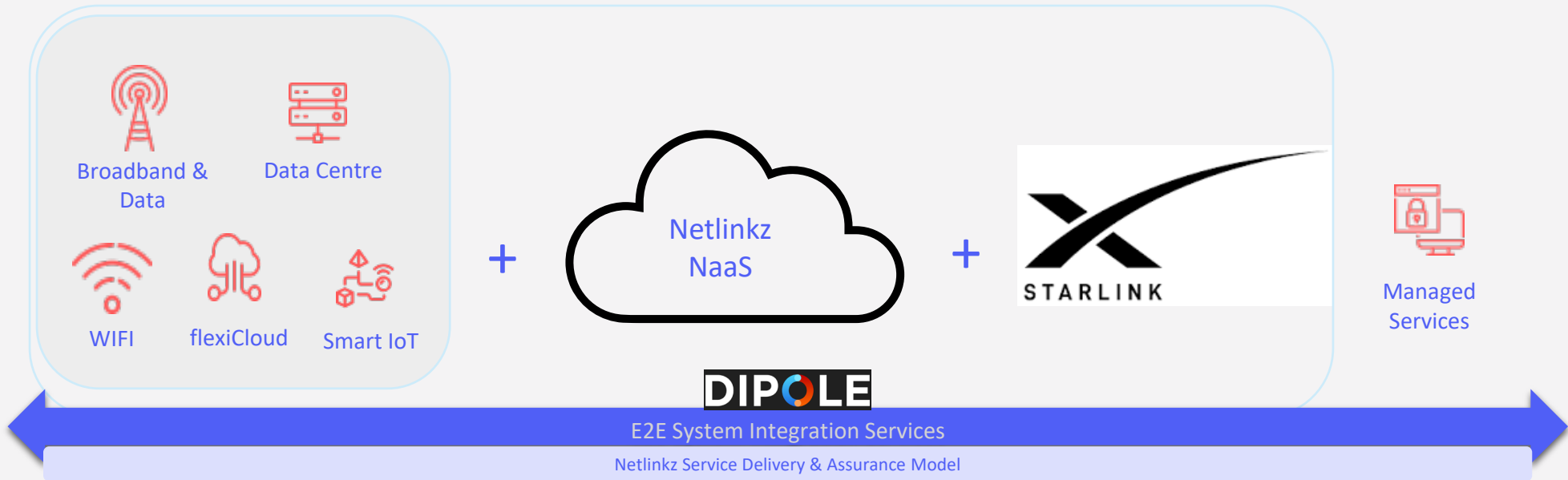


Welcome to unprecedented levels of network speed and security.



# Unlocking New Business with Starlink + NaaS

Adding a new dimension of security and broaden the horizon of connectivity



Netlinkz is able to provide partners and customers full support in **Total Solution Delivery**. From solution specification and design, through to complex Systems Integration, Netlinkz will ensure that you maximise your investment in our solutions and technology. This is complemented with our managed services and service assurance model to ensure uninterrupted operations.

## Conclusion

- Netlinkz is focused on two channels to market for its NaaS product:
  - ❖ Starlink; and
  - ❖ HGC
- Revenue from the Starlink sales channel has started in several countries with more to commence in the December 2023 quarter
- Partner model to continue to grow global distribution and sales with a focus on telco partners
- Dipole as a global implementation partner reduces key risks in rolling NaaS to enterprise customers
- Netlinkz will continue to use debt facilities as a source of financing growth rather than equity
- NaaS is a high margin recurring revenue product

# Thank you

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