



Annual General Meeting Linus Technologies Limited (ASX:LNU)

28 November 2023

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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 2023	169,467,552 (93.23%)	10,686,718 (5.88%)	1,355,273 (0.75%)	258,000 (N/A)
Resolution 2 – Re-election of Director – John Wallace	178,333,733 (93.83%)	10,380,594 (5.46%)	1,355,273 (0.71%)	- (N/A)
Resolution 3 – Election of Director – Barry McNeill	178,687,327 (94.01%)	10,027,000 (5.28%)	1,355,273 (0.71%)	- (N/A)
Resolution 4 – Approval for additional 10% placement capacity	174,689,803 (92.04%)	13,759,524 (7.25%)	1,355,273 (0.71%)	265,000 (0.14%)
Resolution 5 – Ratification of prior issue of Shares – August 2023 Placement made under LR7.1	29,045,337 (70.69%)	9,935,594 (24.18%)	2,105,273 (5.12%)	38,983,330 (48.69%)

Summary of proxies received



Resolutions	For	Against	Proxy's discretion	Abstain / Excluded
Resolution 6 – Approval for the issue of Placement Options – August 2023 Placement	28,745,337 (69.54%)	10,485,594 (25.37%)	2,105,273 (5.09%)	38,733,330 (N/A)
Resolution 7a – Approval for the issue of Shares and Options to Gerard Bongiorno – August 2023 Placement	176,765,154 (93.00%)	10,999,173 (5.79%)	2,305,273 (1.21%)	- (N/A)
Resolution 7b – Approval for the issue of Shares and Options to James Brennan – August 2023 Placement	176,975,154 (93.11%)	10,789,173 (5.68%)	2,305,273 (1.21%)	- (N/A)
Resolution 7c – Approval for the issue of Shares and Options to Barry McNeill– August 2023 Placement	177,207,154 (93.23%)	10,539,173 (5.54%)	2,323,273 (1.22%)	- (N/A)
Resolution 7d – Approval for the issue of Shares and Options to Steve McGovern – August 2023 Placement	169,173,097 (92.82%)	10,789,173 (5.92%)	2,305,273 (1.26%)	7,802,057 (4.10%)
Resolution 8 – Approval for the issue of Lead Manager Options – August 2023 Placement	177,520,609 (93.52%)	10,193,718 (5.37%)	2,105,273 (1.11%)	250,000 (0.13%)

Summary of proxies received



Resolutions	For	Against	Proxy's discretion	Abstain / Excluded
Resolution 9 – Ratification of prior issue of Shares – October 2023 Placement made under LR7.1A	66,377,279 (84.15%)	10,393,718 (13.18%)	2,105,273 (2.67%)	98,693,330 (N/A)
Resolution 10a – Approval for the issue of Shares to Gerard Bongiorno – October 2023 Placement	176,820,609 (93.03%)	10,943,718 (5.76%)	2,305,273 (1.21%)	- (N/A)
Resolution 10b – Approval for the issue of Shares to James Brennan – October 2023 Placement	177,030,609 (93.14%)	10,733,718 (5.65%)	2,305,273 (1.21%)	- (N/A)
Resolution 10c – Approval for the issue of Shares to Barry McNeill – October 2023 Placement	177,030,609 (93.14%)	10,733,718 (5.65%)	2,305,273 (1.21%)	- (N/A)
Resolution 10d – Approval for the issue of Shares to John Wallace – October 2023 Placement	176,780,609 (93.25%)	10,483,718 (5.53%)	2,305,273 (1.22%)	- (N/A)

Chairman and CEO address



Gerard Bongiorno
Chairman



James Brennan
Chief Executive Officer

FY23 was transformational. FY24 started with built-in growth



- Highest rate of new customer acquisition
- Linus solutions have now been validated in 15 sports, across 40+ federations, and customers in all 3 target geographies
- Record financial performance

\$496k

FY23 Cash Receipts



82%

Growth

\$725k

Contracted Billings
Next 12 months



49%

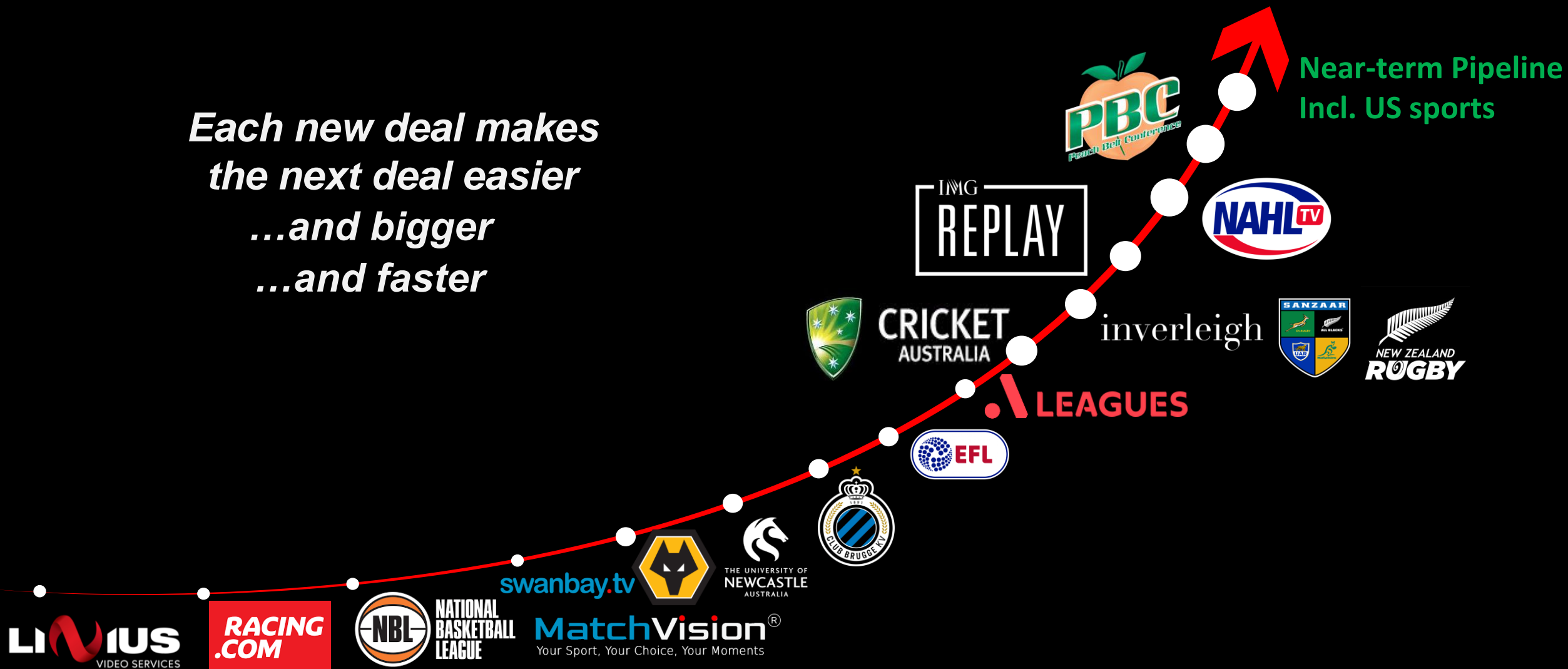
Growth



Deal flow is accelerating

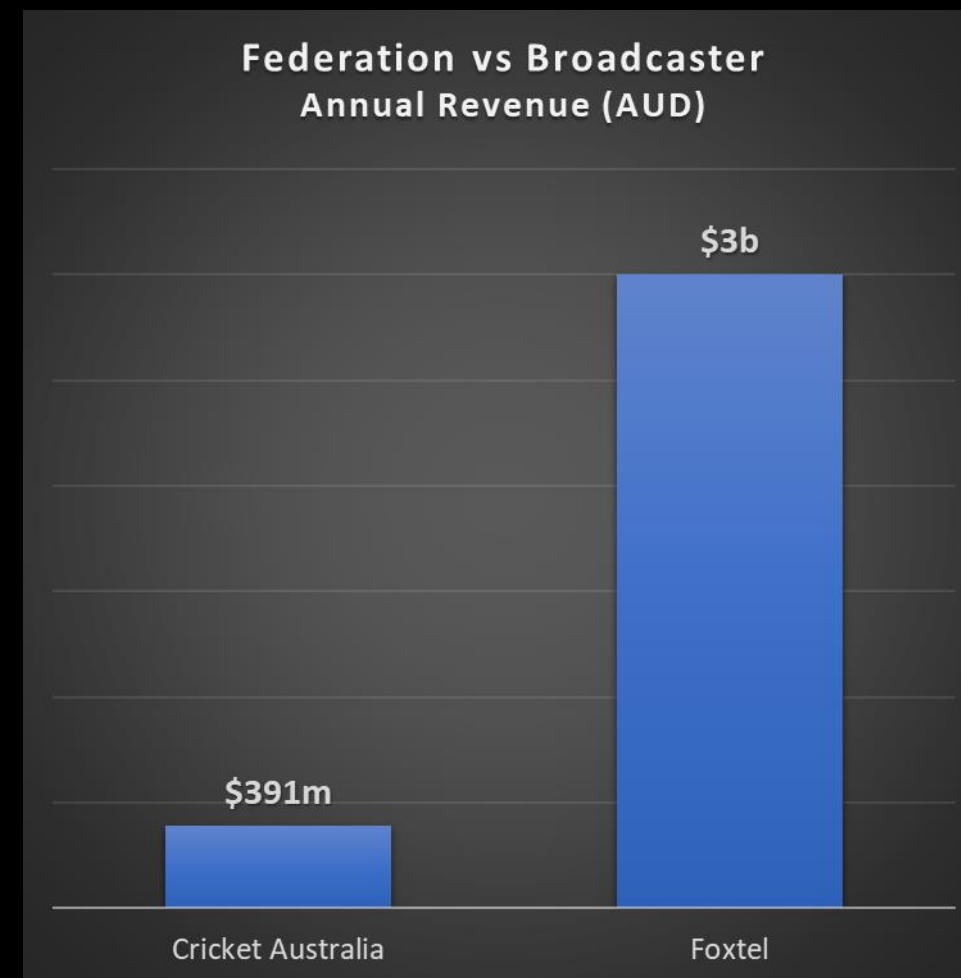


*Each new deal makes
the next deal easier
...and bigger
...and faster*



Linus delivers what every broadcaster wants: more viewing

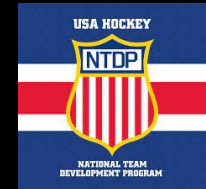
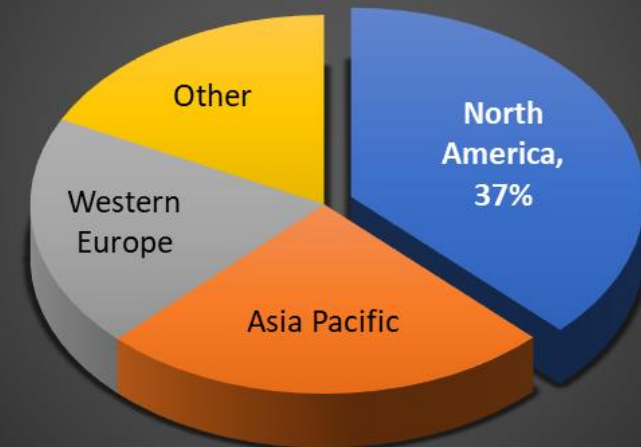
- Our GTM is about **Replication** and **Scale**
- We are in the broadcast market, which includes:
 - Sports federations, creators, publishers, TV & OTT
- They all want the same thing – more viewing
 - Case studies are relevant across all broadcast types
- Linus offer is the same for all
 - Same tech, content, data, use cases, sales model
- Opportunity to scale viewing and ability to monetize
 - Exponential revenue potential to Linus
- Broadcasters in the pipeline in all target geographies



US sports market is critical and we have cracked it

- Global sports market = ~\$460b USD, NA is 37%
- Live service with first US customer, NAHL TV
 - Contract expanded, securing 2 more customers
- First US college sports deal with Peach Belt Conference
- Breadth of Linius Media Solutions products being deployed
- These deals provide key visibility and validation of Linius in the US market

Global Sports Market
Value by Region



US college sport is a perfect market to accelerate growth



- 1100 NCAA schools, 150 NCAA conferences, 24 sports
- NCAA Division 1 generated \$15.8b USD in revenue in 2019
 - Big 10 and SEC each generated over \$2b USD in 2022
 - Ohio State University generated \$250m USD
- Total Addressable Market for Linus estimated at >\$70m per year
- Solution for PBC is highly replicable
- Multiple opportunities in current pipeline with a range of conferences and schools

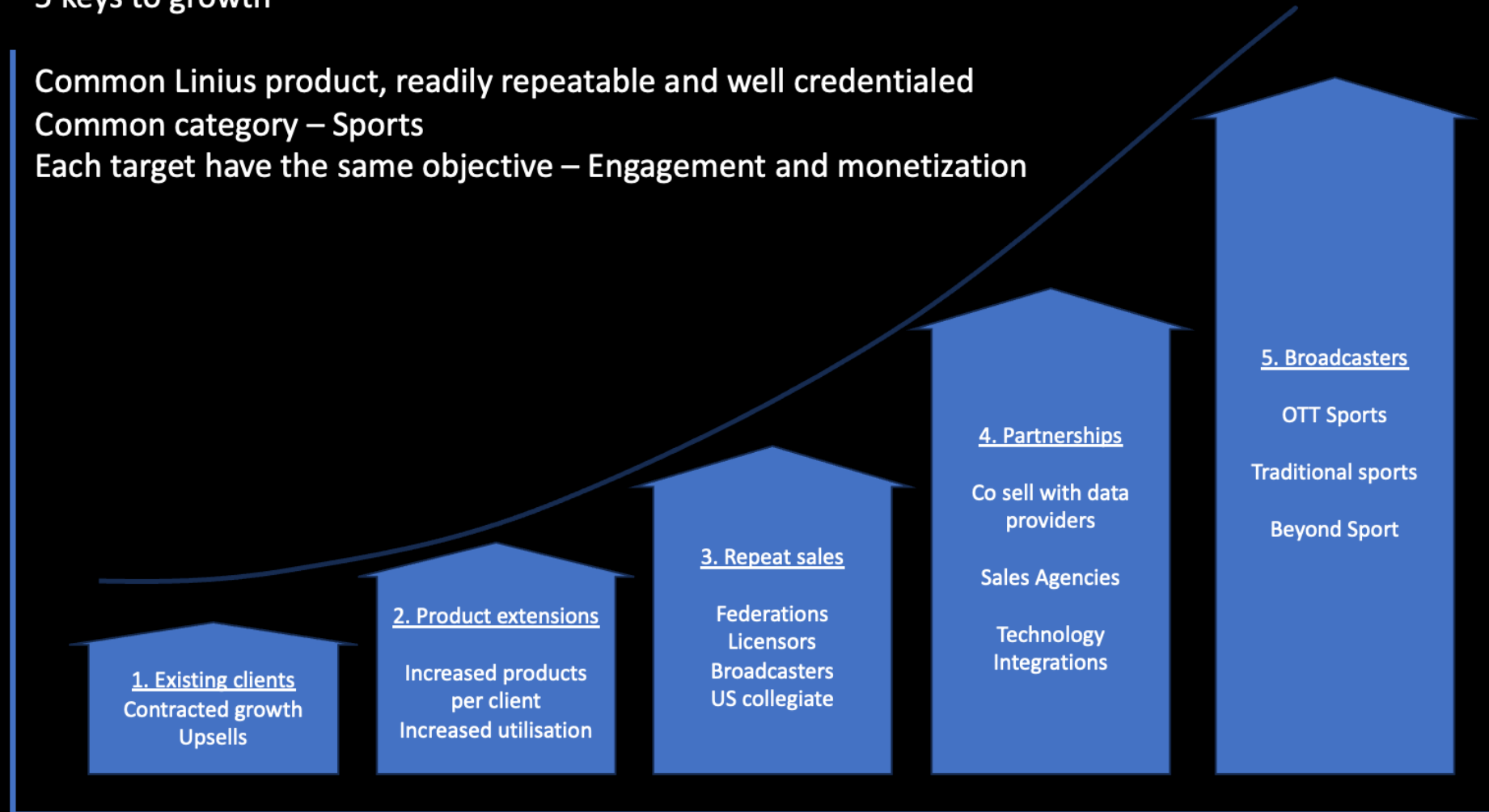


5 keys to growth

Common Linus product, readily repeatable and well credentialed

Common category – Sports

Each target have the same objective – Engagement and monetization



- Transformational FY23 and fast start to FY24 with 49% growth locked in
- High value products with customer validation and case studies in key markets
- Rapidly expanding pipeline and accelerated deal flow
- Aggressive strategy to grow in key segments including US, college sport, and TV/OTT broadcasters
- Exponential growth segments in our addressable market

Linus Technologies Limited

James Brennan, Chief Executive Officer



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