Investor Presentation

March 2019

NetLinkz

China Focused – Global Business Model

Investor Update

26 March 2019

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Successful Pilot
China Telecom Wuxi

■ Pilot Program with China Telcom Wuxi, Jiangsu Province successfully completed in December 2018 by JAST Limited – Netlinkz's China Agent

• 600+ customers in excess of 36,000 VINs sold end of February 2019

• Continuing to sell software solution as a VPN replacement in broadband bundles with China Telecom through China Telecom's Product Catalogue

JAST Limited Update

- Mr Zhang (Senior President China Telecom Wuxi) joined the Board of Netlinkz Limited in February 2019

- JAST ready to expand into new cities and provinces, under Mr Zhang's direction, to sell the VIN product as secure VPN replacement through the China Telecom Catalogue

- Expansion of JAST's territory beyond the four cities in Jiangsu is a direct result of the successful Pilot Program with China Telecom Wuxi.

- In February 2019 JAST was awarded a National IP - VPN Licence by the Ministry of Industry and Information Technology of the Chinese Government to distribute VPN replacement product throughout China

Reseller Update

- The partnership between JAST and China Telecom can now move to full commercial expansion of the China Telecom Catalogue offering Netlinkz's secure VPN replacement VIN product throughout China.

- Reseller has established a Wholly Foreign Owned Entity in Shanghai necessary for the Reseller to be paid licence and service fees by JAST from sales of VPN replacement now that the Pilot Program with China Telecom has completed.

- PKF Shanghai engaged as accountants to the WFOE and JAST

- Reseller is raising capital to fund the accelerated roll-out by JAST beyond the Jaingsu Province and into China

Why partner with ISoftStone

- IsoftStone's has:
  - extensive engineering excellence offer Netlinkz the best possible partnership to establish a secure IoT solution for Cloud Service Providers (CSPs)
  - a reputation as the digitization leader in China providing a total technology solution to 1000+ customers globally
  - 55,000 employees globally
  - 30% year on year growth in revenue for the last decade
  - 31 offices in all major cities in China
  - banking and fintech expertise which is the best in China
  - a diverse customer base across multiple industry sectors provides the most optimal distribution opportunity in China
  - engage the global market and positioning of 5G, Cloud, IoT and edge computing

Partnership with iSoftStone

- iSoftStone and Netlinkz have established an IoT Lab in iSoftStone's Beijing headquarters to be closer to the China market reducing the risk of the distribution strategy.

- Source Code transferred to IoT Lab which represents a significant commitment to China and iSoftStone.

- The joint IoT Lab will:

  - enhance the VPN replacement product over the coming months for distribution by JAST and iSoftStone; and

  - develop an SD WAN solution for Cloud/IoT/5G shifting Netlinkz from telecommunication operators to the larger market of Cloud Services Providers.

Partnership with iSoftStone

- allows Netlinkz to continue to work with JAST and China Telecom on the existing distribution strategy
- Enhance the VPN replacement product through iSoftStone's engineers and clients in the telecommunications and cloud services markets being able to test and utilise the product

iSoftStone Global Customers

Served Global Customers

We serve over **1,000+** domestic and global corporations in **10+** key industries, including **90+** Fortune 500 companies.

Internet • High-Tech • Telecom

We provide services for over **460** technology companies, **65** internet companies, and **24** operators

Electricity • Energy • Transportation • Logistics

We provide services for over **40** electrical companies, **40** logistics companies, and **15** energy companies

Banking • Insurance • Enterprise Finance

We provide services for over **140** banks, **90** insurance companies, and **100** financial corporations
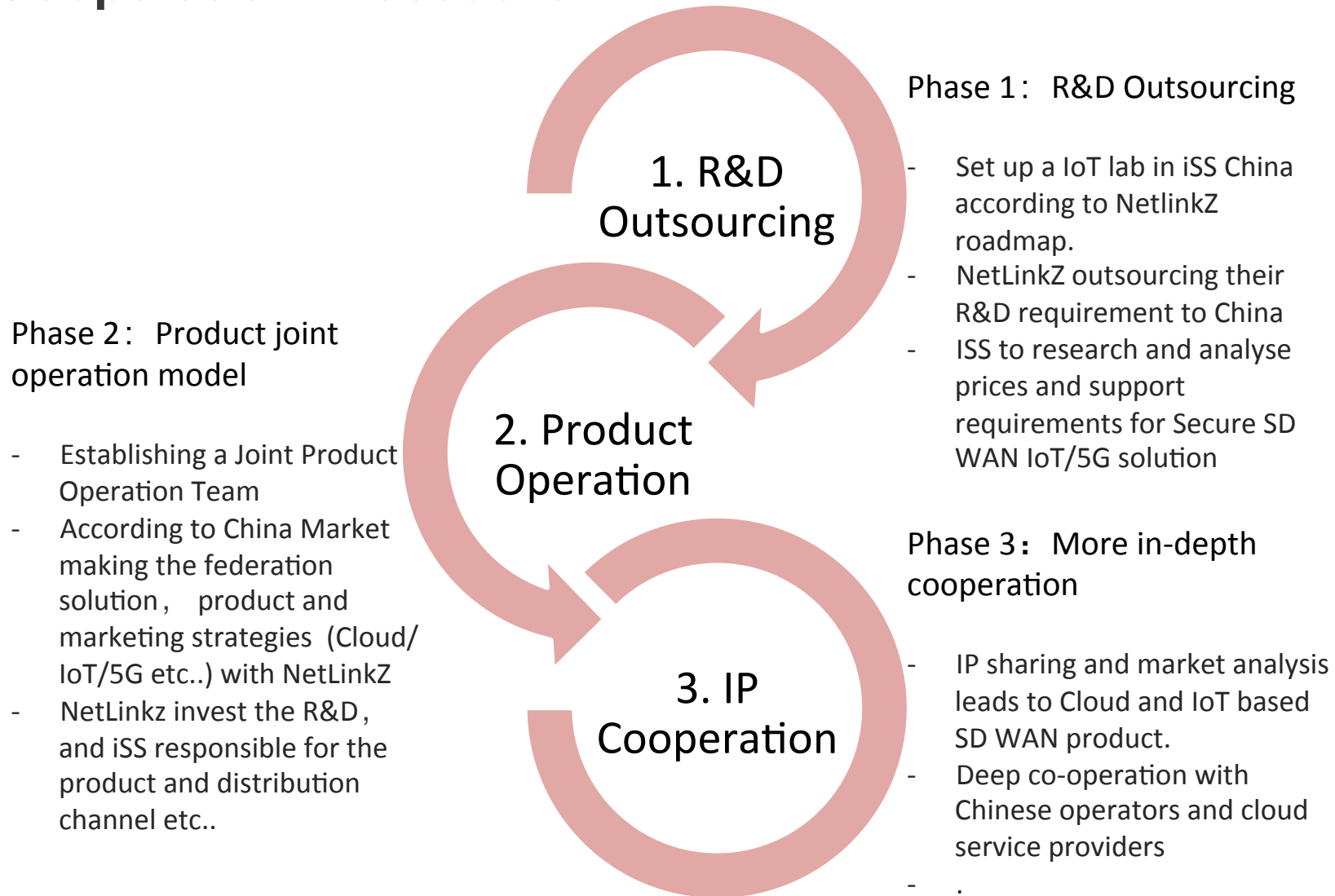

Retail • E-Commerce • Manufacturing • Medical Care

We provide services for over **40** retail companies, **50** manufacturing companies, and **20** medical companies
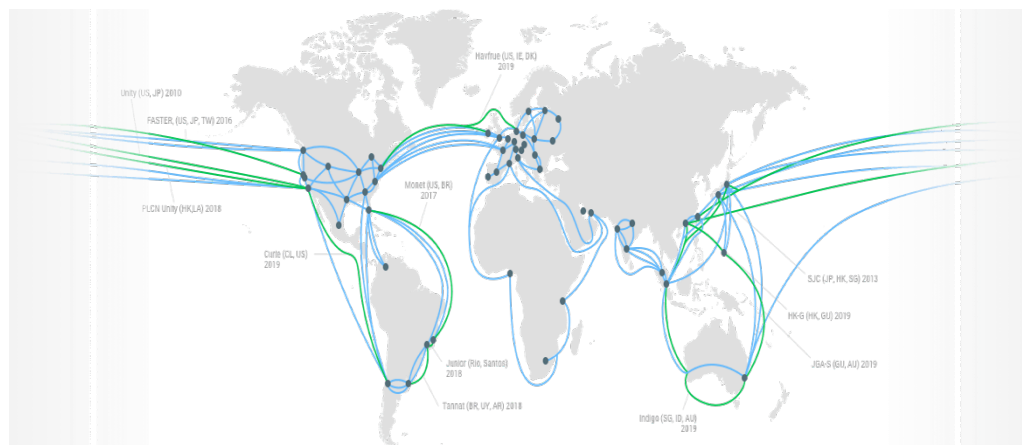
Cooperation Procedure

1. R&D Outsourcing

2. Product Operation

3. IP Cooperation

Phase 1： R&D Outsourcing

- Set up a IoT lab in iSS China according to NetlinkZ roadmap.
- NetLinkZ outsourcing their R&D requirement to China
- ISS to research and analyse prices and support requirements for Secure SD WAN IoT/5G solution

Phase 2： Product joint operation model

- Establishing a Joint Product Operation Team
- According to China Market making the federation solution， product and marketing strategies （Cloud/ IoT/5G etc..) with NetLinkZ
- NetLinkz invest the R&D， and iSS responsible for the product and distribution channel etc..

Phase 3： More in-depth cooperation

- IP sharing and market analysis leads to Cloud and IoT based SD WAN product.
- Deep co-operation with Chinese operators and cloud service providers
- .

Position Telco VS Cloud
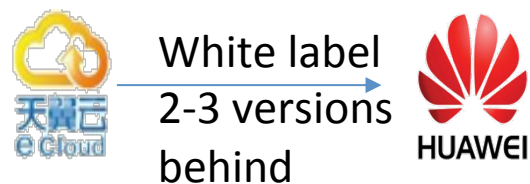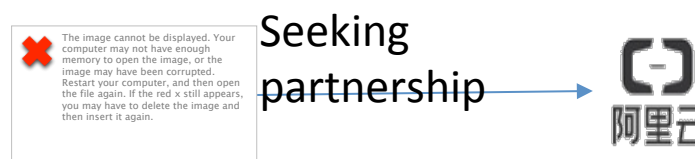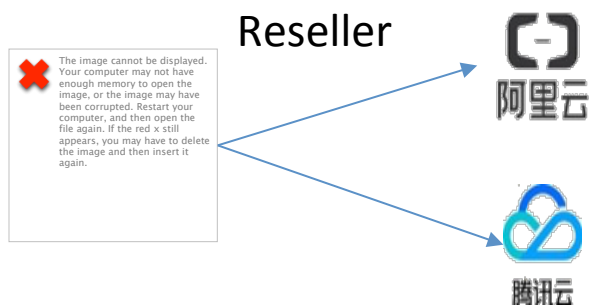

Establish Global Fiber Network

Selling SMS & Bandwidth, network solution directly to customers

短信服务

短信服务（Short Message Service）是阿里云为用户提供的一种通信服务的能力，支持快速发送短信验证码、短信通知等，服务范围覆盖全球。完美支撑双11期间2亿用户，发送6亿短信。

Position Telco VS Cloud – Partnerships

Reseller

Seeking partnership

White label
2-3 versions
behind

More Cooperation than Competition
All Telco are partner with one/two CSP
to expand their market

SD WAN Players in China

Netlinkz currently in Telco Quadrant where opportunity is not as large as the Cloud Operators Quadrant

Cloud

- Alibaba Cloud
- AXESDN华斧网络科技（AWS,Azure & IBM)
- ChinaNetCenter (网宿)
- Baishan Cloud （白山）
- GDS (Aliyun, AWS, Tencent)

SDWAN innovator

- Aeyaka
- Viptela
- Versa Network
- Velocloud
- 凌锐蓝信
- 大河云联

More than 40 SDWAN players in China

Traditional player transformation

- Cisco
- Juniper
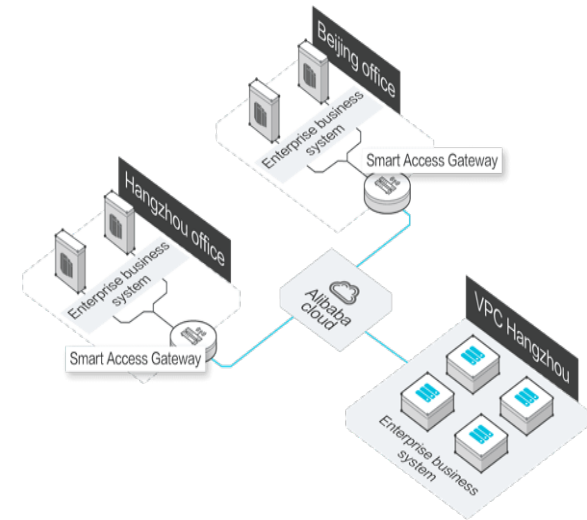- Citrix
- Huawei
- Alcatel Lucent Nuage

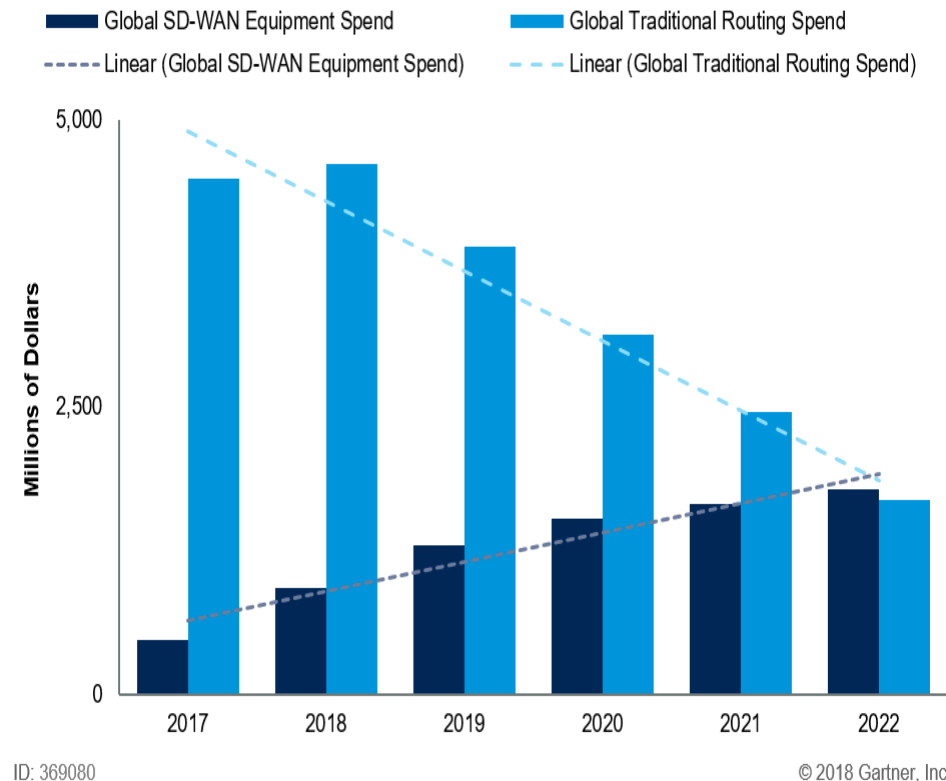## Telco Operators

- China Telecom
- China Mobile
- Verizon
- AT&T
- BT
- CenturyLink

China SD-WAN market analysis

Enterprise Network Equipment Spend

China SD-WAN market：

- Multi-cloud and hybrid cloud connection
- High customer acceptation, market grows very fast
- CSP & Carrier is the key for breakthrough
- Tractional network equipment supplier and startups are the major power in the market.

Go to market strategy： Partnerships

To be integrated

Provide easy-solution (e.g. All-in-Box)

Provide Products
Adopt to Cloud native solutions

| Joint Lab | | CSP | | CT operator | | Others |

Provide package solutions

Feedback with front-end technologies (Quality & Feature improvement)

Feedback with common requirement (Quantity & Products standardization)
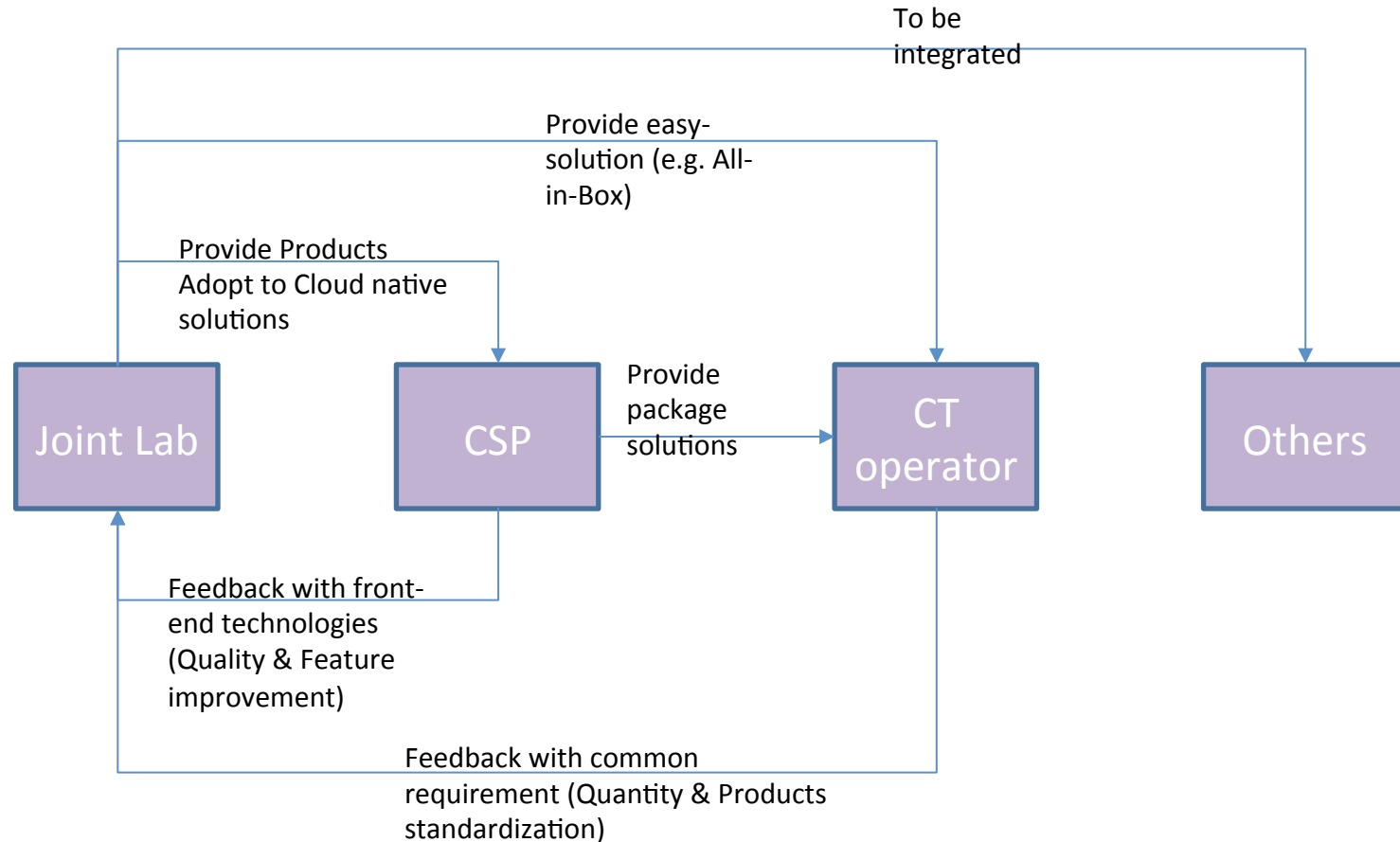
Go to market Strategy： Accounts

KA:
ISS installed base(Industrial)
Enterprise with multi subsidiaries

Main Solution provided:
- Cloud exchange
- VPN replacement (OA focus)

SMB:
JAST, CIS
Partnership with CSP & Carrier

Main Solution provided:
- Cloud exchange / Boxes
- SD-WAN SaaS based
- IoT solution /Boxes

Long tail:
Partners, Marketplace, SaaS.

Main Solution provided:
- IoT link/managing center
- VPN replacement

Organisational Chart

● Netlinkz   **● isoftstone**

Mgmt Org	James Tsiolis	Zen Wang	Account（Jeny Jiao Yi）
ITO	James Johnston	Jack Wu/Ricky Huo	QA（Zhang Hongxia）

Project Manager（Li Xuan）

Core development Group	IOS&Android Group	Products design Group	Test Group	IoT Solution Group
C++ (4) Song XW .Net (1) OSX(2)	Wang Hailong Dong Zhicheng Zhao Yunfei Sui Dongyang	Product manager(2)	David An Senior Test Engineers(2)	Senior Analyst(4)
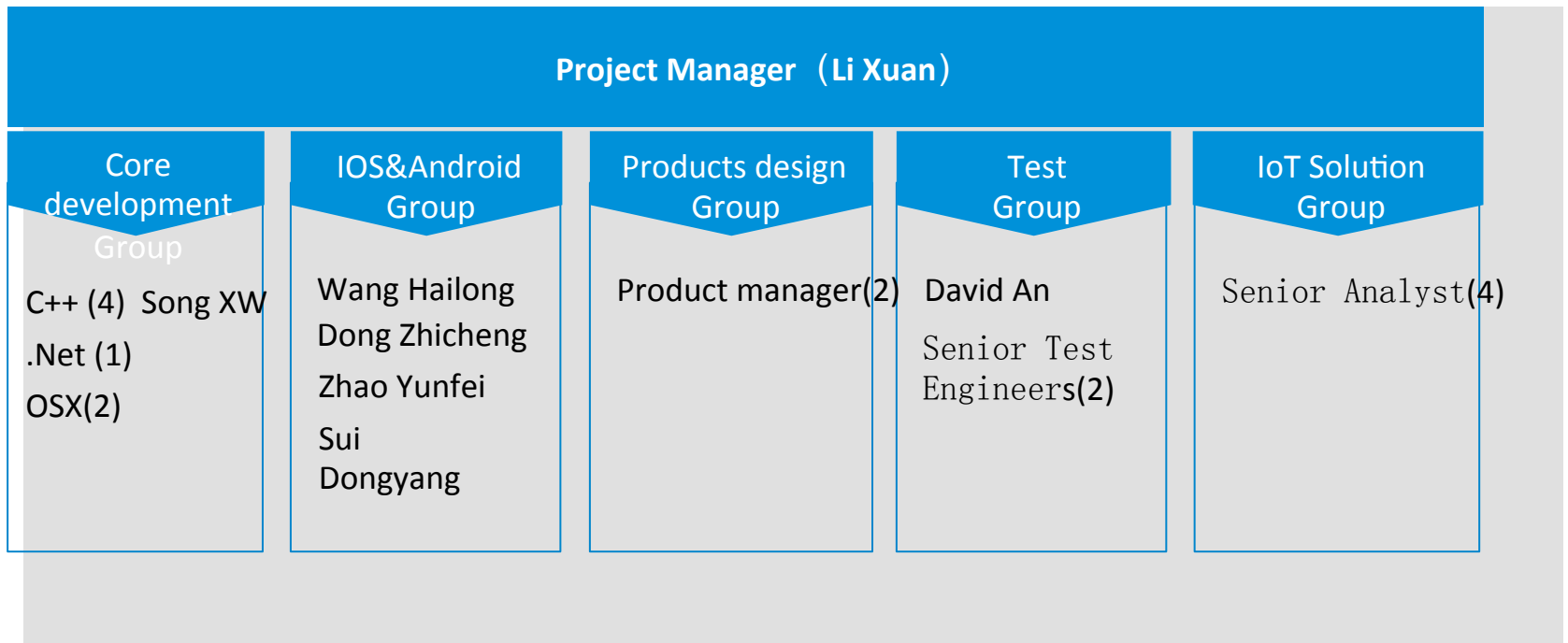
Accounts development plan

	V1.0 （VPN Replacement）	V2.0 （SD-WAN/Cloud Exchange）	V3.0 （IOT SDN）
Target Customer Type	• SMB customers（By channels） • Integrated in ISS solutions • Integrated in Cloud solutions	• Hybrid Cloud Users（Public sector, State owned company, Enterprise） • Multi Cloud Users（Big internet, gaming company &	• Smart home provider • IoV integrator (moto industries) • Traditional manufactory, energy, agriculture, etc
Customer e.g.	• Startups • regional companies	• Petroleum Co's China, , Banks, Airlines, etc • entertainment, gaming	• White Good Manufacturers, Telcos • Auto Industry • Online delivery Co's , etc
Target partners	• Regular channels (OA provider, hardware reseller, etc)	• CSP • Telco • System Integrator	• CSP • Telco • System Integrator • Smart City integrator

- iSoftStone will partner with Netlinkz in other Geographic regions to deliver and support the product roll-out.