



**NetLinkz**

**Investor Update April 2019**

## **Balance Sheet improvement continues:**

- **Conversion of debt into equity**
- **QMAC Secured Facility repaid, charge to be extinguished and associated options exercised**
- **Options exercised by investors has provided additional capital which will be allocated to accelerate the go to market strategy in partnership with iSoftStone**
- **Share price and trading volume improvement has increased the value of the GEM Facility for Netlinkz**

- **iSoftStone has lab-tested the Product and completed a thorough source-code analysis**
- **iSoftStone is expanding NetLinkz Product suite with the addition of mobile devices (iOS/Android) client software which is planned for release by iSoftStone in May 2019**
- **iSoftStone is adapting the enterprise version of the Product for deployment as a secure hybrid cloud solution and is planned for release in November 2019**
- **iSoftStone has commenced design activities associated with the IoT and mega-networks version of the Product for the world wide market**



**Netlinkz and iSoftStone partnership go to market strategy now includes the appointment of:**

- **a Product Director**
- **an IoT Solutions Director**
- **a Senior Sales Director**
- **a Senior Business Development Manager**

**Total iSoftStone team dedicated to Netlinkz is 28 people based in Beijing, China**

- **iSoftStone has shortlisted 5 key sector opportunities for IoT Cloud Solutions**
- **Each key sector will have a specialised client partner to accelerate the Go To Market deployment.**
- **Each project is critical infrastructure enabling IoT Cloud based solution**
- **isoftStone's adaption of the Product for mobility targets the 50.1 billion devices predicted for China by 2021 (Nanjing IoT Summit November 2018)**
- **VPN Replacement sales continue in China with agents now in 2 new provinces awaiting iSoftStone updated software**

- **The Company has identified an Australian partner to establish and manage an IoT Cloud Solution Platform for Australian based Business Enterprises.**
- **Australian based software development and support team to continue engineering development and the operation of the IoT Lab**
- **Australian IoT Lab will be separate from the ISoftStone Beijing Lab**
- **Netlinkz plans to go to market with an IoT Cloud Product in Australia by 1<sup>st</sup> July 2019**



## **US Go to Market Strategy:**

- **The Company is developing a business model with San Diego based Blue Tech Inc. similar to its partnership with iSoftStone**
- **iSoftStone Seattle team and Boston team to assist with the strategy.**
- **Blue Tech Inc has commenced testing the cyber security functionality and robustness of the latest version of Netlinkz software**
- **Following successful testing, Blue Tech intends to offer the software to its federal customer base as an SDWAN IoT Cloud solution**



- **Netlinkz has appointed Pacific Financial News Ltd (PFN) as its public relations and communications advisor**
- **PFN has close relations with Chinese language media outlets across Australia and the Peoples Republic of China with a specialty in financial and business news publications read by Chinese overseas investors**
- **Their client list in Australia includes local companies with a track record of success in China including The a2 Milk Company and Telstra Ventures. Their publication reach includes titles such as Caijing, China Daily, Australia China Business News and Eastmoney**
- **PFN's relationships across Chinese media ensure delivery to an estimated daily readership in excess of 2M people.**
- **Media initiatives will include a dedicated WeChat strategy**



- **The Company will establish an advisory board for Australia including Jim Preketes and Ian Renwood**
- **Jim is Senior Consulting Executive and Advisor with over twenty years in assisting Australian and International clients to solve complex network and logistics issues to ensure they can deliver on their strategic objectives across numerous industries including private/public listed organization transportation, retail, CPG, banking, industrial and government client project**
- **Ian is heavily involved with emerging technologies where he has led their application for cloud, analytics, mobile, social and security (CAMSS) as well as distributed ledger (Blockchain) technology, API enabled ecosystems and cognitive computing**

- **The Company has commenced its initial draw down on the GEM Committed Capital Facility.**
- **The initial draw down proceeds will fund all activities of the Company for the next 6 months**
- **Details of the initial draw down will be released to the market once the transaction is completed**