NetLinkz

INVESTOR PRESENTATION

BACKGROUND

" Software is eating the world."
Silicon Valley (Marc Andreessen – WSJ 2011)

Possessions and activities are being replaced by convenient services through screens on mobile phones and tablets. This includes payments, shopping, ride-share etc.
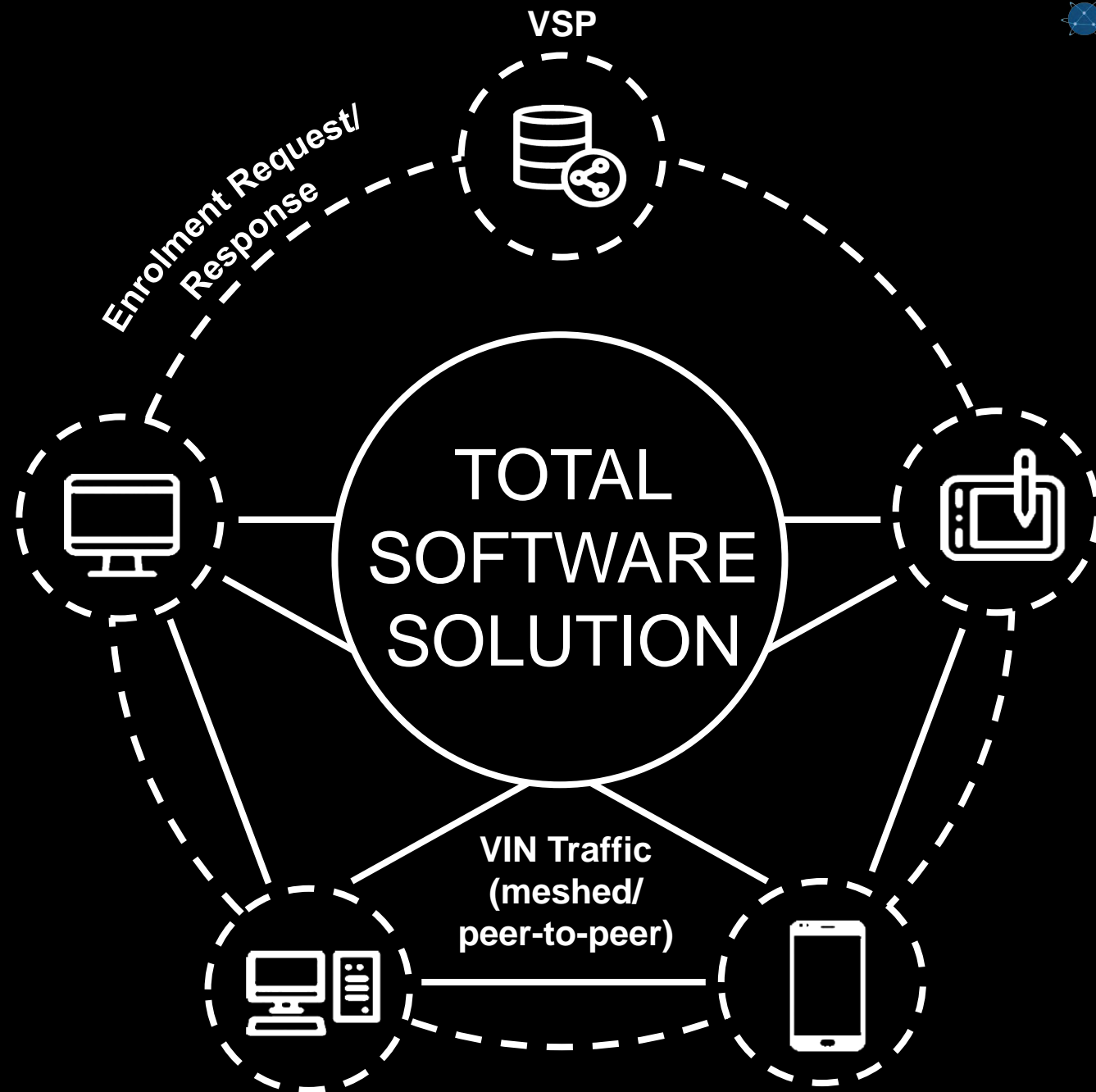
Software on smart devices (phones and tablets) is creating a new type of network requirement.

Key to the new network requirement is security and speed.

NETLINKZ SOLUTION

NetLinkz

Our Software:

- provides a transparent platform to connect and visualise each end point on a meshed network ; and

- has the flexibility and configuration that fixed MPLS cannot provide; and

- provides comparable security; and

- is a fraction of the cost of MPLS; and

- can provide a meshed network of devices across (on top of) several networks (existing infrastructure); and

- is cloud enabled for both private and public clouds; and

- offers both security of data and high speed connections.

VSP

Enrolment Request/ Response

TOTAL SOFTWARE SOLUTION

VIN Traffic (meshed/ peer-to-peer)

NetLinkz

CHINA

iSoftStone

China leads the world in mobility (with India coming a close second). The Chinese Government is harnessing this cultural revolution recognising it as the most effective way to move the grey economy into the open and by doing so create millions of jobs.

Innovation through software and mobility is key to this structural economic shift to urbanisation and wealth creation.

Netlinkz focus on China and its partnership with iSoftStone is deliberate. iSoftStone is one of the largest software development companies in the world and recognised as the best in China. Their client roster is a who's who of tech companies.

NetLinkz

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 logistic companies, and 15 energy companies

iSOFTSTONE GLOBAL CUSTOMERS

Served Global Customers

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

NETLINKZ + iSOFTSTONE

The Netlinkz and iSoftStone IoT Lab in Beijing is currently developing the VPN Replacement Product and the IoT/SDWAN Product for individual device connections

The Products will be offered to customers for recurring monthly revenue for contract terms averaging 24 months.

It is expected the Products from the IoT Lab will be ready for the release to the market by the end of June 2019.

The Products will offer a total meshed solution with mobility for Android and IOS.

THE MARKET

At the Nanjing IoT Summit in November 2018 it was estimated there will be 50.1 billon devices in China by 2021 as the Chinese Government becomes more progressive in allowing foreign companies to develop solutions for China and creating jobs.

The joint IoT Lab in Beijing China is allowing iSoftStone and Netlinkz to share their respective IP and clients.

The dedicated iSoftStone go to market team is 28 people based in Beijing, China

ORGANISATIONAL CHART

Management Organiser

James Tsiolis

Zen Wang

ITO

JJ

Jacky Wu

Ricky Huo

Accounts

Jenny Jiao Yi

QA

Zhang Hongxia

Project Manager

Li Xuan

Core Development Group

C++ (4) Song XW

.Net (1)

OSX (2)

IOS & Android Group

Wang Hailong
Dong Zhicheng
Zhao Yunfei
Sui Dongyang

Iot Solution Group

Senior Analyst (4)
IOT Expert (1)*

Sales Group

Senior Sales* Director (1)*
Senior BD Manager (1)*

Test Group

David An
Senior Test Engineers (2)

Products Design Group

Product manager (1)

Project manager (1)

Product Director (1)

Netlinkz

isoftstone

* New ramp-up plan for IoT solutions

软件与技术服务 | 创新与数字化转型服务 | 数字化运营服务

CHINA TELECOM PILOT

"Blitz scaling"
Silicon Valley's description of free periods

The successful Pilot with China Telecom Wuxi and Netlinkz China based reseller JAST Limited, has proven that Netlinkz does not need to give away their products as businesses and individuals continue to purchase Netlinkz cloud based SD WAN solution through a subscription based contract with a minimum period of 12 months (average 24 months).

The Netlinkz product will always be part of a bundled solution offered by Telcos or Cloud Service Providers.

PRODUCT PRICING

Our Pilot with China Telecom Wuxi has also assisted in our pricing of the product.

We know we can charge a minimum of AUD $0.90 per device connection per month for a basic network.

As feature sets are added by iSoftStone providing more functionality, we know that the minimum charge can shift to premium pricing of at least AUD $2.00 per device per month.

We are now working with iSoftStone to quantify the opportunity for the two organisations.

JAST Limited has sold over 40,000 VINs in our pilot generating over $40,000.00 net revenue per month for Netlinkz.

GO TO MARKET

1

JASTVIN

JAST Limited VPN Replacement product

JAST has signed a new agreement to roll-out the Netlinkz product to 51 cities over the next 12 months with China Telecom and China Unicom.

JAST will distribute total software only solutions replacing VPN. This will include mobiles phones, tablets and PCs (Android & IOS versions)

Netlinkz has two distribution channels:

GO TO MARKET

2

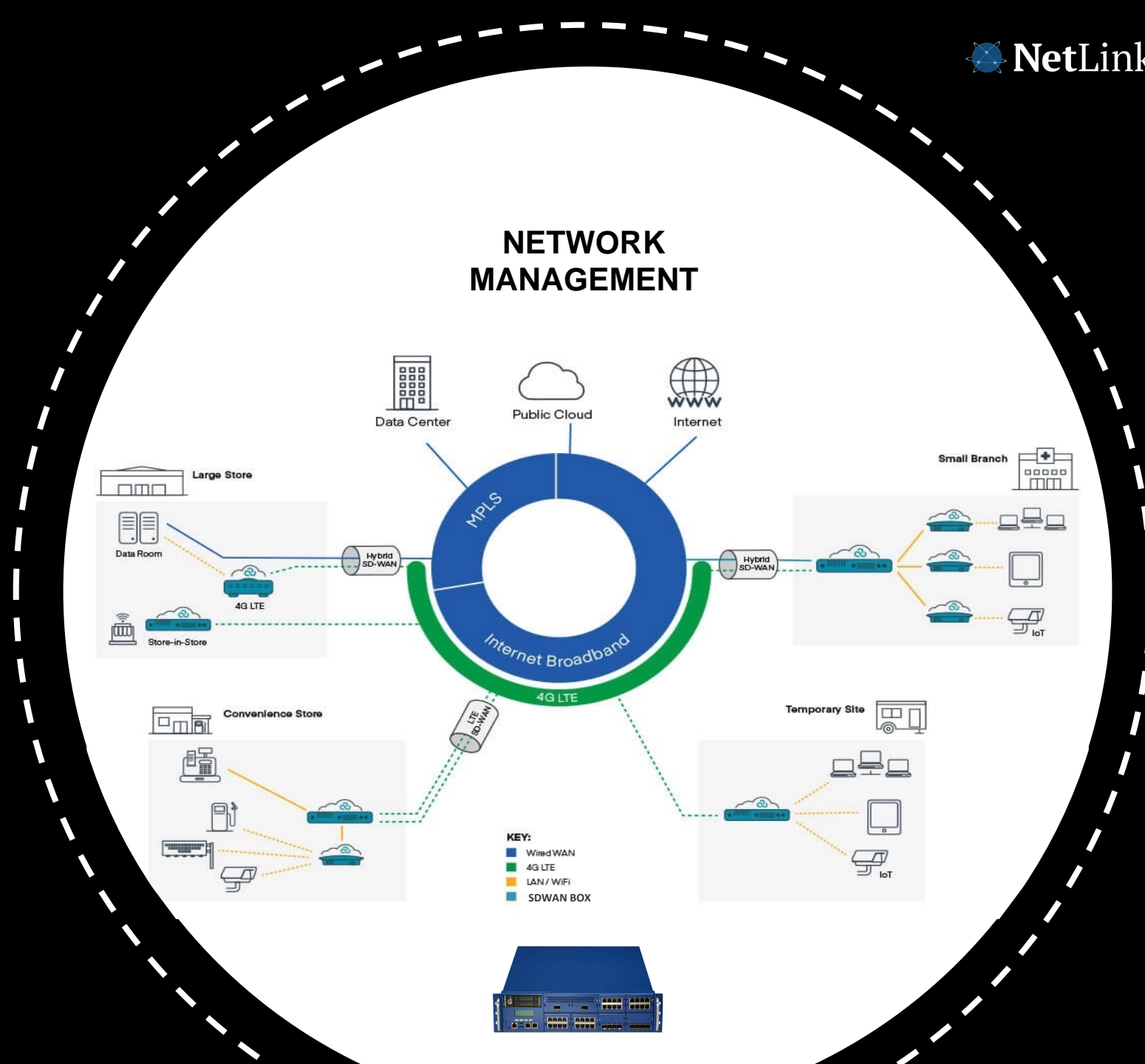**Netlinkz has two distribution channels:**

Netlinkz and iSoftStone IOT SD/WAN

- Leading internet cloud players through a value added gateway (software in a box)
- iSoftStone key corporate accounts
- iSoftStone channel partners
- 5G introduction and Cloud Edge Computing – Autonomous Vehicles / Artificial Intelligence - AI

SUPPORT SERVICES

iSoftStone will provide:

- **client support through their existing call centre operations**

- **training and offices nationally throughout China**

- **outward bound tele-marketing of the product and its features to assist JAST**

- **Production of the software in box solution**

NetLinkz

NETWORK MANAGEMENT

KEY:
- Wired WAN
- 4G LTE
- LAN / WiFi
- SDWAN BOX

AUSTRALIAN OPERATIONS

- Appointment of Jim Preketes as Chief Operations Officer and Shaun Tsiang an additional internal software engineer
- Advisory Board appointment of Ian Renwood in May
- First drawdown of $2,100,000 on the GEM Funding Facility of $29,000,000 in May 2019
- Establishment of IoT Lab in Sydney for Australian customers
- Discussions with key partners and customers in Australia
- Current monthly burn rate of Netlinkz Limited is $650,000 of which $420,000 is paid to Systemic Pty Limited and iSoftStone for product commercialisation and go to market strategy