



LINIUS TECHNOLOGIES LIMITED

CHAIRMAN'S ADDRESS

ANNUAL GENERAL MEETING - 26 NOVEMBER 2019

Welcome to the Linus Technologies Annual General Meeting for 2019. My name is Gerard Bongiorno, and I am the Executive Chairman of Linus Technologies Limited. With me here are my fellow directors Steve McGovern, our CEO and director Chris Richardson, as well as our CFO and company secretary Joe Rinarelli. Additionally, we are joined by Tristan Place and Hazem Khier, from our Australian office who are going to assist with a demonstration later in the meeting.

For the order of proceedings today I would like to go through the formal procedural matters and then provide an up to-date demonstration of our technology and then open the meeting to questions.

Formal meeting proceedings.

Thank you.

Before I hand over to Chris for his CEO presentation I want to provide some initial comments on the last year.

Over the last year we have progressed commercialisation of our technology announcing deals with Sports Hero, Racing.com, the Essendon Football Club and today the National Basketball League – importantly each of these deals are replicable solutions with global application in billion dollar markets.

Our first soccer deal with Sports Hero is currently being deployed and should be available in December and will generate revenue in the 2020 calendar year as 80 million Indonesian soccer fans begin to interact with the Sportshero app.

The deal we have with Essendon demonstrates our capabilities with sporting clubs driving fan engagement, whilst also providing an internal coaching tool and streamlining media workflows - this can be applied to any sport. While we will work on expanding these opportunities in Australia the opportunities globally are significant and our UK reseller Swanbay is making good progress with European clubs. This is a perfect example of us commercially validating the technology then handing it over to resellers to scale our business.



Our Racing service went live with Racing.com as a beta version over the Victorian Spring Carnival and has received very positive feedback from users. The functionality of this service will be significantly enhanced in the coming months. As with all commercial wins we are immediately leveraging this in our marketing efforts to similar organisations around the world, with immediate interest coming from large betting companies.

Today's announcement of the deal with the NBL will see us demonstrate our personalised video capabilities in yet another multi-billion dollar global sport and one of the world's fastest growing sports. The NBL are very keen to work with us to expand into global leagues and we have agreed an incentive plan to achieve this as part of the deal.

As I have previously discussed with many of you, the challenge with a new technology is having someone go first to prove the commercial model and having data points that we can use with customers; we now have proof points and are leveraging this commercial validation in our lead generation campaigns globally.

We have won four commercial deals in our target market in rapid succession. We have the technology and commercial validation to rapidly roll these solutions out. Whilst we are yet to be rewarded in the public market, the reaction from the commercial market has been positive and strong. We will stick to our operating strategy and redouble our efforts to explain to the public market that the cash inflows from these deals represent a small proportion of the opportunity that these solutions can generate when replicated across global markets.

We have been pleased to receive continued investment support from existing and new investors for our capital raisings in the last financial year. As a result, the company has funding to pursue our commercialisation strategy.

Over the last year our operating costs have been reduced significantly as a result of a more targeted sales and marketing spend as well as a restructure of the Company's engineering function, providing reduced costs and increased output, as well as increased focus on client support.

Importantly, this quarter will see Linius deliver its first commercial cash receipts. This will grow in coming quarters, as we continue to execute new commercial deals and expand usage from existing deals, building a base of sustainable recurring SAAS revenue. We expect this will deliver share price growth along with deeper engagement with the institutional investment community as we deliver on our revenue model.

We are continuing to review the board composition and will add a new board member in the coming year with strong industry, capital markets and corporate experience.



In summary – we will deliver a base of sustainable recurring SAAS revenue by:

1. continuing to deliver on our commercialisation strategy with further direct sales in new and existing verticals;
2. leveraging our channel partners to rapidly scale our business; and
3. supporting the development community to build on our platform.

On behalf of your Directors I would like to thank all shareholders that have supported us through this ongoing commercialisation phase. I look forward to seeing success from our commercialisation efforts and appreciate your continued support as we pursue our business plans.

Thank you

I will now hand over to Chris Richardson.