

NetLinkz

AGM Presentation

27 November 2019



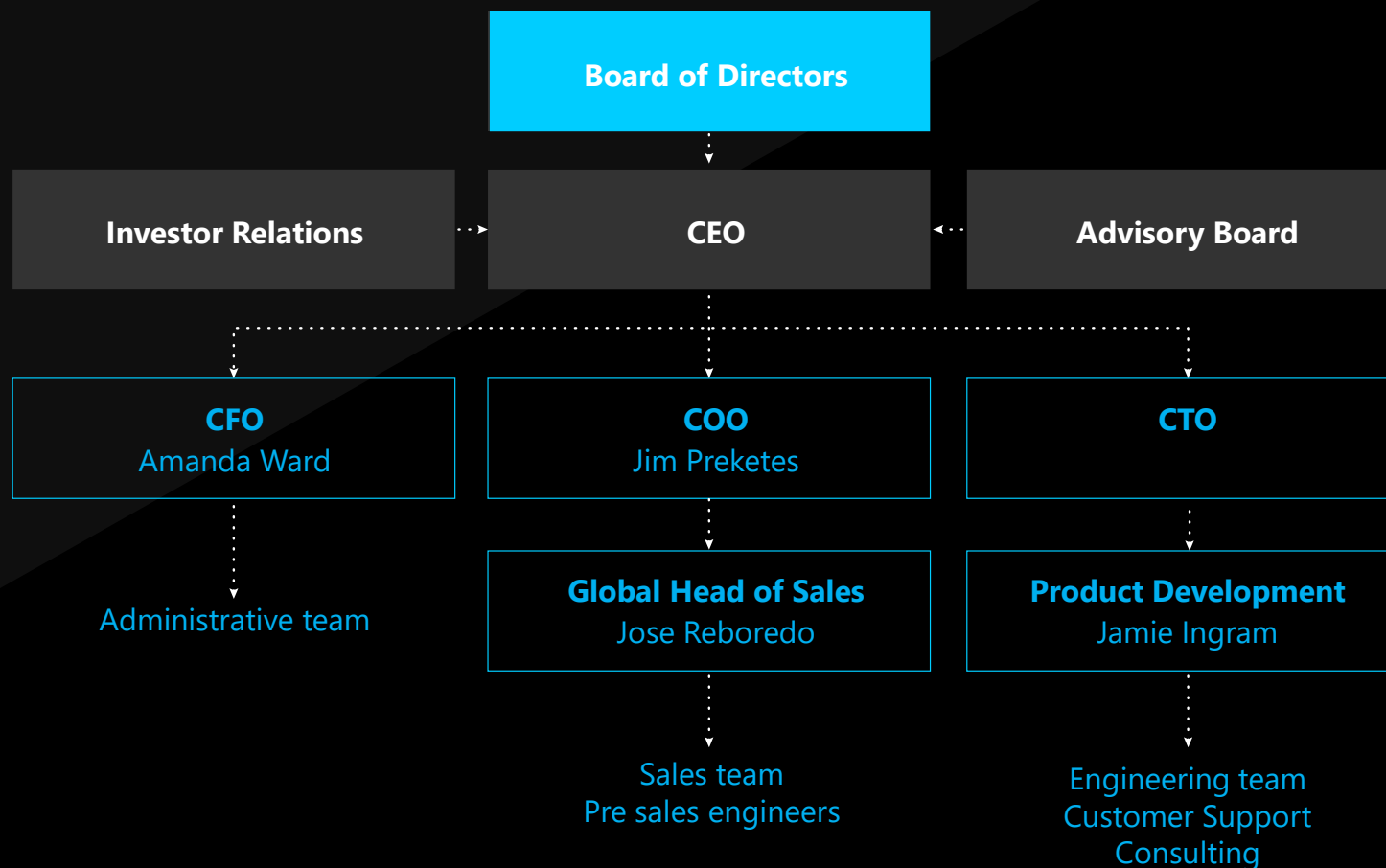
Board of Directors:

James Tsiolis
(Chairman)

Ian Renwood
(Non-Executive Director)

Mr Zhang
(Non-Executive Director)

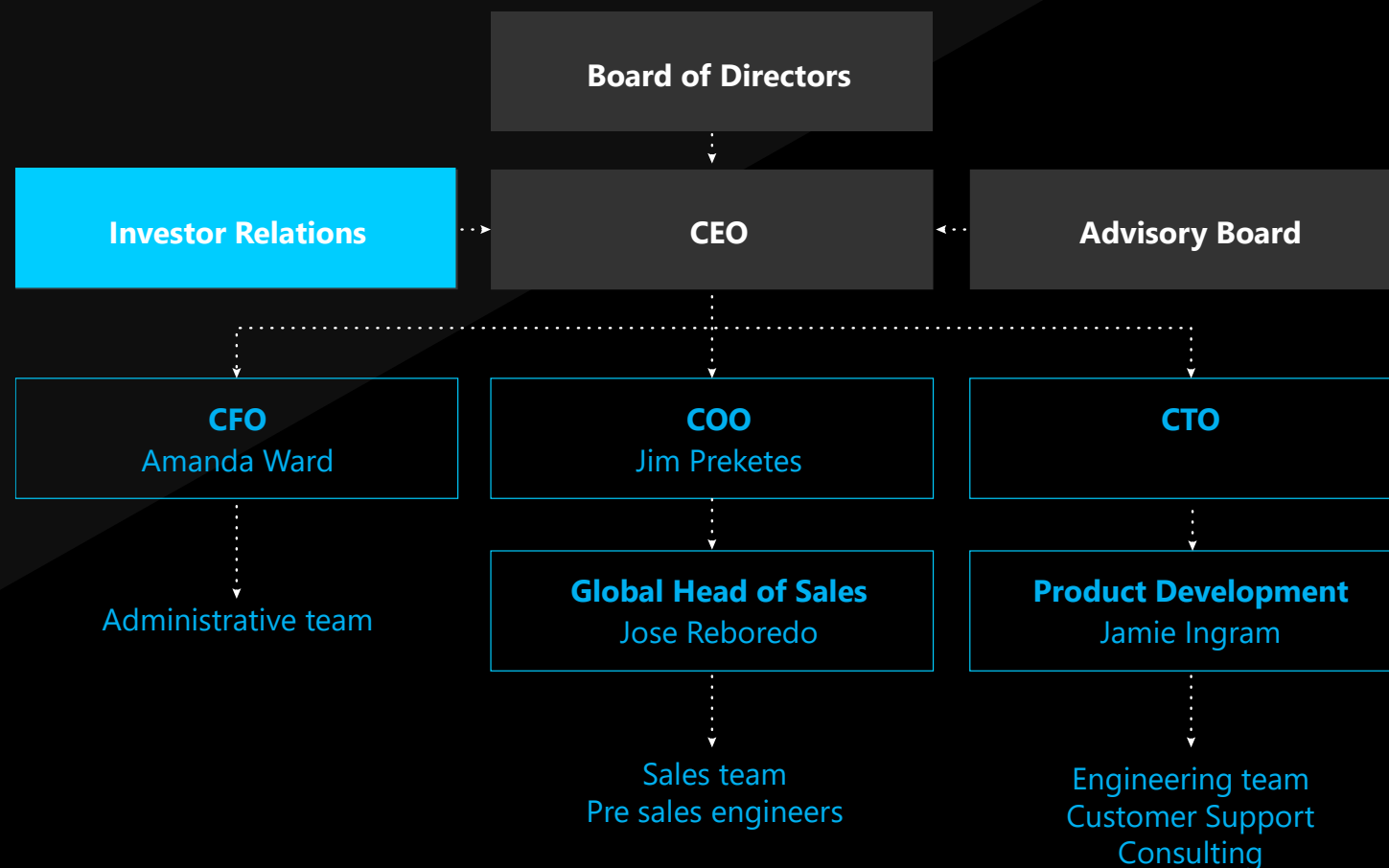
Grant Thomson
(Non Executive Director)



Investor Relations:

Stephen Good

Ian Hamilton

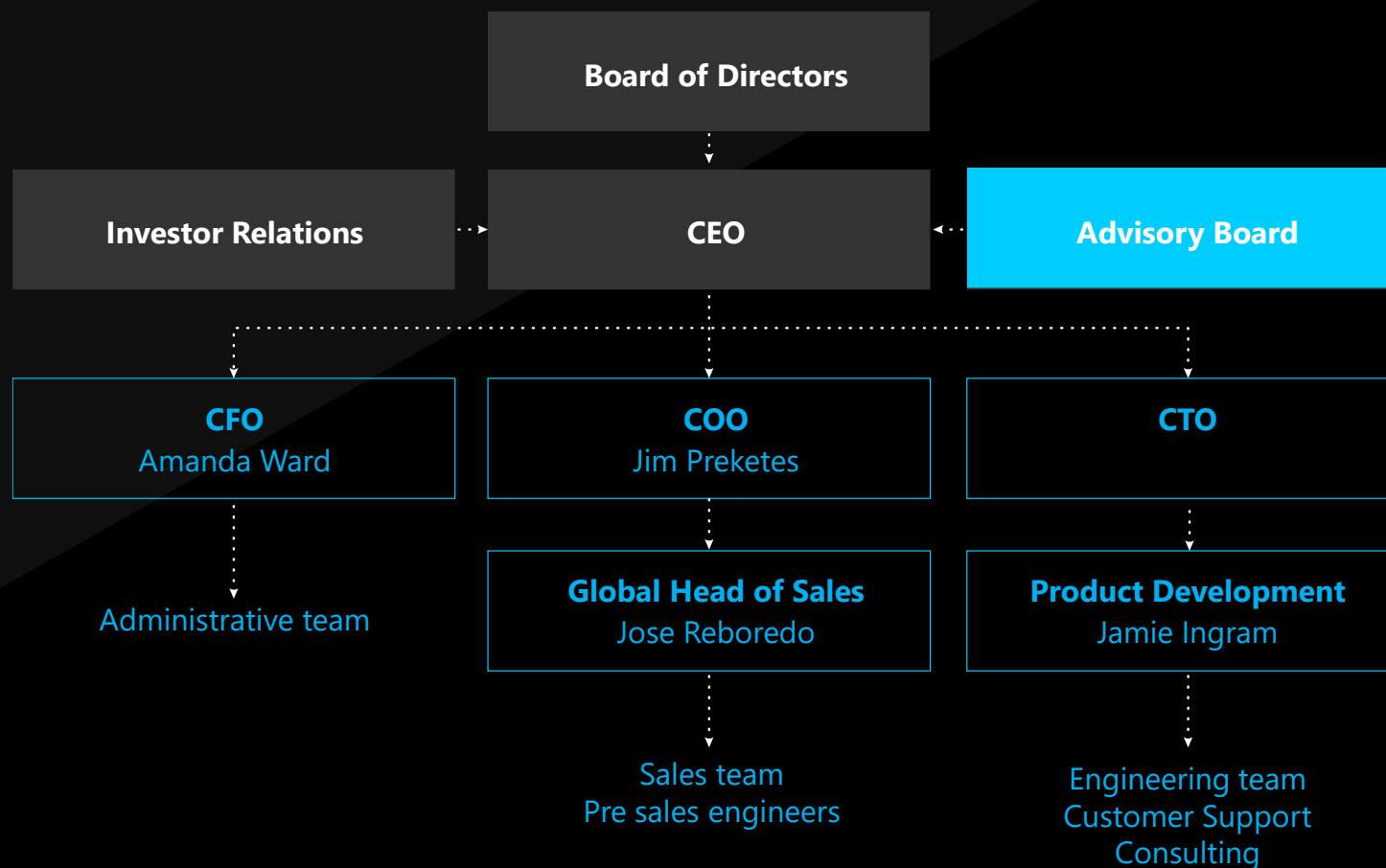


Advisory Board:

Masamichi Tanaka

Samuel Py

Stephane Molle



Key Corporate Appointments

EVERBLU  CAPITAL

Corporate and capital
markets advisor

MinterEllison

Global legal advisory

 Grant Thornton

Financial and tax advisor
and non-exclusive reseller
for Australia and New Zealand

 **Systemic**

CTO services and product
development /sales

HELICŌPTER
CREATIVE

Branding and marketing strategy

Key Strategic Initiatives

- Investment in the establishment of China Joint Venture
- Reinvestment of China cashflow into product development and sales/marketing in China
- Investment in development of next generation VSN (Virtual Secure Network)
- Completion and integration of SSI Pacific
- IoT lab established in Sydney
- Pilot programmes underway
- Investment in development of IOT Lab in Japan - including establishment of Netlinkz Japan KK
- Global integration of source code and source standardisation
- Investment in human capital to execute global roll out of the VIN
- Investment in the rebranding of Netlinkz and its products

Financial Summary



NetLinkz reported a cash balance of AUD \$2.05 million at 30 September 2019



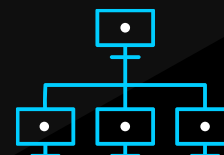
Proceeds of AUD\$2,715,402 received from exercise of share options



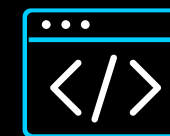
Revenue of AUD\$285,000 cash received in August 2019 from VIN Sales in China



VIN developed in the IoT Lab in Beijing (VSN) to be commercialised through a Joint Venture (Beijing iLinkAll Technology Co. Ltd) with iSoftStone (ISS) – estimated cost A\$300,000 pm



Customer service centre (15 employees) in Zibo Bei Shandong A\$30,000pm



IoT Lab is to be set up in Tokyo to develop Netlinkz's source code for the Japanese market – estimated cost A\$50,000pm



Capital raise underway



Forecast

- **Acquisition of SSI Pacific Pty Ltd**
providing world leading security intelligence and monitoring solutions to Government, Telecommunication and Enterprise sectors in Australia and NZ for A\$10.2m
- **Sales growth in Australia from the acquisition of SSI** and pilot programs, iLinkAll and the Company's Chinese reseller JAST.

Revenue forecasts expected to be AUD\$10.1 million over next 12 months (calendar year)*



Capital Raising

To secure a \$30m debt funding facility

EverBlu Capital brings together over 100 years of investment banking experience, knowledge and relationships.

Reviewing over 500 ASX-listed stocks and writing reports on over 200 stocks every year



Product Suite

The Company now has three products:

VIN

VIN is ready for deployment ex China.

VSN Lite

VSN Lite is IOS and Android ready. Additional auxiliary functions were added to provide VPN alternative replication.

VSN

VSN will be a platform (dashboard) software defined virtual network based on all types of connections and networking. This will include security, monitoring, flexible scheduling (efficiencies in traffic routing) and further extension support. It will be a globally deployable SDWAN IOT solution.

Netlinkz product roadmap summary

Delivering the next generation of secure networking

2020

Core Product Optimisation

VIN / VSN Lite

- Harden and productise
- Package and price
- Sales and Support VSN
- MVP Release and iterate
- VSR100 / VSR1000

2021

Product Evolution & Growth

VIN / VSN Lite

- Package and evolve product based on qualified use cases

VSN

- Build toward VSN 2.0
- Capable of network formation and being sold as a solution

2022

Product Maturity & Profit

VIN / VSN Lite

- Iterate and mature product to meet market demand and customer expectations

VSN

- Release VSN 2.0 and build towards VSN 3.0
- Intelligent network formation, auto link selection and visible operation & management

2023

Product Iteration & Branching

VIN / VSN Lite

- Maximise product portfolio value
- Branch product inline with strategy and customer/market expectations
- Increase market share
- Release VSN 3.0
- Data driven SD-WAN

2024

Product Evolution

Continual evolution of the NetLinkz product suite

Introduce

Netlinkz will accelerate the introduction of their products to the market through key channels and partners

Grow

Netlinkz will grow by leveraging an expanded partner network and improved product tailoring

Mature

Netlinkz will iterate and improve it's products. Maturing it's portfolio

Branch

Product iteration and branching to increase market presence

Evolve

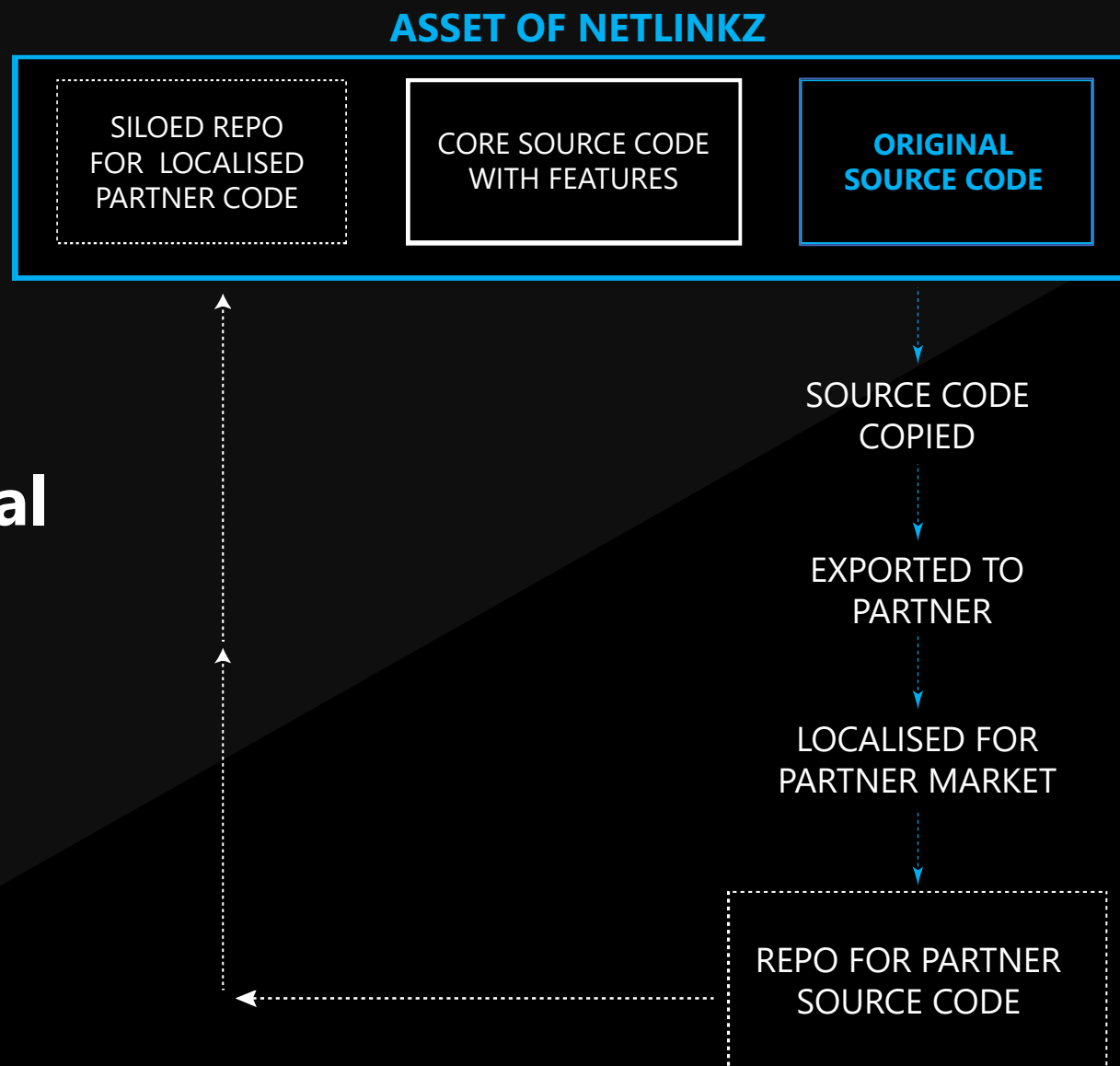


Product Assurance Testing

We have engaged KPMG Australia:

- To conduct a technical assessment (penetration testing and security code review) of VIN covering VSP, desktop version of the VIN peer and Android version of VIN Mobile (VSN Lite)
- KPMG is expected to commence the assurance assessment of the controls relating to the security of the VIN (VSP and VIN Desktop) excluding VIN mobile (VSN Lite) soon, which is due for completion before Christmas
- Netlinkz is also expecting to have an additional assurance assessment of the controls relating to the security of the VIN mobile (VSN Lite) completed in the near future
- Netlinkz will continue to engage KPMG as its Security Quality Assurance partner for ongoing security testing and assurance

Netlinkz global IoT Lab



Formal process of controlling source code transfer and development

Source code remains the property and asset of Netlinkz Limited

Meet government and security regulations as data security becomes more nationally regulated

Australian Operations

- Established IOT Lab – Sydney
- Pilot programs underway
- Acquisition of SSI Pacific
- Grant Thornton to be appointed reseller
- Integration of functionality of VSN Lite into the VIN

Full Scale VIN Pilot Customers Australia



Military, law enforcement
and media sectors.



Defence industry



Project Managers & Engineers

Resources and
infrastructure sectors

ONYX Customers



BHP RioTinto

Santos



China Operations

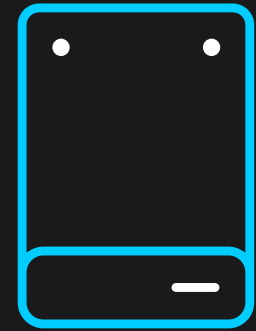
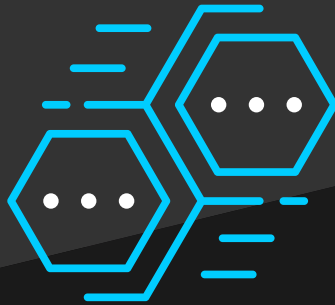
- Beijing iLinkAll Technology Co. Ltd approved by Chinese Government Authorities
- IOT Lab established in Beijing with 24/7 customer service centre in Shandong
- 53 staff in total
- Testing of new product - Virtual Secure Network (VSN) underway
- Pilot programs underway
- VSN due for release by iLinkAll December 2019
- JAST sales continuing over 50,000 VINs – Jiangsu province
- JAST has expanded into new cities and provinces
 - Sichuan province 20 cities, Sichuan Meixunda Communications Corp
 - Henan province 17 cities, China Unicom reseller Henan D Phone
- iSoftStone have licensed 200,000 VSN Lite (VINs) to the end of October 2019

Products developed in Beijing IoT Lab

VSN Product portfolio



FLEXIBILITY AND SCALE



VSR 1000

- Base on x86
- Supporting 1 or 2 Gbit WAN port, and 4 to 8 port, LTE and WIFI

VSR 1000

- Deploy on vm
- Supporting routing and qos
- Do not support vm/docker

VSR 100

- Base mainly on arm
- With WAN, LAN and WIFI
- With lower prices
- Do not support routing, qos and vm/docker

VSR MOBILE

- Base on arm with battery
- Only support lte access and wifi
- Do not support further abilities



Japan Operations

- Japan has a significant IoT opportunity coupled with an established technology industry.
- iSoftStone has a significant business in Japan managed by Japanese nationals.
- Localisation of Japan source code will allow a simplified knowledge transfer to other Western markets including USA.
- Masamichi Tanaka, Advisory Board member is advising on the establishment of the Japan Business Model.

A large, semi-transparent blue circle with three white dots at its top, bottom, and left positions, centered over a high-angle photograph of a busy Tokyo street intersection. The text "Tokyo IOT Lab" is written in white, bold, sans-serif font across the middle of the circle.

Tokyo IOT Lab

- Minter Ellison is establishing the corporate structure of Japan Netlinkz KK.
- Establish the IoT Lab to house all source code including any new code developed as part of the localisation process.
- Masamichi Tanaka a Japan expert has been engaged via master services agreement to assist with the IOT Lab as well as developing pilot programs

USA

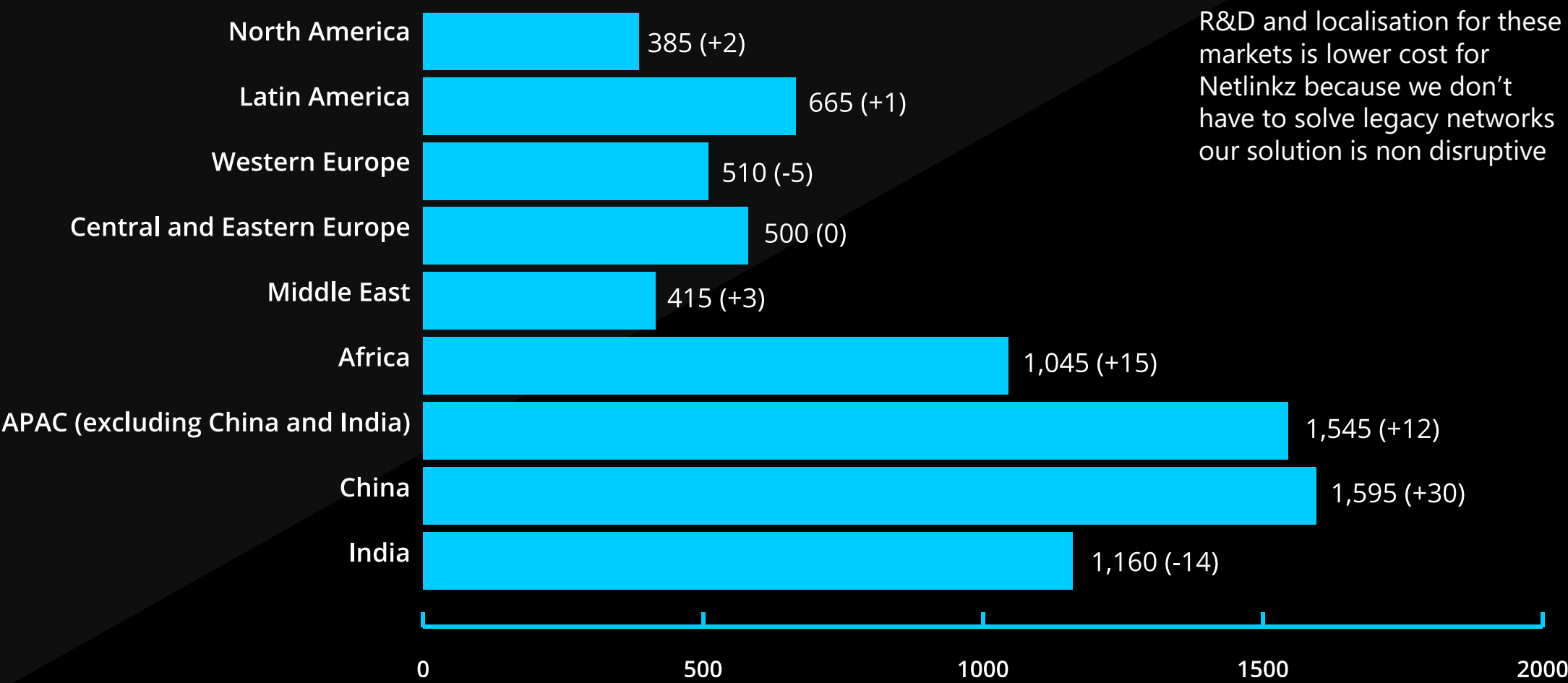
- Netlinkz will provide confirmation to BlueTech regarding the completion of the technical assessment conducted by KPMG. In addition, provide confirmation that code developed in China is not distributed to US customers.
- One of the key objectives in instructing KPMG to provide the report relating to the technical assessment to test the security controls provided by the VIN product. Netlinkz will also ensure the Australian source code will be quarantined from China.
- We will finalise the reseller agreement with BlueTech and deliver a current version of the Australian source code to the BlueTech Lab in San Diego for the North American market

Outlook: New Markets For VIN

Ericsson Mobility Report June 2019



Total and new mobile subscriptions Q1 2019 (million)

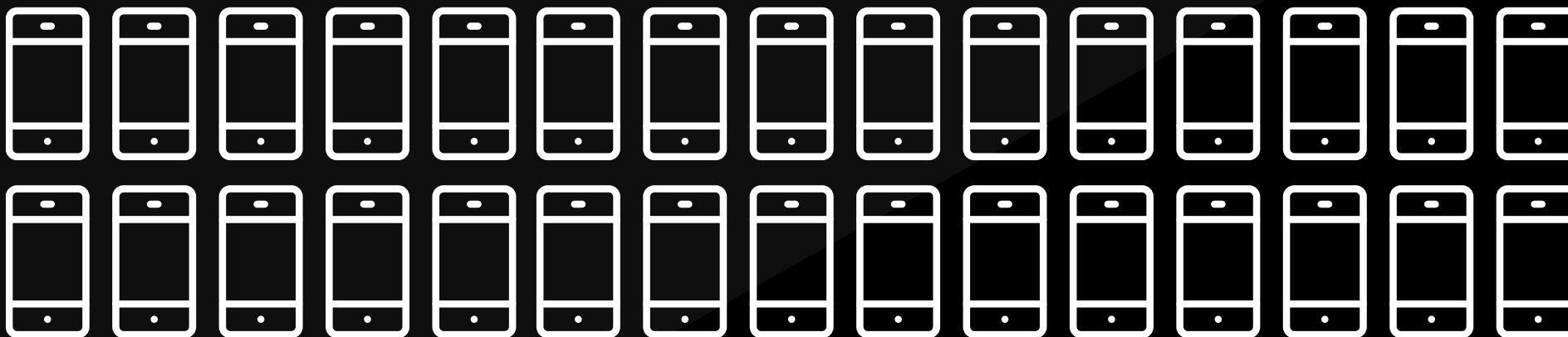


Outlook: New Markets For VIN

Ericsson Mobility Report June 2019

Top Countries by net additions Q1 2019

China



+30m

Nigeria



+5m

Philippines



+4m

Outlook: New Markets For VIN

Ericsson Mobility Report June 2019



6bn

There are now 6 billion mobile broadband subscriptions.



104%

Global subscription penetration is at 104 percent in Q1 2019



47%

47 percent of all mobile subscriptions are now for LTE

Q&A



"VIN was created to provide the existing capabilities of current popular solutions, address all of their shortcomings and overheads and at the same time, make it fast, simple and introduce new capabilities that were previously not possible."

Charlie Gargett
INVENTOR

HELICŌPTER

C R E A T I V E

helicoptercreative.com.au