



27 August 2020

## **Enters India and New Global Markets in partnership with Natsoft**

- **Master Services Agreement (MSA) signed with a growing digital technology services provider Natsoft which has an established presence in US, India, Australia and Singapore**
- **Natsoft has a large global blue chip customer base and will act as a reseller of Netlinkz's VSN in India and other international markets like ASEAN**
- **Natsoft to establish an IoT Lab in Singapore and India to develop software source codes and as well sell and promote Netlinkz's VSN products**
- **MSA is further evidence of Netlinkz deploying capital to rapidly expand into new markets organically with partners that have entrenched operations there**

**Virtual Secure Network (VSN) company NetLinkz Limited (ASX: NET) ('NetLinkz' or 'Company')** is pleased to announce its entry into India and other international markets through a Master Services Agreement (MSA) signed with emerging technology software solutions provider Natsoft Corporation ('Natsoft').

Founded in 2004 in the United States and with a delivery centre in Hyderabad, India, Natsoft has a global network of offices staffed with over 700 professionals delivering enterprise solutions and digital technologies like Blockchain, Robotics Process Automation, Big Data, Artificial Intelligence, Industrial IoT and Behavioural Analytics solutions which seamlessly integrate into the transactional systems.

Its talented and well-credentialed leadership team have held senior positions at leading technology and IT consulting companies such as Accenture, IBM, ADP, ATT to name a few. Natsoft's customers include blue chip organisations such as Novartis, Equinox, Twitch, Sun Power, IBM, TechM, Wipro ([www.natsoft.us](http://www.natsoft.us))

Netlinkz has engaged Natsoft to (i) develop and source selected international markets and customers through a reseller agreement for the Netlinkz's products; (ii) establish an IoT Lab in Natsoft's offices in Singapore and India; (iii) manage the software source codes for the Company's VSN technology. Development of the IoT lab commence this month and will build on the experience of the existing Netlinkz IoT labs. As well, a number of new customer opportunities in India have already been identified.

Under the MSA, the parties will agree commercial fees to be paid to Natsoft for services provided pursuant to each scope of works (**SOW**) to be agreed between the parties.

The MSA and any open SOW continues for a period of 24 months from the date of execution of the MSA, and may thereafter be extended by mutual agreement. Either party may terminate the MSA (or an open SOW or any part of it) upon the other party failing to rectify failure to fulfil a material obligation within 30 days notice of the failure, or immediately upon the occurrence of an insolvency event or a breach of provisions relating to intellectual property ownership rights.

Netlinkz's decision to partner with Natsoft will deliver clear commercial benefits to both parties in a relatively short period of time. Both companies have a good working relationship given their senior executives have a long history of working well together. India has been identified as the first high growth market opportunity given many industries there are migrating to cloud service providers which in turn increases demand for VSNs. India is a large market in Asia Pacific and therefore presents enormous upside for Netlinkz with more immediate sales opportunities.



## **Commentary**

**Netlinkz Executive Chairman and Chief Executive Officer James Tsiolis said:** *“This partnership is a great opportunity to fast-track our organic growth in India and other international markets with a capable, well-established and highly regarded partner in Natsoft. While we continue to experience very high demand for our VSN technology in our existing markets, India represents a huge opportunity that we can quickly tap into without a huge upfront investment. We know the Natsoft team well and there are some promising near-term customer opportunities that we will aggressively pursue.”*

**Director of Natsoft Shyam Mamidi commented:** *“We are delighted to be working with Netlinkz to build their presence in India and other international markets. We are confident that we can replicate the success that Netlinkz has had till date and achieve the same in India before tackling other international markets. India is a logical starting point given our established presence and deep customer relationships there, and the market opportunity is primed as many industries migrate to the cloud. This fuels demand for proven VSN solutions. Establishing an IoT lab for Netlinkz in India and Singapore is another immediate task and is instrumental in underpinning the success of the partnership given we will develop local software source codes for each new market. We look forward to jointly reporting some early customer wins.”*

**James Tsiolis added:** *“Netlinkz is performing exceptionally well across all markets in which we operate. As well as today’s development, we look forward to reporting on further contract wins and successes very soon. With the recently announced funding, which is subject to shareholder approval, we will have the balance sheet strength to fast-track growth in multiple international markets, and with a best-of-breed VSN, we are well ahead of the curve.”*

This announcement has been approved by James Tsiolis, Executive Chairman and CEO of NetLinkz Limited.

\*\*\*ENDS\*\*\*

## **Contacts for more information:**

James Tsiolis | Executive Chairman & CEO E: [jtsiolis@netlinkz.com](mailto:jtsiolis@netlinkz.com) P: + 61 (2) 9329 9701

Ben Jarvis | Six Degrees Investor Relations E: [ben.jarvis@sdir.com.au](mailto:ben.jarvis@sdir.com.au) P: +61 (0) 413 150 448

## **About NetLinkz Limited**

NetLinkz provides secure and efficient cloud network solutions. The NetLinkz’s technology makes Fortune-500 security commercially available for organisations of all sizes. NetLinkz has received numerous industry awards for its technology, including being a worldwide winner of the Global Security Challenge.

[www.netlinkz.com](http://www.netlinkz.com)

## **About Natsoft Corporation**

Natsoft is a rapidly growing ‘System Integrator and Product organization’ providing emerging technology solutions that have a meaningful and positive impact on the client organizations. Natsoft offers digital technologies like Blockchain, Robotics Process Automation, Big Data, Artificial Intelligence, Industrial IoT and Behavioural Analytics solution which seamlessly integrate into the transactional systems. Natsoft HQ is at New Jersey, US and has offices in Singapore, Perth and India.

For further information, visit [natsoft.us/about-us.html](http://natsoft.us/about-us.html)