# Leopard Resources



PO Box 8 • West Perth • Western Australia • 6872 T: +61 (0)8 9381 2517 F: +61 (0)8 9381 5853 ABN 99 009 076 233

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Companies Announcements Office ASX Limited 20 Bridge Street Sydney NSW 2000

#### **G8 COMMUNICATIONS PRESENTATION**

Regarding the Company's announcement on 30 November 2015 entitled *G8 Communications Presentation*, the Company wishes to advise that the announced presentation was an incomplete draft, and investors should not place any reliance upon the information contained within that draft presentation.

The correct version of the presentation is now included with this announcement.

Yours faithfully

Damon Sweeny
Company Secretary
Leopard Resources NL



to be renamed

G8 Communications Limited



Presentation regarding the proposed acquisition of Connected IO, Inc. and ICU Wireless Limited (collectively, the **Connected Group**) (**Proposed Acquisition**)

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All amounts are in Australian dollars unless stated otherwise.



### **Corporate Overview**

- Leopard Resources NL (to be renamed G8 Communications Limited) (LRR) was previously focused on mining and mineral exploration in Australia.
  - LRR is proposing to acquire all of the shares in Connected IO, Inc. and ICU Wireless Limited (Connected Group) via LRR's wholly-owned subsidiary, G8 International Connect, Inc. (G8I) (Proposed Acquisition) pursuant to a Share Sale Agreement dated 30 October 2015.
- Connected Group's flagship wireless product is "Machine Connect".
- Connected Group's other products in development include "Emu Router", "Body Camera" and "International Machine Connect".
- LRR will convene a General Meeting on 21 December asking LRR's shareholders to approve the Proposed Acquisition.
- LRR also lodged a Prospectus on 27 November to raise between \$3m and \$4.5m for the purposes of satisfying Chapters 1 & 2 of the ASX Listing Rules for re-listing, and to complete the acquisition of Connected Group.

Shares (m)	\$3m (Min)	\$4.5m (Max)
Post Consolidation (1:60)	39.85m	39.85m
LRR Convertible Notes <sup>1</sup>	50m	50m
Connected Convertible Notes <sup>1</sup>	50m	50m
Prospectus Raising	150m	225m
Vendor Consideration	200m	200m
Vendor Loan Repayment <sup>2</sup>	90m	90m
Facilitation Shares	20m	20m
Debt Repayment <sup>3</sup>	15m	15m
Performance Milestone 1 <sup>4</sup>	100m	100m
Performance Milestone 2 <sup>5</sup>	50m	50m
Fully Diluted	764.85	839.85

<sup>&</sup>lt;sup>1</sup> \$1m of Convertible Notes raised with a conversion price of 1c per share post consolidation and subject to shareholder approval and ASX decision re escrow.

<sup>&</sup>lt;sup>5</sup> Milestone 2 - \$25m revenues during the years 2016, 2017 or 2018

Indicative Timetable	Date
Lodge Prospectus with ASIC	27 Nov 2015
Suspension of LRR's securities on ASX	21 Dec 2015
General Meeting	21 Dec 2015
Prospectus Offer Opens	4 Dec 2015
Prospectus Offer Closes	23 Dec 2015
Issue of All Shares	8 Jan 2016
Dispatch of holding statements	15 Jan 2016
Commencement of Trading on ASX	29 Jan 2016

<sup>&</sup>lt;sup>2</sup> Repayment of a \$900k+ loan to KGV @ 1c per share post consolidation.

<sup>&</sup>lt;sup>3</sup> Repayment to existing LRR secured creditor via 15m shares and \$300k cash.

<sup>&</sup>lt;sup>4</sup> Milestone 1 - \$15m revenues during the years 2016, 2017 or 2018



# Proposed Acquisition of Connected Group

#### **Sale Agreement**

On 30 October 2015 LRR announced to ASX that it had entered into a Share Sale Agreement to acquire, through its wholly owned subsidiary G8I, all of the issued capital in Connected and ICU, the 100% owners of a next generation wireless technology business, in consideration for LRR agreeing to issue to the Vendors, in agreed proportions, 200,000,000 fully paid ordinary Consideration Shares (on a post-Consolidation basis) in the capital of LRR, together with 100,000,000 Class A Performance Shares (on a post-Consolidation basis) and 50,000,000 Class B Performance Shares (on a post-Consolidation basis).

#### Sophisticated placement

As announced to ASX on 30 October 2015, LRR advised that LRR and Connected would undertake a sophisticated placement to raise up to \$1,000,000 by way of a note raising to be completed in two tranches. The first tranche of \$500,000 was raised by Leopard by way of a convertible note raising to pay outstanding creditors, re-compliance costs and for general working capital (**Leopard Noteholders**). The second tranche of \$500,000 was raised by Connected by way of a convertible note raising for Connected Group's working capital (**Connected Noteholders**).

### **General Meeting**

LRR will convene a General Meeting on 21 December 2015 to seek the approval of its Shareholders to, among other things, the acquisition of the Connected Group and the change in the nature and scale of LRR's business and operations to enable LRR to focus on developing opportunities in the next generation wireless technology sector.

#### **Capital Raising**

LRR is seeking to complete the acquisition of Connected Group by raising between \$3m and \$4.5m under the Prospectus dated 27 November 2015. After expenses, the funds will be applied towards product development, sales and marketing and working capital.

## **Connected Group**



### **About Connected Group**

- Connected IO, Inc. (Connected) and ICU Wireless Limited (ICU) comprise the Connected Group. Connected was incorporated on 12 November 2013 in California, USA. ICU was incorporated on 21 June 2012 in Mauritius.
- The Connected Group conducts a next generation wireless technology business based in Silicon Valley, California, the world capital of technology start-ups.
- The Connected Group creates innovative wireless hardware technologies to support an increasingly connected world. The Connected Group has developed a number of products for the US wireless "Machine to Machine" (M2M) market, with its flagship product being the Machine Connect modem.
- The Connected Group has fully developed the Machine Connect modem and is now marketing it for intelligent connectivity between machines. As at the date of this Prospectus, the Connected Group sells its Machine Connect modem through its website <a href="https://www.connectedio.com">www.connectedio.com</a>.
- The Connected Group is developing three other key products, known as the Emu Router, Body Camera and International Machine Connect, and intends to commercialise these products.



# What Is Machine To Machine (M2M)?

M2M is a term used to describe any technology that enables networked devices to exchange information and perform actions without the manual assistance of humans. Some key Machine to Machine applications include vending machines, original equipment manufacturer (OEM) design applications, Point of Sale (POS) systems, embedded systems, smart grid, connected health, remote video, remote access and digital signs.

#### Connected Group's M2M Products include:

- Machine Connect (pictured below)
- Emu Router
- Body Camera
- International Machine Connect







# M2M Markets – The Internet of EVERYthing

Connected Group's Products will potentially make it simple and affordable for a wide range of applications to gain dependable access to the cloud and join the rapidly expanding IoT, its technology is flexible to size scale to a number of smaller applications. Connected Group's Products may also also allows manufacturers of things to control their data without third party interference.







#### Overview of the US Wireless M2M Hardware Market

- M2M connects machines, devices and object to the internet, turning them into 'intelligent' assets
  that can communicate. M2M enables the "Internet of Things" (IoT). The IOT is considered by
  some commentators as representing the next major opportunity for providing interconnection
  amongst devices. Although it is developing quickly, the IoT is still in its infancy. The IoT hold
  tremendous promise and potential to improve economic productivity, individual health and
  energy efficiency.
- Wireless M2M hardware enables machines to connect and communicate over cellular networks
  without human intervention. As wireless M2M is still in early stages of adoption, there is little
  reliable publicly available data of the size of the US wireless M2M hardware market. However, in
  2014, four of the leading telecommunications providers in the US were estimated to have a
  combined 25 million M2M connections on their cellular networks.
- The Directors believe an opportunity exists within the US wireless M2M hardware market for M2M device providers, such as the Connected Group, to develop and commercialise wireless M2M devices to facilitate the interoperation of machines with cellular networks and with one another, with a particular focus on the vending machine space.



# M2M Industry Overview (continued)

### **Competitive Landscape**

- The Connected Group is a small niche player in terms of its market share. With an increase in marketing along with further development of the products, the Connected Group aims to increase its market share and become a major competitor in the US wireless M2M hardware market.
- Key competitors include the following key products and participants:
  - Fixed cellular gateways and routers: Fixed cellular gateways and routers link one or more
    machines to a single cellular network connection via a fixed telecommunications line.
    Although more intelligent than ruggedized cellular modems with built-in security features
    and programmability, these products are also typically more expensive and larger in size.
  - Cellular gateways and routers: Cellular gateways and routers link one or more machines to a single cellular network connection. Although more intelligent than ruggedized cellular modems with built-in security features and programmability, these products are also typically more expensive and larger in size.
  - USB dongles and PC cards: The USB dongle or PC card is fitted directly to the machine's USB port connecting it to the Wi-Fi or cellular network. Although smaller and cheaper than ruggedized cellular modems, USB dongles are typically less reliable than ruggedized cellular modems.
  - Small Number of Large Participants: The US wireless M2M hardware market is dominated by a relatively small number of large wireless hardware providers. Typically, these companies offer a variety of wireless hardware including cellular routers and modems, Wi-Fi routers and/or USB dongles.





### **Trends and Key Drivers**

A number of trends and key drivers relevant to US wireless M2M market have been identified by the Directors, including the following:

- **Support of mobile network operators:** Operators of mobile networks stand to benefit from increased M2M connections through the associated increase in revenue. As a result, mobile operators will continue to drive growth in the US wireless M2M market.
- **Development of high-speed networks:** The eventual shutdown of the 2G networks and the rollout of high-speed 4G LTE wireless networks is expected to support demand from high-bandwidth M2M applications, including remote monitoring.
- Increased recognition of potential efficiency and productivity gains: M2M mobile technology is increasing capital productivity with potential applications across various sectors and is a driver of innovation.
- **Decline in cellular network prices:** There has been a decrease in cellular network tariff prices in recent years. As a result, the use of wireless M2M hardware to connect machines has become more viable.

# Connected Group's Machine Connect Product GB COMMUNICATIONS

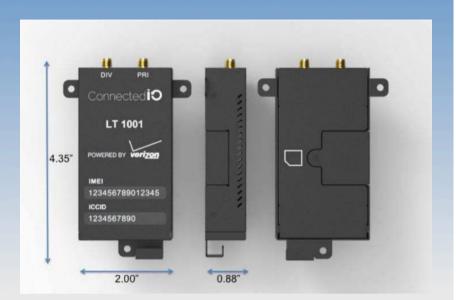


- Launched at the Consumer Electronics Show (**CES**) in Las Vegas in January 2015, Machine Connect allows disparate assets to interoperate with each other via a cellular network. Machine Connect is a ruggedized, single-mode Long-Term Evolution (**LTE**) and 3G/4G fall back modem. Machine Connect uses a cloud management platform to provide a way to connect enterprise machine assets such as vending machines, ATM's, lights, household appliances, digital signage, security systems, energy management systems and drones to the LTE networks. Machine Connect is a scalable end-to-end solution that enables customers to roll out M2M solutions in a timely, streamlined and cost-effective manner.
- Machine Connect was developed by the Connected Group M2M technology, in partnership with Verizon Wireless.
   Verizon Wireless has granted a non-exclusive licence to the Connected Group to exploit the Machine Connect hardware, software and mechanical design.
- Machine Connect provides simple and flexible solutions for integrating 4G LTE into M2M applications, with USB interfaces natively supported by most Linux and Android systems, making integration with host devices fast and easy. Machine Connect devices are available in LTE only and 2G/3G/4G LTE models. The device's metal casing provides an efficient means of dissipating heat in environments where USB dongles are ineffective.
- The vending industry offers an opportunity for Machine Connect. Trends affecting the vending industry will spur demand for Machine Connect. Many vending assets are in public areas, which limits access to a fixed line connection as well as sharing of connections with a cellular gateway or router.
- Typically, a vending business will purchase cellular network access from a telecommunications network provider
  and the Machine Connect modem from the Connected Group. The Machine Connect modem contains a SIM card
  enabling it to access the provider's cellular network. The Machine Connect modem is then installed within the
  vending asset. The business then uses its own software in order to detect faults and manage the vending asset
  remotely.



## Machine Connect Advantages

- Verizon certification: The Machine Connect modem is already certified for use on Verizon's cellular network throughout the Unites States.
- Non-reliance on Wi-Fi Networks: Unlike other wireless modems, the Machine Connect modem utilises 3G and 4G cellular networks with fall back protection, therefore reducing the risk in the event of failure of Wi-Fi networks or lack of a 4G network.
- Scalability: Being a fully commercialised and proven product, production of the Machine Connect modem can be increased with minimal incremental cost.
- Price advantage: Machine Connect has a price advantage over competitors including cellular gateways and routers.
- Greater flexibility and antenna support: Connected assets can be located outdoors or at the perimeter of buildings and connected via a cellular connection through the use of Machine Connect rather than having to be within an existing Wi-Fi footprint. Machine Connect also has connectors for optional external antennas.
- Improved Security: The risk of theft of credit card data via the hacking of retailer's in-house systems can be avoided by transferring connected assets off the retailer's corporate broadband network onto the cellular network through the use of Machine Connect.
- Strong Compatibility: Machine Connect connects to Linux
   Operating System and Android Operating System, and interfaces with Ethernet, Wi-Fi and USB.



### Other Products – Emu Router



- The Emu Router is an open source industrial M2M router. The Emu Router is a ruggedized metal
  enclosure suitable for outdoor deployment providing dual ethernet and 3G/4G WAN ports with full
  redundancy.
- The Emu Router provides seamless roaming between 3G/4G, Wi-Fi and wired internet as well as IPV4 and IPV6 networking, static and dynamic WAN IP address support and Verizon private network support.
- The Emu Router has 2x2 Wi-Fi Access points with support for up to 50 clients. It also possesses Wi-Fi hot-spot capabilities and full routing or pass-through bridge mode and cloud management and monitoring system.
- The Emu Router is still being developed.

### Other Products – Body Camera



- Connected's live streaming Body Camera has been designed for law enforcement with 4G connectivity and 3G fall back functions.
- The Body Camera provides live streaming via compressed video allowing for real time surveillance
  within an affordable data plan. Digital recording back-up ensures data capture even when cellular
  coverage is unavailable via secure Wi-Fi back up for affordable, automatic upload whenever secure
  Wi-Fi is available.
- Secure remote access and an easy to use management dashboard application allows command control from any computer or smart device.
- The Body Camera records with a purpose designed wide angle lens and provides low light camera options. The camera is durable, slim, light and easy to operate.
- Commercial prototypes of the body camera are currently available. The Connected Group is working with potential customers on various potential business models.





- International Machine Connect is a purpose device which provides the small and lightweight 4G connectivity solution for machines available in the market.
- International Machine Connect allows for the same form factor where hardware and software interfaces operate for all countries.
- International Machine Connect is housed in a thermally conductive plastic enclosure for industrial applications. The lightweight conductive plastic enclosure is ideal for weight sensitive applications such as drones and various robotic devices.
- International Machine Connect is still being developed.

### **Business Model**



Following completion of the Proposed Acquisition, G8 Communications Limited will focus on growing Connected Group's business via:

- **Direct Sales:** The Connected Group sells its Machine Connect modem directly to consumers and businesses via its website, <a href="www.connectedio.com">www.connectedio.com</a>. The Connected Group intends to continue to drive growth in sales by expanding its business development team.
- Strategic Relationships: The Connected Group forms key relationships with strategic partners, with a focus on high volume opportunities. In addition to growing its business through sales and marketing, LRR will consider opportunities for growth by entering into distribution agreements with established market makers that will increase awareness of the Products. Examples of companies with whom the Connected Group has commercial relationships include:
  - Verizon Wireless (which funded the Machine Connect Product, and whose sales personnel refer customers directly to Connected); and
  - The Coca-Cola Company (which has approved Machine Connect as a connectivity solution supplier for Coca Cola Freestyle 7000 series dispensers in the United States).
- **Product Development:** The Connected Group is designing products for particular applications (for example, the Body Camera) and will continue to develop Products to meet specific client needs.

## **Key People**



#### Yakov Temov, Proposed Chief Executive Officer and Managing Director

Mr Temov is the Chief Executive Officer of the Connected Group and specialises in product development and executive leadership, with a solid start-up track record.

Mr Temov has a long and consistent track record of successfully delivering innovative products on time and under budget, fast yet high quality roadmap evolutions, and building and growing world-class engineering teams. His expertise includes outsourcing and managing technically complex, multi-national, distributed projects that have included design centers on three different continents.

Most recently, Mr Temov was CEO and Founder of White Label Corporation. Prior to that, Mr Temov was VP of Engineering at U4EA Technologies, Inc. (acquired by Gos Networks, Ltd.) where he managed a 100+ person team, and was responsible for all product design, engineering, and testing. Prior to U4EA Technologies, Mr Temov served as VP of Engineering and CTO at Voice4biz, Inc., a startup company developing voice/data and video integrated access devices. Earlier in his career, Mr. Temov held various engineering management posts with RapidWAN, Phaethon Communications (acquired by Teraxion) and Zarak Systems Corporation (acquired by Spirent Communications).

#### Jason Ferris, Chairman of the Board of Directors

Mr Ferris has 20 years' experience in corporate finance, property finance and investment finance sectors. Mr Ferris hold an AFSL and an Australian Credit License and is a Fellow of the Australian Institute of Management (FAIM) as well as a member of the Australian Institute of Company Directors (MAICD).

Mr Ferris also holds board positions on Diploma Group Limited (DGX) and Windimurra Vanadium Limited (WVL).

#### Eric de Mori, Proposed Non-Executive Director

Mr de Mori specialises in natural resources, technology and biotechnology transactions with a focus on the ASX. He advises clients on M&A activity, capital raisings, Initial Public Offerings (IPO's) Reverse Take Over's (RTO) recapitalisation and restructure and DOCA process management.

Mr de Mori was previously a Non-Executive Director of Newera Resources Ltd, now Consolidated Zinc Ltd (ASX.CZL), and also held director positions with Incitive Ltd, now Hawkley Oil and Gas Limited (ASX.HOG) and Coventry Resources Ltd (ASX.CVY). He was also a Non-Executive Director of Alcyone Resources Ltd (ASX.AYN) where he helped lead the company's corporate restructure and evolution into a successful silver producer. Mr de Mori was Corporate Advisor and major shareholder in Intermet Resources Ltd, where he was instrumental in leading the acquisition of US HR tech company 1-Page, and subsequent \$8.5m backdoor listing (ASX:1PG).

Mr de Mori graduated from Murdoch University with a Bachelor of Arts, and holds a Diploma of Financial Services (RG146 compliance) with Financial Services Institute of Australasia (FINSIA).

#### **Blaise Thomas, Non-Executive Director**

Mr Thomas has over 25 years' experience in building and managing businesses in Australia and the UK and has held executive level positions in private and publicly listed companies. His corporate experience has been within Resources, Engineering, Technology and Banking & Financial Services industries. With expertise across business and market development, contract management, operations, strategy, finance and people management.

Mr Thomas has advised a number of early-stage businesses on sales & marketing strategies, leadership structure, commercial partnerships and investor relations.