



Video Virtualization Engine™

Business Update Linus Technologies Limited (ASX:LNU)

James Brennan, CEO
4 May 2023

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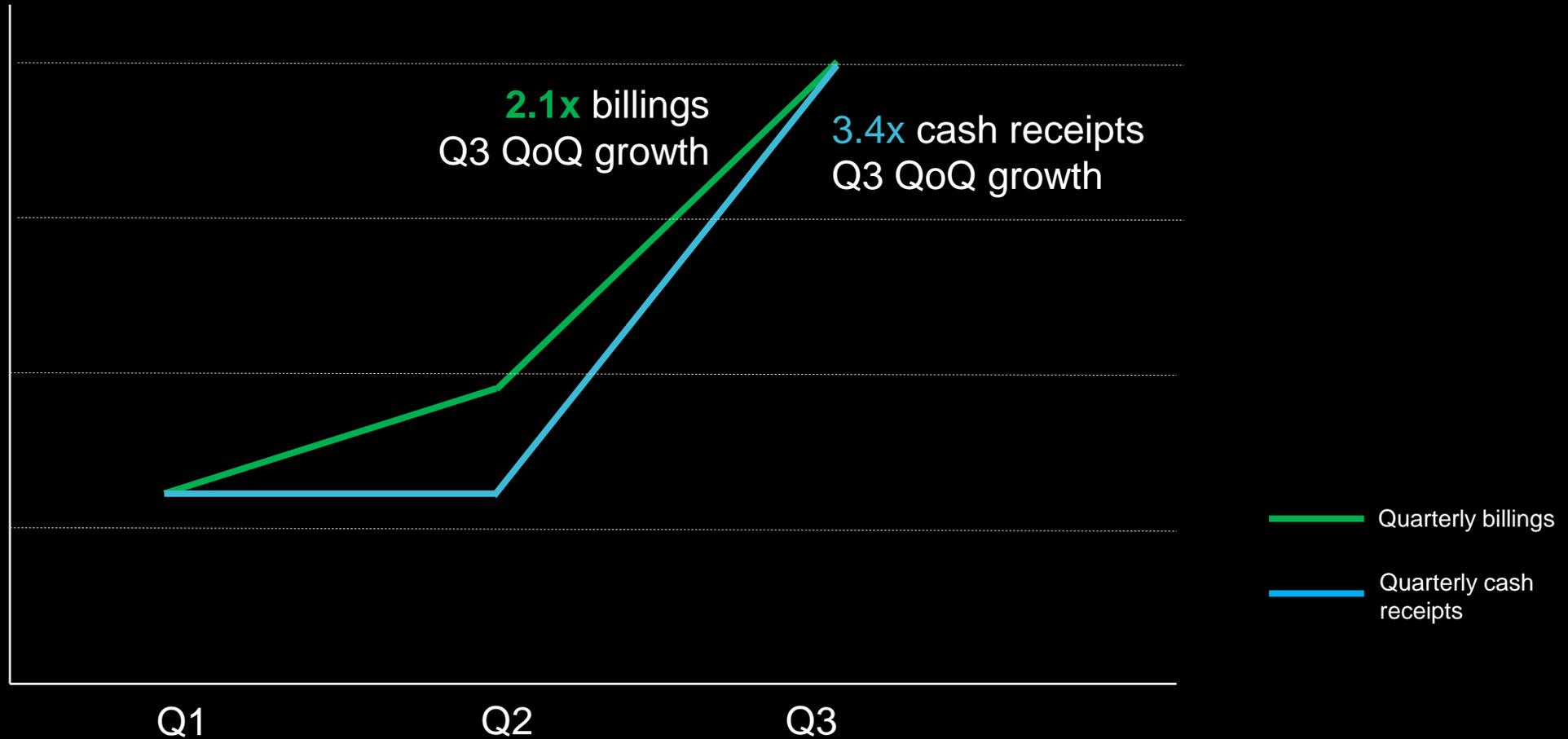
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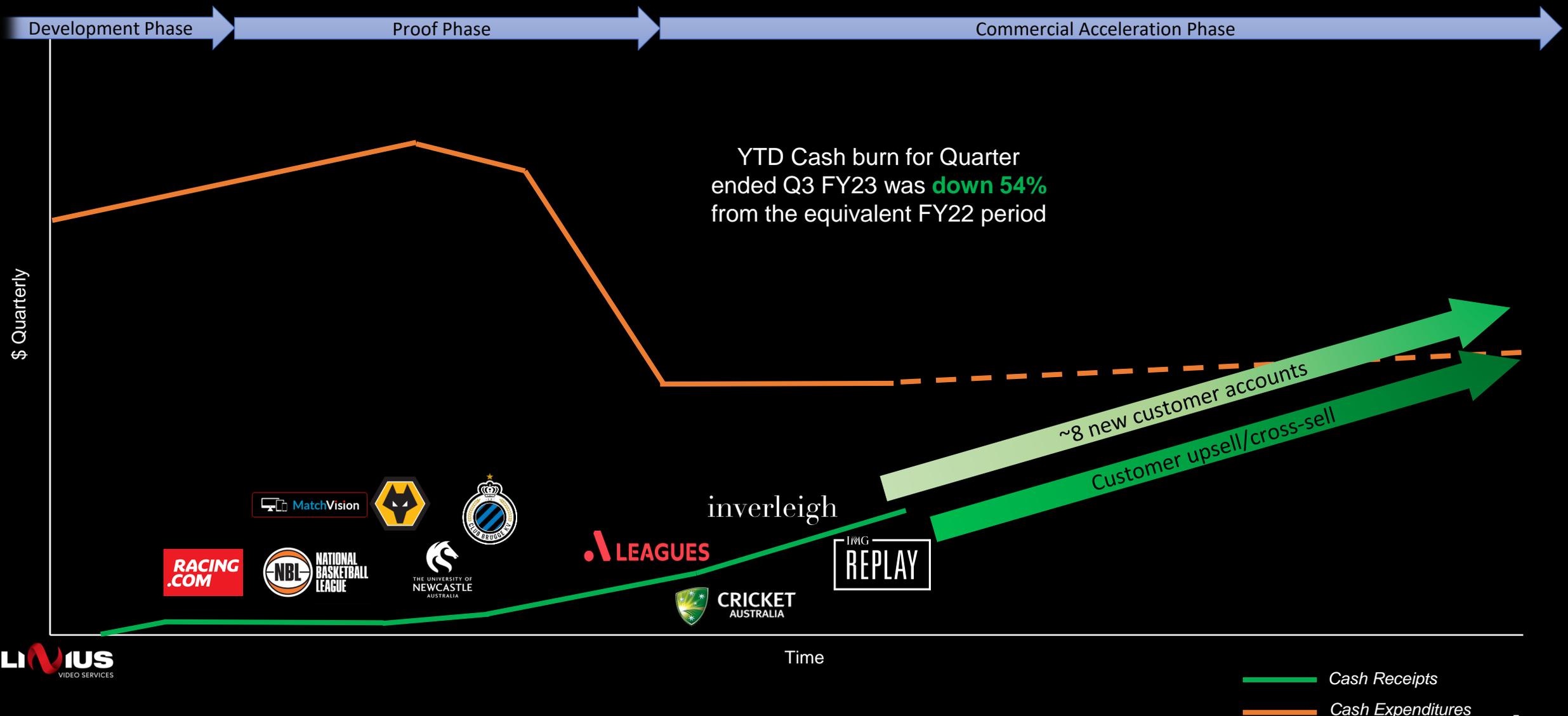
- Q3FY23 Financial Review
- Recent Wins – IMG Replay
- Recent Wins – Inverleigh Media
- Pipeline and Commercial Update



Significant improvement in financial results



Cash burn down 54% as commercialization accelerates



IMG
REPLAY

Who is IMG Replay?

World's leading sports archive, >50k hours, 30+ sports/federations



Part of Endeavor

ENDEAVOR



This changes everything



- Validation & proof point from recognized global brand
- Improve our products
- Door Opener
- Upsell / cross-sell within IMG Replay
- Expansion across IMG / Endeavor
- Cross sell to new target customers/segments

4
sports → **15**
sports

6
leagues → **40+**
leagues

Local → **Global**





- Standard Whizzard product integrated into IMG Replay
- Standard commercial model & largest revenue deal to date
 - Setup Fees & Monthly license
 - 2-year deal (from go-live)
- Fixed scope & use case with future expansion opportunities
- Expected to go live in the September 2023 quarter

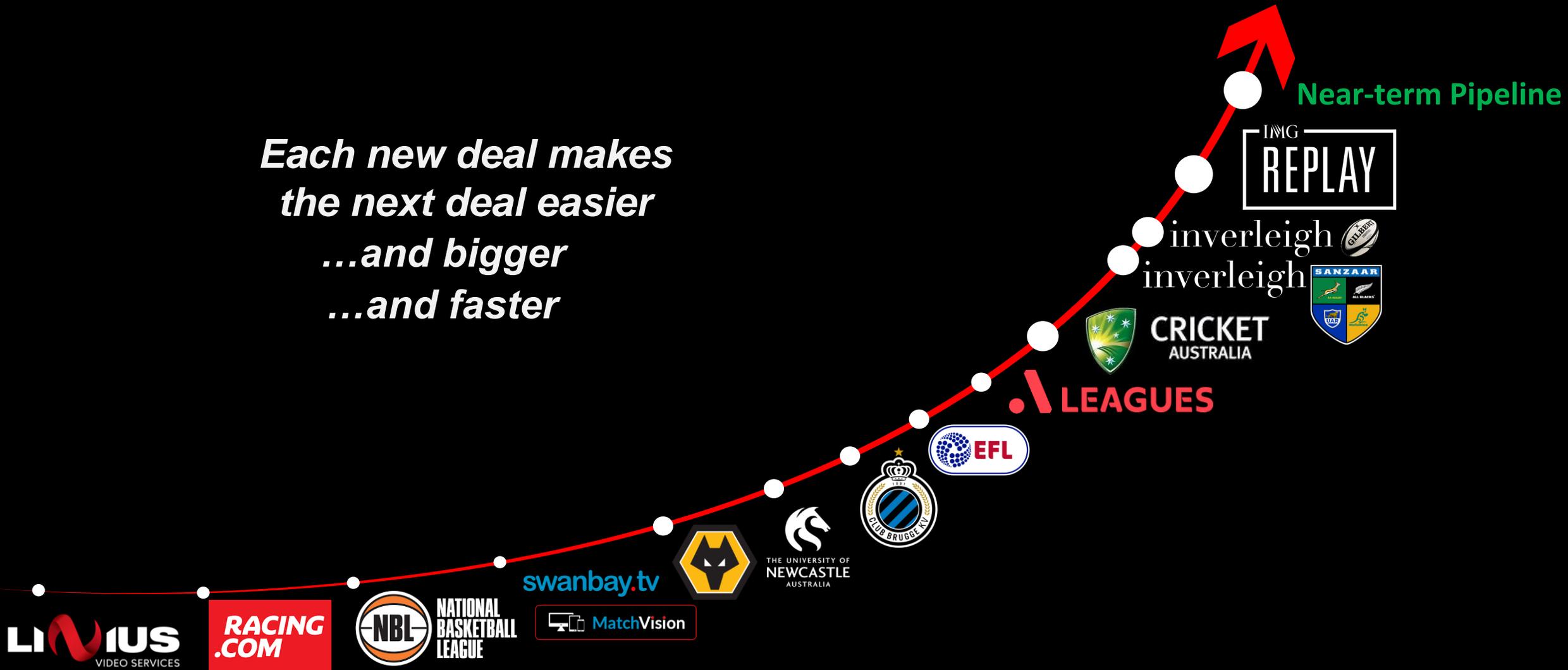
inverleigh

- Doubled Revenue
 - First deal in March
 - Second deal 2 weeks later
 - 2x larger archive
- More to come
- Standard Whizzard product
- Recurring monthly license fees begin June quarter

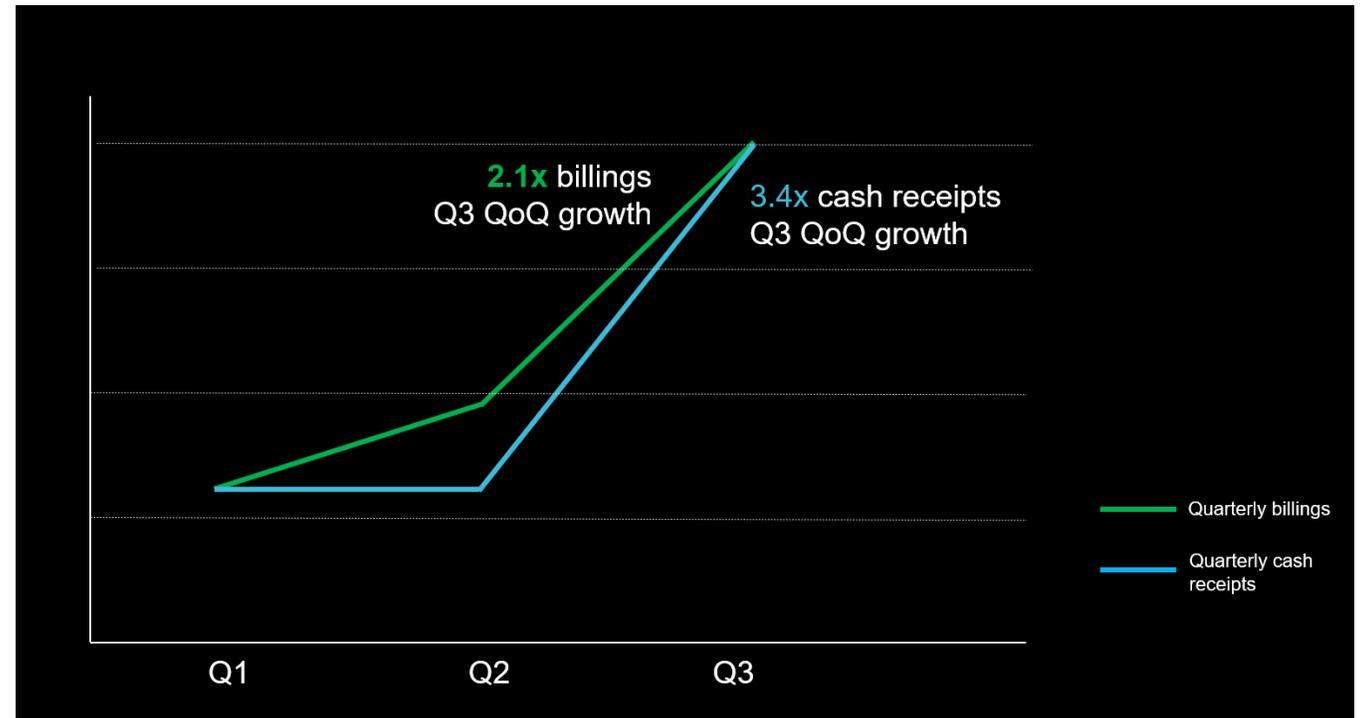


Accelerating up the exponential growth curve

*Each new deal makes
the next deal easier
...and bigger
...and faster*



- **Rapidly improving financial performance**
- **New wins**
- **Strong Pipeline – more whales!**
- **On a path to profitability**



“To produce a mighty book, you must choose a mighty theme.”

- Herman Melville, *Moby Dick*

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James Brennan, Chief Executive Officer



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