Highlight of presentation, 25 November 2020

Melbourne, Australia – 25 November, 2020: Linius Technologies Limited (ASX: LNU) – the only cloud-based solution that transforms static video into hyper-personalized video experiences with its world-first Video Virtualization Engine™ (VVE) – has presented a market update at a virtual conference on 25 November, 2020.

- Linius has new reoccurring revenues and cash receipts in the current quarter
- Have maintained a reduced cost base
- This quarter we have clients deploying across our key verticals generating new recurring revenues
- Productised our sport solution with personalized sports channels for fans
- NBL expected to launch in December and NBL is incentivised to sell into commercial leagues globally
- Grafa is expected to launch shortly
- Whizzard launched in the video conference market, integrated with Zoom, Webex and MS Teams
- Whizzard listing on Zoom, Webex and MS Teams marketplaces in progress
- Products are visible, driving our clients' businesses, and are easily repeatable
- Total addressable markets for Whizzard, Sports and News solution is significant
- Strengthened our sales function to accelerate growth, with partners and people in place to sell now
- Linius believes that these client deployments will greatly assist in generating future sales by providing visibility and validation of our personalised solutions

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Market Update

25 November 2020



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In the recent event of Covid-19 and in these changing times, Linius is performing its operations in a very nimble manner and reacting to changes and opportunities on a day-by-basis. For this reason, the content within this presentation is subject to change.

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A recording of the Zoom Webinar hosted by The Board of Directors and key members of the Linius Operational Team can be accessed on our website, via this link.

Introduction

We have executed the plan articulated in the September webinar:

- Received new re-occurring revenues (and cash) this quarter
- Maintained the reduced cost base
- Strengthened the sales function
- Launched new products in each target category

Corporate Communications

- Launched Whizzard and integrated with Zoom, Webex and MS Teams

Sports

- Racing.com successfully expanded use of virtual video
- Productised our sports solution
- Handed over NBL which is expected to launch in December

News

- Grafa expected to launch any day now

Continued to run pilots in security and defence,
and blockchain video services

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Strategy

Commercial Validation:

We have now commercially validated our technology:

- by winning substantial anchor clients in targeted customer segments
- developed solutions that add significant value to their business', and
- generate new recurring revenue for Linius

All our solutions are now productised

And have easily repeatable technology and commercial models

Roll-out Replicable Solutions:

Visible and successful solutions accelerate growth, through:

- Further direct sales
- Established relationships with Microsoft, AWS, IBM
- Other global co-sell partners
- OEM

Sports and News sectors are slowly re-emerging

Right now the video conferencing market and Whizzard represent the fastest path to material recurring revenue growth



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Corporate Communications

Bringing Video Recordings to Life

- Search - Assemble - Share



Corporate Communications

AI MEETING SOLUTION

Anchor Partner

Millions of Users

First Client Secured

LiveTiles

Microsoft Teams

VIDEO CONFERENCING MARKET

USD 14B Market
Forecast 50B by 2026

Make service available on:

Zoom:
300M+ daily participants;
Revenue 2.4B;
Multiple 80x;

Webex:
324M users in Mar

And to buy on world-wide vendor marketplaces

Webex Meetings

zoom

Google Meet

BlueJeans

GoToMeeting

Microsoft Teams

COLLABORATION TECH MARKET

USD 31B Market
Forecast 48B by 2024

Integrate Whole of Market VC solution into collaboration tools

Use Cases
- Unified Communication
- File Sharing and Synchronization
- Portals and Intranet Platform
- Project Management & Analytics
- Enterprise Social Network

ATLASSIAN

CISCO

SAP

KALTURA

slack

salesforce

Microsoft Teams

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WHIZZARD

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Market Opportunity

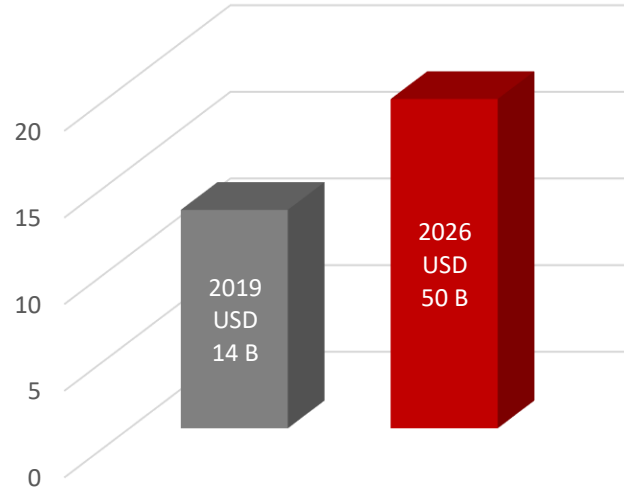
WHIZZARD has flexible pricing bundles and integrates into over 55% of the world's video conferencing market

Basic	Basic +	Pro	Pro +
US$4 per user pm (300 mins recorded meetings) free trial	US$9 per user pm (1200 mins recorded meetings)	US$8 per user pm (300 mins recorded meeting + OCR)	US$32 per user pm (1200 mins recorded meetings + OCR)

- 35% market share of VC platforms (#1)
- 300+ million daily participants
- 22% record the video = 1.9M daily participants

- 17% market share of VC platforms (#3)
- 324 million monthly users
- 22% record the video = 2.1M monthly users

- Reported up to 2.7 billion minutes per day
- Used by over 183k educational institutions
- Used by 91 of the 100 Fortune companies



Video Conferencing Market set to reach USD $50B by 2026

(Global Market Insights Report)

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Go-to-Market

WHIZZARD meet

Direct

- Corporate & Enterprise Co-Sell activities scheduled with AWS Enterprise Clients with 5,000+ employees
- Direct 'momentum' sales

Partners

- True activation of LVT and its productization of LVT Smart Video (announced on ASX 25/11)
- AWS introductions to OEM & SI partners to drive revenue via channel

Marketing

- Significant lead generation campaign to corporates with LiveTiles & AWS funded support
- Marketplace presence including AWS, MSFT, Zoom, Webex Meetings & MSFT Teams

WHIZZARD learn

Direct

- Assessing freemium model on the basic package to universities (using LVT client as model)

Partners

- LVT first large customer roll out of leading Australian university
- AWS webinars planned for university clients

Marketing

- Significant lead generation campaign to universities with LiveTiles & AWS funded support
- Marketplace presence including AWS, MSFT, Zoom, Webex Meetings & MSFT Teams

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Sports

Personalized TV Channels for sports fans



Sports

Anchor Clients

- Racing.com – further extended its use of, and investment into Linius technology, launching a suite of new innovations in the 2020 Spring racing Carnival, with impressive usage results
- SportsHero – season likely to commence February 2021
- NBL – client is currently integrating solution into their environment, to be consumed on all devices. Planned launch mid-December with season set to commence January 2021
- Resellers – Swanbay fully integrated our tech and now have arrangements in place with world's largest sports content distributors

Solution Description

- Personalized TV channels for basketball fans – the gold standard of TV
- The solution is easily replicable into other sports, not just basketball

Go-to-Market Plan

- NBL is incentivized to sell the solution into commercial leagues globally
- Further direct sales to sports prospects in the Linius pipeline (beyond basketball)
- Partner sales via AWS and Microsoft (client webinars in development)



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Technical Demonstration

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News

Personalized Finance News



News

Anchor Client

Grafa, a finance focused social network platform aimed to make finance simple and entertaining and eventually, become an agnostic trading platform.

Solution Description

Personalized business and markets news for Investors

- tailored news packages delivered from world leading news content providers
- hyper-personalized news delivered according to individual trading portfolio data

Progress

- Solution developed, pending release any day
- App Store approved, awaiting Google Play

Linius Strategy

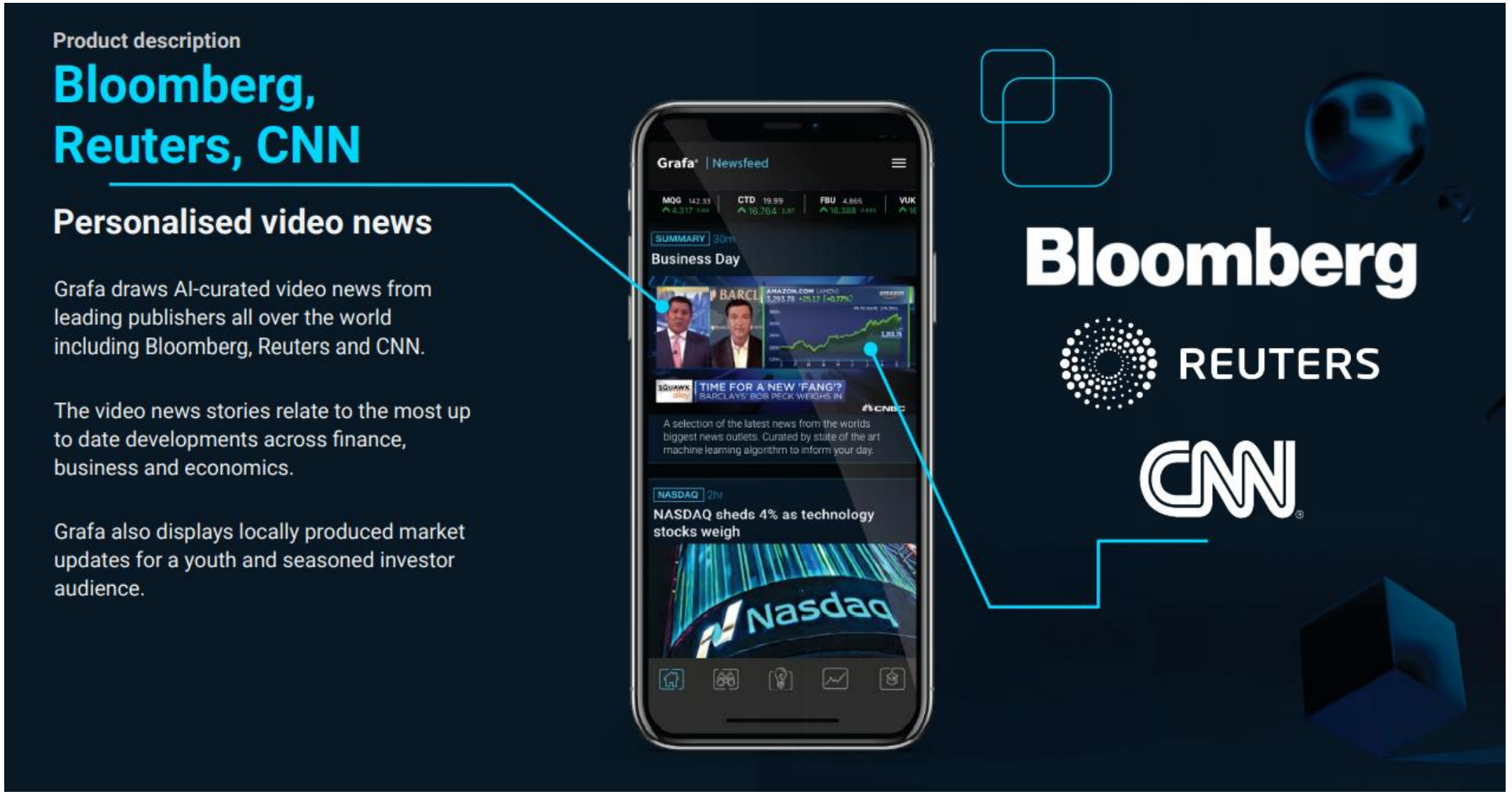
Linius has an active pipeline to repeat its news solution and into the News B2B market, with AWS support.



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Grafa

https://grafa.io



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Summary

- Linius already have new reoccurring revenues and cash receipts in the quarter
- In this quarter we have clients deploying in our key verticals generating new recurring revenues
- Our products are visible, driving our clients businesses, and easily repeatable
- The markets we are entering represent huge opportunities
- We have the team and the partners in place to accelerate growth

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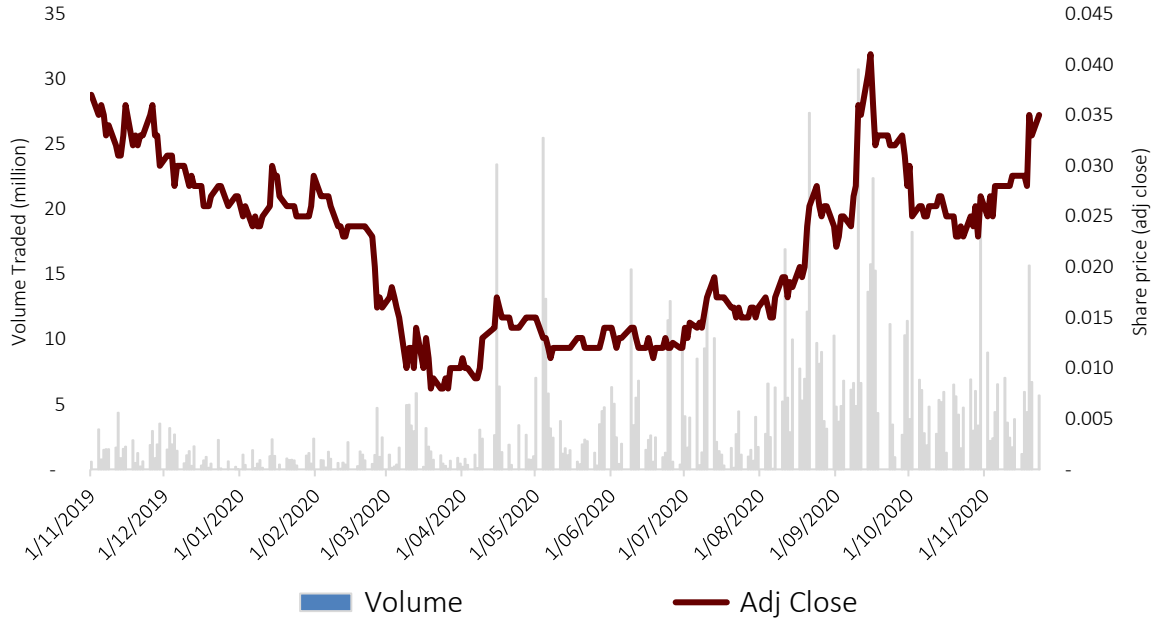
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Corporate Overview

Volume/Value	
Share Price (23 November 2020)	A$0.035
Market Cap	A$52.644m
Total Shares on issue / listed on ASX	1,504.1m
Total options on issue	45.8m
Fully diluted shares on issue	1,549.9m
Cash on hand as at 30 September 2020*	$5.331m
Cash received as part of September 2020 capital raise*	$4.79m
Estimated cash spend Dec 2020 Quarter	$1.2m

- Excludes costs and $210,000 awaiting shareholder approval 30 November 2020

Share Price Performance



Major Shareholders	%
Earthrise Pty Ltd	6.42
Gerard Bongiorno	4.55
Technical Investing	4.31
Steve McGovern	3.01

Register

Board Shareholding (%)	7.59
International Shareholding (%)	2.57
Total Shareholders	3,014

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