

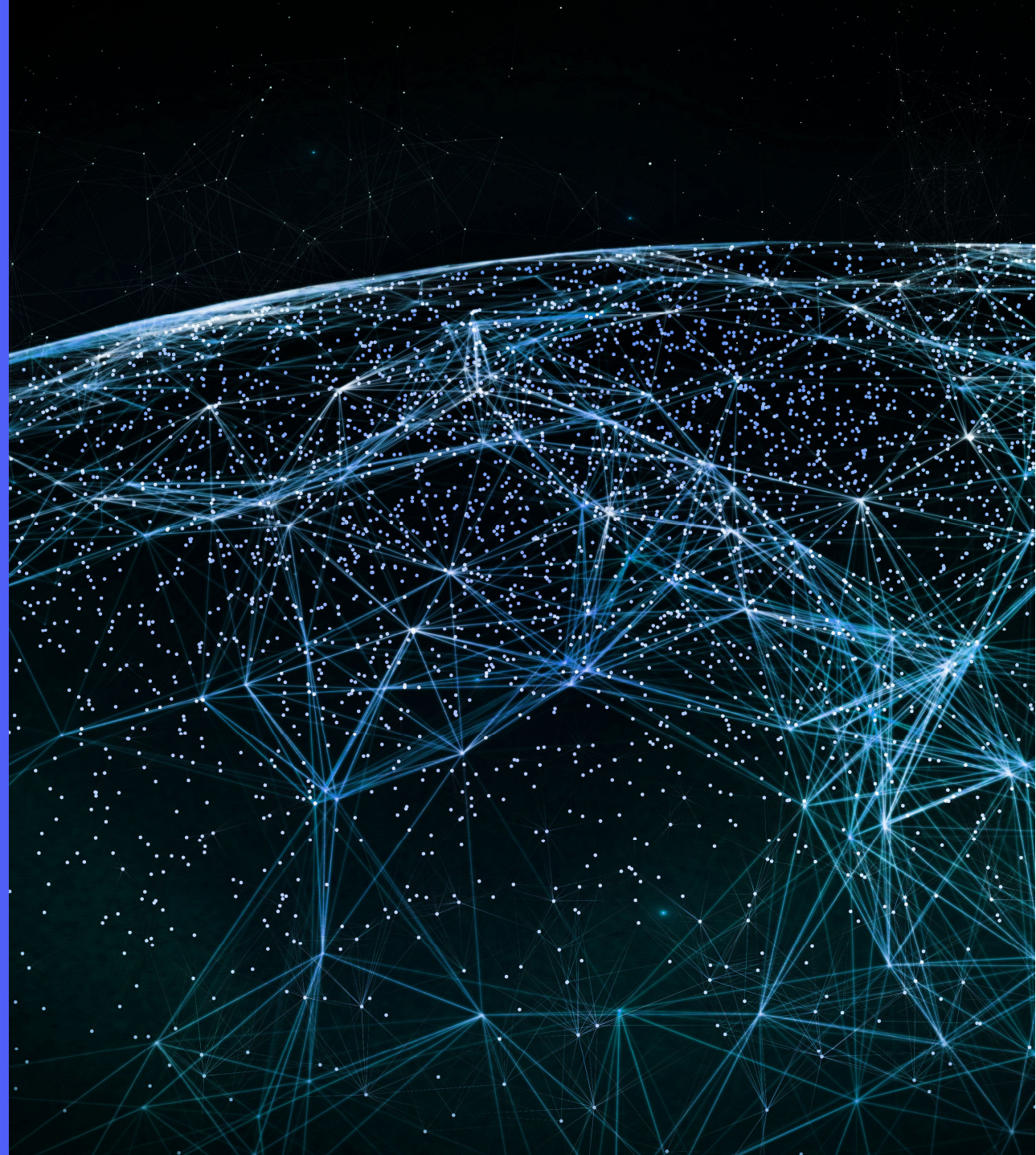


Netlinkz

Securing the future of data transmission

7 April 2021

Netlinkz Limited | ABN: 55 141 509 426 | ASX: NET
www.netlinkz.com



Investment rationale.



Personal use only

1

Unique exposure to attractive tailwinds.

- Enterprise clients going mobile at fastest rate ever
- Cyberattack volume surged 48% in pandemic year
- 5G connections set to grow by >8x in next 5 years



2

High market acceptability of VSN.

- VSN deployed across all major global clouds
- Rapid growth in Netlinkz's client numbers
- Significant revenue uplift in last 12 months

Deployed:



43

New enterprise clients added in 12 months

3

Attractive entry valuation.

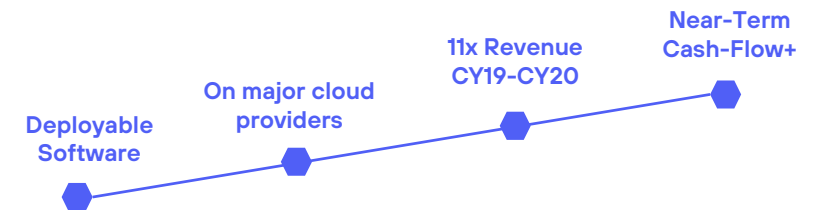
- Substantial upside through available Total Available Market (TAM)
- Vending into Asia-Pacific; the fastest growing market

~A\$52m
Available Contract Value

4

High growth; near term positive cash flow.

- One of the fastest growing ASX-listed NaaS businesses
- Rapidly building a network of resellers/partners
- Moving towards near-term operational cash flow positivity



The nature of data transmission is changing rapidly.



NetLinkz

5G introduction

Big Data

Online gaming

Cloud

Artificial Intelligence

Internet-of-Things (IoT)

Machine-to-Machine connections

Robotics & drones

Autonomous vehicles

Streaming video

ersonal use only

COVID-19 has accelerated network security challenges and supercharged data safety priorities for all industries.

End-users continue to expect their online experience to be always available and always secure – and their personal and business assets to be safe.

SECURING THE FUTURE OF DATA TRANSMISSION



Netlinkz



The opposite is true...



Microsoft Security Shocker As 250 Million Customer Records Exposed Online

Jan 22, 2020

Atlassian software hit by Hezbollah-backed hackers

Feb 9, 2021

Hacked Sydney hedge fund part of \$170m cyber crime spree

Nov 24, 2020

US government, thousands of businesses now thought to have been affected by SolarWinds security attack

Dec 15 2020

ASIC server hit by cyber security breach

Jan 26, 2021

Cann Group flags \$3.6m cyber security fraud

Feb 8, 2021

267 Million Facebook identities available for 500 euros on the dark web

Apr 20, 2020

CBA under fire for losing 20m customer records

27 June, 2019

538 Million Weibo users' records being sold on Dark Web

March 23, 2020

What do all these security breaches have in common?

Companies generating and transmitting massive amounts of data struggle to implement timely and adequate security protocols.

Why?

Protecting data transmission is complex, expensive and intrusive.



That is why we created the Virtual Secure Network (VSN).



100% control and data sovereignty



Cost-effective and effortless management and control



Layered Over-The-Top and invisible



High scalability and mobility



Cloud deployed; network, device and data centre agnostic



Unlimited data transfer at high speed



AES256bit Encryption



End-to-end cyber and infrastructure security



Native support iOS/Android/Win/MacOS

Netlinkz VSN secures networks and data transmission.



Virtual Secure Network (VSN) is a proprietary, patented, multi-award winning Network as a Service (NaaS) solution that:



Protects a client's network and data



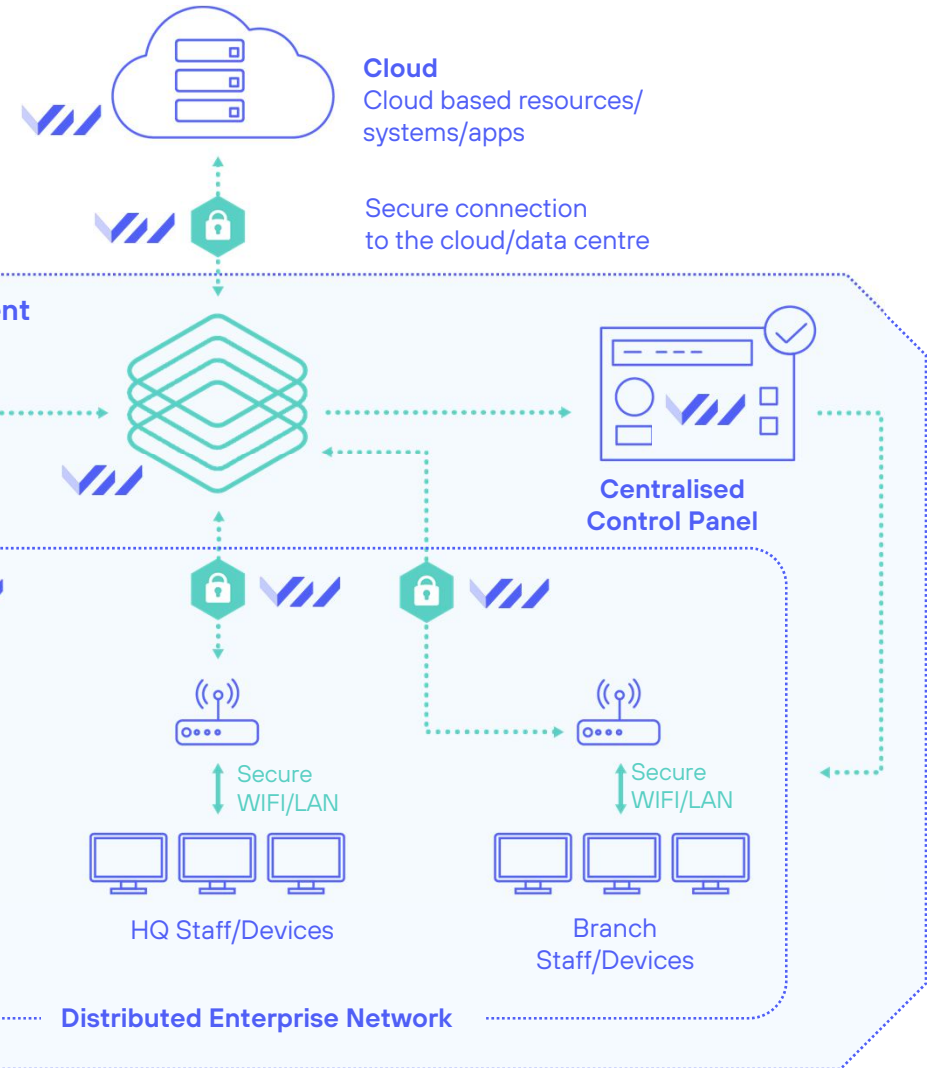
Creates encrypted network data highways



Connects network users and devices virtually



Remotely deployable, eliminating significant administration complexities and costs



VSN responds to the growing demand for network security.



\$761b
\$11.1b
\$580m

IOT

\$1,386b

(CAGR 18.9%)*

Cybersecurity

\$26.4b

(CAGR 18.9%)*

5G Security

\$5.2b

(CAGR 44.3%)*

2021

COVID-19 expected to accelerate cloud and cybersecurity adoption

2026

SMEs to implement proactive security measures against increasing cybercrime rates

2030

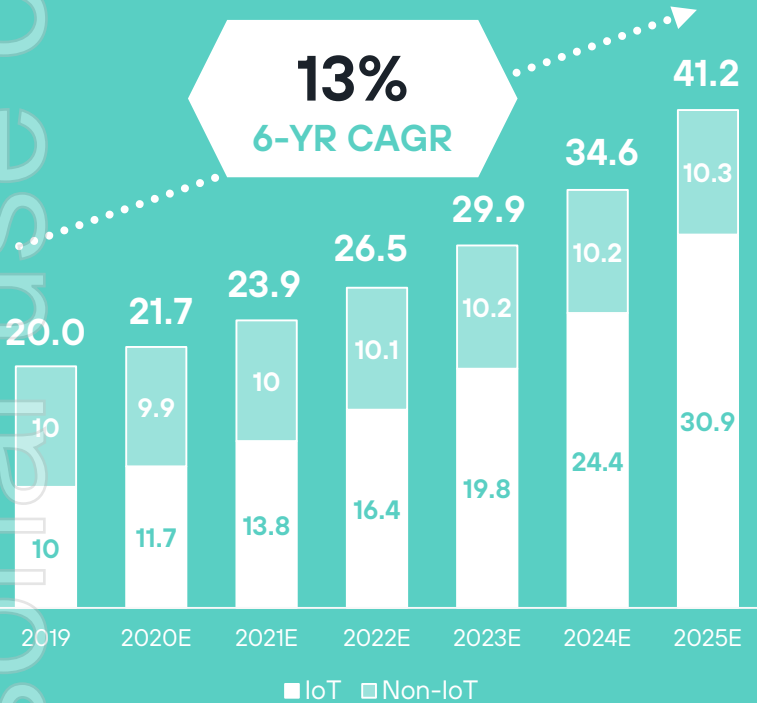
Growing societal reliance on cloud-based services and IoT to remain a key driver

VSN capitalises on accelerating opportunities.



In a highly mobile world...

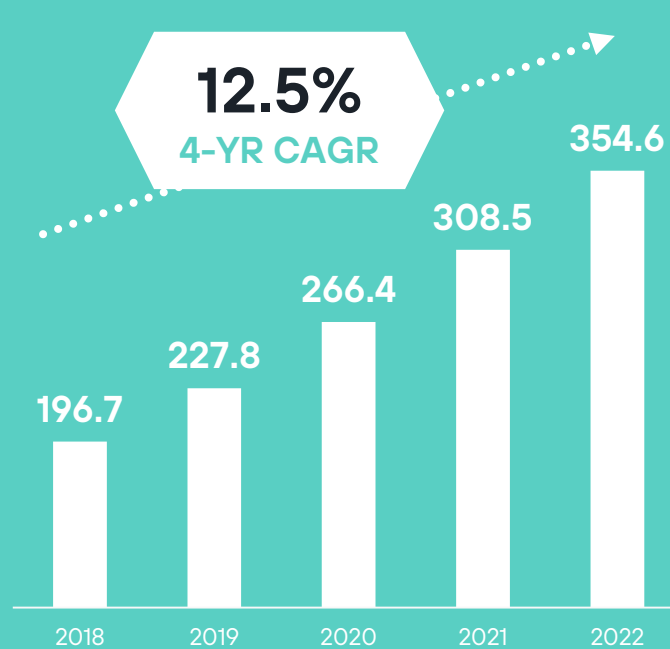
Total number of device connections
#b of devices



Source: IoT Analytics

with rapid cloud adoption...

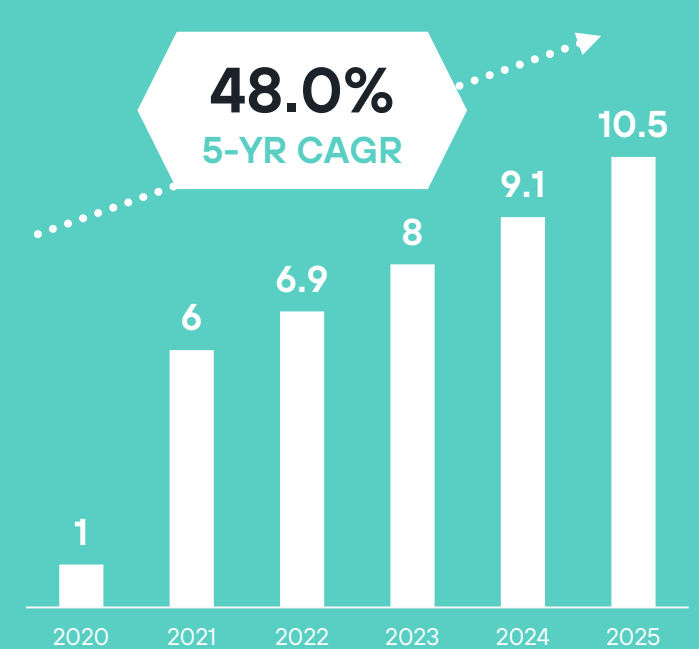
Cloud services revenue
A\$b



Source: CyberSecurity Ventures, 2021

and growing levels of cyber crimes...

Economic loss from cybercrimes
A\$t



Source: Gartner

Enterprise connectivity solutions begin with VSN.



Long-term network connectivity trends



Scalability



Security



Cost effectiveness



Transmission speed



Remotely deployable software

Key enterprise client issues today

Frequent data compromise

Ease of network management

Expensive network solutions

Increasingly mobile workforce

Netlinkz solution

Highest level of commercially available encryption

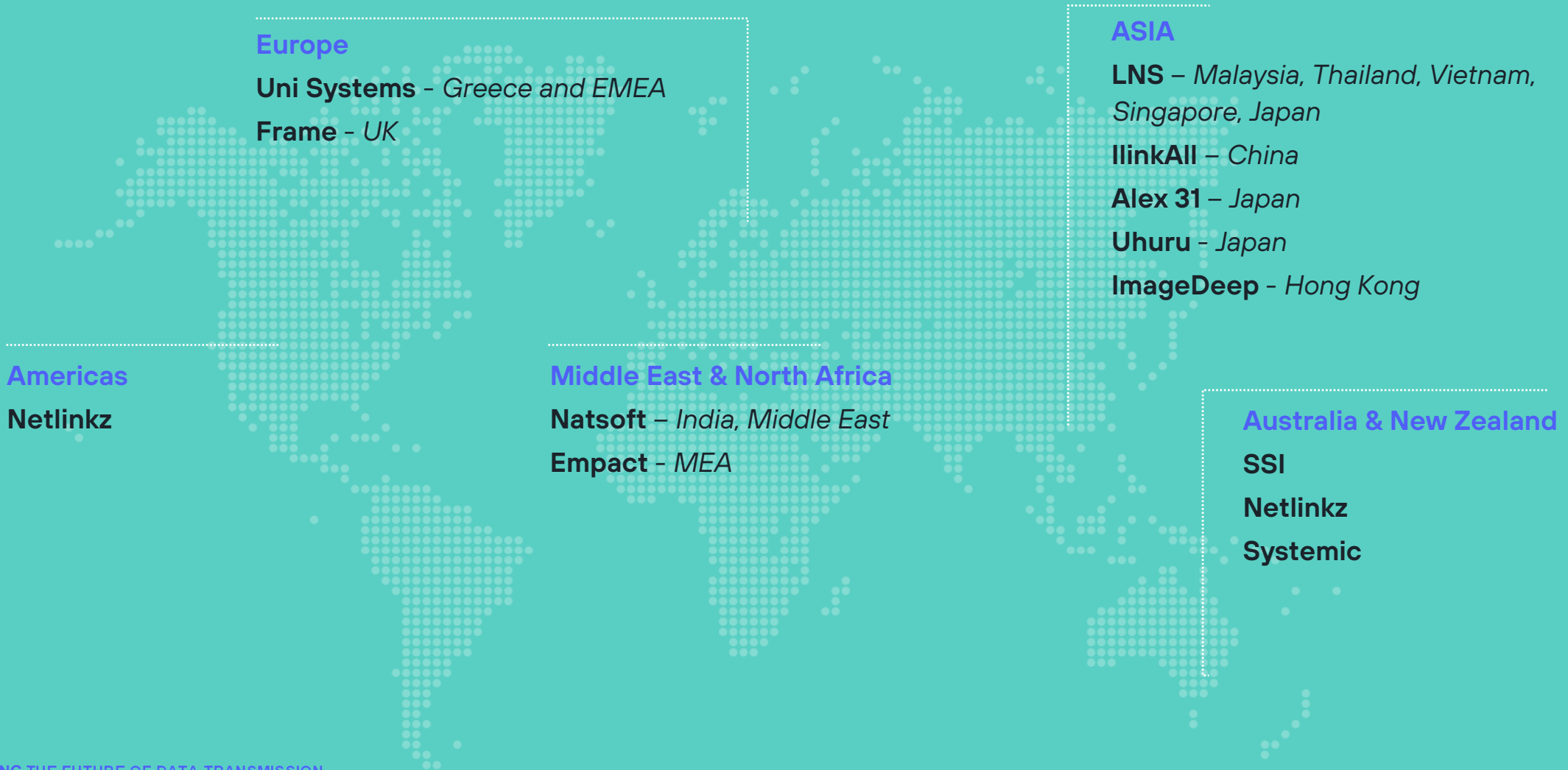
Centralised control for scaling up/down

Proprietary software that is secure by design

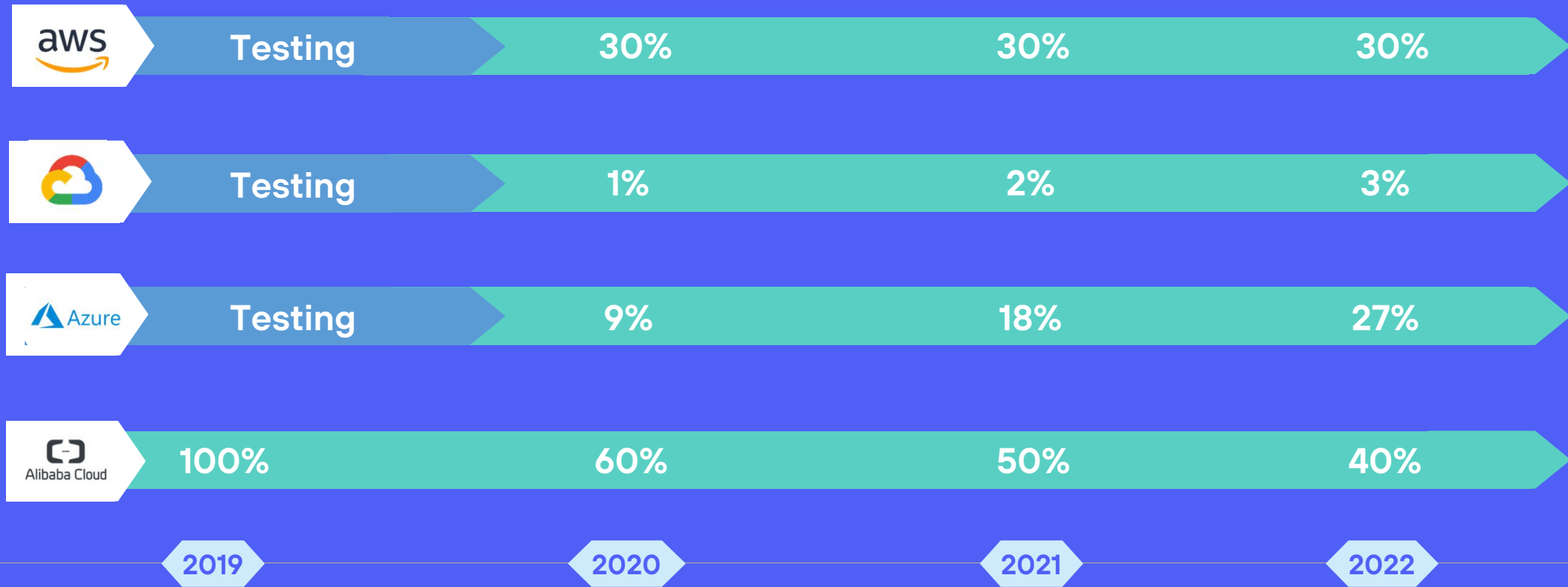
Built for a highly mobile and decentralised enterprise workforce

Global VSN distribution with IoT hubs to localise solutions.

ersonal use only



VSN deploys across all major global cloud providers.



Percentages (%) = Share of revenue

ersonal use only

VSN is a compelling value proposition to drive significant ROI.



Leading Fortune 100 Consumer Apparel Company

Problem	Solution	Client outcome
<ul style="list-style-type: none">• Very slow network - US and China• Insecure data communications• Unable to run streaming video campaigns• Unable to connect 100s of employees	<ul style="list-style-type: none">• Built a new network• VSN secured the edges of US and China• Enabled video streaming and high bandwidth data transfer	<ul style="list-style-type: none">• Increased traffic 20x• Onboarded 100s of employees in minutes• Secured customer and employee data• Secured all mobile data traffic from China to US• Reduced latency from 470ms to 180ms

World Bank Project

Problem	Solution	Client outcome
<ul style="list-style-type: none">• Secure clean water for 81 million people• Collect data at 100s of different locations• Lack of network coverage• Process data on the cloud data platform• Secure edge devices from hacking	<ul style="list-style-type: none">• Designed and built a new data network• Connected 100s of devices with 4G VSN• VSN secure connection to Cloud• Built new network management console	<ul style="list-style-type: none">• Rapid, securely connected new devices• Dramatic increase in scalability 100x• VSN secured the edge from hackers• Customer data and systems secured• Provided simple admin and management for all assets

Australian Financial Services

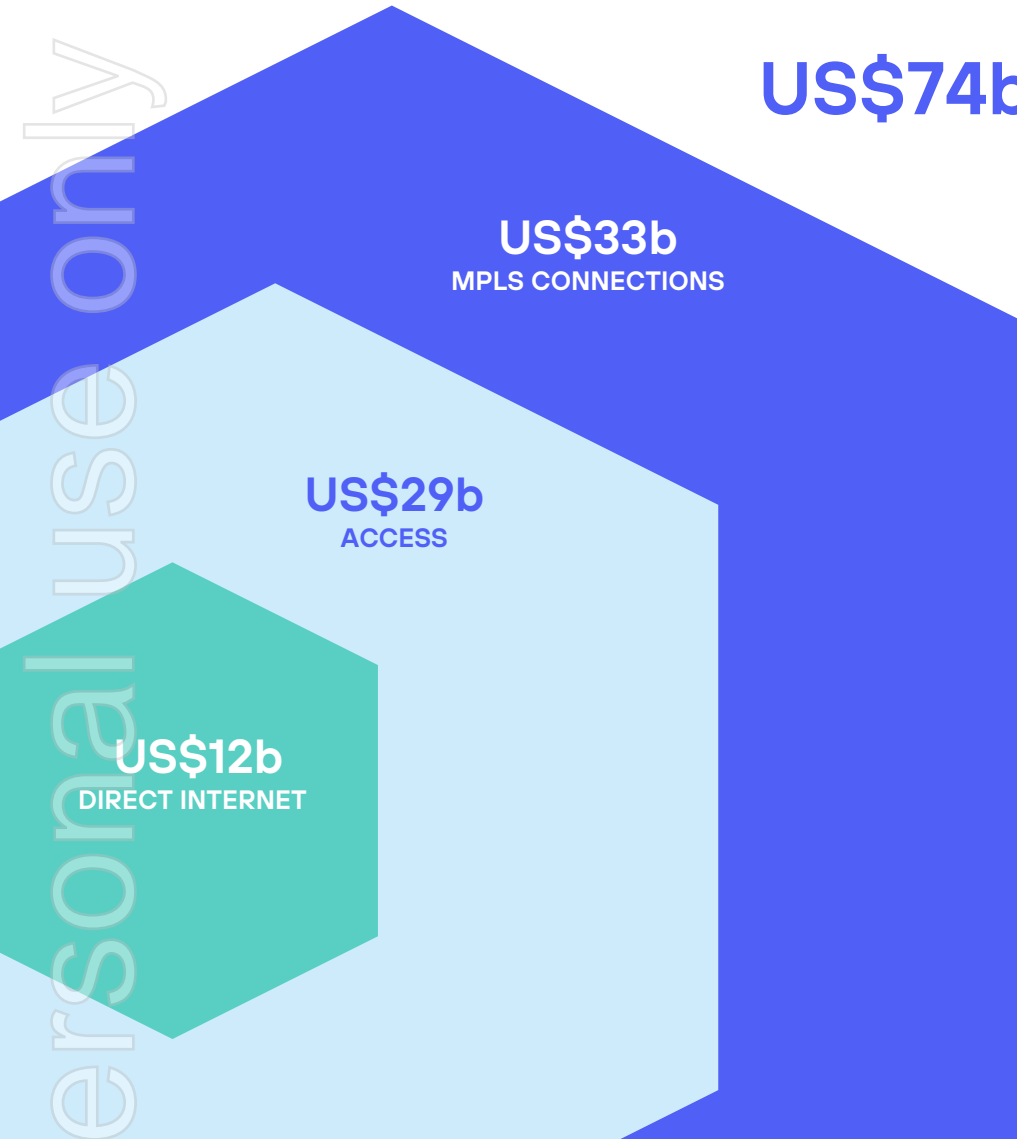
Problem	Solution	Client outcome
<ul style="list-style-type: none">• Customer data insecurely accessed• Remote working increased security issues• Un-patched and legacy systems a risk• Major business systems accessed over internet	<ul style="list-style-type: none">• Designed new secure network• Connected all remote users securely• Connected all partners securely• Provided new network management tools	<ul style="list-style-type: none">• Board able to report security compliance• Secured all customer data• Secured all business and partner data• Secured un-patched systems from hacking

Netlinkz targets an extensive and growing market.



$$\text{US\$74b} + \text{US\$1.6b} = \text{US\$75.6b}$$

SD-WAN 2020 TAM 2020



SD-WAN 2026
18x
MARKET in 2020

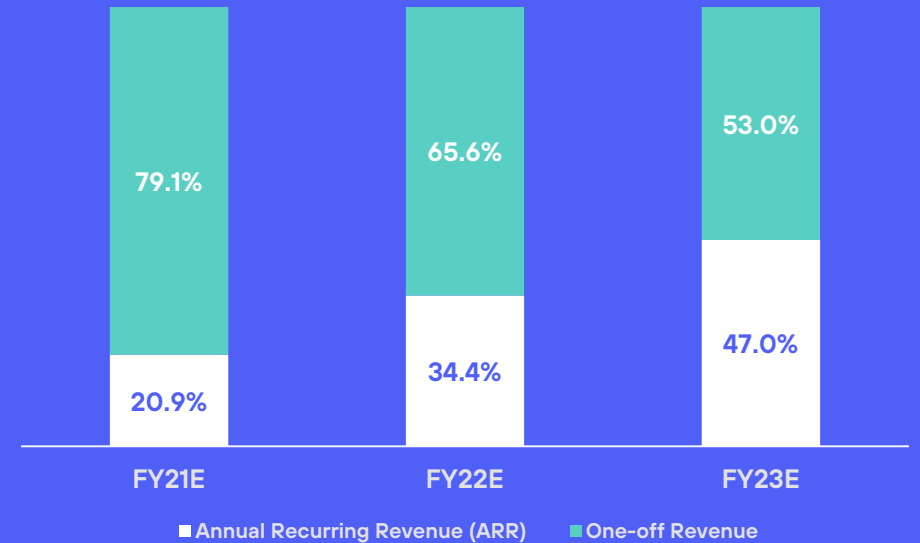
SD-WAN 2026
40%
of 2020 TAM

Netlinkz is a high-growth business with sticky clients and revenue.



	CY19	CY20	
Total revenue	A\$1.1m	A\$13.3m	+11x
Cash receipts	A\$0.6m	A\$16.1m	+25x
Revenue/employee	A\$0.18m	A\$0.31m	+69%
Enterprise clients	1	44	
Data throughput	400Mbps	100Gbps	+250x

~50%
Recurring revenue expected in ~3 years



The above reflects the Company's estimates and there is no certainty that they will be achieved.

A growing client base with a long-tenured revenue profile.



Enterprise clients worldwide (by number)



ersonal use only

Key revenue channels.



	Direct Sales	Resellers	Software Licensing
Profile:	<ul style="list-style-type: none"> • Conglomerates/ enterprises • Telcos • Cloud vendors 	<ul style="list-style-type: none"> • IT service companies • Systems integrators • Software bundlers 	<ul style="list-style-type: none"> • OEMs • JV partners • Trial clients
Initial Contract Term:	Multi-year rolling forward; turn-key	Ongoing; enterprises as direct clients of resellers, Resellers responsible for service	Perpetual unless terminated; usually jurisdiction exclusive
% of Revenue as Recurring:	20%-25%	~30% Inflating and scaling based on demand	100% As per the licensing arrangement
Client Retention:	Project based with 3 and 5 year recurring software licencing and support	Yearly recurring software licencing for the VSN plus maintenance and support	3 and 5 year recurring revenue contracts with software maintenance and support
Pricing:	Fixed upfront and ongoing as \$/device or \$/user	Fixed upfront and ongoing as \$/device or \$/user	Ongoing periodic fixed \$\$\$

ersonal use only

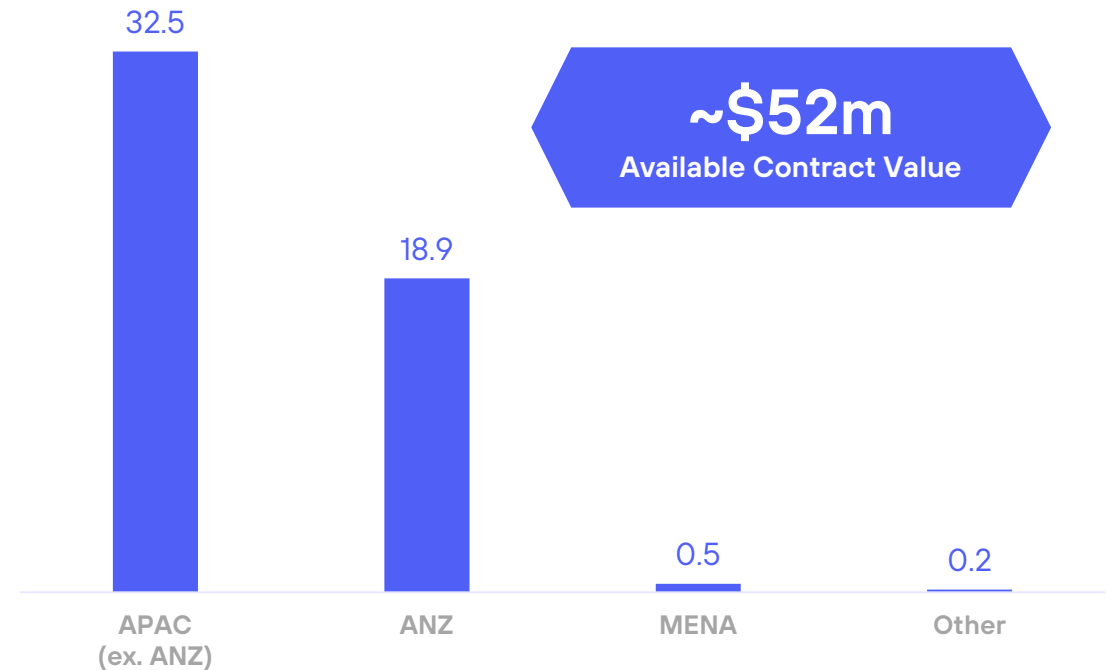
Near-term revenue analysis.



- APAC market consolidating and leading the growth
- European markets expected to ramp up as a result of the Uni Systems partnership
- Active conversations with global IT service providers to facilitate expansion
- Ongoing conversations with a few major global telcos to deploy VSN network wide

Available Contract Value (ACV) is calculated as the sum of contracted, advanced tendering and active pipeline of sales opportunities and does not take into account early discussions or potential targets. There is no certainty that the Company will be successful in winning any of the active tenders or sales opportunities.

ACV's regional split
A\$m



Global footprint and opportunity.



Europe

Netlinkz signed up Uni Systems, a highly credible Europe-listed reseller. Actively working on multiple large potential revenue generating opportunities.

ASIA

Netlinkz VSN was co-designed, tested and deployed initially here; bringing first revenue generating enterprise clients and completion of cloud deployment.

Americas

Existing Fortune 100 retail client. Netlinkz is targeting opportunities for strategic expansion through reseller and partnership model.

Middle East & North Africa

Active reseller strategy evaluating multiple project RFPA and large government clients.

Australia & New Zealand

ANZ headquartered and listed, houses executive team and provides strategic and operational support to the worldwide operation. Second largest revenue generating jurisdiction.

Industry investment activity.



Comparable	Notable Investors	Rationale	Valuation
		Juniper develops and markets networking products, including routers, switches, network management software, network security products, and software-defined networking technology.	\$8.4b 2021
		Barracuda understand that organizations want not only efficient and highly optimized SD-WANs, but also networks that are secure too. The company says that its technologies can help overcome traditional firewall limitations and provide next-generation cloud security for organizations transferring sensitive data over networks.	\$1.6b 2017
Meraki		Meraki is an IT solution-based services provider that allows companies and organizations to manage their mobile devices, computers and also ensure the security with high-end security cameras. It is currently owned by Cisco.	\$1.2b 2012
		Cato is one of the market leaders in what they call "SD-WAN 3.0" - or SD-WAN managed and operated in the cloud. The company specializes in the cloud deployment of SD-WAN and provides secure connectivity to both mobile users, cloud data centers, branch offices, and any other location where a stakeholder can access the internet.	\$1.0b 2020
		Viptela provides secure, overlay WAN technology for virtualization of the Wide Area Network (WAN). It allows global companies to build carrier agnostic, policy-controlled and cost-effective. It is currently owned by Cisco.	\$0.6b 2017
		Cradlepoint is a provider of network infrastructure and software-defined wireless WAN solutions for service providers and mobile enterprises. Its product portfolio includes router solutions and cloud management solutions to monitor manage endpoints in a distributed environment across networks from a single point.	\$1.1b 2020

ersonal use only

Netlinkz is an undervalued opportunity for investors.



Personal use only

1

Unique exposure to attractive tailwinds.

- Enterprise clients going mobile at fastest rate ever
- Cyberattack volume surged 48% in pandemic year
- 5G connections set to grow by >8x in next 5 years



2

High market acceptability of VSN.

- VSN deployed across all major global clouds
- Rapid growth in Netlinkz's client numbers
- Significant revenue uplift in last 12 months

Deployed:



43

New enterprise clients added in 12 months

3

Attractive entry valuation.

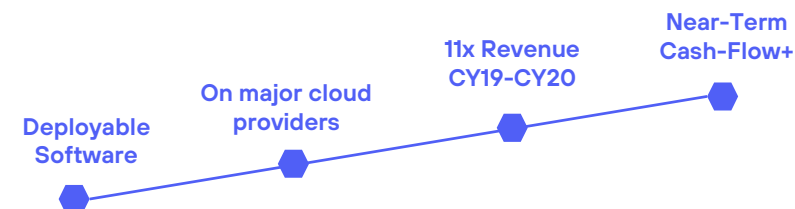
- Substantial upside through available Total Available Market (TAM)
- Vending into Asia-Pacific; the fastest growing market

~A\$52m
Available Contract Value

4

High growth; near term positive cash flow.

- One of the fastest growing ASX-listed NaaS businesses
- Rapidly building a network of resellers/partners
- Moving towards near-term operational cash flow positivity





Netlinkz

**We are building the future
infrastructure for data transmission.**

**Making networks
simple, fast and secure.**

James Tsiolis
CEO & Managing Director
jtsiolis@netlinkz.com

Pushkar Thakur
LoftusLane Capital Partners
pushkar@loftuslanecapital.com.au

SECURING THE FUTURE OF DATA TRANSMISSION



ersonal use only

Disclaimer



Forward looking statements and investment risks

This presentation (Presentation) may contain “forward-looking statements” and “forward-looking information”, including statements and forecasts. Often, but not always, forward-looking information can be identified by the use of words such as “plans”, “expects”, “is expected”, “is expecting”, “budget”, “outlook”, “scheduled”, “estimates”, “forecasts”, “intends”, “anticipates”, or “believes”, or variations (including negative variations) of such words and phrases, or state that certain actions, events or results “may”, “could”, “would”, “might”, or “will” be taken, occur or be achieved. Such information is based on assumptions and judgments of Netlinkz Limited (NET) directors and management regarding future events and results.

The purpose of forward-looking information is to provide the audience with information about NET’s expectations and plans. Readers are cautioned that forward-looking information involves known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of NET and/or its subsidiaries to be materially different from any future results, performance or achievements expressed or implied by the forward-looking information. Forward-looking information and statements are based on the reasonable assumptions, estimates, analysis and opinions of NET directors and management made in light of their experience and their perception of trends, current conditions and expected developments, as well as other factors that NET directors and management believe to be relevant and reasonable in the circumstances at the date such statements are made, but which may prove to be incorrect. NET believes that the assumptions and expectations reflected in such forward-looking statements and information are reasonable.

Readers are cautioned that the foregoing list is not exhaustive of all factors and assumptions which may have been used. NET does not undertake to update any forward-looking information or statements, except in accordance with applicable securities laws.

An investment in NET is subject to known and unknown risks, some of which are beyond the control of NET, including possible loss of income and principal invested. NET does not guarantee any particular return or the performance of NET, nor does it guarantee any particular tax treatment.

Not an offer

This Presentation is not a prospectus, product disclosure document or other offering document under Australian law (and will not be lodged with ASIC) or any other law. This Presentation is for information purposes only and should not be considered as, an offer, solicitation, inducement recommendation or an invitation to acquire securities in NET or any other financial products and neither this document nor any of its contents will form the basis of any contract or commitment.

This Presentation must not be disclosed to any other party and does not carry any right of publication. Neither this Presentation nor any of its contents may be reproduced or used for any purpose without the prior written consent of NET. In particular, this Presentation may not be distributed to any person in any country outside Australia except to the extent permitted under applicable laws.

The release, publication or distribution of this Presentation (including an electronic copy) outside Australia may be restricted by law. If you come into possession of this Presentation, you should observe such restrictions and should seek your own advice on such restrictions. Any non-compliance with these restrictions may contravene applicable securities laws..

Not financial product advice

This Presentation is not financial product, investment advice or a recommendation to acquire NET securities and has been prepared without taking into account the objectives, financial situation or needs of individuals. Each recipient of this Presentation should make its own enquiries and investigations regarding all information in this Presentation including, but not limited to, the assumptions, uncertainty and contingencies which may affect future operations of NET and the impact that different future outcomes may have on NET. Before making an investment decision prospective investors should consider the appropriateness of the information having regard to their own objectives, financial situation and needs, and seek legal, taxation and financial advice appropriate to their jurisdiction and circumstances. NET is not licensed to provide financial product advice in respect of its securities or any other financial products.