Video Virtualization Engine™

Business Update
Linius Technologies Limited (ASX:LNU)

James Brennan, CEO
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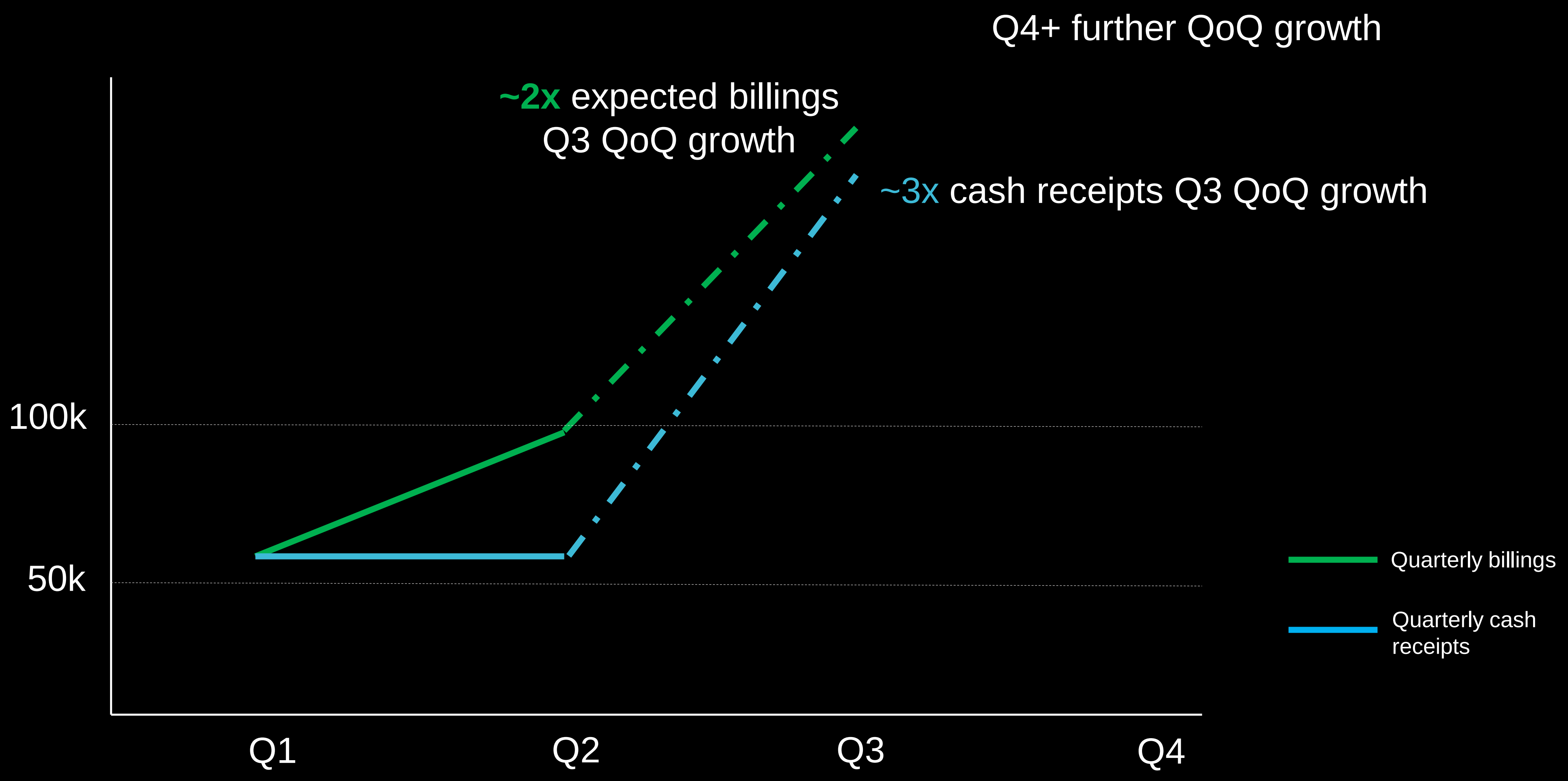
Update on Linius' Business

Video Virtualization Engine™

- Financial Review
- Pipeline and Commercial Update
- Recent Win – Inverleigh Media

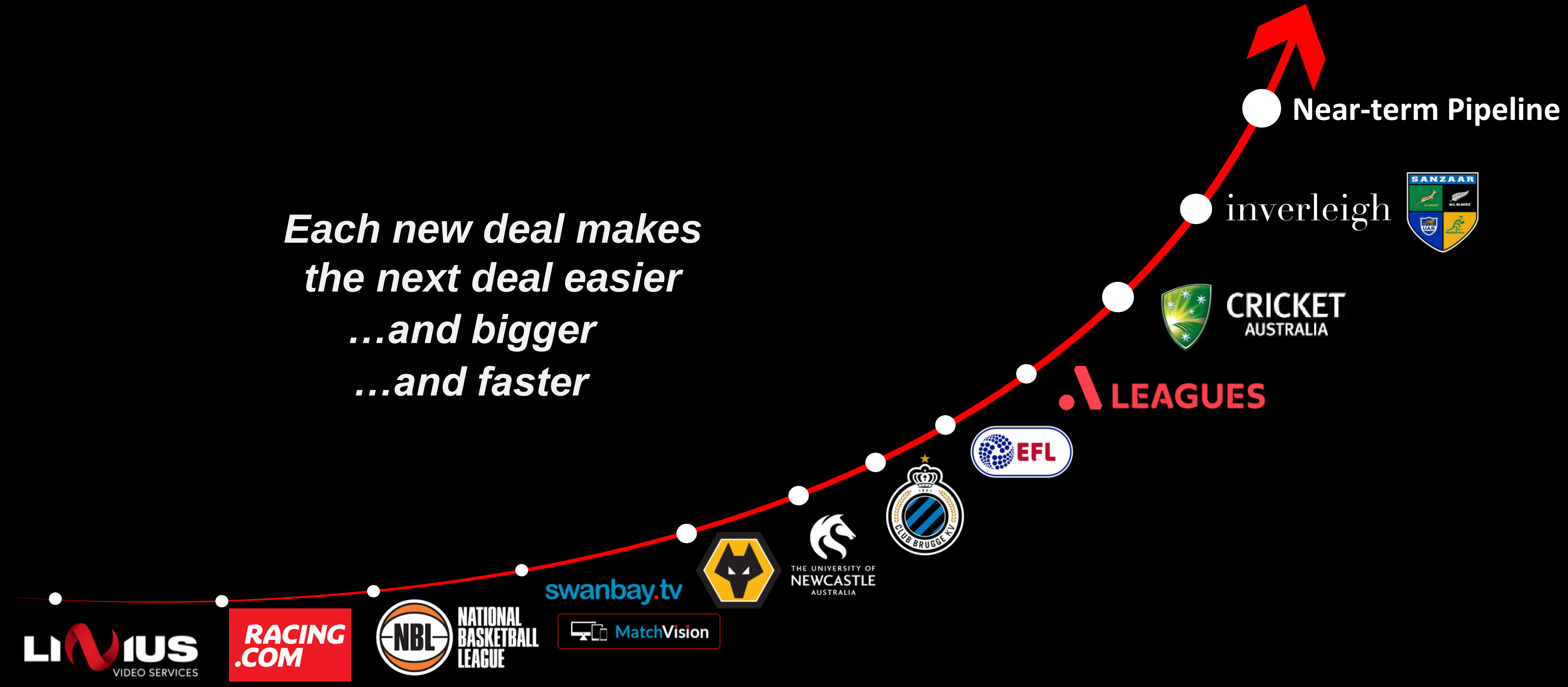
Significant Growth in Billing and Cash Receipts



Exponential growth curve

Video Virtualization Engine™

Each new deal makes the next deal easier
…and bigger
…and faster



The Path to Profitability – Growing MRR / ARR

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EXISTING

Australia/New Zealand

Significant market penetration

- Racing.com
- NBL
- A-Leagues
- Cricket Australia
- All Blacks/Wallabies/SANZAAR via Inverleigh

Europe

Good traction, hero deployments

- Wolves
- Brugge
- EFL

Other Regions

Solid pipeline & leads

PIPELINE

Hot

- Inverleigh additional archives
- Cricket Aus revenue share
- Cricket Aus additional use cases
- Expansion @ A-Leagues
- Expansion @ Racing.com
- Wolves/Brugge/NBL enhanced deployments
- **1** Whale
- **4** large opportunities

- Convert **4 more** Warm opportunities to Hot

Warm

- 25+ Opportunities
- Includes 2 more Whales

- 75+ Leads

Campaign

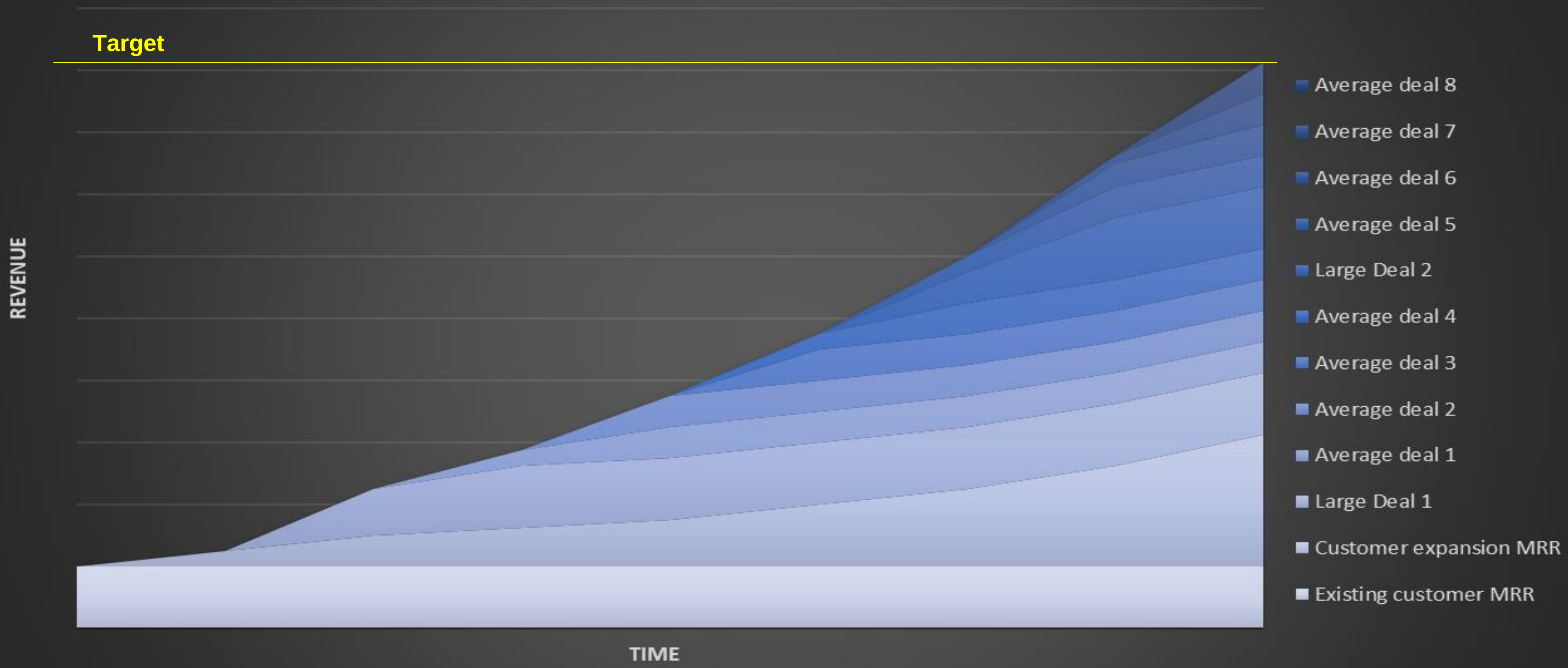
- 5,000+ emails
- 2,500+ LinkedIn
- 50+ leagues
- 300+ teams
- 60+ broadcasters
- 500+ US colleges
- 25+ College Divisions

Break Even

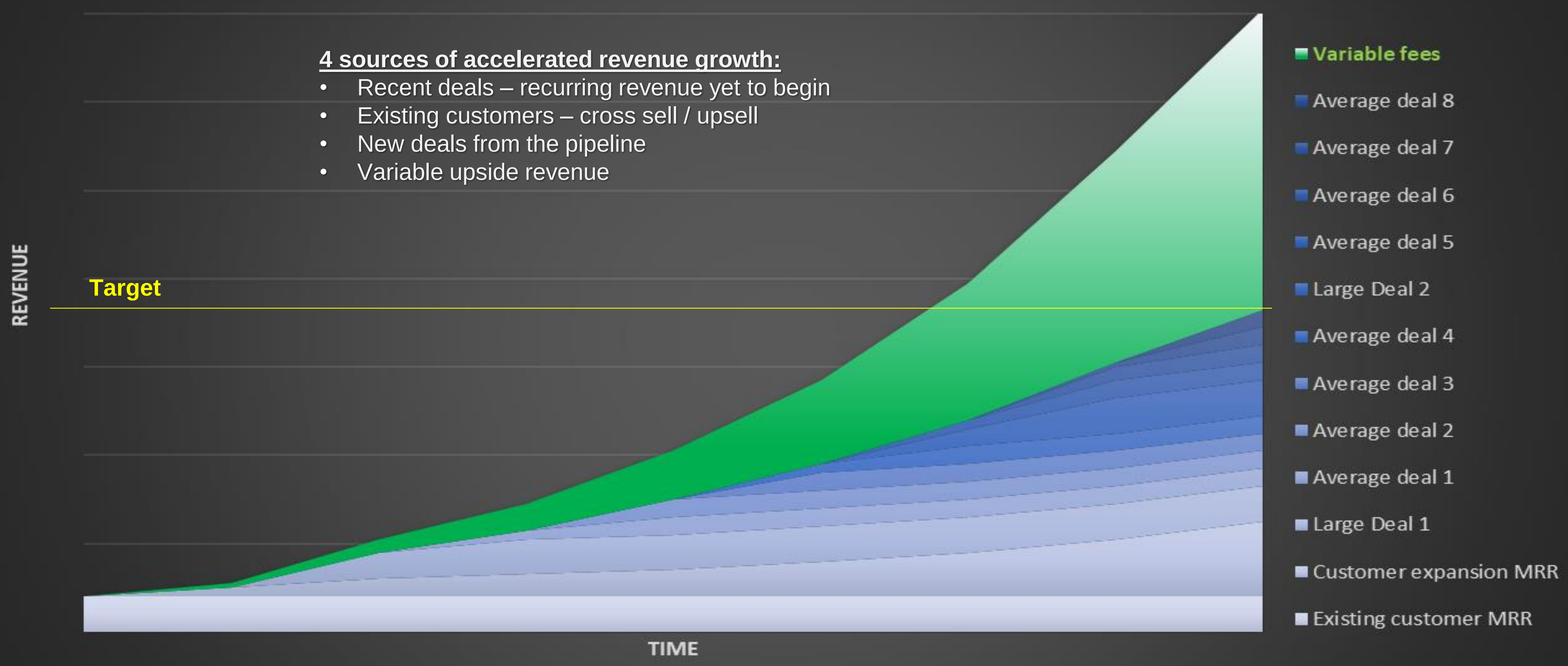
Growing Monthly Recurring Revenue (MRR) + setup + variable

SaaS ARR Model Generates Exponential Growth

Video Virtualization Engine™



Variable Revenue Further Accelerates Growth



Latest News

Deal Details: Inverleigh Media

LINIUS
Video Virtualization Engine™

inverleigh

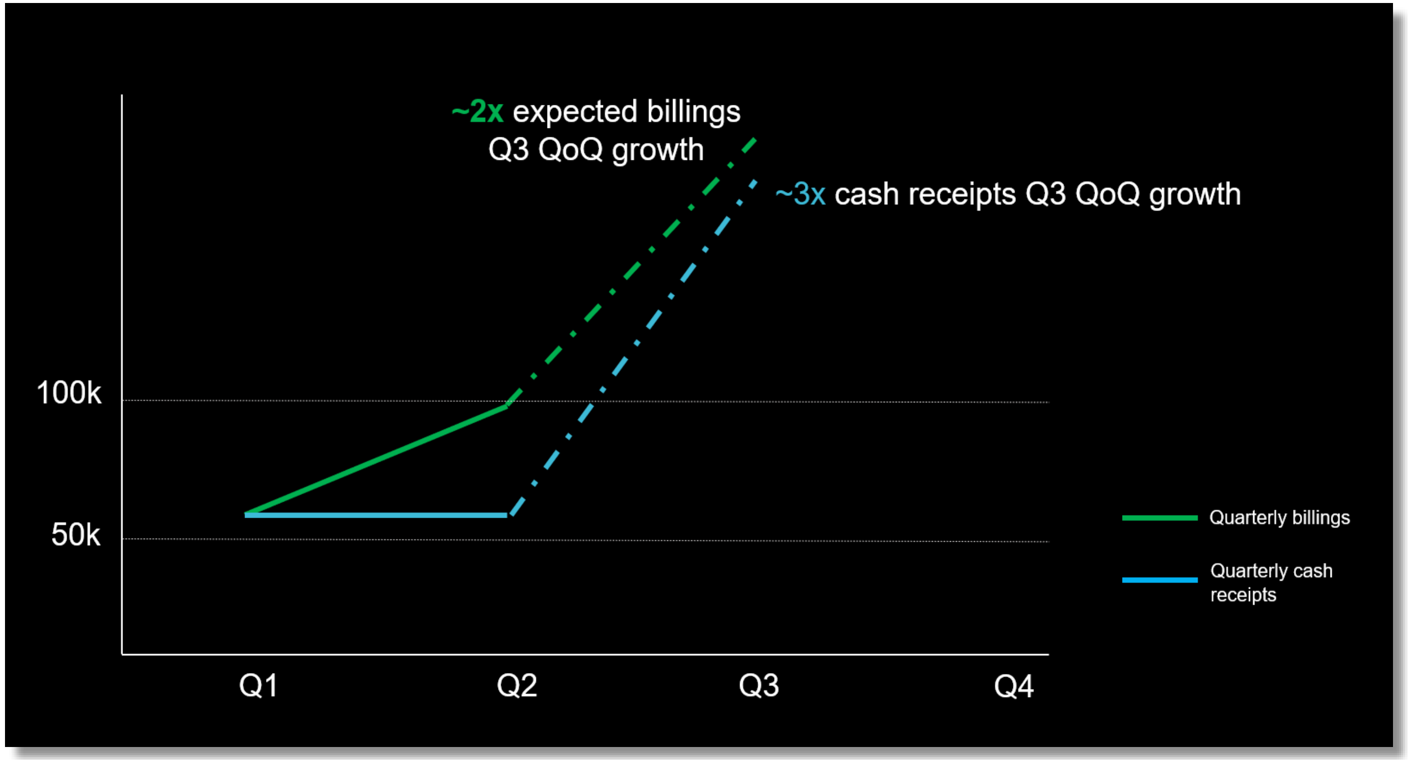
SANZAAR

- End-to-end media company
- 10+ Federation/league customers, 600+ Broadcast customers, 30k hours of video archive, Whitelabel and D2C OTT platforms
- Whizzard & LVS embedded as core capability within ENGINE
- Initial deal for SANZAAR Archive
- Contract includes standard model for each additional customer archive which includes setup fees, monthly license fees, and variable usage fees
  - One additional federation is well advanced in sales cycle
  - Multiple others already in discussion or targeted
- Future deployment of fan engagement solutions also covered in the contract

Recap

Video Virtualization Engine™

- **Rapidly improving financial performance**
- **New wins**
- **Strong Pipeline**
- **On a path to profitability**
- **More to come soon!**



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