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# Market Announcement

## Netlinkz Limited enters Global Reseller Agreement with SpaceX

### Highlights

- Netlinkz has been appointed a global reseller of the Starlink satellite based highspeed, low latency broadband internet to enterprises, government, and non-government organisations
- The Virtual Secure Network (VSN) will be bundled with the Starlink internet service to existing and new customers to enhance user experience, security, and network capability
- Netlinkz will be initially targeting connections for remote and rural communities and businesses in Australia and New Zealand to provide secure online services including health, education, and financial services. Netlinkz will expand distribution to countries where it has existing enterprise customers and partners
- Bundled mobile satellite-based internet will also be sold by Netlinkz to the mining and transport industries, boating and marine, and for recreational vehicles

### Announcement

Netlinkz Limited (ASX:NET) (**Netlinkz** or **Company**) announces that it has entered into an agreement with Space Exploration Technology Corp. (**SpaceX**) for Netlinkz to be a non-exclusive global reseller of the Starlink satellite based high-speed, low-latency broadband internet. There is no minimum term of the agreement. With satellites positioned in low-Earth orbit at an altitude of 550 km (over 65 times closer than conventional geostationary satellites) Starlink achieves significantly lower latency and higher transmission speeds for its end users.

The agreement with Starlink creates a direct channel to market for the Company's proprietary network solution called the Virtual Secure Network (**VSN**). By bundling the VSN with Starlink, end users are provided with a fully encrypted invisible private network for all devices connected to the network that access the internet. This will provide enterprises, governments, rural and indigenous communities with enhanced security as protection against growing cybercrime without compromising the network performance.

Netlinkz is targeting sales to rural and remote businesses offering a bundled service that provides access to reliable fast and secure internet in rural and remote areas. The Starlink internet will also be available through Netlinkz to provide secure satellite internet access for boats, marine craft,

recreational vehicles, remote mining sites, and caravans so their users can connect from anywhere in Australia and New Zealand including the waters surrounding Australia.

Netlinkz's wholly owned ISP subsidiary Southcloud, will sell the bundled services to its existing business customers in regional and rural communities in the Southern Highlands where enterprise grade fast broadband services are limited or not available.

Sale of the bundled service will start mid December 2022 for Australia and New Zealand, with other markets to follow in late 2023 via Netlinkz's distribution network that has been developed over the last three years. These countries include Philippines, Malaysia, Indonesia, Qatar, Singapore, Japan, Pacific Islands, Africa, and Pakistan.

The Company is fully funded to commence a December 2022 rollout, with revenue commencing in January 2023. The Company will generate revenue streams from hardware sales, service, and licensing fees.

SpaceX Vice President of Starlink Sales Jonathan Hofeller said "Starlink provides a powerful and reliable connectivity solution, allowing for remote operations on land and at sea to be managed more efficiently. We look forward to offering this new dimension of connectivity to Netlinkz's customers."

Netlinkz CEO, James Tsiolis, commented: "The SpaceX Starlink distribution agreement enables Netlinkz to implement its sales strategy faster with a significantly larger footprint. Starlink internet services will allow Netlinkz to integrate its own invisible private networks product -VSN, with Starlink's advance satellite technology to bypass barriers posed by traditional, outdated and often limited telecommunication infrastructures."

This announcement has been approved by the Board of Netlinkz Limited.

James Tsiolis  
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