

## Netlinkz Limited (ASX:NET)

ASX Announcement/Press Release

13 June 2023

## PT&T Philippines is the latest major telecoms group to join Netlinkz's expanding partnership list

### Investment highlights

- Netlinkz signs a strategic partnership with major telecommunications company PT&T Corp (PT&T), based in the Philippines.
- PT&T is using Netlinkz's product offerings to revolutionise connectivity and accelerate digital transformation across its various customer sectors.
- SMEs operating in remote regions of the Philippines will be able to leverage Starlink's satellite internet, and overcome geographical barriers impacting connectivity.
- The PT&T/Netlinkz partnership will enable marine industry stakeholders to leverage the power of reliable and high-speed connectivity.

**Netlinkz Limited (ASX:NET) ("Netlinkz" or "the Company")**, a leading provider of secure, scalable networking solutions and Starlink, is pleased to announce the signing of a strategic partnership with major Southeast Asian telecommunications company PT&T Corp ("PT&T"), based in the Philippines.

### PT&T sees multiple advantages in Netlinkz's product offerings

PT&T has joined with Netlinkz in a quest to revolutionise connectivity and accelerate digital transformation across its various customer sectors, in the process maintaining PT&T's position as one of the leading telecommunications providers in the Philippines. In protecting this competitive position, PT&T understands the critical role of reliable and secure networking solutions in advancing digital initiatives. By partnering with Netlinkz-Starlink, PT&T aims to enhance its capabilities, drive innovation, and solidify its position as a technology leader in the country.

The partnership will bring significant benefits to the Philippine islands, addressing the challenges of reliable connectivity that are often encountered in the region. By utilising the combined strengths of Netlinkz, Starlink, and PT&T, the partnership will bridge the connectivity gap, empowering the islands with robust networking solutions. This strategic alliance will facilitate seamless communication, enable access to essential services, and support economic development and growth.

For SMEs operating in remote regions of the Philippines, this partnership will be a game changer. By leveraging Starlink's satellite internet, SMEs will be able to overcome geographical barriers and access reliable, high-speed connectivity. This collaboration will empower these businesses to expand their reach, enhance their competitiveness, and participate fully in the digital economy.

Through this partnership, marine industry stakeholders will have the opportunity to leverage reliable and high-speed connectivity, delivering seamless communication with onshore crews and facilitating real-time data transmission. As a result, marine industry enterprises will be able to optimize their operations, improve crew welfare, and enhance decision-making capabilities.

The Company is not able to determine the financial impact of this agreement for the purposes of materiality as at the date of this announcement.

**Netlinkz Managing Director James Tsiolis said:** *"The signing of the partnership agreement with PT&T Corp is further proof that Netlinkz has the product and service offerings capable of delivering connectivity and digital transformation enhancements that benefit multiple users of telecommunication services. The continued growth now occurring in our stable of tier-1 clients is opening the door to a steady rise in Netlinkz's revenue base. Importantly, the PT&T partnership is not just about having the right product mix. The realization of this agreement can also be attributed to the skillset of our sales and marketing team. Thanks to their efforts we continue to convert opportunities in our sales pipeline. This at a time when our addressable markets both in Australia and overseas are experiencing ongoing growth."*

**James Velasquez President and CEO PT&T Corp said:** *"We are thrilled to introduce Starlink to the Philippines, providing a dependable internet solution for customers who require reliable connectivity. Through our partnership with Netlinkz, we can offer high-speed internet access to areas where traditional broadband services are limited or unavailable."*

This ASX announcement has been authorised by the Board of Netlinkz Limited (ASX:NET)

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### About Netlinkz Limited (ASX:NET)

Netlinkz Limited (ASX:NET) is a networking vendor with a vision to create secure personalised connections for every user. The Netlinkz Virtual Secure Network (VSN) solution is a Network-as-a Service (NaaS) proposition that is user-centric, creating a per-user private network that is available, secure and performance optimised, for authorised users regardless of their location.

Netlinkz VSN allows enterprises to embrace their new-normal by allowing IT departments to consistently enforce employee connectivity policies (compliance), simplifying operations (cost), improving security (business continuity), while directly correlating technology investment to user productivity (value).

The company offers a range of products across three broad categories:

- Secure Internet, with Netlinkz VSN transforming Starlink technology into a business grade service providing secure high-speed internet and an invisible cloud network
- Network Security, which future proofs clients' business with Netlinkz's high-speed, secure cloud first private work solutions
- Secure CCTV and IoT, with Netlinkz VSN ensuring that all clients' video feeds and data from their CCTV and IoT systems are securely transferred, integrity checked and securely stored.

To learn more, please visit: <http://www.netlinkz.com>

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### About PT&T Corp

PT&T Corp has been one of the major telecommunications service providers in the Philippines since its founding in 1962. The company caters to corporates, small/medium business enterprises and residential segments across the country.

PT&T continues to specialise in adapting its services to the particular needs of its enterprise and institutional end-users. At present, PT&T's business activities are categorised into two major businesses: Connectivity and IT Services.

The Connectivity business is focused on providing broadband high-speed internet or dedicated internet access using fibre optic cables, with speeds reaching up to 1 Gbps. Wireless connectivity options are also available.

Apart from telecommunications, PT&T has a broader goal of becoming a digital services provider, on top of providing businesses with their internet requirements. Through its IT Services business, the company now provides a wide range of offerings under Infrastructure, Productivity, Cybersecurity, Resiliency, and Communication product segments.

To learn more about PT&T Corp, please click here: <https://ptt.com.ph/>

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