

30 MAY 2023



# Market Announcement

## Netlinkz Signs Partner Agreement with Spark New Zealand

### Highlights

- Netlinkz signs a partner agreement with Spark New Zealand Trading Limited, part of Spark NZ, New Zealand's largest telecommunication company.
- Spark has already made an initial order for Netlinkz fixed high-performance kits and is now undertaking trials.
- Netlinkz is now providing its Virtual Secure Network with the Starlink internet service to existing and new customers.

Netlinkz Limited (ASX:NET) (**Netlinkz** or **Company**) is pleased to advise that it has signed a partner agreement (**'agreement'**) with Spark New Zealand Trading Limited (**Spark**), part of Spark NZ, New Zealand's largest telecommunication company. Under the agreement, Netlinkz will provide enterprise-grade Starlink satellite broadband services to Spark's New Zealand business customers.

### Spark has already made an initial order

Spark has made an initial order for fixed high-performance kits and is already undertaking trials with some of its existing enterprise customers. Spark NZ is New Zealand's largest telecommunications and digital services company with a market capitalisation of over NZ\$9 billion. It provides mobile, broadband, and digital services to millions of New Zealanders and thousands of New Zealand businesses.

The agreement flows from a growth initiative Netlinkz detailed to the market back in late calendar 2022 (see ASX announcement, ['Netlinkz Limited enters Global Reseller Agreement with SpaceX'](#), dated 23 November 2022).

**James Tsiolis, Managing Director at Netlinkz, commented** *"We are encouraged by this new partnership agreement with New Zealand's number-1 telecom company Spark. The partnership is a core component of the strategy outlined in our ASX announcement of 23 November 2022. We look forward to working with Spark to bring the Netlinkz NaaS/Starlink technology to the telco's New Zealand business customers."*

**Tessa Tierney, Product Director at Spark, says,** *"We are excited to begin this trial alongside Netlinkz to explore how we can use Starlink satellite broadband technology to improve remote connectivity and provide additional resilience for New Zealand businesses, and look forward to the learnings which will inform our approach when we offer the product more broadly later this year."*

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.

ENDS

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

For further information, please contact:

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**About Netlinkz**

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: [www.netlinkz.com/](http://www.netlinkz.com/)

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