



# 2017 ANNUAL GENERAL MEETING

## Forward-looking Statements

This presentation may include forward-looking statements about our financial results, guidance and business prospects that may involve risks and uncertainties, many of which are outside the control of United Networks Limited. Readers are cautioned not to place undue reliance on forward-looking statements, which speak only as of the date that they are made and which reflect management's current estimates, projections, expectations or beliefs and which involve risks and uncertainties that could cause actual results and outcomes to be materially different. Risks and uncertainties that may affect the future results of the company include, but are not limited to, adverse decisions by Governments and telecommunications regulators, changes in the competitive environment and billing policies, lawsuits, loss of contracts and unexpected growth in costs and expenses. The statements being made in this presentation do not constitute an offer to sell, or solicitation of an offer to buy, any securities of United Networks Limited. No representation, warranty or assurance (express or implied) is given or made in relation to any forward-looking statement by any person (including United Networks Limited). In particular, no representation, warranty or assurance (express or implied) is given in relation to any underlying assumption or that any forward-looking statement will be achieved. Actual future events may vary materially from the forward-looking statements and the assumptions on which the forward-looking statements are based. Given these uncertainties, readers are cautioned to not place undue reliance on such forward-looking statements. The information provided in this presentation is based on and should be read in conjunction with the 2017 Annual Report released to the ASX on 23 October 2017.

## Chairman's and CEO'S Address

My fellow shareholders, I would like to formally welcome you to the 2017 Annual General Meeting for United Networks Limited.

On behalf of the Directors of United Networks Limited, it is my pleasure to welcome you as a shareholder of United in the Company's inaugural year as a public company and AGM. This year has been about setting the foundations for United Networks. We are proud of the achievements we've made.

The first half of FY17 was focused on the IPO. In the second half of FY17 United Networks has been able to achieve a number of milestones. Whilst we have had some challenges along the way, we continue to grow the business and opportunities globally. The setbacks we have had are short term in nature and we anticipate will be overcome in the coming year.

One of the goals in FY17 for United was to establish a platform for international growth. This has been achieved. We are already seeing the benefits of that work in 1H FY18.

Management has worked hard to build out the Company's "Trust" platform to deliver, support and process our core solutions:

- Global Connectivity
- Duty of Care
- Live Messaging
- Value-added Services

Looking ahead, the Directors are excited about the potential for growth of the new and existing products and the new global partnerships. We are committed to delivering value to our shareholders and to continue to develop new technology.

We continue to evolve our product offering from a global connectivity provider to a complete Customer Engagement Ecosystem. In FY18 United will be rolling out highly competitive and disruptive products within our ecosystem to further enhance value.

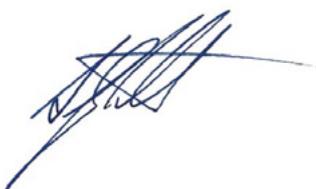
The value-added services will position us at the forefront of Customer Engagement Ecosystems and traveller management solutions, allowing partners to engage in real-time with their customers.

We expect FY2018 will be a successful implementation year, where we increase our global footprint and expand the active users through our established and new partner channels.

As previously noted in the Annual Report we have introduced the following new products and enhancements that are being integrated into the Trust platform in FY18:

- Proactive SOS Alerts
- Integrated Insurance Offerings
- Luggage Tracker

I would also like to take this opportunity to thank you, our shareholders, for your encouragement, support and ongoing commitment to United Networks Limited. Thanks also to all team members of United Networks Limited for their hard work during the period.



Anthony Ghattas  
Chairman  
23 November 2017

## CEO's Address – Nicholas Ghattas

Thank you for your time today and welcome.

We have achieved some significant milestones in FY17 including:

- Successfully launched 2 key global partners Chubb and American Express as well as expanded the offering into 3 countries Australia, New Zealand and Singapore;
- Developed out our advance pipeline of opportunities; and
- Developed significant enhancements to the Trust platform and the SOS alerts.

The company's focus for FY18 is to work closely with our key partners to expand the product globally and introduce new partners.

- I am pleased to advise that United Networks will be launching the SOS Alerts APP this month.
- We have agreed a rollout of this product with Chubb it will be offered in conjunction with the Wi-Fi solution as value add to customers. United will receive a fee for every activated user.
- We have also launched this week in conjunction with Covermore a triple data promotion that is aimed at driving the volume in the Global SIM business.

### ABOUT THE SOS ALERTS

United Networks SOS Alerts is a safety service that keep travellers informed and updated on significant events happening worldwide. With United SOS Alerts, you can be notified on events which may affect your safety or disrupt your travels. United SOS Premium allows you to respond to SOS Impact Zone alerts as well as keeping your nominated emergency contacts up to date on your safety status. SOS Alerts also provides pre-travel notifications.

- Assign Nominated Emergency Contacts
- Easily alert emergency contacts of your safety status
- Customise messages for your emergency contacts
- Stay in the loop with pre-travel notifications

The investment in the systems, new products and onboarding of key global strategic partners coupled with the decrease in volume from one key partner has increased the use of cash in the period. Whilst this is greater than we would have liked we believe the investment was necessary for United to execute on its strategy and capitalize on the new partner opportunities. We anticipate to become cash flow positive in 2H FY18.

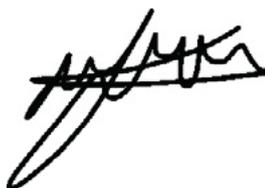
This investment has been rewarded with the acceptance and support of both our partners and end customers.

- The take up rate has increased from 6% of all customers to over 30% of customers since the Wi-Fi product was launched in May;
- Chubb have agreed to APAC wide rollout and are investigating other overseas markets as well as the rollout of new products; and
- Our partners have agreed to extend the offering to enhanced App based value added SOS Alerts and Insurance products. We are working with them to develop more product which we believe will continue to add to the value added revenues.

Over the coming year, we can expect to see more international partners and clients for the United offerings and more enhancements to the platform in the areas of on demand insurance products and payment management solutions.

As a team we are very focused on the revenue lines and cash position. As a growth business we understand it's important to start to see the revenue line grow and the cash position improve. These remains our most important goals over the next 12 months. We believe that the pipeline of opportunities will start to deliver on these objectives.

We have actioned approximately \$400,000 per annum in savings over the last month and have identified a further \$350,000 that will be actioned over the next 6 months. We anticipate that the next 12 months will see a significant increase in revenue and trading will become cash flow positive.

A handwritten signature in black ink, appearing to read 'Nicholas Ghattas', written over a horizontal line.

Nicholas Ghattas  
CEO  
23 November 2017