



CONNEXION™

Connexion Media Limited

Annual General Meeting

27 November 2015

Disclaimer

Connexion Media Limited (“Connexion”) is an Internet of Things (IoT) ASX listed company, revolutionising smart car technology for the automotive industry.

This document contains certain forward-looking statements that involve risks and uncertainties. Although we believe that the expectations reflected in the forward-looking statements are reasonable at this time, we can give no assurance that these expectations will prove to be correct.

Given these uncertainties, readers are cautioned not to place undue reliance on any forward-looking statements. Actual results could differ materially from those anticipated in these forward-looking statements due to many important factors, risk and uncertainties, future capital needs, general economic uncertainty and other risks detailed from time to time in the Company’s announcements to the ASX.

Corporate Overview

Connexion Media (ASX: CXZ) is an Internet of Things (IoT) ASX listed company, revolutionising smart car technology for the automotive industry

CXZ has developed two flagship Software as a Service (SaaS) products which deliver cutting edge technology to the automotive industry:

Flex

a cloud based, integrated management system providing high end telematics (fuel efficiencies, safety etc) to small fleet businesses to enable them to manage their entire fleet via a centralised control system

miRoamer

an internet radio and music infotainment service offering over 35,000 stations to consumers around the world

The Company has secured commercial agreements with leading automotive industry players to roll out its proprietary smart car technology across millions of vehicles in the coming years.

ASX: CONNEXION MARKET DATA (AS AT 23.11.2015)

Share price	\$0.19
Share on issue	84.6 million
Options on issue	84.6 million
Market Cap	\$16 million
52 Week High	\$0.32
52 Week Low	\$0.14

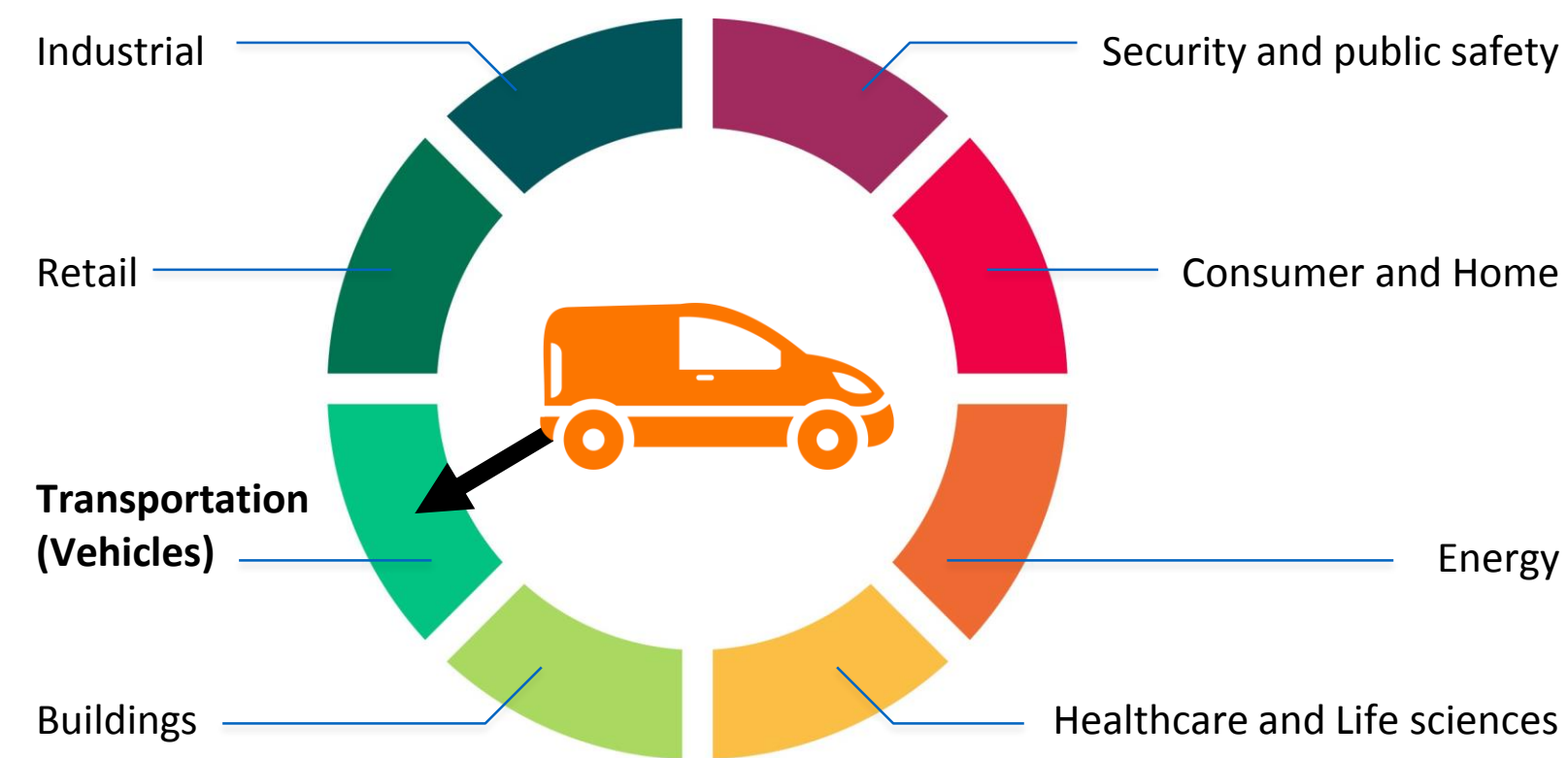
Investment proposition

- **Market leading technology** in the high growth automotive IoT space, with internet car services expected to be worth c\$35 billion by 2018
- Proprietary technology product portfolio with **strong commercial validation from leading global automaker partners**, including major US automaker and WEX Australia
- **Strong defensibility** with ownership of all intellectual property, infrastructure services and know-how
- Robust SaaS commercial model with **multiple revenue streams and significant scalability**
- **Transformational revenue growth**, estimated to reach in excess of \$20m in FY2017 and \$35m in FY2018 from existing blue-chip commercial partnerships
- **High activity near-term catalysts** to accelerate growth and expand internationally

Internet of Things – the automotive industry

The Internet of Things

Technology developments that connect devices over the internet, allowing everyday objects have network connectivity and inter-device communication.



Copyright: Connexion Media 2015

- **25 billion devices** all in all by 2020 (Gartner)
- Automotive shows **fastest growth rate – 95%** (Gartner)
- Car services estimated to be **\$35 billion by 2018** (SBD 2012)
- Embedded telematics is set for rapid growth to reach **600 million vehicles by 2025**
- 52% of cars will be internet connected by 2020; **100% of cars will be internet connected by 2025.**
- This represents **5% of all internet connected devices**, up from 0.1% currently (SBD 2012)

Flex attractive to largest segment of fleet market

- Over 450,000 fleets with over 6 million fleet vehicles currently in the US
- Includes “commercial non-fleet” small fleets with between 5 and 14 vehicles, typically owned and maintained by small businesses
- Highly fragmented in this lower end - with no IoT offering
- Flex will initially target the largest sector of the fleet market with its simplified fleet management system



Represents Flex US market opportunity only.

(Source: US Department of Transport)

Operational Update

- **Strong commercial progress for Flex and miRoamer technologies**
 - Key distribution contract for Flex with a US automaker giant
 - Post period, continued commercial contract momentum through WEX Australia – September 2015
 - miRoamer licensing deal with major South American automaker – April 2015
 - Over 10 commercial contracts & partnerships for miRoamer making it available in over 50 models of vehicles globally
 - Worldwide miRoamer distribution agreement with Ford for inclusion in its SYNC infotainment system

Operational Update

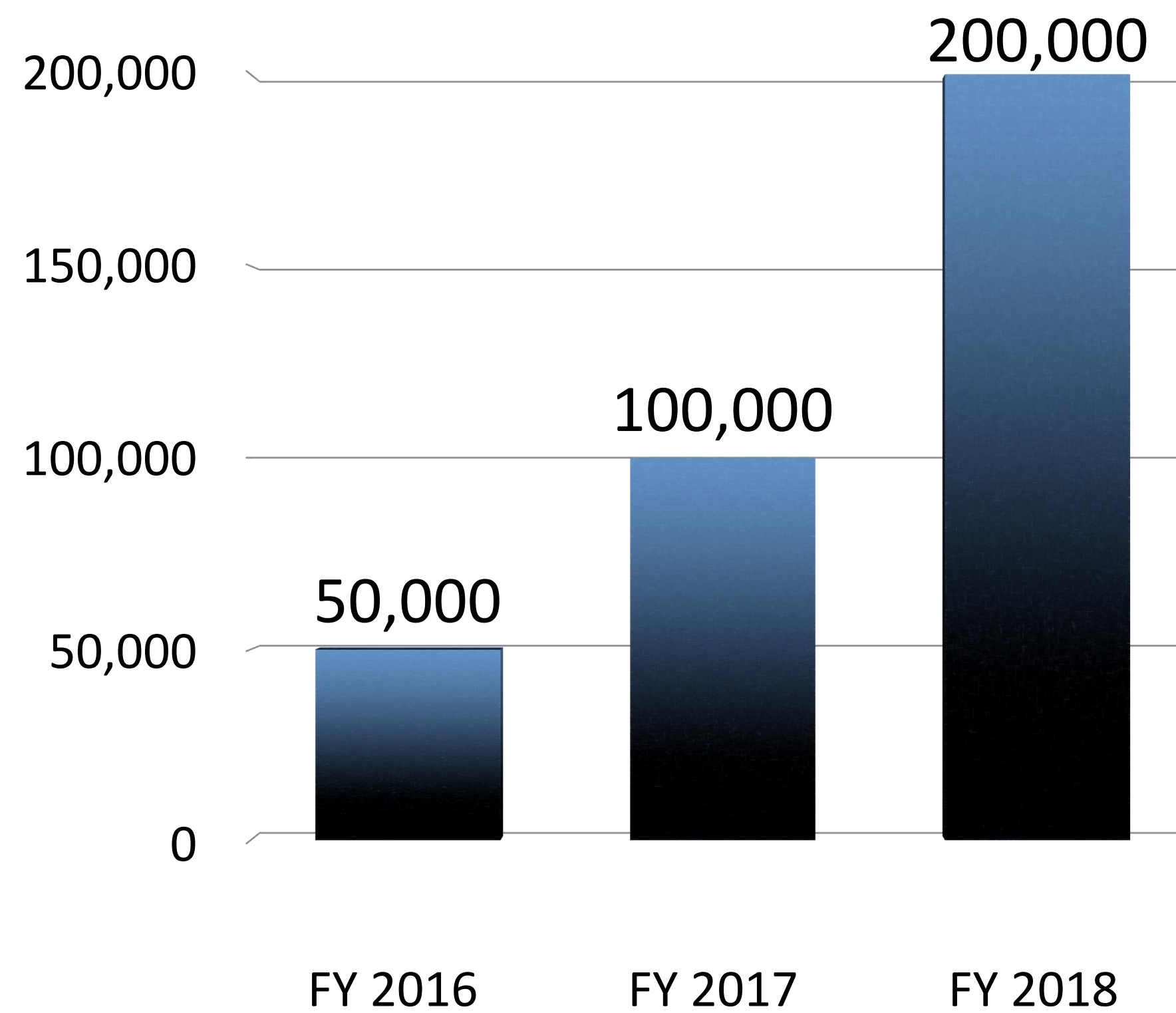
- **Completion of product development program and investment** for Flex including:
 - Capacity expansion increase from 25,000 vehicles to up to one million vehicles
 - Back end infrastructure and ongoing customer support teams in place
 - Launch of Android and iOS apps making Flex available to circa 96% of smart phone users globally
- **Flex is now positioned for rapid revenue acceleration** from existing customer contracts
- **New miRoamer cloud-based infrastructure and iOS app development is nearing completion**, positioning it as a next generation SaaS product
- **New US subsidiary & key appointment** to drive US penetration, ex General Motors executive appointed to head up US operations – July 2015
- **Anthill ‘Smart 100’ Award** for Flex & miRoamer technologies – May 2015

Financial Highlights

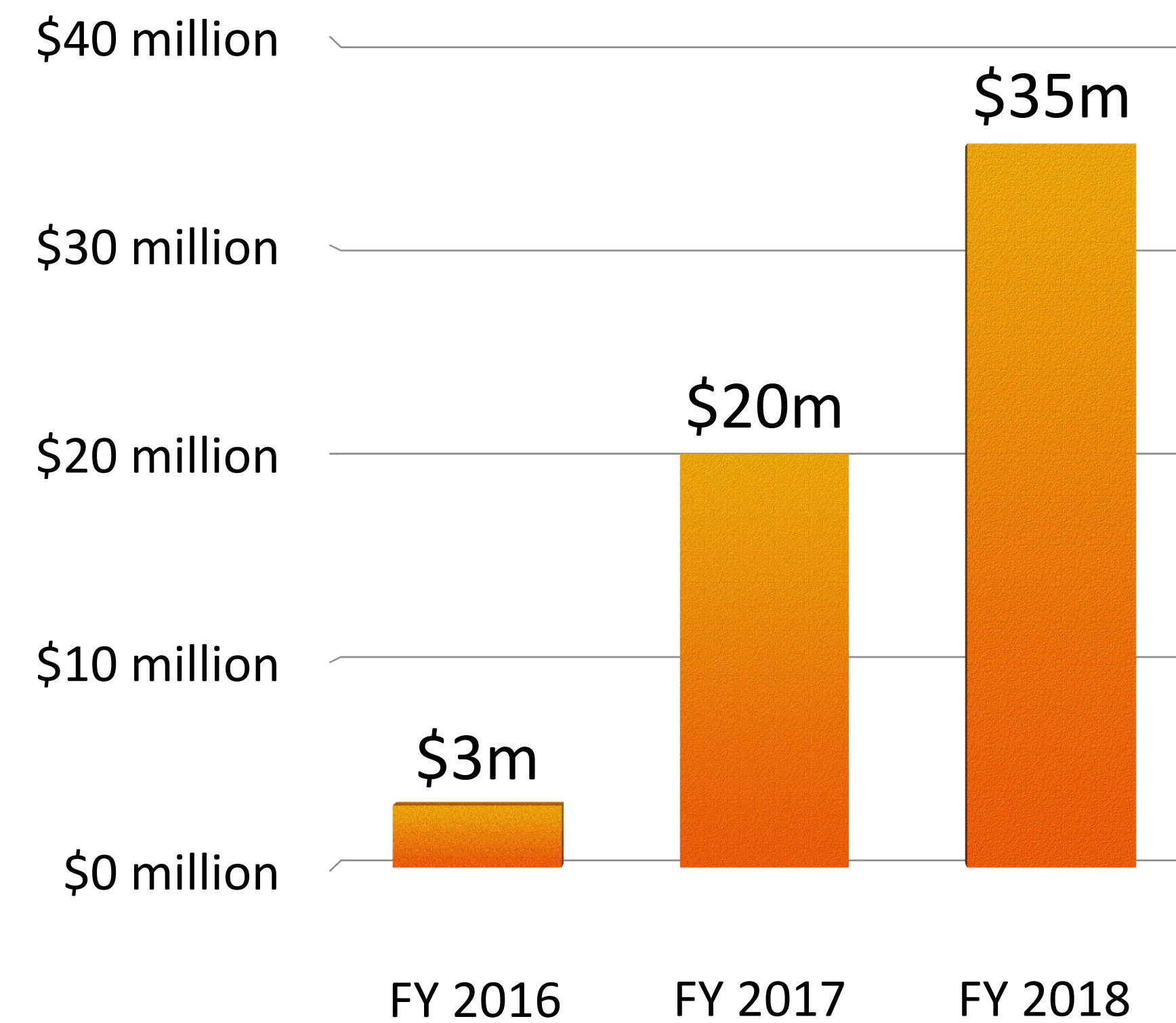
- **First product revenues** from Flex and miRoamer – in June 2015
- **Gross revenue increased by 95%** to \$119k in September quarter, generated from Australian & US customers
- **Well funded through:**
 - Oversubscribed issue of options raising over \$1.2 million – Mar and May 2015
 - Successful capital raise of \$2 million of convertible notes to domestic and international sophisticated and professional investors - Aug 2015
- **Receipt R&D refund** of \$0.72m – October 2015

Guidance

Projected subscribers

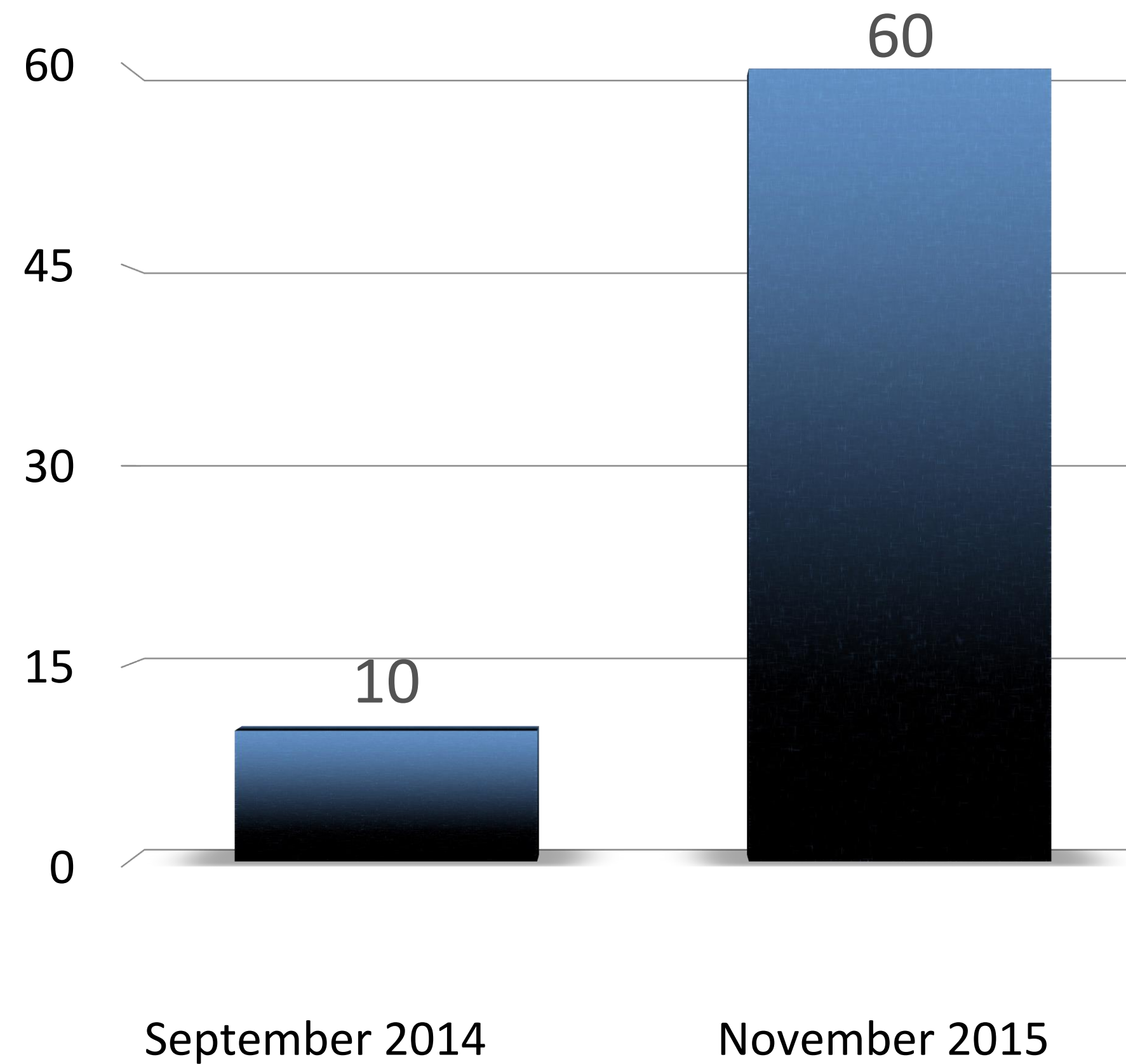


Revenue (AUD)

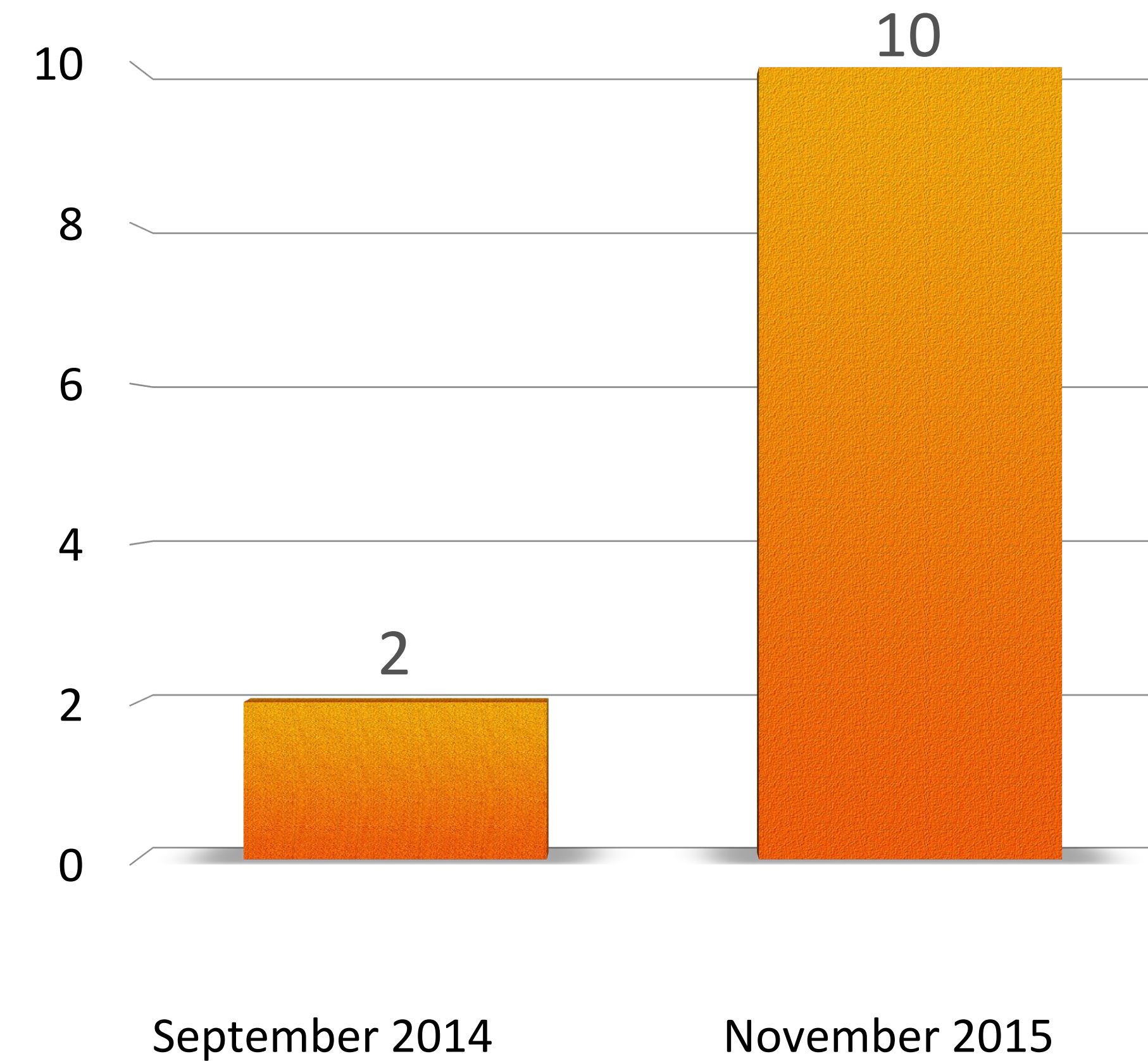


Continued growth

Growth in staff



Growth in automotive partners



Strong leadership team

Board



George Parthimos
Chief Executive Officer
 With over 20 years experience developing internet products and networks, George is the founder and CEO of Connexion and miRoamer.



John Conomos
Non-Executive Chairman
 Former Chairman and CEO of Toyota Australia. One of the most respected leaders in the Australian automotive industry.



Sean Habgood
Non-Executive Director
 20 years at Internode (acquired by iiNet ASX:IIN in 2011 for \$105m), with strong M&A and technology start-up experience.



Eric Jiang
Executive Director
 15 years' experience in the financial services sector, as a corporate consultant and advisor. Substantial listed company experience.



Ashley Kelly
Executive Director
 Over 20 years experience advising private and high-net worth individuals on ASX listed securities. Strong ASX listed company experience.

Senior Management Team



Junior Barrett
Executive Vice President, US
 Over 14 years of automotive experience at General Motors, identifying and collaborating with key partners to develop vehicle-centric applications.



Tasso Koutsovasilis
Sales & Operations Manager
 Tasso is a commercial sales pro for technical systems with a focus on improving business results.



Kate Thompson
Project Delivery Manager
 With over 14 years experience, Kate has worked in a variety of project roles within many organisations.



Graeme Robinson
Technology Manager
 Extensive experience in General Management, operations, software development, systems design and architecture.



George Karafotias
Finance & Company Secretary
 Qualified accountant. Extensive experience working with a number of ASX listed companies.

Global corporate footprint



Strong commercial validation from leading global automakers



Vehicles: 7.7 million
8.7%



Vehicles: 6.4 million
7.2%



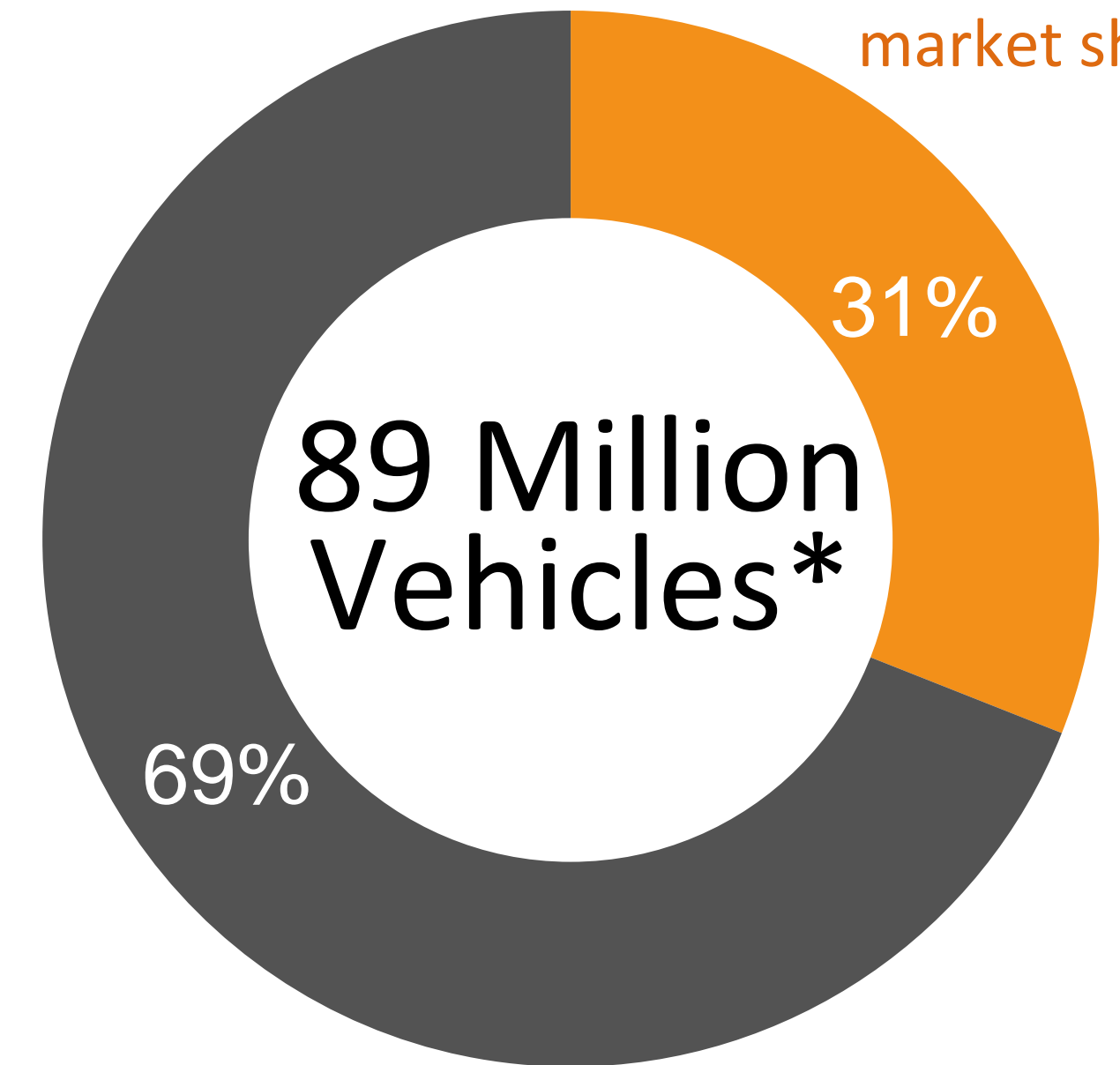
Vehicles: 6.7 million
7.5%



Vehicles: 1.1 million
1.3%

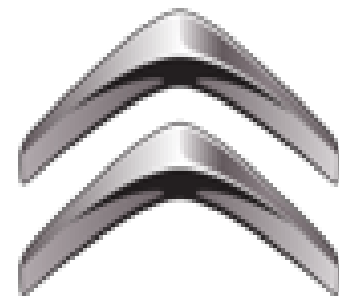


Partner
cumulative
market share



PEUGEOT

Vehicles: 1.9 million
2.1%



CITROËN

Vehicles: 1.2 million
1.4%



Mercedes-Benz

Vehicles: 2.1 million
2.4%



SEAT

Vehicles: 370,000
0.4%

Includes 2015 production estimates and market share
(Source: IHS 2015 production estimates)

* 2015 global vehicle production estimates
All numbers have been rounded

Multi-layered & focused growth strategy

Revenue growth

- Sign further channel partnerships with large automakers
 - Reseller model to reach subscribers
 - White labelling Flex with key distributors & automakers
- Distribution through direct sales & comprehensive marketing campaign

Continue transformation to mature operations

- Grow operational footprint in key geographies to support sales growth
 - Expand US and Melbourne operational teams
 - Establish a presence in Frankfurt, Germany
- Expand service delivery capabilities in Seattle US and Kochi India to provide ongoing operational and system support to customers
- Grow project delivery functions (project managers, QA teams)

Product development & expansion

- Continuous improvement of existing products, unlocking further value and opportunities
- Organic product development of new products
- Activate and commercial launch of data analytics product
- M&A and strategic partnerships for co-development of new products
- Innovative partnership programs to support start-ups in the connected car space

Highly Activity Newsflow pipeline

Highly active newsflow pipeline

- WEX Australia product launch in Dec 2015
- Completion of capacity expansion for Flex of 2015
- Product launch for Flex based service for US automaker giant in Dec 2015
- Product launch for miRoamer - via licensing deal with major South American automaker expected to millions of vehicles in South America from 2016
- Flex trials underway with 8 leading automakers globally in 2016
- Continued expansion of US and Melbourne operations in 2016
- Establish Frankfurt operations – to accelerate sales & development in Europe in 2016
- Activate and commercial launch Big Data Analytics service – new revenue stream in 2016

Outlook

- Strong revenue growth expected to continue from subscriptions in Australia, US & Europe
- First subscription revenues to commence following Flex-based product launches by WEX and major US automaker partner
- miRoamer licensing revenues to commence from South American partner
- Further partnership opportunities through ongoing Flex technology trials with eight new car manufacturers

Questions





For more information, please go to:

www.connexionltd.com

www.miroamer.com

www.flexvs.com

enquiries@connexionltd.com