

A hand is pointing at a digital interface that features a world map with network icons (people connected by lines) and various data visualizations like hexagons and bar charts. The background is a blurred image of a car's interior. On the left side, there are three diagonal stripes in orange, red, and orange.

# Connexion Media Limited

## ASX: CXZ

### Investor Presentation

Feb 2019





ASX: CXZ

SHARES ON ISSUE

842,165,112

ESCROWED SHARES

2,000,000

OPTIONS

10,175,789

MARKET CAPITALISATION

\$5.05M at 0.6cents/share\*

CASH BALANCE

\$760,783 at 30 September 2018

BORROWINGS

\$300,000 at 30 September 2018

\*Closing share price at 22 November 2018

# CORPORATE PROFILE

## SUBSTANTIAL SHAREHOLDERS

Equity Security Holders	Number of Shares	%IC
Citicorp Nominees Pty Ltd	180,748,388	21.46%
Zurich Bay Holdings Pty Ltd	62,960,960	7.48%
Rocsange Pty Ltd	28,588,942	3.39%
J F Byrnes Super Pty Ltd	24,635,528	3.02%
Mr Ching Khoon Tan	22,835,715	2.92%
Top 5 Shareholders	319,769,533	38.27%

## BOARD OF DIRECTORS AND MANAGEMENT

Mark Caruso	Executive Chairman
Robert Downey	Non-Executive Director
Aaryn Nania	Non-Executive Director
Peter Torre	Company Secretary
Guy Perkins	Chief Executive Officer



# CONNEXION™

Enabling the future of the automobile

## WHO WE ARE & WHAT WE DO

**CONNEXION SUPPLIES SOFTWARE PRODUCTS AND SERVICES TO WEB-CONNECTED VEHICLES.**

We currently offer products and services in three categories



**Telematics**



**Data analytics**



**Consulting**

Connexion Media is a technology company, listed on the Australian Securities Exchange, specialising in developing and commercialising software apps and services for the web-connected car market. Our headquarters are in Melbourne, Australia.




Our products and services are well positioned to take advantage of the future convergence of technologies in the automotive sector



Connexion has exclusive agreements with General Motors Corporation (GM) whereby it's technology solutions is built into all GM vehicles from factory

# PRODUCTS AND SERVICES

	<div> <div>CXZ</div> <div>TELEMATICS</div> </div>	<div> <div>CXZ</div> <div>ANALYTICS</div> </div>	<div> <div>CXZ</div> <div>CONSULTING</div> </div>
Our Products	<div> <div>CXZ</div> <div>TELEMATICS</div> </div>	<div> <div>Cloud based infrastructure</div> <div>Customized reporting</div> <div>Real time data &amp; data enrichment</div> </div>	<div> <div>Consulting for commercialisation of products and services through our strategic partnerships.</div> </div>
	<div> <div>Customised solutions</div> <div>  <div>COMMERCIAL LINK™</div> </div> <div>  </div> <div>  </div> </div>	<div> <div>Technology partners</div> <div>  </div> <div>  </div> <div>  </div> </div>	<div> <div>Innovation partnerships</div> <div>  </div> </div>

# CONNEXION™

Enabling the future of the automobile



GENERAL MOTORS

## CXZ TELEMATICS



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# TELEMATICS VALUE PROPOSITION

Connexion is the only GM supplier globally with solutions built into vehicles from factory

Our device agnostic solution allows for a hybrid of after-market, embedded and mobile apps

We provide end-to-end service and support, through our in-house development and operations teams

White-label or branded solutions available and already in market

OEM dealership consumer app development to improve post sale access to the customer to optimise commercial/customer service outcomes

Trusted by some of the biggest and most respected automakers and OEMs in the world

Global solution. Telecom agnostic

High-value low-cost solutions which are easy to implement and use

Highly scalable solution


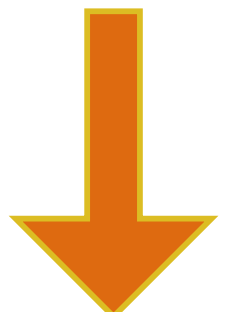
# FY2018 OVERVIEW AND ACHIEVEMENTS

- Corporate restructure and comprehensive review of overheads completed to bring expenditure in line with budgeted revenue
- Maintained above-budget growth of Commercial Link subscriptions in the USA, Canada and Mexico
- New Agreement announced on 29 August 2018 with GM for its Courtesy Transportation Program (“CTP”)
- CTP is currently on-budget and on-time to be delivered to GM OnTRAC customers
- CTP soft launch date is 1 December 2018 (on schedule) with full launch date to be completed 2 January 2019 (on schedule)
- Short term work order book is positive, with GM change orders received requesting additional features to Commercial Link, and also additional GM uses for Commercial Link and CTP
- Product development interest is strong from large automobile companies to lead and develop internal product assistance tracking programs – development of these to take place in Q1 2019


# 2018 FINANCIAL YEAR RESULTS (AUD)

CXZ TELEMATICS


 COMMERCIAL LINK™

<b>Revenue</b>		4% on	<b>R&amp;D Grant</b>		57% on
<b>\$1,105,485</b>		FY2017	<b>\$1,522,074</b>		FY2017

<b>Subscriptions</b>		38% on
<b>2,681</b>		FY2017

<b>Total Operation Expense</b>		217% on
<b>\$2,191,068</b>		FY2017



<b>Net Profit After Tax</b>		1,304% on
<b>\$329,763</b>		FY2017

<b>Subscriptions</b>		34% on
<b>125</b>		FY2017






Enables customer convenience for:

- Courtesy vehicles (service loan cars)
- Test driving the latest GM vehicles
- Rental vehicles

GM Pays dealer per demonstrator vehicle for time & mileage use by qualified customers

CTP will be promoted by GM under “OnTRAC” banner

# COURTESY TRANSPORTATION PROGRAM

  
CHEVROLET

HOMETOWN CHEVROLET

- Dashboard
- Available Vehicles
- On Loan Vehicles
- Expiring Vehicles
- Recall Vehicles
- Repair Vehicles
- OUT Vehicles
- Staff access
- Reports
- Admin Reports

Hometown Admin

SearchBy VIN or Stock#

CONTACT SUPPORTHometown ChevroletBAC: 999999

Dashboard

17Units in service

50 max10 min

1Units under recall

1Units needing repairs

4Out on loan

11Available to loan/rent

	MY17	MY18	MY19	TOTAL
IN-SERVICE	0	2	15	17
RETIRED NOT D2	0	6	1	7
SOLD NOT REPORTED OUT	0	1	0	1

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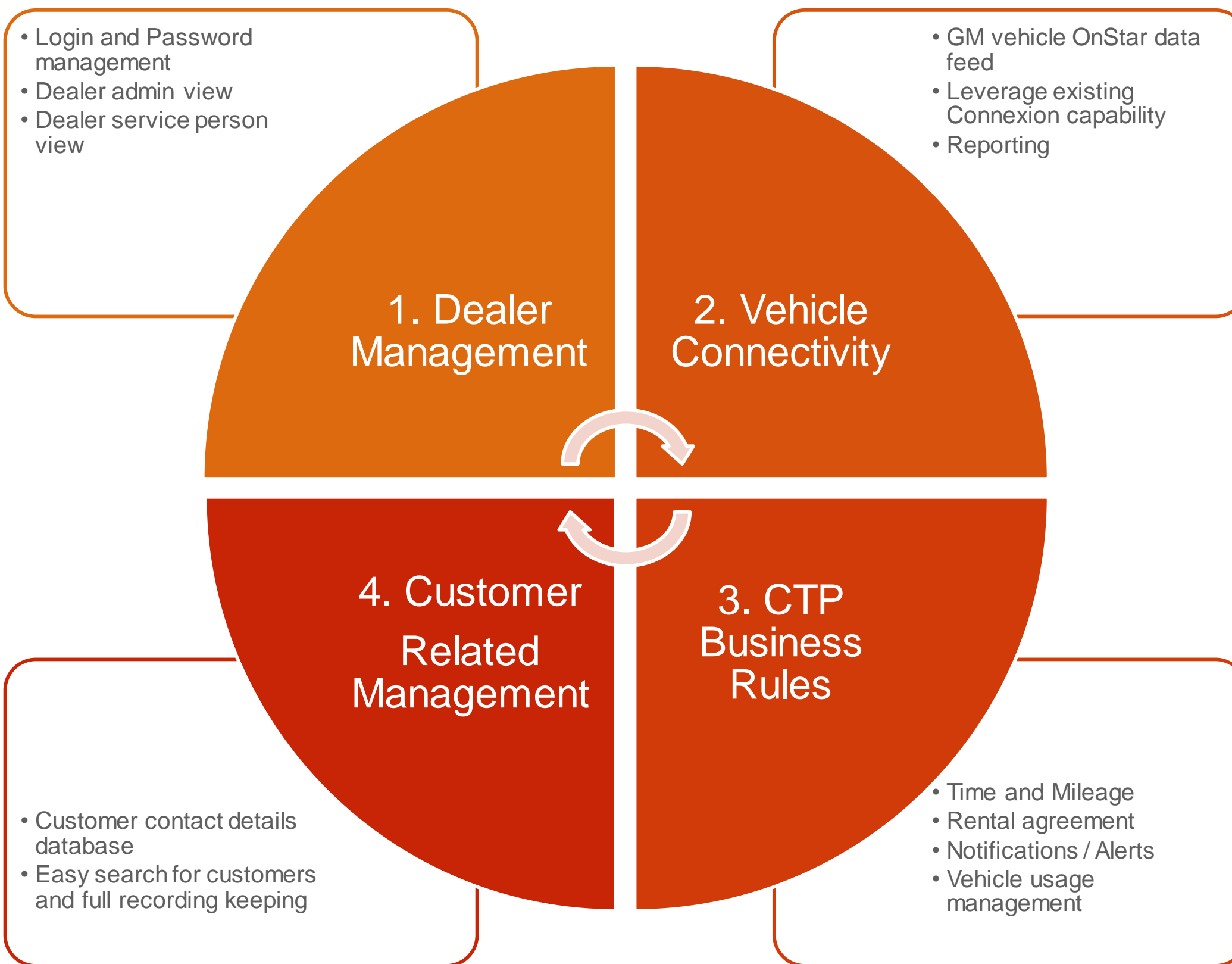
# CONNEXION™

Enabling the future of the automobile



## COURTESY TRANSPORTATION PROGRAM

- Enables 3,441 dealers to meet GM audit requirements
- Removes dealer need to manually check vehicle odometer and fuel
- Allows dealers to better focus on their core sales function
- Designed, built, supplied and operated by Connexion



**CHEVROLET**

HOMETOWN CHEVROLET

Dashboard

Available Vehicles

On Loan Vehicles

Expiring Vehicles

Recall Vehicles

Repair Vehicles

OUT Vehicles

Staff access

Reports

Admin Reports

Available Vehicles Assigned to Hometown Chevrolet (11)

CHOOSE FILTER Filter by... CLEAR

VIN	STOCK #	YEAR	MAKE	MODEL	ODO	QUAL. MILES	DAYS IN SERVICE	FUEL	ONSTAR STATUS
...J1101479	85223	2018	Chevrolet	Silverado Double Cab	3,454	3,262	124 days	99%	In Service <a href="#">LOAN/RENT</a>
...K6111152	85507	2019	Chevrolet	Equinox AWD	3,071	2,983	121 days	92%	In Service <a href="#">LOAN/RENT</a>
...J1110188	85204	2018	Chevrolet	Silverado Double Cab	5,745	3,011	110 days	84%	In Service <a href="#">LOAN/RENT</a>
...KS507553	85719	2019	Chevrolet	Equinox	524	498	109 days	91%	In Service <a href="#">LOAN/RENT</a>
...K6119171	85722	2019	Chevrolet	Equinox	2,223	11	107 days	95%	In Service <a href="#">LOAN/RENT</a>
...K1114039	85781	2019	Chevrolet	Colorado Crew Cab	668	77	100 days	90%	In Service <a href="#">LOAN/RENT</a>
...K1114676	85780	2019	Chevrolet	Colorado Crew Cab	503	483	100 days	87%	In Service <a href="#">LOAN/RENT</a>
...K1102334	85761	2019	Chevrolet	Colorado Crew Cab	1,022	997	100 days	98%	In Service <a href="#">LOAN/RENT</a>
...K1107896	85760	2019	Chevrolet	Colorado Crew Cab	3,089	543	100 days	96%	In Service <a href="#">LOAN/RENT</a>
...K6131358	85819	2019	Chevrolet	Equinox AWD	3,085	8	99 days	95%	In Service <a href="#">LOAN/RENT</a>
...KL104154	85491	2019	Chevrolet	Equinox	2,792	1,323	88 days	55%	In Service <a href="#">LOAN/RENT</a>
VIN	Stock #	Year	Make	Model	Odo	Qual. Miles	Days in service	Fuel	OnStar Status

↓ CSV ↓ PDF

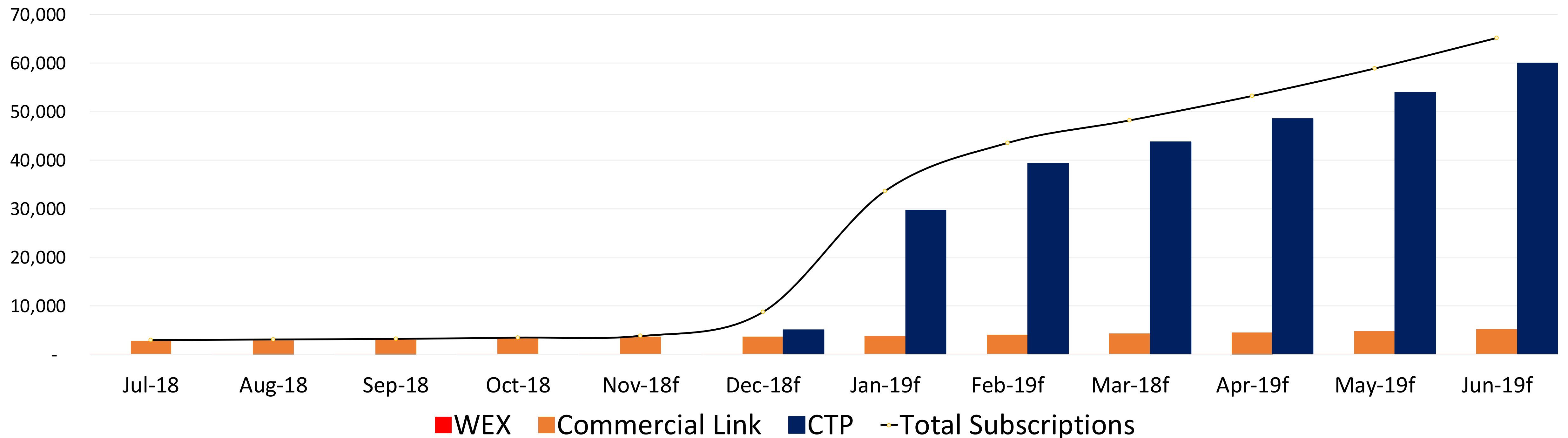
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# FORECAST

	Commercial link	CTP
FUNCTIONAL SCOPE	Fleet Management	Dealer Automation
BUDGET TARGET SUBSRIPTIONS	5,059	60,000
SUBSCRIPTIONS UNDER MANAGEMENT	3,800	0*

\* Currently 52,597 vehicles pre-enrolled in the 2019 Courtesy Transportation Program. Soft launch of the vehicles into the new CXZ-powered Courtesy Transportation Program will take place in December, with all vehicles being uploaded into the program by June 2019.



1. 100% Owned technology Assets
2. Software as a service growth for Sale
3. SaaS Algorithm Development

## VALUATION IMPROVEMENT DRIVERS

### 4. Proven Valuation Models:

#### Key Attributes

- Origination of service
- Control of all service delivery aspects
- Portability of code and infrastructure
- End user contracts contemplate security, transferability, firm price
- Track record of service delivery

#### Restructure Completed

- Expenses and Staff restructure completed for business optimisation
- Long term budget cash flow strong from CTP implementation



# COMPANY STRATEGY

## SHORT TERM

- Delivery of the CTP on time and on budget – January 2019
- Convert OnTRAC registrations to paying subscriptions
- Optimise operating/cost platforms CTP
- Leverage Commercial Link fleet management subscription uptake through GM OnTRAC customer base
- Deliver cash flow positive operating business model from GM OnTRAC subscriptions
- Source and appoint CEO
- Unlock near term business value of company for shareholders

## MEDIUM TERM

- Develop and build a highly capable management and sales team to implement growth strategy
- Convert dealer experience with CTP to Commercial Link expansion
- Development of additional software solutions in GM administrative eco-system
- Expand customer base outside GM i.e. non OEM users
- Leverage GM telemetry access to pursue synergistic opportunities in the telematics space





# CONNEXION

For more information, please go to:

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

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