

**ASX Announcement | 29 October 2024**

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## **Linus and Fujitsu partner to unlock the power of video worldwide**

### **New global partnership delivers AI-powered video analytics that transform multimedia content and data into actionable insights**

**Melbourne, Australia – 29 October 2024:** Linus Technologies Limited (ASX: LNU) (**Linus or Company**) – the only cloud-based solution that unlocks the value of video archives with immersive, deeply personalized viewer experiences via its Linus Media Solutions portfolio – is pleased to announce a new strategic partnership with Fujitsu, a leading global digital transformation company.

Businesses, governments, and organisations can now unlock the full potential of their video data thanks to this new partnership, which combines Fujitsu’s expertise in systems integration and advanced AI-powered video analysis with Linus’s ground-breaking, patented “virtualised video” and “data-driven video assembly” technology.

The partnership delivers a suite of solutions that empower organisations to instantly search, analyse, and assemble video streams from multiple sources, creating meaningful narratives that reveal critical information and drive better decision-making. Leveraging Fujitsu’s expertise in systems integration, Fujitsu and Linus will develop solutions for individual customer needs, combining Linus’ existing platform and application programming interfaces (APIs) with Fujitsu Kozuchi for Vision, Fujitsu’s AI service.

It is expected to be particularly impactful in industries outside of Linus’ current markets, including security/surveillance, airport and transportation operations, border services, police/fire services operations, site/asset inspections and maintenance, retail analysis, consumer behaviour, and more.

**Graeme Beardsell, Chief Executive Officer of Fujitsu Asia Pacific,** said: “This partnership is a game-changer for businesses looking to leverage the power of video. By combining Linus’ innovative video platform with Fujitsu’s deep industry expertise and global reach, we are empowering organisations to unlock the true value of their video data, when combined with Fujitsu Kozuchi for Vision, Fujitsu’s AI service.”

**James Brennan, Chief Executive Officer of Linus Technologies,** said: “This partnership is a major milestone for Linus as we look to enter new markets, including security and public sector organisations. It allows us to bring the power of Linus Video Services to a wider audience, enabling organisations across industries worldwide to benefit from the transformative capabilities of our AI and data-driven video assembly. Working with Fujitsu, a worldwide leader in digital transformation, will help us redefine the way organisations interact with video, transforming data into actionable insights and driving real-world impact.”

## **Transforming video data into actionable insights**

This partnership addresses a critical challenge facing businesses today: the overwhelming volume of video data and the difficulty in extracting meaningful insights. By combining Fujitsu Kozuchi for Vision with Linus' advanced video intelligence, organisations can:

- Analyse video to find moments of interest in seconds.
- Instantly compile video streams that combine relevant video segments into meaningful narratives.
- Dive deeper into video segments to uncover actions, objects, and people of interest to create understanding of individual situations.
- Search and assemble new video of interest with a click.

## **Real-world impact across industries**

This partnership will have a significant impact on businesses, governments, and society, including:

- Unlocking greater value of investments in video/data.
- Reduced time/resource/cost.
- Optimised processes.
- Reduced response time.
- Increased analytic capability – make better decisions.
- Maintaining chain of evidence.

The partnership agreement is for an initial 3-year term. Potential partner models include resell, co-sell, and white labelling of Linus solutions across multiple use cases and industries. Terms of engagement on each opportunity will be outlined in individual proposals and statements of work. Revenue from these proposals will include set-up fees, monthly license fees, and/or variable usage fees determined on an individual opportunity basis. Revenue from this partnership is not guaranteed in the agreement and is contingent upon market adoption of the collaborative solutions. The partnership agreement includes standard terms and conditions for arrangements of this type, encompassing confidentiality, intellectual property protection, security protocols, data privacy, and service level agreements.

This partnership is significant for Linus, as it opens new markets and opportunities beyond Linus' existing markets and offerings, resulting in significant potential for new revenue and further validation of the Linus technology in these categories.

This announcement has been authorised for release to ASX by the Linus Board of Directors.

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## About Fujitsu

Fujitsu's purpose is to make the world more sustainable by building trust in society through innovation. As the digital transformation partner of choice for customers in over 100 countries, our 124,000 employees work to resolve some of the greatest challenges facing humanity. Our range of services and solutions draw on five key technologies: Computing, Networks, AI, Data & Security, and Converging Technologies, which we bring together to deliver sustainability transformation. Fujitsu Limited (TSE:6702) reported consolidated revenues of 3.7 trillion yen (US\$26 billion) for the fiscal year ended 31 March 2024 and remains the top digital services company in Japan by market share. Find out more: [www.fujitsu.com](http://www.fujitsu.com)

## About Linus Technologies Limited:

Linus' purpose is to unlock the value of the world's video, creating immersive, deeply personalized viewing experiences. For the first time, we make it possible to find, curate, and utilize the valuable moments across vast libraries of video, enabling viewers to create an infinite amount of personalised video compilations on-the-fly, providing the most relevant content to each viewer.

Our patented Video Virtualisation Engine™ (VVE) turns big, bulky video files into lightweight, searchable data that is enriched with AI and ML, making it easy and efficient for users to find and share what matters to them. Creators and owners of video can drive greater viewing, and monetisation of their video assets.

For more on Linus Technologies, visit [www.linus.com](http://www.linus.com)

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