

27 March 2018

## ASX ANNOUNCEMENT

### **Senetas enters into technology partnership and distribution agreement with ADVA**

Senetas Corporation Ltd (ASX: SEN) (Senetas / the Company) is pleased to announce today that it has entered into a technology partnering and product distribution agreement with ADVA (FSE: ADV) to embed its high-speed networking encryption technology into ADVA's industry-leading virtualization technology, Ensemble Connector. ADVA is a leading provider of open networking solutions for the delivery of cloud and mobile services.

"For the last two years, the networking market has seen a growing shift towards the virtualisation of hardware devices," Andrew Wilson, Senetas CEO said. "During this time, Senetas has dedicated some of its best engineering resources to the development of a new, market leading virtual encryptor. Concurrently, ADVA identified a market for a newly featured product in its Ensemble Connector virtual network services suite at layers 2, 3 and 4 of the Open Systems Interconnection model with ultra-low latency, minimum performance degradation and zero touch provisioning, and contacted Senetas to contribute its engineering talent and resources to help build and launch this new product."

"The resulting commercial and technology partnership allows for the deployment of state of the art encryption services to tens of thousands of users at the flick of a switch. The cost savings to customers can be massive and the business opportunity is therefore substantial." Mr Wilson added.

Commenting on the partnership, James Buchanan, General Manager of ADVA's Ensemble Division, said: "ADVA is very excited about the opportunity to work with a world leader in multi-accredited cyber security. By combining ADVA's Ensemble suite with Senetas' virtual encryption engine, we can offer the market a disruptive solution for site-to-site and site-cloud encrypted VPNs. We are eager to bring this solution to our service provider customers and enterprise-focused resellers, as well as to the market places of the large public cloud providers."





While the technology partnering and product distribution agreement creates significant new market opportunities for Senetas, it is too early to predict the likely impact of the agreement on the Company's financial results. Revenue is not expected to start until FY2019 and ADVA is not committed to any minimum purchases under the agreement. The agreement can be terminated by either party giving 6 months' notice.

Senetas believes that this agreement strongly complements its highly successful distribution agreement with Gemalto, and that it will provide strong opportunities for the Gemalto sales force to generate increased sales in the future.

## END

For further information please contact:

Chris Knorr

Market Eye

M: +61 417 033 623

E: [chris.knorr@marketeye.com.au](mailto:chris.knorr@marketeye.com.au)

## About Senetas Corporation Limited

Senetas, an Australian public listed company (ASX:SEN), is a leading developer of network data encryption solutions for enterprise, government, defence and technology service providers. From certified high-assurance encryption hardware and virtualised encryption, to the most secure file sharing application providing data sovereignty control, all Senetas solutions are based on the same leading security, high performance and crypto-agile platform.

Senetas encryption solutions leverage state-of-the-art encryption key management and crypto-agility by design, providing long-term data protection in a post-Quantum computing world. They share the same designed-in data protection without compromising network and application performance or user experience.

Senetas CN Series, certified high-assurance encryption hardware, provide maximum data protection for core Ethernet network infrastructure. A preferred option for business critical use cases such as secure data centre interconnect, Senetas CN Series encryptors are certified by independent testing authorities (Common Criteria, FIPS and NATO) as "suitable for government and defence use".

Senetas CV Series virtual encryptors provide hardened data protection for high-scale extended WANs and virtualised networks. The CV Series provides security benefits of virtualised encryption's rapid scalability and flexibility; delivering cost-effective deployment to meet changing business and IT needs. Optimised for large-scale deployment, the CV Series virtual encryptors are ideal for large organisations, 'Cloud as a Service', data centre and service providers.

SureDrop delivers state-of-the-art encrypted file sharing, collaboration and synchronisation solution. It is the most secure file sharing application available and uniquely ensures customers' total control over data location and sovereignty. Whilst maximising users' experience, SureDrop leverages the Senetas encryption platform.



Senetas encryptors have been trusted to protect much of the world's most sensitive information for nearly 20 years. They are used to protect everything from government and defence data and secrets, to intellectual property and business data, to financial transactions, CCTV networks, SCADA critical infrastructure control systems and citizen identities.

Senetas CN and CV Series encryptors provide optimised encryption security for everything from modest bandwidth requirements of 10Mbps to the ultra-fast 100Gbps networks required for aggregated Big Data, Cloud and data centre applications.

Senetas encryption solutions are used in more than 35 countries. They are distributed and supported internationally by Gemalto, the world's largest data security company, under its SafeNet Identity and Data Protection products.

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

### **About ADVA Optical Networking**

ADVA Optical Networking is a company founded on innovation and driven to help our customers succeed. For over two decades, our technology has empowered networks across the globe. We're continually developing breakthrough hardware and software that leads the networking industry and creates new business opportunities. It's these open connectivity solutions that enable our customers to deliver the cloud and mobile services that are vital to today's society and for imagining new tomorrows. Together, we're building a truly connected and sustainable future. For more information on how we can help you, please visit us at: [www.advaoptical.com](http://www.advaoptical.com).