



## ASX RELEASE

26 October 2018

### COVATA SIGNS RESELLER DEAL WITH T-SYSTEMS SOUTH AFRICA

- **Covata expands global footprint into South Africa**
- **T-Systems South Africa are an existing customer of Covata, using SafeShare for securely sharing sensitive information**
- **T-Systems South Africa to resell Covata's Data Security product set into the South Africa market and provide in-country support**
- **Delivering on the Indirect Premier Partner enablement strategy**

**Sydney, Australia:** Covata Limited (ASX:CVT) (Covata or the Company) announces details of recently signed reseller deal with T-Systems South Africa ("T-Systems SA"), a subsidiary of Deutsche Telekom.

The reseller agreement follows the success of an initial licence agreement between Covata and T-Systems SA to use SafeShare in July this year.

The new agreement will seek to replicate Covata's success in Australia with its existing partner Macquarie Telecom. Covata's unique product set will grant the South African ICT services firm the ability to provide its customers with a broader toolset to discover, classify, protect, archive and gain back control of their sensitive information.

T-Systems SA maintains an extensive presence in South Africa's leading public and private sector enterprises and this agreement will provide the opportunity to attract new customers to their own TelekomCLOUD and Microsoft's Azure Cloud (T-Systems SA Hosted). Covata will be able to scale swiftly in the region by targeting this existing customer base and will benefit from T-Systems SA providing in-country services and support.

Covata's Chief Commercial Officer, Derek Brown said, "Covata is extremely pleased to announce this new partnership. Our unique product offering will provide T-Systems South Africa with a competitive advantage as an ICT services provider and enable their clients to take back control of their data. The T-Systems SA team have been using our products for a while now and have seen the need and benefits of making these available to its customer base by providing an industry leading capability in the South African region. We are collectively working on a go-to-market campaign and look forward to a mutually beneficial partnership as we scale out. This supports our strategy to enable a suite of Premier Channel Partners to provide our solutions to their customers in an indirect and fully scalable model."

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### **About T-Systems South Africa**

T-Systems transforms clients' ICT landscape to a secure, cost effective and scalable ICT environment. Earning client trust with their "zero outage" philosophy, the company prides itself on providing the systems clients need, along with the skilled people to run them. Since 2011 the company's strategy has evolved towards in-sourcing and the commoditisation of ICT services. While retaining the best of the traditional approach to enterprise technology – which is concerned with accuracy, efficiency, stability, and scalability, T-Systems have also integrated a new approach, which is focused on agility, speed and innovation.

### **About Covata**

Covata is a leading provider of software solutions that enable continuous identification, classification and secure management of unstructured data across enterprise and the cloud and consolidates control into one place for companies to securely manage their data to be compliant, reduce risk, reduce costs and improve productivity.

Our Data Security Console empowers businesses to discover, protect and control sensitive information across multiple platforms and repositories with industry best security for Microsoft SharePoint & Office 365, Secure Enterprise File Sharing & Collaboration, and Access Security Broker capabilities through our API translator.

With offices and resources in the US, UK, Europe and Australia and coverage in all other regions, our customers & partners span the public sector and defence, aerospace, technology, automotive, manufacturing, finance, media and sports industries.

### **Further information**

For further information, please visit [covata.com](http://covata.com).

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