



## ASX ANNOUNCEMENT (ASX: CPT)

26 February 2020

### INVESTOR UPDATE – BUILDING MOMENTUM

Dear Shareholders

This week our company will present at the Emergence 2020 –Conference 26–28 February 2020 at the Hilton Hotel Sydney. This conference is billed as Australasia’s Flagship Investment with over 2000 attendees expected over the three days. We are excited that Steven Bliim our COO will present.

A link to the event is at <https://wholesaleinvestor.com.au/event/emergence-2020-australasia-flagship-investment-conference/>. The company has lodged with the ASX a copy of its presentation.

There a number of positive developments we would like to bring to our investors’ attention and which are relevant to our future:

1. our strategy to is to remain focused on providing data security solutions to the enterprise market;
2. our commitment is to grow sales revenue and we are actively building a pipeline of prospects and opportunities;
3. the digital marketing of our products cp.Discover and cp.Protect specifically is resonating with the number of leads (particularly in Europe) doubling over the past three months;
4. our German presence has opened in Heilbronn with Steven Bliim as our locally based CEO enabling a step up in our European marketing activity;
5. our partnership with Total eBiz Solutions (TeBs) in Singapore is bearing fruit with TeBs winning two customer bids using the Company’s product. They will deploy our cp.Discover solution into their customer base;
6. trial deployments and testing of cp.Protect are proceeding well in Europe but we are awaiting receipt of new purchase orders and we will advise the market as and when there are material developments;
7. our cash expenses are being managed very closely – we now have only 7 full time employees and with 3 flexible contract resources in Romania that we can increase/decrease as additional development and or support is required; and
8. our current funding position is solid and we will seek to improve our balance sheet ideally off the back of announcing new sales.

The Board continues to give consideration as to what might be bigger steps for the company. We have received some preliminary non-binding proposals to provide financing to enable us to grow and other proposals to align with other listed players in the market. We intend to explore all strategic opportunities to accelerate growth and drive value for shareholders.

I have discussed with the Board and they have agreed that I step back from my role as Executive Chairman to a non-Executive Chairman at the end of April forgoing any payments other than a non-executive fee. I note that some shareholders have indicated they would see this as appropriate given the change in scale of the business and I agree. Although during this interim period I intend to continue to devote my full-time attention to the business.

Thank you for your support.

Ted Pretty  
Executive Chairman

This release has been authorised by the Board.

-Ends-

### **About Cipherpoint**

Cipherpoint 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.

Cipherpoint empowers businesses to discover, protect and control sensitive information across multiple platforms and repositories with industry best security for Microsoft SharePoint & Office 365 and Secure Enterprise File Sharing & Collaboration.

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 [cipherpoint.com](https://www.cipherpoint.com)

### **Cipherpoint investor relations contacts:**

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