



[CIPHERPOINT]

**Annual Results
For the financial year ending
31 March 2020**

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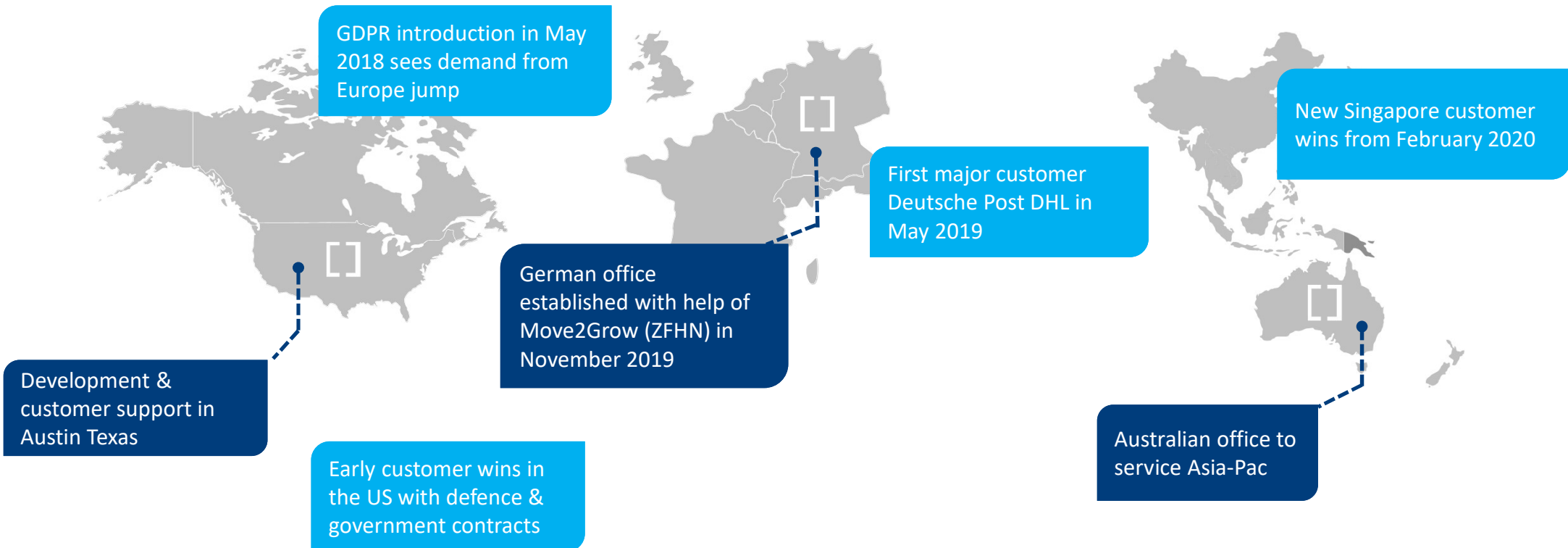
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This presentation has been approved by the Board

We Are Cipherpoint

Enabling large enterprises to securely engage in digital transformation



Financial Year Highlights

A transformational year for the Group

Major Customer

Master supply & services agreement with DHL

Sale of SafeShare

Sale of SafeShare business to Cybr5 for \$5 million (5x revenues)

European Base

Established Cipherpoint GmbH to support expansion into the European market

New Partners and Sales

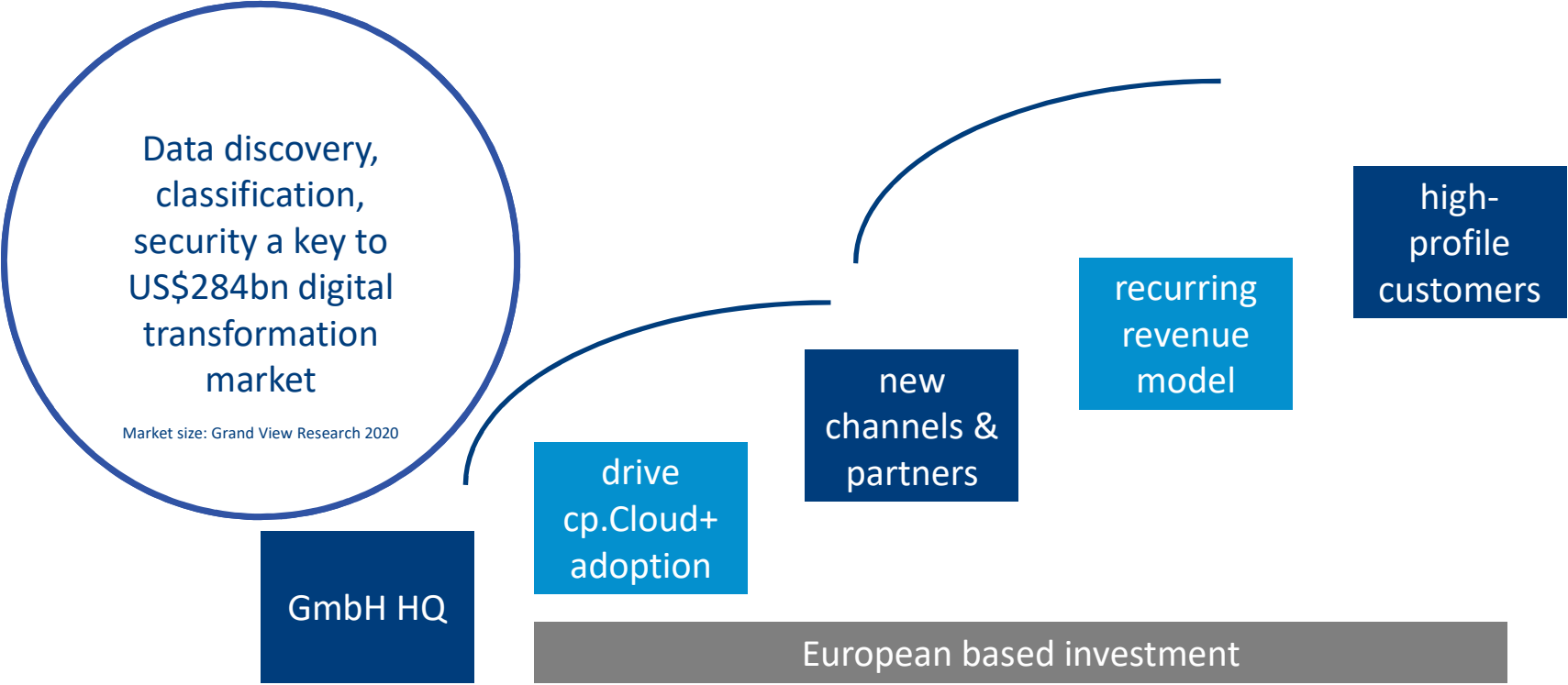
Signing of TeBS in along with first 3 new customer wins from Singapore

New Product Milestones

Framework for cp.Cloud & cp.Cloud+ to extend products into popular Cloud products like Microsoft Teams

Strategy – 2020-22

Focus on customer growth in Europe; supporting digital transformation



Financial Information

Profit & Loss			
A\$'000	FY2020	FY2019	variance +/-
Revenue from continuing operations	673	217	456
Operating expenses	(5,567)	(6,471)	904
Results from operating activities	(4,894)	(6,254)	1,360
Finance income/(costs)	43	(147)	190
Loss before tax - ongoing operations	(4,851)	(6,401)	1,550
Income tax	-	-	-
Profit/(loss) after tax - ongoing operations	(4,851)	(6,401)	1,550
Profit/(Loss) from discontinued operations	4,178	(1,933)	6,111
Loss attributable to Shareholders	(673)	(8,334)	7,661

Cashflow Statement		
A\$'000	FY2020	FY2019
Opening cash balance	1,605	4,472
<i>Receipts from customers</i>	1,307	990
<i>Operating cash out flows</i>	- 5,010	- 5,360
Net operating cash flows	- 3,703	- 4,370
Net investing cash flows	2,578	- 489
Net financing cash flows	429	1,995
<i>Impact of FX on cash</i>	13	3
Net cash movement	- 683	- 2,867
Closing cash balance	922	1,605

Notes

1. Refer to pages 22 and 26 of the Annual Report – 31 March 2020 for further details regarding the summaries above.

We Have 3 Key Products

for enterprises that need to locate, understand and protect their data



cp.Discover

We discover sensitive data within systems classify and tag to give control.



cp.Protect

We protect sensitive data from external and insider threats be it deliberate or inadvertent.

We stop people who should not access or see sensitive data from doing so.



cp.Content

We control and report on data access, ensuring compliance and without impacting productivity.

...And Are Innovating for the Future

growing our business by adding solutions for tomorrow



cp.OEM

We provide core modules with REST APIs ready for developers to integrate our technology into their products



cp.Cloud

We provide a single console to enforce policy. cp.Protect extended to SharePoint Online and OneDrive

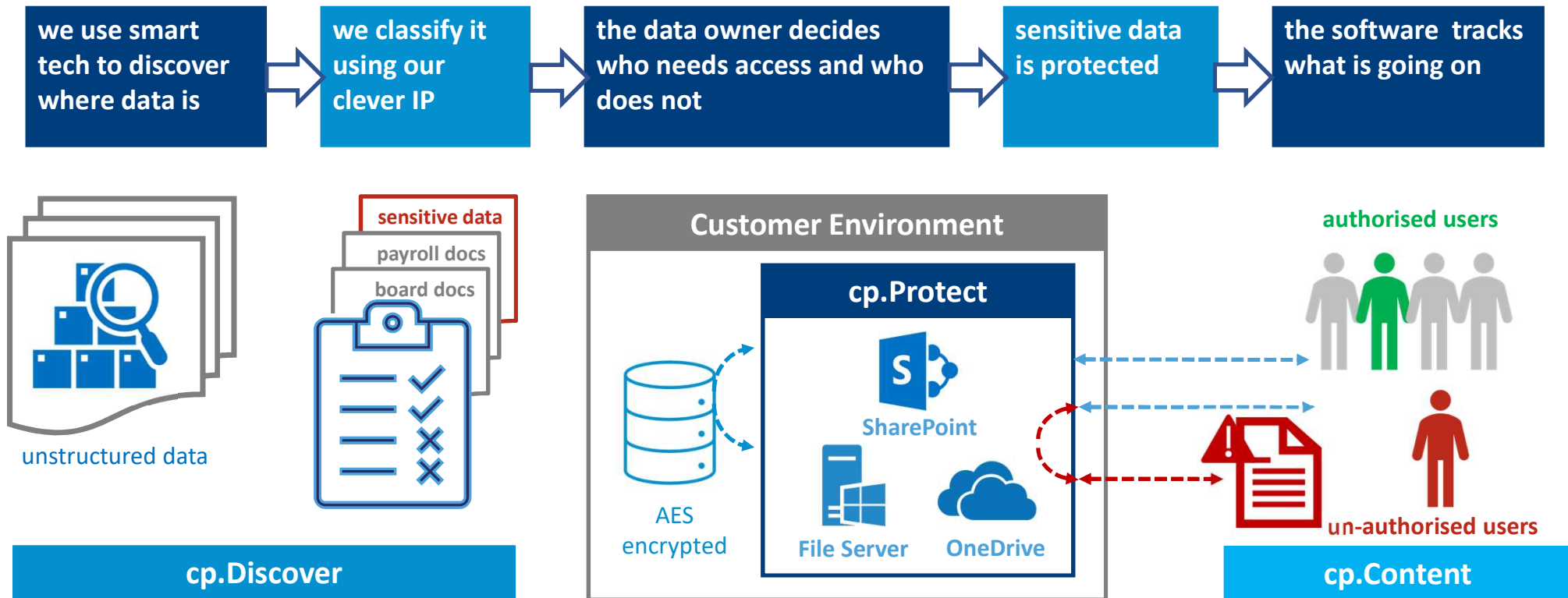


cp.Cloud+

cp.Cloud extended to **Exchange Online** and **Teams**. With early interest from an existing large customer

How Our Products Work

helping organisations understand, track and protect their most sensitive data



What Makes Us Competitive?

we put enterprises (not users or vendors) in control of their data

- Facilitate digital transformation with secure cloud migration
- We use machine learning/AI to discover and classify data
- We protect against insider data breaches
- Encryption keys are held by enterprises not vendors



reduce risk



limit insider threat



enforce policy



reduce cost

Scalable business model

we generate leads, use partners and charge recurring revenues

marketing model

digital	channel	direct
<p>Focus on digital marketing</p> <ul style="list-style-type: none"> • Google SEO • Adwords • LinkedIn Campaigns • Xing • Twitter 	<ul style="list-style-type: none"> • Major League Sharepoint - Germany • TeBS – Singapore • further relationship with PWC & other professional services • reduced requirement for large sales force 	<ul style="list-style-type: none"> • grow within existing large customers: DPDHL & California State University • nurture important direct customer opportunities, i.e Lufthansa

revenue model

licence	subscription	volume
<p>legacy perpetual model paid up front with 20% maintenance & support paid annually – help</p>	<p>recurring revenues, based on no. of users – paid 12 months in advance (SaaS)</p>	<p>based on \$ per GB of data scanned/classified</p>

Share Purchase Plan

Key information regarding the Company's current Share Purchase Plan (SPP)

Key details regarding the offer

Number of fully paid shares to be issued	38,461,538
Issue price (AUD)	\$0.013
To raise up to (AUD)	\$500,000
Record date	7:00PM 21 Apr 2020
Closing date	5:00PM 26 Jun 2020
Issue date	Approx. 3 Jul 2020

Why Invest?

four reasons why you should invest in Cipherpoint

1

team

Lean and agile team; providing an excellent blend of business and technical expertise. Deep cyber security experience and understanding of customer problems

2

product

Solving real-world problems – leveraging AI to help enterprises find and understand sensitive data; reducing the cost of insider data breach and facilitating secure digital transformation. We own our IP and are innovating for the future

3

market

Global market, driven by regulation and sensitivity to data privacy. The business is already positioned to service major global markets of Europe, US and Asia Pacific.

4

stage

Proven product with existing, high-value customers. The business is now ready to move from an extended start-up phase into scaling up within existing customers and converting new opportunities

[CIPHERPOINT]

Steven Bliim

COO & Director

steven.bliim@cipherpoint.com

+49 152 3625 7821

+49 800 000 8399

Ted Pretty

Non-Executive Chairman

ted.pretty@cipherpoint.com

+61 2 8412 8200