



## **ASX ANNOUNCEMENT**

17 August 2020

### **CIPHERPOINT ANNOUNCES FURTHER STEPS IN GROWTH STRATEGY**

#### **Cipherpoint Limited (ASX:CPT), Sydney, Australia Monday 17 August 2020**

The Cipherpoint Board has previously foreshadowed that the Company will seek new growth opportunities by creating new channels to market, undertaking rapid development of its new products and solutions and considering potential acquisitions.

#### **New Managed Service Channel and Customer**

Cipherpoint is pleased to advise that it has received its first purchase order from its US partner **M.A. Polce**, an information technology solutions and managed services provider based in New York.

M.A. Polce will deploy our cp.Protect product as an embedded technology offering into their hosted Managed IT services environment. This means M.A. Polce can assure their existing customers that the data M.A. Polce hosts and manages for them is visible only to their customer, to the exclusion of infrastructure and application administrators. As a consequence, M.A. Polce's customers can use their services without compromising compliance and can reduce the risk of malicious or inadvertent disclosure. Pricing is on a per user basis with an initial order of \$5,000 increasing as user numbers rise. Cipherpoint believes that this agreement whilst modest in size is an exciting forerunner of how our applications can be deployed on a SaaS basis as part of a managed service offering.

We look forward to updating shareholders on our lead generation and sales activities at the AGM on Tuesday 25 August 2020.

#### **Co-development agreements**

Cipherpoint also announces that it has entered into two co-development agreements.

The first is with Sydney based **Haventec**. Haventec has developed a suite of patented technologies (APIs) for securing digital identities and for protecting sensitive data from theft or misuse. Haventec's solutions have already been deployed in supporting digital banking and securing digital property transactions.

Cipherpoint will utilise Haventec's expertise to identify and then develop a solution to intensify the security around the encryption keys used to protect sensitive data. This is to deepen Cipherpoint's cp.Protect suite of solutions by addressing the performance and functional limitations arising from the bring your own key (BYOK) and hold your own key (HYOK) solutions currently in the market. It will also enable enterprises to extend their control over sensitive data that may be stored in cloud-based applications and data repositories.

As more enterprises move from on premise deployments to private and public clouds they want to maintain control of sensitive data and minimize the impact of data breach. Naturally many enterprises are focused on their privacy and compliance obligations (for example with European General Data Protection Regulations and US and Australian data privacy regulations) and also issues around data sovereignty.

The second agreement is with Melbourne and Brisbane based **Biarri**. **Biarri** is a leader in building custom optimisation solutions with powerful mathematical and predictive modelling.

Cipherpoint has enlisted Biarri's team of mathematicians to evaluate the next generation data discovery and classification algorithms that can improve Cipherpoint's cp.Discover suite of solutions. The focus will be on addressing existing limitations on the ability to read and classify files that do not contain text. This will cover improving existing OCR tools plus using AI based image recognition to feed the classification process.

These co-development agreements will help our clients transition their applications confidently to the cloud, with offerings that provide extensive control over and protection of sensitive information.

Cipherpoint Chairman Ted Pretty said "Our relationships with these exciting companies allows us to evolve our business model, access best of breed technical skills to develop our next generation of solutions whilst our core team focuses on our day to day priorities. In addition, we continue to assess opportunities for complementary acquisitions as a means to delivering growth."

This announcement has been authorised by the Board.

### **About Cipherpoint**

Cipherpoint empowers businesses to discover, protect and control sensitive information across multiple platforms and repositories, including industry best security for Microsoft SharePoint. Our customers and partners span the public sector, defence, utilities, health, logistics, finance and education.

### **Further information**

For further information, please visit [cipherpoint.com](https://cipherpoint.com); [mapolce.com](https://mapolce.com); [haventec.com](https://haventec.com); [biarri.com](https://biarri.com)

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

Steven Bliim  
Cipherpoint Limited  
Chief Operating Officer, Executive Director and Joint Company Secretary  
[steven.bliim@cipherpoint.com](mailto:steven.bliim@cipherpoint.com)  
+61 2 8412 8200  
+49 152 3625 7821