

**[ CIPHERPOINT ]**

**CPT AGM  
24 September 2021**

# Cipherpoint – Year in Review

Transformational year – mission accomplished

## FY21

Capital raised –  
balance sheet  
strengthened

Cash created  
optionality



Services  
strategy  
developed

Recurring  
revenue model



## FY22

Brace168 cyber  
platform  
acquired for  
growth

MSSP strategy  
focus



Software assets  
sold, costs  
reduced,  
cp.Product  
resale rights  
retained



# Brace168 now our growth business

- Acquired by Ciperpoint April 21
- Mission is to provide Managed Detection & Response (MDR) services to medium to large customers.
- Proven financial performance:
  - **2x YoY Revenue growth**
  - **Positive EBITDA**
  - **Recurring revenue >75%**
- Strong investment in platform development, accreditation and international capability.



# Brace168 Industry Vertical Solutions



**Financial**



**Property**



**Manufacturing**



**Technology**



**Health**



# Brace168 Security Operations Centre

- ✓ **Full upgrade**
- ✓ **24 x 7 Capability**
- ✓ **4 POPs in AU, US and UK -  
Data Sovereignty**
- ✓ **AICPA SOC 2, ISO 27001  
and HIPAA compliant**

# Cyber security is a high growth market

## Australia's cyber security spend 2017-2024



“Australia spent approximately \$5.6 billion on cyber security in 2020, with demand expected to reach \$7.6 billion by 2024”

“Growth in spending is reflected in the local sector's revenue, which has risen by \$800 million since 2017”

Source: AustCyber, Sector Competitiveness Plan 2021  
(<https://www.austcyber.com/resources/sector-competitiveness-plan/chapter1>)

# FY22 Our Growth Year – Priorities

Scale Brace168  
cyber platform fast

Focus on  
acquisitions



Revenue growth –  
new, key accounts

Margin Expansion

Cash Flow

# Why invest in Cipherpoint?

Growing, lean and highly adaptable

Pure  
MSSP play

Scalable  
platform  
Unique IP

Expert team

Attractive  
annuity  
revenues

Core  
enterprise  
clients

▶  
Possible  
re-rating