

# 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

Brace168 cyber platform acquired for growth

MSSP strategy focus

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

**FY22** 





## Brace168 now our growth business

- Acquired by Cipherpoint 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**









Brace168

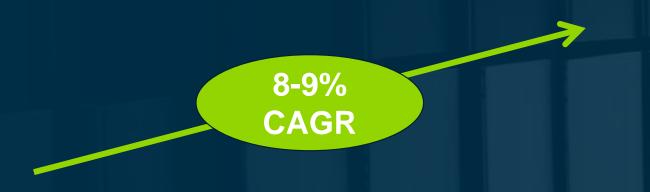
#### Brace168 Security Operations Centre

✓ 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



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

"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"





### 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<br>MSSP play                 | Scalable<br>platform<br>Unique IP | Expert team           |
|-----------------------------------|-----------------------------------|-----------------------|
| Attractive<br>annuity<br>revenues | Core<br>enterprise<br>clients     | Possible<br>re-rating |



