

[CIPHERPOINT]

ShareCafe Presentation
29 April 2022

Overview

At 31 March 2022	
ASX Code	CPT
Market Cap	\$7.44M
Net Debt / (Cash)	(\$2.6M)

At 31 March 2022	
Shares on Issue	354.4M
Options (exp. Feb-23)	87.3M
Unquoted securities	45.2M
Number of Staff	25
Offices (NSW; TAS)	2
Board Chair, CFO, Strategy	3

Cipherpoint

- ✓ is an ASX listed managed cyber security services business (ASX:CPT)
- ✓ Uses a best of breed security operations centre (SOC)
- ✓ provides innovative IT and cyber security solutions to enterprise sectors and government

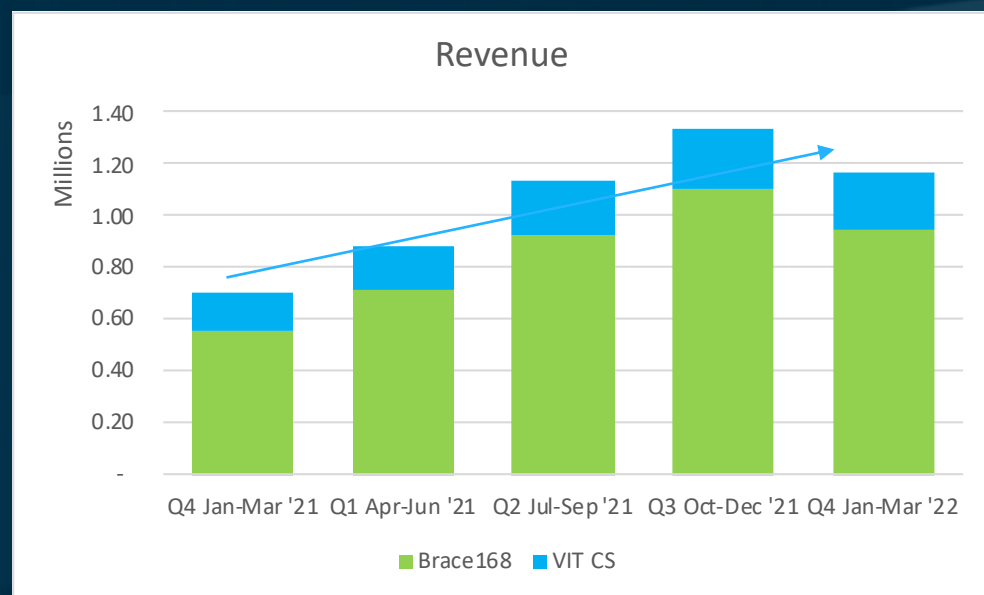


Financials and Market Position

CPT has:

- ✓ A solid revenue base
- ✓ c.60%² of revenues recurring
- ✓ Invested in FY22 for FY23 growth
- ✓ Carried forward tax losses in excess of \$40M³

Company	Revenue Multiples
CPT	<2x (trailing) revenues Discount to peers
Listed peers	AR9 12.0x; TNT 3.0x ; SOV 14x; FCT 8x; WHK 5x
Average	8.4x



Q4 Results – March 2022:

- ✓ Record Customer Receipts
- ✓ Quarterly Revenues up on PCP Outlook
- ✓ Positive focus on sales performance and reducing costs

1. Unaudited FY22 (Yr to 31/3/22)
2. Internal budget (Yr to 31/3/23)
3. Subject to Same Business, Continuity of Ownership and Available Fraction considerations

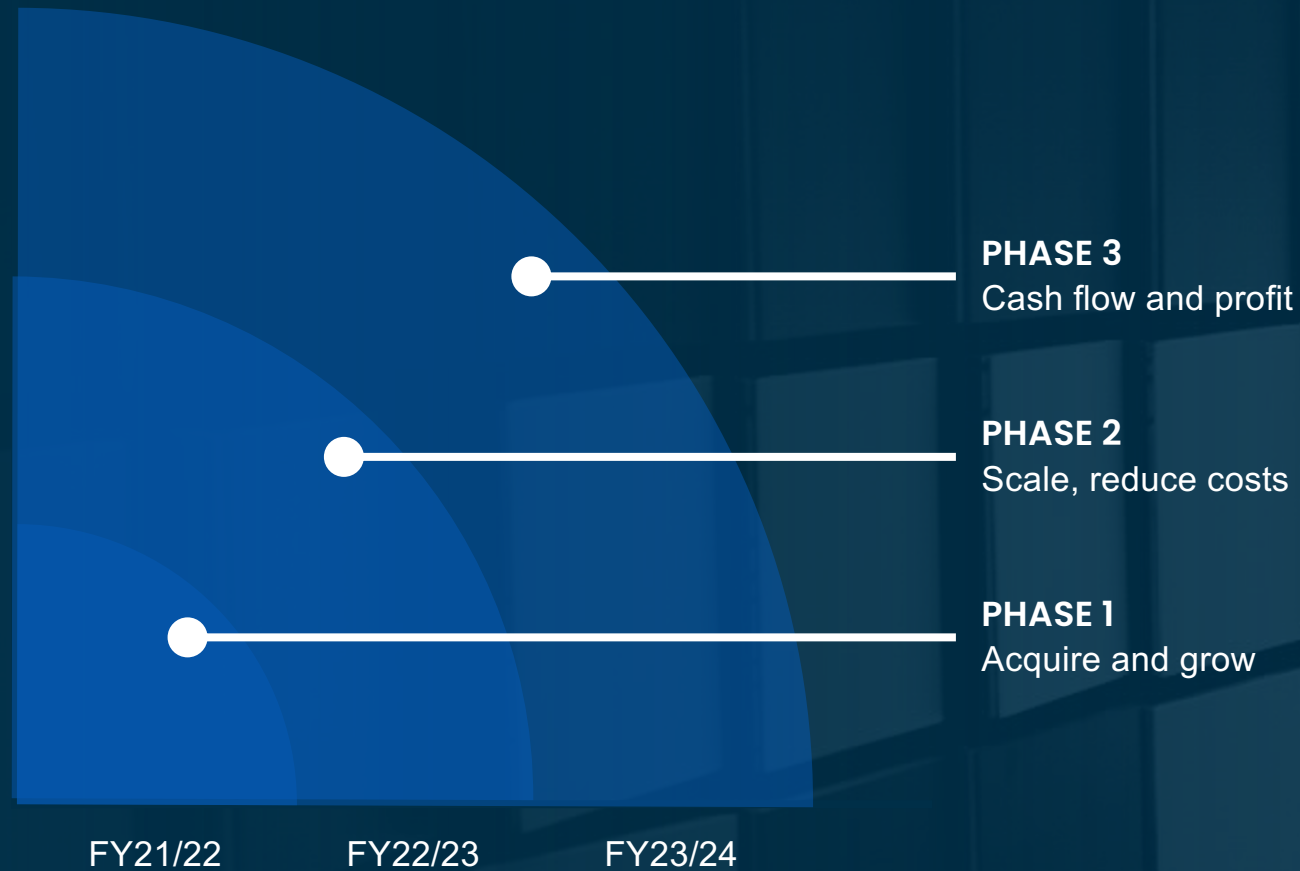
Brace168 and VITCS

- ✓ **Brace168 established in 2017** - provides Managed Detection and Response (MDR) services to medium and large customers using its Sydney based SOC. It was acquired by Ciperpoint March 2021.
- ✓ **VITCS established in 2016** - provides managed IT and security solutions and services to agencies of Tasmanian Government and enterprise customers. It was acquired by Ciperpoint in November 2021.
- ✓ Customers span financial, property, manufacturing, technology and health sectors, including ASX-listed companies.

A grid of logos and text for various clients and partners of Ciperpoint. The grid is organized into three rows and four columns. The first row contains logos for VOCUS, Ingenia, excitelT, and WentWest. The second row contains text for a \$10bn property company, State HEALTH SERVICE, Major Trading Bank, and a \$1bn online retailer. The third row contains logos for sandstone TECHNOLOGY, LEADING Security PROVIDER, and ASI SOLUTIONS.

\$10bn property company	State HEALTH SERVICE	Major Trading Bank	\$1bn online retailer
	LEADING Security PROVIDER		

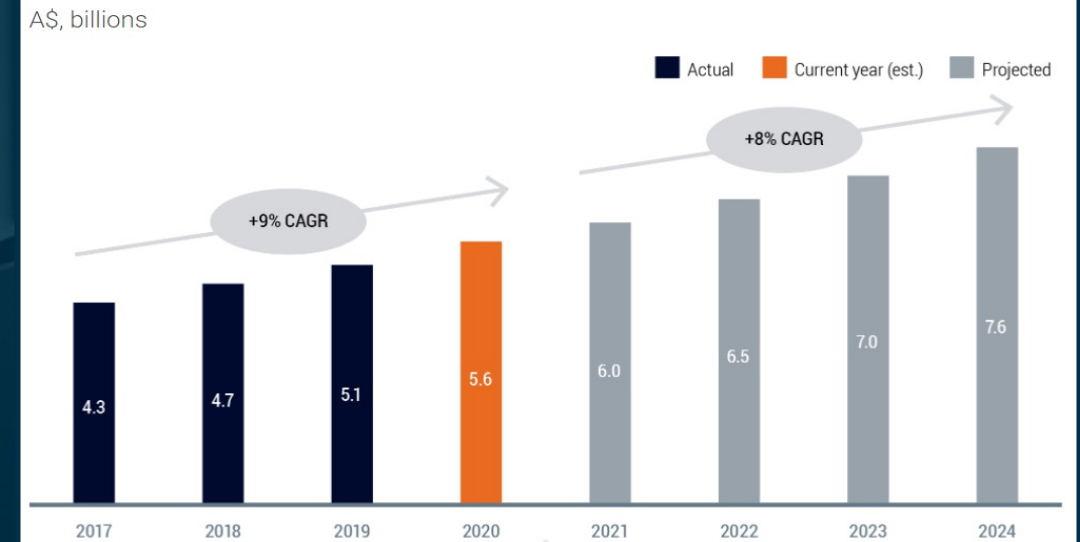
Growth Strategy – Cyber Market



Our 3 Phase Strategy

1. Acquire
2. Scale
3. Accelerate to profitability

Australia's cyber security spend, 2017-24



Cyber security is a high growth market

The macro trends are with us

Cyber security spend 2017-2024

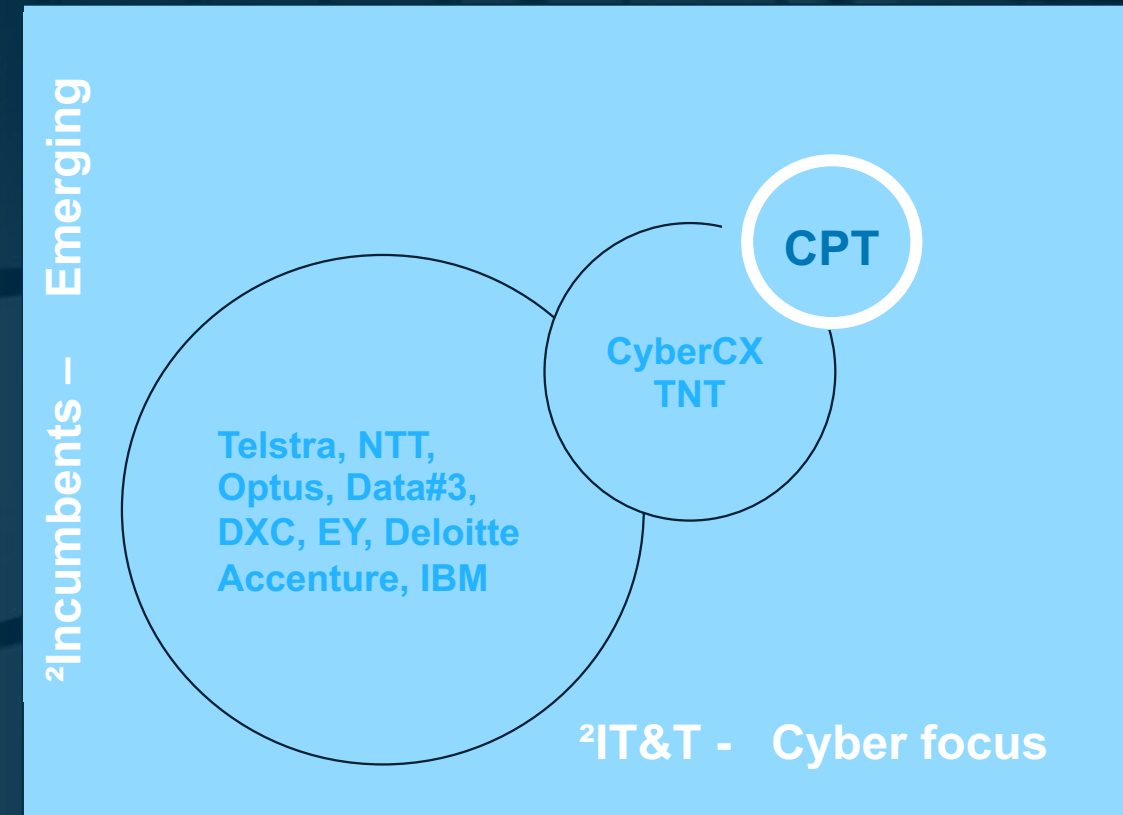
8-9% CAGR¹

Cyber security mega trends

- ✓ Automation
- ✓ Operational Resilience
- ✓ Cost efficiency
- ✓ ESG and reporting

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

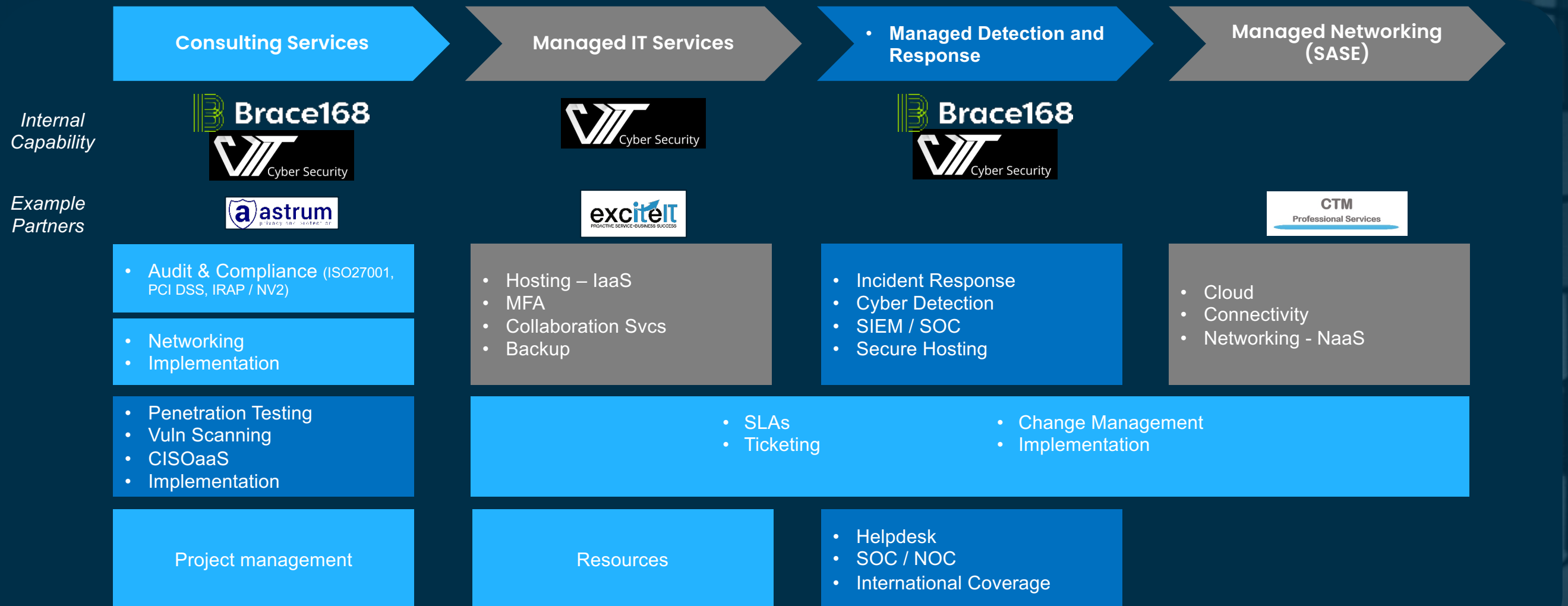
Australian Landscape



2. CPT prepared visual

Execution Capabilities

CPT aims to build out or acquire end-to-end capabilities and fill gaps in services of channel partners



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Thank you