#### Excite Technology Services Limited Appendix 4D Half-year report

#### 1. Company details

Name of entity:	Excite Technology Services Limited
ABN:	61 120 658 497
Reporting period:	For the period ended 30 September 2023
Previous period:	For the period ended 30 September 2022

#### 2. Results for announcement to the market

			\$
Revenues from ordinary activities	up	105.8% to	4,662,195
Loss from ordinary activities after tax attributable to the owners of Excite Technology Services Limited	down	78.5% to	(466,103)
Loss for the period attributable to the owners of Excite Technology Services Limited	down	78.5% to	(466,103)
		30 Sep 2023 Cents	30 Sep 2022 Cents
Basic earnings per share Diluted earnings per share		(0.04) (0.04)	(0.52) (0.52)

#### Dividends

There were no dividends paid, recommended or declared during the current financial period.

#### Comments

The loss for the Group after providing for income tax amounted to \$466,103 (30 September 2022: loss of \$2,171,162).

#### 3. Net tangible assets

	Reporting period Cents	Previous period Cents
Net tangible assets per ordinary security	(0.12)	0.05

Net tangible assets per ordinary security has been calculated by excluding the net right-of-use assets and leases liabilities of (\$10,049).

#### 4. Dividends

*Current period* There were no dividends paid, recommended or declared during the current financial period.

#### Previous period

There were no dividends paid, recommended or declared during the previous financial period.

#### 5. Audit qualification or review

Details of audit/review dispute or qualification (if any):

The financial statements were subject to a review by the auditors and the review report is attached as part of the Interim Report.

#### 6. Attachments

Details of attachments (if any):

The Interim Report of Excite Technology Services Limited for the period ended 30 September 2023 is attached.

7. Signed

SBri Signed

Date: 30 November 2023

Steven Bliim Chairman Sydney

# **Excite Technology Services Limited**

ABN 61 120 658 497



Interim Report - 30 September 2023

### TABLE OF CONTENTS

Directors' report	2
Auditor's independence declaration	6
Consolidated statement of profit or loss and other comprehensive income	7
Consolidated statement of financial position	9
Consolidated statement of changes in equity	10
Consolidated statement of cash flows	11
Notes to the consolidated financial statements	12
Directors' declaration	25
Independent auditor's review report to the members of Excite Technology Services Limited	26

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The directors present their report, together with the financial statements, on the consolidated entity (referred to hereafter as the 'Group') consisting of Excite Technology Services Limited (referred to hereafter as the 'Company' or 'parent entity') and the entities it controlled at the end of, or during, the period ended 30 September 2023

#### Directors

The following persons were directors of Excite Technology Services Limited during the whole of the financial year and up to the date of this report, unless otherwise stated:

Steven Bliim - Non-Executive Director and Chairman Bryan Saba - Managing Director Ken Benson - Non-Executive Director (retired 24 June 2023) Neil Sinclair – Non-Executive Director (appointed 25 July 2023)

#### **Principal activities**

The principal activity of the Group is the provision of cyber security services development and data security technology to the enterprise and government sectors.

#### Dividends

There were no dividends paid, recommended or declared during the current or previous financial year.

#### Review of operations

The loss for the Group after providing for income tax amounted to \$466,103 (30 September 2022 (loss): \$2,171,162).

#### Market overview

The information technology and cyber security services industries continue to witness a significant transformation, driven by an ever-evolving threat landscape and increasing reliance on digital technologies.

In 2023, the industry continued its robust growth trajectory, fueled by heightened awareness of cyber threats among businesses along with state and federal government agencies. Key trends include;

- the rising adoption of cloud-based security solutions;
- advancements in artificial intelligence and machine learning for threat detection; and
- an increasing focus on securing IoT devices.

The industry's growth is also being propelled by stringent regulatory frameworks mandating enhanced data protection measures which have finally made their way to Australia.

The Company operates in a highly competitive environment, characterized by both established players and smaller emerging innovators. The industry is fragmented with the Big-4 dominating larger client segments. The Company has observed a trend towards consolidation, with larger international players making opportunistic acquisitions to broaden their service offerings, gain access to the local market and most importantly, bulk up in high demand skills.

The primary challenges facing the Company in this market include rapidly evolving cyber threats, the need for continuous innovation, and a growing skills gap in the cybersecurity workforce. However, these challenges also present significant opportunities.

There is a rising demand for cybersecurity services, particularly in sectors such as finance, healthcare, and government, which are increasingly targeted by cyber attacks. Additionally, the shift towards remote work models has opened new avenues for offering advanced security solutions for remote infrastructure and endpoints.

The Company's ongoing investment in service improvement and workforce training positions us well to capitalize on these opportunities. The Company is achieving good traction with its direct channel, targeting medium sized enterprises in regulated industries which require critical infrastructure or hold sensitive data. Other segments are being addressed via indirect channel partnerships such as those described below.

#### **Operational highlights**

The half-year to 30 September 2023 was one of consolidation and growth for the Company, which has positioned it to achieve further growth consistent with its corporate objectives; to deliver innovative IT and cyber security services to its target market, the mid-market corporate sector, while delivering best-in-class customer service.

#### Highlights for the half-year included;

#### Customer/Partner growth

- o Commenced delivery phase of the Keyton (formerly Lendlease Retirement Living) transaction
- Entered new partnership with Trend Micro with first customer already onboarded

#### • Financial performance

- o Strong revenue from continuing operations reported
- Strong reduction in losses reported

#### Business and operations

- Rebranding of business as Excite Cyber completed including change of name of the ASX-listed company to Excite Technology Services Limited, ASX code EXT.
- Wholly-owned subsidiary Virtual Information Technology Pty Limited successfully achieved 2023 earn-out revenue hurdle

#### • People and culture

- Experienced IT sector executive Neil Sinclair joined the Board and will help drive the Company's focus on people and culture
- o Company to commit resources to build culture, and foster excellence in service and delivery personnel

The half year has seen the Company sign and subsequently enter the delivery phase for the Keyton (formerly Lendlease Retirement Living) deal, having completed a large component of the project prior to the end of the period. The relationship has now shifted from a delivery phase into an ongoing managed services arrangement, which will attract important recurring revenues for the Group.

A new partnership with Trend Micro was announced earlier in the year. Providing a new line of business by way of security operations as a service to support Trend Micro's service strategy. The first customer has already been onboarded and more orders have been received and the Group has will now focus on developing the relationship with Trend Micro by way of joint marketing efforts to assist with further driving opportunities.

The rebranding of the business as Excite Cyber was announced with the launch of the Hobart SOC in June, and wascompleted in September 2023. This included the change of name of the ASX-listed company to Excite Technology Services Limited, ASX code EXT.

The rebranding highlights the vision of the merged entity and emphasises the Company's business model of utilising its cyber capability to enable customers to operate and innovate without fear from cyber threats.

Wholly-owned subsidiary Virtual Information Technology Pty Limited (VIT) successfully achieved its 2023 earn-out revenue hurdle by achieving audited revenues of \$1,266,789. Pursuant to the acquisition terms, the Company issued a further 50 million ordinary shares in the Company to the vendors of VIT.

#### Financial performance

The Group has continued in its efforts to redirect savings in costs from administration and corporate cost to operating and income generating costs, reflecting management's ongoing efforts to streamline overhead costs

Revenue from continuing operations for the period was \$4,662,195 (30 September 2022: \$2,252,989), indicating significant growth (despite the loss of a significant customer in the prior year). The acquisition of Excite in November 2022 has also been a major contributing factor to this revenue growth for the year to date.

The June quarter included more higher margin services projects, with third party product resale decreasing from 30% of revenue in the March quarter to 16% in the June quarter.

In the last quarter, \$500k in accounts payable had been paid down, as a consequence of suppliers often requiring settlement of costs, prior to services being delivered. Management expects costs to normalise over the coming quarters as the Company shifts into operating phase following major projects.

#### People and culture

The Board has identified People and Culture as a focus area for the coming quarters and will be committing new resources to help build toward developing the Company's culture and fostering excellence in service and delivery personnel.

The Group currently employs 30 FTEs across its Sales, SoC, Finance and Administration departments. Employee engagement is a critical focal area, along with training and skills. Management has already implemented a range of short and long term incentive plans to ensure it remains competitive as an employer of choice.

These plans were approved by Shareholders at the most recent AGM and the Board will seek to issue performance-based securities under these plans to critical staff in the coming weeks.

Neil Sinclair recently joined the Board and the Company will leverage his expertise in staff development and building a corporate culture that will help differentiate the Group from our competitors in an already very active market. He has previously held senior positions with Dell, Microsoft and Pacific National, and will take a lead role in developing a strategy for people and culture.

#### Strategic outlook

Progress in the first half of 2023 has seen the Company consolidate its capabilities, grow the scope of its services, win major new customers and successfully deliver major projects. It is expected that initiatives to scale and optimise service delivery will drive further improvements in margin without compromising customer service

The Company continues to see positive tailwinds in the growing market for cyber security services as the Federal Government and the private sector ramp up their investment in cyber protection. Linked together with ongoing, high-profile data breaches and malware attacks, The Company is now well placed to continue to build out its managed security and IT services business with specific focus on driving organic revenue growth and becoming cash flow positive.

Initiatives to scale and optimise sales and service delivery are aimed at driving further growth and to improve margin without compromising customer service. The market for cyber services is very competitive and skilled resources are in short supply, therefore the Company will look for ways to develop staff to ensure that standards of service delivery remain at their highest in order to retain and win new customers.

The Company continued to work with leading specialist fibre and network solutions provider Vocus and, subsequent to the quarter, it entered into an expanded agreement which will allow Vocus to on-sell Excite Cyber Managed Detection and Response (MDR) services to Vocus customers (ASX announcement 11 October 2023).

#### Significant changes in the state of affairs

There were no other significant changes in the state of affairs of the Group during the financial year.

#### Matters Subsequent to the end of financial period

No matters or circumstances has arisen since 30 September 2023 that has significantly affected, or may significantly affect the Group's operations, the results of those operations, or the Group's state of affairs in future financial years.

#### Auditor's independence declaration

A copy of the auditor's independence declaration as required under section 307C of the Corporations Act 2001 is set out immediately after this directors' report.

This report is made in accordance with a resolution of directors, pursuant to section 306(3)(a) of the Corporations Act 2001.

On behalf of the directors

SBri

Steven Bliim Chairman

30 November 2023 Sydney



#### Auditor's Independence Declaration under Section 307C of the Corporations Act 2001 to the Directors of Excite Technology Services Limited and Its Controlled Entities

I declare that, to the best of my knowledge and belief, in relation to the review for the half-year ended 30 September 2023, there have been:

- no contraventions of the auditor independence requirements as set out in the Corporations Act 2001 in (i) relation to the review; and
- no contraventions of any applicable code of professional conduct in relation to the review. (ii)

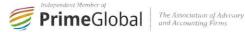
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Ying (Irene) Wang Director

30 November 2023 Sydney NSW 2000



Excite Technology Services Limited Consolidated statement of profit or loss and other comprehensive income

For the period ended 30 September 2023

	Note	Consol 30 Sep 2023 \$	
<b>Revenue from continuing operations</b> Revenue - technology related products and services Other income	4	4,634,384 	2,251,625 1,364 2,252,989
Expenses Software and hardware for resale Employee benefits expense Consultancy fees expense Depreciation expense Impairment of receivables Legal and professional fees expense Marketing and promotion expense Travel and accommodation expense Office and administration expense Other expenses Total expenses	5	(736,458) (2,247,751) (175,149) (178,801) (127,706) (9,078) (54,562) (751,961) (832,348) (5,113,814) (451,619)	(383,873) (2,855,454) (111,649) (100,323) (32,564) (126,776) (48,387) (58,408) (317,119) (373,521) (4,408,074) (2,155,085)
Finance income calculated using the effective interest method Finance costs		2,460 (16,944)	176 (16,253)
Loss before income tax expense from continuing operations		(466,103)	(2,171,162)
Income tax expense			
Loss after income tax expense from continuing operations		(466,103)	(2,171,162)
Profit/(loss) after income tax expense for the period attributable to the owners of Excite Technology Services Limited		(466,103)	(2,171,162)
Other comprehensive income			
<i>Items that may be reclassified subsequently to profit or loss</i> Foreign currency translation		680	89,296
Other comprehensive income for the period, net of tax		680	89,296
Total comprehensive income for the period attributable to the owners of Excite Technology Services Limited		(465,423)	(2,081,866)
Total comprehensive income for the period is attributable to: Continuing operations Discontinued operations		(465,423)	(2,081,866)
		(465,423)	(2,081,866)

Excite Technology Services Limited Consolidated statement of profit or loss and other comprehensive income

For the period ended 30 September 2023

		Cents	Cents
Earnings per share for loss from continuing operations attributable to the owners of Excite Technology Services Limited Basic earnings per share Diluted earnings per share	14 14	(0.04) (0.04)	(0.52) (0.52)
Earnings per share for profit/(loss) attributable to the owners of Excite Technology Services Limited Basic earnings per share Diluted earnings per share	14 14	(0.04) (0.04)	(0.52) (0.52)

#### Excite Technology Services Limited Consolidated statement of financial position As at 30 September 2023

	Note	Conso 30 Sep 2023 \$	lidated 31 Mar 2023 \$
Assets			
<b>Current assets</b> Cash and cash equivalents Trade and other receivables Prepayments Total current assets	6	750,014 1,172,395 119,444 2,041,853	1,251,638 1,431,346 366,489 3,049,473
Non-current assets Property, plant and equipment Right-of-use assets Intangibles Other Total non-current assets	7 8	148,666 110,516 3,059,080 44,351 3,362,613	181,993 274,553 3,044,596 37,003 3,538,145
Total assets		5,404,466	6,587,618
Liabilities			
Current liabilities Trade and other payables Contract liabilities Lease liabilities Employee benefits Deferred Consideration Total current liabilities	9	1,717,712 114,434 87,311 284,669 780,000 2,984,126	2,140,972 514,591 136,144 282,111 1,280,000 4,353,818
Non-current liabilities Borrowings Lease liability Employee benefits Deferred Consideration Total non-current liabilities		171,433 33,254 134,461 425,000 764,148	153,863 104,506 106,397 425,000 789,766
Total liabilities		3,748,274	5,143,584
Net assets		1,656,192	1,444,034
Equity Issued capital Reserves Accumulated losses Total equity	10 11	107,939,914 4,400,434 (110,684,156) 1,656,192	107,360,972 4,836,568 (110,753,506) 1,444,034

#### Excite Technology Services Limited Consolidated statement of changes in equity For the period ended 30 September 2023

Consolidated	Share capital \$	Reserves \$	Accumulated losses \$	Total equity \$
Balance at 1 April 2022	103,122,027	4,090,135	(107,173,858)	38,304
Loss after income tax expense for the period Other comprehensive income for the period, net of tax		- 89,296	(2,171,162)	(2,171,162) 89,296
Total comprehensive income for the period	-	89,296	(2,171,162)	(2,081,866)
<i>Transactions with owners in their capacity as owners:</i> Contributions of equity, net of transaction costs Share based payments – share options	2,309,514	- 200,216	-	2,309,514 200,216
Balance at 30 September 2022	105,431,541	4,379,647	(109,345,020)	466,168
Consolidated	lssued capital \$	Reserves \$	Accumulated losses \$	Total equity \$
<b>Consolidated</b> Balance at 1 April 2023	capital		losses	
	capital \$	\$	losses \$	\$
Balance at 1 April 2023 Loss after income tax expense for the period	capital \$	<b>\$</b> 4,836,568 -	losses \$ (110,753,506)	<b>\$</b> 1,444,034 (466,103)
Balance at 1 April 2023 Loss after income tax expense for the period Other comprehensive income for the period, net of tax	capital \$	\$ 4,836,568 - 680	losses \$ (110,753,506) (466,103)	\$ 1,444,034 (466,103) 

#### Excite Technology Services Limited Consolidated statement of cash flows For the period ended 30 September 2023

	Note	Conso 30 Sep 2023 \$	
<b>Cash flows from operating activities</b> Profit/(loss) before income tax expense for the period		(466,103)	(2,171,162)
Adjustments for: Depreciation and amortisation Impairment of receivables Onerous lease provision		178,801 - -	100,323 32,564 128,198
Share-based payments Foreign exchange differences Fair Value adjustment		148,407 11,483 -	200,216 89,296 50,000
Interest Expense - ROU		5,300	
		(122,112)	(1,570,565)
Change in operating assets and liabilities: Decrease/(increase) in trade and other receivables Decrease in prepayments Increase/(decrease) in trade and other payables Decrease in contract liabilities Increase in employee benefits Increase in other provisions		276,519 247,045 (423,800) (400,157) 30,622	565,136 (16,770) (161,510) (85,983) (51,700) 128,198
Net finance costs		(391,883)	(1,193,194) (16,077)
Net cash used in operating activities		(391,883)	(1,209,271)
Cash flows from investing activities			
Payment for purchase of business, net of cash acquired Payments for property, plant and equipment		- (4,013)	(1,000,000) (70,366)
Net cash used in investing activities		(4,013)	(1,070,366)
Cash flows from financing activities			
Proceeds from issue of shares Repayment of lease liabilities		25,000 (130,728)	2,309,516 (161,842)
Net cash from financing activities		(105,728)	2,147,674
Net decrease in cash and cash equivalents Cash and cash equivalents at the beginning of the financial period		(501,624) 1,251,638	(131,963) 1,893,936
Cash and cash equivalents at the end of the financial period		750,014	1,761,973

#### Note 1. General information

The financial statements of the Group cover Excite Technology Services Limited (Formerly Cipherpoint Limited) as a Consolidated entity consisting of Excite Technology Services Limited and the entities it controlled at the end of, or during, the period. The financial statements are presented in Australian dollars, which is Excite Technology Services Limited functional and presentation currency. The entity changed its name and started trading as EXT from 8 September 2023.

Excite Technology Services Limited is a listed public company limited by shares, incorporated and domiciled in Australia. Its registered office and principal place of business is:

Suite 2.01, 157 Walker Street North Sydney, NSW 2060

A description of the nature of the Group's operations and its principal activities are included in the directors' report, which is not part of the financial statements.

The financial statements were authorised for issue, in accordance with a resolution of directors, on 30 November 2023.

#### Note 2. Significant accounting policies

These general purpose financial statements for the interim half-year reporting period ended 30 September 2023 have been prepared in accordance with Australian Accounting Standard AASB 134 'Interim Financial Reporting' and the Corporations Act 2001, as appropriate for for-profit oriented entities. Compliance with AASB 134 ensures compliance with International Financial Reporting Standard IAS 34 'Interim Financial Reporting'.

These general purpose financial statements do not include all the notes of the type normally included in annual financial statements. Accordingly, these financial statements are to be read in conjunction with the annual report for the year ended 31 March 2023 and any public announcements made by the Company during the interim reporting period in accordance with the continuous disclosure requirements of the Corporations Act 2001.

The principal accounting policies adopted are consistent with those of the previous financial year and corresponding interim reporting period, except for the policies stated below.

#### Note 2. Significant accounting policies (continued)

#### Going concern

The financial statements of the Group have been prepared on a going concern basis, which contemplates the continuation of normal business operations and the realisation of assets and settlement of liabilities in the normal course of business.

The Group is in the revenue growth stage of its cyber security services in order to achieve scale. During the year ended 30 September 2023, the Group incurred a loss after tax from continuing operations of \$466,103 (2022: \$2,171,162) and incurred net cash outflow from operating activities of \$391,883 (2022: \$1,209,271). At 30 September 2023, the Group had cash and cash equivalents of \$750,014. The Group has prepared cash flow forecasts as at 30 September 2023 to determine the appropriateness of the going concern assumption. The key assumptions underlying these forecasts are as follows:

- The Group's ability to raise further debt or equity funding from new and existing investors, planned for December 2023;
- The continuation of renewals in service contracts from existing customers;
- · Management continuing to reduce costs in line with available resources; and

The inability to complete the above key assumptions would have a material impact on the anticipated trading results and cash flows, which gives rise to a material uncertainty that may cast significant doubt upon the Group's ability to continue as a going concern. In this event the Group may not be able to realise its assets and settle its liabilities in the normal course of operations and at the amounts stated in the financial statements.

The Group expects to remain well-resourced to meet the challenges of growing scale in its cyber security services and products. The acquisition of Brace168, and recent acquisition of Virtual Information Technology, combined with the divestiture of its software assets, will enable the business to narrow its focus on core services and scale revenues and improve financial performance. Accordingly the directors remain confident the Group will be able to realise its assets and settle liabilities in the normal course of operations. Consequently, the directors believe the going concern assumption is appropriate for the Group.

However, forecast events may not occur as expected as many external and internal factors impact on future events. The financial statements do not contain any adjustments relating to the recoverability and classification of recorded assets or liabilities that might be necessary should the Group not be able to continue as a going concern.

#### Accounting policy for right-of-use assets

A right-of-use asset is recognised at the commencement date of a lease. The right-of-use asset is measured at cost, which comprises the initial amount of the lease liability, adjusted for, as applicable, any lease payments made at or before the commencement date net of any lease incentives received, any initial direct costs incurred, and, except where included in the cost of inventories, an estimate of costs expected to be incurred for dismantling and removing the underlying asset, and restoring the site or asset.

Right-of-use assets are depreciated on a straight-line basis over the unexpired period of the lease or the estimated useful life of the asset, whichever is the shorter. Where the Group expects to obtain ownership of the leased asset at the end of the lease term, the depreciation is over its estimated useful life. Right-of use assets are subject to impairment or adjusted for any remeasurement of lease liabilities.

The Group has elected not to recognise a right-of-use asset and corresponding lease liability for short-term leases with terms of 12 months or less and leases of low-value assets. Lease payments on these assets are expensed to profit or loss as incurred.

#### Accounting policy for lease liabilities

A lease liability is recognised at the commencement date of a lease. The lease liability is initially recognised at the present value of the lease payments to be made over the term of the lease, discounted using the interest rate implicit in the lease or, if that rate cannot be readily determined, the Group's incremental borrowing rate. Lease payments comprise of fixed payments less any lease incentives receivable, variable lease payments that depend on an index or a rate, amounts expected to be paid under residual value guarantees, exercise price of a purchase option when the exercise of the option is reasonably certain to occur, and any anticipated termination penalties.

Lease liabilities are measured at amortised cost using the effective interest method. The carrying amounts are remeasured if there is a change in the following: future lease payments arising from a change in an index or a rate used; residual guarantee; lease term; certainty of a purchase option and termination penalties. When a lease liability is remeasured, an adjustment is made to the corresponding right-of use asset, or to profit or loss if the carrying amount of the right-of-use asset is fully written down.

#### Note 2. Significant accounting policies (continued)

#### Accounting policy for goodwill

Goodwill arises on the acquisition of a business. Goodwill is not amortised. Instead, goodwill is tested annually for impairment, or more frequently if events or changes in circumstances indicate that it might be impaired, and is carried at cost less accumulated impairment losses. Impairment losses on goodwill are taken to profit or loss and are not subsequently reversed

#### Accounting policy for patents and trademarks

Significant costs associated with patents and trademarks are deferred and amortised on a straight-line basis over the period of their expected benefit, being their finite life of 10 years.

#### Accounting policy for business combinations

The acquisition method of accounting is used to account for business combinations regardless of whether equity instruments or other assets are acquired.

The consideration transferred is the sum of the acquisition-date fair values of the assets transferred, equity instruments issued or liabilities incurred by the acquirer to former owners of the acquiree and the amount of any non-controlling interest in the acquiree. For each business combination, the non-controlling interest in the acquiree is measured at either fair value or at the proportionate share of the acquiree's identifiable net assets. All acquisition costs are expensed as incurred to profit or loss.

On the acquisition of a business, the Group assesses the financial assets acquired and liabilities assumed for appropriate classification and designation in accordance with the contractual terms, economic conditions, the Group's operating or accounting policies and other pertinent conditions in existence at the acquisition-date.

Where the business combination is achieved in stages, the Group remeasures its previously held equity interest in the acquiree at the acquisition-date fair value and the difference between the fair value and the previous carrying amount is recognised in profit or loss.

Contingent consideration to be transferred by the acquirer is recognised at the acquisition-date fair value. Subsequent changes in the fair value of the contingent consideration classified as an asset or liability is recognised in profit or loss. Contingent consideration classified as equity is not remeasured and its subsequent settlement is accounted for within equity.

The difference between the acquisition-date fair value of assets acquired, liabilities assumed and any non-controlling interest in the acquiree and the fair value of the consideration transferred and the fair value of any pre-existing investment in the acquiree is recognised as goodwill. If the consideration transferred and the pre-existing fair value is less than the fair value of the identifiable net assets acquired, being a bargain purchase to the acquirer, the difference is recognised as a gain directly in profit or loss by the acquirer on the acquisition-date, but only after a reassessment of

the identification and measurement of the net assets acquired, the non-controlling interest in the acquiree, if any, the consideration transferred and the acquirer's previously held equity interest in the acquirer.

Business combinations are initially accounted for on a provisional basis. The acquirer retrospectively adjusts the provisional amounts recognised and also recognises additional assets or liabilities during the measurement period, based on new information obtained about the facts and circumstances that existed at the acquisition-date. The measurement period ends on either the earlier of (i) 12 months from the date of the acquisition or (ii) when the acquirer receives all the information possible to determine fair value.

#### New or amended Accounting Standards and Interpretations adopted

The Group has adopted all of the new or amended Accounting Standards and Interpretations issued by the Australian Accounting Standards Board ('AASB') that are mandatory for the current reporting period.

Any new or amended Accounting Standards or Interpretations that are not yet mandatory have not been early adopted.

#### Note 3. Operating segments

#### Identification of reportable operating segments

The Group is organised into four operating segments based on acquisition entity: Brace168 Pty Ltd (Brace168), Virtual Information Technology Pty Ltd (VIT), Excite It Pty Ltd and the Corporate entities. These operating segments are based on the internal reports that are reviewed and used by the Board of Directors (who are identified as the Chief Operating Decision Makers ('CODM')) in assessing performance and in determining the allocation of resources. There is no aggregation of operating segments.

The CODM reviews EBITDA (earnings before interest, tax, depreciation and amortisation). The accounting policies adopted for internal reporting to the CODM are consistent with those adopted in the financial statements.

The information reported to the CODM is on a monthly basis.

#### Types of products and services

The principal produc	ts and services of each of these operating segments are as follows:
Brace168	the provision of cyber security services predominantly in NSW
VIT	the provision of cyber security services predominantly in Tasmania
Excite It	the provision of cyber security and IT services predominantly in NSW
Corporate	management of the Group, acquisitions and divestiture, and previously the security software development and sales.

#### Intersegment transactions

There were no intersegment transactions during the period.

#### Intersegment receivables, payables and loans

Intersegment loans are initially recognised at the consideration received. Intersegment loans receivable and loans payable that earn or incur non-market interest are not adjusted to fair value based on market interest rates. Intersegment loans are eliminated on consolidation.

#### Operating segment information

Consolidated - 30 Sep 2023	Brace168 \$	VIT \$	Excite \$	Corporate \$	Total \$
<b>Revenue</b> Sales to external customers Other income - <b>Total revenue</b>	1,304,765 8,484 1,313,249	570,146 	2,759,473 18,903 2,778,376	<u>424</u>	4,634,384 27,811 4,662,195
EBITDA Depreciation and amortisation Interest revenue Finance costs Loss before income tax expense Income tax expense Loss after income tax expense	(179,526) (104,077) 350 (6,238) (289,491)	(70,886) (30,627) 932 (6,638) (107,219)	829,754 2,624 - (1,519) 830,859	(852,160) (46,721) 1,178 (2,549) (900,252)	(272,818) (178,801) 2,460 (16,944) (466,103) - (466,103)
Assets Segment assets Intersegment eliminations Total assets	873,523	189,731	2,281,844	13,061,329	16,406,427 (11,001,961) 5,404,466
Liabilities Segment liabilities Intersegment eliminations Total liabilities	2,937,426	902,307	1,057,852	9,695,410	14,592,995 <u>(10,844,721)</u> <u>3,748,274</u>

#### Note 4. Revenue

*Disaggregation of revenue* The disaggregation of revenue from contracts with customers is as follows:

		olidated 30 Sep 2022 \$
Major product lines		
Maintenance and Support	912,408	47,389
Services	3,721,976	2,204,236
	4,634,384	2,251,625
Geographical regions		
Australia	4,634,384	2,251,625
Timing of revenue recognition		
Goods transferred at a point in time	912,408	47,389
Services transferred over time	3,721,976	,
	4,634,384	2,251,625

#### Other income

,

Relates to claims to clients \$27,811

#### Note 5. Expenses

	Conso 30 Sep 2023 \$	lidated 30 Sep 2022 \$
Loss before income tax from continuing operations includes the following specific expenses:		
<i>Depreciation</i> Plant and equipment Office equipment right-of-use assets	42,807 135,994_	48,575 51,748
Total depreciation	178,801	100,323
<i>Finance costs</i> Interest and finance charges paid/payable on borrowings	16,944	16,253
Finance costs expensed	16,944	16,253

#### Note 6. Current assets - trade and other receivables

	Consolidated	
	30 Sep 2023 \$	31 Mar 2023 \$
Trade receivables	1,054,507	1,365,861
Other receivables	117,888	65,485
	1,172,395	1,431,346

#### Note 7. Non-current assets - right-of-use assets

	Consol	Consolidated		
	30 Sep 2023 \$	31 Mar 2023 \$		
Office right-of-use Less: Accumulated depreciation	618,457 (507,941)	612,737 (338,184)		
	110,516	274,553		
	110,516	274,553		

The Group leases office space under agreements of between 2 to 4 years with, options to extend. The lease has various escalation clauses. On renewal, the terms of the leases are renegotiated.

During the period as part of the purchase of VIT, the Group took on a new office lease in Hobart, Tasmania. The lease for this office does not terminate until May 2025.

For other right-of-use related disclosures, refer to the following:

- note 7 for details of depreciation on right-of-use assets; and
- consolidated statement of cash flows for repayment of lease liabilities.

#### Note 8. Non-current assets - intangibles

	Consol 30 Sep 2023 \$	
Goodwill - at cost Less: Impairment	10,019,647 <u>(6,977,196)</u> 3,042,451	10,077,662 (7,035,208) 3,042,454
Software – at cost Less: Accumulated Amortisation	18,900 (9,613) 9,287	- - -
Patents and trademarks - at cost Formation cost	2,142 5,200 3,059,080	2,142 

#### Note 8. Non-current assets - intangibles (continued)

#### Reconciliations

Reconciliations of the written down values at the beginning and end of the current financial period are set out below:

	Parents trademarks		
Consolidated	Goodwill \$	and others \$	Total \$
Balance at 1 April 2023	3,042,454	2,142	3,044,596
Balance at 30 September 2023	3,042,451	16,629	3,059,080

#### Note 9. Current liabilities - trade and other payables

	Conso	Consolidated		
	30 Sep 2023 \$	31 Mar 2023 \$		
Trade payables	478,610	1,633,308		
Other payables and accrued expenses	1,239,102	507,664		
	1,717,712	2,140,972		

Other payables include certain compliance payments agreed to be paid in instalments within 12 months.

#### Note 10. Equity - issued capital

	Consolidated				
	30 Sep 2023   31 Mar 2023   30 Sep 2023  31 M Shares     Shares     \$				
Ordinary shares - fully paid	1,209,241,732	1,144,044,183	107,939,914	107,360,972	

During the current period ended 30 September 2023, the Group completed the following transactions in respect of the issue of ordinary shares:

- (a) The Group issued 10,567,920 ordinary shares in the Company totalling \$52,840 on same terms as recently completed placement in lieu of cash fees paid due in connection with share placement
- (b) The Group issued 5,000,000 ordinary shares in the company totalling \$25,000 being oversubscription of \$25,000 to placement, approved by shareholders at general meeting held on 30 March 2023
- (c) The Group issued 50,000,000 as consideration for the satisfaction of the milestone associated with acquisition of VIT

#### Ordinary shares

Ordinary shares entitle the holder to participate in dividends and the proceeds on the winding up of the company in proportion to the number of and amounts paid on the shares held. The fully paid ordinary shares have no par value and the company does not have a limited amount of authorised capital.

On a show of hands every member present at a meeting in person or by proxy shall have one vote and upon a poll each share shall have one vote.

#### Options:

• In relation to the share placements (ii, iii, iv, vi and viii), 2:1 attaching free options totalling 669,471,909 were issued with an exercise price of 0.01 cents and an expiry date of 5 September 2026.

#### Share buy-back

There is no current on-market share buy-back.

#### Capital risk management

The Group's objectives when managing capital is to safeguard its ability to continue as a going concern, so that it can provide returns for shareholders and benefits for other stakeholders and to maintain an optimum capital structure to reduce the cost of capital.

Capital is regarded as total equity, as recognised in the statement of financial position, plus net debt. Net debt is calculated as total borrowings less cash and cash equivalents.

In order to maintain or adjust the capital structure, the Group may adjust the amount of dividends paid to shareholders, return capital to shareholders, issue new shares or sell assets to reduce debt.

The Group would look to raise capital when an opportunity to invest in a business or company was seen as value adding relative to the current company's share price at the time of the investment. The Group is not actively pursuing additional investments in the short term as it continues to integrate and grow its existing businesses in order to maximise synergies.

The Group is subject to certain financing arrangements covenants and meeting these is given priority in all capital risk management decisions. There have been no events of default on the financing arrangements during the financial year.

The capital risk management policy remains unchanged from the 31 March 2023 Annual Report.

#### Note 11. Equity - reserves

	Consolidated	
	30 Sep 2023 31 Mar 2023 \$   \$	
Foreign currency reserve	(79,909) (80,589)	
Share-based payments reserve	4,480,343 4,917,157	
	4,400,434 4,836,568	:

#### Foreign currency reserve

The reserve is used to recognise exchange differences arising from the translation of the financial statements of foreign operations to Australian dollars.

#### Share-based payments reserve

The reserve is used to recognise the value of equity benefits provided to employees and directors as part of their remuneration, and other parties as part of their compensation for services.

#### Movements in reserves

Movements in each class of reserve during the current financial period are set out below:

Consolidated	Foreign currency \$	Share-based payments \$	Total \$
Balance at 31 March 2023 Foreign currency translation Share based payments - options Lapse of employee share options	(80,589) 680 - -	4,917,157 - 95,568 (532,382)	4,836,568 680 95,568 (532,382)
Balance at 30 September 2023	(79,909)	4,480,343	4,400,434

#### Note 12. Fair value measurement

#### Fair value hierarchy

The following tables detail the Group's assets and liabilities, measured or disclosed at fair value, using a three level hierarchy, based on the lowest level of input that is significant to the entire fair value measurement, being:

Level 1: Quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date

Level 2: Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly

Level 3: Unobservable inputs for the asset or liability

Consolidated - 30 Sep 2023	Level 1	Level 2	Level 3	Total
	\$	\$	\$	\$
Deferred consideration payable Total liabilities		780,000 780,000	<u> </u>	780,000 780,000

The deferred consideration related to contingent consideration of shares, which are contingent on the achievement of revenue performance targets being achieved.

There were no transfers between levels during the financial period.

The carrying amounts of trade and other receivables and trade and other payables are assumed to approximate their fair values due to their short-term nature.

#### Note 12. Fair value measurement (continued)

The fair value of financial liabilities is estimated by discounting the remaining contractual maturities at the current market interest rate that is available for similar financial liabilities.

#### Note 13. Contingent liabilities

The Group had no contingent liabilities as at 31 March 2023 or 30 September 2023.

#### Note 14. Earnings per share

	Consol 30 Sep 2023 \$	lidated 30 Sep 2022 \$
Earnings per share for loss from continuing operations Loss after income tax attributable to the owners of Excite Technology Services Limited	(466,423)	(2,171,162)
	Number	Number
Weighted average number of ordinary shares used in calculating basic earnings per share	1,160,039,721	420,899,814
Weighted average number of ordinary shares used in calculating diluted earnings per share	1,160,039,721	420,899,814
	Cents	Cents
Basic earnings per share Diluted earnings per share	(0.04) (0.04)	(0.52) (0.52)
	Consol 30 Sep 2023 \$	lidated 30 Sep 2022 \$
<i>Earnings per share for profit/(loss)</i> Profit/(loss) after income tax attributable to the owners of Excite Technology Services Limited	(466,423)	(2,171,162)
	Number	Number
Weighted average number of ordinary shares used in calculating basic earnings per share	1,160,039,721	420,899,814
Weighted average number of ordinary shares used in calculating diluted earnings per share	1,160,039,721	420,899,814
	Cents	Cents
Basic earnings per share Diluted earnings per share	(0.04) (0.04)	(0.52) (0.52)

The 669,471,909 (2022: 604,715,597) options, employees loan shares and performance rights could potentially dilute basic earnings per share in the future but were not included in the calculation of diluted earnings per share because they are antidilutive for the periods presented.

#### Note 15. Share-based payments

#### Share option programme

The Group has a share option programme that entitles non-Australian directors, employees and contractors to purchase shares in the Company. In accordance with this programme, holders of vested options are entitled to purchase shares in the Company at a price per share as detailed below. Awarding of options is at the discretion of the Directors under approved provisions granted at General Meetings.

#### **Employee Share Option Plan ('ESOP')**

#### 30 Sep 2023

Grant date	Expiry date	Exercise price	Balance at the start of the year	Granted	Exercised	Expired/ Lapsed	Balance at the end of the year
04/05/2017	04/05/2022	\$4.000	40,000	-	-	(40,000)	-
22/06/2017	21/06/2022	\$1.000	14,000	-	-	(14,000)	-
17/08/2017	17/08/2022	\$0.900	50,000	-	-	(50,000)	-
17/08/2017	23/11/2022	\$0.900	278,480	-	-	(278,480)	-
07/09/2018	06/09/2023	\$0.560	976,150	-	-	(976,150)	-
28/10/2020	28/10/2025	\$0.048	4,500,000	-	-	-	4,500,000
			5,858,630		<u> </u>	(1,358,630)	4,500,000

The options that expired during the period relate to the options of entitled employees deciding not to proceed in purchasing their options at the pre-determined exercise price. As the expiry date passed during the period, these options are now lapsed and can no longer be taken up.

### Note 15. Share-based payments (continued)

#### Employee Loan Share Plan ('ELSP')

#### 30 Sep 2023

30 Sep 2023							
			Balance at				Balance at
			the				the
		Exercise					
Grant date	Expiry date	Price	start of period	Granted	Exercised	Lapsed	end of period
02/12/2013	01/12/2023	\$2.94	376,345	-	-	-	376,345
20/08/2014	19/08/2024	\$4.00	22,193	-	-	-	22,193
11/03/2015	10/03/2025	\$5.70	46,667	-	-	-	46,667
12/03/2015	11/03/2025	\$5.70	6,847	-	-	-	6,847
08/12/2015	07/12/2025	\$6.60	6,609	-	-	-	6,609
27/01/2017	26/01/2027	\$2.40	8,750	-	-	-	8,750
04/05/2017	03/05/2027	\$0.58	200,000	-	-	-	200,000
04/05/2017	03/05/2027	\$0.54	300,000	-	-	-	300,000
23/06/2017	22/06/2027	\$4.00	225,941	-	-	-	225,941
24/11/2017	23/11/2027	\$1.10	1,384,905	-	-	-	1,384,905
06/03/2017	05/03/2027	\$1.00	111,953	-	-	-	111,953
07/09/2018	06/09/2028	\$0.56	1,403,177	-	-	-	1,403,177
19/10/2018	18/10/2028	\$0.56	383,925	-	-	-	383,925
01/11/2019	31/10/2029	\$0.30	133,300	-	-	-	133,300
28/10/2020	28/10/2025	\$0.05	2,250,000	-	-	-	2,250,000
22/07/2021	21/07/2026	\$0.03	9,869,000	-	-	-	9,869,000
03/05/2022	03/05/2027	\$0.03	11,580,000	-	-	-	11,580,000
30/03/2023	30/03/2028	\$0.00	20,000,000				20,000,000
			48,309,612	-	-	-	48,309,612
							·

The weighted average remaining contractual life of Employee Loan Shares outstanding at the end of the financial period was 5 years.

#### **Performance rights**

#### 2023

Tranche	Grant Date	Expiry date	Exercise price	Balance at the start of the period	Granted	Exercised	Expired/ forfeited/oth er	Balance at the end of the period
Class A	11/09/2020		0.060	3,125,000	-	-	-	3,125,000
Class B	11/09/2020	07/09/2025	0.080	1,562,500	-	-	-	1,562,500
Class C	11/09/2020	07/09/2025	0.100	1,562,500	-	-	-	1,562,500
Class C (Type 1)	21/05/2021	20/05/2026	0.028	11,250,000	-	-	-	11,250,000
Class C (Type 2)	18/11/2021	18/11/2026	0.036	1,000,000	-	-	-	1,000,000
Class C (Type 3)	16/03/2022	16/05/2027	0.022	3,000,000	-	-	-	3,000,000
Class C (Type 3)	02/05/2022	02/05/2027	0.028	1,000,000	-	-	-	1,000,000
Class C (Type 3)	04/11/2022	12/31/2025	0.040	10,000,000	-	-	-	10,000,000
Class C (Type 3)	04/11/2022	12/31/2025	0.010	10,000,000	-	-	-	10,000,000
Class C (Type 3)	04/11/2022	12/31/2025	0.010	10,000,000	-	-	-	10,000,000
Class C (Type 3)	10/11/2022	16/11/2027	0.030	83,334	-	-	-	83,334
Class C (Type 3)	10/11/2022	16/11/2027	0.010	2,500,000	-	-	-	2,500,000
Class C (Type 3)	10/11/2022	16/11/2027	0.020	1,250,000	-	-	-	1,250,000
Class C (Type 3)	30/03/2023	30/02/2028	0.010	26,000,000		-		26,000,000
				83,083,334	-	-	-	83,083,334

#### Note 15. Share-based payments (continued)

The weighted average remaining contractual life of Performance Rights outstanding at the end of the financial period was 5 years.

#### Share-based payment expense recognised in profit or loss

	Consolidated		
	30 Sep 2023 \$	30 Sep 2022 \$	
Options (lapsed)/vested	(532,382)	-	
Employee loan share plan shares granted Performance rights granted	-	183,816 16,400	
Total recognised as retained earnings adjustments/employee benefits expense	(532,382)	200,216	

#### Note 16. Matters Subsequent to the end of financial period

No matters or circumstances has arisen since 30 September 2023 that has significantly affected, or may significantly affect the Group's operations, the results of those operations, or the Group's state of affairs in future financial years.

In the directors' opinion:

- the attached financial statements and notes comply with the Corporations Act 2001, Australian Accounting Standard AASB 134 'Interim Financial Reporting', the Corporations Regulations 2001 and other mandatory professional reporting requirements;
- the attached financial statements and notes give a true and fair view of the Group's financial position as at 30 September 2023 and of its performance for the financial period ended on that date; and
- there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

Signed in accordance with a resolution of directors made pursuant to section 303(5)(a) of the Corporations Act 2001.

On behalf of the directors

Steven Bliim Chairman

30 November 2023 Sydney



Excite Technology Services Limited ACN 120 658 497

### Independent Auditor's Review Report to the members of Excite Technology Services Limited and Its Controlled Entities

#### Report on the Review of the Half -Year Financial Report

#### Conclusion

We have reviewed the accompanying half-year Financial Report of Excite Technology Services Limited and its controlled entities, which comprises the consolidated statement of financial position as at 30 September 2023, the consolidated statement of comprehensive income, consolidated statement of changes in equity and consolidated statement of cash flows for the half year ended on that date, notes comprising a summary of significant accounting policies and other explanatory information and the directors' declaration.

Based on our review, which is not an audit, we have not become aware of any matter that makes us believe that the halfyear Financial Report of Excite Technology Services Limited is not in accordance with the Corporations Act 2001, including:

- giving a true and fair view of the consolidated entity's financial position as at 30 September 2023 and of its performance for the half-year ended on that date; and
- complying with Australian Accounting Standard AASB 134 Interim Financial Reporting and the Corporations Regulations 2001.

#### **Basis for Conclusion**

We conducted our review in accordance with ASRE 2410 Review of a Financial Report Performed by the Independent Auditor of the Entity. Our responsibilities are further described in the Auditor's Responsibilities for the Review of the Financial Report section of our report. We are independent of the Company in accordance with the auditor independence requirements of the Corporations Act 2001 and the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110 Code of Ethics for Professional Accountants (including Independence Standards) (the Code) that are relevant to the review. We have also fulfilled our other ethical responsibilities in accordance with the Code.

We confirm that the independence declaration required by the Corporations Act 2001 has been provided to the Directors of Excite Technology Services Limited.

#### Material Uncertainty related to Going Concern

We draw attention to the Going Concern paragraph under Note 2 in the half-year Financial Report which indicates that the consolidated entity incurred a loss after income tax from continuing operations of \$466,103 and net cash outflows from operating activities of \$391.883 during the half-year ended 30 September 2023. These conditions, together with other matters as set forth in the Going Concern paragraph under Note 2, indicate a material uncertainty that may cast significant doubt over the consolidated entity's ability to continue as a going concern and therefore, the consolidated entity may be unable to realise its assets and discharge its liabilities in the normal course of business and at the amounts stated in the half year Financial Report. Our conclusion is not modified in the respect of this matter.





#### Other Matter

The financial report of Excite Technology Services Limited (Formerly Cipherpoint Limited) for the year ended 31 March 2023 was audited by Anh (Steven) Nguyen from Hall Chadwick Melbourne Audit who expressed an unmodified opinion on the financial report on 27 June 2023.

#### Directors' Responsibility for the Half-Year Financial Report

The Directors of the consolidated entity are responsible for:

- the preparation of the half-year Financial Report that gives a true and fair view in accordance with Australian Accounting Standards and the Corporations Act 2001: and
- for such internal control as the Directors determine is necessary to enable the preparation of the half-year . Financial Report that is free from material misstatement, whether due to fraud or error.

#### Auditor's Responsibility for the Review of the Half-Year Financial Report

Our responsibility is to express a conclusion on the half-year Financial Report based on our review. We conducted our review in accordance with the Auditing Standard on Review Engagements ASRE 2410 Review of a Financial Report Performed by the Independent Auditor of the Entity, in order to state whether, on the basis of the procedures described. we have become aware of any matter that makes us believe that the half-year Financial Report is not in accordance with the Corporations Act 2001 including: giving a true and fair view of the consolidated entity's financial position as at 30 September 2023 and its performance for the half-year ended on that date; and complying with Australian Accounting Standard AASB 134 Interim Financial Reporting and the Corporations Regulations 2001.

A review of a half-year Financial Report consists of making enquires, primarily of persons responsible for the financial and accounting matters and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Australian Auditing Standards and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

Knows

Byrons Audit Pty Ltd

pere

Ying (Irene) Wang Director

30 November 2023

Sydney NSW 2000

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