

2 May 2024

## ASX ANNOUNCEMENT

### Senetas Corporation Limited

#### **Senetas obtains largest ever order for its encryption technology & update on Votiro business momentum**

Senetas Corporation Ltd (ASX: SEN) (Senetas / the Company), today announces its largest ever order for its encryption hardware and provides an update on business momentum through the early part of the 2024 calendar year for its majority owned subsidiary company, Votiro Cybersec Global Pty Ltd (Votiro). Senetas also confirms an investor presentation and conference call for 10.30am on Tuesday, 7 May 2024.

Senetas today confirms that it has secured the single largest order it has ever received for its high speed ethernet encryptors, through its global distributor, Thales. In excess of 100 Senetas encryptors comprising 1Gbps and 10Gbps devices will be deployed to secure the data in transit of a Middle Eastern government agency. The order is expected to add between \$2.5-\$3.0 million to Senetas's FY2024 revenue, and between \$2.0-\$2.3 million to Senetas's FY2024 profit before tax. The order also includes maintenance services that will make an ongoing contribution to Senetas's revenue in the medium term.

Senetas CEO, Andrew Wilson, said: "This transaction is the culmination of more than 2 years' work by the Senetas and Thales sales and engineering teams and I would like to congratulate them for bringing it to realisation. It represents a significant boost to Senetas's revenue in FY2024 and the cash flow is expected in the first quarter of FY2025. Senetas's ongoing sales pipeline remains very robust with good momentum expected through the remainder of FY2024 and into FY2025."

In relation to the Votiro business, Mr Wilson said: "Votiro has continued good growth in annual recurring revenue (ARR) through the early months of 2024 with ARR reaching US\$10.2 million by the end of April 2024, with the US\$1.7 million of ARR growth delivered by new contracts awarded to Votiro in the 2 months since February 2024.

"We expect a continuation of strong growth in Votiro's ARR, supported by the positive early market reaction to Votiro's recent launch of the industry's first Zero Trust Data Detection and Response (DDR) platform, an acceleration of its technology and business partner programs, and further establishing relationships with critical distributors and resellers.

"And Votiro's business momentum continues to be reflected in the ongoing growth in its total sales pipeline, which currently sits at US\$32 million including renewals, and strong customer renewal rates."

"Cash flow breakeven for Votiro is now expected to be within the December quarter due to a delay in implementation and cash flow from a project recently awarded to Votiro that will expand the deployment for Votiro's technology in an existing customer environment in the Asia Pacific region. This may change depending on a range of external factors and the timing for realisation of other contracts in Votiro's sales pipeline. However, the delay will not affect business momentum and any cash requirements for Votiro will be adequately met from Senetas's cash reserves and/or third-party funding."





Senetas and Votiro will hold a presentation and conference call for investors at 10.30am Melbourne time on Tuesday, 7 May 2024. Participants in the presentation will be Senetas CEO, Andrew Wilson, and Votiro CEO, Ravi Srinivasan. The presentations will be followed by an opportunity for Q&A. Investors can register for the presentation via the links below.

Phone registration

<https://s1.c-conf.com/diamondpass/10038782-gh871q.html>

Webcast

<https://ccmediaframe.com/?id=0QQXojBc>

This announcement has been authorised by Andrew Wilson, CEO.

**END**

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## ABOUT SENETAS CORPORATION LIMITED

Senetas is an Australian public company (ASX:SEN) specialising in cybersecurity solutions - from high-performance network encryption to secure file-sharing collaboration and anti-malware applications. Used by global commercial and technology enterprises and governments in more than 45 countries, Senetas solutions are distributed and supported internationally by Thales, the world's largest security company.

Senetas cybersecurity solutions are trusted to protect business, government, defence, national infrastructure, cloud and technology service provider data against breaches and prevent crippling cyber-attacks.

A global leader in the protection of data transported across the high-speed networks essential to businesses and governments, Senetas provides network independent encryption hardware and virtualised solutions. These share a crypto-agile and quantum ready cybersecurity platform.

Certified by leading independent authorities (Common Criteria, FIPS and NATO), Senetas encryptors leverage end-to-end encryption and state-of-the-art key management providing long-term data protection without compromising network performance.

Senetas's encrypted file-sharing and collaboration application, SureDrop, provides the information security and data sovereignty control essential in today's world of rapidly growing remote work. SureDrop has the usability of box-type file-sharing and other collaboration tools, but with the added benefits of Microsoft 365, Outlook and Azure integration. It may be deployed on premises or as a service provider Software as a Solution (SaaS).

Secure File Gateway by Votiro, a Senetas subsidiary, prevents crippling malware and zero-day attacks such as ransomware and viruses. Votiro's award-winning and patented technology prevents malicious file content through email, web downloads and other file gateways.

Senetas solutions have been trusted to protect much of the world's most sensitive information for more than 20 years. They are used to protect everything from government and defence secrets to intellectual property, financial transactions, citizen privacy to real-time CCTV networks and critical national infrastructure. Learn more at [www.senetas.com](http://www.senetas.com)

## ABOUT VOTIRO

Votiro's Zero Trust Data Detection & Response platform allows data to flow freely and safely. Our unified data security solution provides organizations around the globe with real-time privacy masking, data compliance, proactive file-borne threat prevention, and actionable data insights. The seamless, open-API proactively prevents risks to private data in-motion by detecting and masking information while disarming known and unknown cyber threats before they reach user endpoints.

Votiro is headquartered in Austin, TX, with offices in Australia, Israel, and Singapore. Votiro is SOC 2 Type II compliant and certified by the international standard of Common Criteria for Information Technology Security Evaluation (ISO/IEC 15408). Learn more at [www.votiro.com](http://www.votiro.com)