



**TRUSTED TO SAFEGUARD THE WORLD'S
MOST SENSITIVE INFORMATION**

archTIS | ASX:AR9

INVESTOR PRESENTATION

Disclaimer

No Warranties

Disclaimer

The material in this presentation has been prepared by archTIS Limited ("**Company**") and has been authorised for issue by the Board of the Company.

This presentation may not be reproduced, redistributed or passed on, directly or indirectly, to any other person, or published, in whole or in part, for any purpose without prior written approval of the Company. The material contained in this presentation is for information purposes only. This presentation is not an offer or invitation for subscription or purchase of, or a recommendation in relation to, securities in the Company and neither this presentation nor anything contained in it shall form the basis of any contract or commitment. Any offering of any of the Company's securities to Australian persons will be subject to Australian securities laws. The distribution of this document in jurisdictions outside of Australia may be restricted by law, and persons in to whose possession this document comes should inform themselves about, and observe, all such restrictions.

This presentation is not financial product or investment advice. It does not take into account the investment objectives, financial situation and particular needs of any investor. Before making an investment in the Company, an investor or prospective investor should consider whether such an investment is appropriate to their particular investment needs, objectives and financial circumstances, seek legal and taxation advice as appropriate and consult a financial adviser if necessary.

This presentation may contain forward-looking statements that are subject to risk factors associated with a waste management business. Forward looking statements include those containing such words as "anticipate", "estimates", "forecasts", "should", "could", "may", "intends", "will", "expects", "plans" or similar expressions. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties, assumptions and other important factors, many of which are beyond the control of the Company. It is believed that the expectations reflected in these statements are reasonable but they may be affected by a range of variables and changes in underlying assumptions which could cause actual results or trends to differ materially. The Company does not make any representation or warranty as to the accuracy of such statements or assumptions.

This presentation has been prepared by the Company based on information currently available to it. No representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this presentation. To the maximum extent permitted by law, none of the Company or its subsidiaries or affiliates or the directors, employees, agents, representatives or advisers of any such party, nor any other person accepts any liability for any loss arising from the use of this presentation or its contents or otherwise arising in connection with it, including without limitation, any liability arising from fault or negligence on the part of the Company or its subsidiaries or affiliates or the directors, employees, agents, representatives or advisers of any such party.

Company Introduction

Data-centric cyber security technology that prevents malicious and accidental loss of information



Established Technology



Recurring Licensing Model



Global Presence



Recent Merger of Nucleus Cyber



Marquee Customers



Accelerating Financials



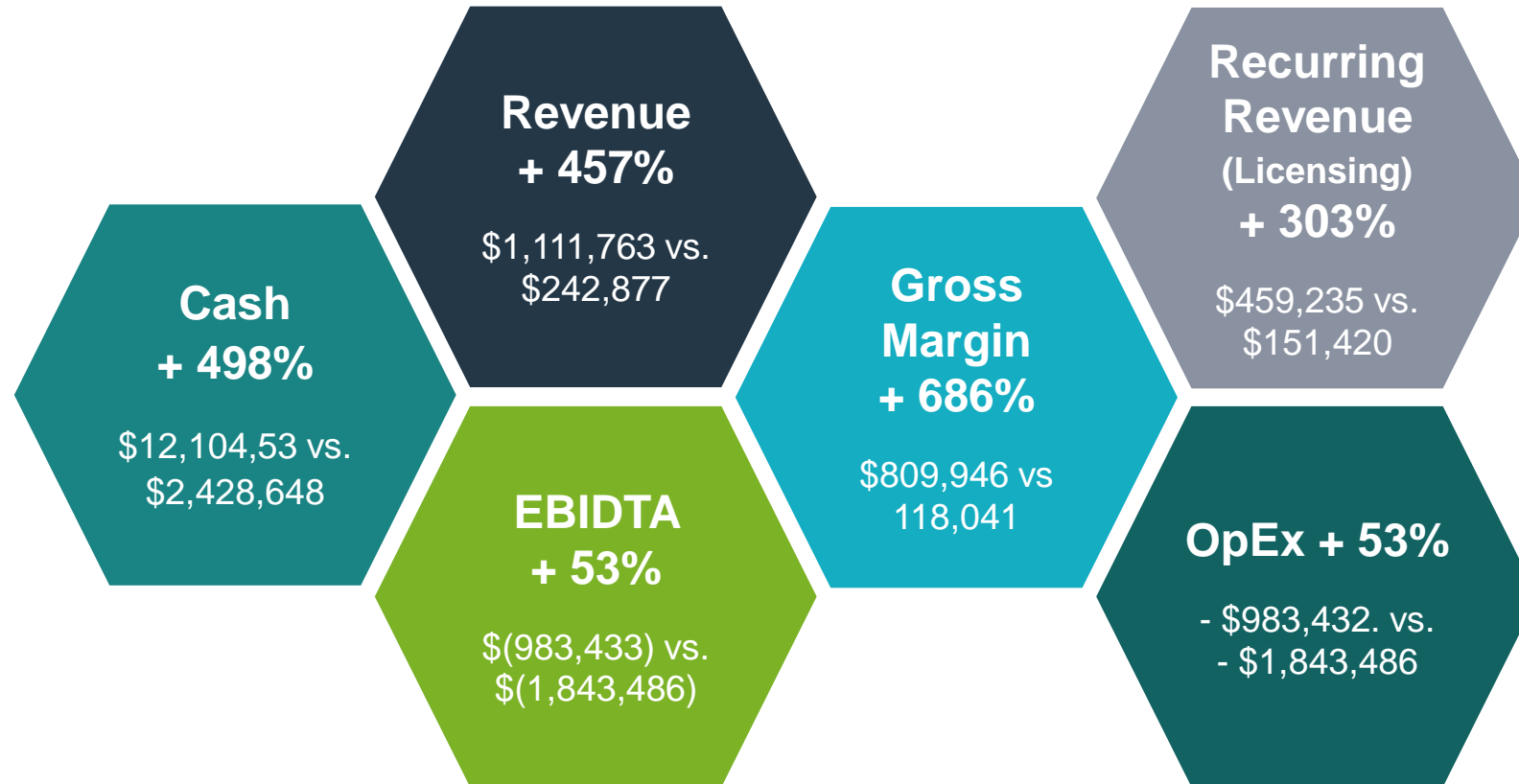
Daniel Lai
Managing Director
& CEO



Kurt Mueffelman
Global COO
& US President

Strong and Growing: 1h-2021 Results

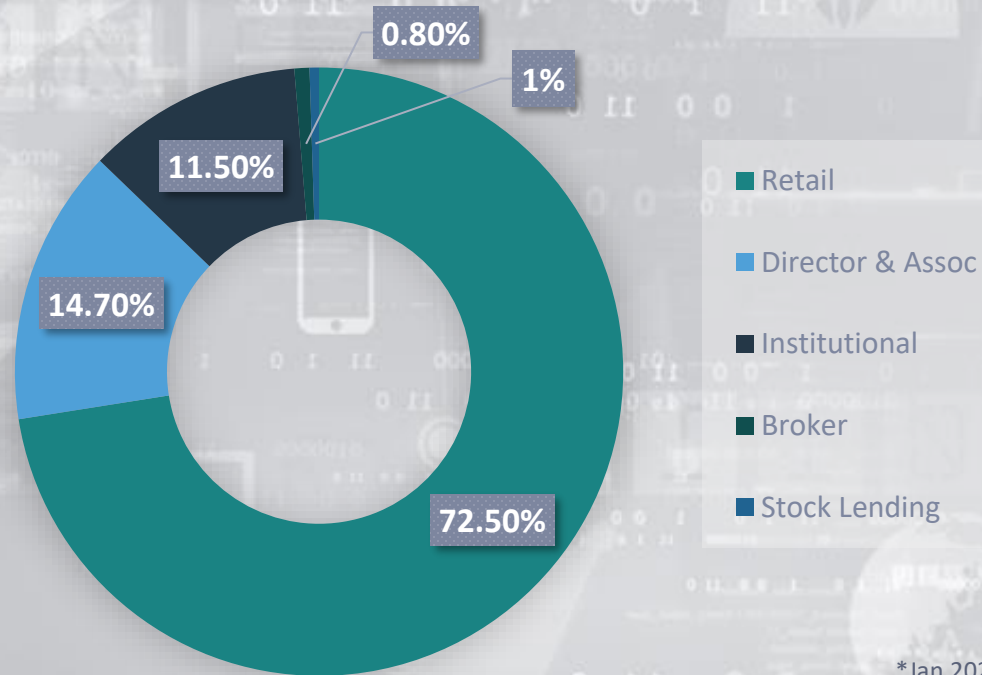
(31 Dec 20)



PCP - Previous Corresponding Period 31 Dec 19

Corporate Overview

Investor Profile*



*Jan 2021

Board of Directors

Dr. Miles Jakeman AM, Independent Chairman

Daniel Lai, Managing Director & CEO

Leanne Graham, Independent Non-Executive Director

AR9 Share Price Performance



Financial Information

ASX Code	AR9
Share Price (15 Mar 2021):	\$0.28
Issued Capital:	226.65m ordinary shares 5.875m options (various exercise price & expiry dates)
Market Cap (15 Mar 2021):	\$61.24M
Cash at Bank (31 Dec 2021):	\$12.1M

High Stakes National Security and Trade Secrets



China theft of technology is biggest law enforcement threat to US, ... Christopher Wray says China using 'any means necessary', with Chinese theft of US trade secrets costing '\$300bn-\$600bn a year'

www.theguardian.com

Australian securities regulator latest to suffer file sharing breach

26 January 2021 1 2 0

The Australian Securities and Investments Commission (ASIC) has suffered a cyber security breach related to its use of the Accellion file sharing software which was recently at the centre of a similar incident at the Reserve Bank of New Zealand.



TECHNOLOGY AND IIOT > CYBERSECURITY

Tesla Sues Former Employee for Allegedly Stealing 26,000 Confidential Files

The employee allegedly stole the files remotely and transferred them to his personal Dropbox account.

Info of 27.7 million Texas drivers exposed in Vertafore data breach

Vertafore blames incident on human error after user data was stored on an unsecured external storage service. The files were accessed by an external party.

CYBER RISK JANUARY 14, 2021 / 8:57 PM / UPDATED 2 MONTHS AGO

New Zealand central bank governor apologises after cyberattack resulted in serious data breach

By Reuters Staff

3 MIN READ



Japan has launched an investigation into the potential exposure of confidential missile data in the wake of a cyberattack on Mitsubishi Electric Corp.

Recent Breaches

- Solar Winds
- Tesla
- Australian Securities and Investments Commission (ASIC)
- Bombardier
- Reserve Bank of New Zealand
- Volvo
- US Govt – Snowden
- AMSC Wind Turbine
- Oreo Cookies – Dupont

Digital Transformation is Problematic for Data Security

US\$1 trillion loss in value

- Malicious theft
- Nation-state espionage
- Accidental loss



The way we work has changed



How we access and share data has changed



Traditional defences and protection do not work

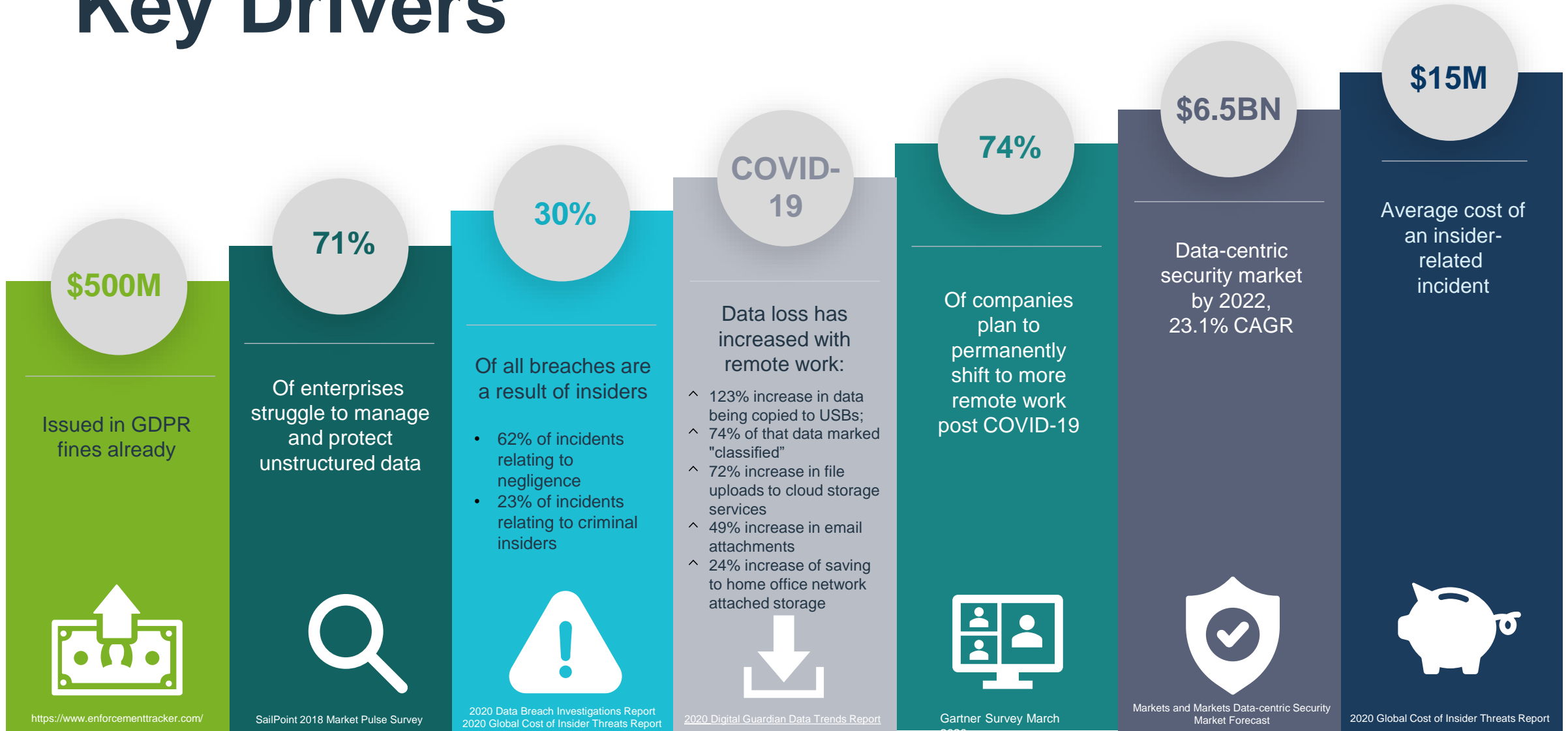


Unstructured data is vulnerable



Many collaboration channels

Key Drivers



Large and Addressable Market

Exponential Expansion of Data

Digital Transformation

US\$1,392B
22.5% CAGR to 2027

Content & Collaboration

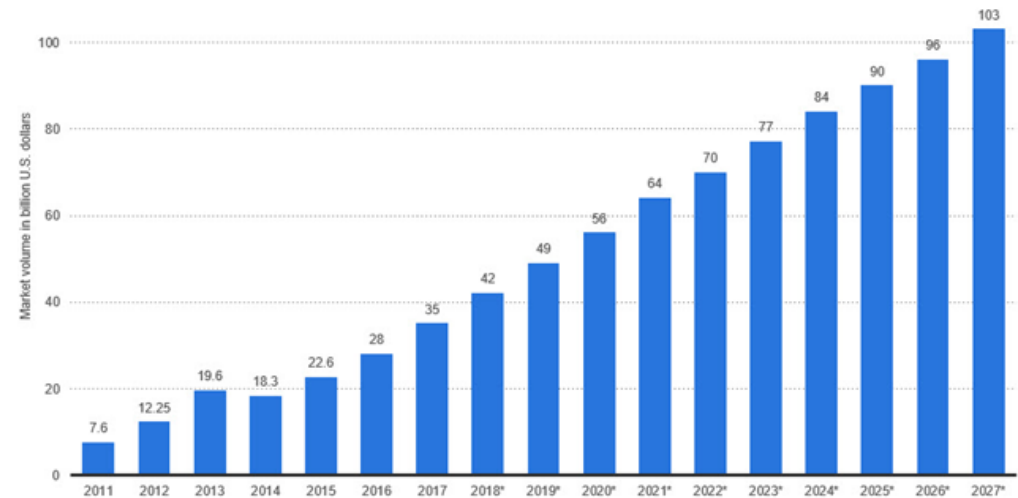
US\$7B

Data-centric Protection

US\$5.8 billion
23.1% CAGR to 2022

Forecast Revenue Big Data Market Worldwide 2011-2027

Big Data Market Size Revenue Forecast Worldwide From 2011 To 2027
(in billion U.S. dollars)



statista

Tailwinds Promoting Growth

Cyber Security Commitment & Australian Industry Capability

- **Department of Defence “2020 Force Structure Plan”**
 - The Australian Government committed approximately \$15bn over the next decade to cyber and information warfare capabilities
- **Australia’s Cyber Security Strategy 2020**
 - The Australian Government committed investment of A\$1.67b over 10 years
- **Australian Industry Capability**
 - Provides opportunities for Australian companies to compete on merit for defence work within Australia and overseas.



Australian Government

CUSTOMERS

Attorney-General’s Department
Department of Defence
Department of Home Affairs
Office of the Information Commissioner
Department of Health

The Product Offerings

Data-centric approach to security

 archTIS

The archTIS Advantage

Superior Technology

- Data-centric protection dynamically secures data from the *inside out*
- Zero Trust / ABAC methodology
- Proven & established across marquee customers
- Industry recognized solutions



Validated Integration with Key Collaboration Platforms

- Microsoft
- Nutanix
- Oracle
- AWS
- Splunk



Accredited “PROTECTED” with Australian Government



Secure collaboration is always top priority for our customers, and NC Protect can help customers with highly sensitive data to ensure it remains protected as it is shared through the collaboration lifecycle.

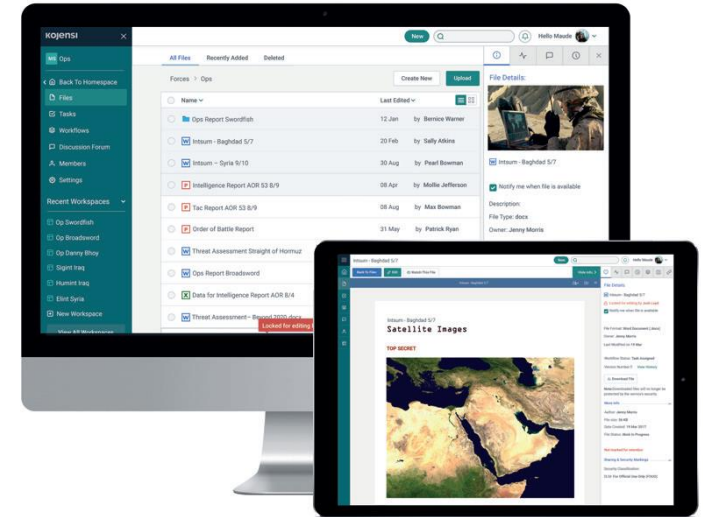
Ryan McGee
Security Product Marketing,
Microsoft Corp



Kojensi

Accredited Classified Information Collaboration Platform

- Multi-level collaboration platform allowing government and industry to create and share highly classified information
- Uses Attributed Based Access Control (ABAC) to define the policies around who can access information and under what conditions
- Enforces Zero Trust at the perimeter and the data layer
- Patented security model



**KEEP SENSITIVE
DOCUMENTS SECURE**



**TOP SECRET
COMPLIANCE**



**INCREASE
PRODUCTIVITY**



**COLLABORATE
SECURELY**

NC Protect

In-transit Protection Across Microsoft Apps
Simpler. Faster. Cheaper.

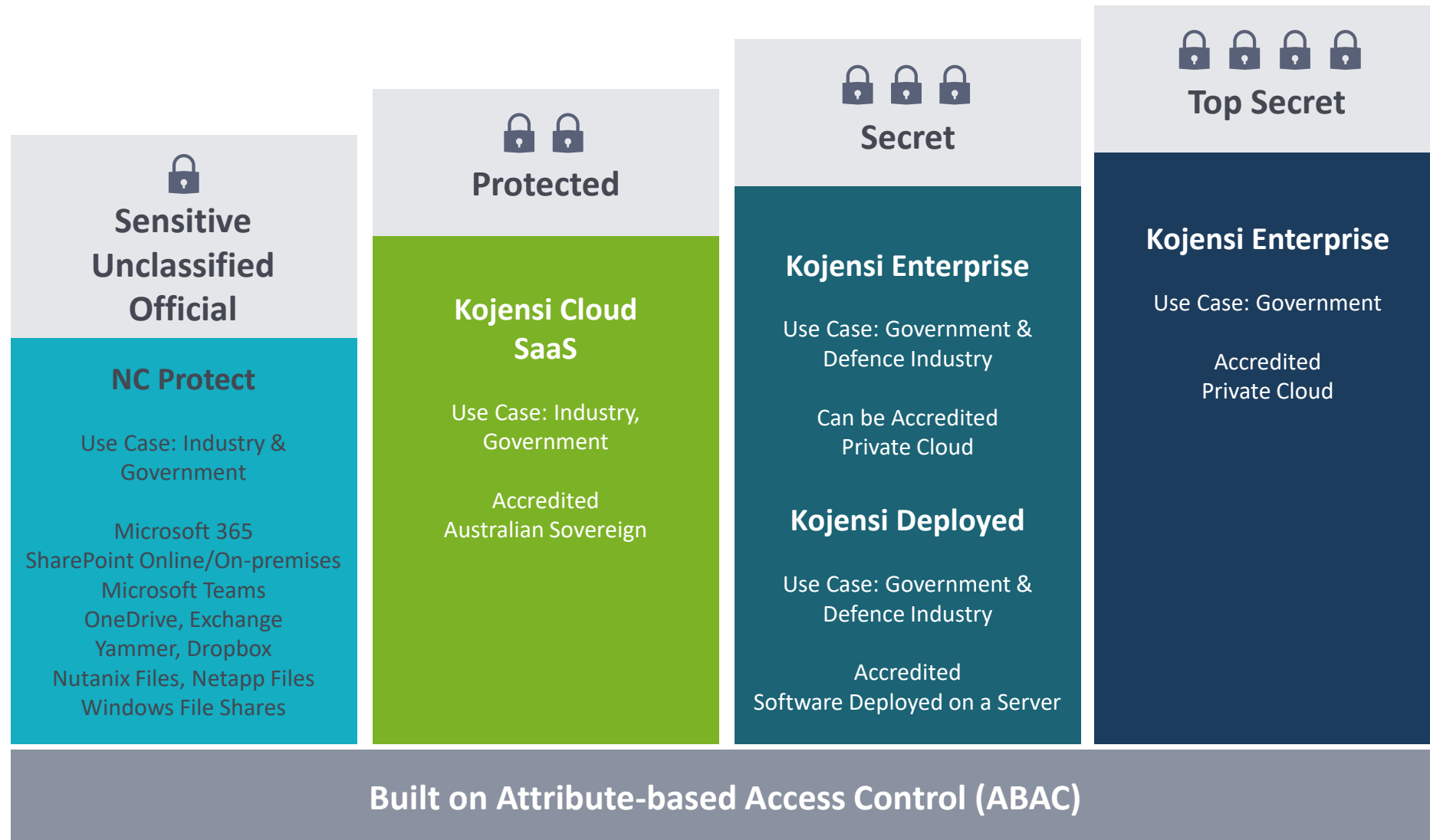


IDENTIFY, CLASSIFY &
SECURE SENSITIVE DATA

PROACTIVELY BLOCK &
PROTECT INFORMATION

AUDIT & REPORT FOR
COMPLIANCE

archTIS - Advanced Information Protection



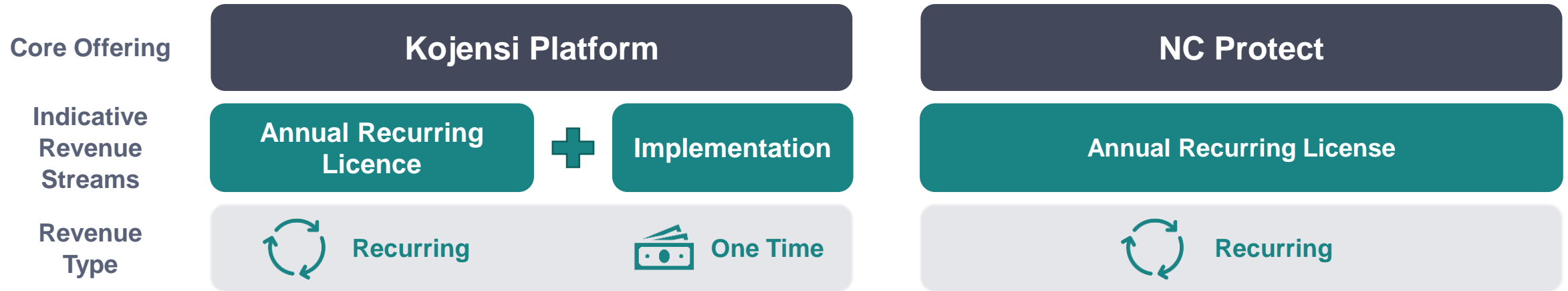
Our Business Model

Develop scalable annual recurring revenue via license sales



Annual Recurring Revenue Model

Driving long term, predictable annual recurring revenue



Diversified Customer Base

Eliminates the issue of account concentration by having multiple accounts renewing year over year while adding scale.

High Margin Growth

Subsequent years provide 95%+ gross margins leading to increased gross profits and subsequent EBIDTA.

Low Churn Rate (stickiness)

High retention rate of 95%+ creates extended lifetime value of customer in excess of 5x ARR.

Go To Market Offerings



Gov
Defense

Enterprise

Corporate SME &
SLGE

Kojensi Enterprise On-premises

- Securing “Top Secret” information | C-SCRM
- Government Agencies | Defense Industrial Base
- Enterprise Direct | Large System integrators | MSFT Co-sell
- ASP: \$3–6M per annum | Users licenses: Over 10,000

Kojensi Enterprise On-premises & NC Protect

- Government Agencies | Corporate Enterprises over 5,000 staff
- Secure Collaboration
- Regional Direct | System Integrators | MSFT Partners | MSFT Co-sell
- ASP: \$100–500k per annum | Users licenses: 2,000–10,000

Kojensi SaaS & NC Protect

- Secure Collaboration
- SME under 5,000 | State, Local and EDU
- Inside direct | MSFT & Security Resellers
- ASP: \$10–100k per annum | User licenses: 1-2,000

3 Tier Global Distribution Strategy

Direct Regional Sales

- APAC:
 - Canberra
 - Singapore
- Americas:
 - Boston
 - US FED: Washington, DC
- EMEA: London

Global Channel

- System / Defence Integrators
- Value Added Resellers
 - Microsoft Certified
 - Security / Vertical
 - Trusted Advisor Relationship

Strategic Alliances

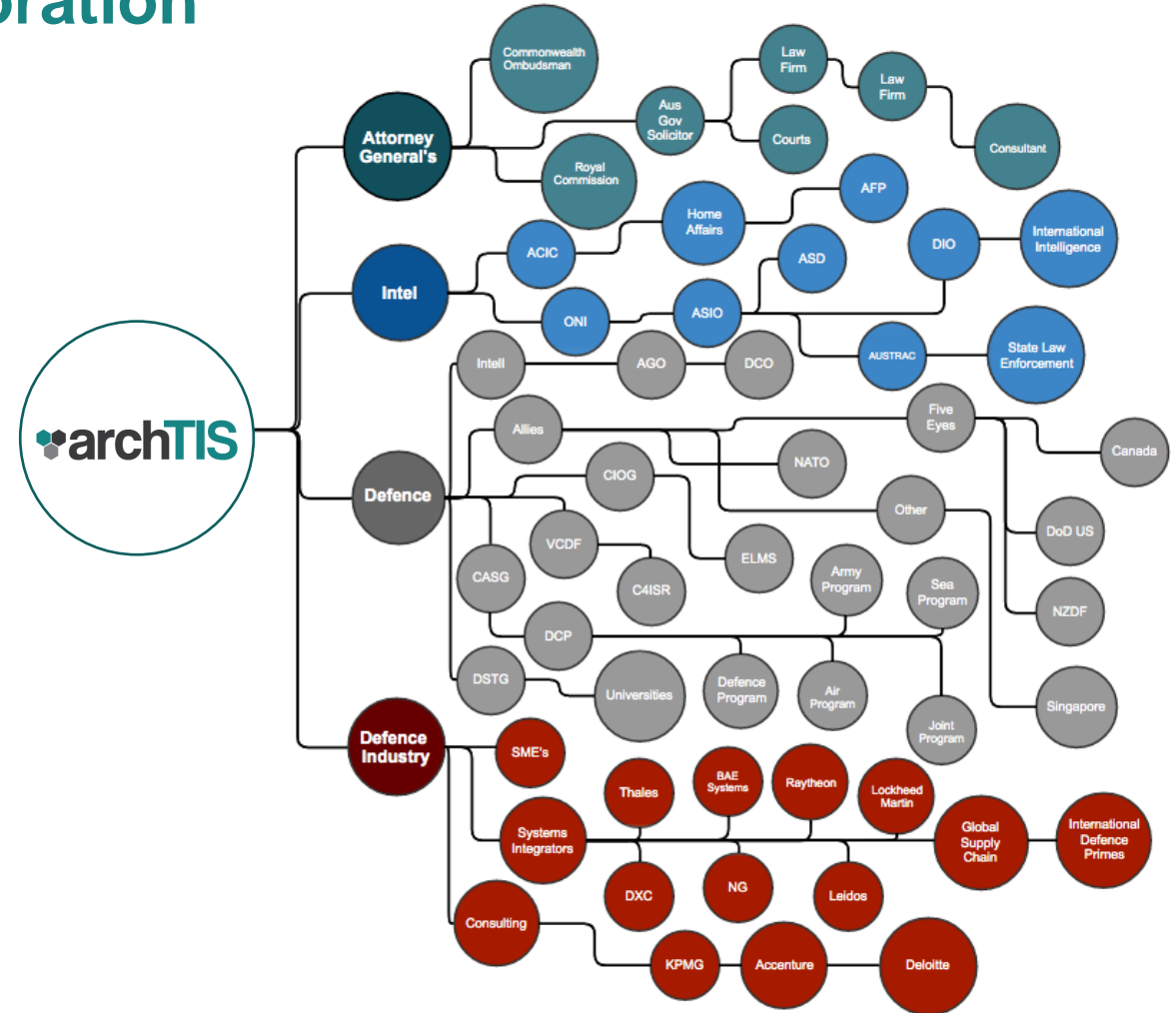
- MSFT Co-sell
- ASX related partnerships
 - LiveTiles / DropSuite / Tesseract / CipherPoint



Supply Chain Network Effect

Customer Expansion via Collaboration

- 1 Sale to primary organization
- 2 Deploy across collaboration network
- 3 Secondary sales into supply chain

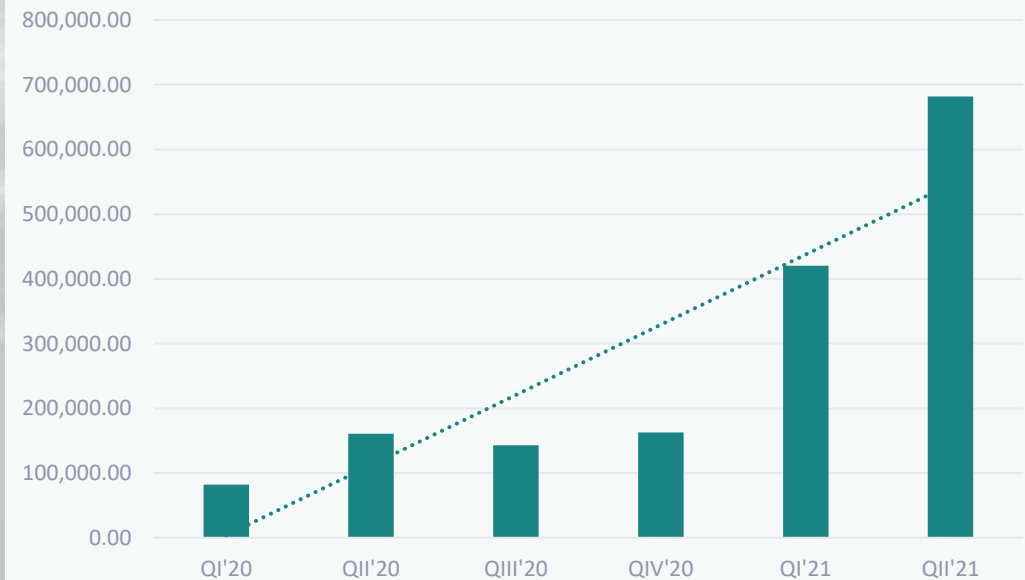


Our Customers & Partners



Capital Investment Strategy

**Strong Revenue Growth
Q1'20 to QII'21**



\$12M cash balance to fuel growth

- Ongoing expansion of global sales distribution strategies:
 - Establish a multi-geography, global presence
 - Create a US-based Federal and Defence business unit
- Expand market awareness and demand
- Drive technology innovation
- Create operational efficiency through tight system integrations
- Explore acquisitions for global product and market expansion

Experienced Leadership Team



Daniel Lai
Managing Director & CEO

Daniel is a Founder and Managing Director of archTIS, with extensive industry experience leading large and complex deliverables for government and commercial organisations.



Nick Main
Chief Architect

Nick Main leverages experience in Australian Government, Defence and law enforcement technology strategy, security, architecture, technical consultancy, and high tempo technical project delivery within complex and high security environments.



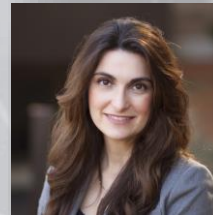
Kurt Mueffelmann
Global COO & US President

As Global COO and US President of archTIS and Nucleus Cyber, Kurt Mueffelmann brings over 25 years of technology leadership to the company in running 5 previous successful entities including US\$1B NASDAQ. He is a two-time Deloitte Fast 500 CEO.



Leigh Rowland
Chief Engineer

As Chief Engineer, Leigh Rowland is responsible for driving the evolution of the company's technology to provide secure collaboration and seamless integration into supported platforms.



Irena Mroz
Chief Marketing Officer

Irena Mroz is CMO of archTIS and Nucleus Cyber. She is responsible for defining the company's branding, demand generation and public relations leveraging over 20 years B2B software marketing experience.



James Palmer
Chief Financial Officer

James Palmer is the Chief Financial Officer of archTIS. James has over 24 years of professional experience in London, Sydney and the USA, 20 of those years with a major accounting firm.



Marcelle Newbound
Customer and Employee Culture Manager

Marcelle Newbound is focused on optimizing the employee and customer experience to drive satisfaction and product renewal.

Why Invest Now

- Commercialised and proven technology platforms with established customer base
- Deep global networks and relationships in Government/Defence and Industry
- Significant market opportunity and strong tailwinds addressing insider threats
- Key strategic partnerships with global leaders such as Microsoft, Oracle and AWS
- Strong cash position for investment combined with accelerating revenue metrics

Contact

Company Enquiries

Daniel Lai

Managing Director, archTIS

E: investors@archtis.com

Investor Relations

Media & Capital Partners


E: Archtis@mojomediamedia.com.au



Level 3 , 10 National Circuit
Barton ACT 2600 Australia

1300 ARCHTIS
+61 2 6162 2792
+61 419 528 061

www.archtis.com

 @AR9_investor
@arch_tis