



TRUSTED TO SAFEGUARD THE WORLD'S MOST
SENSITIVE INFORMATION

Investor Update

Q4FY23 | JUNE QUARTER



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No Warranties

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Q423 Quarterly Highlights

Strong Quarterly Results Delivers on Annual Outlook Objectives



Achieved adjusted annual outlook targets

37% revenue growth
\$9.5M cash collections
51% reduction in cash outflows



Quarterly Financial Performance

Increased revenue & ARR
Decreased operating expenses
Strong cash collections & A/R



\$4.1M 6-month POC

Provides a strong start to FY24 with additional purchasing ability



Continued Strong Customer Adoption

Customer traction focusing on Data Sovereignty
DHL – Microsoft Cosell
The Bank of Finland



Product Innovation

Integration into Microsoft PowerBI & Janusseal Documents



Kojensi International Launch

Mid-September timeframe

FY23 Outlook Statement vs FY22 – Confirmation (unaudited)

Year on year revenue growth of 30-40%

37% revenue growth

Detail (\$ '000's)	\$
YTD Revenue	6,367
License Revenue	3,171
Services Revenue	2,777
Equipment Revenue	419
YoY Growth %	37.3%

\$9.5M minimum cash receipts

204% increase in overall customer cash receipts

Detail (\$ '000's)	\$
YTD Customer Receipts	7,649
ATO R&D Rebate Refund	1,822
Total FY23 Cash Receipts	9,471

Operating Cash Net Outflow expected to halve

Continued stabilization with decrease of operating expenses

Detail (\$ '000's)	\$
FY22 Cash Outflow	10,569
FY23 Cash Outflow	5,219
% Decrease from prior year	50.6%

Q423 Financials

Revenue Growth supporting decreased Operating Cash Net Outflow

	FY23	FY22
(A\$'000)	Q4	Q4
Licencing Revenue	790	691
Services Revenue	1,136	667
Equipment Revenue	321	-
Total Revenue	2,247	1,358
<i>% Increase on prior comparative period</i>	65%	
Annual Recurring Revenue	3,622	3,257
<i>% Increase on prior comparative period</i>	11%	
Gross Margin	44%	64%
OPEX (after capitalising development costs)	1,385	2,939

*Unaudited results

Revenue up 65% PCP
Revenue up 26% PQ

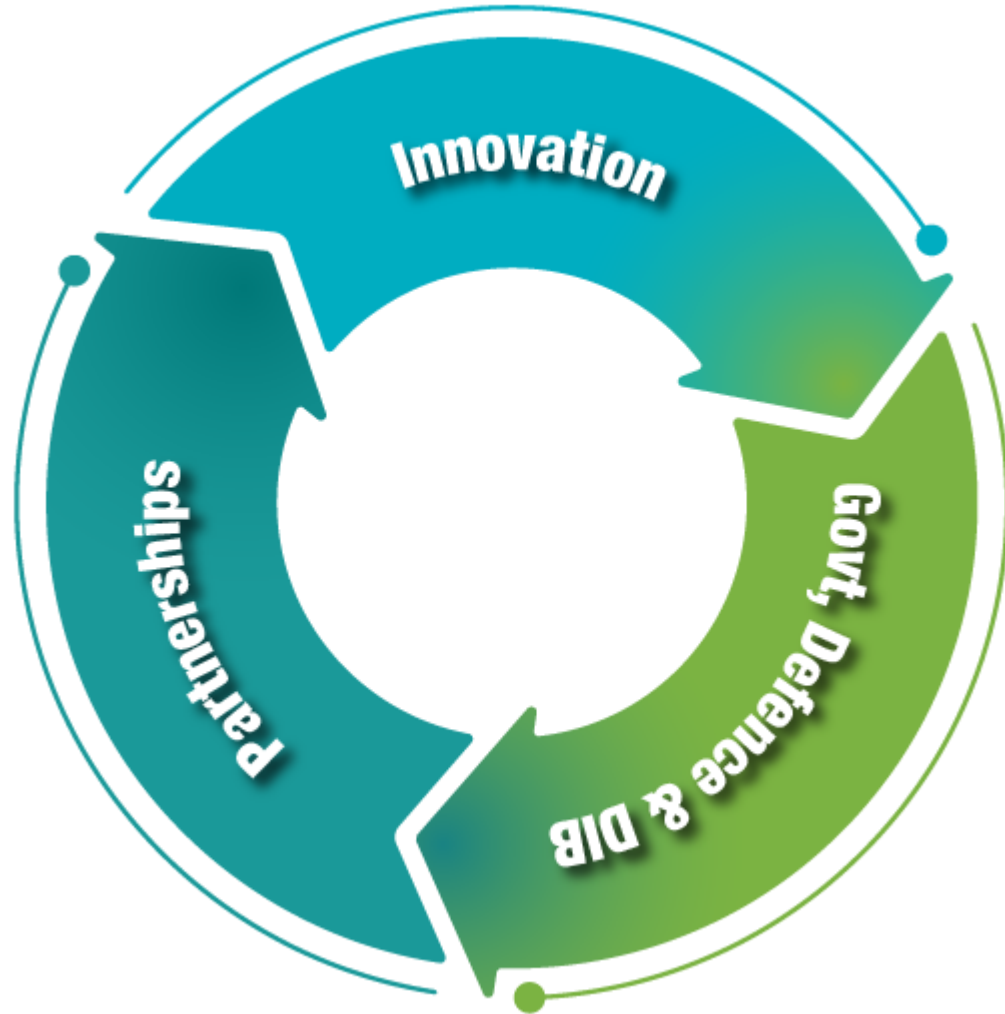
ARR of \$3.6M
Up 11% PCP

Operating Expenses
Decreased 53% PCP
Decreased 17% PQ

Net Operating Cash Outflow
Decreased 51% PCP

* Prior Comparative Period (PCP) / Prior Quarter (PQ)

Strategic Growth Objectives



The preferred platform for sharing information across Government, Defence and Defence Industry



The premium provider of Policy Enforced Access Management products to the Global Defence market



The Global thought leader in data-centric architecture

Defence Strategic Review (DSR)

Supporting AR9 Growth Initiatives

Key takeaways

- Investment horizons and clear priorities set by the Government and Defence
- Data Centric Security is a key enabler across multi-party collaboration (Five Eyes, AUKUS, QUAD)
- Cyber and Security clear themes and including assurance of people, ICT systems and data sharing



Australia's cyber and information operations capabilities must be scaled up and optimised."

Defence Strategic Review (DSR)

Industry Tailwinds

Extending Zero Trust to Data Security



Zero Trust =
Trust Nothing, Validate Everything

NCPROTECT™

With ABAC, Any Attributes + Policy = Dynamic Object-Level Zero Trust Access & Protection



The attributes create context about where when and how access is requested



User attributes are defined based who and what level of access such as security clearance or nationality



One or more polices are applied to data object to determine access and what conditions and permission a user has



Global Customer Adoption

- **The Australian Department of Defence** has signed a A\$4.06M contract to conduct a proof of concept to modernise their workplace environment.
- An **Australian university** for A\$270,000 extends NC Protect's data-centric access controls from unstructured data (Microsoft documents) in SharePoint to structured data (data held in databases) managed by Power BI.
- **Babcock** has signed a total contract value of A\$241,200 of which A\$78,000 is for annual recurring licensing revenue (ARR) across an initial 100 users.
- A **US Defense supplier** that develops spacecraft and situational awareness software to protect space assets selected NC Protect in Microsoft's GCC-High Cloud environment for CMMC and CUI to meet US DoD compliance requirements
- **DHL** and **The Bank of Finland** upgraded from cp.Protect to NC Protect and NC Encrypt to ensure key management and data sovereignty in the Cloud
- **Skool4Kidz**, a referenced account, purchased an additional 190 NC Protect licenses through the company's ASEAN distributor i-Sprint Innovations



Future Continued Product Innovation



Microsoft PowerBI Integration

Extends NC Protect's data-centric access controls to structured data managed by Power BI



Janusnet Integration

Integration supports NC Protect's 'bring your own classification' model to add ABAC capabilities to third party classification tools



Kojensi International Launch

Mid-September with a global partner



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Q&A

Thank you