



INVESTOR PRESENTATION – APRIL 2024

# Sovereign IT Capability Empowering the Defence Industry Supply Chain

ADISYN LTD [ASX:AI1]



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# Compelling Geopolitical Thematics



**Rising Geopolitical Tensions & AUKUS Pact**

Spearheading an era of heightened security investments



**Surge in Government Spending**

Fuelling expansive growth in the defence sector and SME opportunities



**SME Sector Expansion**

Amplified by governmental focus, driving demand for specialised services



**Adisyn's Strategic Response**

Building in house expertise and leveraging strategic partnerships



**Enhanced Demand for Our Services**

Our expertise in cyber threat protection, regulatory compliance, and IT security management is more relevant than ever



**Sustained Revenue Growth**

Continuously enhancing products to meet demand in high-growth sectors, fostering long-term client reliance in our data security ecosystem



Adisyn's Strategic Edge in Supporting Defence Industry Supply Chain



# Rapid Industry Expansion

- The Australian Government is investing billions in defence, strengthening national security.
- Western Australia is leading this drive, spurred by the AUKUS security deal.
- More than 220 businesses and contractors currently have registered defence capability with Defence West.<sup>1</sup>
- The state government of Western Australia has a strategic vision to double the value of the state's defence industry to \$6 billion by 2030<sup>2</sup>.

1. <https://jtsi.wa.gov.au/economic-development/defence-west/wa's-defence-capability>  
2. Building Western Australia's Defence Industry Australian Marine Complex Infrastructure Strategy, November 2020.



Asia Pacific

## Australia boosts defence spending, aims to double warships

Reuters

February 20, 2024 10:37 AM GMT+8 · Updated 16 days ago



## The Sydney Morning Herald

### Could the AUKUS nuclear subs deal rival WA's resources sector?



Hamish Hastie  
March 14, 2023 – 2:37pm

Save Share A A A 5 View all comments



## Australian nuclear submarine program to cost up to \$368b as AUKUS details unveiled in the US

By defence correspondent Andrew Greene in San Diego and political reporter Matthew Doran

Posted Tue 14 Mar 2023 at 4:01am, updated Mon 5 Jun 2023 at 10:39am

# The Opportunity



SMEs are poised for rapid growth and are seeking a trusted provider to help them position for expanding opportunities in the defence sector

- Data is becoming more valuable to businesses, and increasingly at threat due to cyber-attacks and a constantly evolving threat landscape.
- Many SMEs in the defence industry supply chain are ill equipped to protect themselves against cybersecurity threats.
- The rapid rise of artificial intelligence is going to increase the number of threats to businesses.



Cybersecurity

## AI rise will lead to increase in cyberattacks, GCHQ warns

By James Pearson

January 24, 2024 4:12 PM GMT+8 · Updated a month ago





# About Adisyn

Vast experience across data and technology sectors, with a strong track record of delivering innovative solutions driving growth to a wide array of clients in key industries.



**Growing demand for domestic providers** specialising in cyber threat protection, regulatory compliance, and IT security infrastructure management.



In high-risk sectors such as the Defence Supply Chain, **meeting evolving security obligations** and ensuring effective information security management are **critical**.

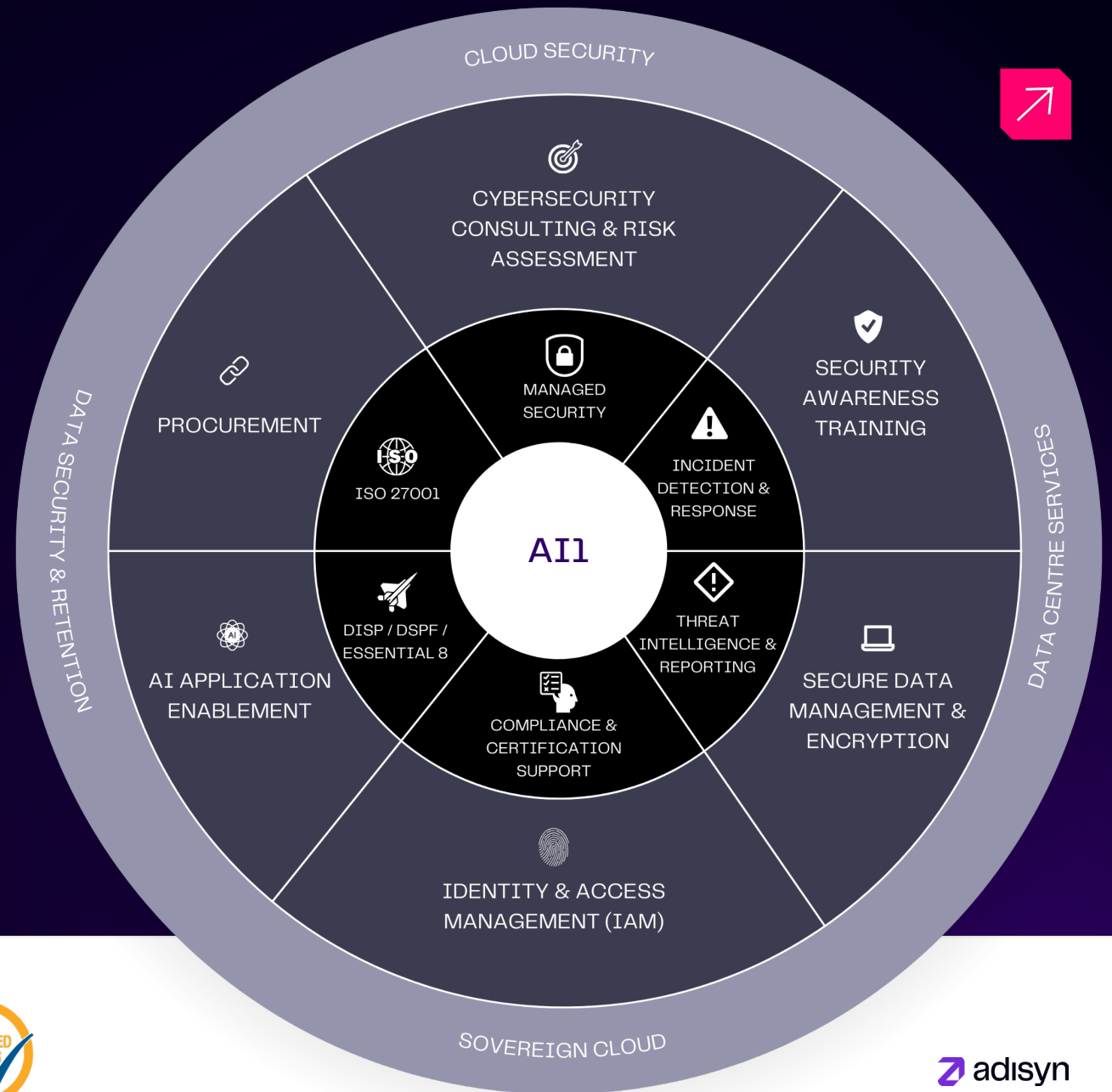


Adisyn is **committed to becoming the preferred partner for SMEs** seeking to bolster their sovereign data and security practices, especially for those involved in sectors where national security concerns mandate stringent data protection measures.

# Adisyn Capabilities

Adisyn is forging strategic partnerships, utilising our proven data and technology expertise to create an expansive suite of services tailored to the needs of the defence supplier sector.

Our secure, comprehensive ecosystem enhances SME resilience and operational excellence, fostering sustained growth and establishing us as the trusted long-term provider for our clients.



# Strategic Location

Our WA location offers direct access to Western Australia's defence projects and AUKUS-related activities

- Situated close to Garden Island's HMAS Stirling naval base and the Australian Marine Complex in Henderson, Adisyn is well-placed to support the defence sector's growing demands, including the anticipated increase in nuclear-powered submarine activities.
- The AUKUS agreement is set to significantly boost the defence sector's activity in our area, creating substantial opportunities for Adisyn to target growing organisations which require our unique capabilities.
- AUKUS related projects are expected to generate up to 8,500 direct jobs, with an additional 500 jobs for submarine maintenance between 2027-2032<sup>1</sup>.

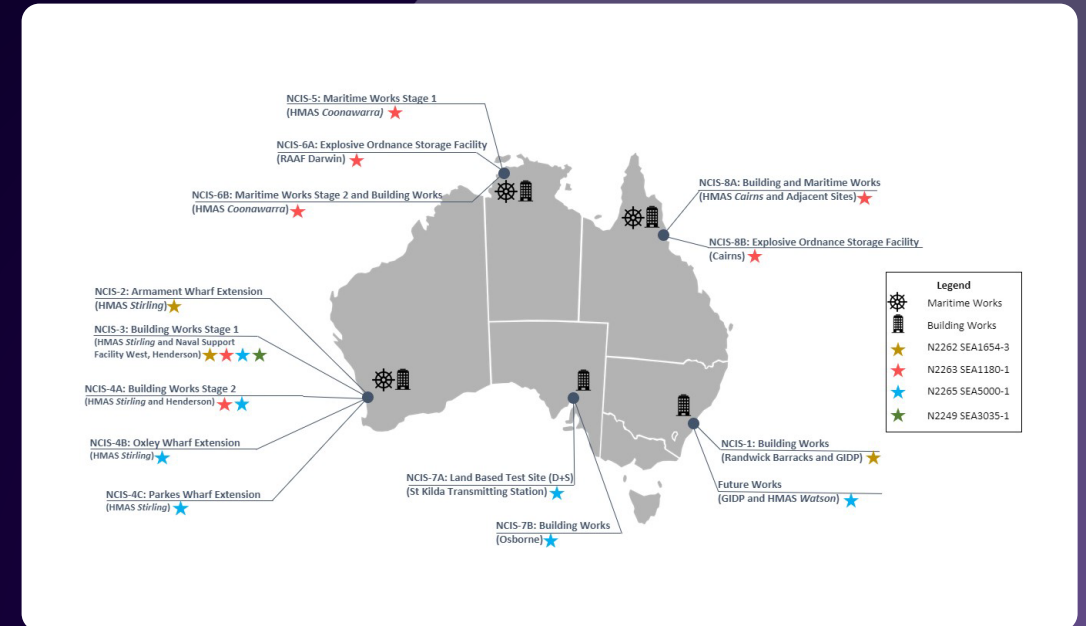


Image Source: "Navy Capability Infrastructure Sub-program". Australian Defence, 2024.

1. "AUKUS submarine workforce and industry strategy". Australian Defence, 14 Mar 2023.



# Strategy



## Phase 1 2023

- ✓ Business restructuring enhanced service offerings and cut cash burn by over \$1.25M/year
- ✓ Introduced new management team
- ✓ Rebranding initiative
- ✓ Expanded capabilities; Cybersecurity and AI

## Phase 2 2024

- ✓ Appoint Harry Karelis as a strategic advisor and form a new advisory board
  - Expansion of industry experienced advisory board
  - Strengthen service offering through strategic technology partnerships
  - Increase business development activity to drive further organic growth in WA market
  - Use in house cybersecurity and AI capability to build AI powered microservices to grow Company owned IP
  - Ongoing review and divestment of non-core assets
- Appoint new industry experienced board member

## Phase 3 2025

- Expand into other territories through organic growth, strategic partnerships and compelling acquisitions
- Sustained cashflow positive position with continued expansion of recurring revenue streams and tight cost control

## Phase 4 2026+

- Leading service provider in the defence industry supply chain, be the trusted partner for clients to manage and secure their data
- Continued expansion into further territories through strategic partnerships or acquisitions

✓ Successfully Completed ▸ In Progress ○ To Action



# Focus



## 1 Strategic Partnerships

Partner with industry specific technology providers to increase service offering.

Removes the need to spend significant funding and time on developing new products.

## 2 Business Development

Focus sales and marketing efforts towards industry specific events and organisations to develop brand recognition.

Increase sales team with industry experienced team members to drive further organic growth.

## 3 Technology and IP

Integrate and automate existing and new systems to provide further operation synergies and allow for scalability.

Continue with in house development capability on AI microservices to develop toolsets which can be used to augment business data and make operations more efficient, further enhancing company owned IP.

## 4 Capital Lite Model

Continuous optimisation of operations to transition towards providing scalable, service-based solutions.

Substantially decreasing our dependency on significant capital expenditures.

# Leadership Team



**Shane Wee**  
Non-Executive Chairman

Shane has worked in the financial services industry for the past 30 years. Founding Director of Alto Capital, until his retirement in June 2021, Shane held multiple corporate and advisor roles with various ASX entities and built a network of contacts across Australia and Southeast Asia.



**Blake Burton**  
Managing Director

Blake has been the Managing Director of Adisyn Ltd since July 2022. He has extensive experience in the IT industry, having founded his own web hosting company, which he took to a successful trade sale to Australia's largest privately owned web host.



**Justin Thomas**  
Chief Technology Officer

Justin has over 20 years of experience in the IT industry. In 2007, he established and sold a real estate software business to RP Data, and in 2012, he built and sold a Data Centre to Amcom (now known as Vocus).



**Paul Arch**  
Chief Operating Officer

With a background in emerging technologies, Paul has brought several successful opportunities to the Australian technology space. Founder of Datamate Backups Services and DC West Data Centre in Perth, along with playing a key role in the founding of Attained Group.



**Jesper Sentow**  
Chief Financial Officer

Over 25 years' experience as a Chief Financial Officer, Company Secretary of Public and Private Australian and International Companies across Europe, India, and Southeast Asia. Jesper specialises in corporate financial management and strategic planning, corporate governance, and commercial improvement.



**Harry Karelis**  
Chair of the Advisory Board

Harry has over three decades of experience in capital markets and holds a Master's in Cybersecurity Operations from the Australian Defence Force Academy/UNSW. His areas of expertise include financial analysis, funds management, and private equity. Harry also has a strong background in technology startups, focusing on cybersecurity, AI, and defence sectors.

# Financials & Capital Structure



**\$0.022**

Share Price<sup>1</sup>

**~176.3m**

Shares on Issue<sup>1,2</sup>

**~\$3.9m**

Market Capitalisation<sup>1</sup>

**\$4.2m**

FY22 Revenue

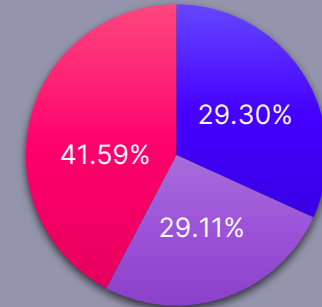
**\$5.4m**

FY23 Revenue

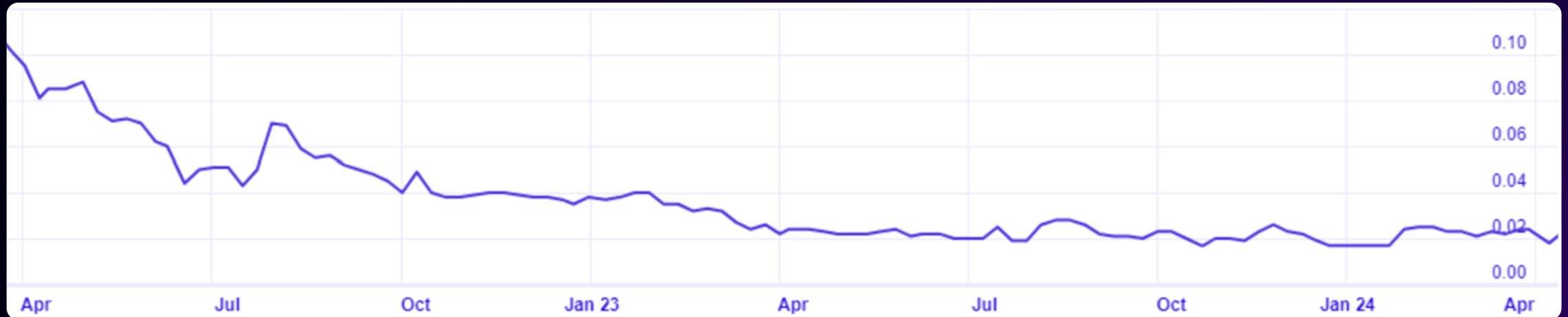
**\$3.7m**

H1 FY24 Revenue

Shareholding Distribution



■ Board & Management ■ Remaining Top 20\* ■ Other



1: As of 12 April 2024.

2: Excludes options, performance rights and other securities.

\*: Does not include Board & Management in the Top 20 which is shown separately.



# Thank you

## Contact Details



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