

Investor Update Q3FY24 | MARCH QUARTER



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No Warranties

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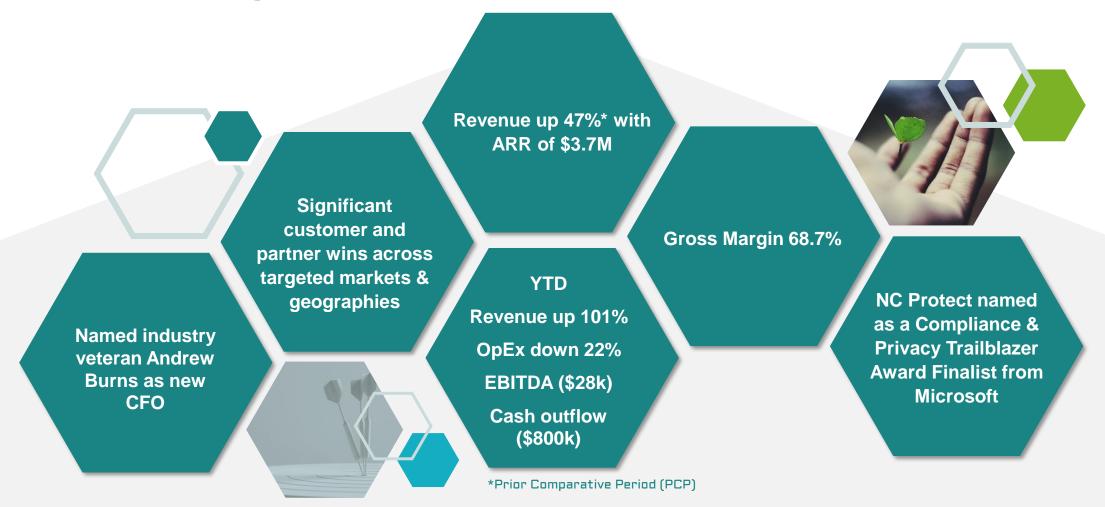
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Q3FY24 Quarterly Highlights

Continued strategic execution



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2024 Integrated Investment Program

Delivering an integrated, focused Australian Defence Force

- \$330 billion for the Integrated Investment Program over the decade to 2033-34
- Defence Strategic Review investing an additional \$5.7 billion over the next four years and \$50.3 billion over the next decade
- As a proportion of Gross Domestic Product is projected to rise to around 2.4 percent by 2033-34

 up to 0.3 percent



Industry Validation

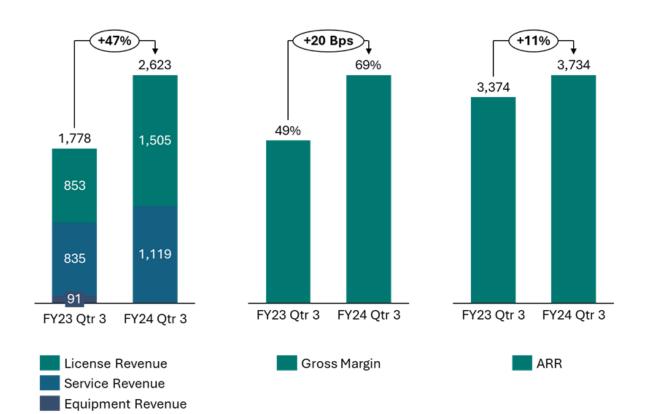


Another thing that I'm looking doing, I hope within the next six months, is to establish a protectedlevel cloud environment to support collaboration with industry. I'm already starting to think about how we would than take that to a secret cloud environment that is secure and cyber worthy.

Chris Deeble,
Deputy Secretary Capability Acquisition and Sustainment
Group (CASG)



Q3FY24 Financial Overview



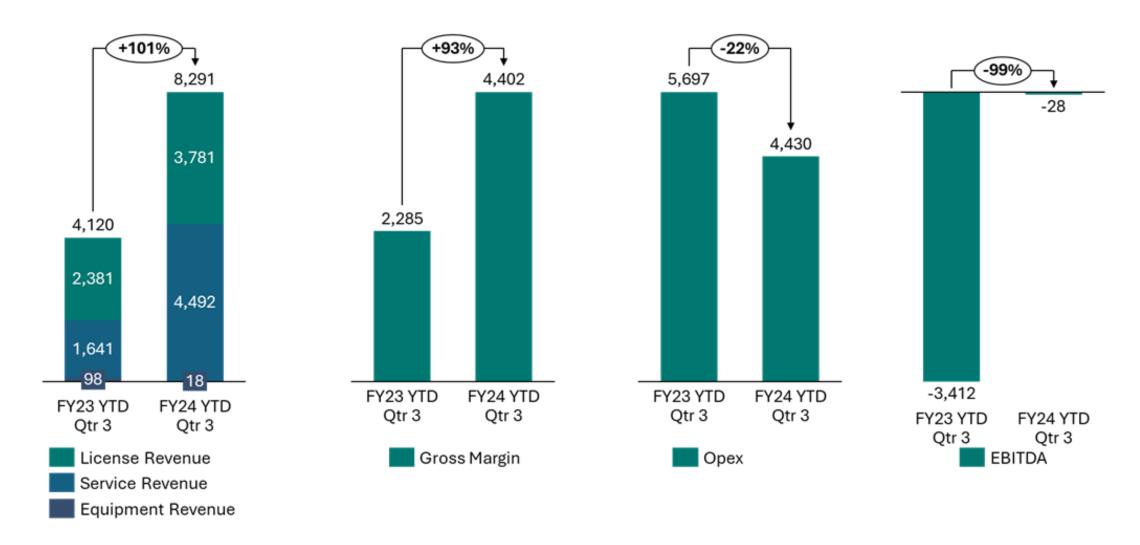
Q324

- Total revenue up 144%
 - Licensing up 76%
 - Services up 34%
- Gross Margin 69% / \$1.8M
- ARR \$3.7M
- Positive EBITDA of \$231k
- Cash availability of \$4.5M

*Unaudited results

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YTD24 Financial Overview



Q3FY24 Customer Growth

Broader industry adoption and recognition

HIGHLIGHTS

- Penten (post quarter close), \$446k award upon successful POC completion to implement Kojensi as part of a solution for an Australian national security agency
- Secure State sold Kojensi SaaS to a French aerospace company for the secure collaboration of sensitive information across industry and government
- US Defense manufacturer that provides space warfare capabilities expanded its use of NC Protect by purchasing NC Encrypt for data encryption and key management to bolster its security practices.

Microsoft Security
Excellence Awards 2024
Compliance & Privacy
Trailblazer Award
Finalist



International aerospace and defence organization leveraging Kojensi SaaS for secure collaboration with suppliers

Sovereign US Indian nation for securing personally identifiable information across SharePoint with NC Protect

U.S. Manufacturer protecting IP across R&D teams



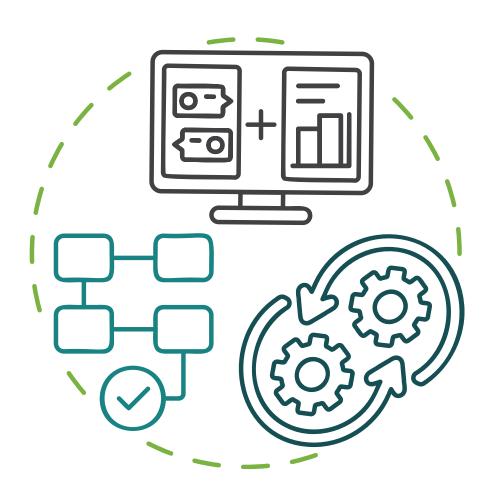
Australian
University for the protected collaboration across
Defence using
Kojensi SaaS

Top US law firm deploying NC Protect for dynamic read-only access and watermarking for court documents

Australian Defence command and control department communicating across Mission Edge

Services to KPMG as part of the One Defence Data program

The Customer Challenges We Solve



- Sensitive and classified data is voluminous and siloed, spread across multiple systems and formats.
- Data must be controlled and governed against strict compliance requirements.
- Global defense agencies are moving to secret clouds and require fine-grain access control.
- Other solutions are costly, cumbersome and resource-intensive. They lack the security and governance tools to meet these needs.



Solving these challenges with agility to meet business needs is the key to unlocking the potential of a competitive data-driven organisation.

Product and Solution Innovation



Copilot

Microsoft

Sensitive data must be labeled and secured properly so it doesn't surface in Copilot to unauthorized individuals.

 NC Protect can ensure that sensitive data is scanned and tagged with the appropriate sensitivity label to enforce access and protection policies.

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Microsoft Purview nformation Protection

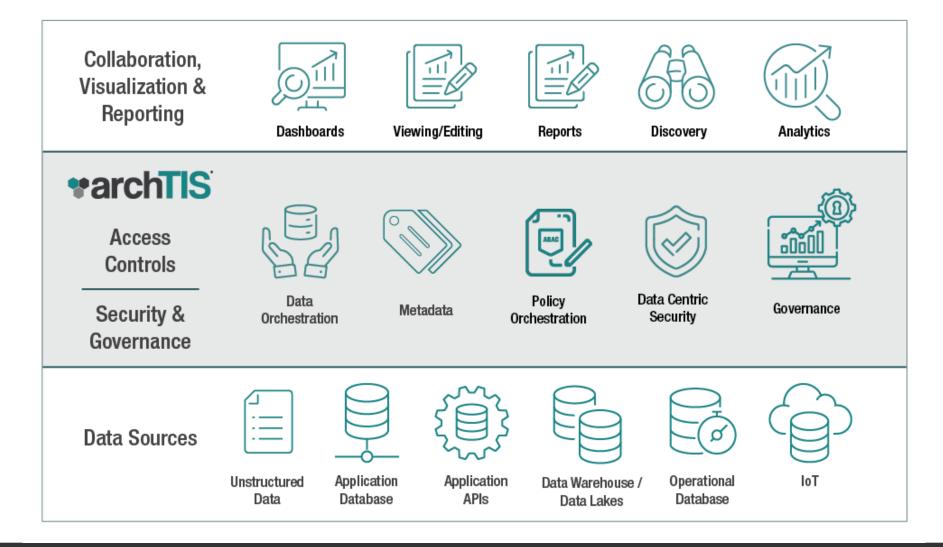
- NC Protect ingests
 Microsoft Entra ID user
 attributes, Microsoft
 Purview Information
 Protection (MPIP)
 sensitivity labels and other
 attributes to automatically
 apply conditional attribute based access and data
 protection policies.
- Augments MPIP labeling limitations with multi-label and unlimited label capabilities



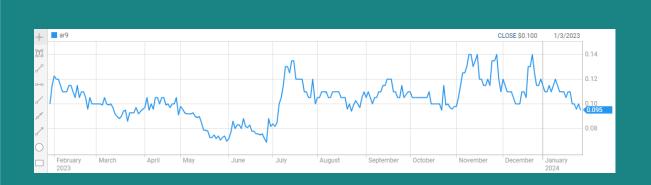
Structured Data

- Enterprise data is voluminous and siloed, spread across multiple systems and formats.
- To make it usable, data must be consolidated, enriched and secured to support an organisation's operational and analytical workloads.
- Defence agencies moving to secret cloud for collaboration

Simplify Data Integration & Security at Scale



Driving Shareholder Value



Opportunities for Market Improvement

- Achieve positive cash flow
- Large Australian Defence licensing deal
 - Previously announced POC
 - Extension of licenses
- Significant International Defence deal
 - US and Canada POCs



Р&А

ASX:AR9 | OTCQB:ARLHF