



TRUSTED TO SAFEGUARD THE WORLD'S MOST
SENSITIVE INFORMATION

Investor Update

Q1 FY25 | SEPTEMBER QUARTER



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No Warranties

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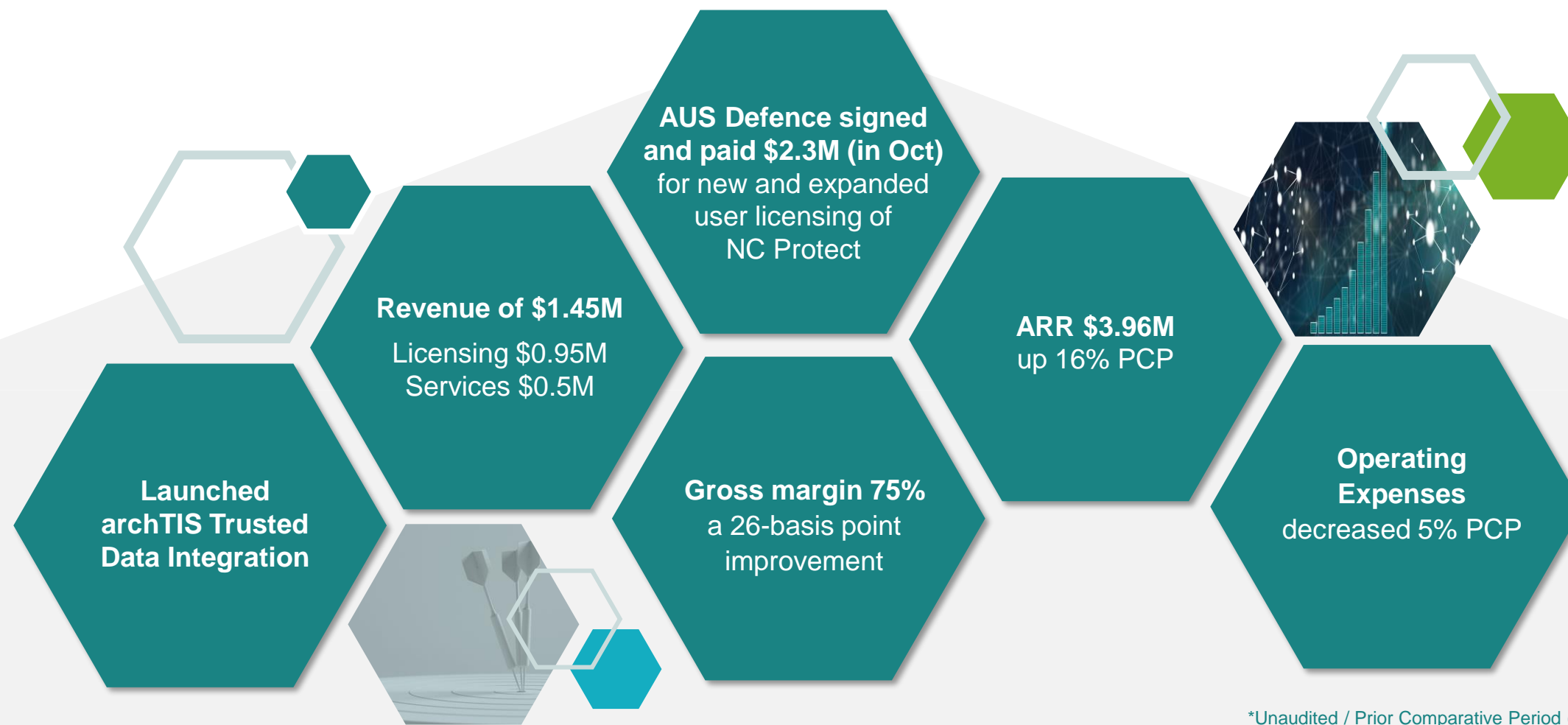
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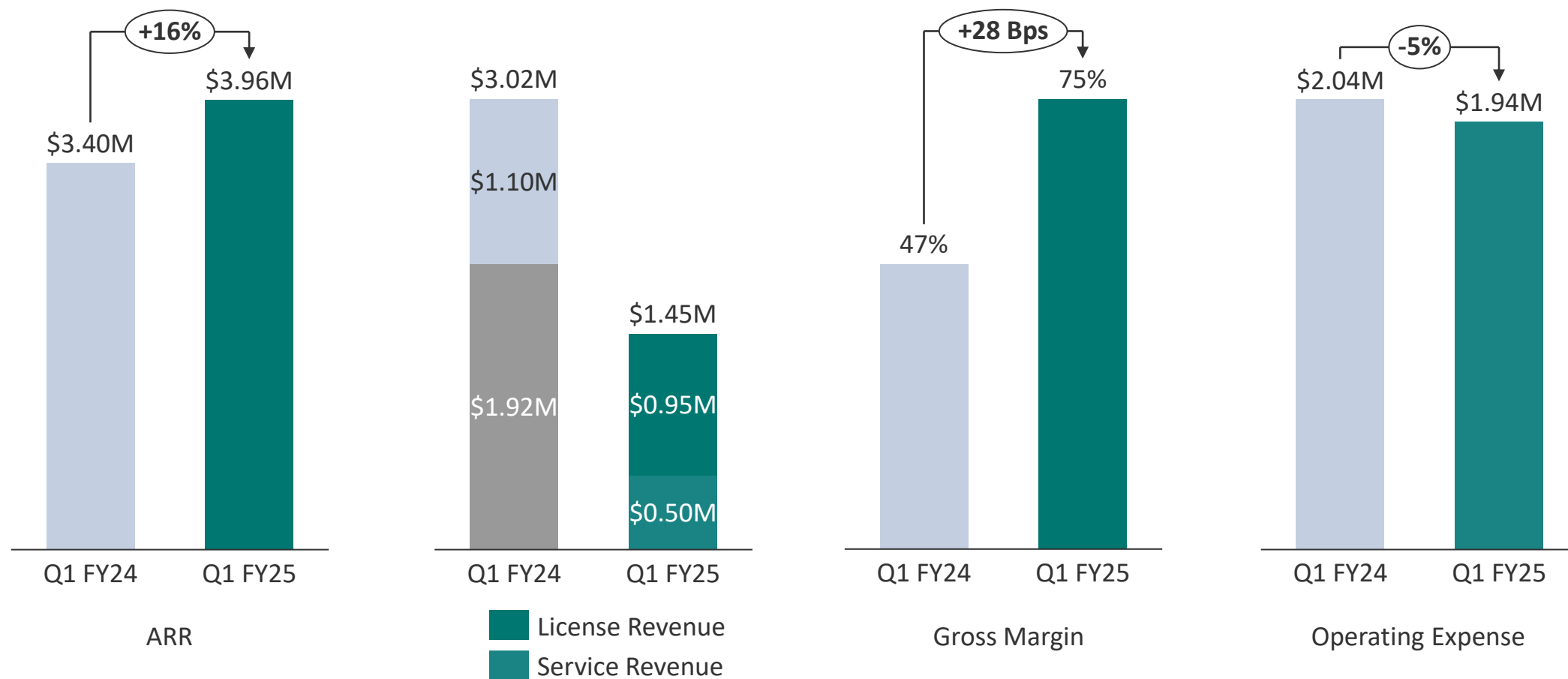
Q1 FY25 Quarterly Highlights*

Continued strategic execution



*Unaudited / Prior Comparative Period (PCP)

Q1 FY25 Financial Overview



*Unaudited results

Q1 FY25 Customer Growth

Broader industry adoption and recognition



HIGHLIGHTS

- The **Australian Department of Defence** Command and Control Division signed and paid \$2.3M for new and expanded user licensing of NC Protect
- **BGW Germany**, through archTIS reseller Softlanding, doubled their annual subscription to NC Protect to secure and restrict employee, management and industry volunteer access.
- An **Australian research university** expanded its use of Kojensi SaaS to securely collaborate with industry and defence partners.
- A **European bank** selected NC Encrypt to provide policy-based encryption for information stored in M365.
- **BAE** procured additional services to build a collaboration environment to facilitate sharing between industry and Defence.

Structured vs Unstructured Data

- The Big Data market will be worth \$474 billion by 2030, growing at 12.7% CAGR
- **Structured data** (e.g. databases) is clearly defined and lends itself to analysis. However, it is spread out across data lakes and warehouses. To make it usable, it must be integrated with other applications, governed and protected appropriately.
- **Unstructured data** (e.g., documents, spreadsheets) is stored in its native format. It is subject to global data governance laws. Organizations must identify sensitive information and implement appropriate access controls and protections.





A Data Centric Security solution for
every data sharing problem

NCPROTECT™

**DYNAMIC ACCESS & DATA PROTECTION FOR
MICROSOFT 365, SHAREPOINT &
FILE SHARES**

- Discover, classify and secure sensitive information
- Prevent data loss, misuse and human error
- Enforce zero trust with Attribute Based Access Control (ABAC) and data protection policies
- Audit user file access and interactions for security and compliance reporting
- Maintain control of encryption keys in M365 with Bring Your Own Key (BYOK) Support



**POLICY-BASED ACCESS CONTROL FOR SENSITIVE &
CLASSIFIED DATA**

- Compartmentalized military-grade classified information collaboration and file sharing
- IRAP assessed and accredited up to PROTECTED
- Control access and sharing with data-centric ABAC policies, including security classification, country, organization and releasability
- Audit all user interaction and changes made to files, workspaces and other administrative tasks



**POLICY-BASED ACCESS CONTROL FOR SENSITIVE &
CLASSIFIED DATA**

- Adds Zero Trust Data Centric Security capabilities to structured data access
- Source and integrate data from multiple authoritative data sources based on access context
- Centrally author and apply access control policies for security and compliance across data transactions with minimal user impact
- Enable seamless information and data collaboration with multiple third parties
- Enables speed of relevance for decision-making

Targeted Revenue Thread Opportunities



Australian Defence Agencies

- Drive an enterprise agreement to go deeper into Australian Defence
- Referenceable into Coalition Forces (US / Five-Eyes / AUKUS, etc.)
- Existing POCs
- Quoted opportunities



Replicate Success Across Coalition Forces

- Referenceable into Coalition Forces (US / Five-Eyes / AUKUS, etc.)
- Existing POCs
- Microsoft relationship
- AUKUS
- CMMC and CUI



Global Defence Industrial Base

- Sell-to / Sell through
- Advanced features of CUI, ITAR, CMMC, Dynamic Watermarks
- Kojensi SaaS
- Existing POCs



Opportunistic Account Targeting

- Update user count and expand existing customers
- Migrate from SharePoint On-premises to Cloud
- NC Encrypt: encryption and BYOK leveraging M365 and Thales CipherTrust Manager
- Support file shares like NetApp



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Q&A