



TRUSTED TO SAFEGUARD THE WORLD'S MOST  
SENSITIVE INFORMATION

# Roadshow

18 NOVEMBER - MELBOURNE

19 NOVEMBER - SYDNEY



**Miles Jakeman**  
Chair



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## No Warranties

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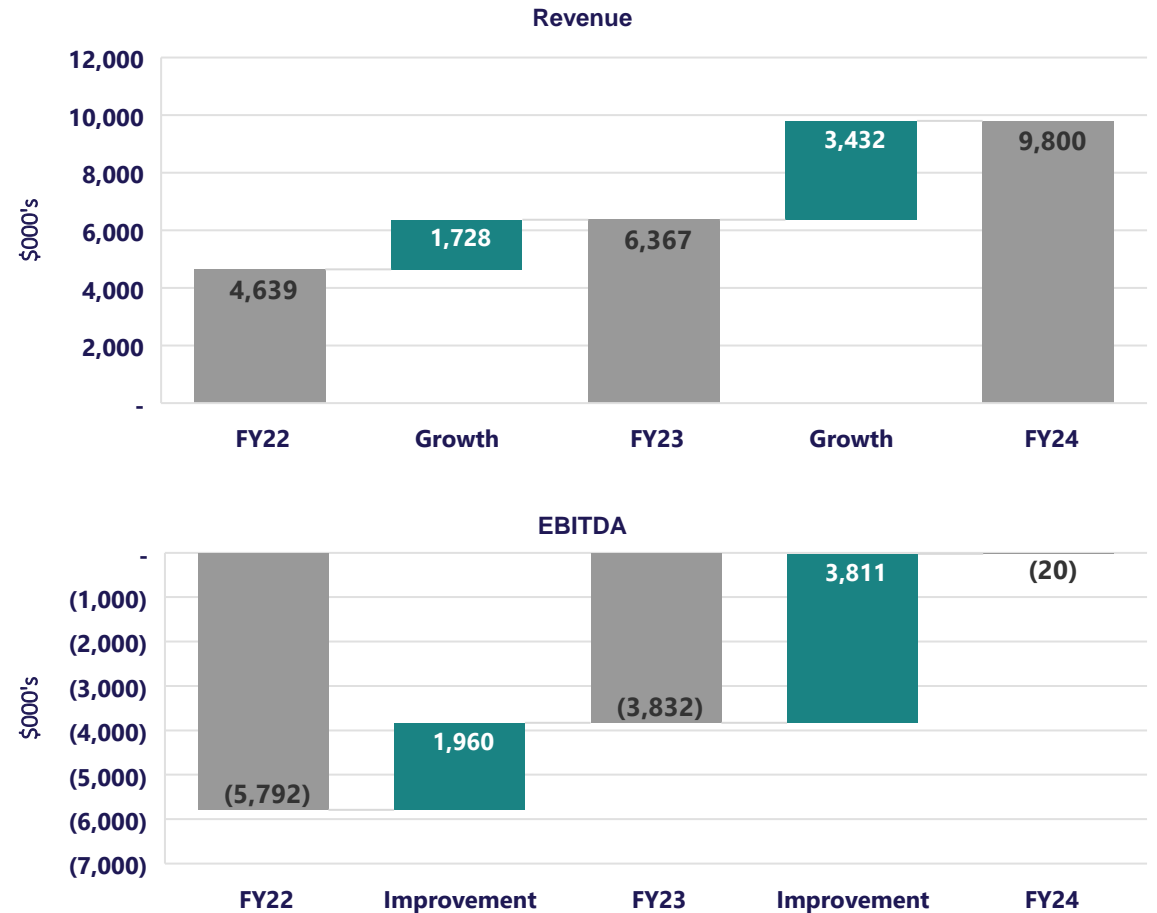
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# AR9 - Journey to date

Founded in 2006, archTIS has evolved to create best-in-class data-centric security products servicing defence agencies and companies around the world

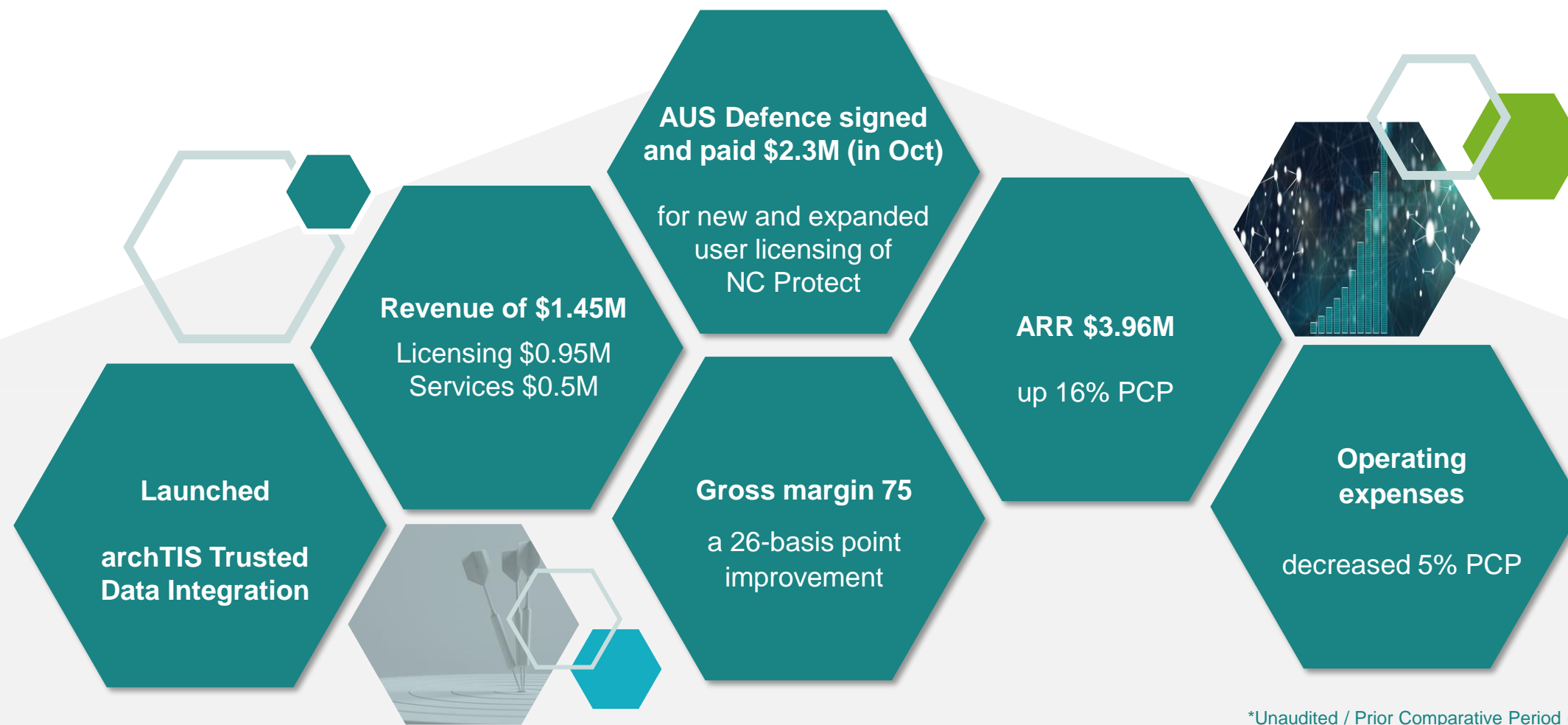
Founded in 2006 as a consulting company, archTIS has evolved to create best-in-class data-centric security products:

- 18+ years operating experience; 6+ years as a listed company
- Broad use case; provides solutions to enterprise IP, government, defence, multinationals and university research
- Successful operational focus in last two years:
  - Strong revenue growth: 37% in FY23 and 54% in FY24
  - Disciplined management has reduced cost base to \$5.8m in FY24 (FY22: \$9.0m)
- Products implemented across government, military departments, and private industry (including Thales, SAP, Hanwha, Babcock, NIOA, Aust DOD)
- Multi award-winning platform, including 2022 and 2023 Australian Defense Industry Cyber Business of the Year Award



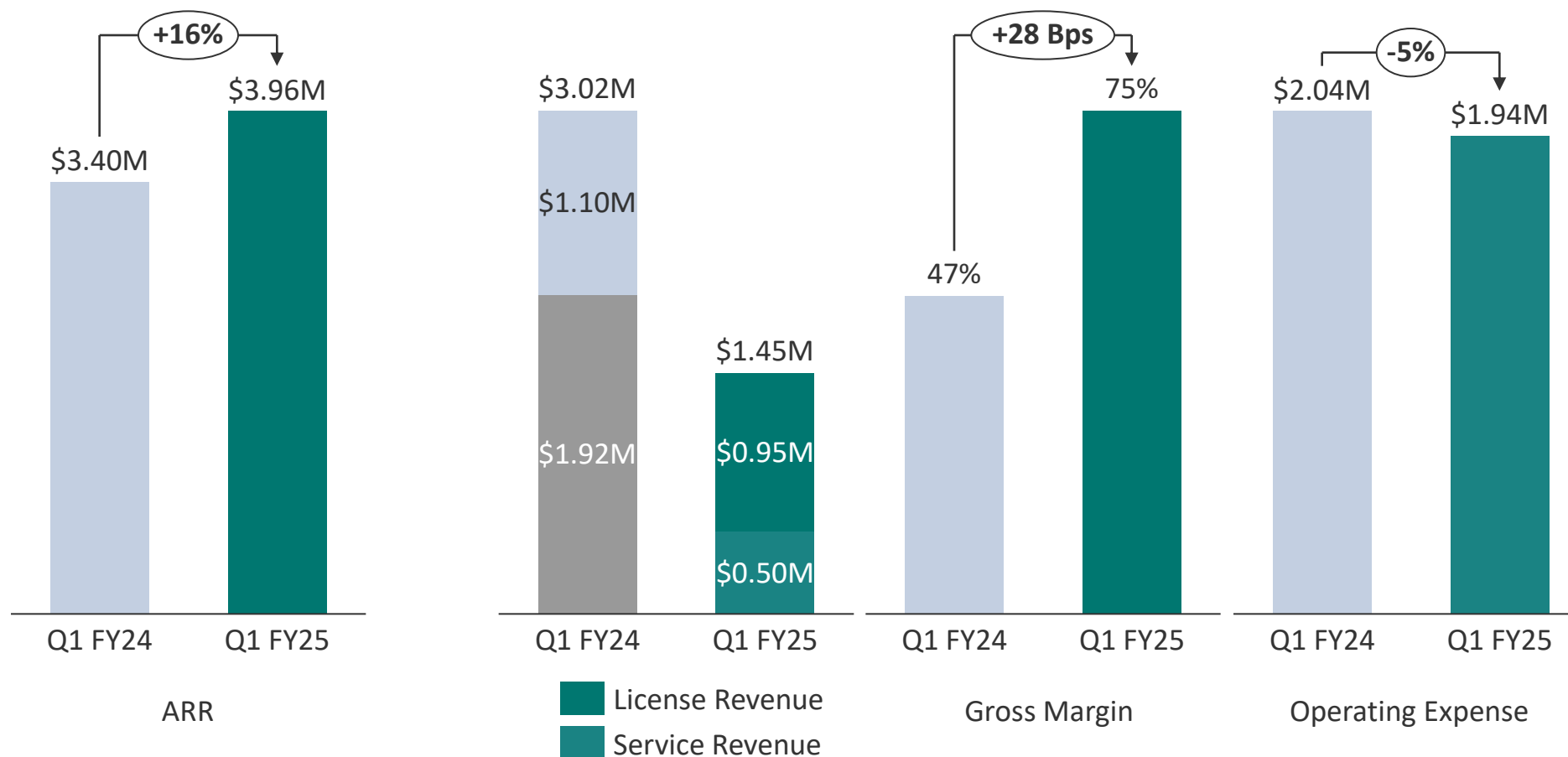
# Q1 FY25 Quarterly Highlights

## Continued strategic execution



\*Unaudited / Prior Comparative Period (PCP)

# Q1 FY25 Financial Overview



\*Defence Contract valued at \$2.3m closed in Oct 24

\*Unaudited results



A Data Centric Security solution for  
every data sharing problem



#### SECURE SHARING AND COLLABORATION PLATFORM FOR 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



#### DYNAMIC ACCESS & 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 ORCHESTRATION & 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

# Organic Growth Strategy – Revenue Verticals



## Australian Defence Market

- Become the default Data Centric Security products for Defence
- Drive an enterprise agreement to go deeper into Australian Defence
- Existing Proof of Concepts
- Quoted opportunities



## Replicate Success Across Coalition Forces

- Referenceable into Coalition Forces (US / Five-Eyes / AUKUS, etc.)
- Existing Proof of Concepts
- Microsoft relationship
- AUKUS
- Mandated compliance requirements



## Global Defence Industrial Base (DIB)

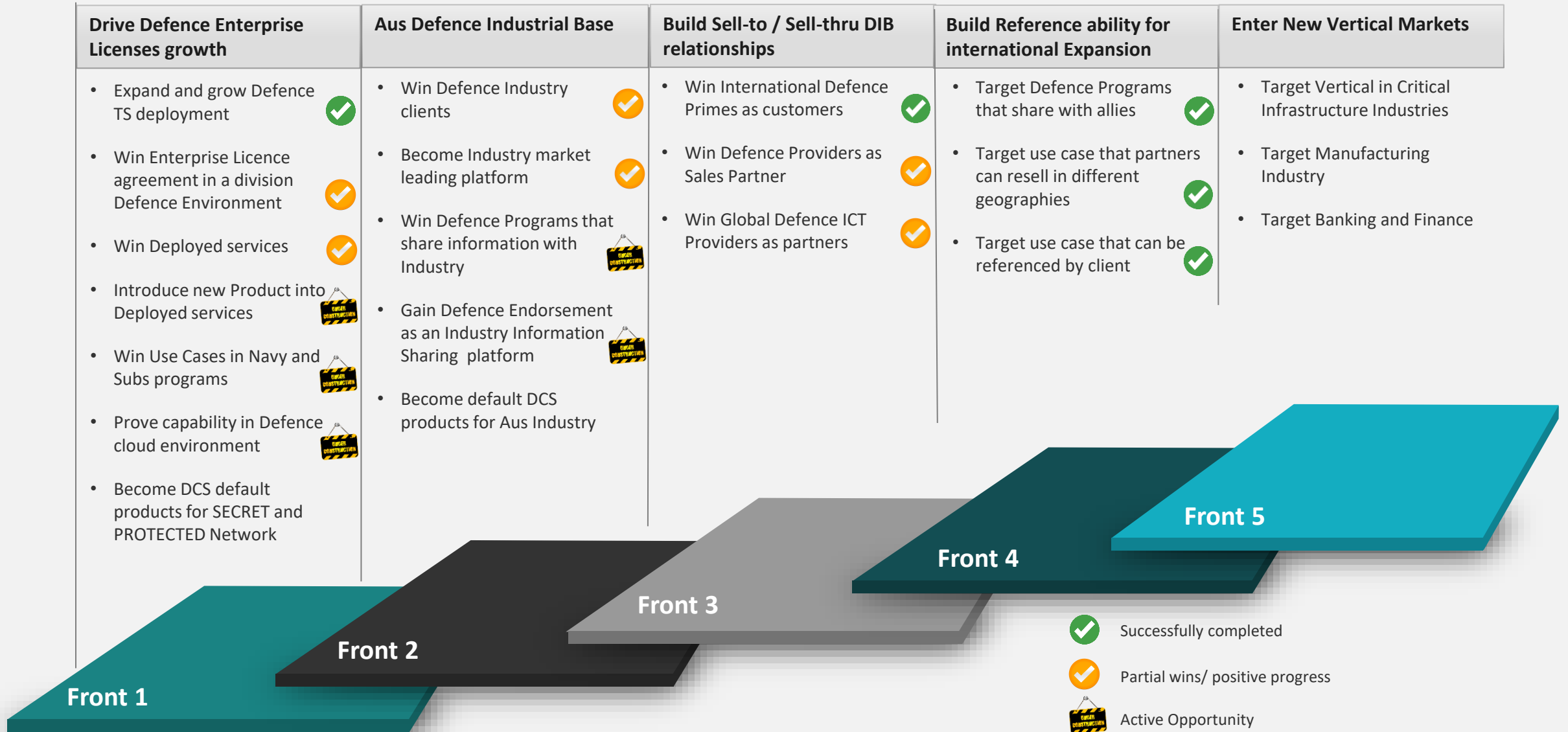
- Sell-to / Sell through
- Advanced features to meet Defence Industry compliance requirements including Export Controls and security
- Referenceable into DIB internationally
- Existing POCs



## Enter New Vertical Markets

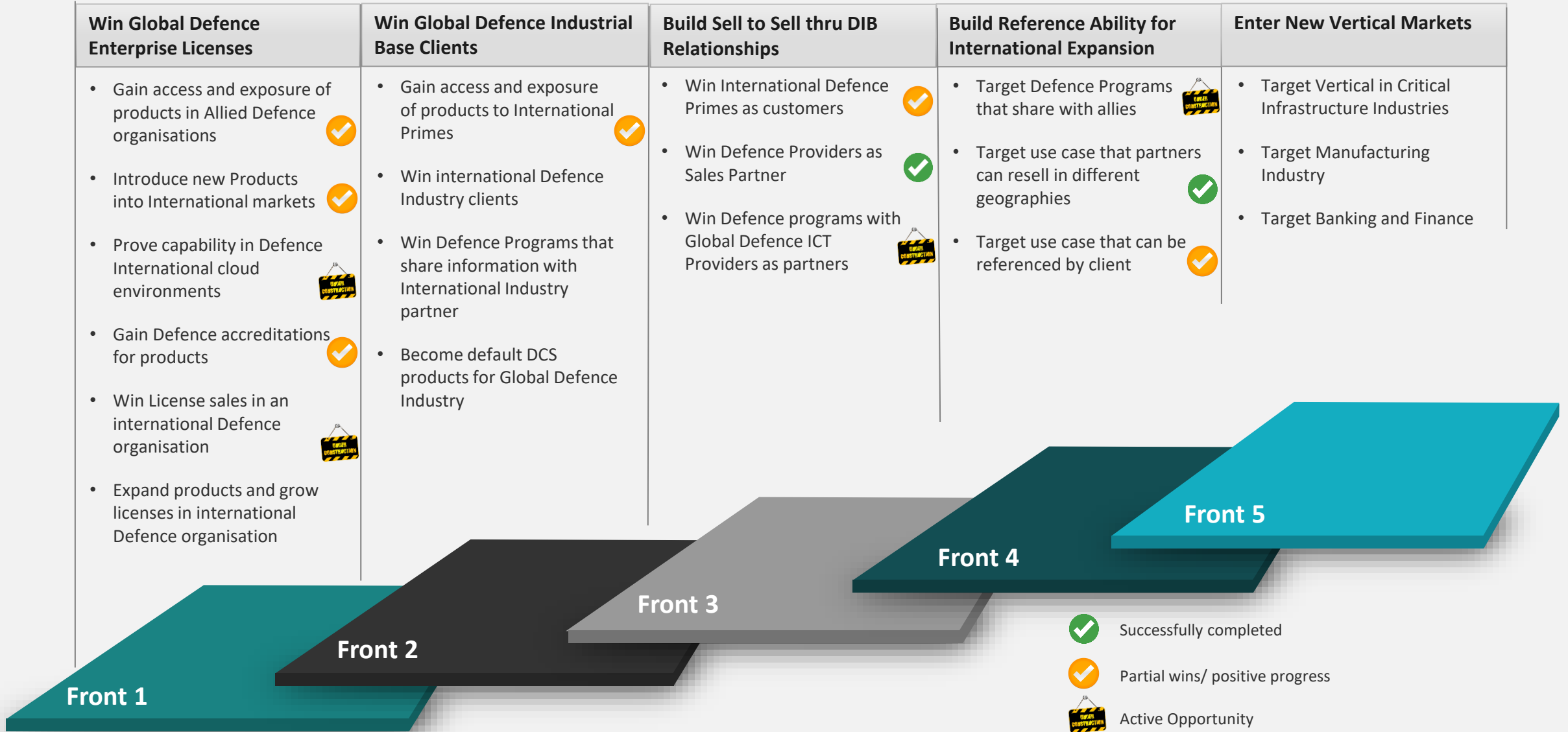
- Continue to organically grow use case in other verticals
- Migrate customers from On-premises to Cloud
- Leverage archTIS unique products to support critical Infrastructure industries
- Support global business partners

# Winning the Australian Defence Market





# Global Expansion through Coalition Forces & Industry



# Inorganic Growth Strategy



Scale  
Revenue



Direct entry into  
key clients



Accretive  
cashflow



Complementary  
sectors



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Q&A