

# Covata Limited Investor Presentation

8 December, 2014

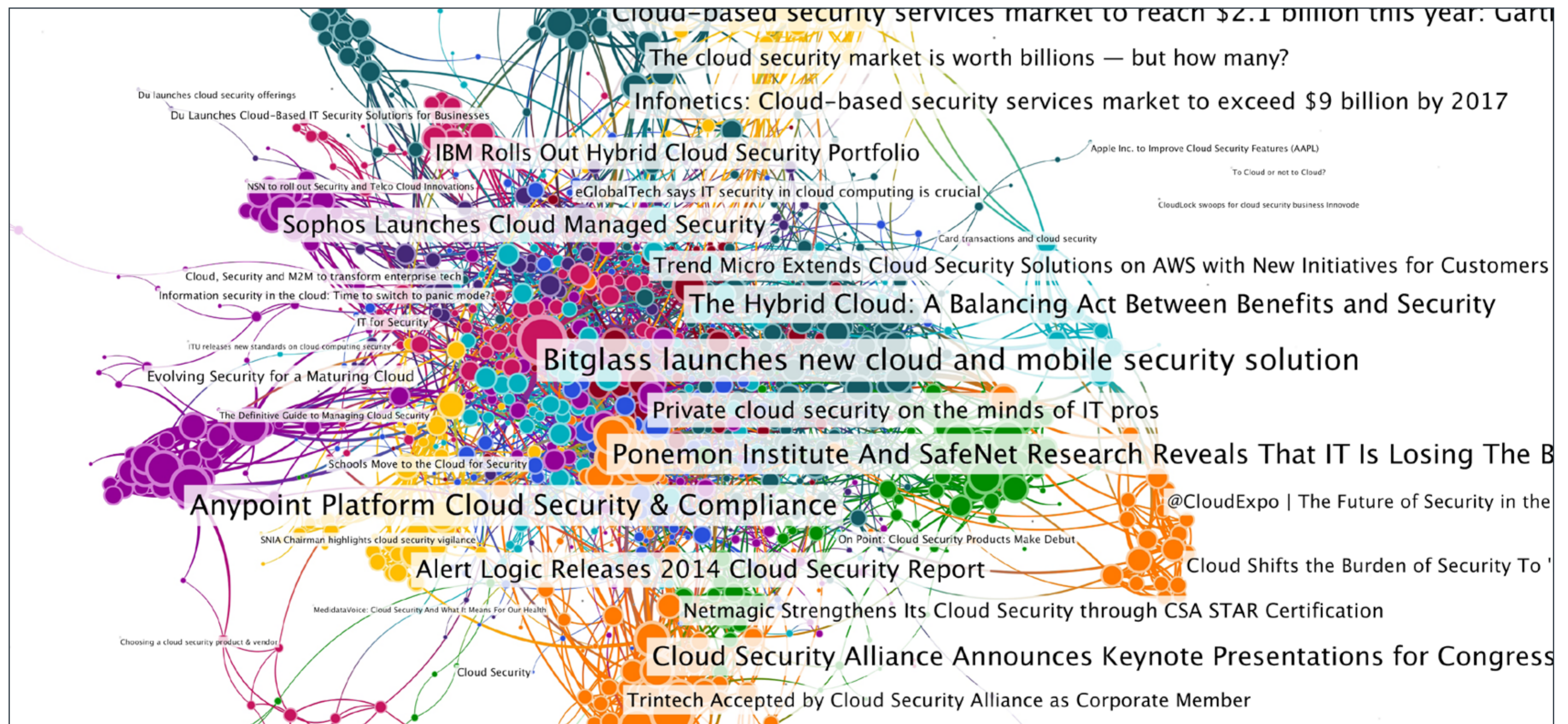


# The cloud is buzzing with activity

It is predicted that the global market for cloud equipment will reach \$79.1 billion by 2018.

– *Silicon Angel Research*

The number of applications, products and services available are booming and the number of businesses migrating (various amounts of) their business onto the cloud is rapidly growing. There are huge benefits for businesses working in the cloud including reduced costs, increased flexibility, agility and scalability.



Quid, Industry Data Analysis, December 2014

# Data breaches in 2014

Increased cloud adoption. Increased security breaches.



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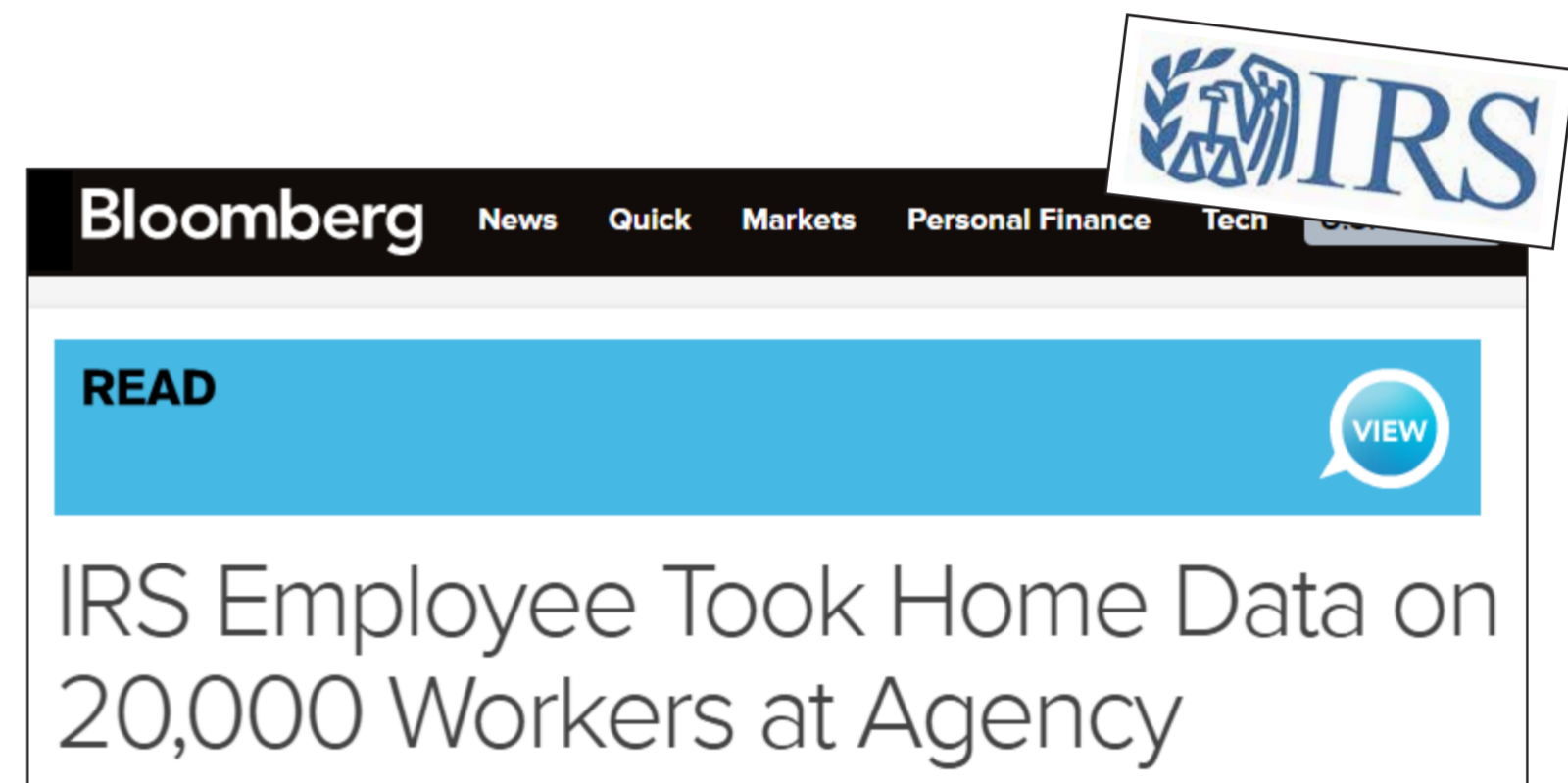
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## JP Morgan Says 76 Million Households Affected By Data Breach

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JPMorgan Chase JPM +0.75%, the nation's largest bank by assets, has



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## IRS Employee Took Home Data on 20,000 Workers at Agency



**REUTERS** | EDITION: U.S.

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## Verizon to pay \$7.4 million over failure to notify consumers on privacy rights

WASHINGTON | Wed Sep 3, 2014 12:39pm EDT

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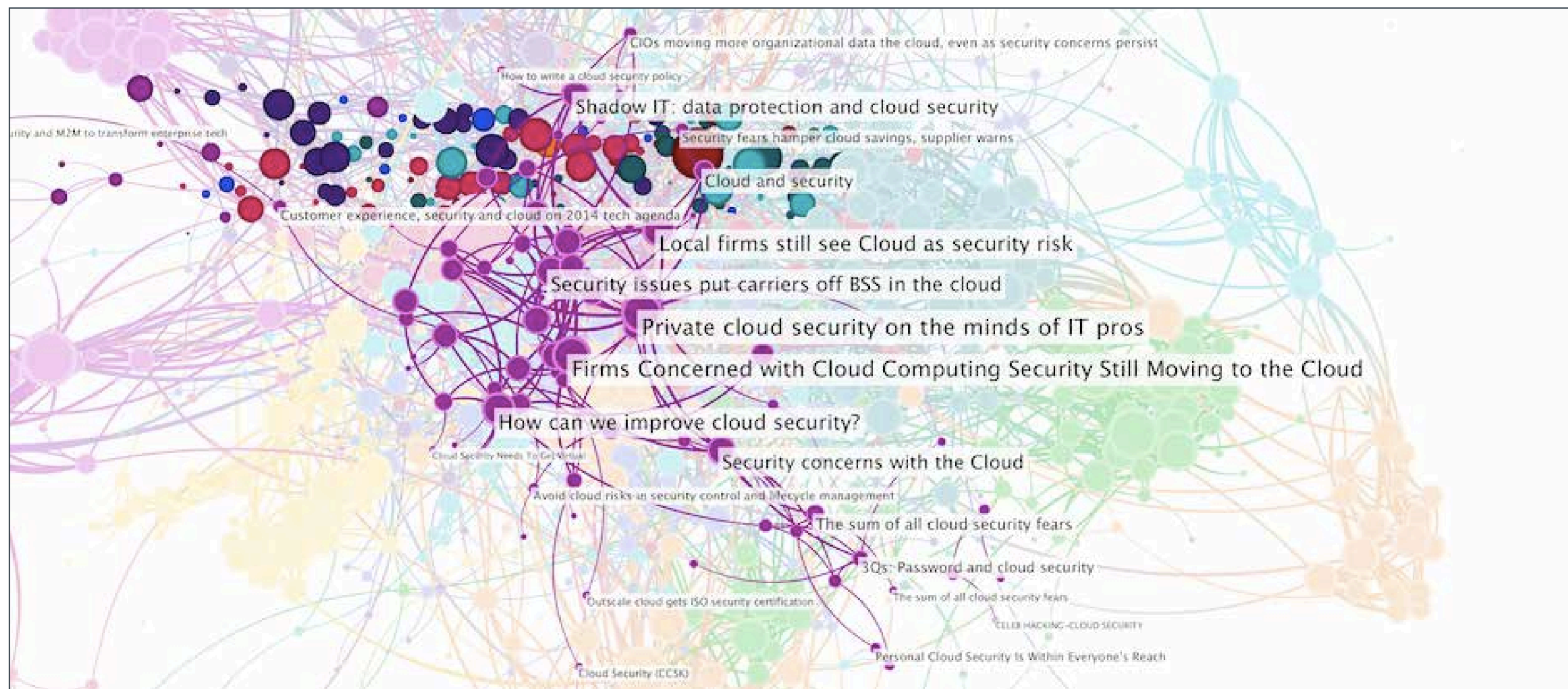
## Hacking Wall Street: group targets publicly traded companies

# Security risk is a key pillar in holding back cloud adoption

52% of 2,000 global organisations surveyed found that security is a barrier for adopting cloud computing.

– *Dell's first Global Technology Adoption Index*

Increased security breaches have led to a distrust in the public cloud and as a result security risk is the key pillar in holding back cloud adoption - primarily in finance, banking, insurance and government industry sectors. The real benefits of migrating to the cloud, including cost savings, flexibility and agility in company growth and expansion, has hesitant businesses looking for solution products to bridge security fears and their desire to enter the cloud.



Quid, Industry Data Analysis, December 2014

# Shadow IT presents a real problem.

- ▶ “Shadow IT” refers to Software as a Service applications used by employees for business, which have not been approved by the IT department or obtained according to IT policies.

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- ▶ Businesses risk regulatory sanctions, intellectual property loss and financial loss by failing to track unapproved cloud file-sharing services (Shadow IT).

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- ▶ In the absence of company approved services, employees are increasingly turning to public file sharing web based applications.

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- ▶ According to a Gartner Report, through 2017, 90% of enterprises will fail to prevent the use of unauthorized cloud file sharing services leading to potential data breaches, intellectual property loss and financial losses.

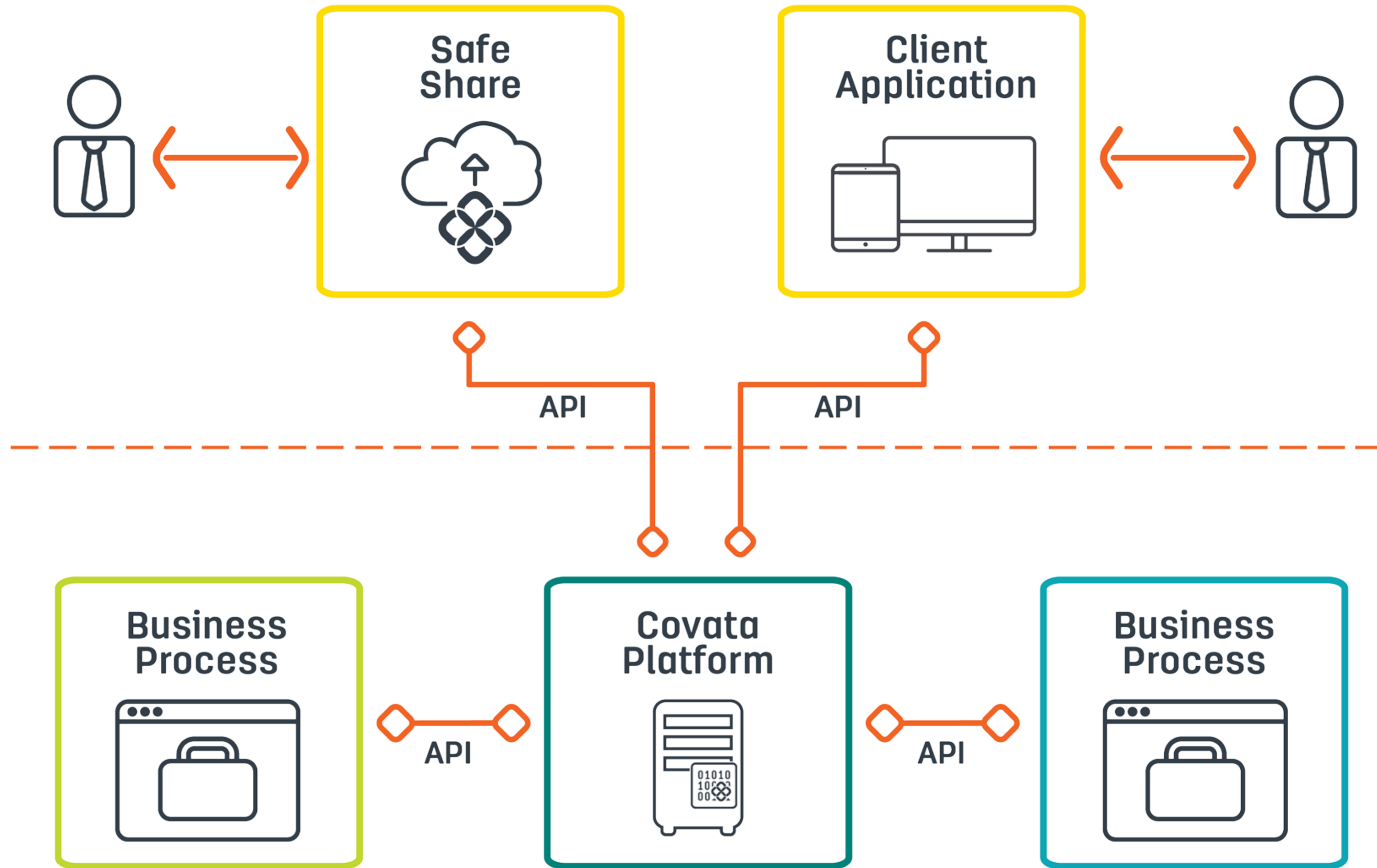
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# The Covata Platform

The Covata Platform has been developed as an enterprise specific solution to manage data security at an object level, providing an outward facing data-centric approach.



# User Level



# System Level

The Covata Platform allows system integrators or in-house software developers to build security into existing business processes.

The Covata Platform is composed of a set of services which provide the following capabilities:

▶ Identity Management

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▶ Access controls

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▶ Key Management & Cryptography

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▶ Data Storage

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▶ Real Time Event Notifications

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▶ Document Conversion

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▶ Audit Capabilities

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# Safe Share: Right product, right time

Delivering data-centric security, without compromising usability.

The Safe Share product leverages the capabilities of the Covata Platform to provide an Enterprise File Sharing and Synchronisation (EFSS) solution. Safe Share provides business users with an IT sanctioned corporate dropbox for the secure distribution of files.

The product provides the following capabilities:

▶ Ability to protect content in the cloud

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▶ Ability to share content

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▶ Ability to track/audit lifecycle of protected data

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▶ Reporting capabilities

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▶ Multi device data synchronisation

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▶ Easy to use interface

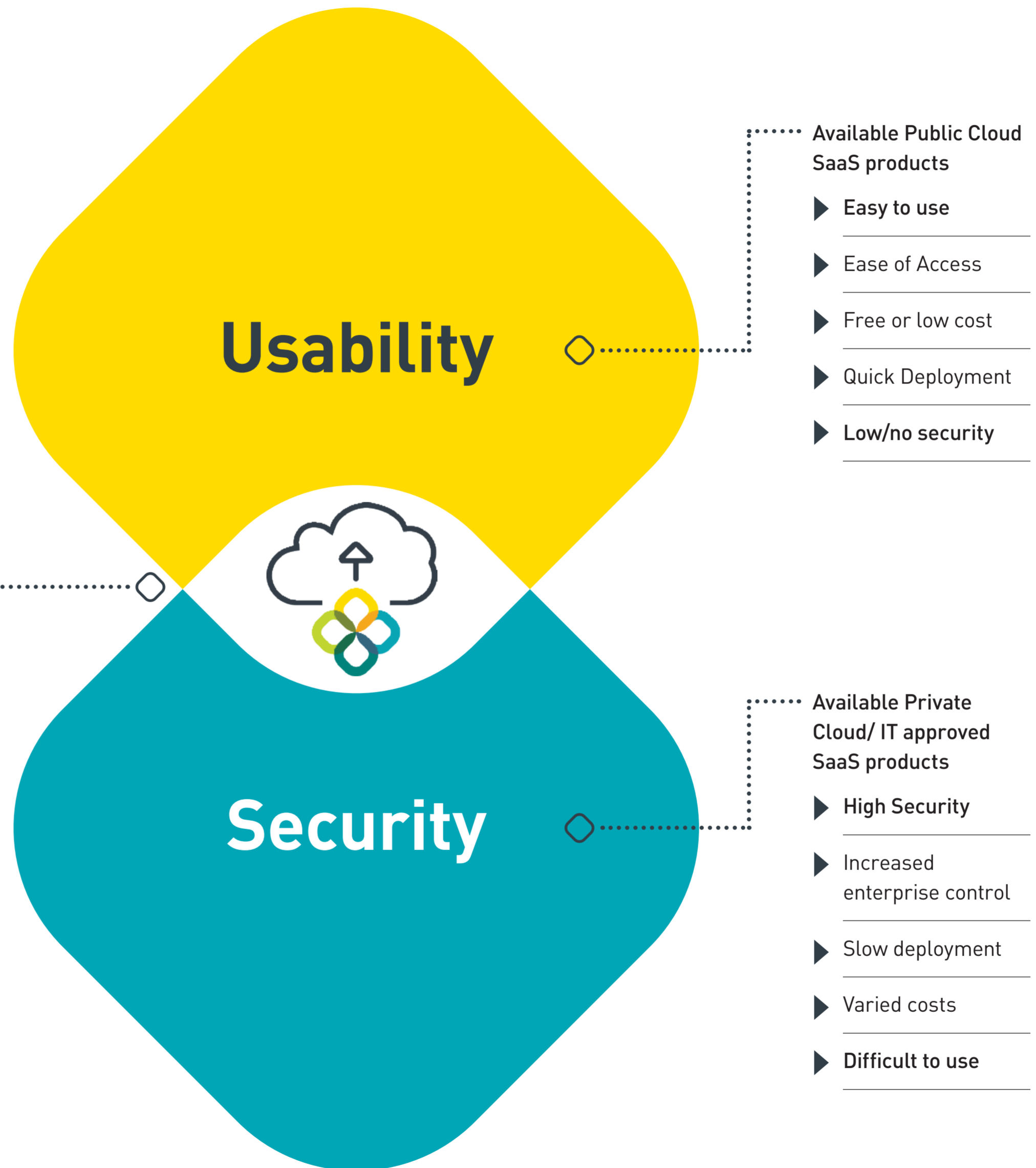
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▶ No plug ins required for accessing and creating protected content in the browser

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# Safe Share

Covata combines usability with government grade security to create a game changing commercialised product.



## Safe Share:

Underpinned by Covata Platform

# Validated go-to-market strategy

“We [NSC Global] believe that the Covata Platform and Safe Share product will provide immense value as more businesses migrate their practices into the cloud.”

– *Yaseen Khan, CEO NSC Global*

# The year that was.

## Strengthened team and focus.

- ▶ Developed Safe Share go-to-market strategy

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- ▶ Continued growth of patent portfolio

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- ▶ Executed successful Reverse IPO on the Australian Securities Exchange

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- ▶ Key Hires; Nikki Parker, Amy Pereza, Travis Weston

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- ▶ Global Team of Experts; Board, Executive Team and Staff

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# The year ahead.

## Global growth and execution.

1. **Expand** the engineering and delivery capability allowing for faster deployment of product and client integration.

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2. Increase **brand recognition** globally and become a dominant voice in the file sharing, platform and cloud security space - through targeted media exposure, marketing opportunities at key security events and industry data analysis studies.

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3. **Strengthen** relationships with current partners and clients whilst continuing to **execute** on sales opportunities.

- ▶ MSPs remain a core focus through NSC partnership in Europe and direct sales in North America and Australia; harness a multiplier effect. Sign one, sell to many clients.

- ▶ Deliver on OEM Deal

- ▶ Close Federal Government business in Washington DC



# Covata own your data



# Q&A

## Disclaimer

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