



Senetas Corporation Limited

Votiro Business Update – 7 May 2024

Andrew Wilson – Senetas CEO

Ravi Srinivasan – Votiro CEO

Introduction – Andrew Wilson



Senetas Segment YTD Highlights FY2024

- Continuing to see the cybersecurity market strengthen as it emerges from the component shortage disruptions of recent years
- We expect Senetas segment FY2024 revenue to be higher than FY2023
- Senetas reported PBT for FY2024 is targeted to be up over 20% compared to FY2023 – and excluding the impact of variable consideration will be up significantly stronger than that
- Senetas's total sales pipeline remains strong overall and we are pleased to see good pipeline growth now in the APAC region
- As forecast, cash receipts have been higher in FY2024 with cash on hand currently at A\$8.2 million
- Strong cash receipts expected in the next 3-4 months will include Senetas's share of the large transaction disclosed last week

Senetas Segment YTD Highlights FY2024

- Third party sales of Senetas products by Thales were up over 20% YTD in March, compared to the same time last year
- The Middle East is becoming an increasingly significant market for Senetas
- Largest ever single sale was signed and announced last week representing an additional A\$2.5-A\$3.0 million in revenue for FY2024
- More than 100 of Senetas's 1Gbps and 10Gbps encryptors are to be deployed
- The higher than normal inventory levels that Senetas carried through the component shortage disruptions in recent years have begun to reduce
- The key focus areas for R&D and product development in FY2024 include upgrades to Senetas's 10Gbps encryptors and a new version of the 100Gbps encryptor under development

Votiro Business Update

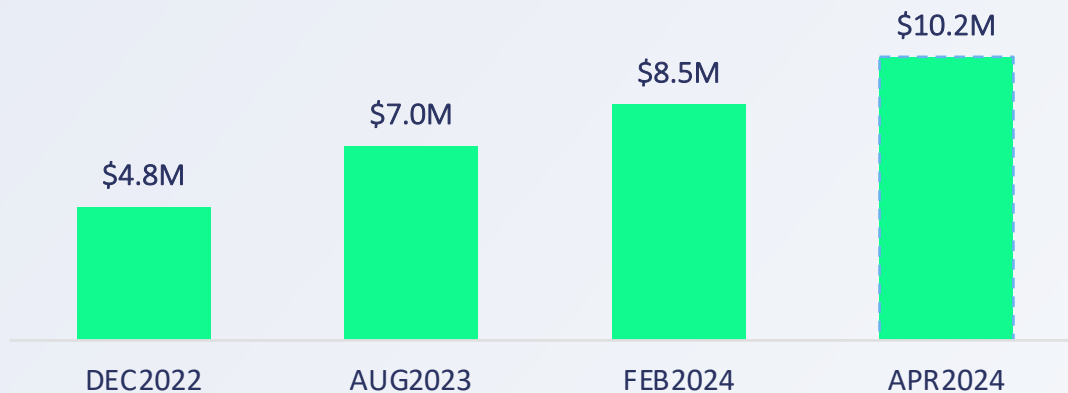
Ravi Srinivasan



Performance Metrics

- \$10.2M in ARR at end of April 2024
- \$32M in Total Pipeline developed including Renewals
- 138% Net Retention Revenue
- Global TAM Expansion focused on Data Privacy – Launched Data Detection & Response (DDR)
- Cash flow breakeven targeted for December 2024 quarter

ARR Summary



Award Winning Solution



CDR and Email
Content Security



CDR and Email
Content Security



2024 Partner
Guide Listing

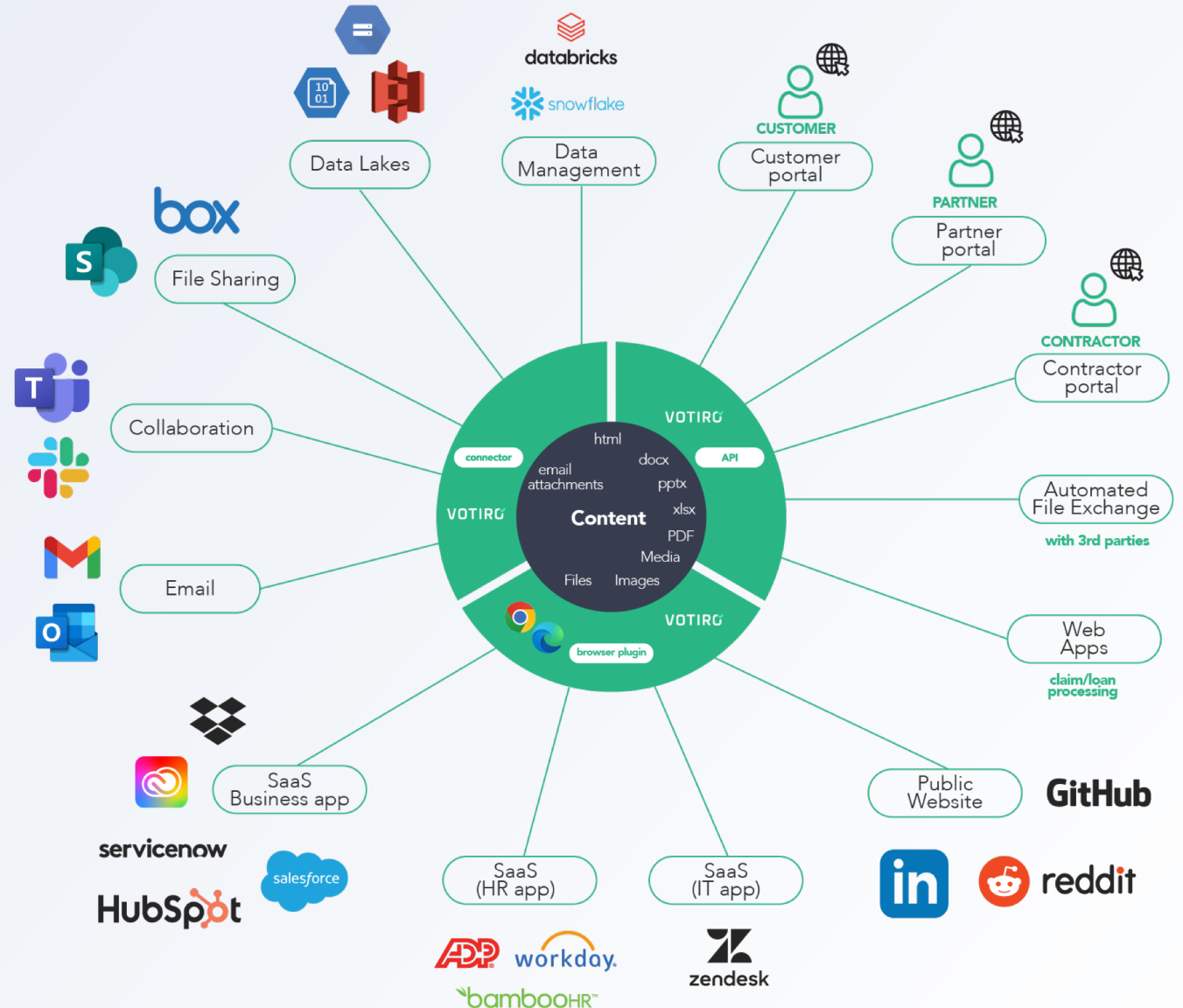
Market Opportunity

Unstructured Data Security Problem

Today, *most* cyber threats and compromises to privacy hide in unstructured data.

Businesses depend on unstructured data. However, visibility into that data is obscured, and the ability to *prevent attacks* has proven inadequate.

Votiro solves these problems.



Revenue Expansion Plan in 2024-25

North America focus on Mid-market organizations adopting Votiro for Data Detection and Response

- Microsoft value-add
- Regional Credit Unions
- OEM out to Tech Partners

APAC focus on Enterprise and Government agencies adopting Votiro for Zero Trust and Threat Prevention

- Singapore (Gov't, Finance)
- Indonesia, Malaysia, Thailand (Banking)

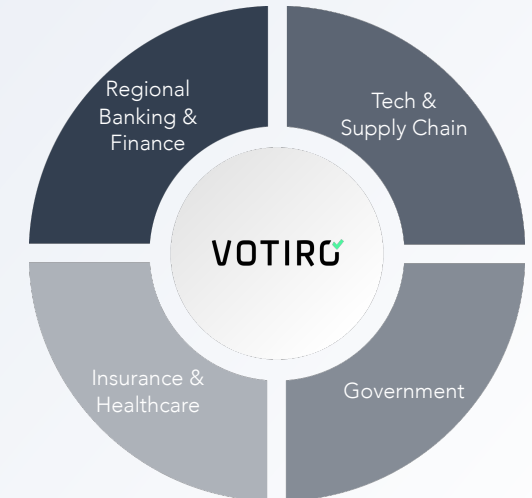
Global Go-To-Market Execution

2024 Demand for Votiro

- ✓ Enterprises AI adoption – safe and compliant use of unstructured data with in-house and 3rd party sources
- ✓ Threat sophistication with AI - high velocity businesses that can't afford security delays in file / email / collaboration platforms
- ✓ Mid-sized organizations shifting data to cloud with Microsoft security platform
- ✓ Modernizing DLP strategy to safeguard access to sensitive and confidential data

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VOTIRO



Market Opportunity

Data Security is in high Demand

Major Market Drivers

- **Zero Trust** – evolving threats create the need to protect data in use
- **Gen AI adoption** – need threat prevention and privacy preserving controls for training LLM with unstructured data
- **Data Detection and Response** complements XDR, DSPM, and Enterprise Security Browser markets with for real-time protection of sensitive data in use
- Increasing **cost of data breaches** – protect data anywhere its used

80%

Enterprise data is unstructured¹

71%

Incidents caused by malicious unstructured files²

\$4.45M

With the avg. cost of data breaches rising³

1) IDC

2) Cybersecurity Insider, File Security Study, 2023

3) "Cost of Data Breach Report 2023" IBM

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“DDR is an innovative approach to cybersecurity that focuses on safeguarding sensitive data and responding swiftly to potential threats. In a digital landscape where data breaches and cyberattacks have become increasingly rampant, DDR offers a proactive strategy to protect valuable information.”

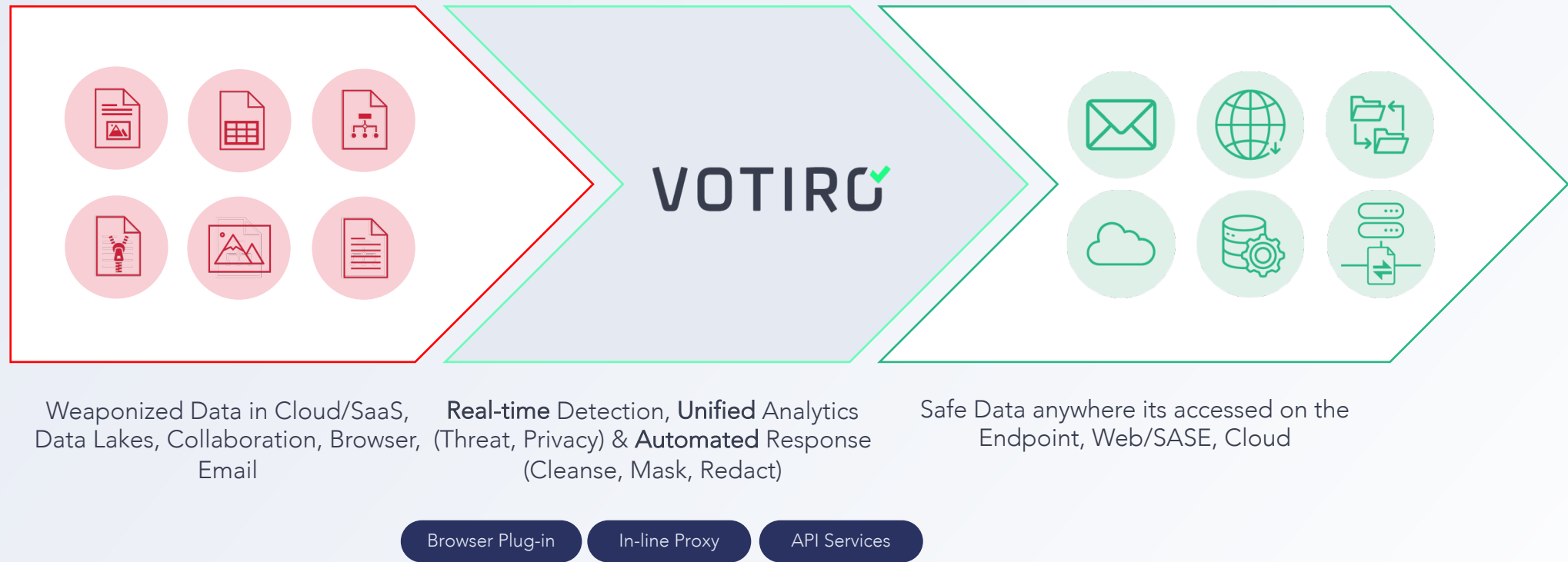
IEEE Computer Society

Josh Breaker-Rolfe, 09/07/2023

Eliminate Data Breaches in Real-time

- Gain visibility into data-related threats anywhere its used
- Preventative response to incidents (block, disarm)
- Continuously monitor safe data usage (threat, privacy)
- Integrate with Apps, SIEM/SOC integrations

Votiro's Unique Data Detection & Response Platform

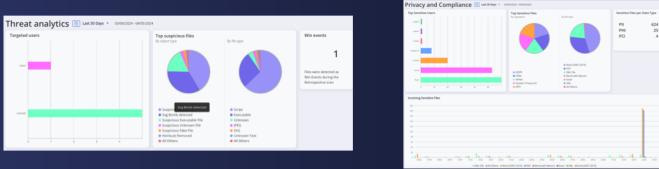


Votiro DDR – New Capabilities Launched in NAM

1. Unified Analytics



Drive efficient SOC operations and business productivity



2. Data Discovery



Real-time Discovery and response to Privacy & Compliance



3. Data Masking



Automated mitigation Privacy & Threat risks



Q & A



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