

INVESTOR PRESENTATION



CORPORATE SNAPSHOT

ASX Code

EXT

Market Cap: \$18.65M

Share Price: \$0.009

Top Shareholders: BNP Paribas 16.33%
Bryan Saba 11.48%
T Mitchell 5.16%

Board & Management

Deep sector experience across cyber-security, defence, and enterprise IT



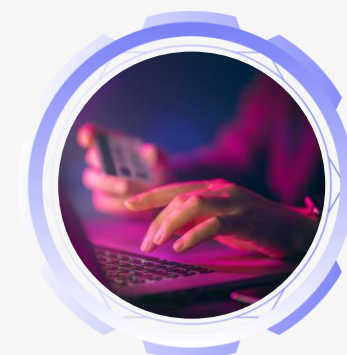
CORPORATE OBJECTIVE

Building a Safer Australia" through
Cybersecurity, Digital Forensics, and
Training

**Excite Technology Services aims to lead
Australia's cybersecurity transformation by:**



Delivering advanced solutions
across cybersecurity, digital
forensics, and incident response



Upskilling the next generation of
cyber professionals through
accredited, hands-on training



Supporting national security and
enterprise resilience amid
escalating cyber threats



Focusing on long-term, recurring
revenue growth in mission-critical
sectors

COMPANY OVERVIEW

Excite Technology Services Limited (ASX)

EXT

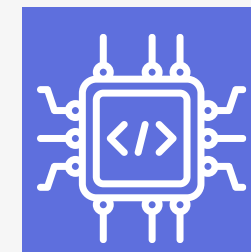
Australia's leading computer and digital forensics specialist

- National platform delivering cybersecurity, DFIR, and managed IT services
- Trusted partner to government, defence, and regulated industries
- Four integrated subsidiaries operating under a unified growth strategy
- Positioned for high-margin, scalable growth in a cyber-first economy

Key Differentiators



AI-Driven Governance & Compliance
Innovating in AI-integrated security frameworks

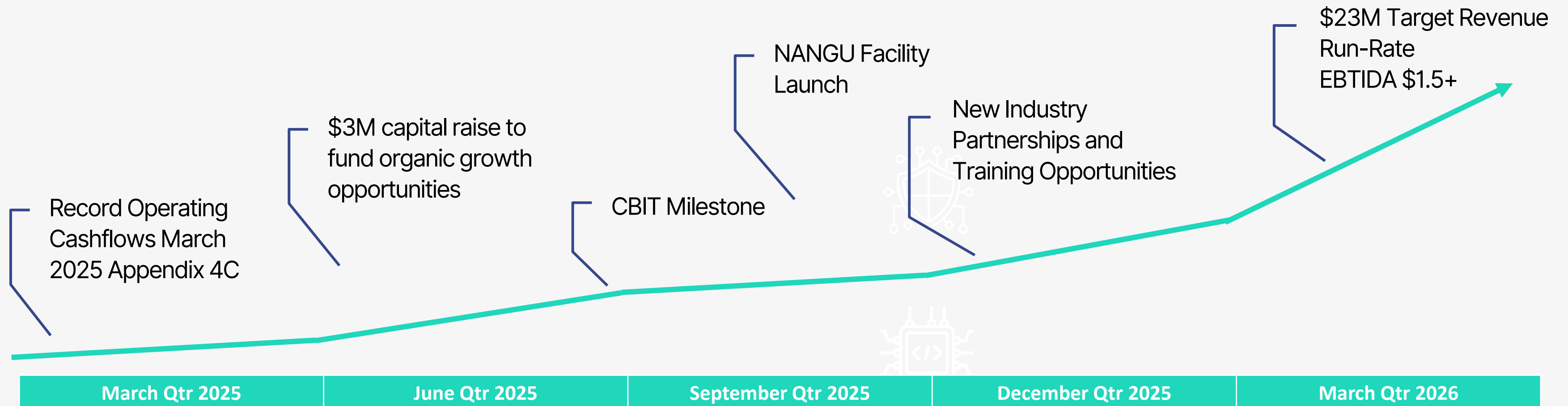


Embedded Training
Industry-certified, defence-aligned digital forensics programs

PATHWAY TO PROFITABILITY

Excite Technology Services Limited (ASX)

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SERVICE LINE OVERVIEW

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Diversified Operating Platform Across High-Growth Sectors

Service Line	Focus Areas	Strategic Highlights
Cyber Security	Threat intelligence, cyber risk assessments, and incident response	Partnership with Vocus enables penetration into critical infrastructure markets
IT	Managed IT Services, Cloud Infrastructure, Help Desk and other service	National service delivery with a recurring revenue model across SME and enterprise
Digital Forensics	Digital Forensics, Data Recovery & Preservation, Expert Support for Litigation	Defence, Government and Law Enforcement capabilities
Training	Cybersecurity and Forensics Training	Nationally Accredited Training Provider

SUBSIDIARY OVERVIEW

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End-to-End Capability Across the Cyber Value Chain



Threat intelligence and prevention



Digital forensics and incident response



Managed cloud and infrastructure services



Forensic investigations and accredited, industry-certified training



EFFICIENT CAPITAL DEPLOYMENT

CBIT's Nangu Tactical Centre

\$3.0
MILLION

Capital Raise Completed

Fueling organic growth in cybersecurity and training capabilities

Key Investment

Nangu Tactical Centre Upgrade



Installing next-gen digital forensics training platforms tailored for Defence and State Law Enforcement

Growth Impacts



Revenue & EBITDA uplift expected within 12 months



Accelerates expansion in offensive security services



Unlocks further strategic M&A and cross-sell potential

Strategic Value:

Reinforces Excite's national leadership across critical cyber domains

FINANCIAL HIGHLIGHTS

Clear Trajectory of Growth
and Profitability

Revenue Growth (CAGR ~35%)

\$6.8M | FY23

\$8.0M | FY24

FY25 (unaudited)
\$12.27M

Profitability Milestone

- EBITDA positive since Dec 2024 (post-CBIT acquisition)
- \$0.23M net positive operating cash flow in March 2025 quarter
- Ongoing profitability expected from Q3 FY25 onward

Digital Forensics & Training Momentum:

- FY25 run-rate: \$15M
- FY26 target: \$23M+ revenue and \$1.5M+ EBITDA

Infrastructure Investment

- Nangu Tactical Centre: Launching August 2025
- Training capacity: 280 seats → 400+ seats Year 1
- Mid-term goal: 800+ seats annually (excl Sydney/Melbourne/online)

GROWTH PATHWAY & CASHFLOW SUSTAINABILITY

Scaling Organically

Leveraging operational efficiencies across all subsidiaries

Strategic Alliances

Embedded partnerships with government, academia, and enterprise

AI Enablement

Driving automation, efficiency, and smarter threat intelligence

Nangu Training Pipeline

Strong demand from law enforcement and defence; highly scalable model

Sustainable Competitive Advantage

Leading capabilities in digital forensics, OT security, and incident response

Sales Pipeline Expansion

Integration has unlocked cross-sell potential across government and enterprise clients



STRATEGY SHIFT

Organic Growth Over Acquisition

Excite has shifted from acquisition-led expansion to a disciplined focus on sustainable organic growth, maximising shareholder value through:

- 1 Operational excellence within current subsidiaries
- 2 Investment in training, AI, and scalable platforms
- 3 Strategic capital deployment

M&A Criteria (if considered):

- Core Alignment – Cybersecurity or Digital Forensics
- EBITDA Accretive – Within 12 months
- Tech-Enabled – AI-driven service potential
- Founder-Led – Cultural and strategic fit with Excite vision

WHY INVEST IN EXCITE?

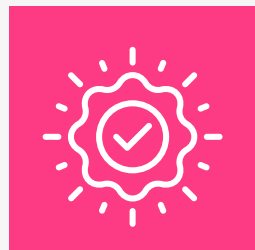
Strategic Positioning



Diversified, high-growth platform with multiple revenue engines



Critical partner to defence, law enforcement, and enterprise clients



Proven execution across acquisitions and organic scale



National footprint with deep sector credibility



Well-positioned to capitalise on cybersecurity tailwinds

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THANK YOU

FOR YOUR ATTENTION