



TRUSTED TO SAFEGUARD THE WORLD'S MOST
SENSITIVE INFORMATION

Investor Update

Q3FY25 | MARCH QUARTER



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Disclaimer

No Warranties

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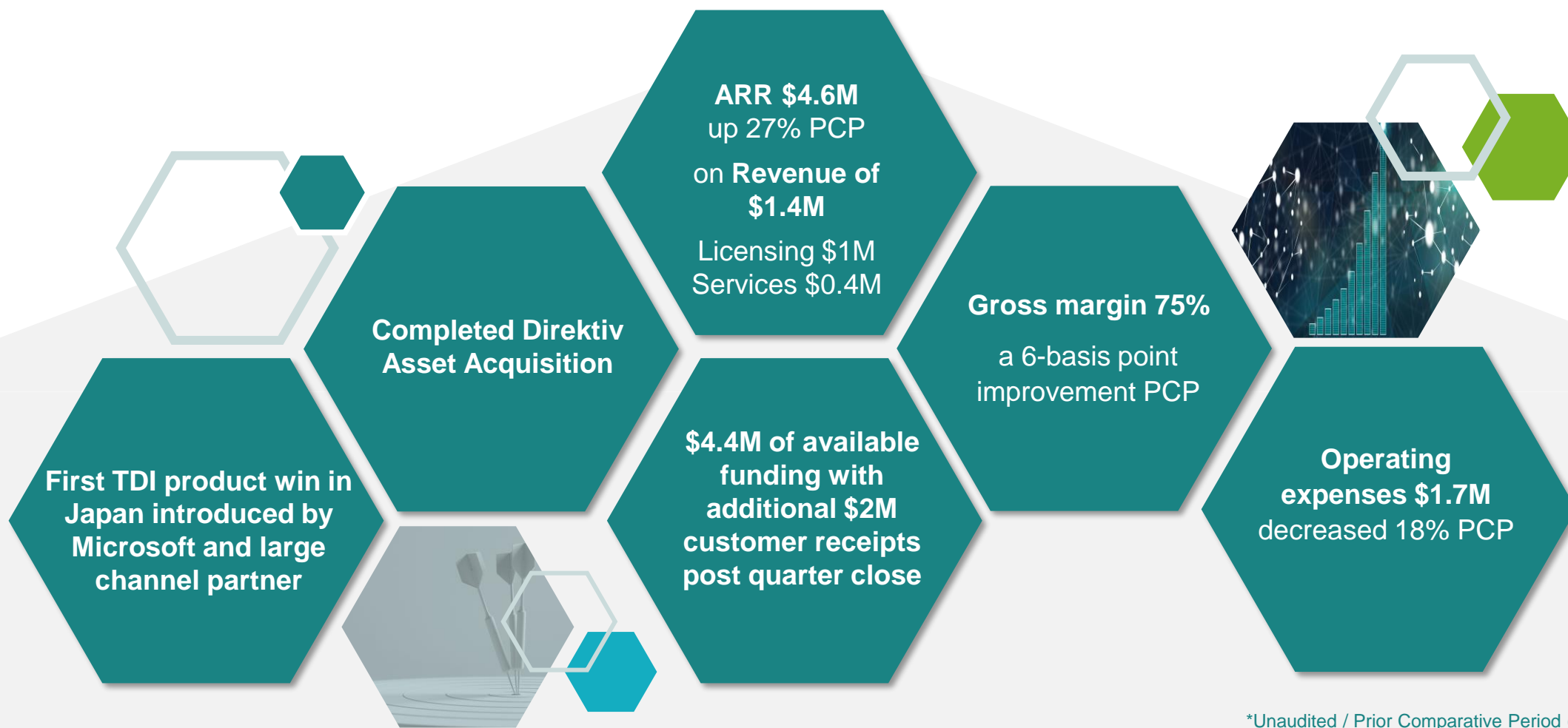
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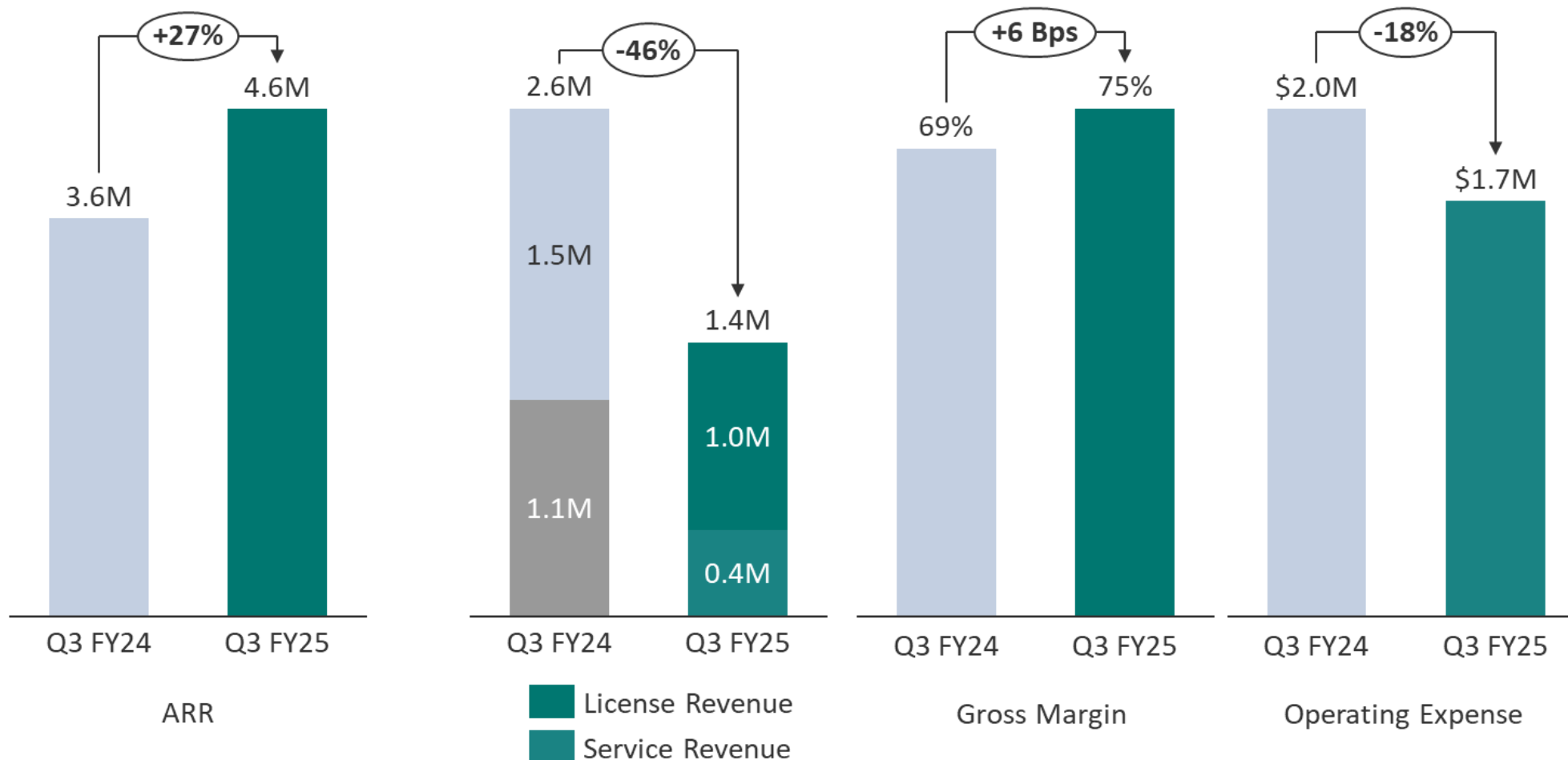
Q3 FY25 Quarterly Highlights

Record breaking ARR Supporting Strong Margins and OpEx Discipline



*Unaudited / Prior Comparative Period (PCP)

Q3 FY25 Financial Overview



*Unaudited results

Q2 FY25 Customer Growth

Industry adoption and retention



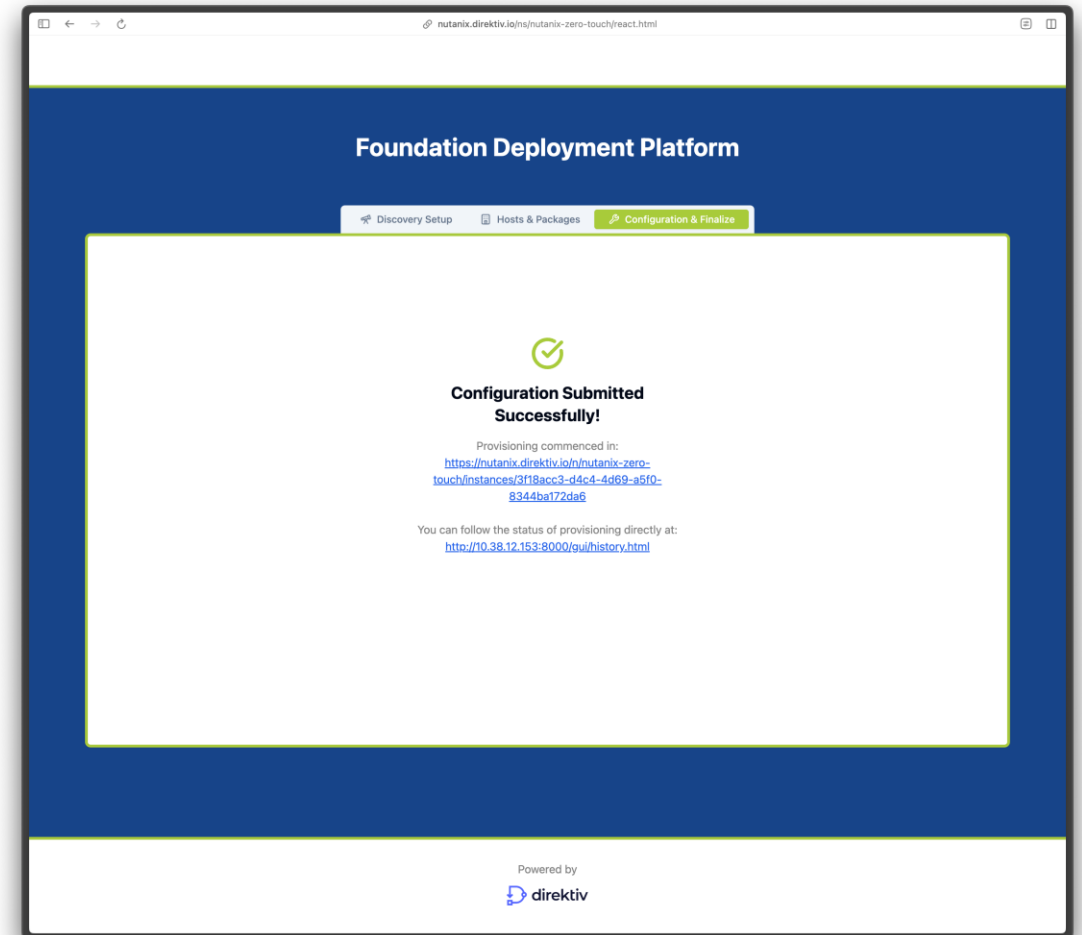
HIGHLIGHTS

- **First Sale in Japan:** A Japanese-based customer licensed the Trusted Data Integration (TDI) platform for AUD \$390,000 annually, marking the first TDI deal post-integration with the acquired Direktiv technology and archTIS' entry into the Japanese market. This transaction was sourced through Microsoft's Defence and Intelligence team, underscoring the strength of our strategic partnerships.
- **Australian Department of Defence:** Post-quarter, Defence renewed and expanded its commitment to Kojensi, signing a sole-source contract valued at AUD \$1,312,974. The renewal includes a 75% increase in user licenses, highlighting Kojensi's critical role in secure information sharing within the department. In addition, Defence signed a \$410,741 services contract.
- **Global Science Manufacturer (USA):** A US-based multinational company in the materials science sector renewed NC Protect to safeguard sensitive research data across their SharePoint SE environments.
- **Australian Research University:** An Australian public university adopted Kojensi SaaS to enable secure collaboration on protected information between Defence and academic researchers.
- **South Korean Aerospace & Defence Firm:** A major South Korean defence and aerospace company licensed Kojensi SaaS for three years, to enable secure cross-industry collaboration.
- **Leading US Law Firm:** A prominent US-based law firm renewed and expanded their licenses for NC Protect to apply dynamic watermarking to sensitive legal documents, helping deter unauthorised distribution and enhance regulatory compliance.

Direktiv

Automated Zero-Touch Framework PoC

- **Problem Background:** Global Hyper Converged Infrastructure (HCI) provider responsible for deploying 6 new datacenters for customer. Current average deployment is 3-4 weeks. This puts the final decommissioning in June 2027.
- **Problem Statement:** Automate the provider environment deployment WITH the customer customizations to accelerate the datacenter build and migration.
- **Solution:** Leveraging Direktiv, integrate the current provider Zero-Touch framework and the customer customisations into a single automated pipeline. Direktiv enables single-touch deployment for the datacenter deployment and configuration.
- **Outcome:** Deployment and configuration time decreased to 4 hours. Removed wasted effort associated with human error. Repeatable across all the datacenters in customer. Initial PoC US\$25k, lead into initial US\$60k license, additional \$50k scoping workshop towards an enterprise license.
- **Moving Forward:** Meetings with provider to assert and qualify the opportunity to deploy across their customer base. Partner Enablement with provider globally completed.



POC Update

				
US DoD Agency M365 Collaboration on Secret Cloud 2025	Global / UK DIB Internal data leakage & Compliance 2h 2025	Military Alliance Multi-government sharing and collaboration of warfighter information 2025 Budget	Japanese Defence Contractor Explore TDI's potential to build data-centric security and orchestration solutions for its customers	Global Technology Company Providing bring your own key / hold your own key encryption for data sovereignty
Technical Selection	Technical Selection	Technical Selection	In Progress	In Progress

Revenue Threads - Organic Growth Strategy



Australian Defence Market

- Become the default Data Centric Security products for Defense
- 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 Defense Industrial Base (DIB)

- Sell-to / Sell through
- Advanced features to meet Defense 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

Inorganic Growth Strategy



**Scale
Revenue**



**Direct entry
into key clients**



**Accretive
cashflow**



**Complementary
sectors**



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Q&A