

30 August 2019

Dear Shareholders,

As we near the anniversary of archTIS' listing on the stock exchange we would like to provide you with an update on our progress. Whilst our immediate priority is to convert a number of highly qualified leads in our pipeline which we expect to provide the foundation for scaling up our business going forward, it is also important to review the achievements of the last 12 months.

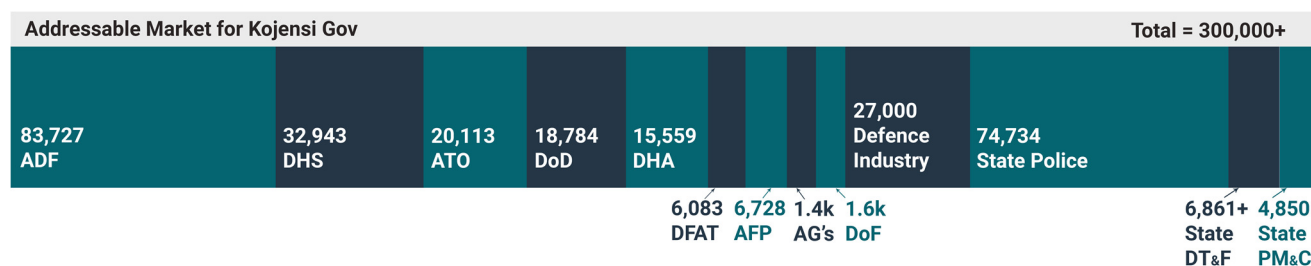
**We have been successfully executing our strategy, through these key achievements:**

- Kojensi Gov Beta started in December 2018 with the Attorney General's Department successfully trialling Kojensi Gov with the Aged Care Royal Commission.
- Kojensi Gov product launched for commercial sale in April 2019, and has had over 120 product demonstrations to both the government and private sector.
- Kojensi Gov completed the International Registered Assessors Program (IRAP) assessment, allowing it to hold PROTECTED information.
- Kojensi Gov included on the Digital Transformation Agency's (DTA) cloud Marketplace, facilitating simplified procurement for government.
- archTIS signed a reseller agreement with TEAM Asparona, providing a direct sales channel into the New Zealand government for Kojensi Gov.
- archTIS has been included in a number of significant government tenders by partners in the Defence industry space.
- archTIS now ramping up sales and marketing efforts with 4 conferences organised for the remainder of 2019, in Australia and abroad.

**We have an enormous market for our product with unique differentiators of securing and collaborating on classified information.**

Both Commonwealth and State governments hold and work with classified information at the PROTECTED level. Furthermore, the industries that support these government departments, such as the Defence and Legal as well as University industries, also form large markets for Kojensi Gov to facilitate secure collaboration between and within organisations.

The immediate Australian addressable market for Kojensi Gov is substantial, starting at over 300,000 potential users.



This potential user base is expected to grow as we access new markets, in Australia and abroad, over the coming 12 months.

Figures taken from the Annual Reports of each department. Defence Industry figures from Austrade<sup>1</sup>.

## We are now converting pipeline to sales.

archTIS' sales and marketing team are focused on progressing with, and converting, several government clients in the near future, as well as generating new leads. archTIS is pleased to inform our shareholders that we have been included in a number of significant government tenders by global partners in this Defence and Intelligence industry space. We also have a number of these Partners now looking at Kojensi Gov for internal use cases.

## Our demand is global.

Our sales and marketing team are generating new leads in our key target markets, in Australia and abroad. archTIS has committed to 4 conferences between August and November, including being invited to the NIAS, the NATO Cyber Security conference in Belgium. This follows a successful demonstration earlier this year to NATO officials.



On Behalf of the Board I would like to thank you for your support and patience over the last year. The Company is pleased with its progress since listing, and looks forward to delivering the initial Kojensi Gov clients in the near future. I look forward to the next 12 months of building revenue, growing the number of Kojensi users and seeing this reflected in the share price.

Regards  
Daniel Lai  
Managing Director, archTIS

<sup>1</sup> <https://www.austrade.gov.au/local-sites/singapore/contact-us/australian-defence-industry>