

22 November 2021

Investor Presentation & SPP Applications

archTIS Limited (ASX:AR9, OTCQB:ARHLF) (archTIS or the Company), a global provider of innovative software solutions for the secure collaboration of sensitive information, is pleased to provide the following investor presentation, to be read in conjunction with the Prospectus issued yesterday.

The Company further notes that the Prospectus and Personalised Application Forms have been despatched to eligible shareholders by mail, or by email to those who have elected to receive communications electronically.

You may also access a copy of the Prospectus via the Company's website at <https://www.archtis.com/2021-prospectus/>, where there are instructions on how to download your Personalised Application Form electronically.

Should you have any questions in respect of the Share Purchase Plan Offer, please contact the Company Secretary at company.secretary@archtis.com or +61 8 9389 3125.

-ENDS-

Authorised for issue by order of the Board of Directors.

About archTIS Limited

archTIS Limited (ASX:AR9, OTCQB:ARHLF) is a global provider of innovative software solutions for the secure collaboration of sensitive information. The Company's award-winning data-centric information security solutions protect the world's most sensitive content in government, defence, supply chain, enterprises and regulated industries through attribute-based access and control (ABAC) policies. archTIS products include Kojensi, a multi-government certified platform for the secure access, sharing and collaboration of sensitive and classified information; and NC Protect and the cp. suite of products for enhanced information protection for file access and sharing, messaging and emailing of sensitive and classified content across Microsoft 365 apps, Dropbox, Nutanix Files and Windows file shares. For more information, please visit archtis.com or follow @arch_tis on Twitter.

For further information please contact:

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TRUSTED TO SAFEGUARD THE WORLD'S MOST
SENSITIVE INFORMATION

Investor Brief November 2021

archTIS Overview

Data-centric security technology
to prevent malicious and
accidental loss of information



archTIS Overview



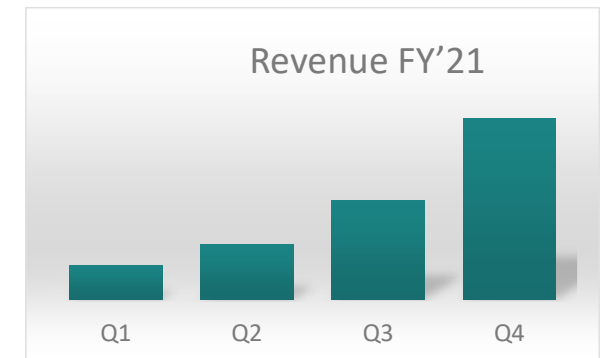
AR9

ARHLF

Patented data-centric security software that secures information access, sharing and collaboration across the enterprise.



- US\$10B data-centric security market by 2026 with a 23.1% CAGR*
- Increasing number of data breaches with significant cost
- 2 proven technology products in Kojensi and NC Protect
- Provides additional protection layer to key Microsoft applications and defence supply chain
- Well-positioned to capture significant market share
- Global operational presence in Canberra – AUS (HQ), Boston, MA – US, London – UK
- World-class alliances with Microsoft, Thales, Raytheon,
- Early rapid sales growth to A\$4.6M - 850% FY20 to FY21 growth
- Increasing gross margins targeting 70%
- 235M shares issued @ A\$51.4M market cap (share price as at 19 Nov 21)



Experienced Leadership Team



Miles Jakemann AM

Chairman of the Board

Jakeman, joined the archTIS board initially as a Non-Executive Director, before being elected as the new Chairman of the Board as of 1 August 2020. Miles co-founded the Citadel Group (Citadel) in 2007 and grew the company from a start-up to 300 employees with a market capitalisation of \$400 million. Miles focused on, and built a strong network of clients in, Defence, intelligence, and government agencies before listing Citadel on the ASX in late 2014 (ASX:CGL).



Leanne Graham

Non-Executive Director

With over 30 years in the software sector, Leanne Graham has assisted technology companies with her broad experience and SaaS expertise. In 2018, Graham was awarded the New Zealand Order of Merit for her services to the software industry. Graham is also a director of Bill Identity Limited (formerly BidEnergy Limited), and Douugh Limited.



Daniel Lai

Managing Director & CEO

Lai is a Founder and Managing Director of archTIS, with extensive industry experience leading large and complex deliverables for government and commercial organisations.



Kurt Mueffelmann

Global COO & US President

Mueffelmann brings over 25 years of technology leadership to the company in running 5 previous successful entities including US\$1B NASDAQ. He is a two-time Deloitte Fast 500 company CEO.



Kylie Sheather

Chief Financial Officer

With extensive knowledge of software as a service companies, Sheather has held senior financial roles for medium and large listed companies. Sheather most recently served as Technology One Director of Finance and Business Partnering.



Leigh Rowland

Chief Engineer

Rowland is responsible for driving the evolution of the company's technology to provide secure collaboration and seamless integration into supported platforms.



Irena Mroz

Chief Marketing Officer

Mroz has over 20 years direct marketing experiences across multiple technology companies. She is responsible for defining the company's branding, demand generation and public relations.



Matt Kluken

VP & General Manager APAC

Kluken's primary focus is building the APAC region while also assisting archTIS' presence with global Defence, Intelligence, and Defence Industry companies.



Pete Smith

VP & General Manager EMEA

Smith brings over 30 years' experience in sales and management to the role in building regional presence in the data-centric arena

Key Investment Highlights

- Commercialised and **proven technology platforms** with established customer base
- Deep **global sales networks and relationships** in Government, Defence and Industry
- Significant market opportunity** and strong tailwinds addressing insider threats
- Key **strategic partnerships with global leaders** such as Microsoft, Thales and Raytheon
- Strong FY'21 performance** for triple-digit revenue metrics





Our Market

Rapidly expanding

Collaboration Challenge:

Malicious & Accidental Insider Threats



The way we work
has changed



Collaboration expanded
cross channel



How we access and
share data has changed



Traditional defences
and protection do not
work



Protection of National Security and Trade Secrets

US\$1 Trillion

TECHNOLOGY AND IIOT > CYBERSECURITY

Tesla Sues Former Employee for Allegedly Stealing 26,000 Confidential Files

The employee allegedly stole the files remotely and transferred them to his personal Dropbox account.

USATODAY

Facebook CEO Mark Zuckerberg breaks his silence as Congress demands answers after whistleblower testimony

TECH • F-35

Hackers Stole Restricted F-35 Data From an Australian Contractor



China theft of technology is biggest law enforcement threat to US, ...

Christopher Wray says China using 'any means necessary', with Chinese theft of US trade secrets costing '\$300bn-\$600bn a year'

www.theguardian.com

Australian securities regulator latest to suffer file sharing breach

26 January 2021

The Australian Securities and Investments Commission (ASIC) has suffered a cyber security breach related to its use of the Accellion file sharing software which was recently at the centre of a similar incident at the Reserve Bank of New Zealand.



Aircraft-Maker Bombardier Breached by Accellion FTA Hackers

CYBER RISK JANUARY 14, 2021 / 8:57 PM / UPDATED 2 MONTHS AGO

New Zealand central bank governor apologises after cyberattack resulted in serious data breach

By Reuters Staff

3 MIN READ



Info of 27.7 million Texas drivers exposed in Vertafore data breach

Vertafore blames incident on human error after user data was stored on an unsecured external storage service. The files were accessed by an external party.



Data breach at Mitsubishi may have exposed prototype missile design

WATCH NOW

Japan has launched an investigation into the potential exposure of confidential missile data in the wake of a cyberattack on Mitsubishi Electric Corp.

Targeted Markets

Industries with Sensitive & Regulated Data



Financial
Services



Government &
Defence



Healthcare



Manufacturing



Pharmaceuticals
/ Life Sciences

Prevent Accidental / Malicious Data Leaks

- Restrict what users can do with files: download, copy/paste, email, etc.
- Prevent oversharing and accidental sharing and/or access to files, messages and chat with internal and guest users across M365 apps
- Hide sensitive files from unauthorized users
- Add dynamic watermarks

Enforce Regulatory Compliance

- Restrict access to and flow of information between individual or groups of individuals for SEC, GDPR...
- Flexible Information Barriers allow users to chat and collaborate on permitted projects/topics, but block restricted ones
- Enforce global data privacy and handling regulations

Control Teams Internal & Guest Access

- Control what content guests can see content in a Team or channel based on their user profile
- Automatically restrict guest data access and limit file usage / actions
- Team owners can apply default security to teams and channels
- Toggle private channels on/off

Audit Activity & Permissions

- User activity, information protection and permissions reports
- Plug at-rest permissions gaps for sensitive files
- Find and fix incorrect app level at-rest permissions
- Identity and associated permissions are no longer a single point of failure



Our Products and Customers

Protecting sensitive and classified information

Technology Overview

Advanced Information Protection - Simple, Fast & Scalable



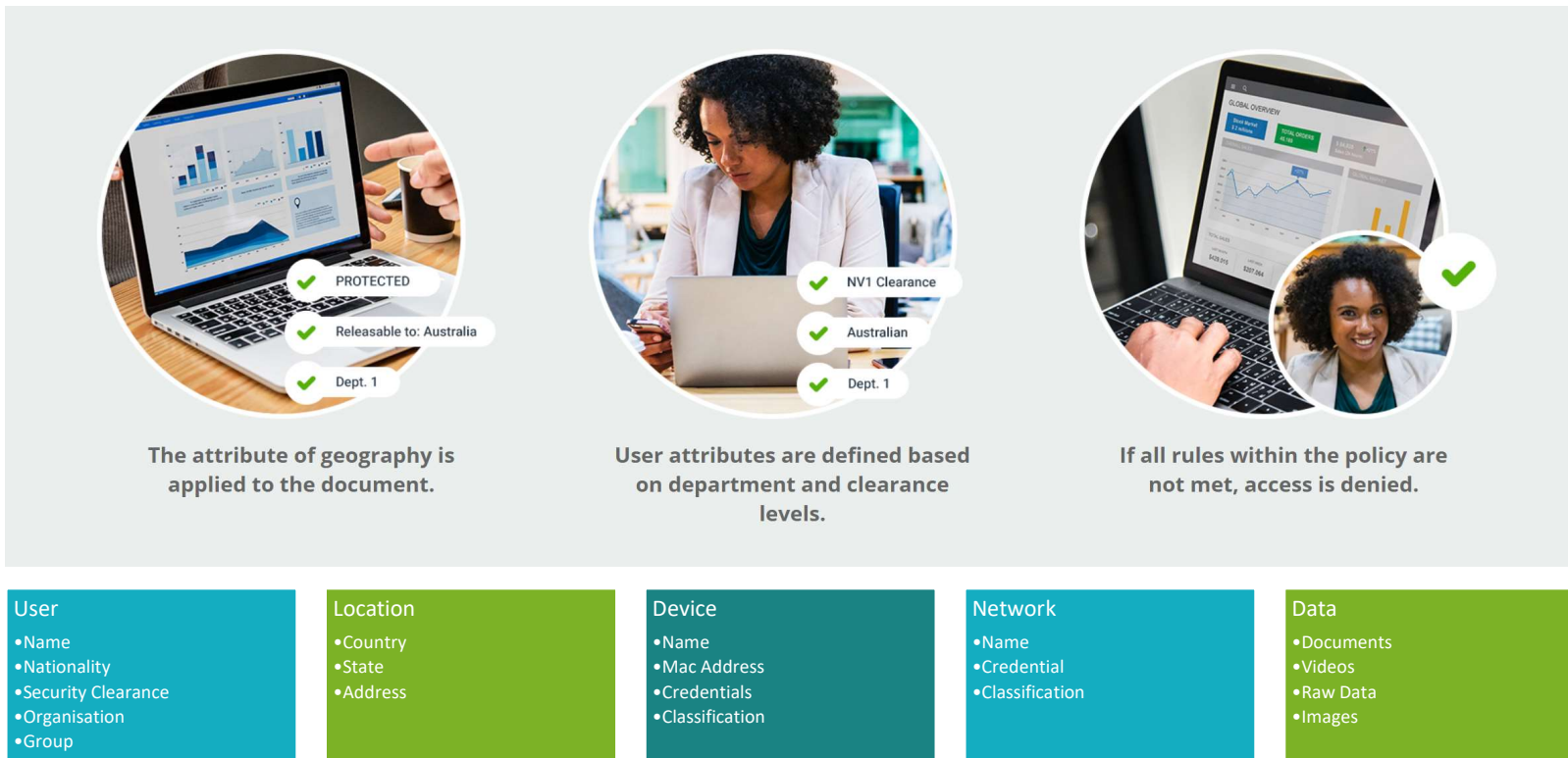
**IDENTIFY, CLASSIFY &
SECURE SENSITIVE DATA**

**PROACTIVELY BLOCK &
PROTECT INFORMATION**

**AUDIT & REPORT FOR
COMPLIANCE**

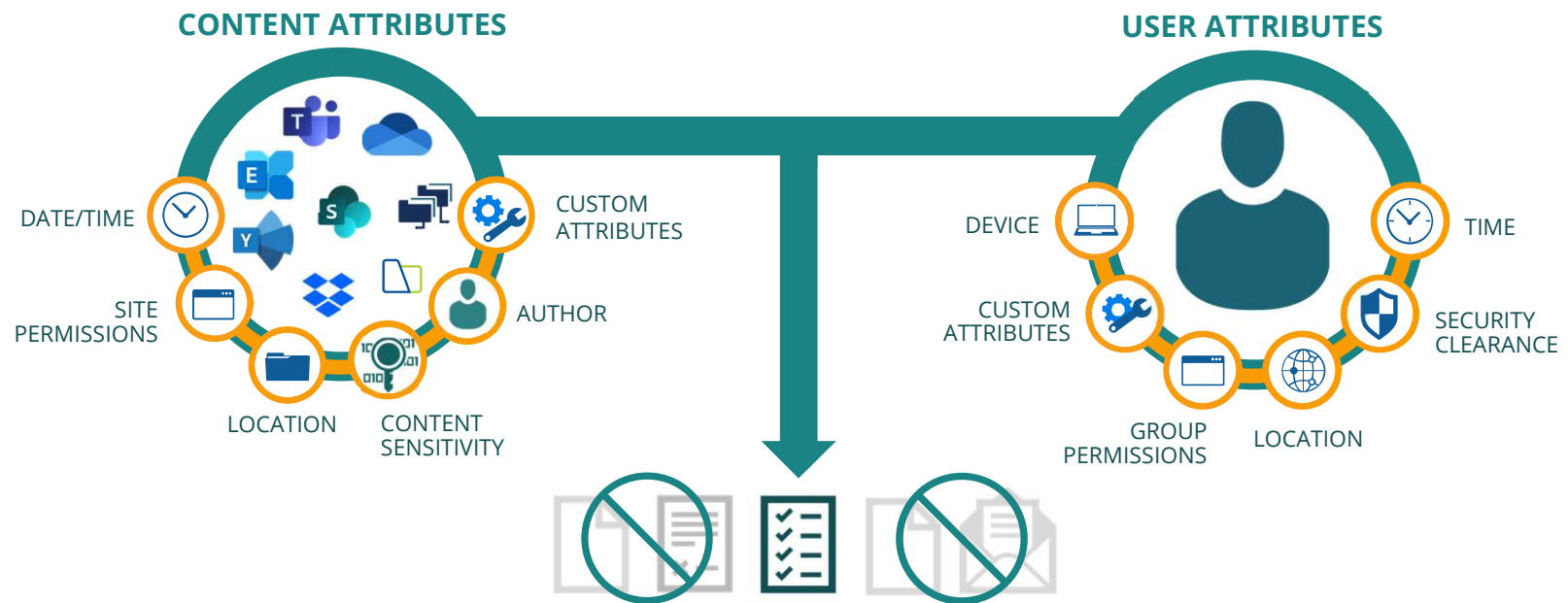
Technology Overview

Attribute-based Access Control (ABAC)



Technology Overview

Real Time - Access & Sharing Control of Information



What a user sees
when viewing and
searching for files

Whether a user can
open, edit, copy or
download a file

If a file is encrypted
when saved,
copied, or emailed

If a dynamic
watermark should
be applied to a file

If a file can only be
viewed in a secure
application

What actions are
enabled in the
Microsoft UI

NC PROTECT™

DYNAMIC ACCESS & DATA PROTECTION FOR MICROSOFT 365 APPS & FILE SHARES



Discover, classify and
secure sensitive information



Prevent data loss, misuse
and human error



Audit and report for
compliance



SENSITIVE & CLASSIFIED INFORMATION – SHARED SECURELY



Share sensitive and
classified files securely



Accredited secure document
collaboration



Enforce zero trust with
attribute-based access
control (ABAC)

Our Customers & Partners

Our customers span the globe, operating in a broad range of industries and deal with sensitive data

Americas



Europe Middle East & Africa



Asia Pacific



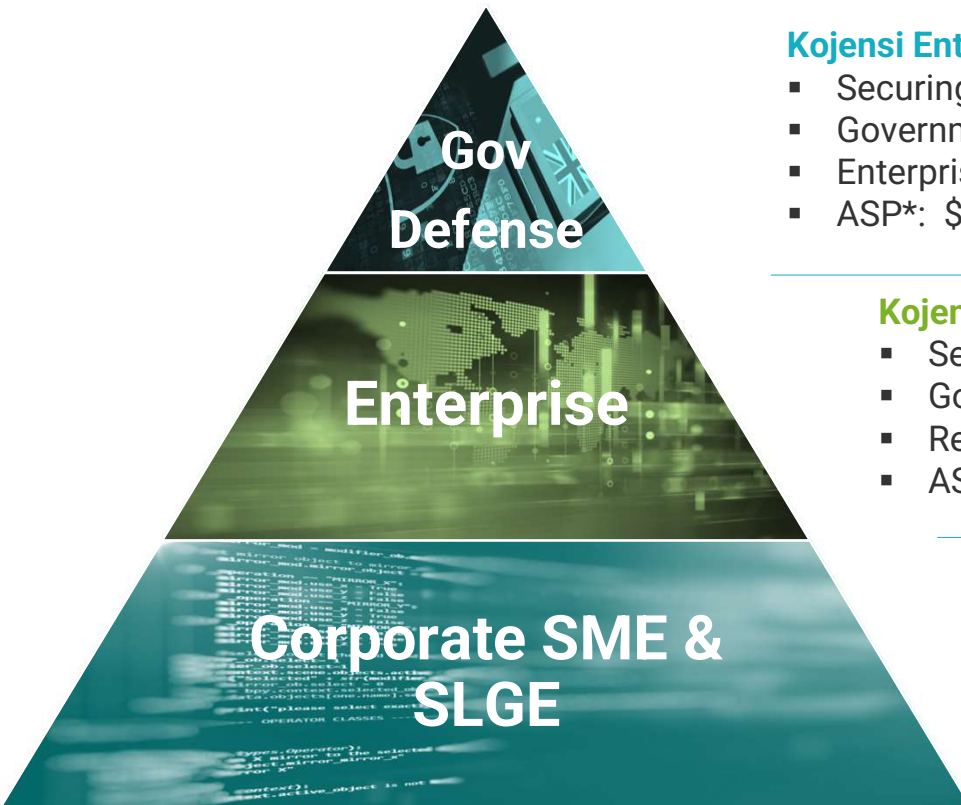


Our Business Model

Develop scalable annual recurring revenue via license sales

ARR Go-to Market Strategy

Diversified Customer Base / High Margin / Stickiness



Kojensi Enterprise On-premises

- Securing “Protected / Top Secret” information
- Government Agencies | Defense Industrial Base
- Enterprise Direct | Large System integrators | MSFT Co-sell
- ASP*: \$3–6M per annum | Users licenses: Over 10,000

Kojensi Enterprise On-premises & NC Protect

- Secure Collaboration | Supply Chain Risk Management (C-SCRM)
- Government Agencies | Corporate Enterprises over 5,000 staff
- Regional Direct | System Integrators | MSFT Partners | MSFT Co-sell
- ASP*: \$100–500k per annum | Users licenses: 2,000–10,000

Kojensi SaaS & NC Protect

- Secure Collaboration
- SME under 5,000 | State, Local and EDU
- Inside direct | MSFT & Security Resellers
- ASP*: \$10–100k per annum | User licenses: 1-2,000

Global Distribution Strategy

Direct Regional Presence

- Apac – Canberra
- Americas – Boston
 - USFED- DC
- EMEA - London

Global Channel

- System / Defense integrators
- Value Added Resellers
 - Microsoft certified
 - Security / Vertical
 - Trusted Advisor Relationship

Strategic Alliances

- MSFT Co-sell
- DIB's - Thales / Raytheon



M&A: Proven Recent Acquisitions



- Date completed: 24 December 20
- Consideration: A\$6.25M / A\$2.0M
- \$2.35M sold 1hCY21
- Locations: AUS / US / Global distribution
- Key Components: Technology / Microsoft alliances / Customers / Executives / Channel partners



- Date completed: 20 September 21
- A\$370k ARR
- Consideration: A\$1.4M / A\$1.0M
- 3.8x ARR
- Locations: Germany
- Key Components: Non-Microsoft encryption

M & A Criteria Objectives

Positive Financial Impact



Material company impact:

- Recurring revenue generated from subscription-based
- Revenue and cost synergies that can be realized over time
- Accretive revenue as ratio to current archTIS revenue multiples

Complementary Technology



- Adds complementary technology capabilities to archTIS' data-centric security approach that aligns to the underlying roadmap
- Bring unique technology that can grow archTIS' land and expand model

People



- Cultural fit
- Technical product expertise
- Sales distribution representation

Go-to Market & Customer Base



- Expand product offerings for existing customers
- Entry into new markets or regions
- Cross-sell archTIS product into target company's customer base



Capital Raise

Invest in growth

Capital Raising - Information & Key Dates

- Existing shareholders are invited to participate in a \$1.5 million Share Purchase Plan (SPP) on the same terms as the Placement
- Strong demand from both domestic and international institutions as well as sophisticated investors secures funds via a Placement for \$6.5 million at \$0.23 per Share, with 28,260,870 shares being issued on or around 18 November, 2021
- Placement and SPP participants will receive one free-attaching unlisted option (exercisable at \$0.35, expiring 2 years from the date of issue) for every three shares received under the Placement or SPP. Options offered under the placement total 9,420,290 and SPP total 2,173,913

Action	Date*
Record Date of SPP	11 November 2021
Announcement of SPP and Placement	12 November 2021
Lodgement of Prospectus with the ASIC and ASX	17 November 2021
Opening Date of Offers under the Prospectus	17 November 2021
Issue of Shares under the Placement	18 November 2021
Closing Date of Placement Options Offer	25 November 2021
Issue of Options under the Placement Options Offer	26 November 2021
Closing Date of the SPP Offer and announcement of the results of the Offers**	16 December 2021
Issue of Securities under the SPP Offer	23 December 2021

* These dates are indicative only and may change without prior notice. The commencement of quotation of the SPP Options and Placement Options is subject to confirmation from ASX.

** Subscribers under the Offers should ensure that they have lodged their Application Form by this date.

Capital Raising – Use of Proceeds

- Strengthen and grow our Alliances and Partner enablement programs to accelerate sales
- Integration and consolidation of NC Protect, Cipherpoint and Kojensi
- Launch Kojensi into lucrative US and EMEA markets
- Execute our strategic M&A strategy to acquire identified companies
- Replace working capital used to acquire Cipherpoint

Use of Proceeds	A\$M
Strategic Alliance & partner acceleration	1.5
Commercialisation of data-security platform	0.52
Kojensi product launch into the USA	1
Targeted acquisitions	3
Working capital	1.52
Expenses in relation to the capital raise	0.46
TOTAL	8

Summary Outlook

Financial



- Aggressively drive our aspirational **triple-digit growth** of annual recurring revenue
- Aspirational **gross margin at 70%** or higher

Sales & Marketing



- Leverage key Australia government and defence wins into other regions
- Focus on capturing global **market share** in more-highly regulated industries
- Expand global direct sales distribution to **multiply pipeline volume**
- Continue significant alliance opportunities with **Microsoft**

Product & Operations



- Deliver **product superiority** across a data-centric approach to drive new customers and ensure low churn
- Explore **key acquisition opportunities** of complementary technologies
- Provide an innovative, exciting and enjoyable experience for staff, partners and customers



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Thank you