archTIS

TRUSTED TO SAFEGUARD THE WORLD'S MOST SENSITIVE INFORMATION

Investor Update

Q2FY23 | DECEMBER QUARTER

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Authorised for release by Daniel Lai, Managing Director & CEO

Disclaimer

No Warranties

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Q223 Quarterly Highlights

Revenue Growth and Continued Lowered Net Cash Outflow

KPMG OneDefence drives $1.2M in contracted work orders

Licencing Revenue +30%*

Annual Recurring Revenue (ARR) +116%*

Completed $3.5M corporate financing program

Cash Position $6.8M

Quarterly net cash outflow decreased 26.6% to $1.1M from $1.5M *

$5.3M of contracted revenue to be delivered prior to 30 June 23

FY23 Outlook Confirmed

Minimum 60% revenue growth

$9.5M of cash receipts

*Prior Comparative Period (PCP)

FY23Q2 Financials –
Revenue Growth supporting decreased Cash Net Outflow

	FY23		FY22
(A$'000)	Q2		Q2
Licensing Revenue	838		645
% Increase on prior comparative period	30%		
Services Revenue	240		153
Equipment Revenue	-		-
Total Revenue	1,078		798
Annual Recurring Revenue	3,477		1,613
% Increase on prior comparative period	116%		
Gross Margin Percentage	57%		69%
Underlying Operating Expenses*	2,027		2,619

*Unaudited results

Licensing up 20% q/q
Licensing up 30% pcp

ARR up 116% pcp

Decreased Operating Expenses

Cash Balance $6.8M

Net Cash from Operating Activities of ($1.1M)

FY23 Outlook Statement

Minimum 60% year on year revenue growth

(vs FY22), with current visibility for triple-digit growth

DATA ($ '000's) - 60% Minimum Revenue Growth of $7.5M	FY'23
ACTUAL 1h	2,342
Licenses (proj)	1,703
30 Jun Contracted Services & Equipment backlog	3,600
Total Projected FY23 Revenue	7,645
YoY Growth %	65%

$9.5M minimum cash receipts

(vs FY22), 127% increase in overall cash receipts

DATA ($ '000's) - Forecasted Cash Receipts of $9.5M	$
1h23 - YTD Customer Receipts	4,188
ATO R&D Rebate	1,822
30Jun Contracted Services & Equipment backlog	3,600
Total Projected FY23 Cash Receipts	9,610

Cash Net Outflow expected to halve (vs FY22)

Continued stabilization with decrease of operating expenses

Data ($ '000's) FY23 Monthly Cash Net Outflow Projections	$
FY22 Ave Monthly Cash Burn	(895)
FY23 Targeted Monthly Cash Burn	(448)
1h23 Actual Monthly Cash Burn	(291)

Marquee Global Customers & Partners

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

Australian Defence & Government

Kojensi On-Premises & NC Protect used for military-grade secure access, collaboration and sharing of classified and sensitive information.

$15M sold since 2020

Australian Government
Department of Defence

Australian Government
Office of the Australian Information Commissioner

Australian Government
Attorney-General's Department

Key Customers

CORNING

CareFirst

UNIVERSITY OF CANBERRA

Skool4Kidz PRESCHOOL
A MEMBER OF KINDERLAND EDUCARE SERVICES

THE UNIVERSITY OF ADELAIDE AUSTRALIA

THE CALIFORNIA STATE UNIVERSITY
VOX VERITAS VITA

SUOMEN PANKKI FINLANDS BANK
EUROJÄRJESTELMÄ EUROSYSTEMET

DEPARTMENT OF DEFENSE UNITED STATES OF AMERICA

K·A·CARE

First Sentier Investors

Virgin Mobile UAE

BGW
Berufsgenossenschaft für Gesundheitsdienst und Wohlfahrtspflege

NIH
Center for Scientific Review

Cogentrix

Deutsche Post DHL

SAP

Industry Alliances

Microsoft

THALES

NetApp

splunk

Raytheon

NUTANIX

NORTHROP GRUMMAN

KPMG

SAP Secures Sensitive Government and Regulated Industry Data with Kojensi

Organisation
SAP SE

Industry
Enterprise Resource Planning and Business Intelligence Software

Challenge
SAP required a secure document management environment that was accredited for the storage and collaboration of Government sensitive and classified material to support the delivery of the company's solutions.

Solution
Kojensi SaaS

Results
- Provides an Australian Government-accredited multi-level security classified information sharing and document collaboration platform.
- As a SaaS cloud platform Kojensi was quickly deployed and is scalable to easily add new users and global SAP entities.
- Ensures SAP can securely collaborate internally and with global Government, public sector and regulated industry customers on sensitive data to meet domestic and international Government security requirements.


CASE STUDY

kojensi

SAP SECURES SENSITIVE GOVERNMENT AND REGULATED INDUSTRY DATA WITH KOJENSI

QUICK FACTS

Organization
SAP SE

Industry
Enterprise Resource Planning and Business Intelligence Software

Challenges
SAP required a secure document management environment that was accredited for the storage and collaboration of Government sensitive and classified material to support the delivery of the company's solutions.

Solution
Kojensi SaaS

Results
archTIS provided the following services:
- Provides an Australian Government-accredited multi-level security classified information sharing and document collaboration platform.
- As a SaaS cloud platform Kojensi was quickly deployed and is scalable to easily add new users and global SAP entities.
- Ensures SAP can securely collaborate internally and with global Government, public sector and regulated industry customers on sensitive data to meet domestic and international Government security requirements.

The Challenge

SAP SE is one of the world's leading producers of software for the management of business processes, developing solutions that facilitate effective data processing and information flow across organisations. The company develops software solutions that are used by small businesses, midsize companies, and large corporations across the globe, supported by a team of over 110,000 employees worldwide. SAP has more than 230 million cloud users, and more than 100 solutions covering all business functions.

The company has initiated a strategic shift to cloud services across its product range, including a focus on providing security-enhanced cloud capabilities to service Government, Public Sector, Critical and Sensitive Industry and Private Sector customers who need additional security. This has resulted in a rapid increase in opportunities and delivery obligations.

With this security uplift, corresponding increases in requirements for handling and sharing of sensitive and classified information drove the need for SAP, its affiliated companies, and customers to better collaborate and share documents in a highly secure environment.

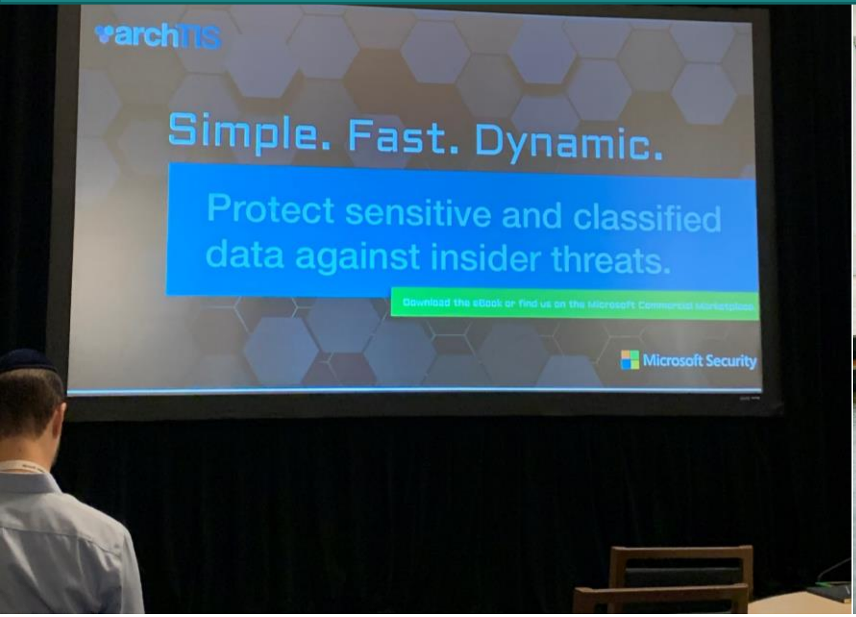
In response to a key opportunity in an Australian Federal department, SAP made a commitment to the Australian Government (and other national and international authorities) to create, store, manage and handle sensitive and classified material up to PROTECTED in a secure and accredited environment.

Kojensi Quickly Shortlisted to Secure Sensitive and Classified Government Data

To support this opportunity, SAP sought a product that would allow them to share and manage sensitive and classified information which cannot be stored and shared using SAP's internal data systems and met the security accreditation requirements.

Members of the SAP security organisation had previous experience with the Kojensi platform from archTIS in a large Australian Federal Government department and recommended it. Kojensi is an Australian Government-accredited PROTECTED SaaS cloud platform that enables organisations, their customers and partners to securely share and collaborate on sensitive and classified information within a secure, controlled environment.

Microsoft - MISA Summit Highlights



Preferred partner solution for ABAC security

Line of site for 2h23 opportunities in US and Canada amongst coalition governments and defence industrial base (DIB)

Source of Partners & Opportunities

Provided networking opportunities with managed security services providers and other resellers

Co–Marketing Benefits

archTIS co-marketing campaigns were prominently featured.

Corporate Directives

Finance and Shareholder Communications

$3.5M Corporate Finance Program

- $1.5M Share Placement
- $700K SPP
- SPP 40% Oversubscribed
- $1.5M Non-dilutive Lending Facility

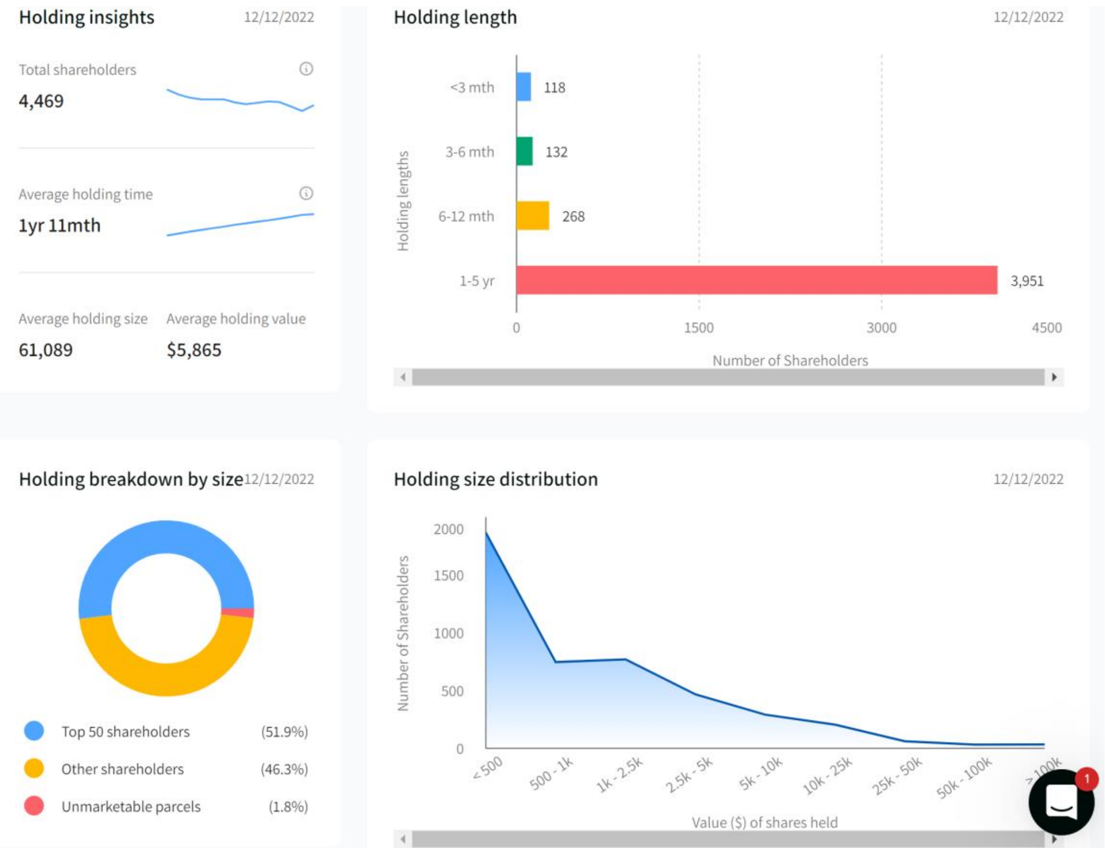
Cost Reduction Program

- $2.25M annualised savings
- 18% workforce reduction

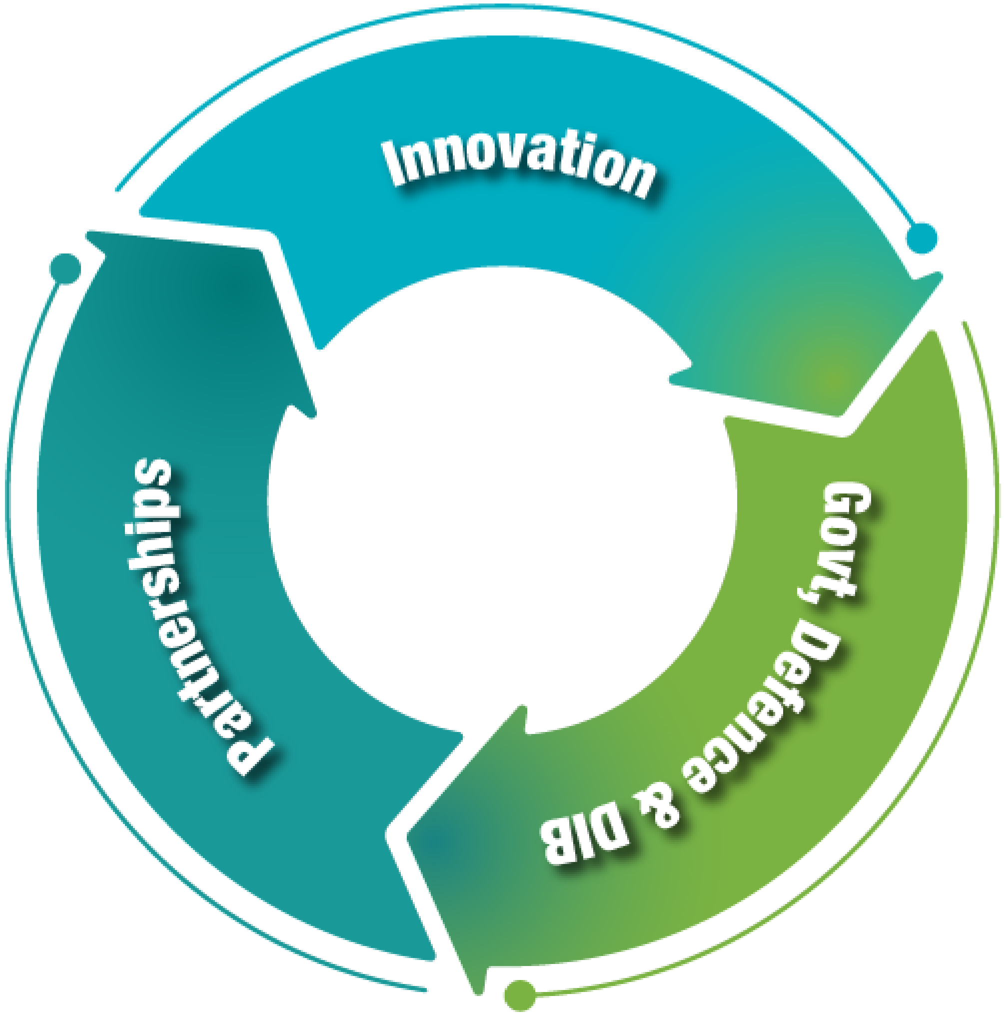
Policy Management Solution of the Year

- CyberSecurity Breakthrough Awards

Fresh Equities – Shareholder Portal



FY23 Strategic Growth



Continuous Product Innovation

Embrace zero-trust security architecture across ABAC technologies for data-centric offerings

Government, Defence & DIB Opportunities

Leverage Australian prior successes in key government agencies and Defense industrial entities

Leverage Key Partnerships

Microsoft, Thales, Raytheon and global reseller channel

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Q&A