Covata Limited
Investor Presentation

Australia

26 March, 2015

covata

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In November 2014 We Set Out Our Go-To-Market Strategy

Go-To-Market Channels

- Managed Service Providers
- Original Equipment Manufacturers (OEM)
- Government Clients

Validated Go-To-Market Strategy

T · · Systems ·

Access to the top 400 enterprise customers within the Deutsche Telekom market in Germany and across Europe

CISCO

Opportunity to be integrated into ongoing Cisco developments

macquarie TELECOM

Distribute Safe Share to Australian Federal Government Departments and Agencies

Go-To-Market Channel: Managed Service Provider

T · · Systems ·

SYDNEY – 18 March, 2015 – Covata Limited (ASX:CVT), European partner NSC Global and top-tier telecommunications company T-Systems have executed the contract to distribute Safe Share within the T-Systems Enterprise Marketplace and to Deutsche Telekom's customers more broadly.

The launch of Safe Share as a service is targeted at T-Systems clients, including the top 400 enterprise companies and a further 7,000 medium-to-large sized companies that sit within Deutsche Telekom's customer base. These companies together employ more than 6 million staff and will be able to subscribe to Safe Share to protect, control and secure their data in the cloud.

- **The estimated retail price for Safe Share will begin at EUR 20 per user per month before volume discounting**
- **Safe Share is anticipated to be available for purchase by April 2015**
- **The retail price includes infrastructure costs and a revenue share component between Covata, NSC Global and T-Systems**

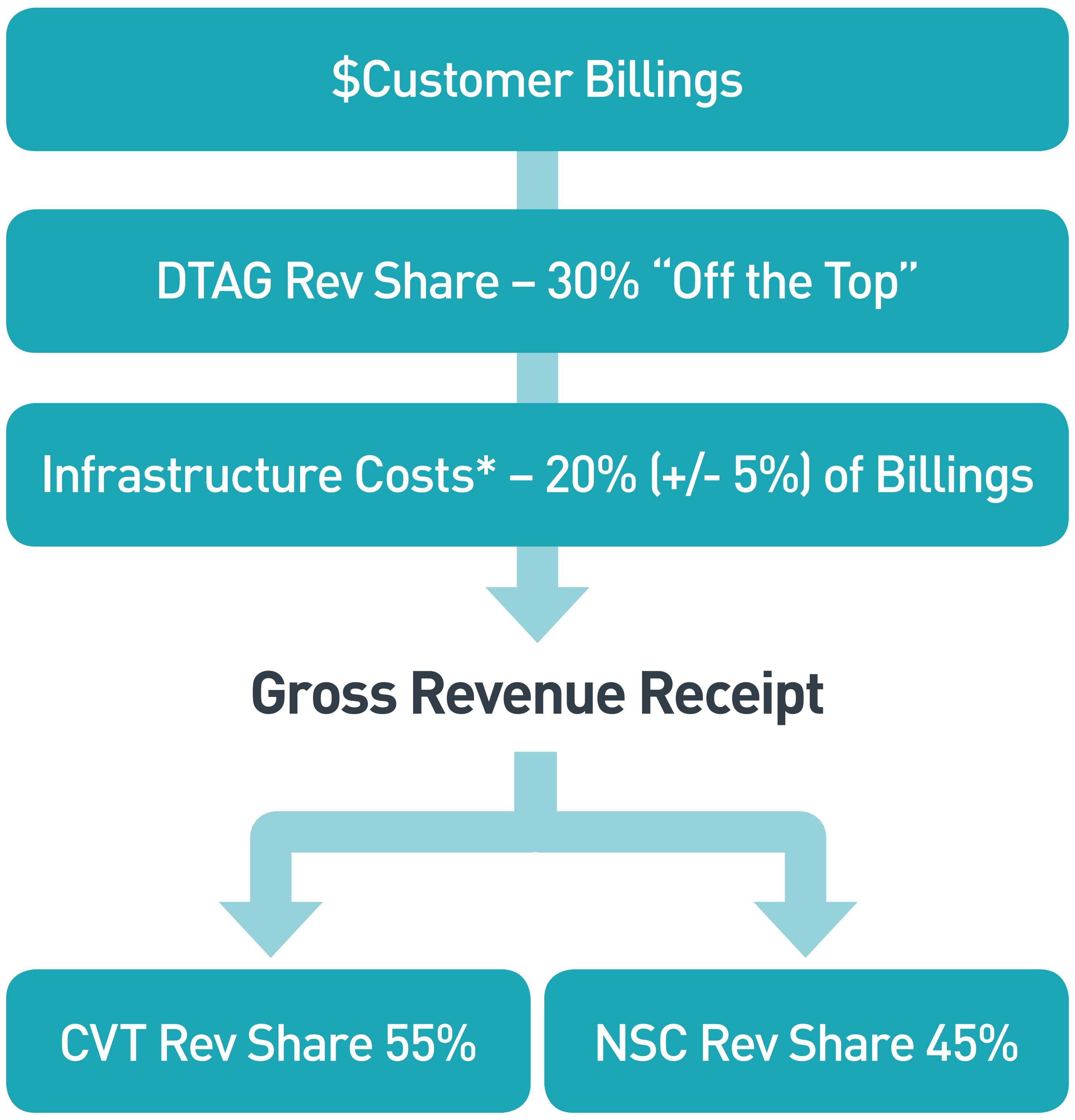
T-Systems

T-Systems, a major division of Deutsche Telekom (DTAG), is Germany's largest IT services business. Servicing Europe's largest businesses including BMW, VW, Daimler, Shell, Man and Airbus.

The parent company DTAG generated revenue of 62.7 billion Euros in the 2014 financial year, with over half of it outside of Germany.

Safe Share will be on the T-Systems Digital Division Portfolio, which means it will be owned by account managers and have sales targets and incentives tied to the products success.

DTAG/T-Systems Business Model



*The infrastructure cost above is an average and incurred by Covata and NSC Global.

T-Systems

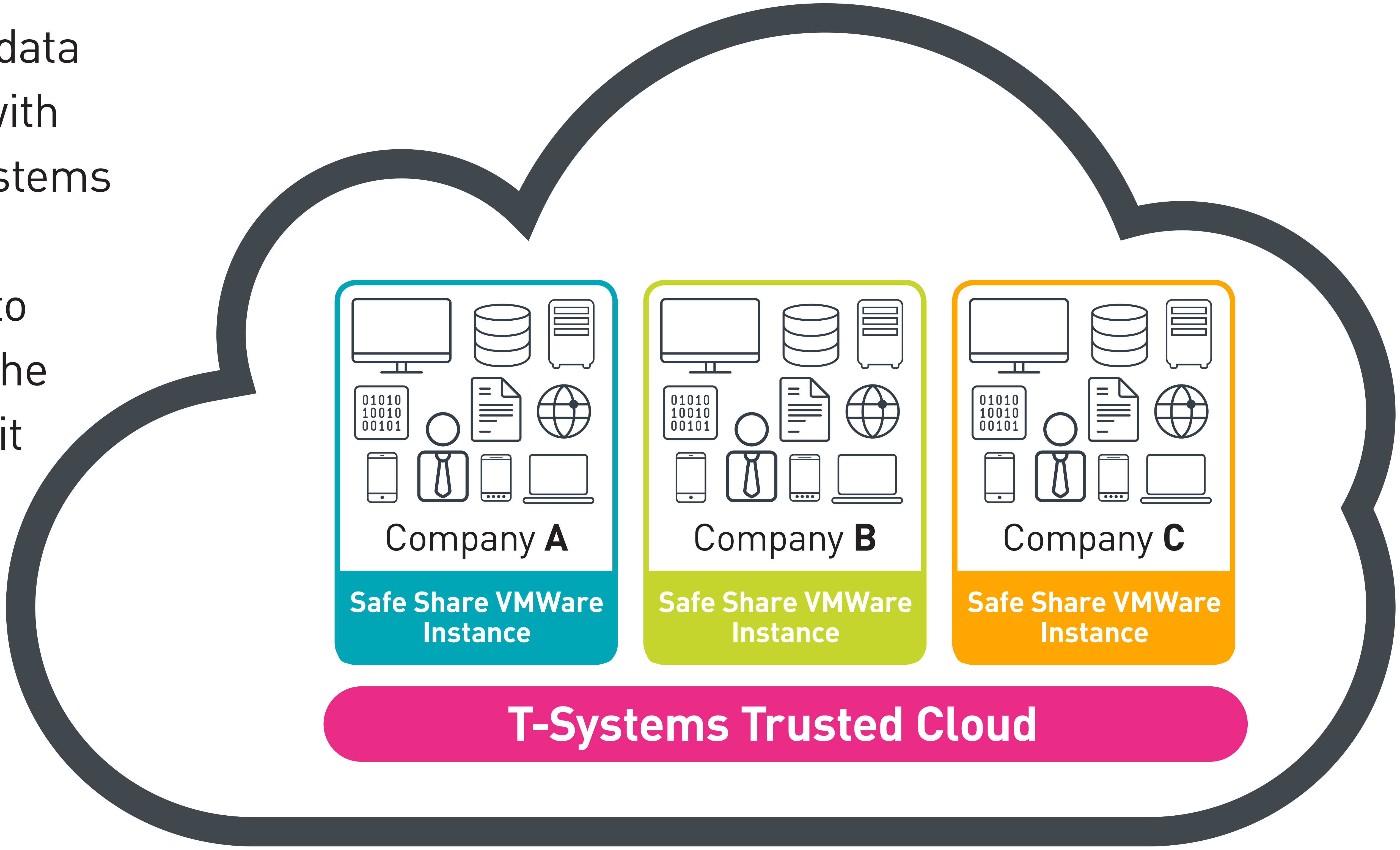
SAFE SHARE 100-499 users	SAFE SHARE 500-1,499 users	SAFE SHARE 1,500-2,499 users	SAFE SHARE 2,500+ users
20 € / month	**18 € / month**	**16 € / month**	**14 € / month**
100 to 499 users: - With 2GB Storage per user, more - Further disk space as an additional charge to the customer - Free Ad hoc for sharing content shared with them	From 500 and 1,499 users: - With 2GB Storage per user - Further disk space as an additional charge to the customer - Free Ad hoc for sharing content shared with them	From 1,500 and 2,499 users: - With 2GB Storage per user - Further disk space as an additional charge to the customer - Free Ad hoc for sharing content shared with them	2,500 and above users: - With 2GB Storage per user - Further disk space as an additional charge to the customer - Free Ad hoc for sharing content shared with them

* All prices are exclusive of VAT.
** These are indicative prices only - Prices and offers are subject to change.
*** The prices refer to price Per User, Per Month.

The Safe Share Difference

Covata and T-Systems are Delivering Single Instance Infrastructure (VMware) in a Public-Private Cloud Hybrid

Unlike a public cloud where Company A, B and C's data would be co-mingled with little visibility, the T-Systems Covata Solution allows enterprise customers to control their data and the software environment it is stored within.



The Safe Share Difference

Safe Share delivers non US based businesses a way to manage data sovereignty requirements

"Prior to entering the partnership discussions we conducted extensive research to find a cloud based file sharing solution, that was secure and independent of a US company that allowed us to respond to the assurances the European market needed around data privacy regulations, Safe Share was the only solution that met these needs."

Ralf Hülsmann, T-Systems Head of ISV IaaS GTM

Go-To-Market Channel: Original Equipment Manufacturer

SYDNEY - 26 March 2015 – Covata Limited (ASX:CVT) (Covata or the Company) is pleased to announce it has executed a long term licencing agreement with Cisco for the Covata platform and related products, with a focus on delivering this technology to Cisco clients.

- **Cisco will license both the Covata Product and Platform technologies on a SaaS (Software as a Service) basis to affiliates and clients, and/or incorporate the Covata Platform technologies into Cisco products on a non-exclusive basis.**
- **The contract between Cisco and Covata has a term of ten years, with a minimum four-year term.**
- **Similar to NSC Global, license revenue received from Cisco clients utilising the Covata Product and Platform technologies will be shared between the two companies.**

Go-To-Market Channel: Government

ASX ANNOUNCEMENT

SYDNEY – 12 February, 2015 – Covata Limited (ASX:CVT) has signed a new reseller agreement with leading Australian telecommunications company Macquarie Telecom (ASX:MAQ) to distribute its flagship product Safe Share across peak Australian Government bodies.

Underpinning the agreement between the two companies is an intense interest from Government bodies around data security risks and solutions.

- **The reseller agreement has an initial term of three years, with options for renewal.**
- **The agreement is structured around a subscription model, where the reseller will be charged per user, per month for licensing Covata's Safe Share product.**

“We pride ourselves on being a company that sets goals, and delivers. Through our contracts with T-Systems, NSC Global, Cisco and Macquarie Telecom we have shown we can work alongside world class businesses to deliver data security solutions. In conjunction with this go-to-market strategy for Safe Share our focus is now to expand the global scope and reach of Safe Share and the Covata platform to make the Company an integral player in the data security space.”

Trent Telford, CEO and Founder

Key Company Objectives

What we will do next

- Support existing partners with sales and marketing to drive revenue for the Company
- Expand the distribution of Safe Share across Europe, Asia and Latin America through Telco's and MSP's
- Open up the Covata Platform to transform the way all industries and new technologies protect data

Safe Share

**Safe Share,
a product to
help solve the
immediate global
threat of data
breaches.**

Safe Share – Telco and MSP

Service Providers are looking to provide private cloud based security services that will increase customer retention and adoption.

Covata enables Telecommunications and Managed Service Providers to deploy a Private Cloud File Sharing solution, that enables Integrated Identity Services, Policy and Key Management.

Safe Share is an attractive product for service providers as it;

- Offers a new revenue stream
- Increases utilization of existing infrastructure
- Increases usage of data centers
- Creates a sticky customer once data is encrypted in their clouds

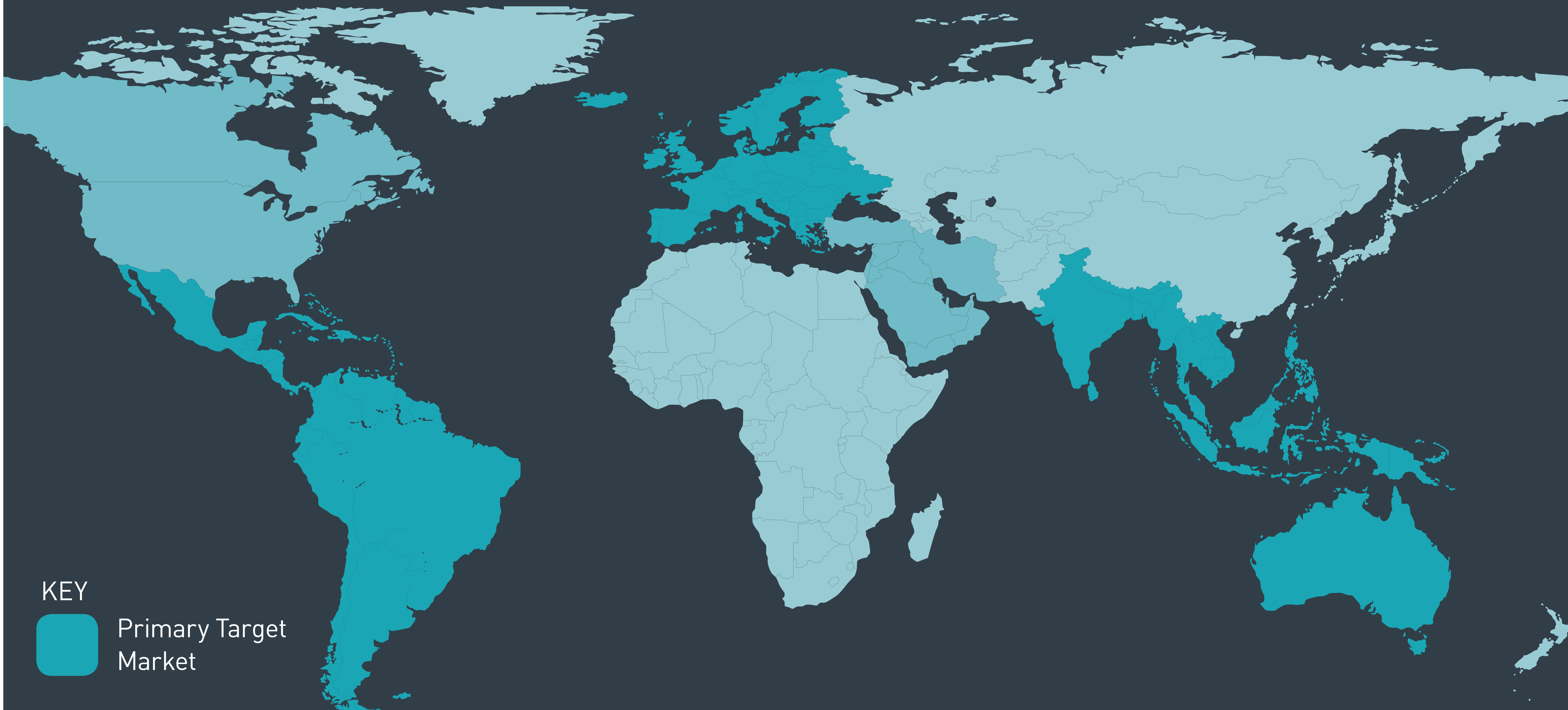
Visual representation of top global Telco's based on revenue, 2012

“Telecommunications companies around the world are looking to bundle more value added services into their customer offerings. As bandwidth becomes commoditized they need services to derive value from the infrastructure and networks they have already heavily invested in. Safe Share increases data and network usage whilst increasing customer retention.”

Jim Taneyhill, Recently Appointed Covata Chief Revenue Officer
(Previously BT Federal CEO)

Safe Share – Telco and MSP Strategy

Global Demand for Non-US Hosted File Sharing Solutions



Covata Platform

The Covata Platform, the data security solution to underpin an interconnected world.

Covata Platform
The ‘Covata Inside’ Solution

The Covata Inside solution for data-centric security easily transforms each data transaction into a ‘safe haven,’ that ensures data ownership and control, while integrating into existing workflows and environments. Covata Inside allows organisations to continue to freely and securely access, use and share their data, inside and outside the firewall.

IT platform
[it plat-fawhm]

Spell Syllables

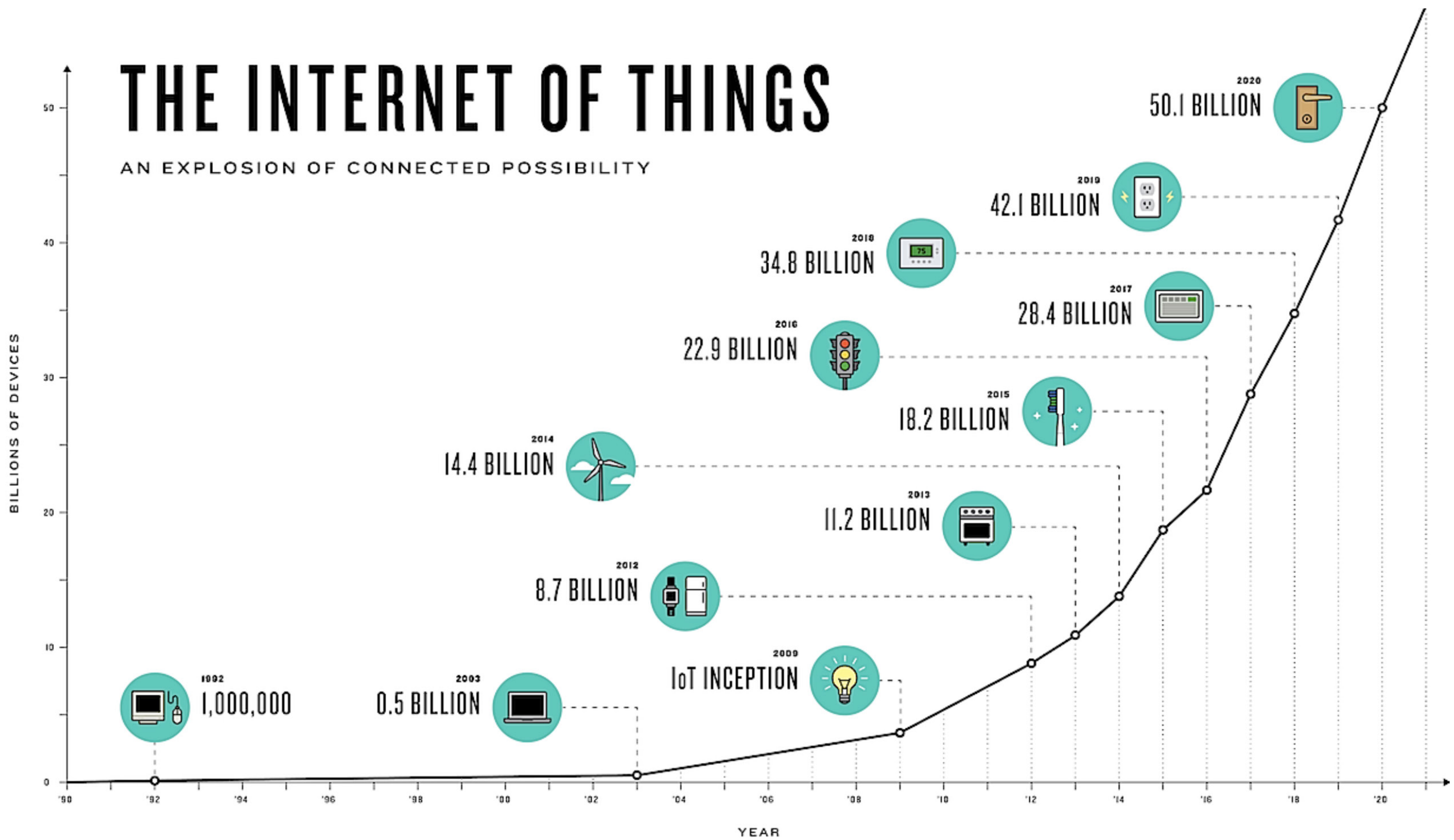
Synonyms Examples Word Origin

noun

1. In computers, a platform is an underlying computer system on which application programs can run.
2. A platform is any base of technologies on which other technologies or processes are built.
3. A very valuable software component which forms the core or base upon which new software can be created using APIs.

The Covata Platform, AllSeen Alliance & the Internet of Everything (IoE)

The Covata Platform allows partners, Original Equipment Manufacturers and developers across all industries to access and build data security components into products and services using APIs



Data Security in a Hyper-Connected World

“There are two types of companies: those who have been hacked, and those who don’t yet know they have been hacked.

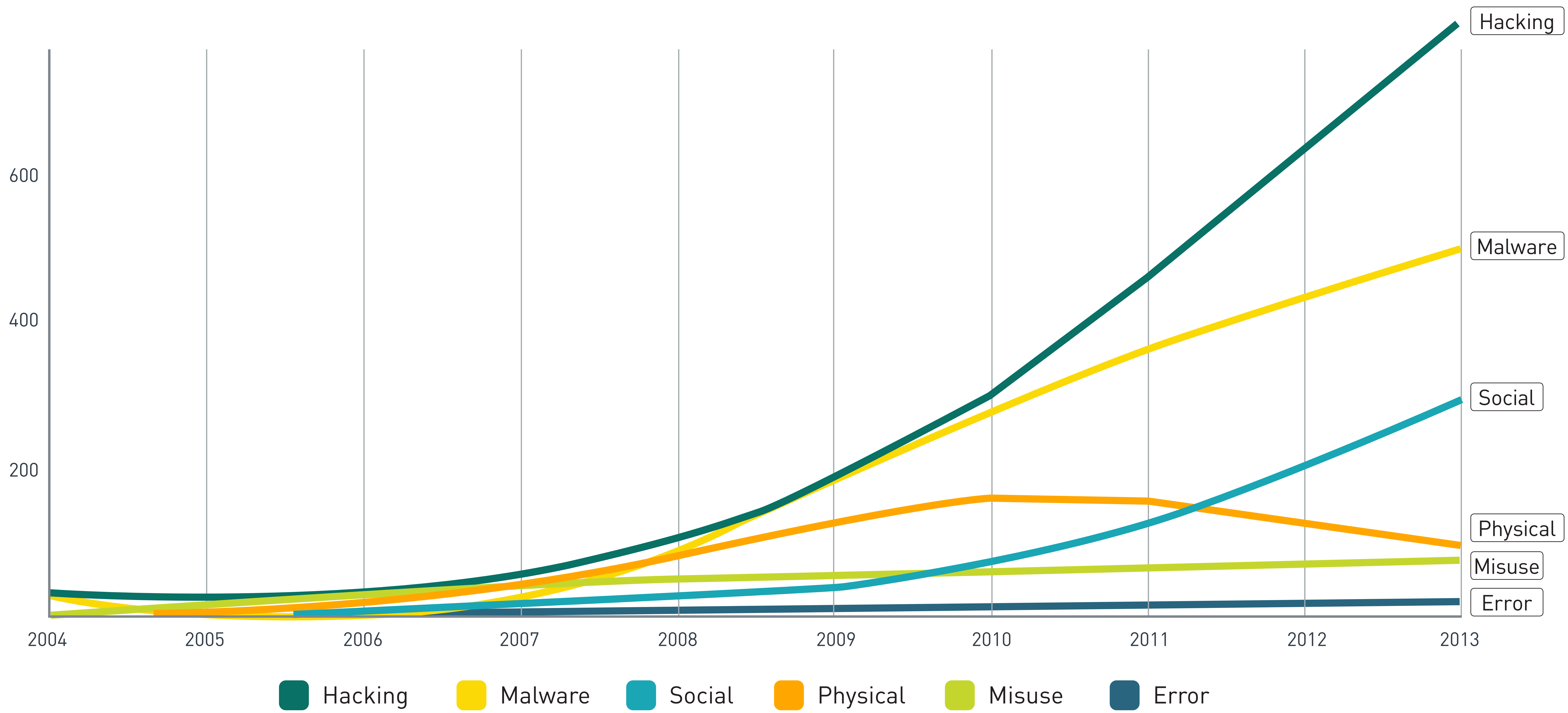
The Internet of Everything presents a US$19 trillion ($25.4 trillion) global opportunity to create value. However, in the era of ubiquitous connectivity, security will be an even bigger concern. Simply extending existing IT security postures to the Internet of Everything will not be enough. A new approach to security, disruptive thinking and innovation is critical.”

John Chambers, CISCO CEO
January 2015

The number of cyber security breaches are on the rise

"In today's hyper-connected world data security is job security for corporate executives."

Trent Telford, Covata CEO and Founder



As depicted in the Verizon 2014 Data Breach Investigations Report

Safe Share, a product to help solve the immediate threat of data breaches.

The Covata Platform, the data security solution to underpin an interconnected world.

Short Term Objectives

- Planning and Delivery - substantial deals signed – we will focus on driving revenue and delivering support.
- Platform and Product - Version 3.0 - strategy offsite in late April between business and engineering teams.
- Business growth - MSP's - expanding and replicating the MSP/Telco channel model in key regions.
- Business growth - Cisco - working closely with the Cisco team to shape our 2015 business and beyond.

Q&A

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