excite
TECHNOLOGY SERVICES

Investor Update

Excite Technology Services:
Supporting a Safe Australia

December 2024

ASX: EXT

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Q&A

1. The Half-Year report indicates revenues have declined year on year in the EXT business, why?

2. What is the strategic significance of the Tasmania division, does it make sense to retain this business unit?

3. Why has management resisted announcing customer wins or providing updates outside of the quarterly reports and financial statements.

4. What is management doing to support the share price and provide shareholders confidence their interests are being prioritised?

Corporate snapshot

TRADING INFORMATION ASX: EXT	
Share price (11/12/2024)	A$0.011
52 week low/high	$0.006 - $0.013
Shares on Issue	1,686,279,232
Market Cap	**~A$18M**
Cash (31/09/2024)	A$1.021M

MAJOR SHAREHOLDERS
BNP Paribas Nominees - 18.23%
Bryan Saba – 11.71%
10 Bolivianos – 5.14%

Top 20 Shareholders – 70.15%

BOARD & SENIOR MANAGEMENT

Non-Exec Director	Managing Director & CEO	Exec Director & CFO
Neil Sinclair	Bryan Saba	Steven Bliim



Excite Mission
Supporting a Safe-Australia

Threat Prevention Security Services	Governance, Risk and Compliance Consulting. ISO, NIST, SOC2 and Essential 8 Standards. Penetration Testing. Security Policy and Technology Implementations.	
Leading Incident Response and Digital Forensics	Security Operations Centre Manage, Detect & Respond	Incident Response Digital Forensic Investigations Cross Examination
Enabling Industry and addressing the Australian skills shortage	Digital Forensic Training. Cyber Security Training. Microsoft Security Training. Only Accredited company in Australia to facilitate NUIX Training. State of the Art Training Facility – due for completion mid 2025. International Export activities.	
Community & Protecting the Vulnerable	Partnering with Australian Women in Security Network (AWSN), Indigenous Youth Australia and Less fortunate Youth to provide training and a career path into Digital Forensics and Cyber Security. Cases related to Animal Cruelty and Child Exploitation are provided free of charge.	
Other Acquisition Targets	Data Governance, Security & Loss Prevention.	Enhanced Cyber Security with DOD & Government
		Automated Attack Surface Testing

Future Outlook and Ambition*

*Phase 3 and Phase 4 above reflect the future operational targets and aspirations of the Company and are subject to the successful execution of the Company's growth strategies. The aspirational targets are not forecasts (financial or otherwise) and implementation remains subject to a number of risks and uncertainties.

The Cyber Opportunity is Growing

Australian Government
Australian Signals Directorate

ASD AUSTRALIAN SIGNALS DIRECTORATE
ACSC

cyber.gov.au

2023–2024 Cyber threat trends
For businesses and organisations

- Over 87,400 cybercrime reports were made in FY2023-24, a decrease of 7% from the previous financial year, an average of one report every 6 minutes.
- Answered over 36,700 calls to the Australian Cyber Security Hotline, an average of 100 calls a day, an increase of 12% from FY2022-23.
- The top 3 cybercrimes reported by businesses:
  - email compromise resulting in no financial loss (20%).
  - online banking fraud (13%).
  - business email compromise (BEC) fraud resulting in financial loss (13%).
- The average self-reported cost of cybercrime to businesses decreased by 8% overall.
  - $49,600 for small business (up 8%).
  - $62,800 for medium business (down 35%).
  - $63,600 for large business (down 11%).
- Almost $84 million in losses due to BEC were self-reported to ReportCyber. BEC continues to significantly impact businesses, with an average financial loss of over $55,000 for each confirmed incident.
- ASD responded to over 1,100 cyber security incidents. 11% of all incidents responded to included ransomware, a 3% increase from last year.

The cyber threat to businesses is constantly evolving. Australian businesses that hold either custom data or proprietary knowledge, make attractive targets for cybercriminals.

The most common cyber threats to watch out for include:

- online banking fraud
- email compromise, and
- business email compromise fraud.

Australian Government
Australian Signals Directorate

ASD AUSTRALIAN SIGNALS DIRECTORATE
ACSC

Annual Cyber Threat Report
2023–2024

The Sydney Morning Herald

Cyberthreats top CEO list of concerns for 2024
Jan 3, 2024

FINANCIAL REVIEW

Cyber is our fastest growing national security threat
Jul 23, 2024

The Sydney Morning Herald

'The next threat': Former UK cybersecurity chief's warning for Australia
Sep 13, 2024

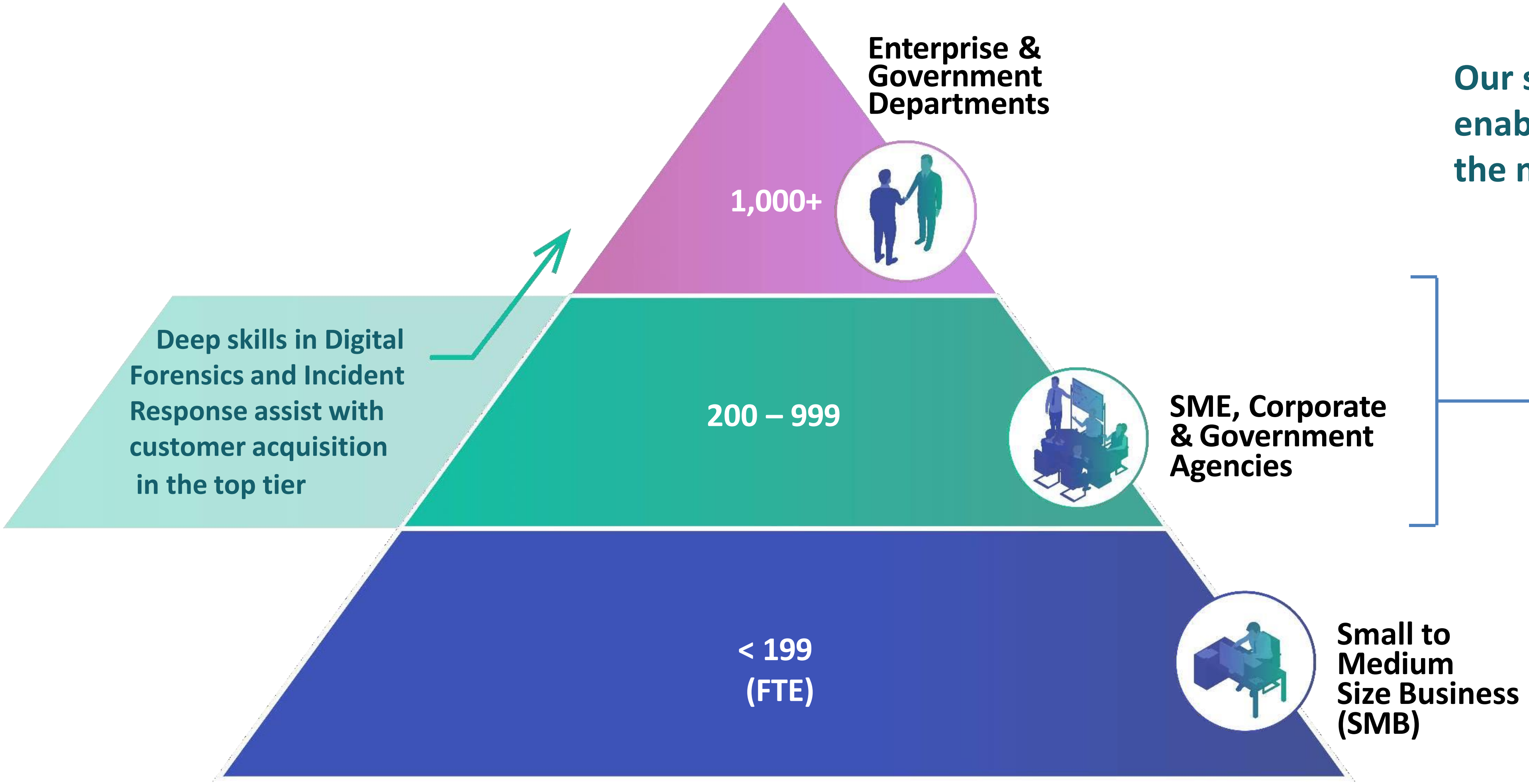
THE AUSTRALIAN

Cyber attacks set to escalate following Trump victory
Nov 14, 2024

FINANCIAL REVIEW

Are businesses ready to be outed for paying ransoms to cybercrooks?
Dec 2, 2024

The Cyber Opportunity in Australia



Our strategy has been to enable Cyber capability in the mid-market

Offboarding unprofitable customers in this sector has been a priority for 2024 and is almost complete

Our Lines of Business

Excite Technology Services

Cyber Security, Advisory, Architecture, Incident Response & MDR	IT Services, Projects & Managed Services	Digital Forensics	Training
ADVISE	**SERVE**	**INVESTIGATE**	**TRAIN**

Creating an Australian First

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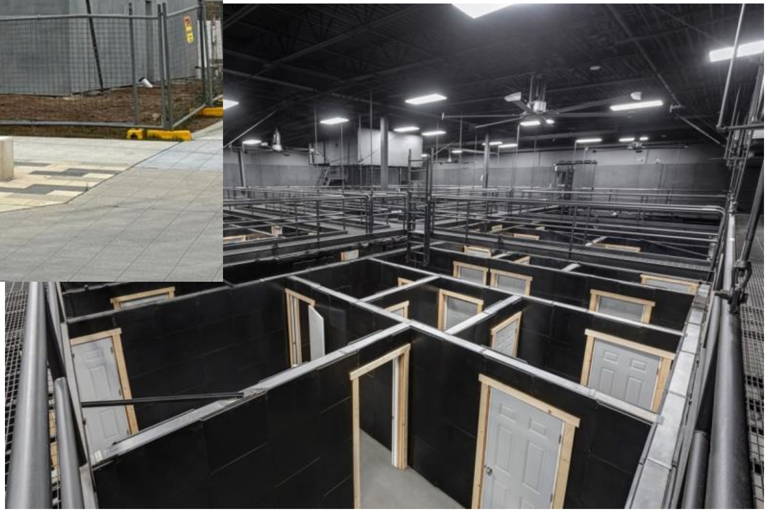
TECHNOLOGY SERVICES

The NANGU Cyber Forensics Facility



Featuring

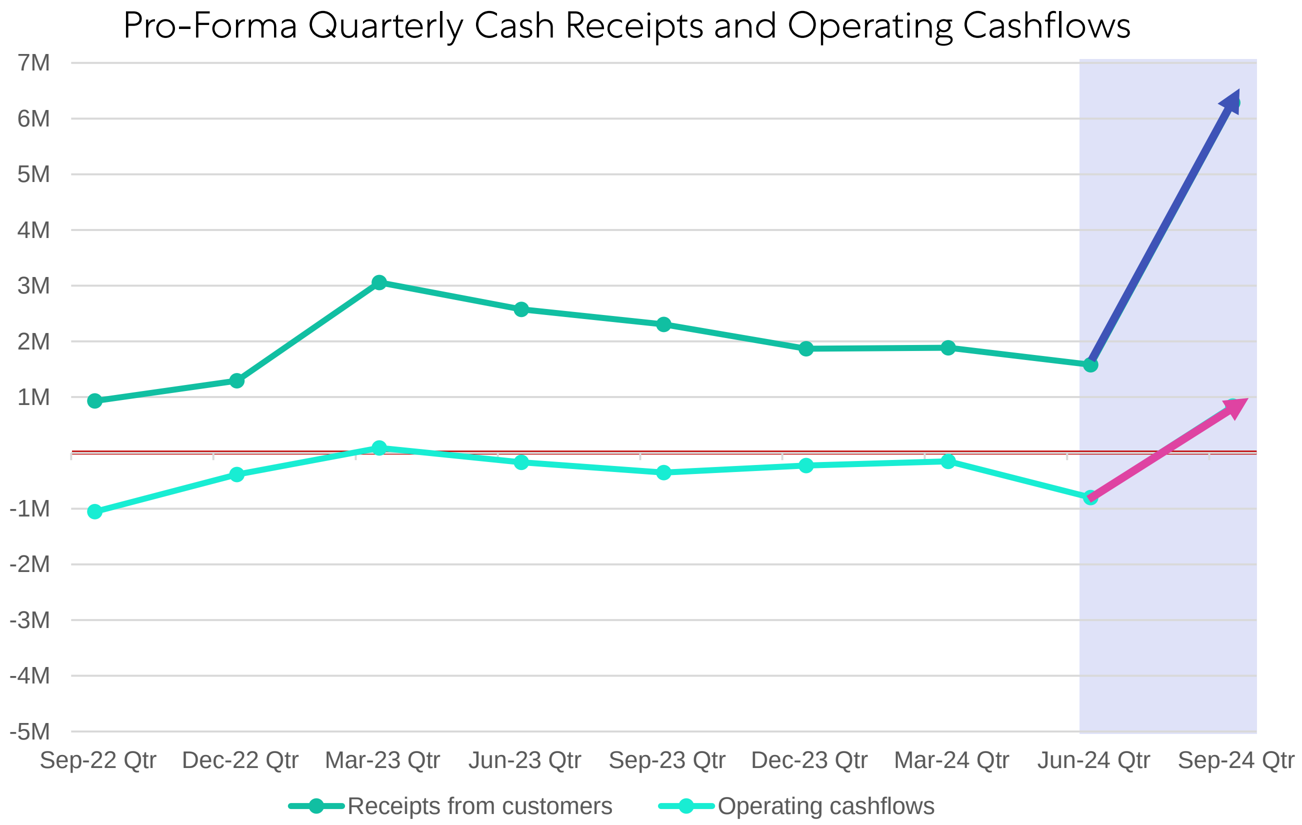
- Flexible 360 degree crime scene training environment
- Certified digital forensics lab
- Advanced data recovery facilities
- Moot-Court and practical training facilities
- Cyber Range to simulate cyber and DDS attacks, malware scenarios and AI-generated threat simulations

Completion anticipated March 2025

Construction and fit-out is supported with a $3m Grant from the Department of Industry, Science and Resources

Vested interests from Federal and State Governments

Financial Performance is Improving



- Actual receipts for the September quarter were $1.99m and operating cashflows were ($802k)
- Inclusion of CBIT from the September quarter would have resulted in significant improvement to pro-forma receipts and operating cashflows
- Cost base of underlying EXT business has been reset and now positioned to allow for organic growth
- Investment in sales capability has been undertaken in October, following a small cap raise with Shaw Partners
- Management is targeting a move to consistent operating receipts and profitability

Investment Thesis

Deep expertise in Digital Forensics and Incident Response

Cyber Security continues as a major theme for governments and enterprises

Undervalued compared to market peers

Highly scalable training opportunity to meet Australian cyber skills shortage excite

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