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MOST SENSITIVE INFORMATION

# Investor Update

Q4 FY25 | JUNE QUARTER



**Daniel Lai**  
Managing Director  
& CEO



**Kurt Mueffelmann**  
Global COO  
& US President

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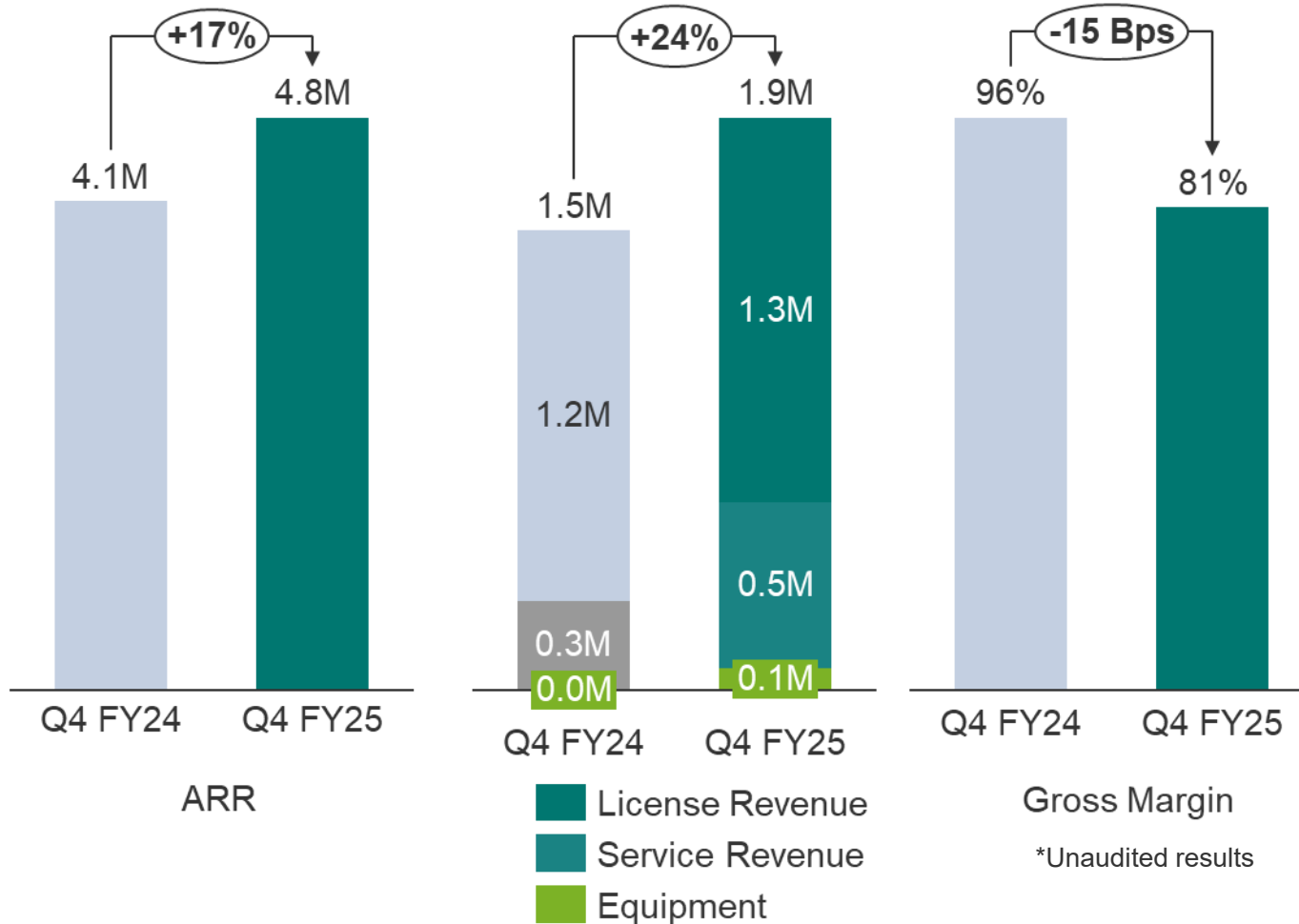
# Q425 Highlights

Expanded global presence across key markets of Japan, United Kingdom and United States

- ✓ Global Market Expansion & Validation
- ✓ Focused Financial Performance – Pivot to higher margins
- ✓ Strengthened Balance Sheet via Capital Raise
- ✓ Product Innovation & Delivery
- ✓ Significant Existing Customer Expansion with Low Churn
- ✓ Positioned for Scale into FY26



# Q4FY25 Financial Overview



## Q425

- ARR \$4.8M
- Revenue \$1.9M / Gross Margin 81%
- Operating Expenses \$1.9M
- Positive Operating Cashflow \$1.4M
- Proforma cash and equivalents \$10.25M

Gross Margin

\*Unaudited results

# Organic Growth Strategy

Executing across four key pillars



## Australian Defence Market

- Become the default Data Centric Security products for Defence
- Drive an enterprise agreement to go deeper into Australian Defence
- Existing Proof of Concepts
- Quoted opportunities



## Global Defence Market

- Referenceable into Coalition Forces (US / Five-Eyes / AUKUS, etc.)
- Existing Proof of Concepts
- Microsoft relationship
- Zero-trust
- Mandated compliance requirements



## Global Defense Industrial Base (DIB)

- Sell-to / Sell through
- Advanced features to meet Defense Industry compliance requirements including Export Controls and security
- Referenceable into DIB internationally
- Existing POCs



## Enter New Vertical Markets

- Continue to organically grow use case in other verticals
- Migrate customers from On-premises to Cloud
- Leverage archTIS' unique products to support critical Infrastructure industries
- Support global business partners

# Recent Announced Wins

Trusted by some of the leading global players in defence



## Prime Government Contractor for the U.S. Department of Defense (DoD)

- Contract award of A\$38,500 for an initial 1,000 users of NC Protect by a prime government contractor for the U.S. DoD.
- Initial procurement is expected to expand in the coming months across the broader U.S. DoD, including an initial 150,000 users across the warfighter network; expanding the NC Protect user base 6-fold.



## UK Division of a Global Aerospace and Defence Corporation

- Secured a 3-year NC Protect contract valued at A\$263,185 for an initial 400 users with a UK-based aerospace and defence corporation as part of a global cloud migration strategy.
- Implementation is expected to serve as the global model for Microsoft 365 deployment across an enterprise of 100,000+ employees.

# Customer Retention & Growth

115% Net Revenue Retention across our existing customer base

## Deployment of First Sale in Japan (A\$390k p/a)

- The first Trusted Data Integration (TDI) deal with the acquired Direktiv technology & marked AR9's entry into Japanese market
- Sourced via Microsoft's Defence and Intelligence team, underscoring the strength of strategic partnerships

## Australian Department of Defence (A\$1.3m p/a)

- Renewed a sole-source contract valued at AUD\$1.3m including a 75% increase in user licenses
- In addition, Defence signed a services contract valued at AUD \$411k

## Penten (A\$264k p/a)

- Australian secure mobility and AI technology company
- Renewal as part of a solution to implement Kojensi into an Australian national security agency to enable secure collaboration of highly sensitive information with internal parties

## Other Renewals

### Scandinavian National Bank:

- Renewed licenses for NC Protect and NC Encrypt to safeguard sensitive research data across its SharePoint environments.

### Australian Research University:

- Renewed Kojensi SaaS to enable secure collaboration on protected information between Defence and academic researchers.

### UK / US Defence Industrial Customer:

- Renewed license for NC Protect to secure ITAR information across their SharePoint environment.



# FY26 Growth Strategy



**Targeted Global  
Markets**



**Network Sales  
Effect**



**M&A  
Inorganic Growth**



**Product  
Innovation**







Level 3 , 10 National Circuit  
Barton ACT 2600 Australia

1300 ARCHTIS  
+61 2 6162 2792  
+61 419 528 061

**[www.archtis.com](http://www.archtis.com)**

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Q&A