



AUCYBER

AGM Investor Presentation 2025

Building Australia's Leading Sovereign Cyber Security Platform

AUCyber At A Glance

Financial metrics FY 2025

- Group Revenue: \$23.0m (H2 \$10.7m)
- Underlying EBITDA: (-\$3.1m) (H2 -\$1.1m)
- EBITDA Margin: (-13.6%) (H2 -10.3%)

Customer base

- Total customers: 304
- Mix: Government | Critical Infrastructure | Mid-market Enterprise | MSP-acquired customers

Core markets

- Managed Security (MDR, SIEM, IR)
- MSP Services (Cloud, IT, Network)

Turnaround completed following business simplification and margin consolidation. Gross margin improving across cyber and MSP lines.

AUCyber enters 2026 with a scalable sovereign platform, a defined acquisition engine, and a clear pathway to EBITDA uplift.

Who Are We

AUCyber is a sovereign Australian cyber security provider delivering critical protection for Government, Enterprise, and National Infrastructure.

Our integrated capabilities include:

- Managed Detection & Response (MDR)
- Managed SIEM & EDR
- Essential Eight assessments & uplift
- Incident Response
- Backup & Disaster Recovery
- Secure Cloud
- Managed IT & infrastructure services
- **24/7 Australian Security Operations Centre (SOC)**
- **Cross-selling engine across 5G Networks' enterprise & wholesale customers**

Through our partnership with 5G Networks, we operate a unified platform combining cyber, cloud, and network security at national scale.

Strategic Summary

AUCyber is positioned to become Australia's leading sovereign cyber platform by:

- Accelerating scale through MSP acquisitions
- Leveraging strong domestic market growth
- Expanding into aligned international markets
- Driving high-margin recurring revenue via security attachment
- Strengthening EBITDA through standardisation and SOC leverage

We have a clear, executable pathway to significant revenue and profitability growth over the next 24–36 months.

Execution Roadmap (12–24 Months)



Next 12 Months:

- Complete multiple MSP acquisitions
- Standardise toolset and SOC processes
- Launch bolt-on conversion program
- Expand incident response capability
- Develop ANZ and SE Asia channel partnerships
- Ramp up Cyber Ecommerce delivery



12–24 Months:

- Increase attach rate to >70% across acquired customers
- Scale MDR/SIEM seat coverage
- Realise EBITDA gains from integration and tooling consolidation
- Evaluate additional acquisition targets

Cyber Threat Landscape

- Cyber incidents in Australia continue to rise year-on-year
- Australia is the **#1 most targeted nation in APAC**
- Ransomware attacks on mid-market organisations have increased **40% YoY**
- **72%** of breaches begin with identity compromise
- Insurance requirements now mandate MDR, MFA, and E8 uplift
- Demand for managed security services will continue to accelerate.

Australian Cybersecurity Market

The cyber security market in Australia continues to expand rapidly:

- CAGR **9–12%** driven by:
 - Increasing cyber incidents
 - Critical Infrastructure requirements
 - Essential Eight compliance
 - Insurance & regulatory pressures
 - Cloud transformation and identity security

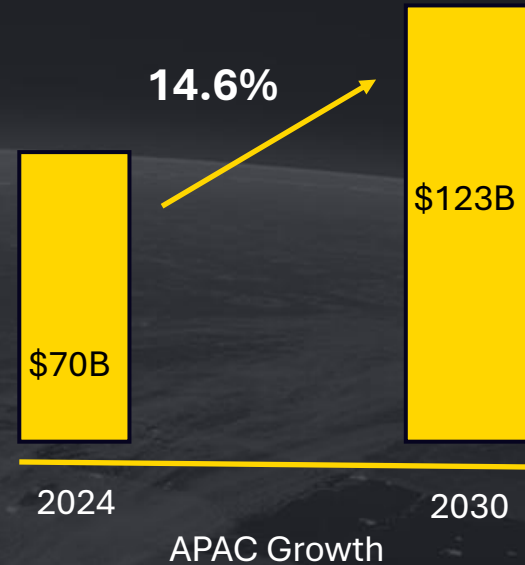


Managed security is the fastest-growing sub-sector, expanding at **2–3× the rate** of traditional managed IT. AUCyber is directly aligned to these high-growth categories.

Industry growth rates

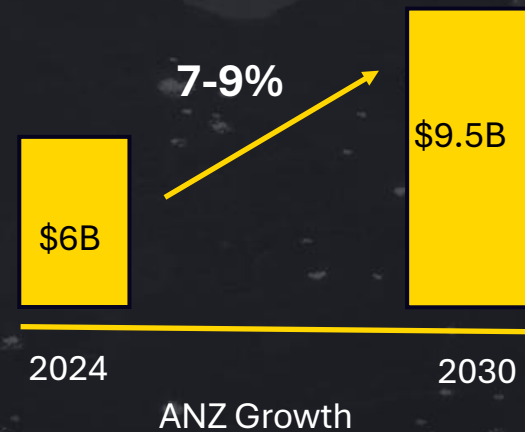
Rapid APAC growth

- Rapid digital transformation & cloud
- Massive TAM and emerging economies
- Regulatory mandates



Strong ANZ growth

- Market maturity
- Heightened cyber security focus
- Strong M&A and consolidation



IT managed services revenue grew **10%** in 2024

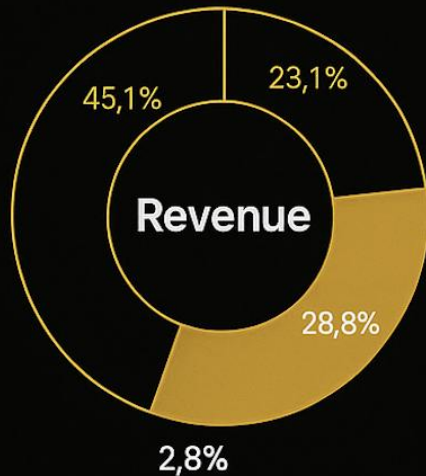
US \$521 billion

The value of managed IT services delivered by channel partner globally in 2024

335,385

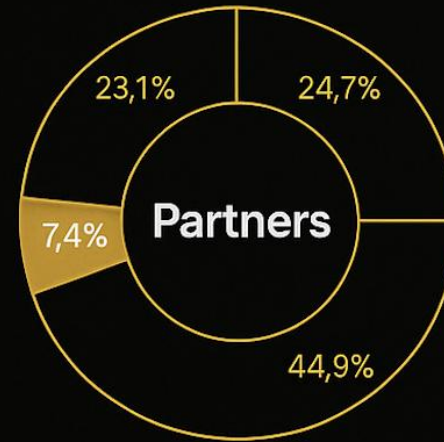
The number of channel partners globally that are delivering IT managed services

Revenue from managed services, by region



23.1 %	APAC	24.7%
45.1%	EMEA	23.1 %
2.8%	Latin America	7.4%
28.9%	North America	44.9%

Partners delivering managed services, by region



Excluding managed IT services delivered directly by vendors.

Overseas Expansion Opportunity

AUCyber's capability is exportable, with demand for sovereign-aligned, high-trust security services growing internationally.

Primary expansion markets:

- **New Zealand** — aligned regulatory environment, high trust
- **Singapore & Malaysia** — strong enterprise cyber investment
- **United Kingdom** — Commonwealth alignment and IR-led entry opportunity

Go-to-market model:

- Partner-led distribution
- Incident Response → MDR conversion pathway
- Follow-the-sun SOC model based in Australia
- Leverage Australian sovereign trust in regulated industries



New entrants & market forecast

High rate of new MSP entrants

Strong growth will support strong valuations

High growth markets to watch:

- Vietnam: +24.2%
- Indonesia: +19.4%
- Philippines: +20.5%
- Malaysia, Singapore, Thailand: each >15%
- India: Leading growth. +19.8% with scale

What buyers are looking for

Criteria

Recurring Revenue >70%

EBITDA margins >15%

Low Churn (<5%)

Cyber/Cloud capabilities

Regional customer base

Management willing to stay

Clean books, good tooling

Why it matters

Stability, valuation uplift

Signals operational maturity

Indicates strong customer relationships

In-demand services with margin expansion potential

Reduces acquisition risk and simplifies integration

Eases transition and preserves customer trust

Easier to integrate, lower tech debt

AUCyber Growth Acquisition Strategy

The Australian MSP sector remains fragmented, presenting a major consolidation opportunity.

Target MSP profile:

- \$5–25M revenue
- 80%+ recurring services
- Low churn (under 6%)
- Strong relationships with SMB/mid-market customers
- Limited cyber security capability

Acquisition Model:

- Mix of scrip, cash and deferred consideration to maximise ROI
- Profitability: Targets must have stable recurring revenue, EBITDA positive preferred but not required if attach rate uplift justifies acquisition
- Return thresholds: Acquisitions must meet a minimum 15% ROI mandate

Why Sovereign Matters

Demand for sovereign cyber providers has never been higher.

Australian organisations are increasingly required to:

- Store data locally
- Comply with the Critical Infrastructure Act
- Meet ASD Essential Eight maturity
- Demonstrate sovereign control of security operations

AUCyber's Australian SOC, Australian hosting, and Australian workforce provide a competitive advantage that offshore MSSPs cannot replicate.

Competitive Positioning

AUCyber is uniquely positioned between:

- Traditional MSPs (limited security maturity)
- Global MSSPs (offshore, low sovereignty)
- Boutique cyber firms (high cost, low scale)

AUCyber offers:

- Enterprise-grade security
- Sovereign operations
- Mid-market affordability
- Integrated cloud + cyber + managed IT
- This creates a defensible, scalable market position with high switching barriers.

AUCyber Growth Acquisition Strategy

Pipeline

Total identified pipeline: ~\$80M revenue

of MSPs in active discussion: 5

of MSPs shortlisted for due diligence: 3

ARPU uplift: \$40-60 → \$100-160 per seat

2-3× uplift

GM improvement: 18-25% → 55-70%

Conversion window: 90-180 days

Security Bundle Structure

Tier 1 – Core Protection

- EDR
- Email security
- Backup & recovery

Tier 2 – Advanced Detection

- MDR (24/7)
- Managed SIEM
- Identity security

Tier 3 – Compliance & Governance

- vCISO
- Essential Eight uplift
- Policy & audit support
- **Conversion window:** 90–180 days post-acquisition.

Financial Impact: 250% Revenue Uplift

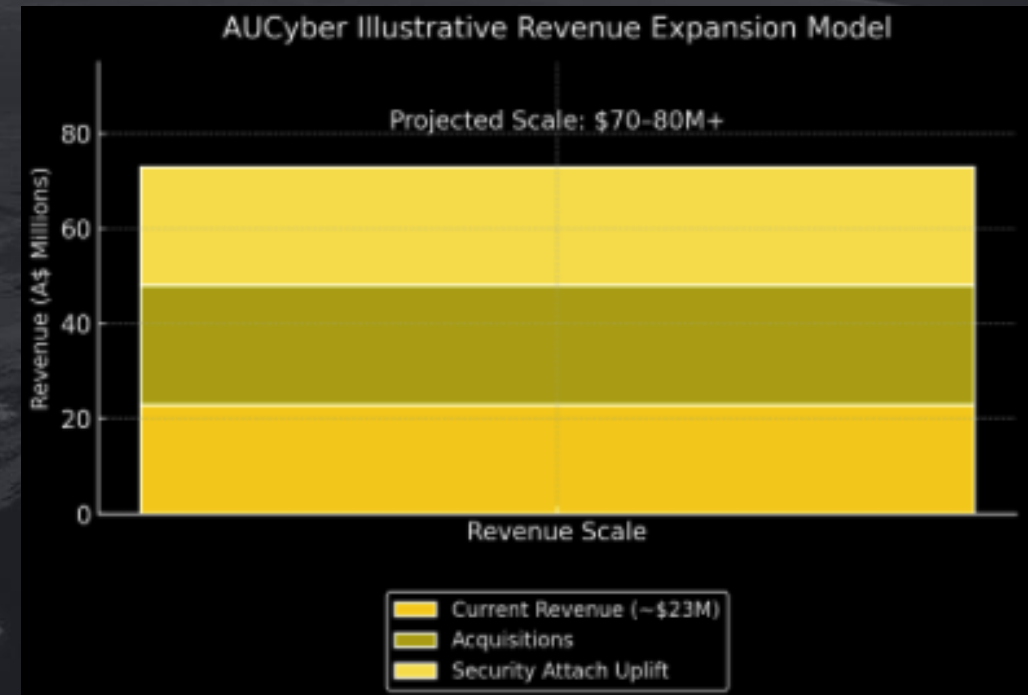
Based on AUCyber's annualised FY25 contribution and our MSP acquisition pipeline:

Illustrative Scenario:

- Current annualised revenue: ~\$23M
- +250% uplift target = **3.5× scale**
- Post-expansion revenue potential: **\$70–80M+**
(Illustrative only; dependent on acquisition volume and attach rates)

Drivers:

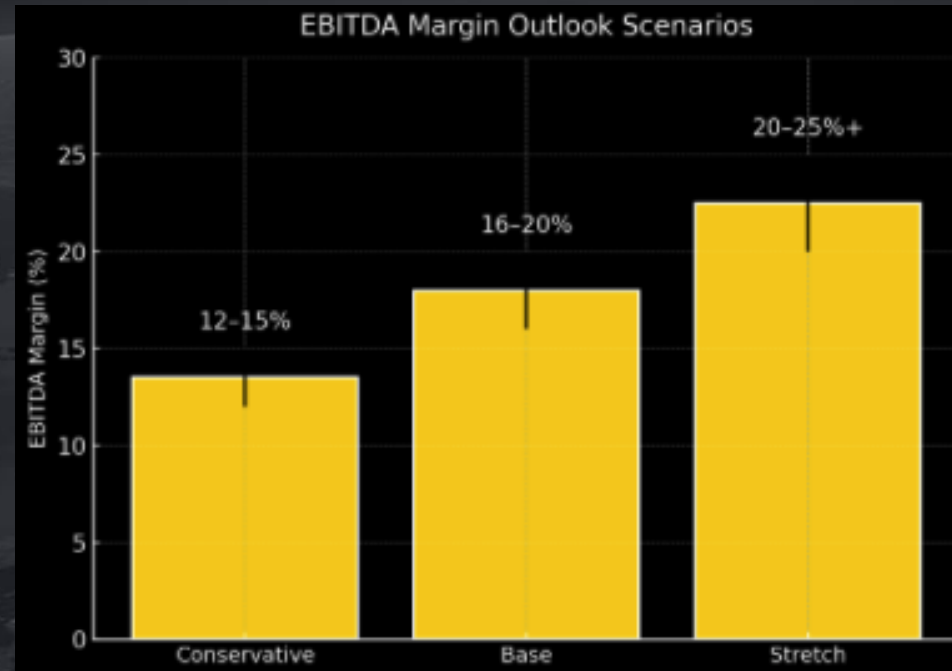
- 2–3 MSP acquisitions per year
- 60–80% attach rate across acquired customers
- Increased ARPU from Tier 1–3 bundles
- Cross-sell across 5GN enterprise & wholesale customers



EBITDA Expansion

EBITDA improves materially as the share of recurring cyber increases.

EBITDA Margin Outlook:



Key levers:

- SOC scale and resource utilisation
- Consolidated tooling
- Lower churn from integrated security bundles
- Higher-margin product mix

Case Study Snapshot

Customer Example:

A national logistics provider experienced ongoing outages and cyber vulnerabilities under their previous MSP.

After engaging AUCyber:

- Security controls uplifted to E8 maturity
- MDR deployed across all endpoints
- 24/7 monitoring reduced incident response time by **>90%**
- No unplanned outages in the first 6 months
- Customer expanded into backup, DR, and compliance services
- Proof that our bolt-on model improves customer outcomes and lifetime value.

KPIs Reported to Shareholders

- Security attach rate (%)
- MDR/EDR/SIEM seats
- ARPU uplift per MSP
- Gross margin by service line
- Time-to-convert (post-acquisition)
- Customer churn
- Net revenue retention (NRR)
- EBITDA margin

Risk & Mitigation Summary

Integration Risk:

Retention incentives, structured onboarding, playbook adoption.

Customer Churn Risk:

Brand-in-place strategy and phased migration.

Capital Allocation Risk:

Stage-gated acquisition model, ROI thresholds.

Operational Risk:

Unified toolset, SOC scalability, quality assurance.

Market Competition:

Sovereign-first model and local compliance advantage.

Why AUCyber Will Win

- Acquisition pipeline with structured conversion
- Sovereign-first operating model
- High-margin recurring revenue engine
- Scalable SOC & standardised tooling