



TRUSTED TO SAFEGUARD THE WORLD'S MOST
SENSITIVE INFORMATION

1h26 Market Update



Daniel Lai
Managing Director
& CEO



Kurt Mueffelmann
Global COO
& US President

Disclaimer

No Warranties

The material in this presentation has been prepared by archTIS Limited (“Company”).

This presentation may not be reproduced, redistributed or passed on, directly or indirectly, to any other person, or published, in whole or in part, for any purpose without prior written approval of the Company. The material contained in this presentation is for information purposes only. This presentation is not an offer or invitation for subscription or purchase of, or a recommendation in relation to, securities in the Company and neither this presentation nor anything contained in it shall form the basis of any contract or commitment. Any offering of any of the Company's securities to Australian persons will be subject to Australian securities laws. The distribution of this document in jurisdictions outside of Australia may be restricted by law, and persons into whose possession this document comes should inform themselves about, and observe, all such restrictions.

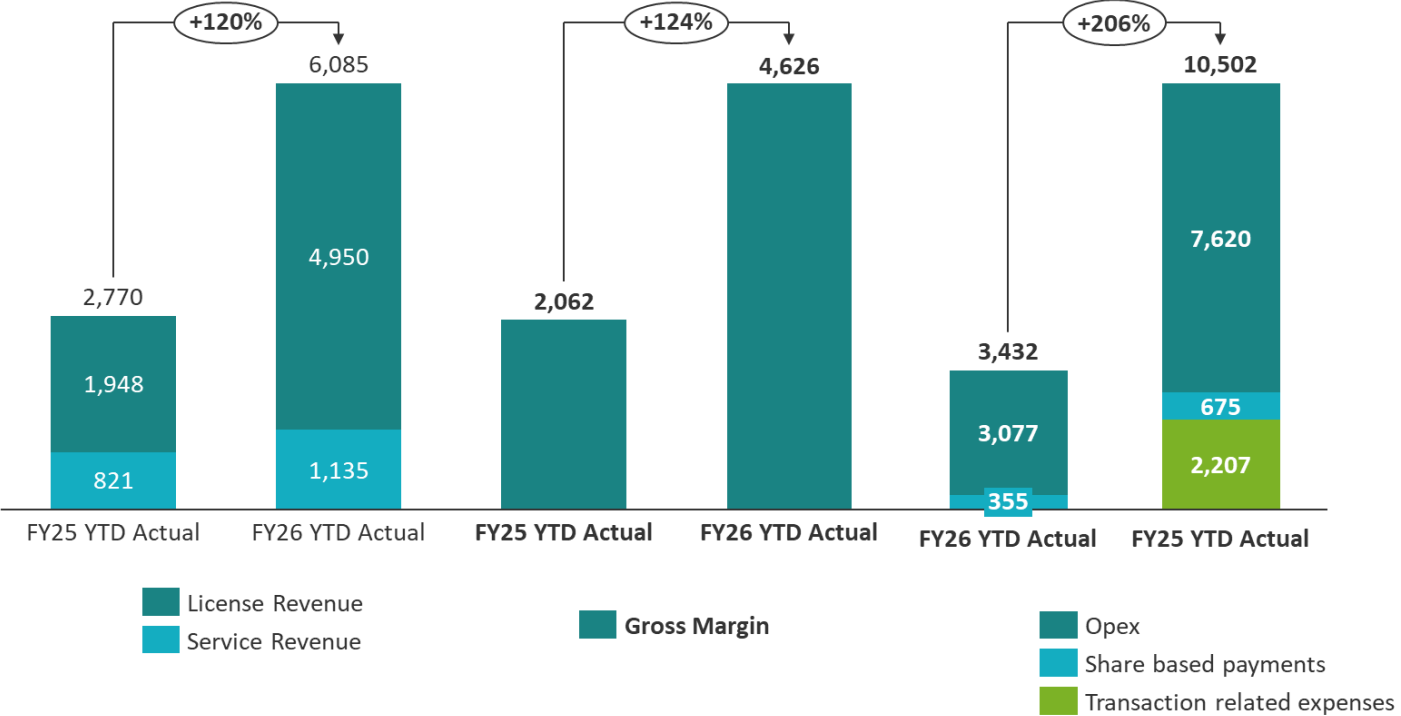
This presentation is not financial product or investment advice. It does not take into account the investment objectives, financial situation and particular needs of any investor. Before making an investment in the Company, an investor or prospective investor should consider whether such an investment is appropriate to their particular investment needs, objectives and financial circumstances, seek legal and taxation advice as appropriate and consult a financial adviser if necessary.

This presentation may contain forward-looking statements that are subject to risk factors associated with data-centric cyber security business. Forward looking statements include those containing such words as "anticipate", "estimates", "forecasts", "should", "could", "may", "intends", "will", "expects", "plans" or similar expressions. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties, assumptions and other important factors, many of which are beyond the control of the Company. It is believed that the expectations reflected in these statements are reasonable, but they may be affected by a range of variables and changes in underlying assumptions which could cause actual results or trends to differ materially. The Company does not make any representation or warranty as to the accuracy of such statements or assumptions.

This presentation has been prepared by the Company based on information currently available to it. No representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this presentation. To the maximum extent permitted by law, none of the Company or its subsidiaries or affiliates or the directors, employees, agents, representatives or advisers of any such party, nor any other person accepts any liability for any loss arising from the use of this presentation or its contents or otherwise arising in connection with it, including without limitation, any liability arising from fault or negligence on the part of the Company or its subsidiaries or affiliates or the directors, employees, agents, representatives or advisers of any such party.

1h FY26 Financial Overview includes one quarter Spirion

KM1



ARR **\$16.3M**

Revenue **\$6.1M** – up 120%
(Licensing 154% / Service 38%)

Gross Margin **\$4.6m** – up 124%

Operating Expense **\$7.6M**
(Excl. acquisition-related costs and share based payment)

CBA Debt Facility **\$8M**
(Market rate facility increase by \$6 million 25 February 2025.)

Completed the integration restructure in December 2025, unlocking approximately \$4.5M in anticipated cost savings for 2026.

*audited results



US DoD Update

- All customer components delivered and accepted
- Additional testing deployment of 2 new commands in finalised testing regarding the expanded offering with further licensing
- Commenced, delayed due to Mideast military activities
- Enterprise initial licence remains at 125,000 users



Australian Government
Department of Defence

AUS Defence Update

- **TDI:** POC completed. UNCLAS and PROTECTED for international file sharing collaboration with Allies.
- **Kojensi:** DIB establishing OP capability for Defence resell. Presented to the Board for approval
- **Spirion Data Protector (SDP)** for the shipbuilding infrastructure of a 44TB legacy file share system and Azure. **NC-P** to provide differentiated access to sensitive data



Global Military Alliance Win

- NC Protect for ABAC policy enforcement across coalition forces
- Initial A\$418K order
- Subsequent option 2-year potential total contract value (TCV) to \$1.25M
- Issued after RFQ and successful POC completion from 2024

Public Markets Are Repricing SaaS Around AI Readiness



Following a broad SaaS multiple reset, public markets are now differentiating software businesses based on AI enablement, durability and system-level importance

The AI Revolution Is Redefining High-Quality SaaS

AI Software is Priced for Value, Not Headcount

- SaaS charged per user; AI charges per action, output, or workload (e.g., contracts analyzed, tickets resolved)
- Revenue grows with business activity and results delivered, decoupling growth from employee expansion

Systems of Record Become Critical AI Infrastructure

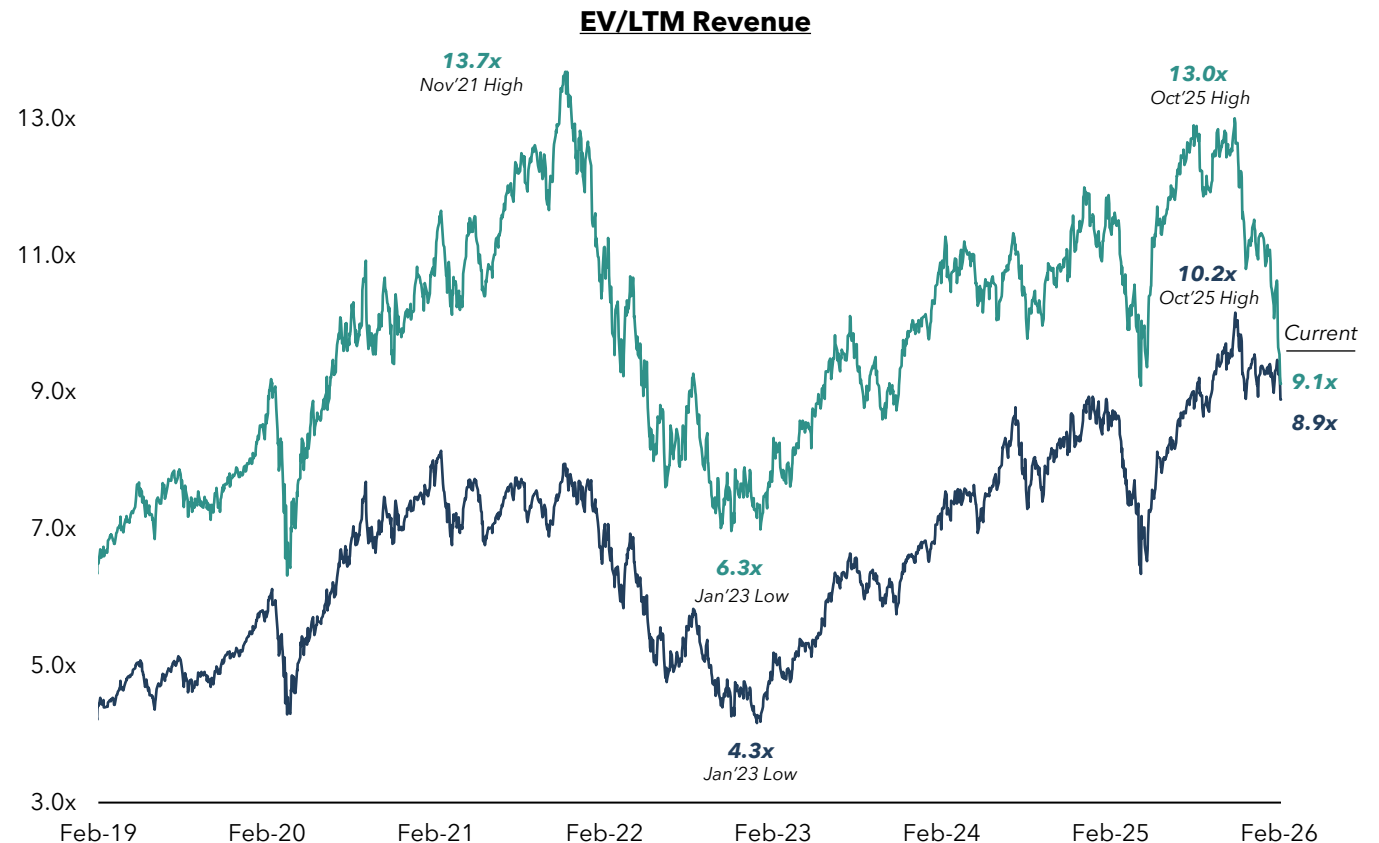
- AI agents don't replace CRM/ERP/compliance systems, they operate them at scale
- Clean, standardized data transitions from "nice-to-have" to competitive requirement

Security and Governance Shift from Cost Center to Requirement

- Autonomous agents need permissioning, audit trails and policy enforcement by design
- Automation amplifies both impact and risk, making oversight non-negotiable

Public SaaS Valuations Have Converged with AI-Led Software

- Arcadia's Top 100 Public SaaS Index
- Swift Ventures AI Index ⁽¹⁾



Sources: FactSet as of 02/05/2026; Swift Ventures AI Index.

1. Swift Ventures AI Index includes public companies that are making material investments in AI. The represented sectors span semiconductors, software, biotech, EVs, defense, and others.
2. These multiples are illustrative of broader market trends and not indicative of archTIS's valuation

archTIS AI Strategy

Three-stage activities:

Activity One – AI Efficiencies: Make our teams faster and more productive.

Activity Two – Product Innovations: Embed AI into our product offerings to make the customer experience smarter and more self-sufficient.

Activity Three – AI Market Readiness: Our products and platforms help customers adopt AI faster and more securely.

The Problem

AI without governance is AI
without trust

*Most emerging vendors focus on monitoring and detection.
Very few provide preventative, policy-based control.*

X Uncontrolled Data Exposure
No policy enforcement at inference time

X Compliance is retrofitted
Added after deployment – too late

X Data boundaries collapse
RAG, agents and tools expose everything

X Regulators will say no
Sovereign data rules cannot be enforced

Enabling AI at Scale through the Control Plane



- **One policy control plane across all AI forms** – enforces a single, consistent Zero Trust and ABAC policy layer across human-driven AI, MSP-delivered AI, and fully agentic AI, eliminating fragmented or model-specific security controls.
- **AI is never trusted, always governed** – LLMs and agents are treated as untrusted compute that can reason and recommend, but cannot see sensitive data or execute actions unless policy explicitly allows it.
- **Execution control is the differentiator** – Through TDI, archTIS governs AI access and outputs ensuring all actions are constrained, auditable, and policy-approved—critical for regulated and defence environments.
- **“Switzerland” for the AI ecosystem** – archTIS sits above AI vendors and MSPs as a neutral enforcement layer, enabling safe AI adoption across multiple models and providers without locking customers or partners into a single AI platform.

Strategic Impact & Next Steps

Competitive Differentiation

- Preventative control vs. post-event detection
- Data-level enforcement, not app-level
- Control AI actions, not just data exposure
- Vendor-neutral across models & platforms
- Become “Switzerland”

Growth Vectors

- Expansion within existing customers
- Large-scale defence programmes
- Microsoft-driven Copilot demand
- Platform ACV expansion

Executive Priorities

- Position go to market and development toward DSPO + TDI externally as AI governance infrastructure
- Prioritise Microsoft Copilot & DoD use cases as primary commercialisation path
- Focus messaging on enabling safe AI adoption through governance, not generic 'AI security'

3 Horizons for Growth

HORIZON 01 >>

Defend and Extend the Base

Sell existing products in Defence and Regulated Industries while expanding our strategic accounts

HORIZON 02 >>

Bundled Solutions & Policy Orchestration

Market expansion

Selling integrated product bundles

HORIZON 03 >>

Data Security Policy Orchestration (DSPO) through AI & Innovation

Our products are all built on a single platform within module structures, increasing TAM and margins to drive shareholder value.

Overlapping horizons across 0-18 month timeframe

US DoD
US/European Military Alliances
AUS DoD
Microsoft co-sell
Spirion cross-sell

US-DoD expansion
NEC
UK-MOD
DIB Supply Chain
Regulated industries

Repeatability that commercialises
and scales the platform control
plane while leveraging AI



Level 3 , 10 National Circuit
Barton ACT 2600 Australia

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

www.archtis.com

 @arch_tis

Q&A

investor@archtis.com



Level 3 , 10 National Circuit
Barton ACT 2600 Australia

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

www.archtis.com

 @arch_tis

Appendix

Statutory Financials

Reconciliation of Underlying Earnings 1H2026 (Period of 31 December 2025)

CONSOLIDATED STATEMENT OF PROFIT OR LOSS

	Dec-25	Dec-24
Revenue	6,085,350	2,769,834
Cost of sales	(1,459,194)	(708,324)
Gross Profit	4,626,156	2,061,510
Other income	821,828	874,009
Sales and marketing	(1,940,716)	(859,208)
General administration	(10,897,274)	(4,639,082)
Loss before income tax	(7,390,006)	(2,562,772)
Income tax (expense) / benefit	190,911	88,706
Other Comprehensive Income	-	-
Total Comprehensive Income for the Year	(7,199,095)	(2,474,065)

Reconciliation of Underlying Profit

	Dec-25	Dec-24
Loss after income tax expense for the year	(7,199,095)	(2,474,065)
Share-based payments	675,060	355,213
Non Recurring Transactional Expenses:		
Due diligence & contract drafting	555,667	
Deal closing and integrations	794,390	
Synergy realisation cost	233,256	
Employee retention consideration	623,278	
Underlying Profit /(Loss)	(4,317,443)	(2,118,852)
Percentage of Revenue	71.9%	76.5%

1H 2026 was characterised by increased operating scale and the successful execution of transaction and integration activities relating to the Spirion acquisition.

Balance Sheet & Cashflow

FINANCIAL POSITION	Dec-25	Jun-25
ASSETS		
Cash and cash equivalents	6,488,262	3,148,981
Trade and other receivables	1,942,995	578,439
Other current assets	1,958,119	1,964,217
Total current assets	10,389,377	5,691,637
Total non-current assets	30,366,670	11,098,416
Total assets	40,756,046	16,790,053
LIABILITIES		
Trade and other payables	1,859,629	550,560
Other current liabilities	2,301,073	2,174,687
Contract liabilities	8,262,821	4,561,176
Borrowings	1,999,908	1,999,908
Total current liabilities	14,423,431	9,286,331
Total non-current liabilities	1,415,417	2,103,218
Total liabilities	15,838,848	11,389,549
NET ASSETS	24,917,199	5,400,504

CONSOLIDATED STATEMENT OF CASH FLOWS	Dec-25	Dec-24
Cash flows from operating activities		
Receipts from customers	2,475,219	4,858,949
Payments to suppliers and employees	(10,372,803)	(4,714,801)
Receipts from R&D tax incentive	1,668,346	1,856,092
Government grants & incentives	-	36,600
Interest received	53,081	34,726
Interest paid	(97,835)	(51,841)
Income tax paid	-	(38,397)
Net cash provided by / (used in) operating activities	(6,273,992)	1,981,328
Cash flows from investing activities		
Purchase of property, plant and equipment	(6,172)	(1,817)
Purchase of intangibles	(1,994,774)	(1,587,443)
Payment for purchase of business, net of cash acquired	(14,616,868)	-
Net cash provided by / (used in) investing activities	(16,617,814)	(1,589,260)
Cash flows from financing activities		
Proceeds / (repayment) of borrowings	-	(856,825)
Proceeds from issue of shares	27,962,655	-
Costs of capital raise	(1,572,248)	-
Repayments under leases	(162,913)	(114,627)
Net cash provided by / (used in) financing activities	26,227,494	(971,452)
Net increase / (decrease) in cash held	3,335,688	(579,384)
Cash and cash equivalents at beginning of period	3,148,981	2,916,097
Effects of exchange rate changes on cash and cash equivalents	3,592	(5,397)
Cash and cash equivalents at end of period	6,488,262	2,331,316

Strong support from equity markets enabling
US expansion and Spirion acquisition