

3-Year Plan

Investor Overview · FY27 – FY30 Growth Plan

October 2026

The Story So Far

INTRODUCTION & EXECUTIVE SUMMARY

Excite Technology Services (ASX: EXT) is an Australian-owned cyber security, digital forensics and managed IT provider, delivering tailored professional and managed services through an agile, customer-focused approach; backed by strong vendor partnerships including Fortinet and Cellebrite.

\$21.7m

FY26 REVENUE

30

EMPLOYEES

3

SERVICE LINES

Where we are

An integrated cybersecurity and digital services provider, delivering tailored professional and managed services through an agile, customer-focused approach.

What's changing

AI is resetting the market, accelerated by national security and Defence priorities globally. Large providers are retreating from Corporate & SME, challenged by the depth of expertise required.

Where we win

Regulated mid-enterprise (100–2,000 seats) across financial, professional/legal and critical-infrastructure sectors, federal/state government and law enforcement.

How we win

Broaden share of wallet across our service lines and add up to three disciplined, capability-accretive acquisitions.

What it delivers

Sustained revenue growth, EBITDA turning positive in FY28, and a step-change in margin quality by FY30.

A clear line of sight from a recovering base to a larger, profitable platform — growth, improving earnings quality, disciplined M&A optionality, and unique service offerings for a demanding, growing client base.

1 Cyber Security

2 Managed IT Services

3 Digital Forensics

4 AI Platform (new)

Who is Excite Technology Services

BUSINESS OVERVIEW

CYBER SECURITY

Delivering advisory, operations and forensics-adjacent capability for regulated organisations.

GRC, Compliance & Testing

ISO, NIST, SOC 2, Essential Eight advisory and penetration testing.

Managed Security Operations

24/7 detection and response from our Security Operations Centre.

STRATEGIC VALUE

- Embedded governance-to-operations capability
- Recurring managed security relationship
- Gateway to broader IT and AI services

IT SERVICES

Broadening our share of client IT spend alongside our cyber relationship.

Managed IT & Infrastructure

Service desk, network & endpoint management.

Cloud & Modern Workplace

M365 / cloud migration & management.

IT Advisory & Vendor Management

Strategy, procurement, vendor oversight.

STRATEGIC VALUE

- High-frequency client touchpoint
- Expands share of wallet and recurring revenue
- Platform for cyber, cloud and AI cross-sell

DIGITAL FORENSICS

Specialist forensic, investigative and incident response capability for complex, high-risk matters.

Digital Forensics & Incident Response

Forensic investigation, expert witness services and incident response.

Training Academy

Australia's only NUIX-accredited training; building the industry talent pipeline.

STRATEGIC VALUE

- Specialist expertise that differentiates Excite
- Court-defensible, evidence-led outcomes
- Cross-sell into incident response, cyber and training

Customer Concentration & Client Base

CONCENTRATION METRICS

9%

LARGEST SINGLE CLIENT

41.2%

TOP 5 CLIENTS

55.5%

TOP 10 CLIENTS

OUR CLIENT BASE



ACEN | Australia



BaptistCare



Federal & State Government

Defence

Law Enforcement

Border Protection

Anti-Corruption

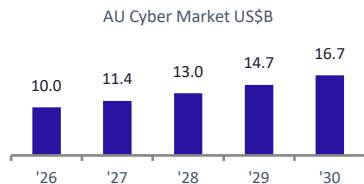
TRUSTED PARTNERS



Market Opportunity & Strategy

WHERE WE PLAY, HOW WE GROW

MARKET OPPORTUNITY



TAM ~US\$27–30B · **Target:** 100–2,000-seat regulated organisations in financial, professional/legal, critical infrastructure, government & law enforcement.

73,000+ AU businesses have 20+ employees, incl. 5,366 with 200+ (ABS, Jun 2026), a large, largely-untapped base for Excite's model.

STRATEGIC PRIORITIES

01

Sales Acceleration & Organic Growth

02

Evolving Practice in AI, Physical AI & Quantum

03

Acquisition & Capability

04

Innovative Technology & Partnerships

MARKET IS CONSOLIDATING

- Accenture → CyberCX (A\$1B+, Feb 2026) - ~2.6x Revenue
- Thales → Tesseract (~A\$176M, 2023) - ~1.25x Revenue (~2x market cap)
- Infosys → Missing Link (A\$90M, Apr 2025) - ~2x Revenue

50+ independent MSSPs remain, providing significant runway for a disciplined acquirer.

GROWTH THROUGH M&A

TARGET PROFILES

\$7-8m indicative revenue
Information Technology services-
focused business with:

- Strong Managed Services Capability
- Recurring Revenue
- Cross-selling potential

\$10-12m indicative revenue
Specialised managed services /
cybersecurity business with:

- Secure applications and system integration
- AI-enabled technology capability
- Defence and the Public Sector exposure

Adds scale, capability and footprint aligned to our service lines, accelerating the path to our FY30 revenue aspiration.

Our Growth Aspiration

SOVEREIGN CYBER CAPABILITY, BUILT TO SCALE

Building Australia's sovereign cyber capability, in partnership with Fortinet, Cellebrite and emerging Physical AI partners.

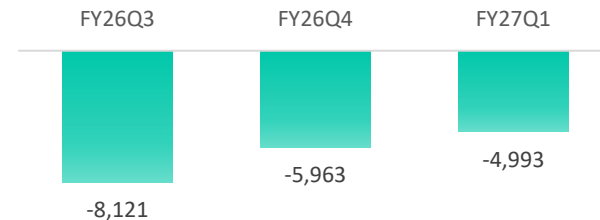
EXTERNAL MARKET GROWTH SIGNALS

MARKET	BASE / CURRENT	FORECAST	GROWTH
AU Cybersecurity	US\$10.04bn (2026)	US\$18.98bn (2031)	13.58% CAGR
AU AI in Cybersecurity	US\$654m (2026)	US\$5.49bn (2033)	35.5% CAGR
Securing AI	US\$2.84bn (2026)	US\$4.8bn (2027) US\$7.7bn (2028)	68.7% 2027 growth

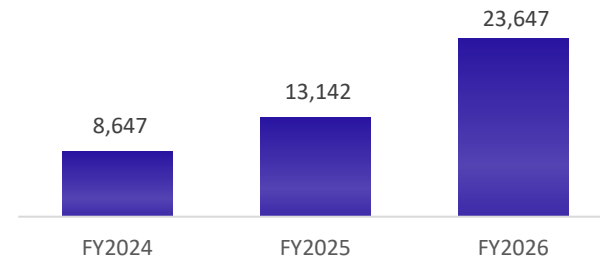
Third-party market forecasts shown for context only; these are not Excite forecasts or financial guidance.



OPERATIONAL COST RESTRUCTURE LEADING TO CASH FLOW INFLEXION POINT



STRONG GROWTH IN CUSTOMER RECEIPTS



Sovereign Capability

Recurring Revenue Quality

Emerging AI Opportunity

Disciplined M&A Optionality

STRATEGY INTO EXECUTION

YEAR 1 · FY28

FOUNDATION

- Commercial foundation; pricing & packaging
- Finalise priority technology partnerships
- Strengthen leadership bench & operating rhythm
- Establish AI platform foundations

YEAR 2 · FY29

SCALE

- Accelerate ICP (Ideal Customer Profile) led growth
- Grow cross-sell & recurring revenue mix

YEAR 3 · FY30

ACCELERATE

- Scale operating leverage across the group
- Optimise service-line portfolio
- Position for the next horizon of growth

INDUSTRY TRENDS & TECHNOLOGY

AI-native SOC

Shift from 'AI-assisted' to 'AI-native' security operations.

Identity as a new perimeter

Driven by machine identities and AI-driven social engineering

Securing AI itself

Emerging offerings around shadow AI and model risk.

Continuous Validation

Automated breach and attack simulation over point-in-time testing.

Outcome-based Commercial Models

Moving from 'tool + fee' to value and outcome-based partnerships.

Regulatory Driven Demand

Cybersecurity-as-a-service demand accelerated by compliance obligations.



EXCITE TECHNOLOGY SERVICES

Thank You

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