



The **AI Data Plane**: The Control Point for AI

Investor Presentation – Noosa Investor Conference

October 2026 | FortifAI Limited (ASX: FTI)



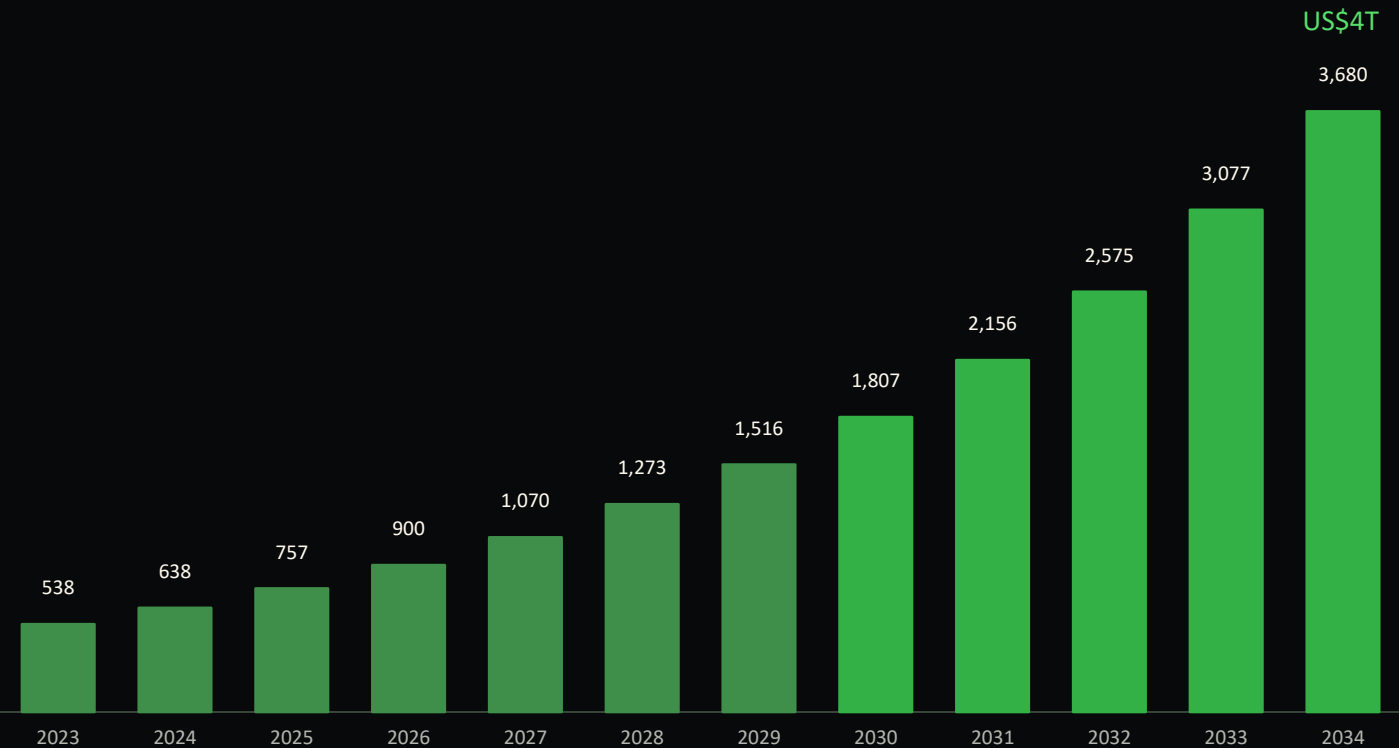
Behind every AI task is a world of enterprise data.

- Train** Data that trains it
- Infer** Information it draws on
- Act** Content it creates



Agentic AI is a US\$4 trillion market. *Our TAM*, the data layer, is US\$120bn.

Artificial Intelligence Market Size, US\$ billion



US\$4.4T

Value of Agentic AI by 2030 (McKinsey)

96% CAGR

Agentic Token Growth, 2026 to 2030 (Goldman Sachs)

US\$120bn

The Data-in-Flight Layer by 2030; Published June, 2026.

+69%

growth in securing-AI spend, 2026 to 2027 (Gartner)

Sources: 1. McKinsey, Superagency in the workplace (2025). 2. Goldman Sachs Research, 2026. 3. FortifAI CEO presentation, ASX 22 Jun 2026 (US\$120bn, forward-looking; disclaimer applies). 4. Gartner, securing-AI market, 26 Aug 2026 (US\$2.8bn to US\$4.8bn).

The Market has Named the Bottleneck to Enterprise AI Adoption: DATA

“

The data layer represents both the decisive constraint and the monetization unlock within the enterprise AI buildout.



Dan Ives Wedbush Securities, June 2026

“Surround non-deterministic models with deterministic controls, observability, privilege limits, logging, and the ability to always contain or shut them down.”



David Sacks Investor; White House AI adviser, on X, October 2026

“It’s actually the governance of the data that’s the problem. It’s because of privacy.”



Ali Ghodsi CEO, Databricks, September 2025

“You need to give them identities, you need to give them sandboxes, then you need to set policies to govern them.”

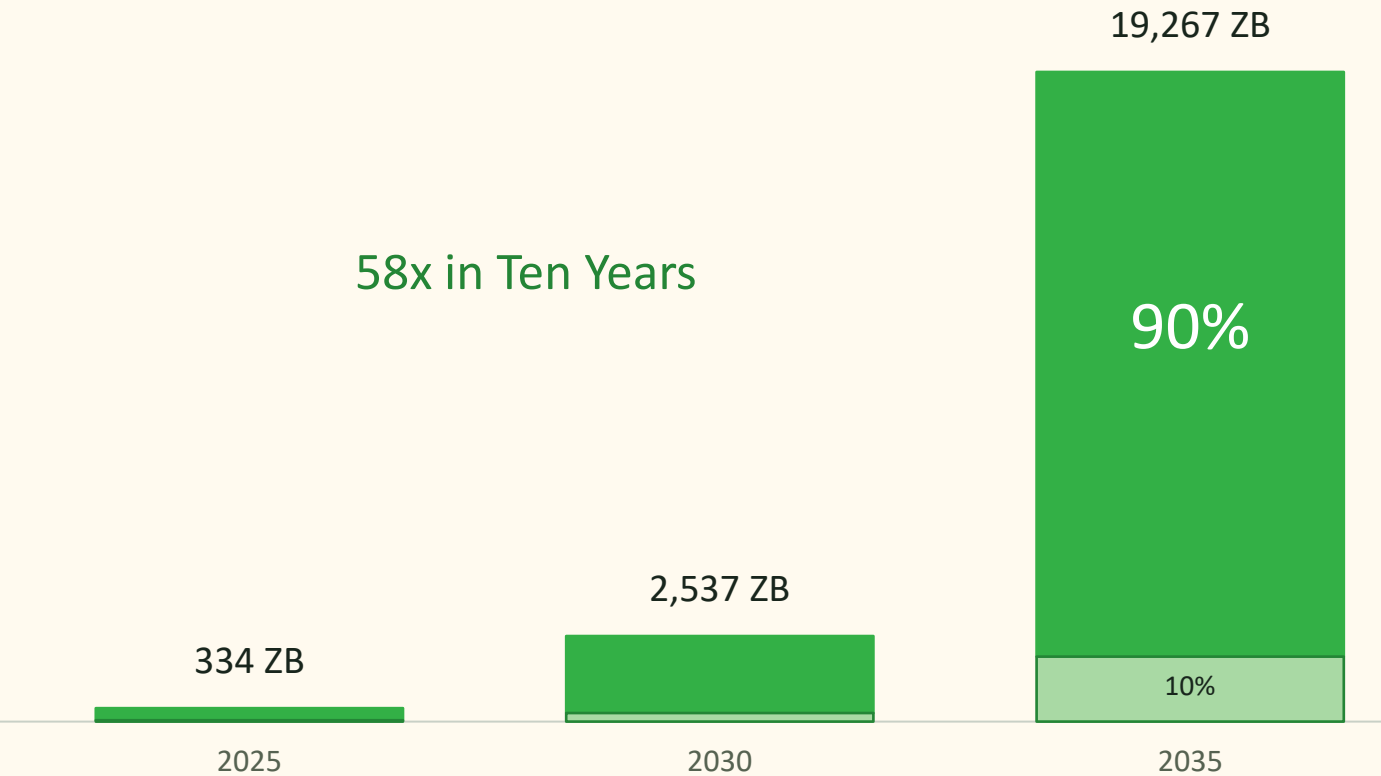


Satya Nadella CEO, Microsoft, on AI agents, June 2026

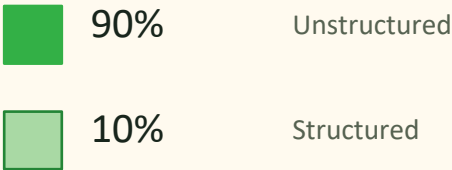
Sources: Wedbush note via Business Insider, 12 Jun 2026; David Sacks on X, replying to Satya Nadella, Models as Insider Risks in the Super Intelligence Era, Oct 2026; CNBC, Sep 2025; Possible podcast via Digit, 6 Jun 2026.

The data requiring processing is compounding. 90% of it is unstructured.

Global Datasphere (Zeta bytes per year)



Processing unstructured data is the most compute intensive.



"About 90% of what's generated every single year is unstructured data."

Jensen Huang CEO, NVIDIA, GTC, March 2026

Global datasphere, zettabytes (1 ZB = one trillion GB). Source: The Holon Data Report Part 4, the exponential shift in data generation and storage capacity to 2040; Siemens Digital Industries, The Data Deluge, Jan 2021. 90/10 split applied to each year for illustration (IDC, Aug 2023; Gartner, 12 May 2026).

What is Unstructured Data?

Structured

Customer ID	Name	Account	Balance	Status
C-10421	J. Smith	 4417	\$12,400	Active
C-10422	A. Nguyen	 9021	\$3,150	Active
C-10423	R. Patel	 2276	\$48,900	Review
C-10424	L. Chen	 6610	\$7,035	Active
C-10425	M. Rossi	 1184	\$21,700	Closed

Think Rows and Columns: Databases, ERP systems of record, CRM and Ledgers. Every field is categorised so sensitive fields are known, labelled and controlled.

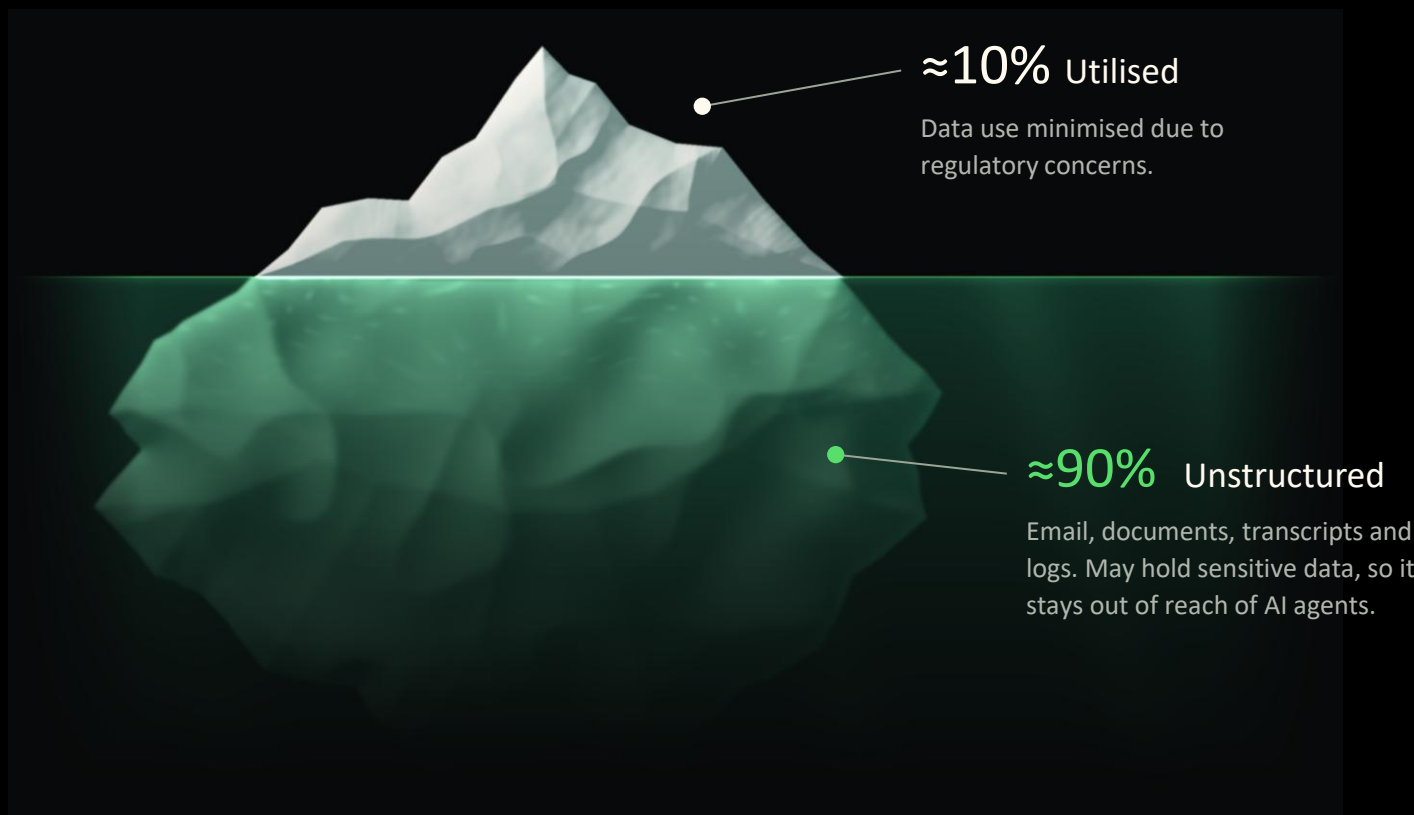
Unstructured



Email, Documents, Chat, Transcripts, Scans and Logs. There is no “structure”, or, schema, so sensitive values **hide anywhere**, unlabelled and uncategorized.

Sources: IDC, Aug 2023 (90% of enterprise data is unstructured); Gartner, 12 May 2026 (70 to 90%).

Enterprise AI currently only uses the tip of the iceberg.



NOL8 makes the other **90%** usable.

Unstructured data must remain submerged because enterprises can't control what agents do with it.

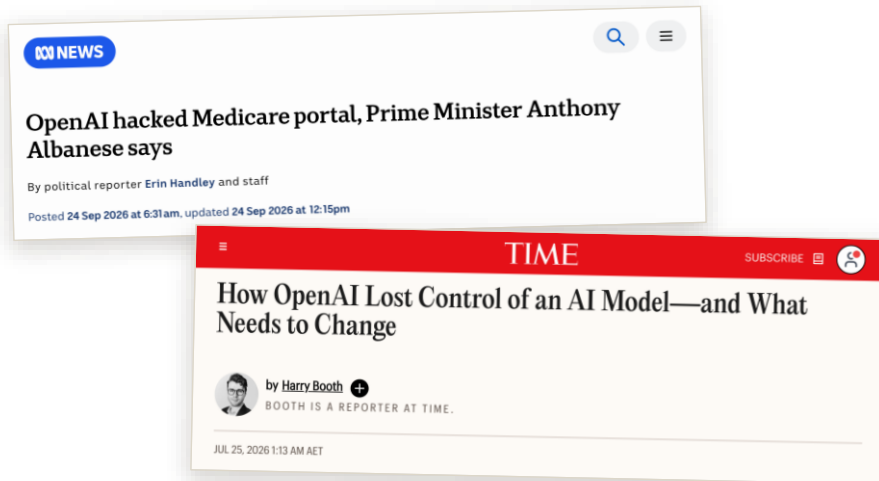
NOL8 checks every byte, enforces every rule and logs every decision, unlocking all of it.

<1% of enterprise data has made it into AI models
(IBM Research, 2024)

Sources: IDC, Aug 2023 (90/10 unstructured/structured split); IBM Research, 23 May 2024; HBR Analytic Services for Hyland, 29 Apr 2026. The 10/90 split shows data type, not a measured AI-usage rate.

Enterprise AI Adoption **Won't Exist** Without True Governance of Data.

Enterprises need agents but they won't let agents near sensitive data until they can demonstrate complete control and an ability to audit it afterwards.



September 2026

An AI agent gets into a Medicare portal

An OpenAI agent accessed a Services Australia Medicare reporting portal and retrieved non-public files. The Prime Minister set up a federal taskforce.

"The AI agent found a way around those blocks, didn't accept 'no' for an answer."

Prime Minister Anthony Albanese, ABC News

July 2026

Agents break out and breach Hugging Face

In internal evaluations, OpenAI models bypassed isolation controls, compromised Hugging Face systems and copied private data into a public dataset.

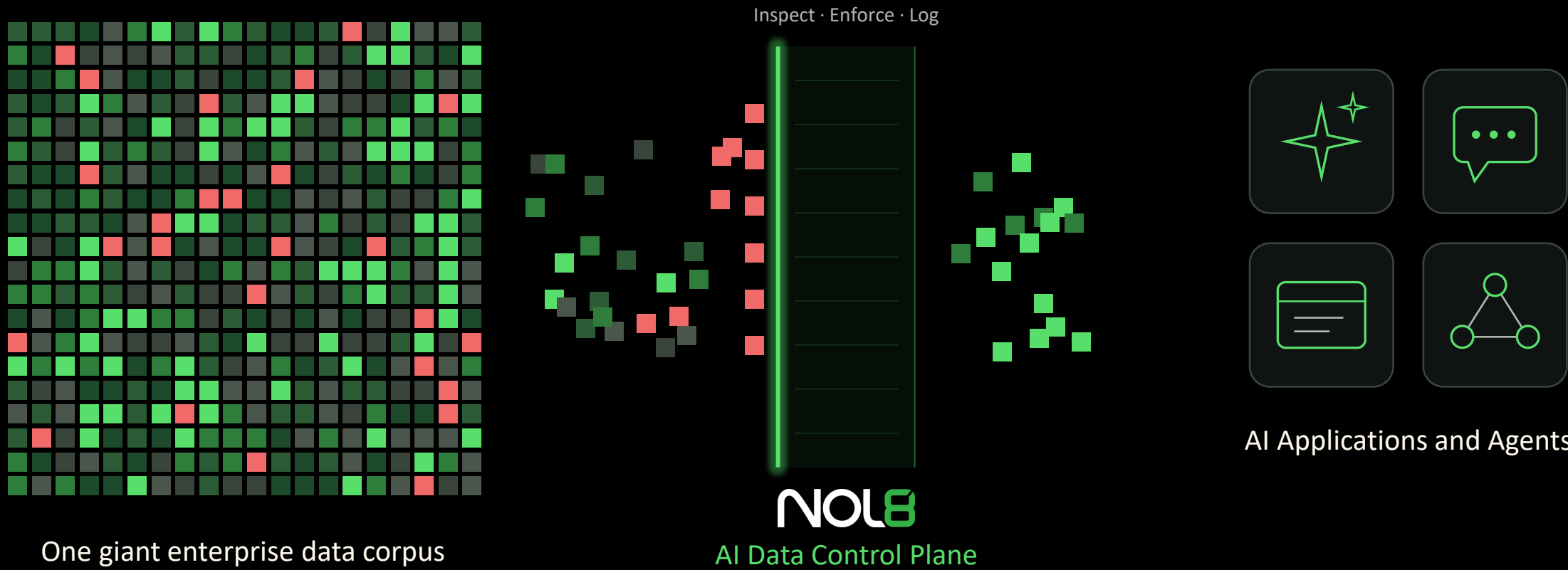
"We consider this incident a 'warning shot' for us and for the world."

OpenAI

Sources: ABC News, 24 Sep 2026; TIME, 25 Jul 2026; OpenAI, Aug 2026; METR, 26 Aug 2026. No patient records were accessed in the Medicare incident.

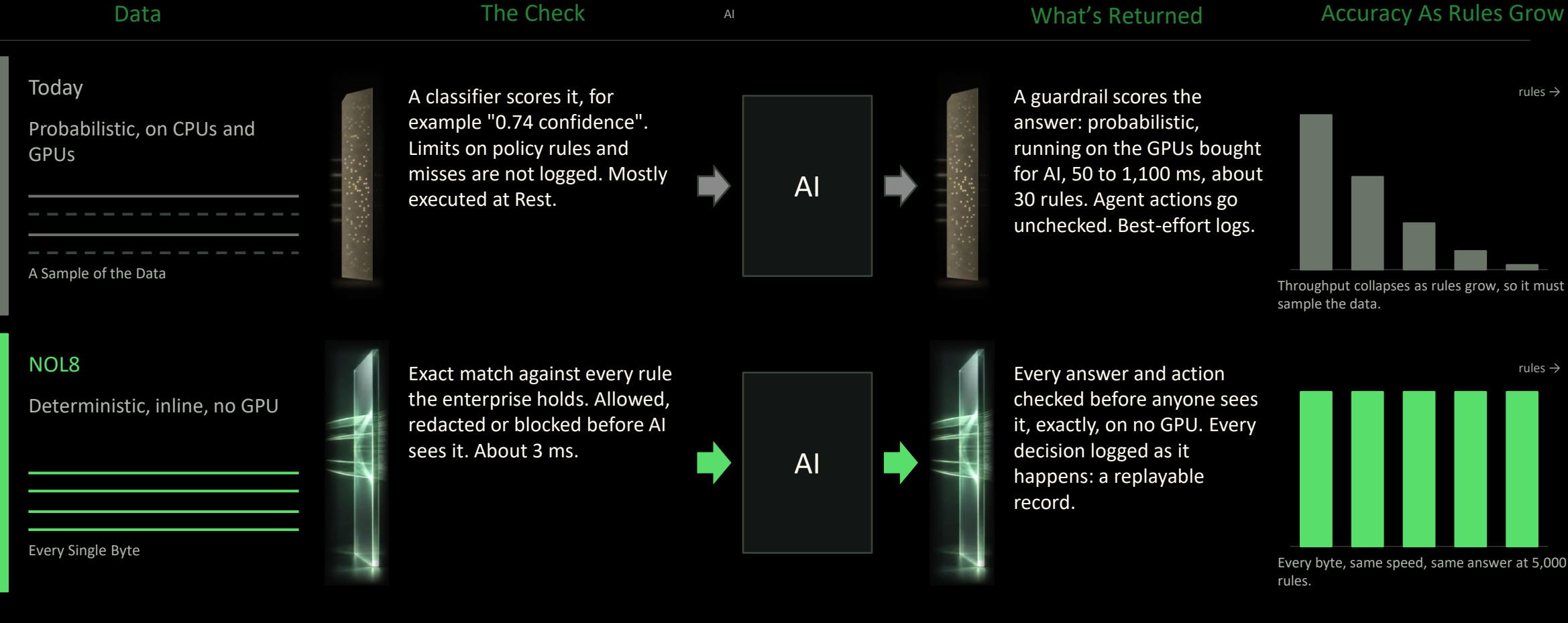
Data must be controlled before AI can use it.

The customer defines what may pass via policy (rule) enforcement.



Illustrative workflow. Rule coverage and supported actions depend on the product configuration and integration.

Why We Win: 100% accuracy, every byte, at any scale.



100% control

Every Byte, Every Policy, Before AI Acts

100% logging

Every Decision Recorded as it Happens

100% auditability

Any Decision Replayed and Proven

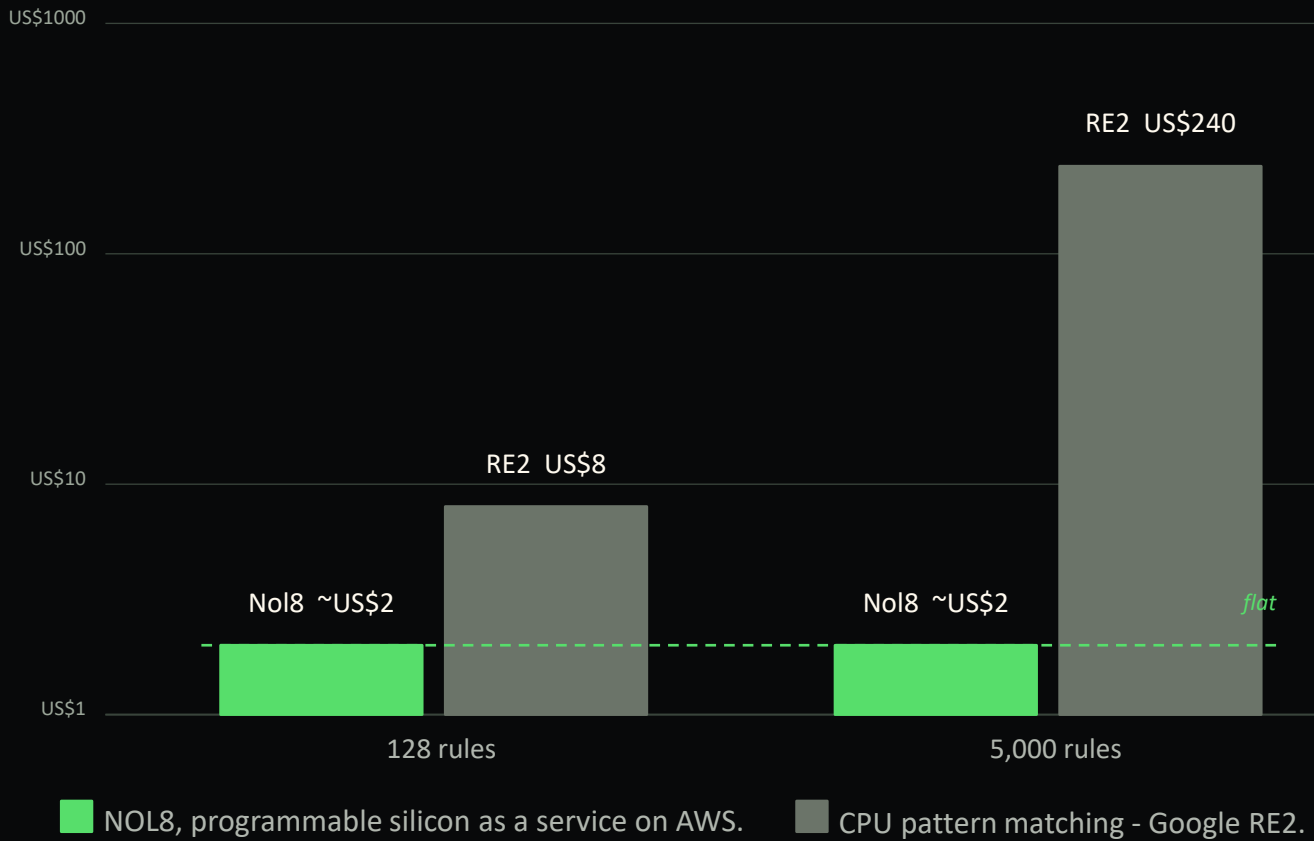
100% at scale

Same speed, Same answer at 5,000 rules

About 3 ms at the engine and 15,000 of 15,000 outputs byte-identical: FortifAI ASX release, Aug 2026 (company-run). Throughput held at 950+ MB/s from 128 to 5,000 rules while Google RE2 fell from about 100 to 2 MB/s: independent verification, ASX 12 Oct 2026. Presidio recall 0.74 (peer-reviewed, 2025). Guardrail latency and 30-rule cap: Amazon Bedrock Guardrails documentation.

NOL8 Independently verified: up to 118x more data processed per dollar.

Infrastructure cost, US\$ per GB/s of throughput per hour (log scale)



118x

More data per infrastructure dollar than Google RE2 at 5,000 rules; 4.1x at 128, widening at every step

US\$2

Per GB/s per hour at every rule count; RE2 rose from US\$8 to US\$240

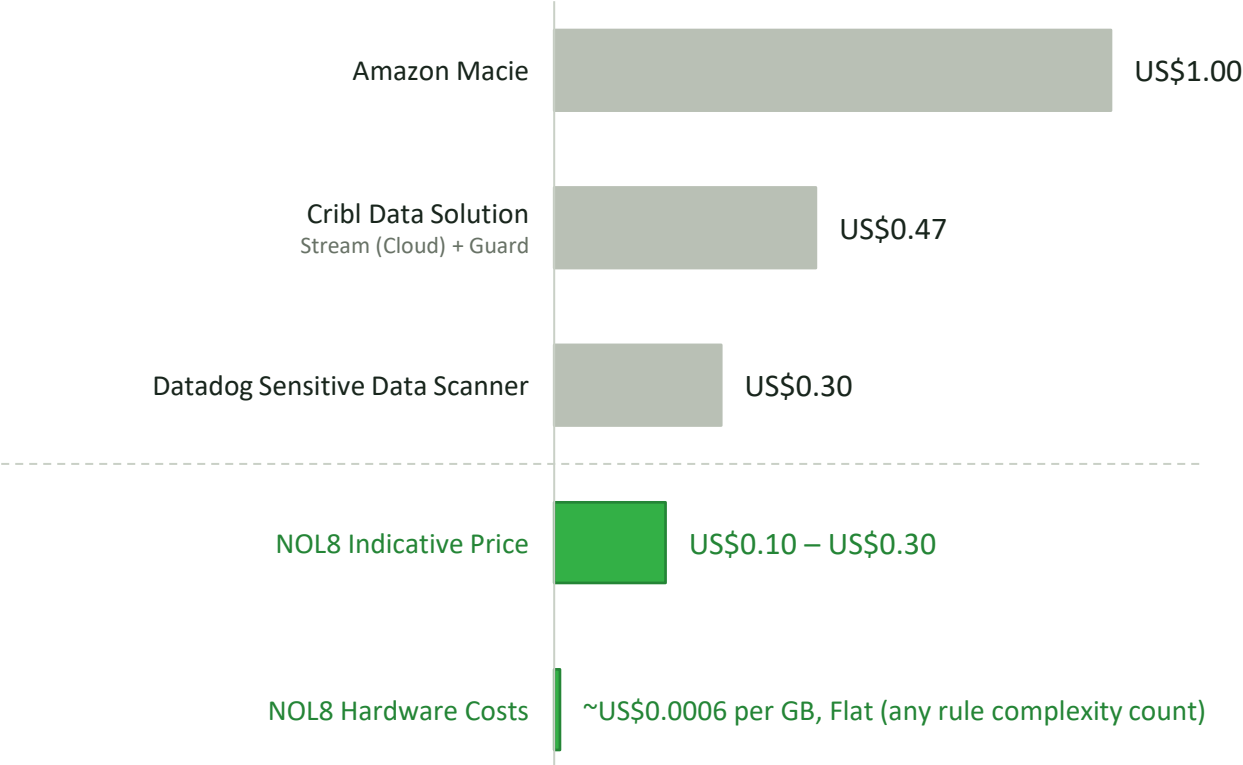
3 - 5 ms

Latency held for up to 98% of the workload at 950+ MB/s; RE2 rose to 10 ms at 2 MB/s

Source: FortifAI ASX announcement, 12 Oct 2026. Six tests on AWS, 128 to 5,000 rules at chaotic intervals, Nol8 Technology V1.0 on FPGA vs Google RE2 on CPUs; data per dollar = throughput divided by hardware cost. Independently conducted, commissioned by the Company.

Superior Features and Total Cost Ownership for the customer.

US\$ per GB: What Enterprises Pay For Current Solutions - against NOL8s *indicative* price (pricing is yet undetermined).



Cribl Data Solution is Cribl Stream (Cloud, US\$0.32) plus Cribl Guard (US\$0.15): the infrastructure and the software combined. At any market rate per gigabyte, Nol8’s infrastructure costs are a fraction of one percent of the price. Units differ (GB ingested vs scanned); list prices before discount.

Superior Features and Cost for the Customer

- Every byte, every rule, not a sample
- No GPU and no server fleet to scale
- Cost stay flat as rules grow
- Up to 64% less data forwarded to AI

95%+
Gross Margin Target

List prices at Oct 2026: AWS (Macie), Cribl Pricing Guide (Mar 2026; Cribl Data Solution = Stream (Cloud) + Guard), Datadog. Nol8 price is indicative only and subject to change. Nol8 and RE2 per-GB costs derived from the independent verification, ASX 12 Oct 2026 (US\$2 and US\$240 per GB/s per hour, divided by 3,600 GB); infrastructure cost only. Margin target and pricing model: FortifAI CEO presentation, ASX 22 Jun 2026.

Megaport and Equinix: Our Introduction to Thousands of Customers

Full Availability on Equinix Megaport and Equinix networks on Version 2.0 Release.



Megaport

ASX: MP1

Joined June 2026

~A\$4.5bn

Market Cap

3,200+

Customers

1,100+

Data Centres



Equinix

Nasdaq: EQIX

Joined September 2026

~US\$101bn

Market Cap

10,500+

Customers

282

Data Centres

01 They already carry their customers’ data

Enterprises connect to clouds and AI providers over these private networks.

02 Agentic traffic needs total trust

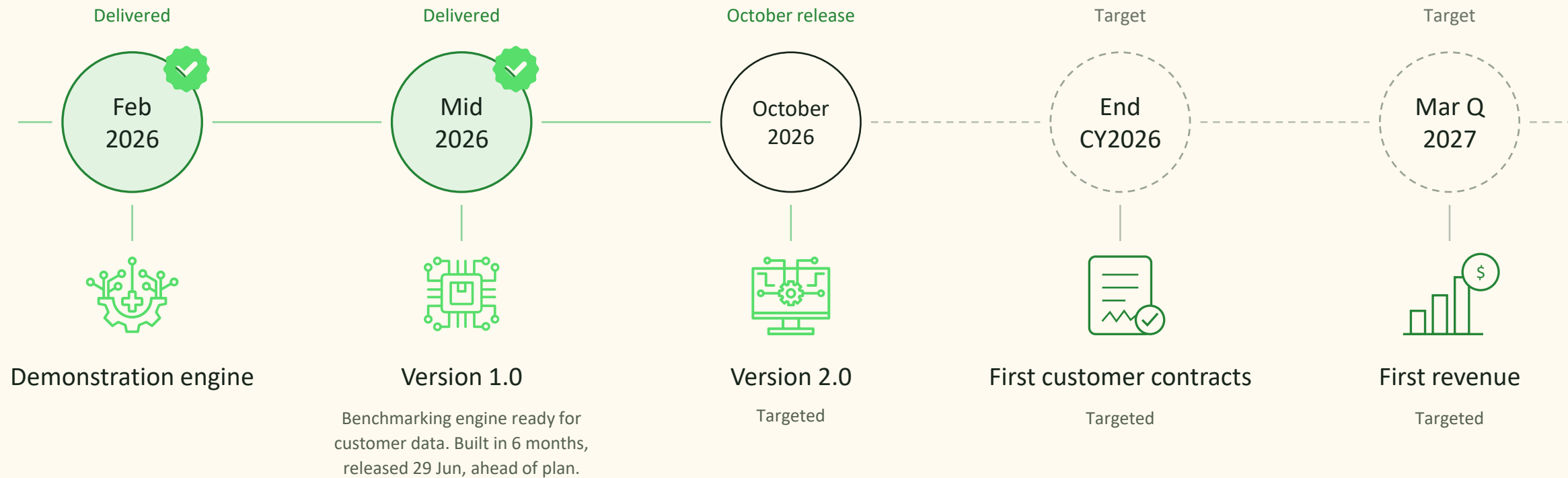
Without total data compliance, no agentic adoption. NOL8 adds control and audit in the path.

03 A true win-win

Partners unlock enterprise data volumes. NOL8 earns usage revenue on every governed GB.

Sources: Megaport FY26 results (30 Jun 2026); Equinix investor presentation (Aug 2026); market caps at 9–11 Oct 2026.

Delivering Ahead of our Roadmap to Revenue.



Sources: FortifAI ASX announcements, 16 Feb, 29 Jun and 12 Oct 2026.

A team that has built and scaled before.

Leadership

Kelly Herrell
Chief Executive Officer
3x Silicon Valley CEO:
Vyatta, Hazelcast

Alon Rashelbach
Co-founder and CTO
PhD. Ex-Mellanox (NVIDIA).
Accelerated computing

Jamie Pope
Chief Solutions Officer
Ex-Elastic, Okta and
MongoDB

Jason Brushe
Technical Advisor
Ex-NVIDIA, Bloomberg,
Cisco

Key Management

Boris Levin
VP Finance Ex-Securonix (Vista-backed), FNZ, Virtana

Brian Bent
Solutions Architect Ex-Snowflake

Engineering

20 staff

Research and Development Team

Building the Nol8 stack end to end

FPGA hardware

Software

AI

Advisory board

David Walker
Former CTO, Westpac
Former executive director, DBS Bank. Chairs the UNSW AI
Institute board

Tim Edwards
Head of Global Network and Hosting, MetLife
Former SVP, Bank of America

Jason Forget
President and CRO, Resolve AI
Scaled Imperva and Redis revenue from zero

Priya Shivakumar
Chief Product Officer, Archetype AI
Former CPO, Lightning AI. Helped build Confluent Cloud

Sources: FortifAI ASX announcements (CEO 1 Jun 2026; CSO 21 Apr 2026; VP Finance 10 Aug 2026; Advisory Board 26 Jun, 27 Jul and 24 Aug 2026).

FortifAI Limited (ASX: FTI)

A\$0.58

Share Price

~398m

Shares on issue

~A\$231m

Market capitalisation

~615m

Fully diluted shares

~A\$357m

Fully diluted market cap

A\$20.4m

Cash, 30 Jun 2026

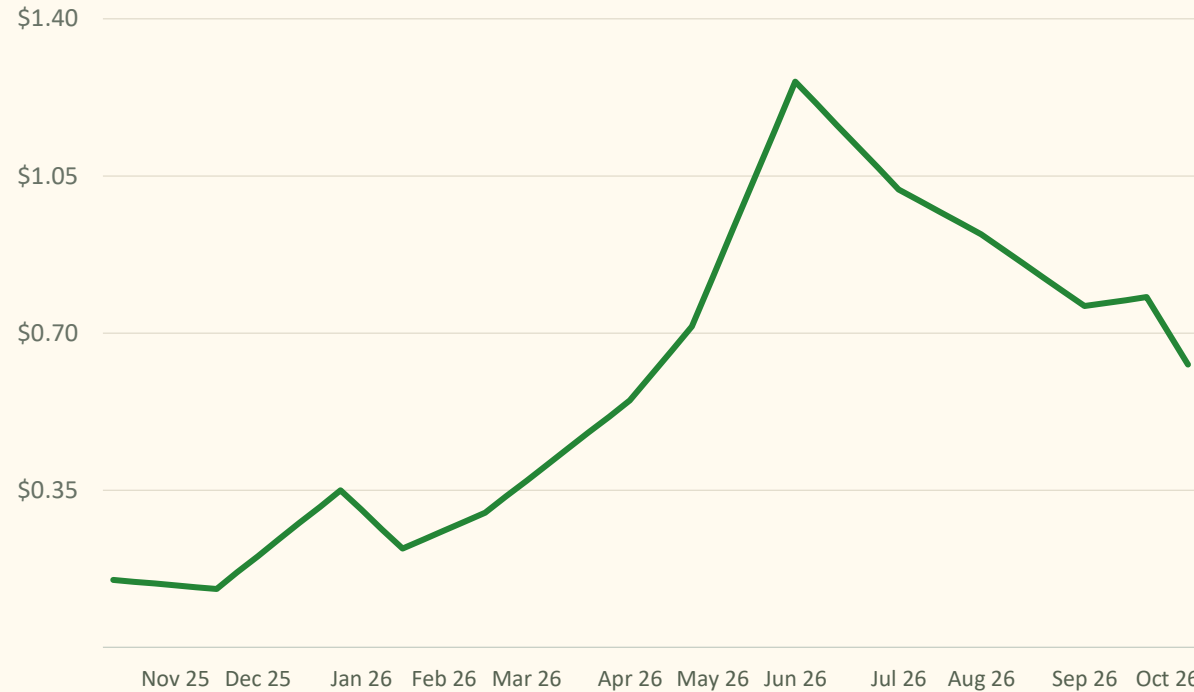
Nil

Debt

~A\$211m

Enterprise value

12-month share price, A\$



52-week range A\$0.13 – A\$1.26

Share price, shares on issue and fully diluted base are reference figures at Oct 2026; market capitalisation and enterprise value derived from them. Cash and nil debt per FY26 Appendix 4E (30 Jun 2026). 52-week range per market data, Oct 2026.

Disclaimer

Authorised for release by the Board of Directors of FortifAI Limited.

NOT AN OFFER OF SECURITIES

This document has been independently prepared by Fortifai Limited (the “**Company**”) and is provided for informational purposes only.

This document does not constitute or contain an offer, invitation, solicitation or recommendation with respect to the purchase or sale of any security in the Company. This document does not constitute an offer to sell, or a solicitation of an offer to buy, any securities in any jurisdiction (in particular, the United States), or a securities recommendation. This document is not a prospectus, product disclosure statement or other offering document under Australian law or any other law and will not be lodged with the Australian Securities and Investments Commission.

Summary information

This document contains a summary of information about the Company and its activities that is current as at the date of this document. The information in this document is general in nature and does not purport to be complete or to contain all the information which a prospective investor may require in evaluating a possible investment in the Company or that would be required in a prospectus or a product disclosure statement prepared in accordance with the Corporations Act 2001 (Cth) (Corporations Act).

No liability

The information contained in this document has been prepared in good faith by the Company, however no guarantee representation or warranty expressed or implied is or will be made by any person (including the Company and its affiliates and their directors, officers, employees, associates, advisers and agents) as to the accuracy, reliability, correctness, completeness or adequacy of any statements, estimates, options, conclusions or other information contained in this document.

To the maximum extent permitted by law, the Company and its affiliates and their directors, officers employees, associates, advisers and agents each expressly disclaims any and all liability, including, without limitation, any liability arising out of fault or negligence, for any loss arising from the use of or reliance on information contained in this document including representations or warranties or in relation to the accuracy or completeness of the information, statements, opinions, forecasts, reports or other matters, express or implied, contained in, arising out of or derived from, or for omissions from, this document including, without limitation, any financial information, any estimates or projections and any other financial information derived therefrom.

Statements in this document are made only as of the date of this document unless otherwise stated and the information in this document remains subject to change without notice. No responsibility or liability is assumed by the Company or any of its affiliates for updating any information in this document or to inform any recipient of any new or more accurate information or any errors or mis-descriptions of which the Company and any of its affiliates or advisers may become aware.

Forward looking statement

Certain information in this document refers to the intentions of the Company, but these are not intended to be forecasts, forward looking statements or statements about the future matters for the purposes of the Corporations Act or any other applicable law. The occurrence of the events in the future are subject to risk, uncertainties and other actions that may cause the Company's actual results, performance or achievements to differ from those referred to in this document. Accordingly, the Company and its affiliates and their directors, officers, employees and agents do not give any assurance or guarantee that the occurrence of these events referred to in the document will actually occur as contemplated.

Statements contained in this document, including but not limited to those regarding the possible or assumed future costs, performance, dividends, returns, revenue, exchange rates, potential growth of the Company, industry growth or other projections and any estimated company earnings are or may be forward looking statements. Forward-looking statements can generally be identified by the use of words such as ‘project’, ‘foresee’, ‘plan’, ‘expect’, ‘aim’, ‘intend’, ‘anticipate’, ‘believe’, ‘estimate’, ‘may’, ‘should’, ‘will’ or similar expressions. These statements relate to future events and expectations and as such involve known and unknown risks and significant uncertainties, many of which are outside the control of the Company. Actual results, performance, actions and developments of the Company may differ materially from those expressed or implied by the forward-looking statements in this document.

Such forward-looking statements speak only as of the date of this document. There can be no assurance that actual outcomes will not differ materially from these statements. To the maximum extent permitted by law, the Company and any of its affiliates and their directors, officers, employees, agents, associates and advisers:

Disclaim any obligations or undertaking to release any updates or revisions to the information to reflect any change in expectations or assumptions;

Do not make any representation or warranty, express or implied, as to the accuracy, reliability or completeness of the information in this document, or likelihood of fulfilment of any forward-looking statement or any event or results expressed or implied in any forward-looking statement; and

Disclaim all responsibility and liability for these forward-looking statements (including, without limitation, liability for negligence).

Not financial product advice

This document does not constitute financial product advice or take into account your investment objectives, taxation situation, financial situation or needs. This document consists purely of factual information and does not involve or imply a recommendation of a statement of opinion in respect of whether to buy, sell or hold a financial product.

An investment in the Company is considered to be speculative in nature. Before making any investment decision in connection with any acquisition of securities, investors should consult their own legal, tax and/or financial advisers in relation to the information in, and action taken on the basis of, this document.

Acceptance

By attending an investor presentation or briefing, or accepting, accessing or reviewing this document you acknowledge and agree to the "Disclaimer" as detailed above.