ASX ANNOUNCEMENT
3 November 2026

EXCITE CYBER ACHIEVES FORTINET ADVANCED PARTNER TIER

Excite Technology Services Limited (Excite or the Company) (ASX: EXT) advises that its Excite Cyber business has achieved Advanced partner status in the Fortinet Engage Partner Program. The status supports Excite's strategy to combine Fortinet technology with its advisory, implementation and managed service capabilities, with the objective of expanding recurring managed service revenue from existing and new customers.

Key details

Fortinet has recognised Excite Cyber as an Advanced partner following the Company's achievement of applicable revenue and certification requirements under the Fortinet Engage Partner Program. Advanced status is the second-highest standard reseller level within the Fortinet Engage Partner Program.

To qualify for Advanced partner status, Excite Cyber is required to achieve more than US$1.5 million in net-new Fortinet revenue, together with applicable services and certification requirements. Fortinet products are also currently deployed across Excite's 10 largest customers, providing an established customer base for potential managed security, networking and support opportunities.

Strategic significance

Excite intends to use the relationship to pursue integrated customer engagements across secure networking, next-generation firewalls, Secure SD-WAN, Secure Access Service Edge, enterprise wireless, security monitoring and ongoing managed support.

The Company's strategy is to build recurring managed service revenue around technology deployments by supporting customers through implementation, operation, monitoring and continuous improvement. The Advanced status does not itself create contracted revenue, but may strengthen Excite's ability to originate and deliver Fortinet-related opportunities.

Chief Executive comment

Excite CEO and Managing Director, Bryan Saba, said: "Achieving Fortinet Advanced partner status supports our strategy to build a scalable cybersecurity and secure networking business. By combining Fortinet technology with Excite's advisory, implementation and managed service capabilities, we aim to deepen customer relationships and create opportunities for recurring service revenue."

Commercial Impact and Risk

The promotion is a partner-program status and is not a new customer contract, minimum revenue commitment or guarantee of future revenue. Commercial outcomes depend on

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Excite identifying, securing and successfully delivering customer engagements. Any pipeline or opportunity information included above is not contracted revenue and remains subject to customer decisions, scope, timing and delivery requirements.

The Australian cyber threat environment continues to support demand for security and network management services; however, the Company has not included general market statistics because they do not establish Excite's addressable or contracted revenue.

This announcement has been authorised by the Board.

Further information please visit
https://excitecyber.com

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About Excite Technology Services Limited
Excite offers comprehensive cybersecurity services, including threat prevention, managed cloud and IT services, specialist digital forensics, incident response, forensic investigations, and accredited training to ensure a safe Australia.

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