AUCYBER

AGM Investor Presentation 2026

Building Australia’s Leading Sovereign Cybersecurity Platform

Presented by: Joe Demase, Chairman

AUCyber At A Glance

Financial metrics FY 2026[1]

- Group Revenue: *$19.9m (FY25 $27.3m; Q4 up 22.4% on Q3)*
- Underlying EBITDA: *($0.6m) (FY25 ($5.3m), a $4.7m improvement)*
- EBITDA Margin: *(3.0%) (FY25 (19.4%))*

Customer base

- Total customers: *264*
- Mix: Government | Critical Infrastructure | Mid-market Enterprise | MSP-acquired customers

Core markets

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

Business efficiencies realised in FY26 cut costs by 34%, driving a $4.7m improvement in underlying EBITDA.

AUCyber enters FY27 with a focus to expand the Group's SOC division and launch of its AI Transformation Division.

1. Financial metrics: refer to the audited FY26 Annual Report for full financial statements.

Who Are We

AUCyber is a sovereign Australian cybersecurity 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**
- **AI Transformation Division**

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

Why Sovereign Matters

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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.

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)

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Next 12 Months:

- Identify and evaluate MSP acquisitions
- Leverage licence partnership to grow SOC customer base
- Launch AI Transformation Department
- Expand incident response capability
- Ramp up Cyber Ecommerce delivery
- Expand Essential 8 offering

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

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- ASD responded to 1,524 cyber incidents in FY26, up 20% on FY25
- 82,000+ cybercrime reports in FY26, one every six minutes
- Average cost per business report rose 16% to $93,500; medium businesses $141,300 (+45%)
- ASD names AI the defining force in the threat landscape, speeding up known attacks
- Cyber insurers keep raising the security standards required for cover
- Demand for managed security services will continue to accelerate.

Source: ASD Annual Cyber Threat Report 2025–26 (Oct 2026); Omdia (2026). Costs in A$, self-reported per cybercrime report.

What Makes an MSP Worth Acquiring

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MSP acquisitions rose 73% to 64 deals in Q1 2026; outside investors had a role in 80% of them

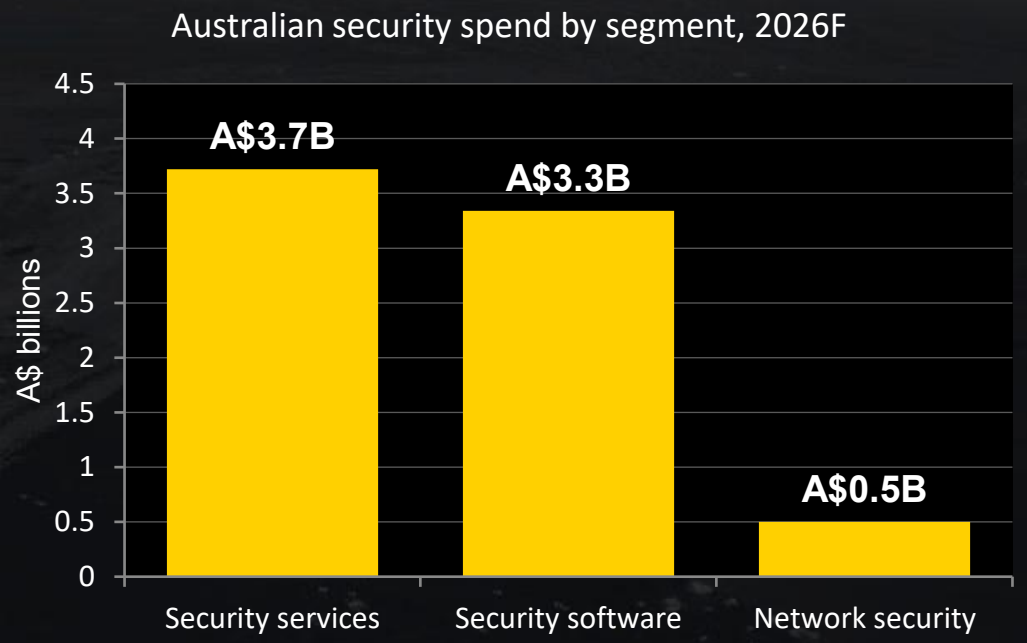
Criteria	Why it matters
Recurring Revenue >70%	Stability, valuation uplift
EBITDA margins >15%	Signals operational maturity
Low Churn (<5%)	Indicates strong customer relationships
Cyber/Cloud capabilities	In demand: 14 MSSP deals in Q1 2026, half PE-backed
Regional customer base	Reduces acquisition risk and simplifies integration
Management willing to stay	Eases transition and preserves customer trust
Clean books, good tooling	Easier to integrate, lower tech debt

Source: Omdia MSP M&A tracker (Q1 2026).

Australian Cybersecurity Market

Australian organisations will spend more than A$7.5B on information security in 2026:

- Spend up **9.5%** in 2026, driven by:
  - AI adoption creating new attack surface
  - Cyber skills shortage pushing work to MSSPs
  - Critical infrastructure obligations
  - Essential Eight and insurer requirements
  - Cloud and identity security



Managed security revenue is growing 14.4% in 2026 globally, ahead of 10% for all managed services. AUCyber is directly aligned to these high-growth categories.

Source: Gartner, Information Security Spending Forecast, Australia (Mar 2026); Omdia, MSP Trends and Predictions 2026.

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 cybersecurity capability

Pipeline

- **Total identified pipeline:** ~$80M revenue
- **MSPs in active discussion:** 5
- **MSPs shortlisted for due diligence:** 3

Acquisition model

- Mix of scrip, cash and deferred consideration to maximise ROI
- **Profitability:** Stable recurring revenue required; EBITDA positive preferred but not required if attach rate uplift justifies acquisition
- **Return thresholds:** Minimum 15% ROI mandate

Value creation per acquired customer

- **ARPU uplift:** $40–60 → $100–160 per seat (2–3×)
- **Gross margin:** 18–25% → 55–70%
- **Conversion window:** 90–180 days

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

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- 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

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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

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

Appendix: Security Bundle Structure

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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.