

## Investor Presentation March 2019

Enabling insights from data, securely and on-demand

## Leadership Team



Peter Leihn
Chief Executive Officer

- Peter has over 25 years' business experience in senior technology roles in both industry and government.
- Expertise in data availability, privacy, data innovation models and technology commercialisation.
- Prior to Joining IXUP, Peter was founding Commercial Director at Data61, the Australian Government CSIRO specialist data and technology innovator, most recently based in based in San Francisco.



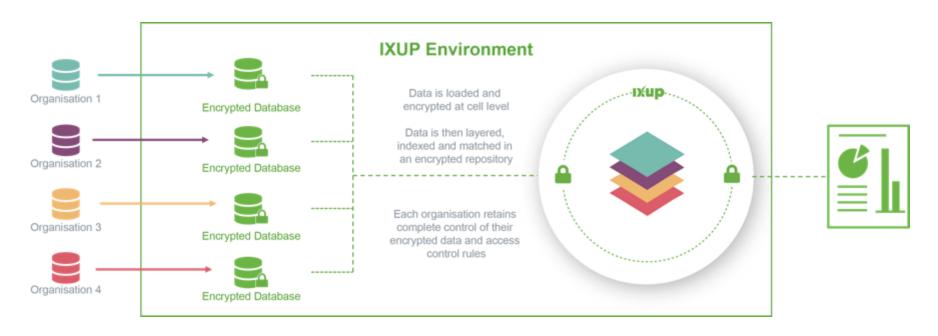
David Bonham
Chief Operating Officer and Chief Financial Officer

- David joined IXUP in early 2018 after ten years at Bupa Dental Corporation, where he was Managing Director, Australia from 2016.
- Previously served as General Manager at the Lynch Group Australia and Group Finance Manager at Tyco Safety Products.
- Experienced executive and director, with extensive experience in financial management, business development and strategic planning.



## IXUP's **Encrypted** Technology Platform

IXUP is a software platform that secures data analytics and delivers insights across encrypted data.



Encrypted data is secure and does not need to be anonymised.

Securely combine data

Data remains in control of owners

Zero data loss or misuse

Leading governance and compliance frameworks

Secure Microsoft cloud environment

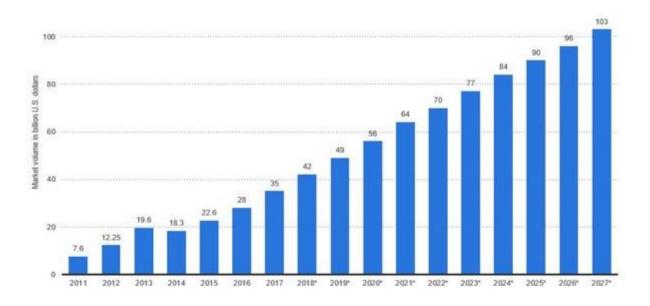


## **Global Market Opportunity**

Rapidly growing market increasing requirement for security

Forecast Revenue Big Data Market Worldwide 2011-2027

Big Data Market Size Revenue Forecast Worldwide From 2011 To 2027 (in billion U.S. dollars)



6,549,897 data records are lost or stolen daily

Only 4% are "Secure Breaches" where encryption has been used





Privacy Regulation Catalyst for Change

#### **Globally**

- The EU General Data Protection Regulation (GDPR) came into effect in the EU in May 2018.
  - Harmonises data privacy laws across Europe to protect EU citizens' data privacy.
  - De facto standard for any global company.
- California Consumer Privacy Act 2018.

#### **Australia**

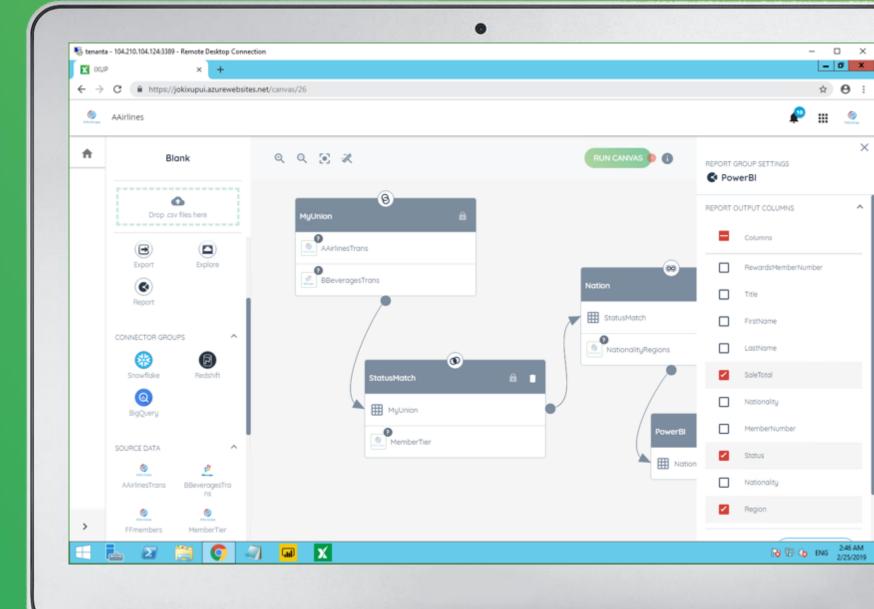
- The Notifiable Data Breaches (NDB) scheme came into effect in Australia in February 2018.
  - Companies are required to notify the Office of the Australian Information Commission (OAIC) of data breaches likely to result in serious harm to any individuals whose personal information is involved in the breach.





## The Platform

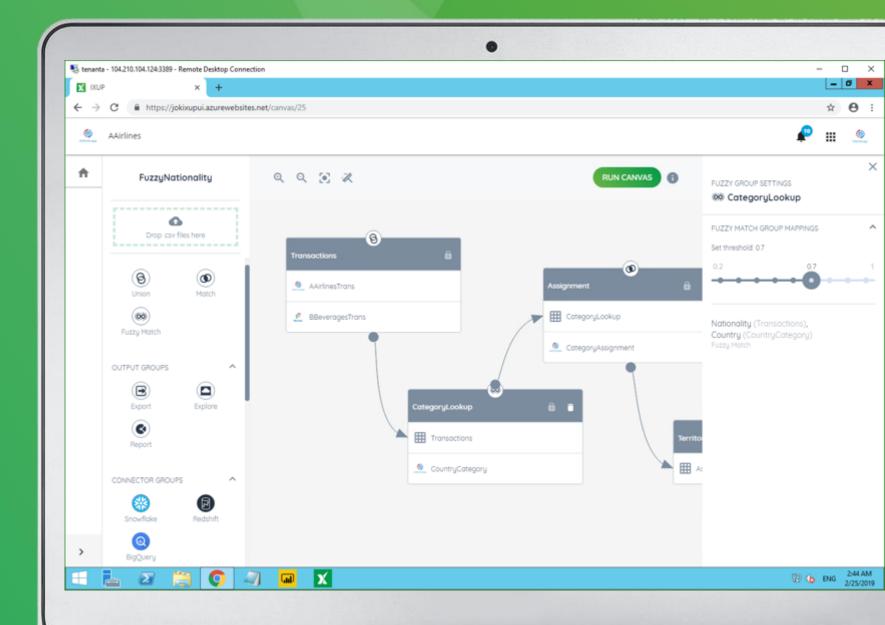
- Easily design your collaborations with drag and drop functionality.
- ✓ Output directly to
   Microsoft Power BI and Tableau.
- Allow insights at the cellular level for maximum control.





## The Platform

- ✓ Fuzzy matching gives flexibility to work across complex datasets.
- ✓ Import/Export Compatible with all industry leading data warehouses.
- √ 100% encrypted at rest, in transit and during compute.



## Value Proposition

#### Security

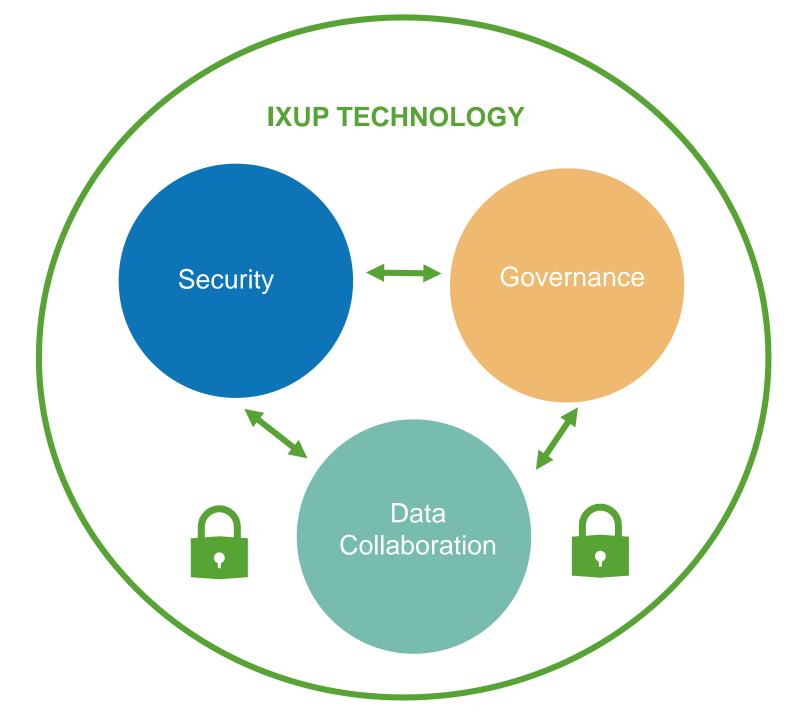
- ✓ Data remains encrypted
- ✓ US Government Approved 256-bit Encryption Standard

#### Governance

- ✓ IXUP ISO27001 Information Security Management Certification
- ✓ Compliant, Auditable

#### Collaboration

- ✓ On-demand actionable insights
- ✓ Complete control of data





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## Go-to-Market Approach and Revenue Model

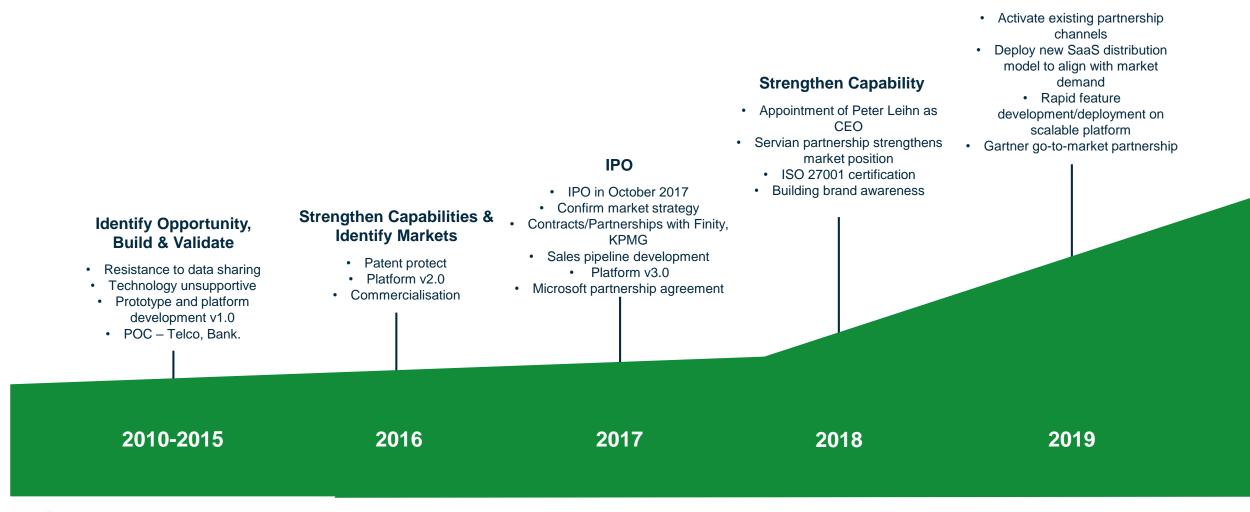
**IXUP Channel Partners** Channel e.g. Servian **IXUP** Platform-as-a-Service (PaaS) **PaaS Offering** Data e.g. Finity Collaborators **IXUP** SaaS Offering Software-as-a-Service (SaaS) SaaS Hosted in Microsoft Azure

- Partners manage customisation and implementation.
- Deep domain expertise.
- Cost effective and faster way of reaching target markets.
- Data services providers and consulting firms
- Minimum term contracts.
- Recurring monthly subscription licenses.

- Low cost of entry with monthly recurring revenue.
- Developing ecosystem for smaller companies.
- Scalable model.



## Pathway to Profit





**Go-to-Market** 

## **Corporate Overview**

| Capital Structure                           |        |
|---|--------|
| Shares <sup>1</sup>                         | 158M   |
| Options and Performance Rights <sup>2</sup> | 71M    |
| Share Price                                 | \$0.10 |
| Market Capitalisation                       | \$16M  |
| Cash (31-Dec-2018)                          | \$5M   |
| Enterprise Value                            | \$11M  |

| Distribution                    |       |
|---------------------------------|-------|
| Top 20 <sup>3</sup>             | 73.7% |
| Board & Management <sup>3</sup> | 19.2% |

- 1. Includes 50M shares escrowed until 10 November 2019.
- 2. Includes 61M options ex. \$0.25 expiring 14 November 2022 (escrowed until November 2019), 6M options ex. \$0.25 expiring 14 November 2023 (escrowed until November 2019) and 4M performance rights expiring on 14 November 2022.
- 3. % of total shares on issue including escrow.

#### **Board**



**Grant Paterson**Acting Chairman and Non-Executive Director



**Dean Joscelyne**Founder and Executive Director



Clifford Rosenberg
Non-Executive Director



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# Secure your data analytics

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