

ELECTRONIC LODGEMENT

Data#3 Limited

ABN 31 010 545 267

16 November 2023

The Manager
ASX Markets Announcements Office
Australian Securities Exchange
20 Bridge Street
SYDNEY NSW 2000

Dear Sir or Madam,

DTL Investor Briefing Presentation

Data#3 Limited (ASX:DTL) advises it will hold an in-person Investor Briefing from 9:00am to 12:30pm (AEDT) today. The briefing will be held at J.P. Morgan in Sydney: Sky Lobby Reception, 85 Castlereagh Street.

In accordance with the Listing Rules, I have attached a copy of the presentation for release to the market.

A recording of the presentation will be available after the event, accessible via the following link:
<https://investor.data3.com/investor-centre/?page=Presentations---Webcasts>.

Authorised by:



Cherie O'Riordan
Chief Financial Officer

Data#3

Investor Day Briefing 2023





Agenda

SPEAKER	TOPIC	TIME
	Breakfast	8:30am
Session One		
Laurence Baynham, CEO & Managing Director	Opening	
Mark Gray, Chairman	Introduction	
Brad Colledge, EGM	Data#3 Overview and Strategy	
Cherie O’Riordan, CFO	Financial Insights and ESG	
Graham Robinson, CTO	Artificial Intelligence	
	Session 1 Q&A	
	Morning Tea	10:25am
Session Two		
John Tan, CCO	Industry, Customers and Case Study	10:45am
	Sales Strategy and Vendors	
Steven Worrall, MD Microsoft A/NZ	Microsoft and AI	
Brad Colledge, EGM	People	
Richard Dornhart, National Practice Manager - Security	Security	
	Session 2 Q&A	
	Summary and Closing	
	Optional Lunch	12:30pm

Mark Gray

Chairman



Brad Colledge

Executive General Manager

Data#3 in FY23

Revenue

\$2.5b

Years in business

46



People

1,400+



Listed on the ASX in

1997

Transacting customer groups

2,000+

Offices across Australia and Fiji



9



Integration centres

3



Professional services projects

2,500+



HRD Employer of Choice Award

8 years in a row



In 2023, Data#3 was listed on the

ASX 200

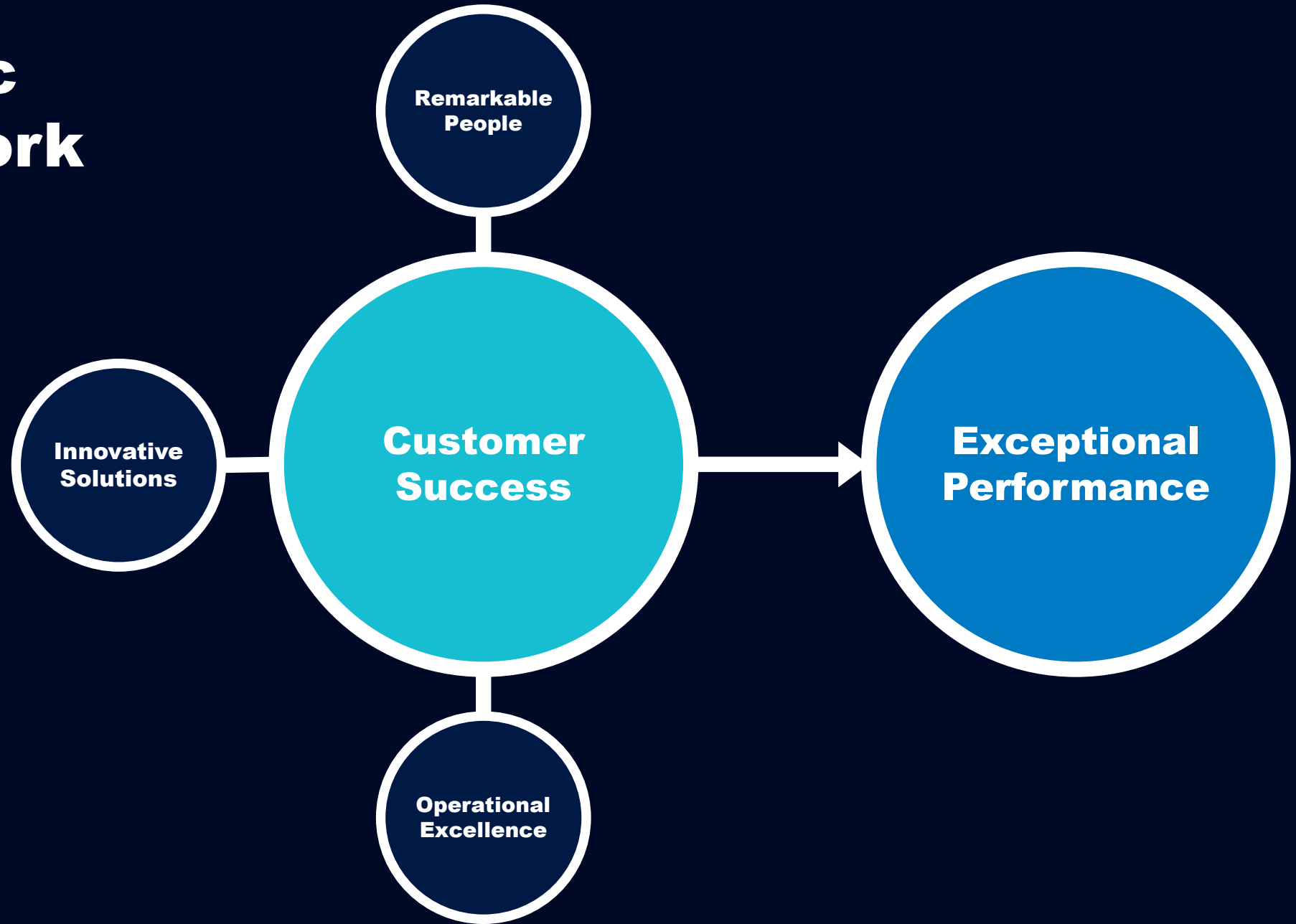
Economic Outlook and Australian IT Market FY24

IT Market (Australia)

- IT Market to grow at 5.8% (Gartner)
- Artificial Intelligence is fast becoming the driving force for market growth
- Significant improvements in supply chain
- Predicted growth in Security and Cloud

FY24 Strategy

Strategic Framework





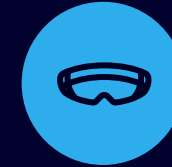
Digital Transformation



Internet of Things



Robotics



Extended Reality

Operational Technology



Multi-Cloud



Hybrid Work



Security



Data & Analytics



Connectivity

Foundational Technology



Computers



The Internet



Artificial Intelligence

Digital Milestones

Integrated Solutions embedded with AI



Multi-cloud

Modern Data Centre

Public Cloud

Private Cloud



Modern Workplace

Collaboration

End User Devices

Printing

Systems Management



Security

Cloud Security

Data Security and Privacy

Identity and Access Management

Infrastructure and Endpoint Security

Security Monitoring and Analytics



Data & Analytics

Business Analytics

Customer Management

Internet of Things

Location-Based Analytics



Connectivity

IT-OT Networking

Software-Defined Networks

Software-Defined WAN

Wireless Networks

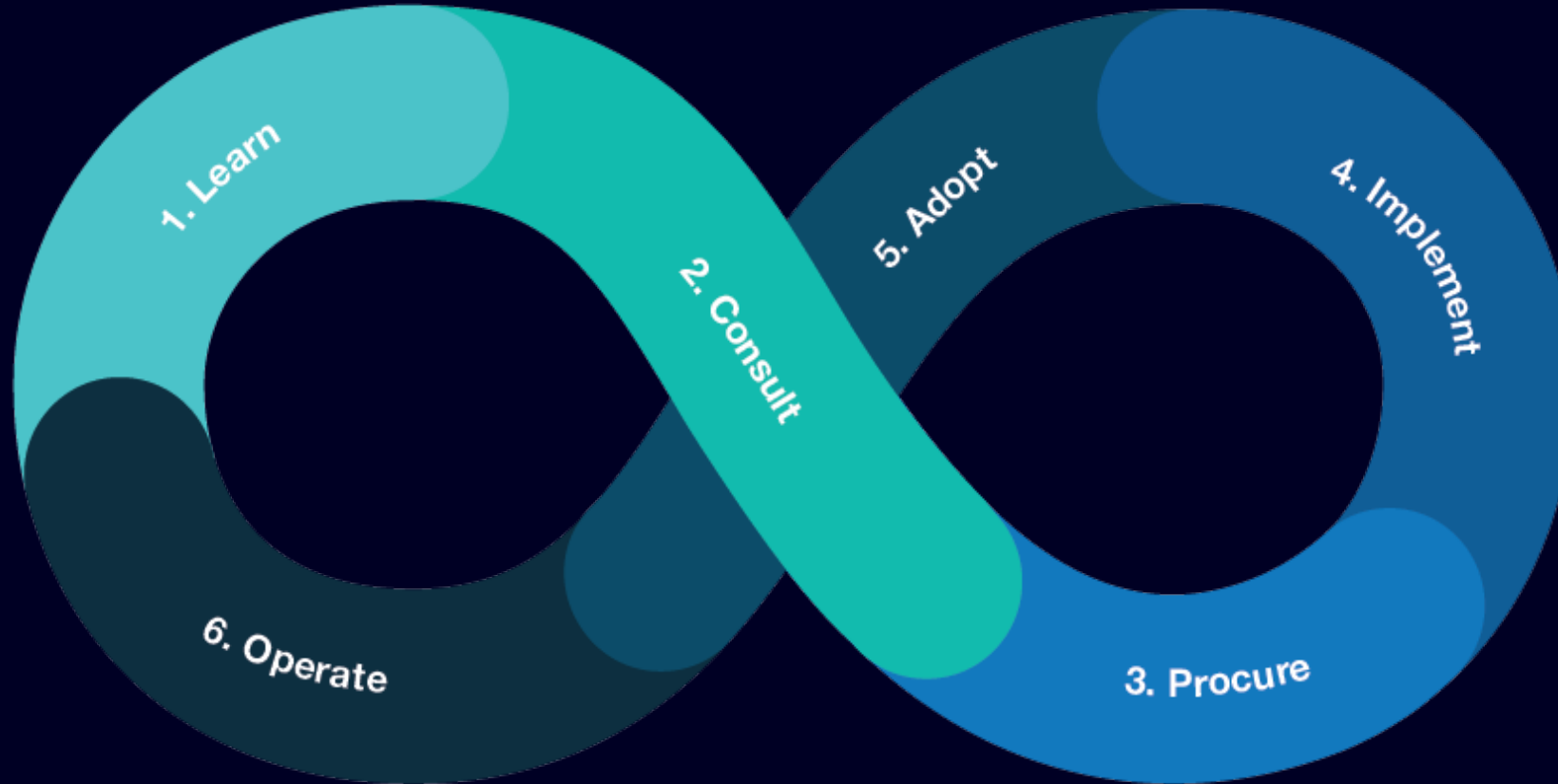
Consulting

Project Services

Support Services

Lifecycle

Lifecycle



Customer stories: Visit Data3.com

Data#3 Services Solutions Industries Partners Knowledge Centre

Knowledge Centre


Resource Types (1)

- Blogs
- Customer Stories
- eBooks
- Infographics
- News
- Videos
- Webinar

Solutions

Services


Industries



Westminster School

Westminster School finds "missing piece" of security strategy with Data#3 and Silverfort Download...


Customer Stories



Melbourne Racing Club

Melbourne Racing Club introduces 24/7 soc and incident response support to bolster cyber security...


Customer Stories



A Cisco collaboration success story

Cisco Flex EA delivers collaboration advantage with Data#3 Customer Success program Download Customer...


Customer Stories



Redbank Plains State School

Future is reality – virtual Sourced from Ipswich News Today Redbank Plains State High School revealed...


Customer Stories



A Microsoft 365 Optimiser Success Story

Organisation identifies over \$1 million of savings on enterprise agreement with Data#3 Microsoft 365...


Customer Stories





Victorian Tertiary Admissions Centre

The Victorian Tertiary Admissions Centre reaches for bright future with modern workplace strategy from...

Customer Stories









#1 partner in Australia

**Top five partner
in Australia**

**Strategic partnerships
with global leaders**

**Significant investment in
technical capability and
certifications**

**400+ other partnerships
with emerging vendors**

Announcing



November 8, 2023; Leading Australian technology services and solutions provider, Data#3, has once again been honoured at the Cisco Partner Conference in Miami, receiving the **“Cisco Software Partner of the Year”** award, its sixth consecutive global award.

November 8, 2023; Leading Australian technology services and solutions provider, Data#3, is proud to announce that it has been recognised as the Cisco Asia Pacific, Japan and China (APJC) **“Customer Experience (CX) Partner of the Year”**.

Awards



NEWS

Data#3 wins Cisco Global Software Partner of the Year award 2023



NEWS

Data#3 named worldwide Microsoft Surface+ Partner of the Year



NEWS

Data#3 wins Cisco Customer Experience Partner of the Year award for APAC 2023



NEWS

Data#3 wins 2023 Microsoft Surface PC Reseller Global Partner of the Year award



NEWS

Five year winning streak: Data#3 named 2022 Global Security Leader



NEWS

Data#3 wins Aruba as a Service award for two consecutive years



NEWS

Data#3 named Dell Technologies Top Performer 2022 for Australia



NEWS

Data#3 takes home HP Services Partner of the Year Award



NEWS

Data#3 named 2022 ARN Enterprise Partner Innovation Award winner



NEWS

Data#3 named HP AMD Greater Asia Reseller of the Year



NEWS

Data#3 named Microsoft Surface Reseller of the Year - Asia



NEWS

Data#3 enjoys double scoops at HPE/Aruba awards night



NEWS

Data#3 wins Veeam Pro Partner of the year for 4th consecutive year

Data#3 Competitive Advantages



Our People

Ability to attract and retain the best people



Our Partners

Partnerships with leading global vendors



Our Expertise

Expertise and breadth of solutions across the customer lifecycle



Our Innovation

At the forefront of industry change



Our Agility

Agility internally and externally to respond to changing market dynamics



Our Financial Stability

Financial stability with strong balance sheet



Our Brand

Market-leading brand and reputation

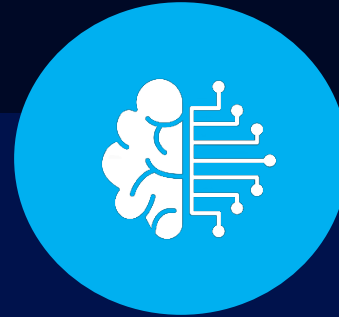
Our Opportunity



Services growth that will complement Software and Infrastructure leading to improved margins and Lifecycle Services



Growth in Multi-Cloud solutions and Cyber Security



Generative AI is accelerating digital transformation and fuelling growth across all our solutions



Growing pipeline of large infrastructure projects

Cherie O'Riordan

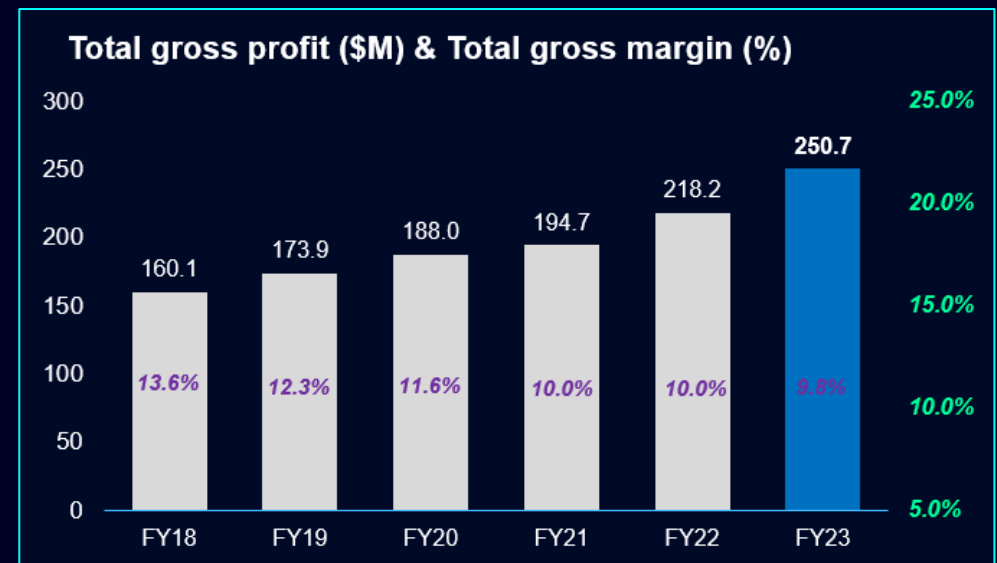
Chief Financial Officer

Profitability and Gross Margins

Focus on sustained earnings and gross profit growth, rather than gross margins

- Overall gross margin at or slightly below 10% in previous three financial years
- Slight tapering in product margins in recent years due to:
 - Increase in multi-year deals and annuity-based consumption and as-a-service offerings - spreads profitability across future years, including rebates
 - Low margin public sector and education supply contracts, that drive long term revenue and cross selling opportunities

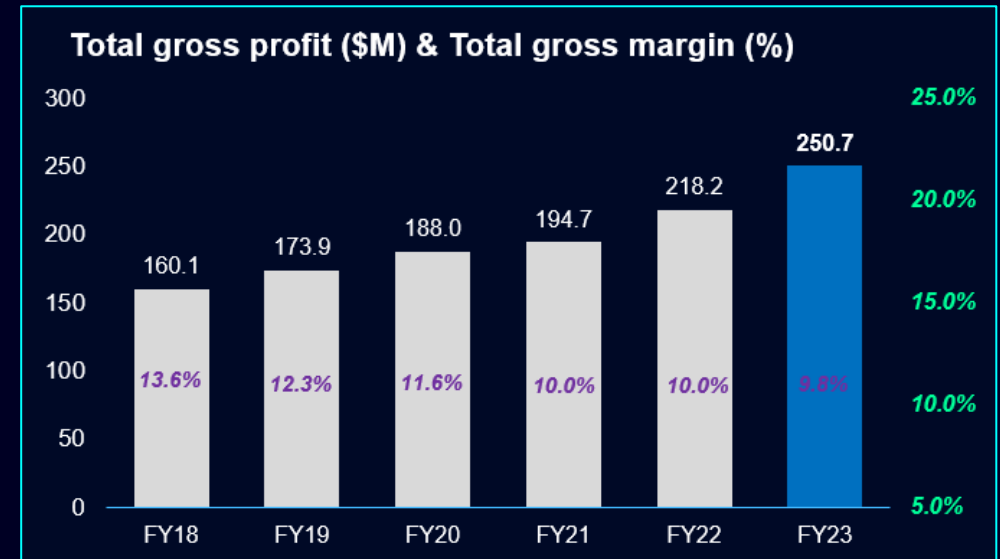
- Larger, more competitive deals won at lower margins to drive strategic future business, including services
- Competitive market factors



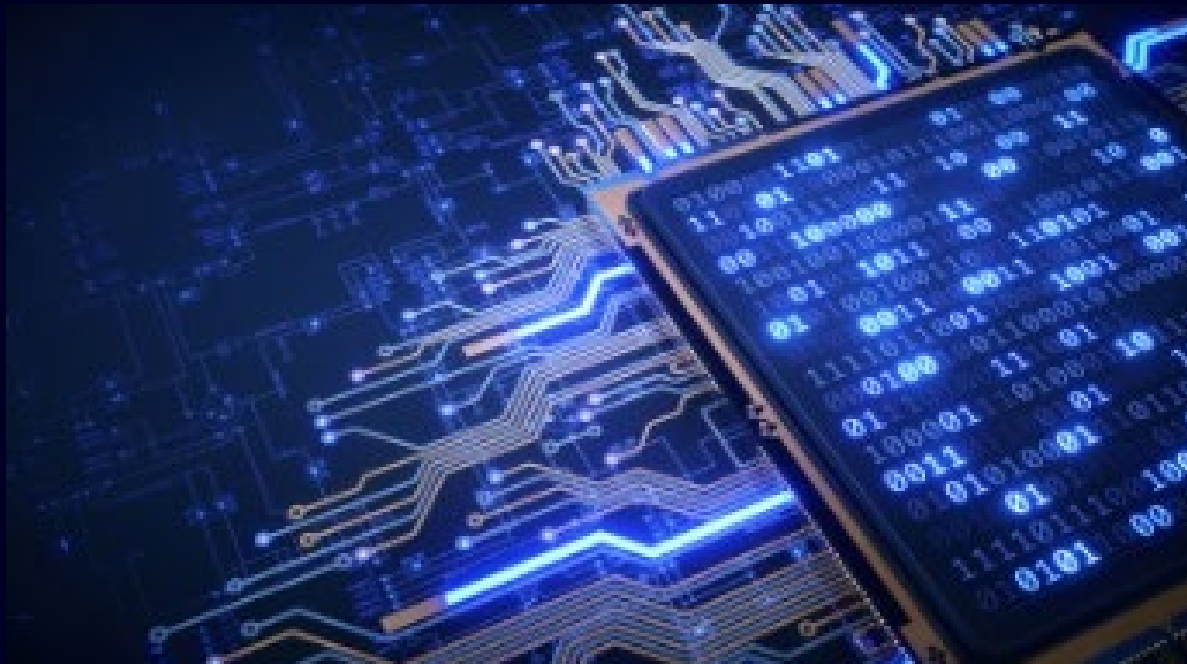
Profitability and Gross Margins

Inbuilt protections against price and wage inflation include:

- Reseller Agreements enable pass through of any price increases in product and software
- Services contract structures – Time & Materials (low risk) vs. Fixed Price (project managed; with inbuilt contingencies)
- Periodic price reviews for multi-year Services contracts e.g. CPI increases
- Annual review and update of services rate cards and pricing models to price in any staff and operational cost increases, while keeping pricing competitive



Enterprise Managed Services Contract Profitability



Sales/ Transition

- Often elongated sales process
- Investigate and connect customer's environment
- Assess key risks and gaps
- Provide recommendations for mitigation
- Investment required for successful service – minimal return during this phase

Year 1

- Stabilisation period
- Build further process maturity and knowledge
- Continued high effort results in lower profitability than later years

Years 2-3

- Refine customer environment
- Reduce volumes e.g. tickets
- Realise benefits of prior years' investments and improved profitability

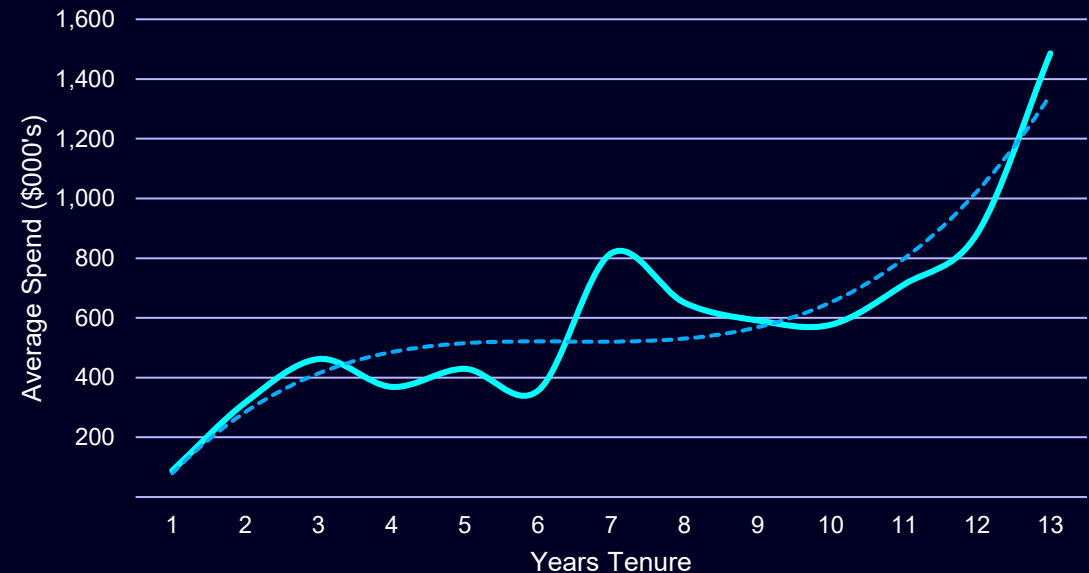
Year 4 Onwards

- Continued profitability
- Renew contracts for a second generation – increased profitability due to previous investments made

Increasing Profitability

- Cross selling by line of business and solution
- Driving profitable services that make the customer sticky
- New solutions like Copilot where we are the major incumbent
- Making sure we can sell from Consulting led all the way through to Managed Services and never disconnect from the customer
- Driving security and building out a managed service – as security is the #1 concern for our customers
- Increasing market share across all core vendors

Average total spend (revenue) by customer based on tenure with Data#3:

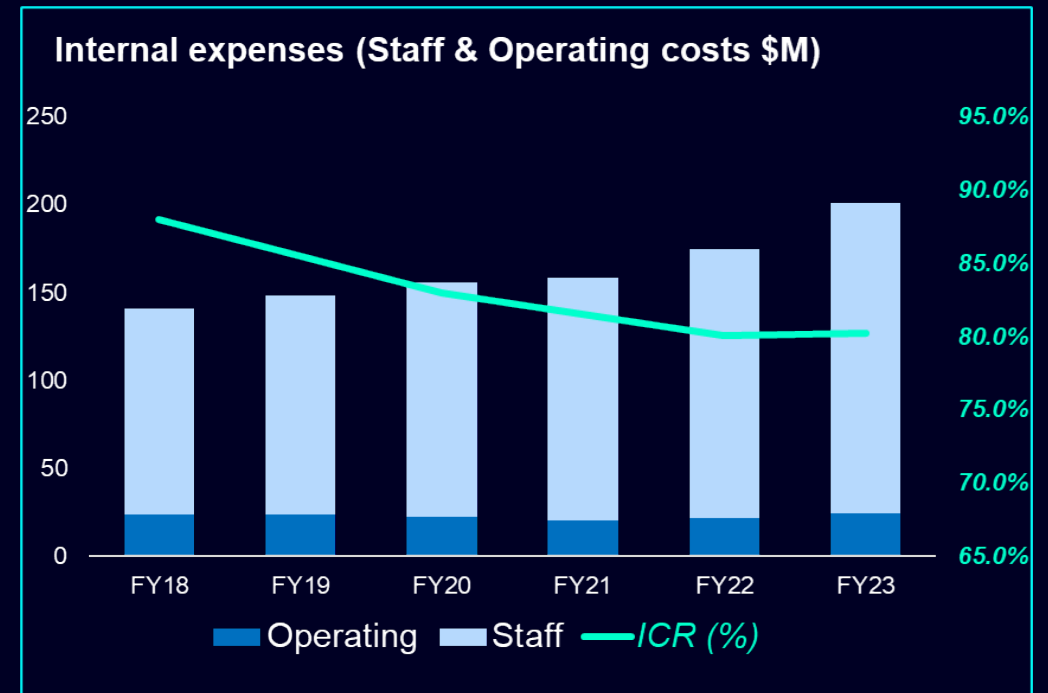


Internal Cost Ratio

Steady improvement in operating leverage

- System and process improvements, including enhancements of ERP and Managed Services platforms
- AI and automation such as customer invoicing portals and customer self service; incident monitoring and reporting
- Analytics and reporting to improve visibility and decision making – investing in Modern Data Platform and Power BI
- Investment in ISO27001 certification for Managed Services and Data#3 IPT during FY23; ongoing recertification costs should be reduced

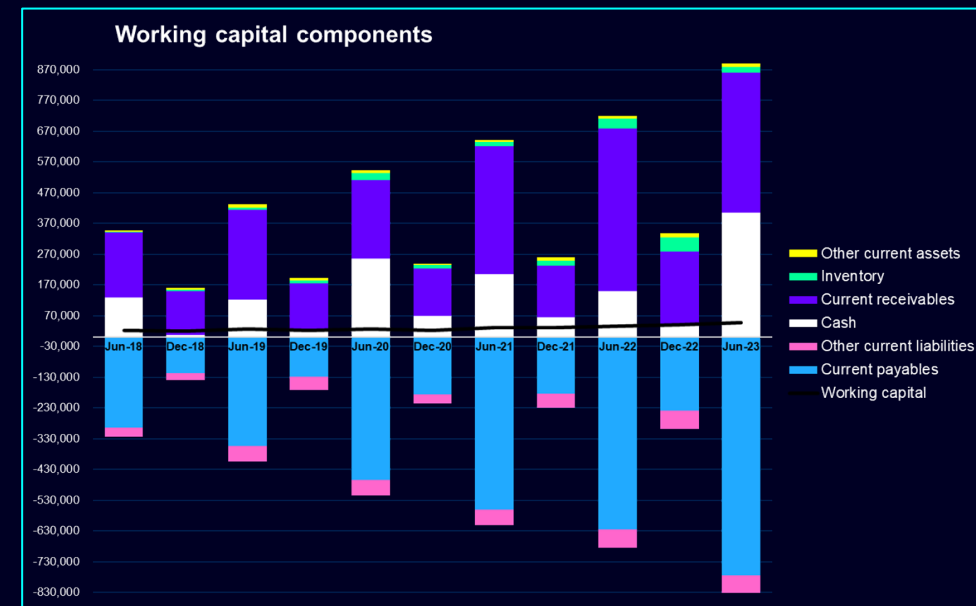
- Opportunities to put more volume and contracts through all lines of business with proportionately fewer additional resources



Working Capital

- Self-funded business with efficient working capital model and short or negative working capital cycles
- Favourable trade terms with suppliers (often greater than customer payment terms)
- DSO improvements in FY24 with reduction in partial shipments / normalisation of supply chain
- Seasonal peaks in cash position – June and December – due to increased sales and customer prepayments end Q2 and Q4
- Inventory committed to customer contracts. Some aged due to partial shipments and timing of customer deliveries, but majority current

- Average cash position FY23 of \$120.9M however some low points < \$10M throughout year
- Net Working Capital average of approx. \$29M previous 5 financial years



Financial Reporting Insights

See notes on the types of revenue and expenses allocated to each line of the Consolidated statement of profit or loss:

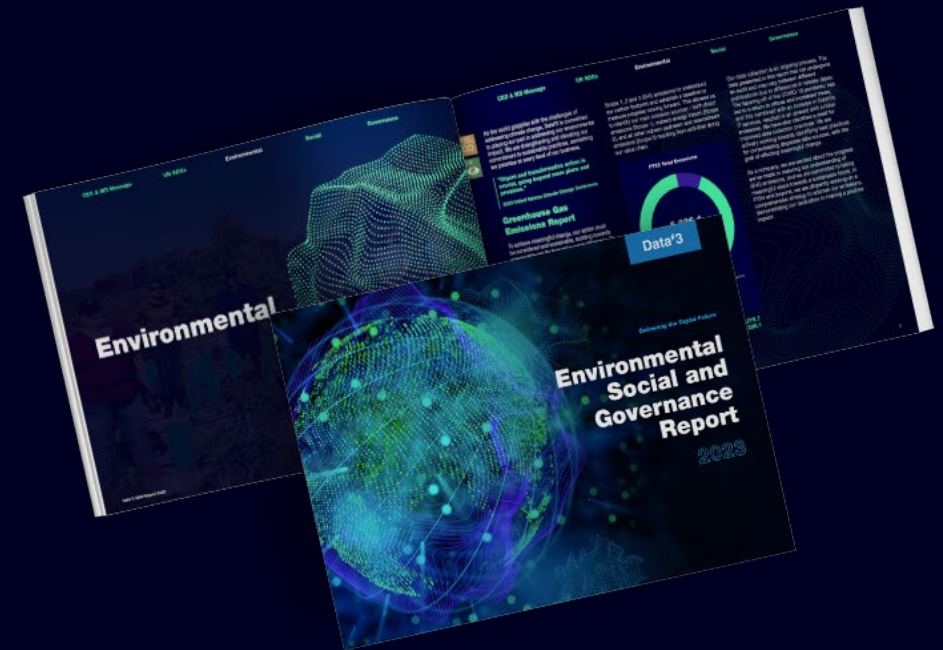
Consolidated statement of profit or loss For the year ended 30 June 2023

	\$'000	Explanatory Notes
Revenue		
Revenue from contracts with customers	2,560,700	Sales of products and provision of services to customers
Other revenue	3,870	Primarily interest earned on bank accounts
	2,564,570	
Expenses		
Change in inventory	(13,665)	Net decrease in inventory on balance sheet on recognition of sale
Purchase of goods	(2,078,047)	Products such as licenses and infrastructure purchased for customers, net of vendor rebates
Employee and contractor costs directly on-charged (cost of sales on services)	(99,148)	Payments to contractors directly on-charged to customers in relation to work carried out for them
Other cost of sales on services	(119,189)	Third party contractor costs and licenses (net of rebates) in relation to services provided to customers
Internal employee and contractor costs	(176,941)	Wages/salary, commissions, leave entitlements, and other employee-related expenses paid or accrued in relation to employees (both billable and admin)
Telecommunications	(2,073)	Telephone, mobile telephone and internet expenses
Rent	(1,780)	Rent expenses paid in relation to leases
Travel	(1,299)	Air fares, meals, accommodation, taxis, etc, in relation to business travel
Professional fees	(1,304)	Fees for recruitment, legal, audit, taxation and other miscellaneous professional services
Depreciation and amortisation	(6,280)	Depreciation of right-of-use assets, equipment, leasehold improvements and software
Finance costs	(1,247)	Interest expense in relation to leases of premises
Other	(10,363)	Software licensing and maintenance, subscriptions, insurances, marketing and office expenses
	(2,511,336)	
Profit before income tax expense	53,234	
Income tax expense	(16,204)	
Net profit for the year	37,030	
Other comprehensive income, net of tax:	231	Exchange of differences on translation of Fiji operations

ESG

ESG is integral to our company strategy

- Released 2023 ESG Report to ASX 24 October 2023, including alignment with United Nations Sustainable Development Goals (UN SDGs): [2023 ESG Report](#)
- Received Frost & Sullivan Institute 2023 Enlightened Growth Leadership Award for second year running
- Finalised Reflect Reconciliation Action Plan (RAP) during FY23
- Year 3 of our Greenhouse Gas (GHG) Assessment with Pangolin Associates to establish baseline Scope 1, 2 and 3 emissions. More meaningful disclosures from FY24
- Emissions predominately Scope 2 and 3 – electricity and IPT equipment
- Staged process to integrate climate reporting with financial reporting for FY25
- Next Steps: Carbon neutrality by 2032





Graham Robinson

Chief Technology Officer



Energy



Machines



Computing



Internet



**Artificial
Intelligence**



Artificial Intelligence



We are at the beginning of a new era of IT.

Generative AI will be as impactful as cloud or the internet.

Satya Nadella,
CEO of Microsoft

Industry Trends



Talent



Cyber Security



Automation



Decentralisation



Digital Experience

Industry Trends



Talent



Cyber Security



Automation



Decentralisation



Digital Experience

Lifecycle Services

Industry Trends



Talent



Cyber Security



Automation



Decentralisation



Digital Experience

Security Portfolio

Industry Trends



Talent



Cyber Security

**1010
1010**

Automation



Decentralisation



Digital Experience

**Data &
Analytics**

Industry Trends



Talent



Cyber Security



Automation



Decentralisation



Digital Experience

Hybrid Everything

Industry Trends



Talent



Cyber Security



Automation



Decentralisation



Digital Experience

Mixed Reality

Industry Trends



Talent



Cyber Security



Automation

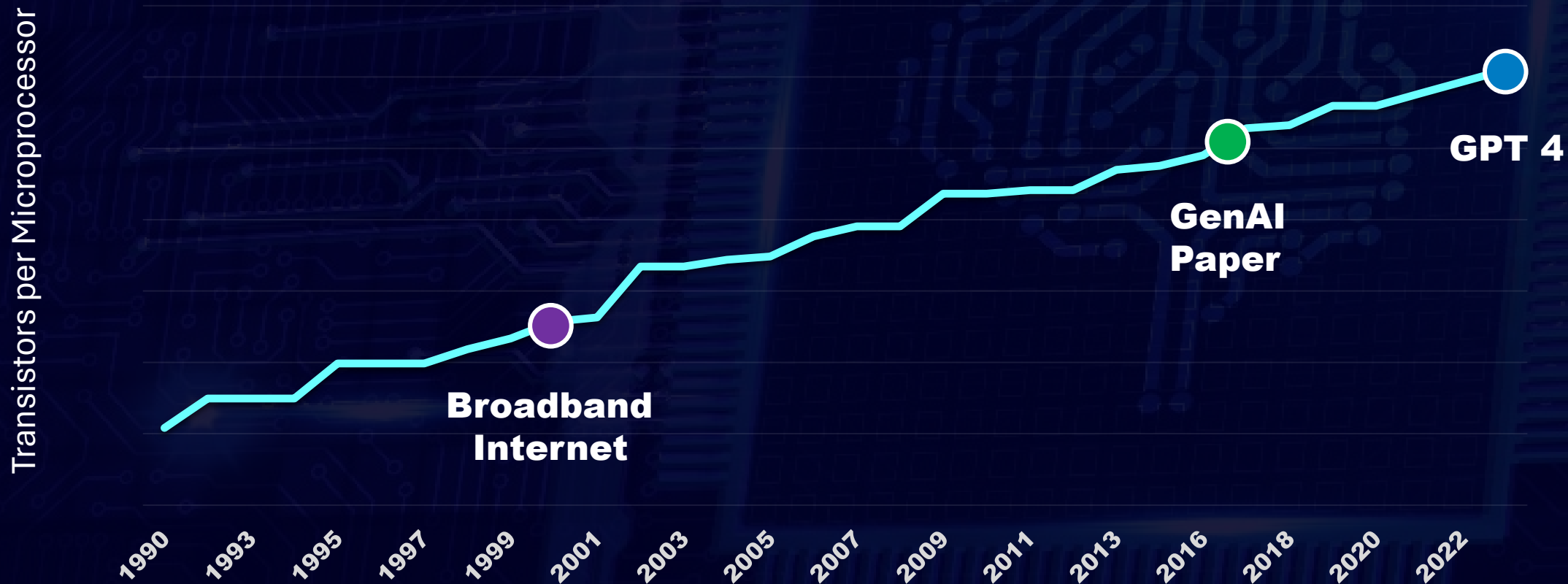


Decentralisation

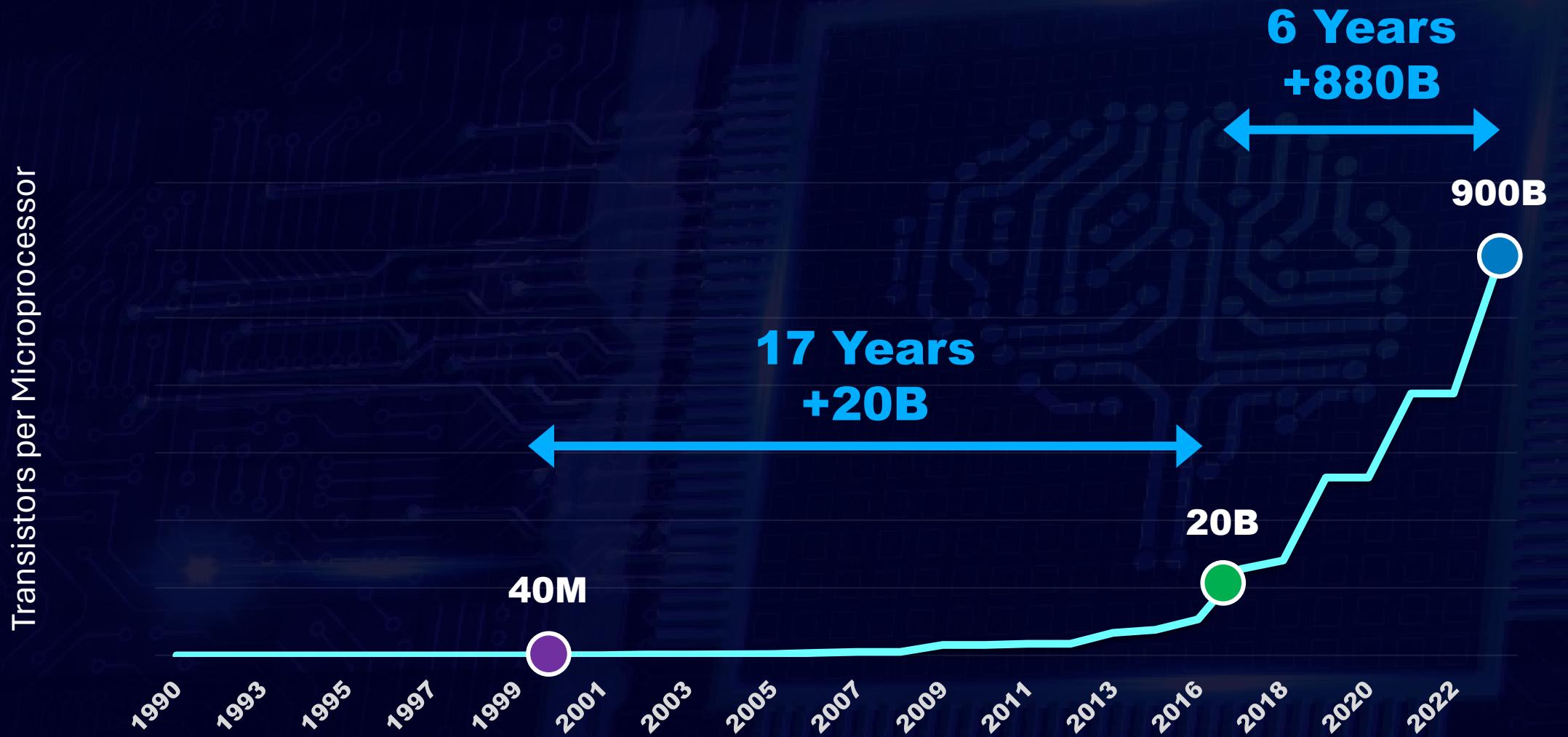


Digital Experience

Moore's Law

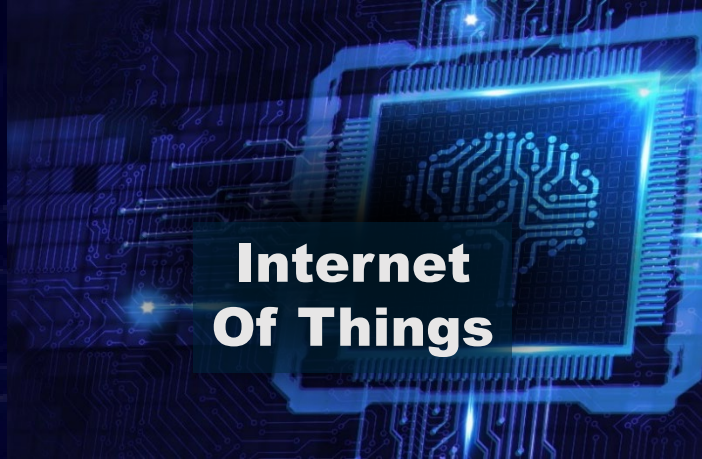


Moore's Law





**Artificial
Intelligence**



**Internet
Of Things**



**Renewable
Energy**



Blockchain



Robotics



**Extended
Reality**



Digital Transformation



Internet of Things



Robotics



Extended Reality

Operational Technology



Cloud



Hybrid Work



Security



Data & Analytics



Connectivity

Foundational Technology



Computers

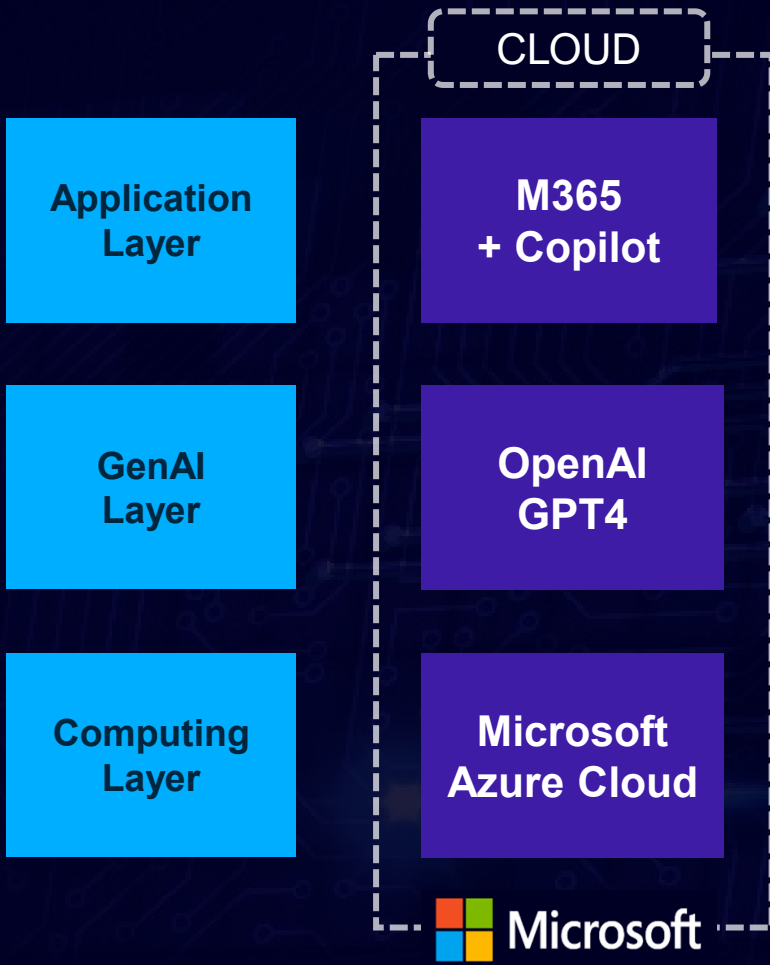


The Internet



Artificial Intelligence

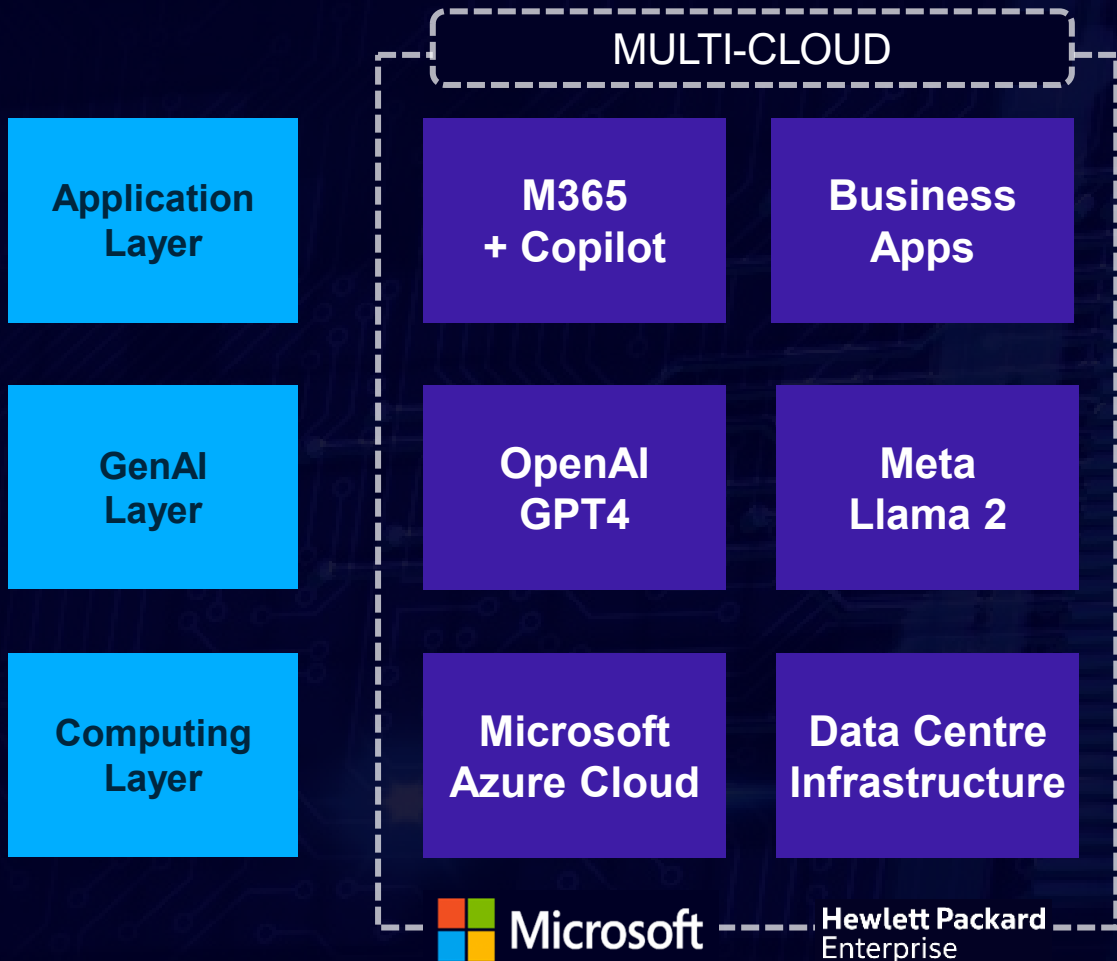
Digital Milestones



Hewlett Packard
Enterprise

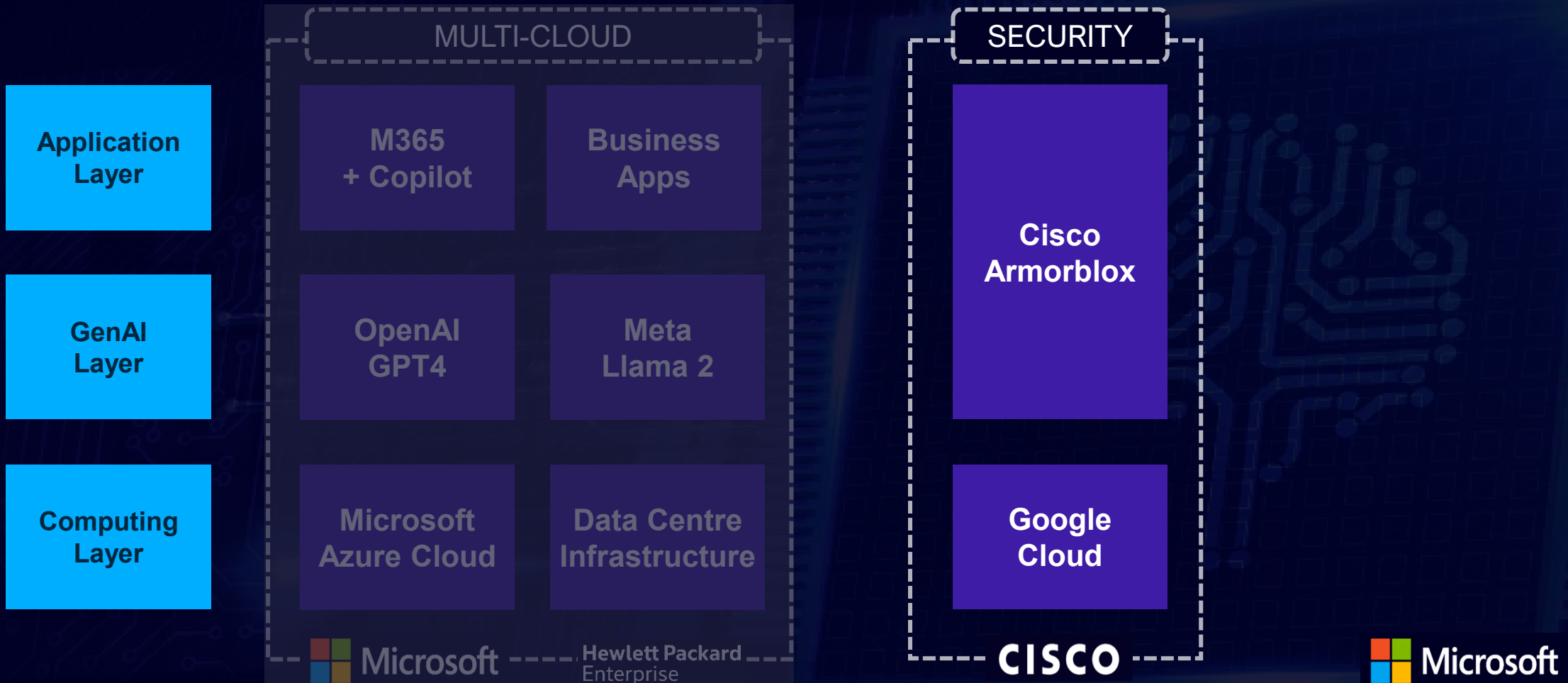
CISCO

Microsoft

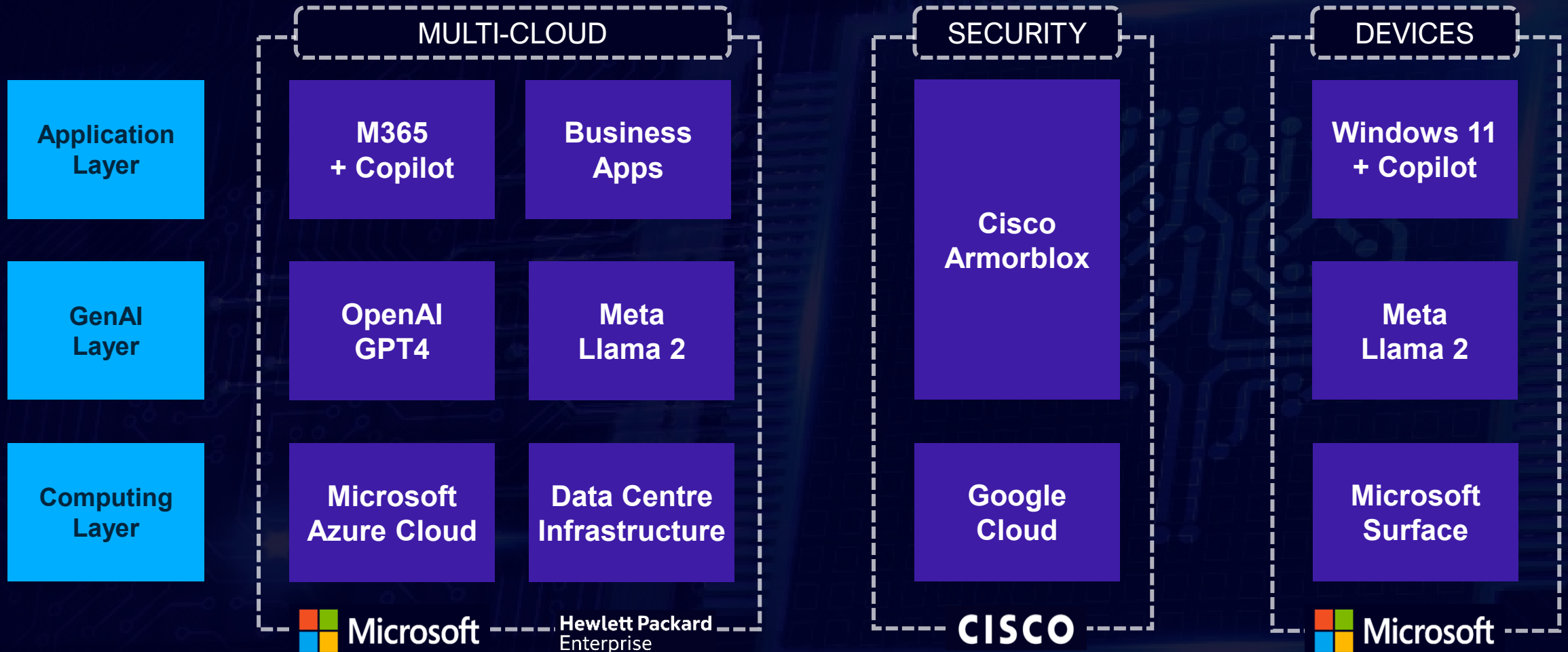


CISCO

 **Microsoft**







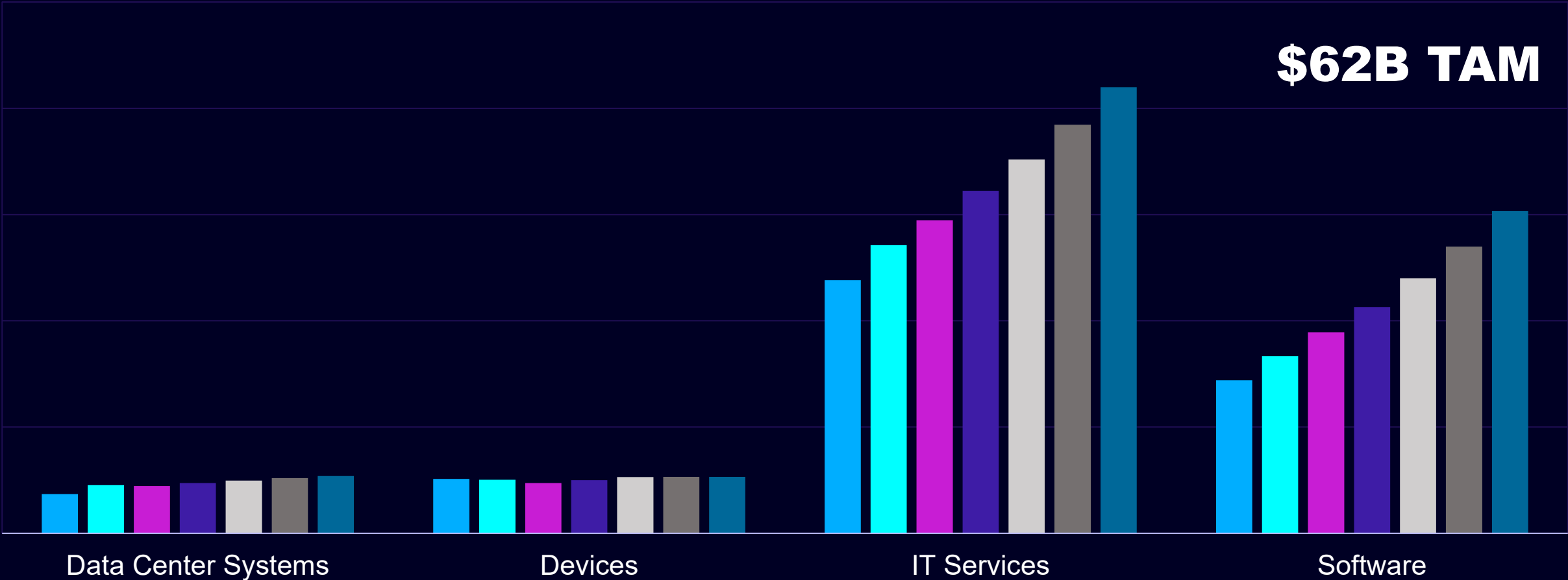
Q&A



John Tan

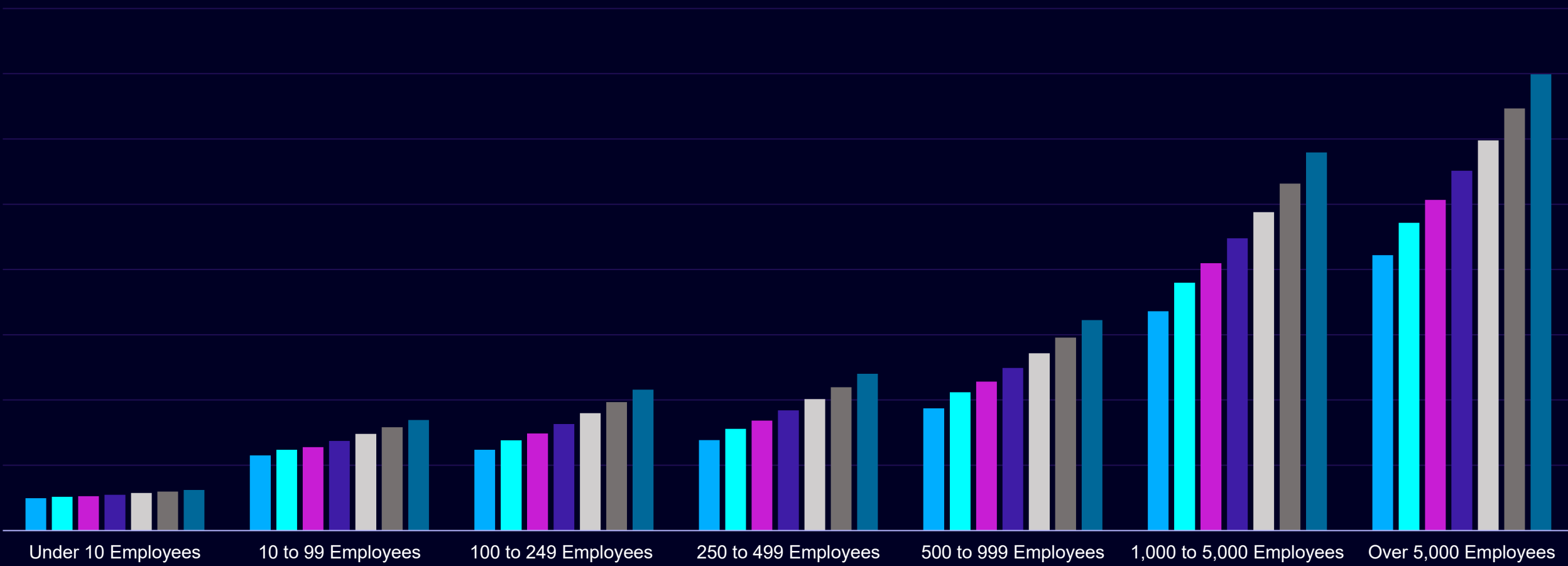
Chief Customer Officer

B2B IT Spending by Technology Area 2021-27



\$62B TAM

IT Spending by Business Size 2021-27



Source: Gartner Forecast Analysis: IT Spending by Employment Size, Worldwide – January 2023

Future Opportunity

- Australian IT Spending increasing from +5.8% in 2023 to +7.8% in 2024
- B2B spend rising from low single digits to double digit growth in Transportation, Healthcare, Utilities, Oil & Gas, Construction, Government, Education, Banking.
- Through 2024, the small business segment (<250 employees) will tighten their IT spending due to the economic uncertainties, compared to the midsize and large segments
- By 2026, two-thirds of software deployment will be done by SaaS rather than on-premises in the small and midsize organizations (< 1,000 employees), driving extra IT spend through easier cross- and upselling.



Cyber Security

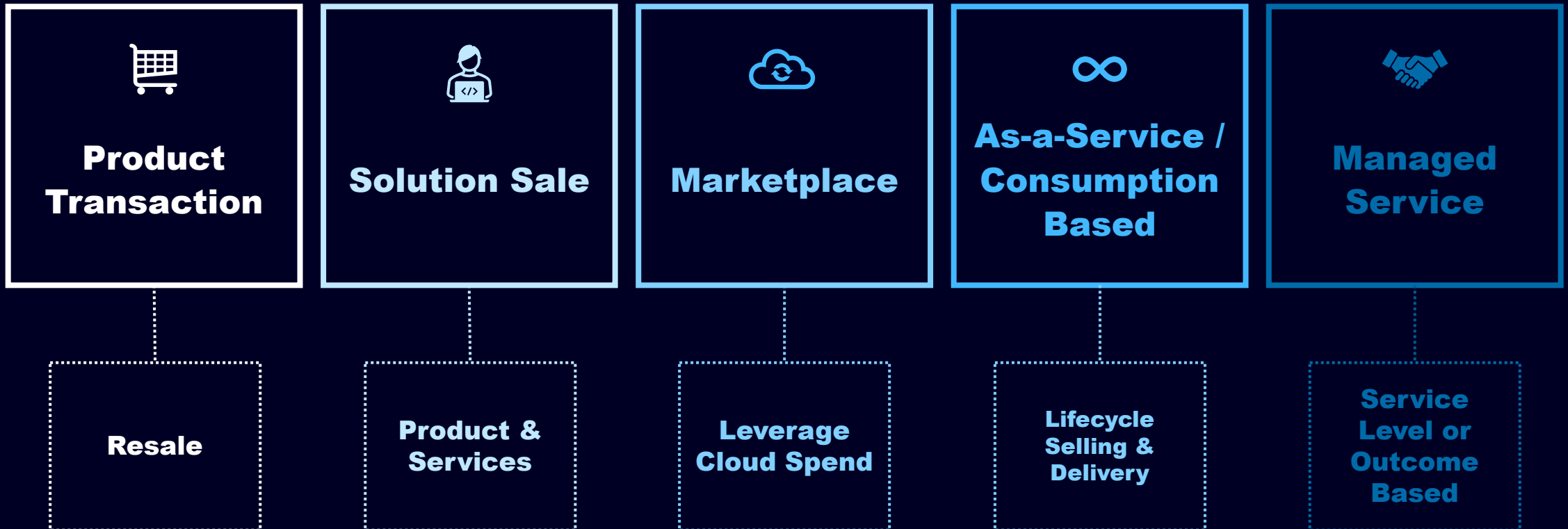


Artificial Intelligence



Software & As-a-Service

Buying Model Trends



Business & Technology Focus



Enable a Multi-Cloud approach

**Public Cloud
Private Cloud
Cyber Security
Cloud Management**



Provide Hybrid Work solutions

**Collaboration
Devices
Security
Sustainability**



Promote shifts to new Buying Models

**Resale
Solution Sale
Marketplace
As a Service
Managed Service**

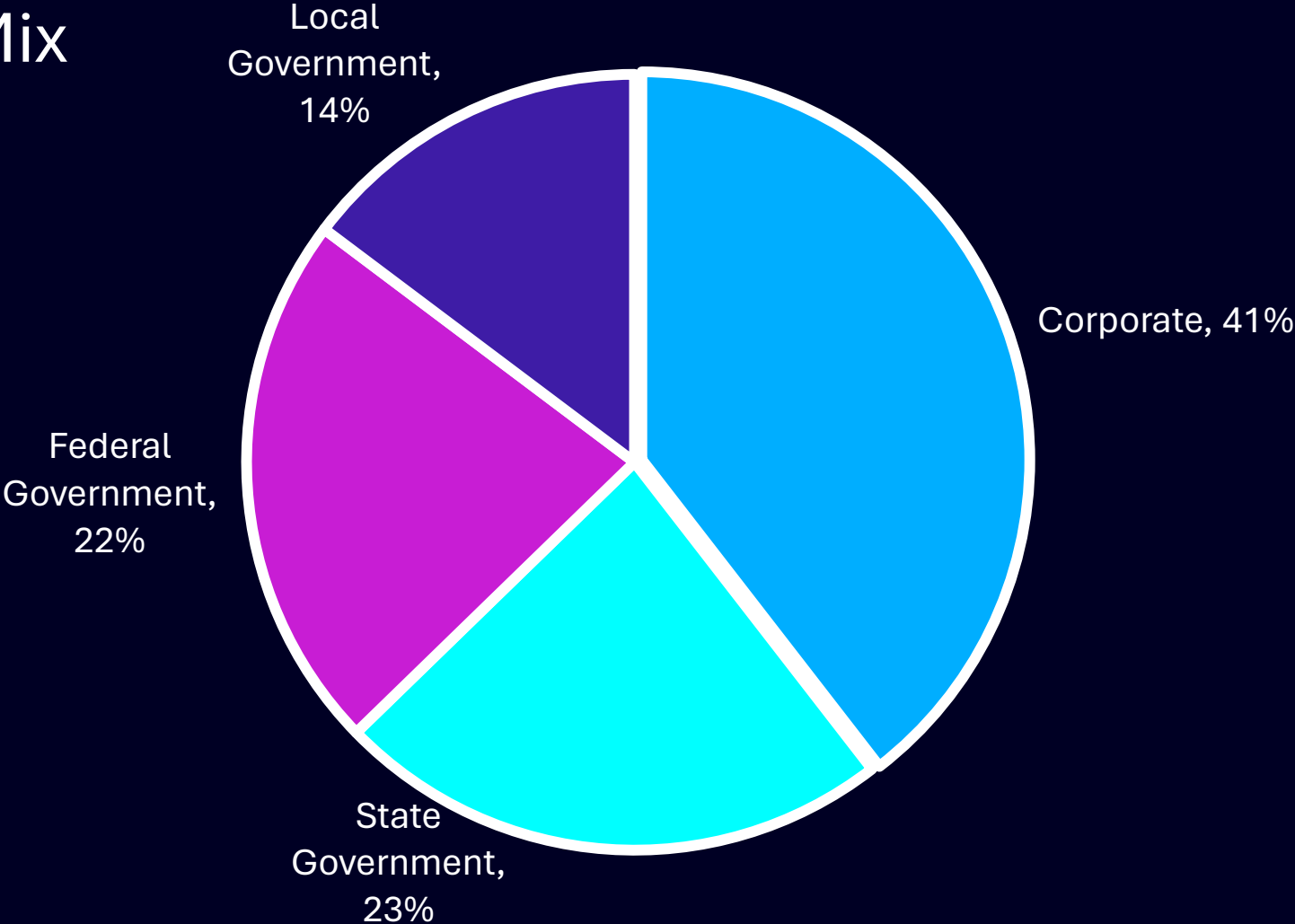


Rapid adoption of AI

**Generative AI
Enterprise AI
Data Management
Security**

Data#3 Customers

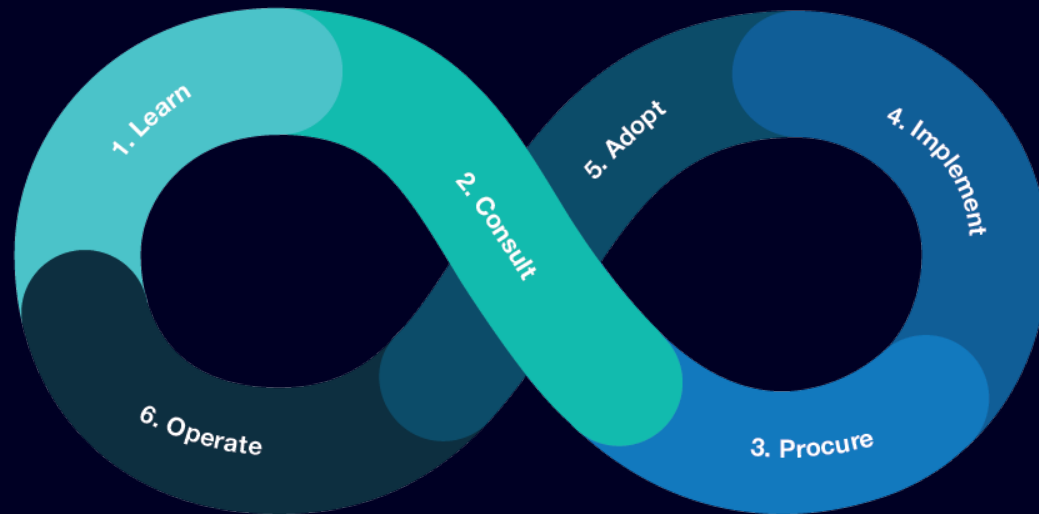
GP Mix



**2,000
Customer Groups**

**4.8X Spend in 5 Years
6.5X Spend in 10 Years**

Customer Success Strategy



2x Opportunity Volume
8x Opportunity Value

+36%
Improvement in
Win Rates

Improvement in
Gross Margins



The Griffith University Network Transformation Project represents a strategic investment for the University. Data#3's history of working with the University and strong capability in using technology to drive our business was a key part of our decision.



Our teams are working closely with the Data#3 team to deliver a world class campus network to support our business and learning objectives for the future.

Mark Keenan, Director - Digital Foundations



Sales & Go To Market



JuiceIT Brisbane 2023



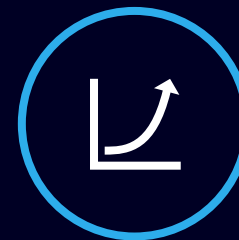
Scale & Capability

Salespeople across Australia supported by sales operations and customer success. Supported by solution specialists.



Channels

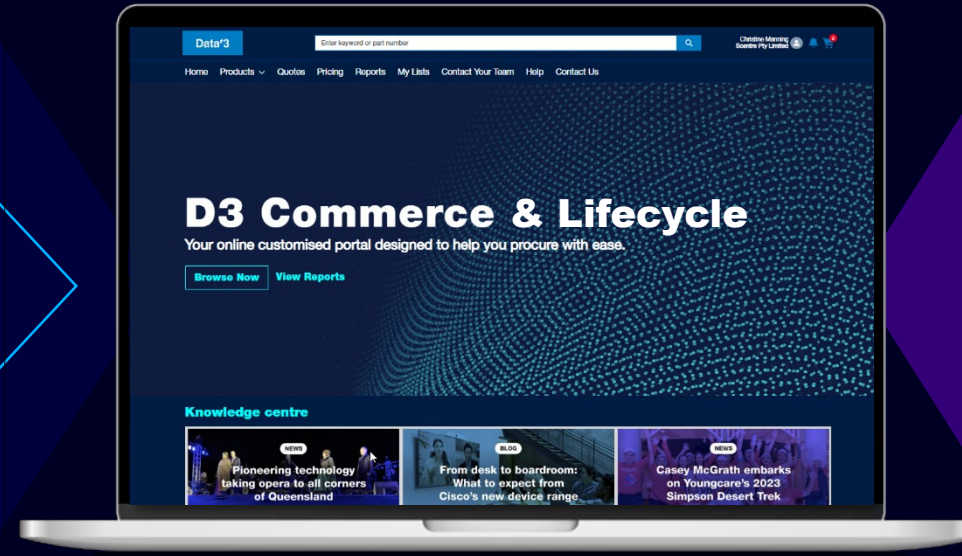
Largely Face-to-Face Sales with a shift towards digital sales for efficiency and scale



Engagement

Mix of long-term relationships with a focus on cross selling and upselling value

Delivering a Digital Future



Data, Telemetry, Insights, and AI

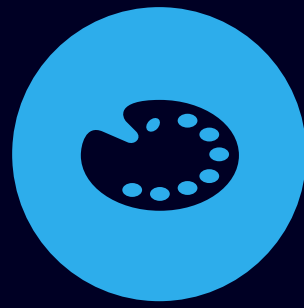


One place where I can buy, engage and optimise the lifecycle of hardware and software across my environment.

Winning in market



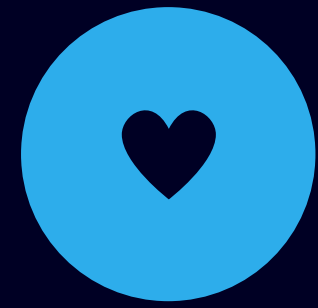
**Having the right
team on the park**



**Solutions and
Partnering is an
art form**

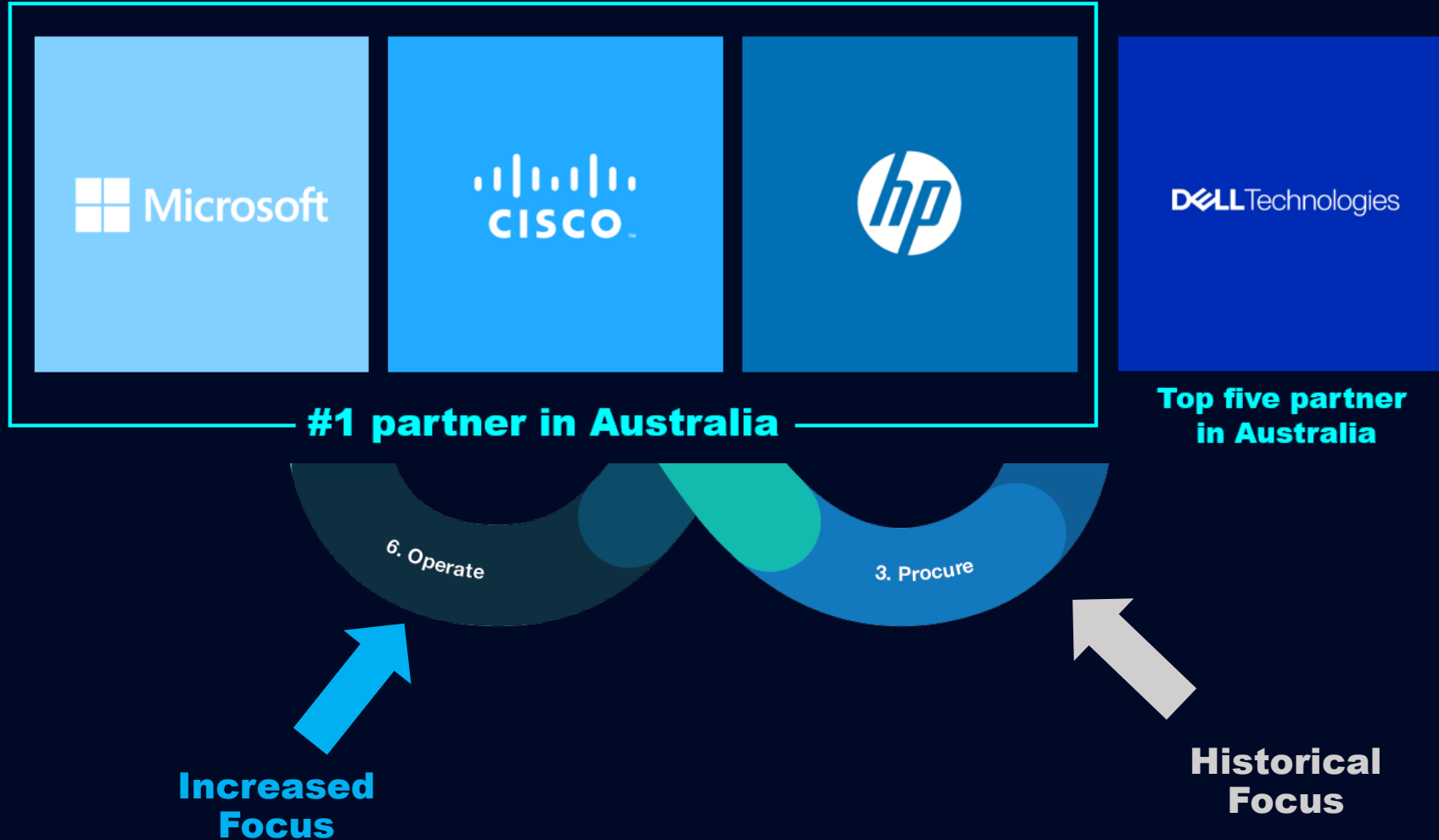


**a complete
Services &
Lifecycle
approach**



**a Culture that
drives
meaningful
engagements**

Vendor Strategy and Programs



Steven Worrall

**Managing Director, Microsoft Australia
and New Zealand**

Data#3 and Microsoft

Microsoft Partner since

1994

Gold
Microsoft
Partner


Azure
Expert
MSP

Ten Advanced Specialisations across:

- Azure (2)
- Modern Work (4)
- Security (4)



Microsoft 365
Copilot Early Access
Program (EAP)

Data#3 1 of 600
Customers Worldwide

Individual exams, certifications
or assessments

450+



Surface PC Reseller of the Year 2023 (Worldwide)

Surface Reseller of the Year 2023 (Asia)

Surface+ Partner of the Year 2022 & 2023 (Worldwide)



Partner Advisory
Councils

- LSP
- Compliance
- Surface

Microsoft's largest
Australian Cloud Partner

(Azure, Microsoft 365, Dynamics)

Certified Staff

140+

16 AppSource
Solutions published

17 Azure Marketplace
Solutions published

Migration Factory Partner
with Microsoft Services

Tier 1
CSP, LSP



Technology drives GDP growth, and the pace of change is accelerating

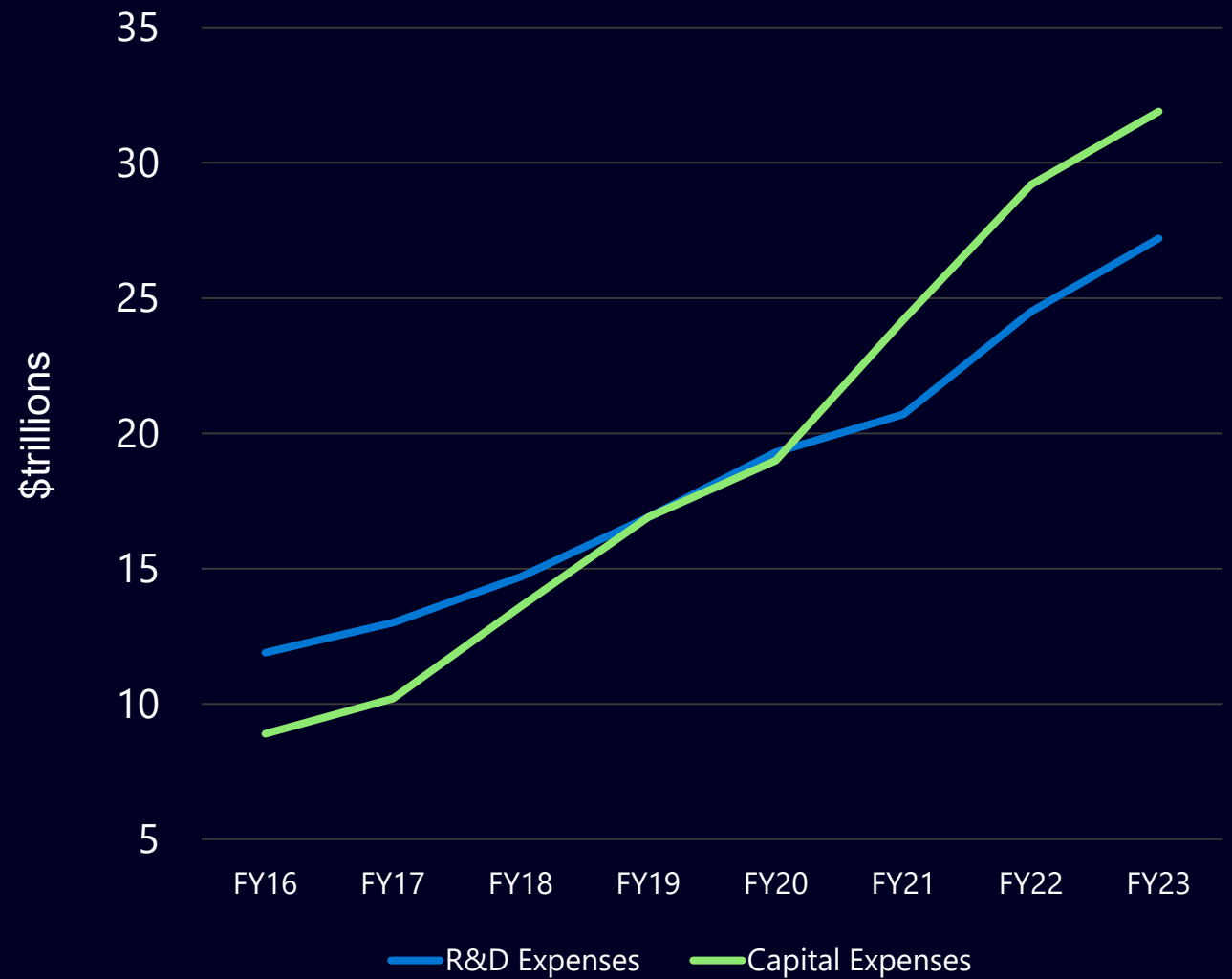
Global GDP and technological revolutions

Real GDP in trillions of 2011 GK\$, logarithmic scale



Source: Maddison Project, Ourworldindata

Increase in capital investments



New regulatory patterns emerging

Safety and Security

- Ensure humans retain control of AI and it works as expected
- Ensure people can't misuse AI to create new dangers for society

Rights of Citizens

- Protect privacy, child safety, consumer protection, and election integrity
- Obligations for developers & deployers with high-risk systems

Value of Labour and IP

- The copyright debate as fundamentally a labor debate
- Issues around shifts in economic value

The need for standards, national regulation, *and* international coordination



A three-part plan for the next two years

- Invest A\$5B to build out Australia's AI and digital capacity
- Bring digital skills to 300,000 people
- Partner with the Australian Signals Directorate the Microsoft-ASD Cyber Shield

Brad Colledge

Executive General Manager

4.46/5

People Satisfaction

5.7 Years

Average tenure

15.7%*

Turnover



Our Core Values

Honesty
Excellence
Agility
Respect
Teamwork

**Reduced by 7%, industry average 19.7%*

Key People Opportunities & Risks



Talent Shortages



**Skills for the
Future**

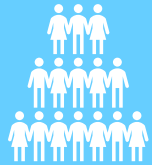


**Diversity &
Inclusion**



**Innovation &
Automation**

Talent Acquisition & Skills Shortage



**Employee
Centric Labour
Market**



**People Solutions
Differentiator in
the market**

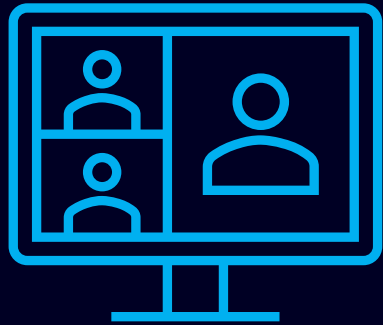


**Career Pathways
Diversifying
Talent Pools**



**Investment in
Sourcing
Platforms**

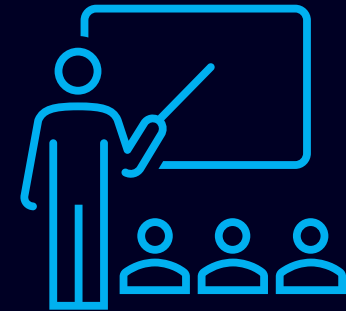
Skills for the Future



**1.2M tech workers
by 2030**



**+8% increase
in tech jobs**



**10,000+ hours
professional
Development**

Innovation, Diversity & Inclusion



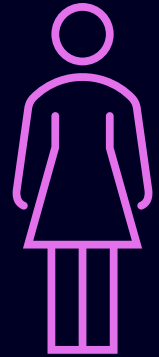
**Potential 30%
Productivity
Gains through AI**



**28%
English second
Language**



**60%
Caring
Responsibilities**



**35%
Female
representation
across the
business**

Workforce Growth FY19-FY23

Total Workforce Size FY19-FY23



The Data#3 People Experience





People-related opportunities are central to our future success



We are committed to creating a skilled, dynamic, diverse, inclusive, and adaptable workforce



That is ready to meet our strategic objectives, drive profitability and sustainable growth



Ensuring the future success of our people, partners, customers and Data#3.



Richard Dornhart

National Practice Manager – Security

Business Outcomes in 2023

TOP BUSINESS OUTCOMES IN 2023*

CIO DIGITAL INITIATIVES ALIGNED TO BUSINESS OUTCOMES*

1 Business Optimization & Risk Management	Application Modernisation	Operational Resilience	Process Automation
2 Customer Excellence	Enhance Online Presence	Data Analytics	Innovate with Emerging Technology
3 Employee Retention & Productivity	Hybrid-Work Connectivity	User Experience Optimisation	Collaborative Workspaces

*Source Palo Alto Network

CISO Priorities

CIO DIGITAL INITIATIVES*

CISO CYBERSECURITY PROJECTS*

CYBERSECURITY TOOLS*

Application Modernisation

Data Security

Application Security

Identity & Access Management

- Data Loss Prevention
- Endpoint Encryption
- Data Classification
- Cloud Access Security Broker
- Single Sign-On
- Privileged Access Management
- Dynamic Application Scanning
- Container Security
- Static Code Analysis
- Web Application Firewall
- Identity Management
- Multi-Factor Authentication

Operational Resilience

Governance, Risk & Compliance

Security Operations

Security Services

- Risk Monitoring
- Supplier / Partner Risk Management
- Regulatory / Industry Mandate Compliance
- Risk Statistics
- Session Replay / Packet Capture
- Security Monitoring
- Digital Forensics
- Log Correlation & Analysis
- Event Ticketing
- User Behavioural Analysis
- Malware Analysis

Process Automation

Cloud Security

Security Operations

Endpoint Security

- Threat Intelligence Management
- Threat Investigation
- SOAR
- Container Security
- System Hardening & Intrusion Detection
- Serverless Computing
- Malware Scanning for Storage
- Endpoint Protection for Servers
- DLP for Cloud
- Cloud System Hardening & Workload Protection
- Endpoint Protection

Enhance Online Presence

Cloud Security

Application Security

Identity & Access Management

- Standards & Vulnerability Management
- Data Classification
- Cloud Access Security Broker
- Single Sign-On
- Privileged Access Management
- Dynamic Application Scanning
- Container Security
- Static Code Analysis
- Identity Management
- Multi-Factor Authentication

Data Analytics

Data Security

Application Security

Identity & Access Management

- Data Loss Prevention
- Endpoint Encryption
- Data Classification
- Cloud Access Security Broker
- Dynamic Application Scanning
- Container Security
- Static Code Analysis
- Web Application Firewall
- Single Sign-On
- Privileged Access Management
- Identity Management
- Multi-Factor Authentication

Innovate with Emerging Technology

Network Security

Security Services

Endpoint Security

- Endpoint Device Management
- Endpoint Encryption
- System Hardening
- Local Sandboxing
- Mobile Threat Protection
- Endpoint Protection
- Next Gen Firewalls
- Incident Response Services
- Attack Surface Management
- Threat Research
- Managed Threat Hunting
- Phishing Readiness

Hybrid-Work Connectivity

Network Security

Cloud Security

Endpoint Security

- Secure Web Gateway
- DNS Security
- Malware Analysis
- Encrypted Traffic Management
- Email Security
- Network Analytics
- Intrusion Prevention
- Container Security
- System Hardening & Intrusion Detection
- Serverless Computing
- Endpoint Protection
- Endpoint Device Management
- Endpoint Encryption

User Experience Optimisation

Identity & Access Management

Remote Access

Endpoint Security

- Data Loss Prevention
- Endpoint Encryption
- Data Classification
- Cloud Access Security Broker
- Single Sign-On
- Privileged Access Management
- Secure Web Gateway
- ZTNA
- ADEM
- URL Filtering
- Identity Management
- Multi-Factor Authentication

Collaborative Workspaces

Content & Collaboration

Cloud Security

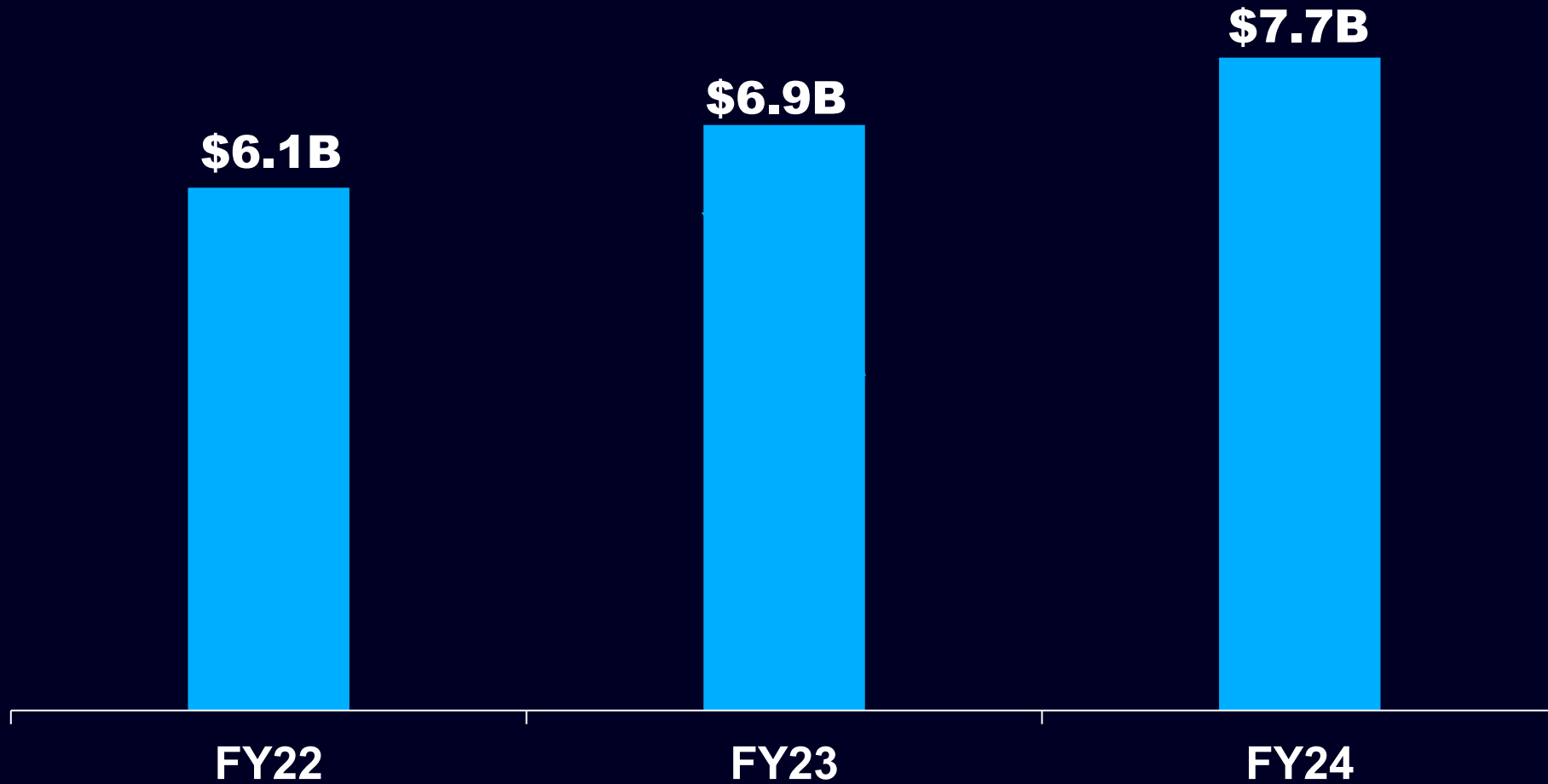
Endpoint Security

- Encryption in Transit
- Content Filtering
- Email Protection & Response
- Browser Isolation
- Container Security
- System Hardening & Intrusion Detection
- Serverless Computing
- Malware Scanning for Storage
- Container Security
- Data Loss Prevention for Cloud
- Cloud System Hardening & Workload Protection

The background of the image is a close-up, angled view of a computer chip. The chip is illuminated with a strong blue light, creating a digital and technological atmosphere. The surface of the chip is covered in intricate patterns of small, glowing blue dots and lines, which resemble a circuit board or a data visualization. The perspective is from a slightly elevated angle, looking down at the chip, which adds depth to the image. The overall color palette is dominated by various shades of blue, from deep navy to bright cyan, with some white highlights from the glowing elements.

**Complexity is the
Enemy of Security**

Total Addressable Market



Total Information Security & Risk Management End User Spending in Australia*

What We Do



Safeguard our customers' Identities, Information, Infrastructure and Applications



Proactively assist our customers in managing Cyber Security Risks



Enhance customer capabilities with Managed Security Services and SOC



Drive Adoption & Consumption with Services & Lifecycle

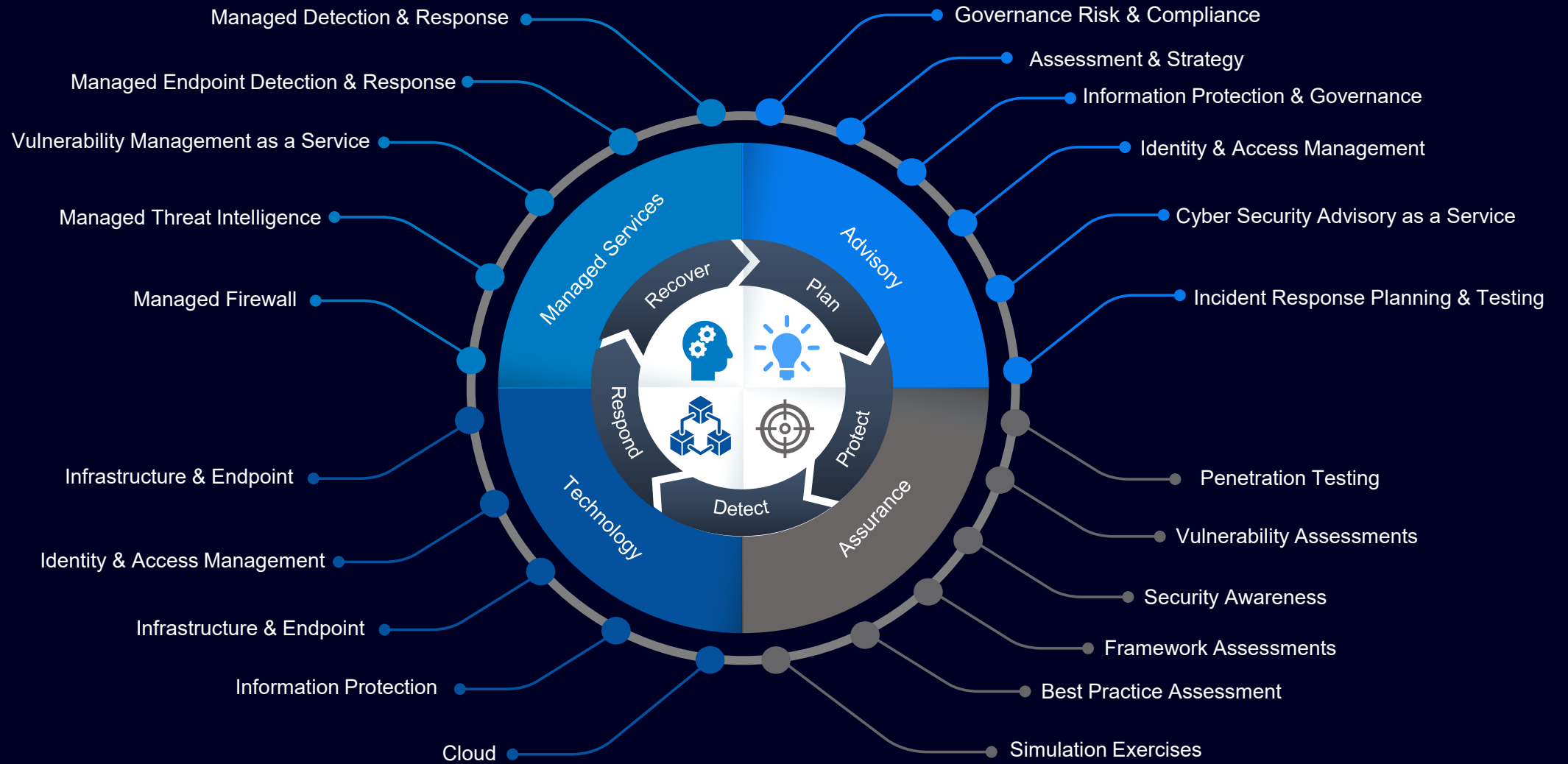


Enable and secure our customers' cloud strategy

Reduce Complexity

Can you run it for me?

What Do I Plan for?



What technology do I need?

Am I protected?



Delinea

SecurityHQ



FORTINET



mimecast®





Government



Commercial



Enterprise



Education



Healthcare



**Mining &
Construction**



Government



Commercial



Enterprise



Education



Healthcare



**Mining &
Construction**

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**Complexity is the
Enemy of Security**

Q&A

Data#3



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Data#3

A large, three-dimensional blue sign with white outlines is mounted on the white facade of a modern building. The sign is positioned above a large glass window. The building's architecture is clean and contemporary, with a clear blue sky in the background.