

Serious about Cyber-Security



Cybr5 is a newly-formed company specifically created by SafeShare’s original founder, Trent Telford, to reacquire the SafeShare business from its existing listed parent company.

Focusing on federal government, intelligence communities, defence and the companies they deal with in the cloud.

Currently on track for \$1m revenue by June 30/19 with a 252% YoY growth, with a focus on the Five-Eyes Nations.

SafeShare

SafeShare is a cyber-security business specialising in data protection with a focus on the Five-Eyes Nations and targeting federal governments, the defense industry, intelligence communities and the enterprise companies they deal with in the cloud.

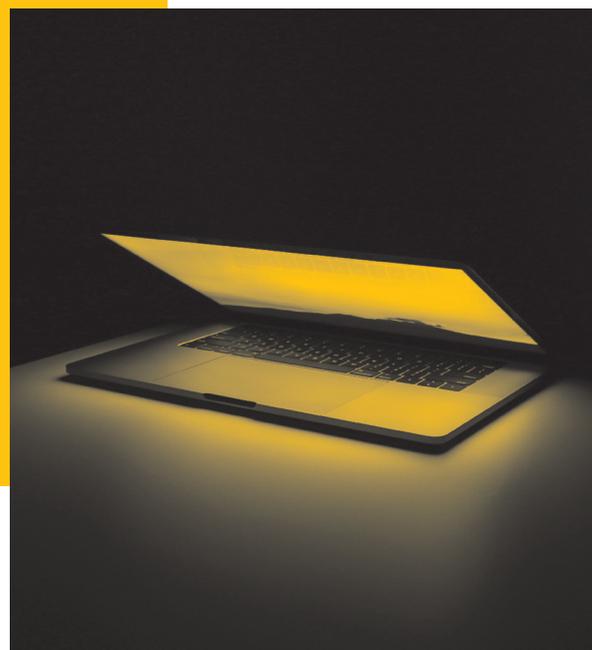
- Currently breaking even and on track for \$1m revenue for the year ending June 2019, with average YoY growth for the past 4 years of 252%.
- SafeShare is a proven public/private/hybrid cloud, offering sensitive file sharing that is unrivalled for security.
- SafeShare employs the very latest technology including BlockChain and key fragmentation.
- Already in use by over 10,000 thousand government employees and Contractors, SafeShare is set to for further accelerated growth as a private company.
- SafeShare is compliant with Azure, AWS, Australian Government, UK Government, US Government and ITAR requirements.

Cybr5 & SafeShare

Together with SafeShare, Cybr5 will be the solution for some of the biggest problems in the government and defence industry, opening opportunities for rapid growth.

Behind Cybr5

Driving us forward is an outstanding management team with decades of experience across the Board in Cyber Security, Federal Government and Collective Defense. This includes US and Australian luminaries.



Opportunities for growth

No other cloud security content and file sharing company will be able to provide Blockchain alongside Location Based Access Control – it is truly unique and of global value to existing and new customers. This will transform how government and related enterprises manage global meetings and conferences when it comes to sensitive information.

Key market metrics

- IDC reports a \$50 billion cloud file sharing market.
- Combined, Box and Dropbox only make up \$1.6 billion of the cloud sharing market for 2017.
- Based on the same metrics Dropbox and Box are valued at, Cybr5 forthcoming FY would see it valued at between \$16m and \$39m – over \$250m based on future forecasts.
- With compliance a key priority, BlockChain security is estimated to become a \$20 billion market by 2024.
- Currently, 71 out of 96 US Federal Agencies are at high risk from data theft.
- Data Privacy: CCPA and GDPR report that cybersecurity companies addressing data governance and compliance are the winners in 2018.
- Market value estimated growth: \$5.2b in 2018 to \$20b in 2025.

16,000
Paid users in
Government Agencies

SafeShare overview

Customers – Australia

- 16,000 paid users in Government Agencies.
- Australian Government poised for more growth as users are not yet on the latest SafeShare version; which includes Microsoft Office ‘Safe-Edit in the browser’, Blockchain upgrade and location based access control.

BlockChain Integration

- Worldwide superior security and audit for sensitive files.
- Overarching key-management framework for civil privacy and law enforcement needs.
- All versions and file history are written to the private BlockChain ie ‘The Federal Govt or UK BlockChain’.
- The encryption key for each version is broken up (fragmented) and distributed across the chain.

Location Based Access Control (Geo-Location) - coming this year

- Worldwide superior access based on ‘where you are’.
- The encryption keys can be blocked from the cloud service to the end user – based on the physical location OR the network.
- For example government employees are prevented from viewing files on their iphones anywhere outside Australia – or anywhere except China or other defined countries – or only in DFAT Wifi and authorised home networks. This is by combining our patented ‘secure objects’ technology that combines key, identity and file with geo-location and wifi/mobile network identifiers.

SafeShare numbers

Annual revenue was less than \$200k two years ago. Current FY is on track for greater than \$1m (recurring revenue stream)

(in AUD)	Forecast				
	FY19	FY20	FY21	FY22	FY23
Revenue	\$1,149,301	\$2,413,108	\$5,911,851	\$14,238,710	\$31,670,334
Total Operating Costs	\$(1,050,000) *	\$(2,527,399)	\$(5,316,381)	\$(7,829,214)	\$(12,434,317)
EBITDA	\$99,301	\$(114,292)	\$595,470	\$6,409,497	\$19,236,018

* Estimated operating costs as standalone entity from current parent company

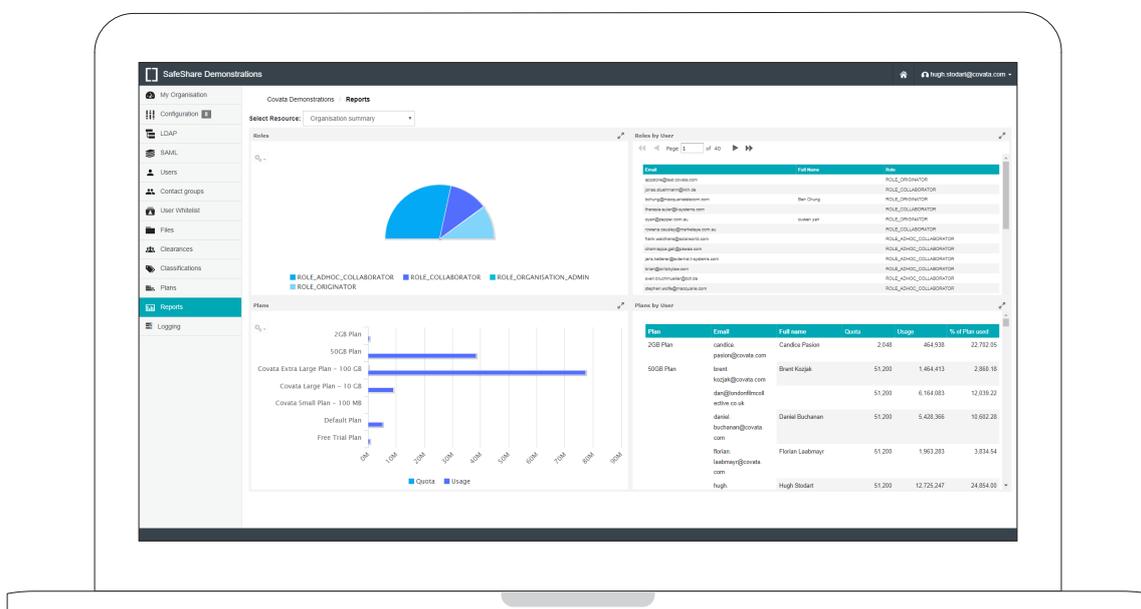
SafeShare opportunity for investors

Cybr5 has secured the right to repurchase Trent Telford’s original business at an attractive valuation from its listed parent following a strategic decision to exit from this business stream. The exit is no reflection on the underlying business – as the numbers and growth report.

A\$ 6 million bridge finance is sought immediately to facilitate this repurchase by the end of April 2019, giving investors who are able to act fast a truly unique opportunity to participate in a fast-growing, world-class data security business.

The company intends to complete an equity raise of up to A\$10 million during 2020 or potentially during late 2019. This will enable the bridge finance to be repaid as well as providing additional expansion capital. The company has genuine interest from US based VC firms validating the strategy and growth capital path under a private structure.

System Admin



Similar case studies

Egnyte announces Series E from Goldman Sachs of \$75m, averaging growth over 30% year-on-year.

“ In may 2017 Egnyte disclosed that it had reached free cash flow status... That last metric caught our eye, as it was, well, a surprise. Enterprise facing SaaS companies, especially firms under the umbrella in the EFSS, don't tend to be profitable”

Alex Wilhelm, Crunchbase

March 2018

Outline investor proposal

Providers of bridge finance will receive:

- Convertible loan notes for A\$ 6m
- Interest on the loan notes at a flat rate of 10% per annum
- Warrants, for 20% of the loan note value, at a 25% discount to the forthcoming equity raise
- In the event of no equity raise within 18 months, conversion of the notes into equity at a discounted A\$ 7.5m pre-money valuation
- Target value of cover \$100m within 4 years.

For more information,
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