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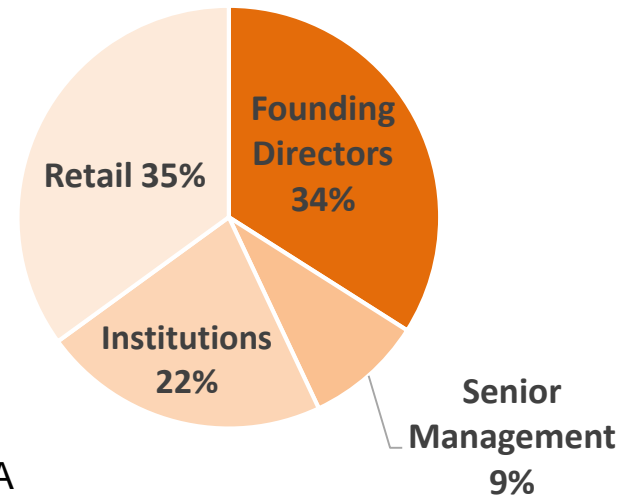
Corporate Information – 17 May 2016

- > ASX:BPF – listed 23 January 2014
- > Current share price: \$0.38
- > Market cap - \$60.3m

Background

- > Founded in 2000
- > 180 Staff, Sydney, Melbourne, Auckland, Wellington & USA
- > Over 700 corporate, government and enterprise customers
- > Customers include Qantas, Amaysim, Sydney Airport and Crownbet

Shareholder Breakdown



Company Overview - Board

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Chairman & Non-executive director - David Paterson was a Member of ASX Ltd and brings experience in capital markets and finance. He has been a director of several listed exploration and mining companies. Currently a director of UraniumSA Limited (ASX:USA). Chairman of Spencer Resources Ltd prior to its RTO by Bulletproof Networks.



CEO & Executive Director – Anthony Woodward, B.Sc. (Comp. Sci) Co-founder and CTO of ZipWorld, an internet access provider successfully sold to Pacific Internet in 1999. Co-founded Bulletproof in 2000, involved in development of the business strategy, management and rapid growth trajectory. Continues to drive corporate and business strategy & vision.



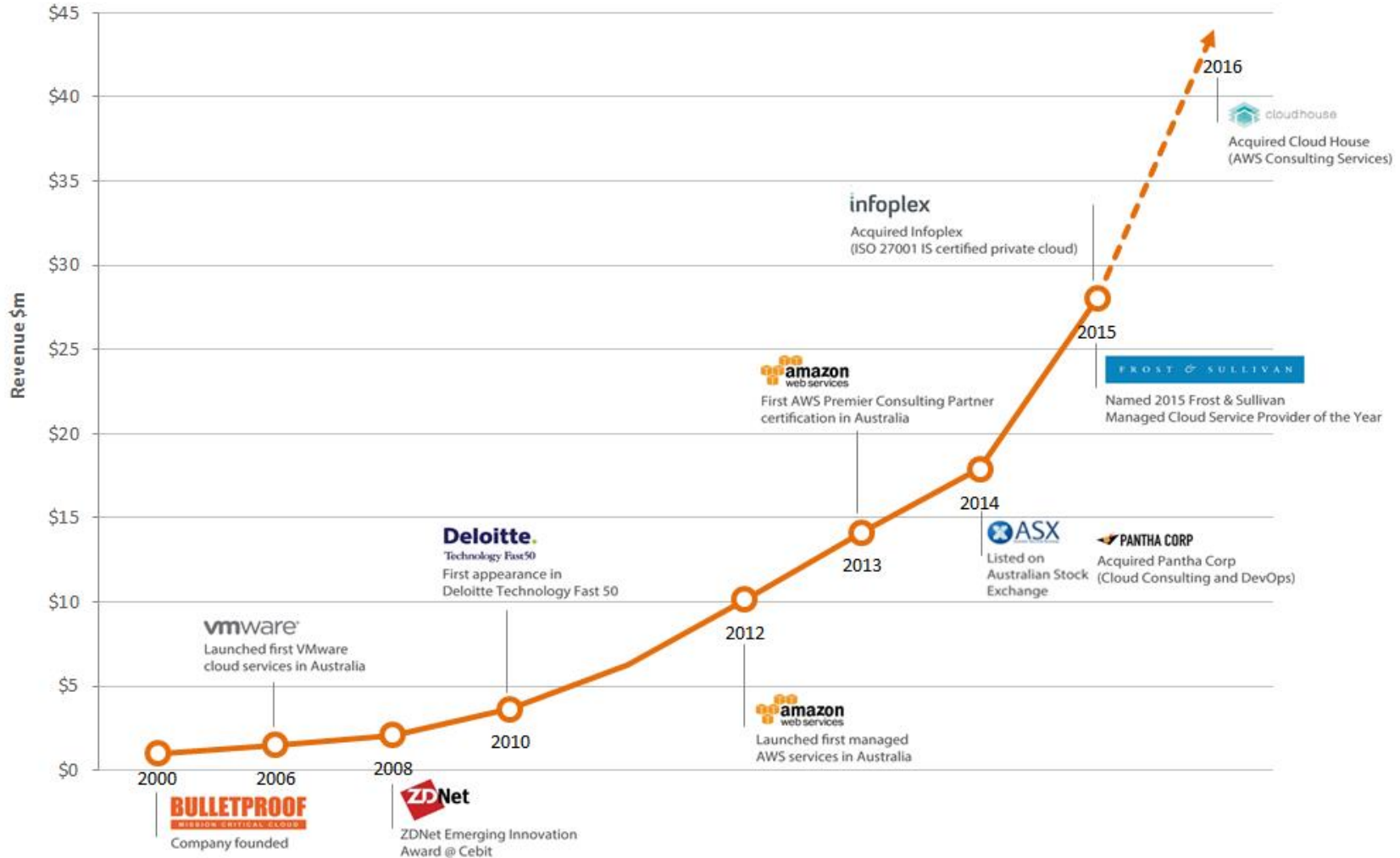
COO & Executive Director – Lorenzo Modesto. Over 15 years of experience in the Internet industry. At ZipWorld, responsible for growing product, promotion & sales at ~120% YoY until the company's sale in 1999. Oversaw Pacific Internet's development and launch of Australia's first business ADSL service in 2000 before co-founding Bulletproof. Has overseen Bulletproof's growth since 2008, striving for excellence in recruitment, operational improvement, transparency and service levels.



CFO & Company Secretary – Kylie Turner. Background in senior finance roles (including CFO) at various businesses including Managed Hosting provider Hostworks. Worked with Bulletproof since 2010 on finance management, and improving key financial reporting and forecasting tools, implementation of key HR policies and Company Secretarial duties

Company Overview - Timeline

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The Cloud – What is it?

Cloud Computing is a flexible way of accessing ubiquitous IT resources for consumers and businesses

With it, businesses can:

- access Servers and Storage located in 3rd party data centres, automatically and securely over a network
- access the capacity they need as usage requirements go up and down
- only pay for what they use, on a commodity basis
- transform business processes, tightly linking development of software with the automation of infrastructure needed to be truly agile

The capabilities that Cloud brings requires **expertise, experience** and **careful planning**, to deliver *security, reliability, performance* and *cost control*.

This provides significant value-adding opportunities.

The Cloud – Market Snapshot

Business use of cloud services is growing dramatically:

- 95% of organisations surveyed are using one or more clouds¹
- 82% of organisations surveyed are using a Multi-Cloud strategy¹
- Public Cloud growth CAGR 24.1% in APEJ²
- Private Cloud growth CAGR 38.1% in APEJ³

Type of Cloud	Major A/NZ Players	Managed By	Use Case
Global Hyperscale IaaS <ul style="list-style-type: none"> - Pay as you go - Global locations - Industry Standard - Application Platform 			New Applications Web & Digital Transformation Enterprise Applications <i>Dynamic, Customer-facing</i>
Provider Cloud <ul style="list-style-type: none"> - In country - Standard platforms (VMware, OpenStack) - Managed Options 		Provider Managed	Public/Private – enterprise apps Compliance Constraints Security / DR requirements <i>Stable, Enterprise-facing</i>

1. Rightscale 2016 State of the cloud report. 2. IDC – #US40709515 Dec 2015. 3. IDC – #259066, Sept 2015.

Bulletproof Services

Bulletproof is the *leading* Cloud Services Provider in Australia/NZ

We help customers at all stages of their journey to the cloud



Cloud & Infrastructure

Thinking about migrating some or all of your workloads to the Cloud? Unsure about where to start and how to get there?



Strategy & Innovation

Have an idea that you want to turn into reality? We'll give you the confidence to take full advantage of the cloud.



Agile, DevOps & Automation

Implement the building blocks for Agile, DevOps and Automation with Bulletproof as your trusted partner.



Digital Commerce & Marketplace

Gain retail agility with Bulletproof's Digital Commerce and Marketplace expertise to support your retail strategy.



Integration & APIs

Gain the Business Intelligence and roll out new services. We'll help your integrate your systems and modernise your data.

Customer Case Study - CrownBet



CrownBet

"You have to trust that the partner can do their job, because you're essentially going from 100% internally managed, to an ideal fully managed environment – allowing you to concentrate on business specific activities and stay ahead of the game.

Bulletproof are fundamental to our innovation and business strategy. We love having Bulletproof as our trusted partner!"

- Gus D'Onofrio, CTO

- Australian-owned online wagering company
- Selected Bulletproof as Managed Cloud Partner in 2014 at their inception
- Bulletproof provides:
 - advice, architecture design, cost optimisation, technology leadership
 - Implementation of infrastructure using Private and Public cloud (Hybrid cloud)
 - Ongoing managed services of the Crownbet Hybrid Cloud platform
- Melbourne Cup Day: **1500% increase in transactions over peak period**
- Total Cost of Ownership **savings of \$2.9m** over 3 years compared with owned, dedicated infrastructure
- Bulletproof helped deliver 100% availability for cloud-based wagering applications during spring carnival 2014 & 2015

Key Customers

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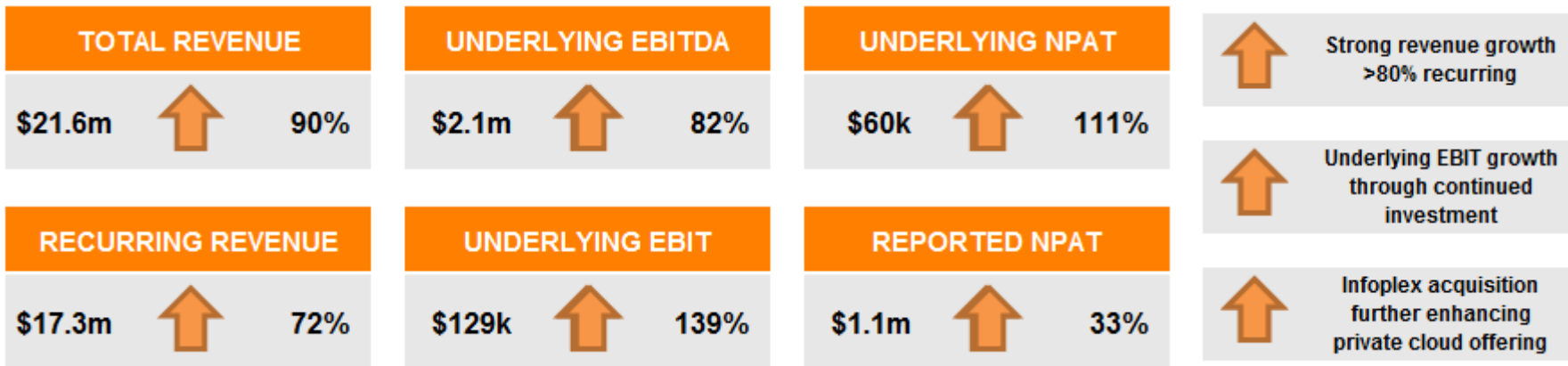
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Financial Overview

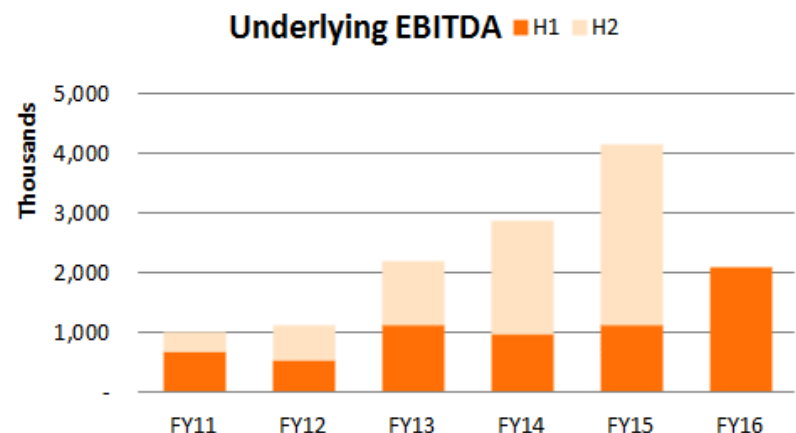
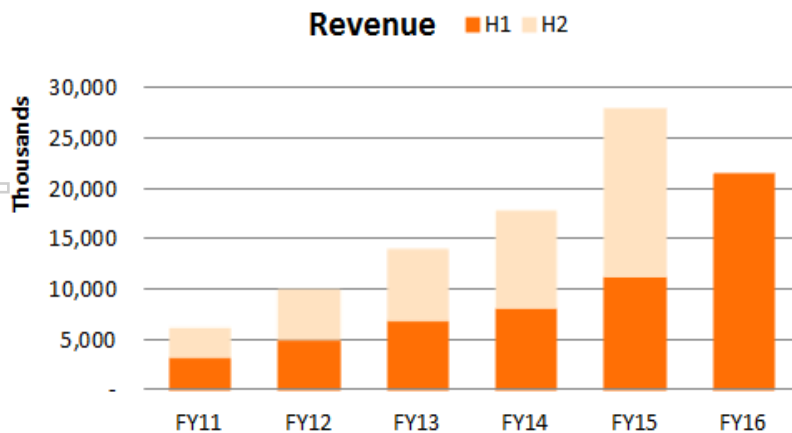
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H1 FY16 Highlights



Comparison to H1 FY15

Underlying numbers net of acquisition costs, Financial liabilities re-valuation, Bargain purchase on business combination



The Future

Continued Execution on Opportunity

- Expected continued strong growth in end to end Cloud Services Revenues
- Integration of acquisitions delivering wider offering and cross-synergies
- Continued leadership as premier A/NZ end-to-end Cloud Services provider

Ongoing Revenue and Profitability Growth

- Integration of acquired and rapidly growing organic revenue streams
- Growth rates expected to be above market rates of 25-30% CAGR
- Cross-selling opportunities provide customer revenue growth opportunities

Continued development of Application products

- Dedicated Product Development area continues to deliver
- Application Products live with key customers
- Revenues expected to grow in future periods

Contact us

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