ASX ANNOUNCEMENT
20 August 2026

SALES PERFORMANCE, PIPELINE GROWTH AND EMERGING AI OPPORTUNITIES

Excite Technology Services Limited (**Excite** or the **Company**) (**ASX: EXT**) is pleased to provide an update on recent sales performance, revenue visibility and emerging growth opportunities across its Excite Cyber business.

$3.122 Million in Sales Closed and Won
Excite recorded $3.122 million in total sales closed and won during June and July 2026, comprising engagements across Federal and State Government agencies and private sector customers.

Of the $3.122 million:

- **$2.235 million** was generated across 99 individual transactions, predominantly from Government customers; and
- **$887,000** was generated from private sector customers, of which approximately $655,000 represents recurring revenue.

Government sales were generated across agencies operating within the law enforcement, defence and anti-corruption sectors. Revenue comprised a combination of services and technology product resale, including solutions from Cellebrite, Nuix and other technology partners.

Excite Cyber's private sector customer base continues to span a diverse range of industries, including banking and financial services, technology, aged care and healthcare, critical infrastructure, renewable energy, engineering and construction.

Strong Pipeline and Revenue Visibility
Excite continues to experience pipeline growth across both its Government and private sector markets.

The Company has already booked more than 50% of its anticipated revenue for the remainder of the financial year. The reduction in operating costs continues to allow Excite to compete in a tight market and the business is achieving a healthy pipeline win rate.

This combination of reduced operating costs, contracted revenue, recurring revenue and pipeline conversion provides the Company with increased revenue visibility and supports its objective of delivering year-on-year revenue growth.

Emerging AI Cyber Security Opportunity
Excite is also experiencing increased customer demand for AI cyber security readiness, governance and implementation services.

During the previous quarter, the Company completed an AI-related customer engagement in the technology sector. Excite's current pipeline of identified AI-related opportunities now exceeds $200,000 and continues to accelerate.

ABN 61 120 658 497
Level 2, 157 Walker Street, North Sydney, NSW, 2060

The Company considers AI cyber security to be an emerging growth opportunity as organisations increasingly assess the security, governance and implementation requirements associated with adopting artificial intelligence technologies.

Excite is also assessing the longer-term opportunities arising from the convergence of AI, cyber security and humanoid robotics.

The Company believes these technologies have the potential to create a significant addressable market and is considering the capabilities and partnerships required to participate in this emerging sector.

Pathway Towards Profitability

Alongside the continued focus on revenue growth, Excite has undertaken initiatives that have delivered approximately $5.5 million in operational cost reductions. The operational cost reduction initiatives commenced in October 2025, with the associated benefits progressively reflected in the P&L over the subsequent months.

The combination of a reduced operating cost base, increased revenue visibility, recurring revenue growth and continued pipeline conversion provides a stronger foundation for improved financial performance.

Based on the Company's current sales pipeline, contracted revenue and operating cost structure, Excite continues to progress towards profitability. The Company will continue to update shareholders as material contracts and developments arise.

This announcement has been authorised by the Board.

Excite Technology Services investor relations contacts:
Steven Bliim
Non-Executive Director
Excite Technology Services Limited
Steven.Bliim@excitecyber.com

About Excite Technology Services Limited

Excite offers comprehensive cybersecurity services, including threat prevention, managed cloud and IT services, specialist digital forensics, incident response, forensic investigations, and accredited training to ensure a safe Australia.