



01 Communique Laboratory Inc.

Fall 2020 Investor Presentation

TSX-V: ONE | OTCQB: OONEF

# First to Market Cybersecurity Provider for Quantum Computing Era



Tomorrow's Cyber Security. Today

**I R O N C A P**



# Disclaimer

Certain statements in this presentation may constitute “forward-looking” statements which involve known and unknown risks, uncertainties and other factors which may cause the actual results, performance or achievements of the Company, or industry results, to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. When used in this presentation, such statements use such words as “may”, “will”, “expect”, “believe”, “anticipate”, “plan”, “intend”, “are confident” and other similar terminology. Such statements include statements regarding the Company’s ability to grow revenues and margins, the business prospects of *IronCAP X™*, the future of quantum computers and their impact on the Company’s product offering, the functionality of the Company’s products and the intended product lines for the Company’s technology. These statements reflect current expectations regarding future events and operating performance and speak only as of the date of this presentation. Forward-looking statements involve significant risks and uncertainties, should not be read as guarantees of future performance or results, and will not necessarily be accurate indications of whether or not such results will be achieved. A number of factors could cause actual results to differ materially from the matters discussed in the forward-looking statements, including, but not limited to, a delay in the anticipated adoption of quantum computers and a corresponding delay in Q day, the ability for the Company to generate sales, and gain adoption of, *IronCAP X™*, the ability of the Company to raise financing to pursue its business plan, competing products that provide a superior product, competitors with greater resources and the factors discussed under “Risk and Uncertainties” in the company’s Management’s Discussion and Analysis document filed on SEDAR. Although the forward-looking statements contained in this presentation are based upon what management of the Company believes are reasonable assumptions, the company cannot assure investors that actual results will be consistent with these forward-looking statements. These forward-looking statements are made as of the date of this presentation, and the company assumes no obligation to update or revise them to reflect new events or circumstances.

This presentation contains statistical data, market research and industry forecasts that were obtained from third party web sites, publications and reports or are based on estimates derived from such publications and reports and the Company’s knowledge of, and experience in, the markets in which it operates. The third party publications and reports generally indicate that they have obtained their information from sources believed to be reliable, but do not guarantee the accuracy and completeness of their information. Actual outcomes may vary materially from those forecasts in such publications or reports, and the prospect for material variation can be expected to increase as the length of the forecast period increases. While the Company believes this data to be reliable, market and industry data is subject to variations and cannot be verified due to limits on the availability and reliability of data inputs and other limitations and uncertainties inherent in any statistical survey. Accordingly, the accuracy, currency and completeness of this information cannot be guaranteed. The Company has not independently verified any of the data from third-party sources included in this presentation or ascertained the underlying assumptions relied upon by such sources.



**01 Communique**  
(TSX-V: ONE | OTCQB: OONEF)

# Cybersecurity for Quantum Computing Era

## 01 Communique's IronCAP X Enterprise Version Launching Q1 2021<sup>1</sup>

- Disruptive quantum-safe cybersecurity SaaS company
- One of the first-to-market with patent-pending technologies
- Massive Total Addressable Global Market with World-class, early-adopter partners: CGI, Hitachi, PwC
- High growth opportunity provides a valuation/financial inflection point
- Q-day represents a massive potential catalyst



**01 Communique**  
(TSX-V: ONE | OTCQB: OONEF)

# Quantum Computing

- MILLIONS times faster than conventional computers
- Excessive computing power render today's encryption useless
- Race for Quantum supremacy is on globally



01 Communique  
(TSX-V: ONE | OTCQB: OONEF)

# The Threat is Here...

## Quantum Computers are commercially available

- IBM released Q in Jan 2019
- Google claimed Quantum Supremacy in Oct 2019
- Amazon launched Braket quantum service in Dec 2019
- Honeywell to increase the quantum volume x10 every year June 2020

## “Quantum Race” between the open and the closed world

- Open world: IBM, Google, Honeywell, D-Wave, etc.
- Closed world: Billions have been invested by many nations

## Grab-and-wait strategy presents serious threat

- Hackers seize data and incubate it pending future attack
- Quantum-safe protection is being considered NOW by large organizations foreseeing potential threat



01 Communique  
(TSX-V: ONE | OTCQB: OONEF)

# IronCAP Can Protect the Entire Market Place



Email & File Encryption



Cloud Storage



Website Security



Digital Signature



Blockchain



Remote Access VPN



Password Security



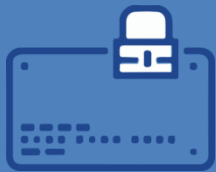
Credit Card Security



01 Communique  
(TSX-V: ONE | OTCQB: OONEF)

## Addressable Market

- Massive global encryption software market forecasted to nearly double from US\$0.6B in 2018 to US\$1.7B by 2024<sup>1</sup>



### Financial Transactions

**\$2b per year**

VISA / Master have 2b cards total

$\$1/\text{yr} \times 2\text{b} = \$2\text{b}/\text{yr}$



### Website Security

**\$3.4b per year**

170m active websites

$170\text{m} \times \$20/\text{yr} = \$3.4\text{b}/\text{yr}$



### Email Encryption

**\$7.3b per year**

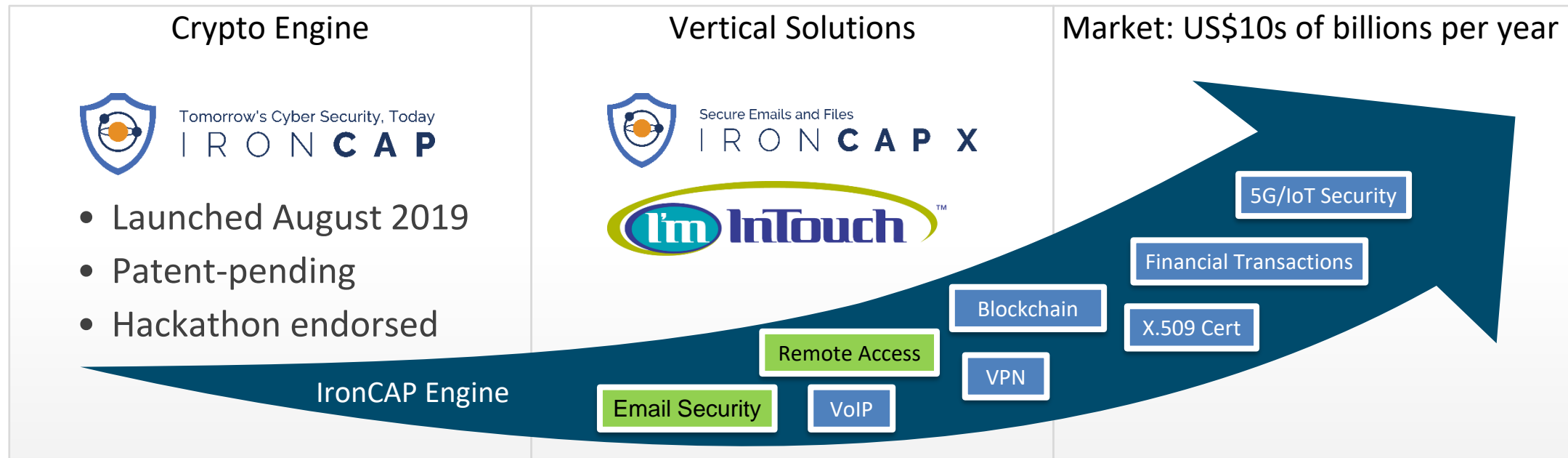
730m business email accounts

$730\text{m} \times \$10/\text{yr} = \$7.3\text{b}/\text{yr}$



01 Communique  
(TSX-V: ONE | OTCQB: OONEF)

## Go-To-Market



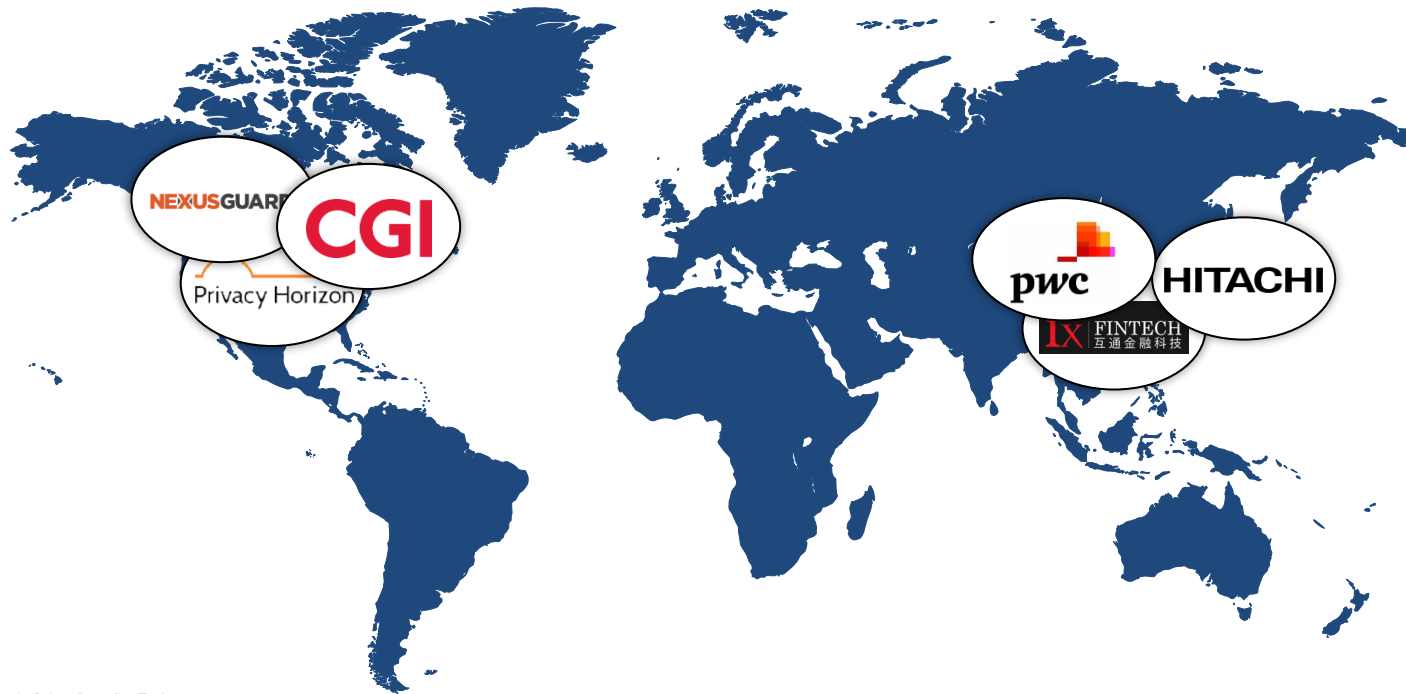




01 Communique  
(TSX-V: ONE | OTCQB: OONEF)

## Current Partnerships

Expecting to add at least eight more strategic partnerships over the next 12 – 18 months





**01 Communique**  
(TSX-V: ONE | OTCQB: OONEF)

# Focused on Continued Investment and Revenue and Earnings Growth

## Revenue and Earning Growth

- Continue to add strategic partners from 2021 onward
- Revenue acceleration from 2021 onward
- Targeting break-even profitability in 2022
- Anticipating rapid scaling between 2023-2025 (Q-Day dependent)

## Investment for Growth

- Sales and Business Development
- R&D
- Business Process





# 01 Communique

(TSX-V: ONE | OTCQB: OONEF)

## Capital Structure – No debt

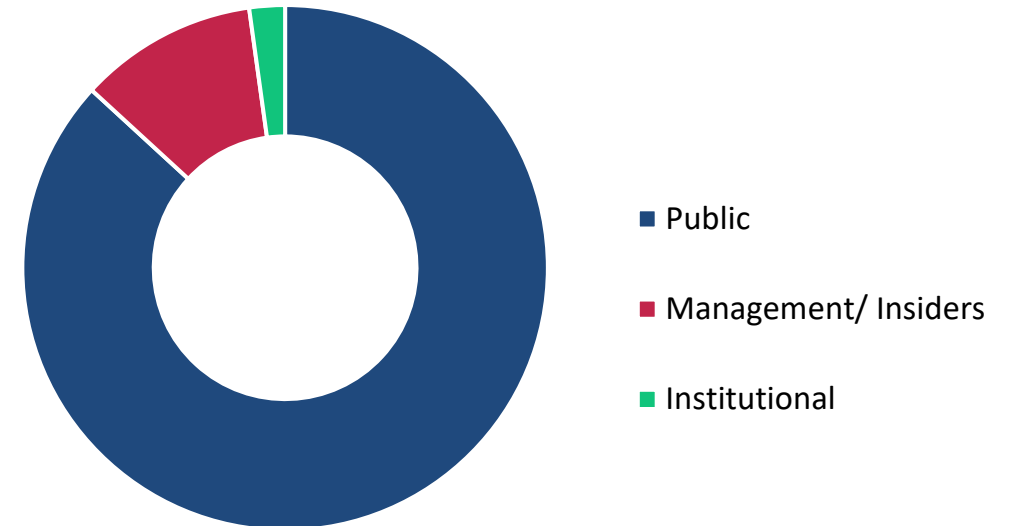
Fully Diluted Shares	95m	Cash	\$1.2m
Market Cap (in MM)	\$38m*	Debt	\$0
52 Week High/Low	\$0.47 / \$0.08	IronCAP R&D Invested	\$5m

\*Calculated at a share price of \$0.40

### Stock Chart



### Ownership Summary







**01 Communique**  
(TSX-V: ONE | OTCQB: OONEF)

# Management



**Andrew Cheung**  
Founder & CEO

- 25+ years experience in communications, mobile, and cyber security solutions development
- Led the IPO of 01 Communique in 2000 and was the nominee of Ernst & Young Entrepreneur Of The Year award in 2001
- 7 patents co-invented + several patent-pending applications
- Holds a B.Sc. (Hon) degree in Computer Science from the University of Western Ontario



**Professor Bezzateev**  
Crypto Scientist

- 35+ years experience in cryptography and error correction technologies
- 10 patents co-invented + several patent-pending applications
- +100 academic papers authored
- Head of Information Security (IS) Technologies Department at the St. Petersburg State University of Aerospace Instrumentation and a visiting professor at the faculty of IS Technologies at the ITMO University of St. Petersburg



**Sergey Strakhov**  
Chief Technology Officer

- 20+ years experience in cyber security and cryptographic related technologies
- 2 patents co-invented + several patent-pending applications
- Holds a M.Sc. in Engineering for Computer Systems from the St. Petersburg State University of Aerospace Instrumentation



## 01 Communique

(TSX-V: ONE | OTCQB: OONEF)

### Summary

- Q-Day can arrive any day with “quantum race” among the giants: IBM, Google, Honeywell, D-Wave, etc.
- Differentiators:
  - Patent-pending cryptography
  - Well-funded and debt free
  - Offering both the encryption engine and a vertical solution
  - Uncrackable security validated through month-long hackathon
- Company is at an inflection point:
  - Revenues on remote access product is growing in Japan
  - IronCAP is rolling out with world-class partnerships
  - Aimed at crossing into profitability within 1-2 years
  - Expect massive revenue and profit growth





01 Communique Laboratory Inc.

Fall 2020 Investor Presentation

TSX-V: ONE | OTCQB: OONEF

# First to Market Cybersecurity Provider for Quantum Computing Era



Tomorrow's Cyber Security. Today

**I R O N C A P**