



FIRSTWAVE
CLOUD SECURITY TECHNOLOGY

Firstwave Cloud Technology Limited (FCT) FY19 Results

FCT's Cloud Content Security Platform (CCSP) is a unique SaaS email, web & firewall security services orchestration platform for Telco / Service Providers that prevents cyber security threats from impacting their customers

Disclaimer

Summary information

This Presentation contains summary information about FirstWave Cloud Technology Ltd (FirstWave) and its activities current as at 30 August 2019, unless otherwise stated. The information in this Presentation does not purport to be complete. It should be read in conjunction with FirstWave's other periodic and continuous disclosure announcements lodged with the Australian Securities Exchange, which are available at www.asx.com.au.

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This Presentation is unaudited.

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Not an offer

This Presentation is not, and should not be considered, an offer or an invitation to acquire FirstWave shares.

Agenda

FY19 Performance

Progress on Path to Revenue

Summary



Crystallising the Opportunity

FY19 Performance



FY19 Chairman's Message

"The progression of FirstWave's Enable, Expand and Scale strategy is delivering truly exciting results. Having just completed our first full year of the Expand phase, we have actively established a growing international footprint with an immediate 'line of sight' to \$45 million in annualised recurring revenue."

Sam Saba, Chairman, 6 November 2018 to 30 June 2019

FY19 Performance Highlights



24% SaaS Revenue CAGR



26% Customer Order CAGR



\$37m Invested Capital









90% Recurring Revenue



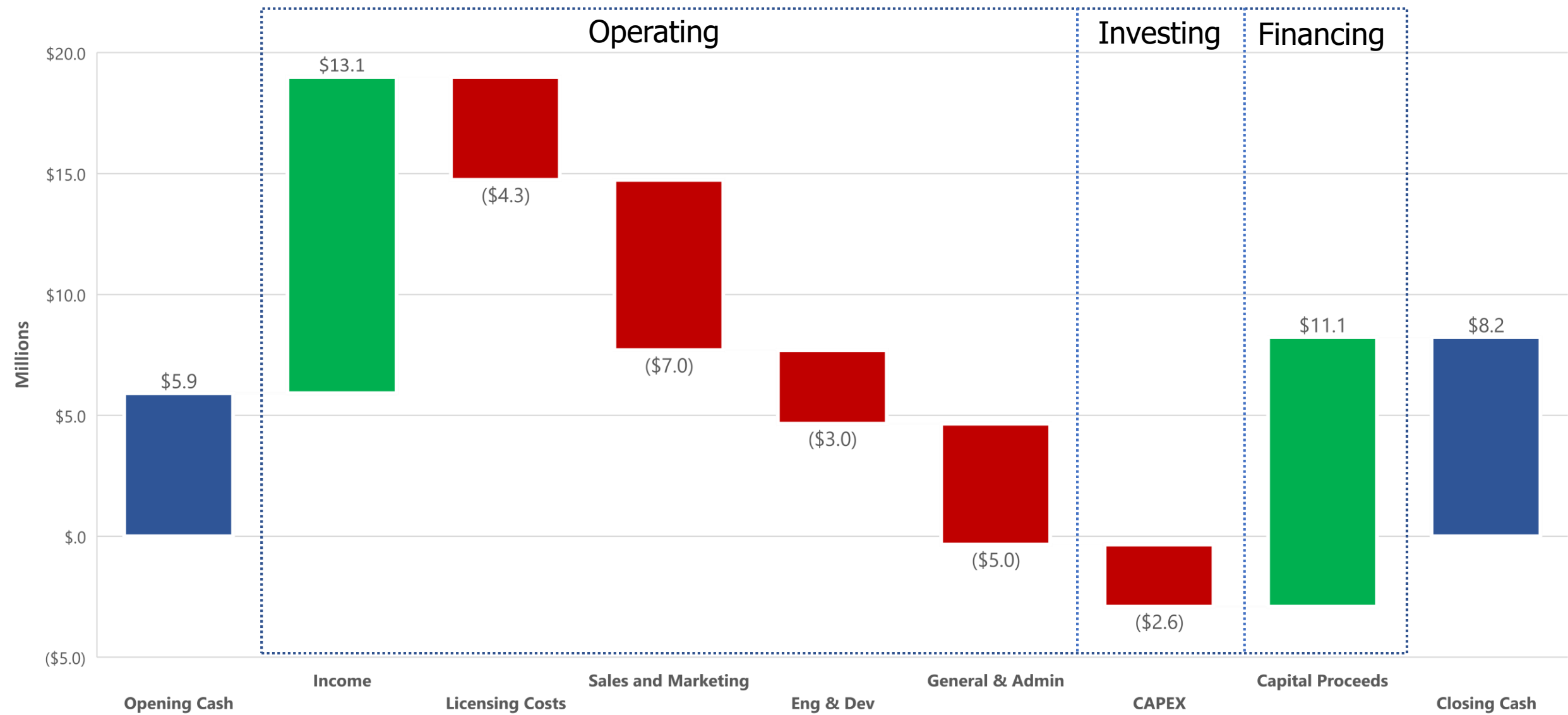
Average 1.34 Services
per Customer

FY19 Key Metrics

	FY19	FY18	CHANGE
REVENUE	\$8,831,731	\$7,817,128	 Up 13%
Licensing and Support	\$8,531,088	\$7,484,057	 Up 14%
Professional Services	\$300,643	\$333,071	 Down 9.7%
NPAT	(\$11,007,337)	(\$8,717,386)	
Non-cash Share based expenses	(\$1,009,962)*	(\$109,244)	 Up 825%
Capitalised Product and Development costs	\$2,167,980	\$1,531,906	 Up 42%
Cash and Cash Equivalents at June 30	\$8,061,168	\$5,782,873	 Up 39%
Capital Raised (net of expenses)	\$11,275,008	\$9,457,823	
Shares on Issue	280,805,705	224,733,105	
Shares under Option	38,951,333	19,520,000	
Shares issued on exercise of Options	0	0	

*In valuing stock options, the Black-Scholes valuation model has been applied with a volatility input measure of 64% based on historical share price movements. In the prior year this volatility measure was 34%'

FY19 Capital Movement

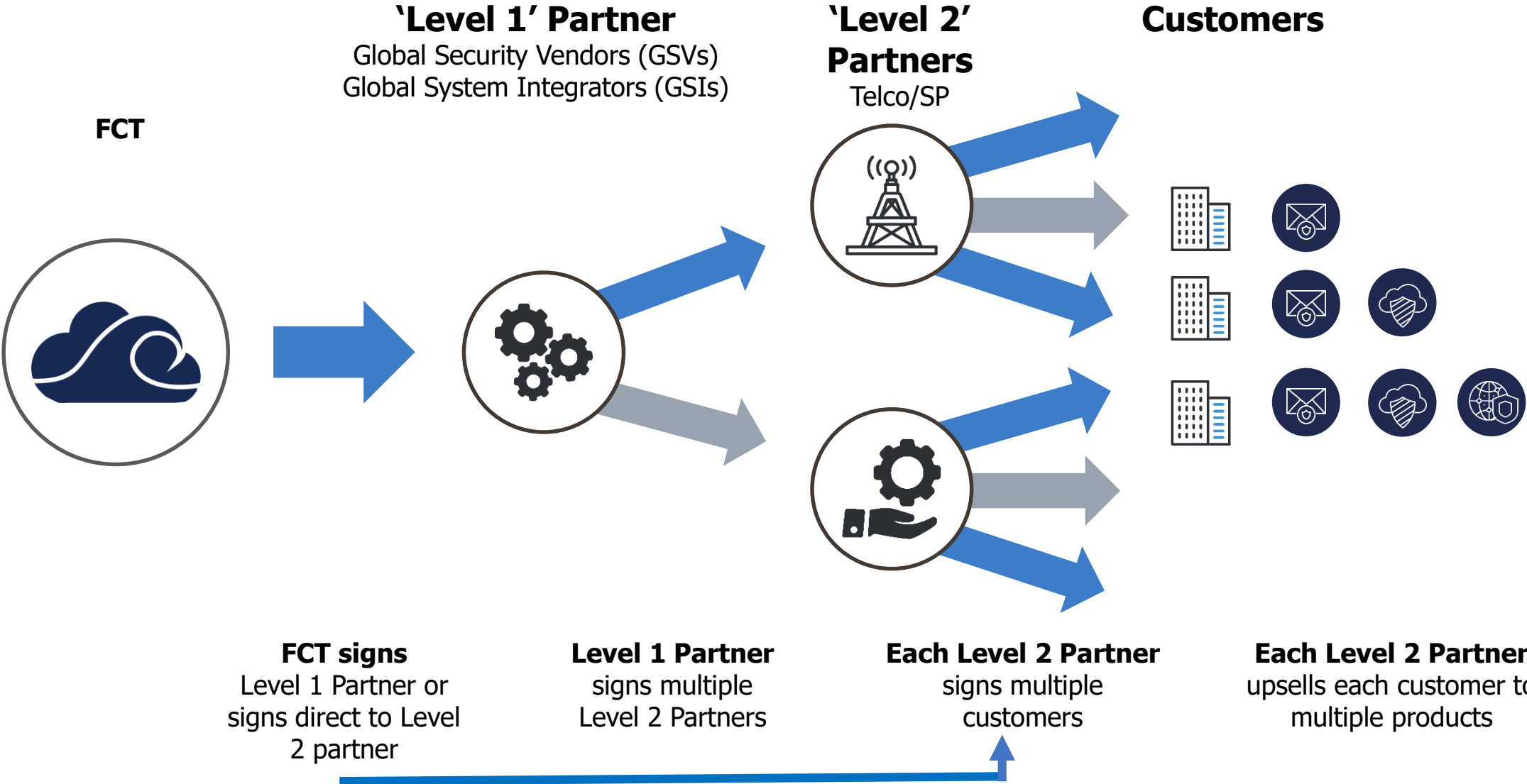


Crystallising the Opportunity

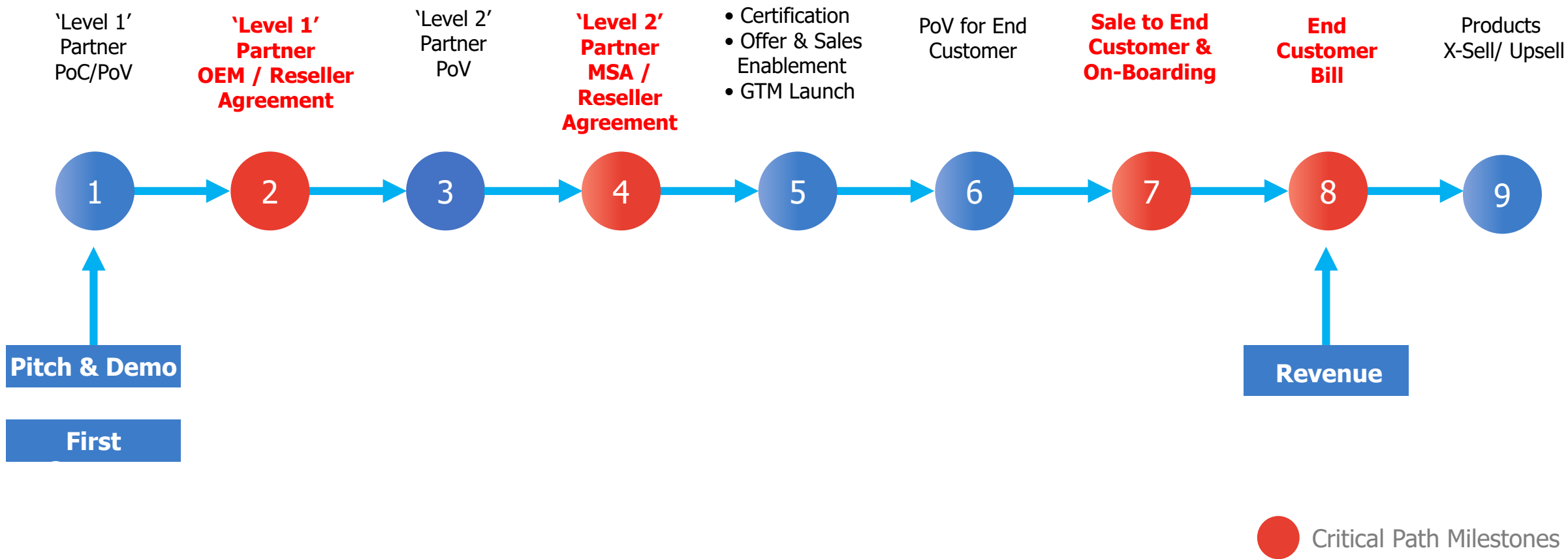
**Progress on Path to
Revenue**



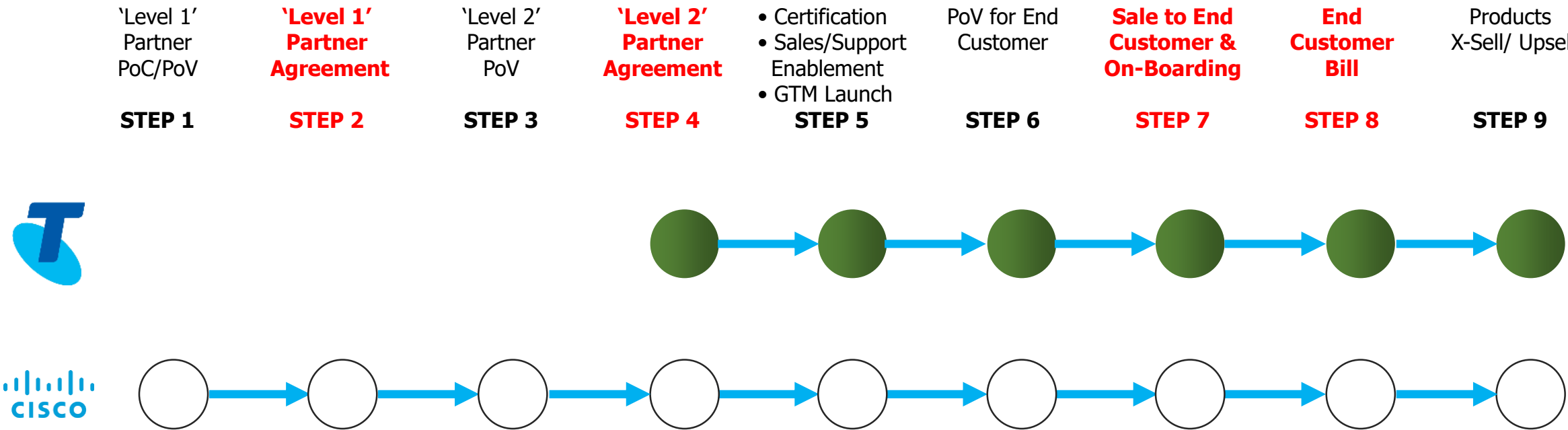
Go-to-Market maximises revenue



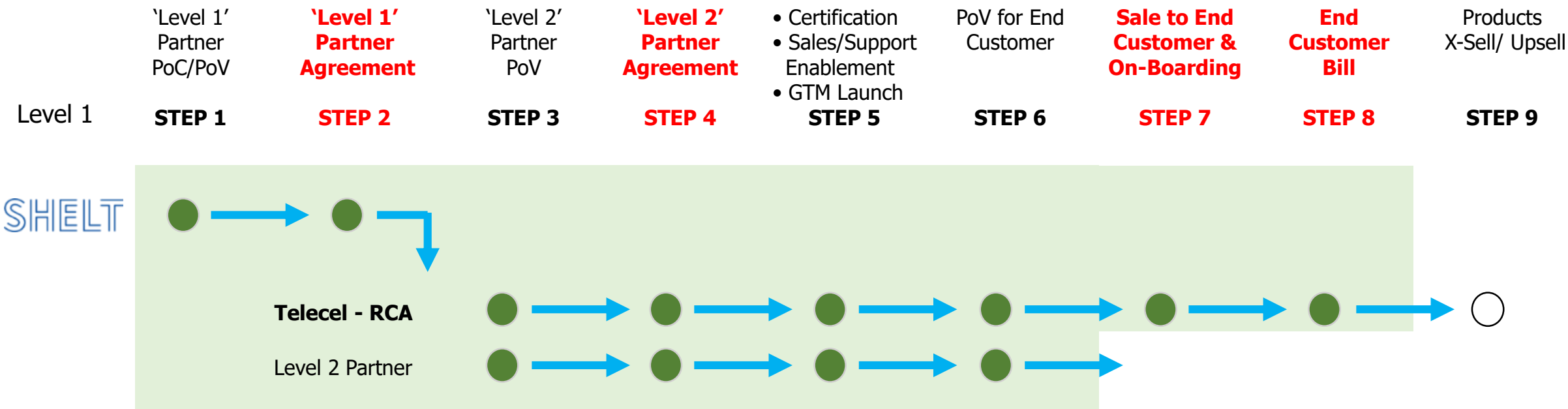
Path to revenue has clear milestones



FY19 commenced with many milestones to be achieved

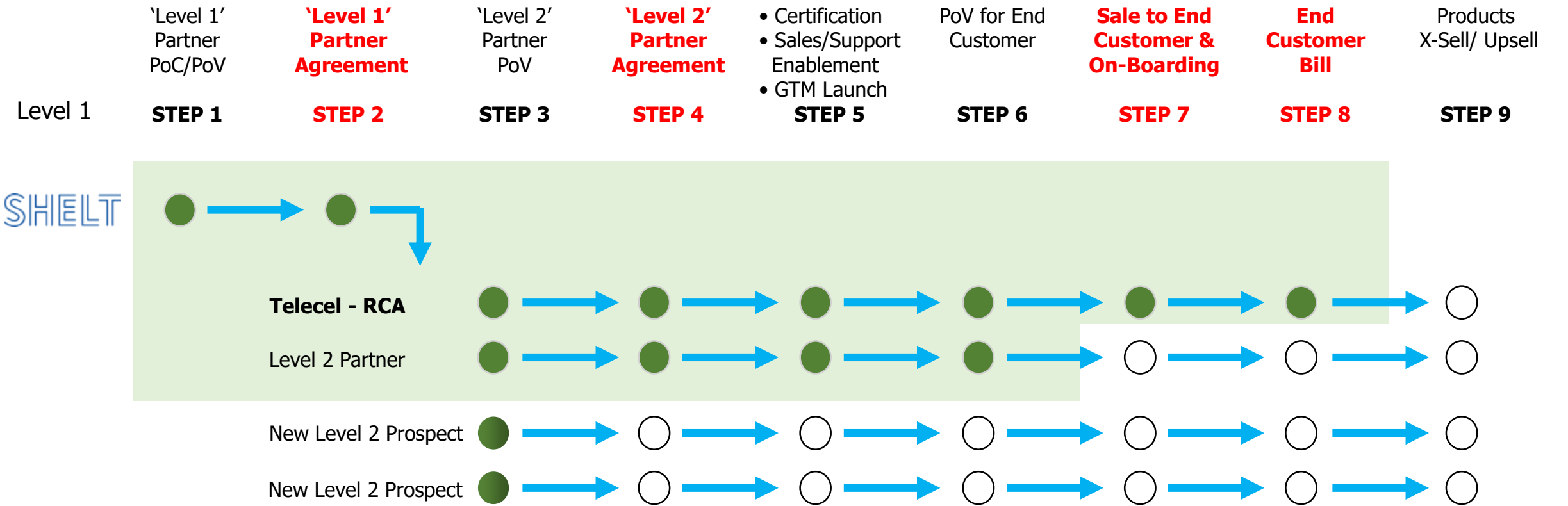


SHELT Group Update – as at 1 August



Indicates status at 1 August Investor Update

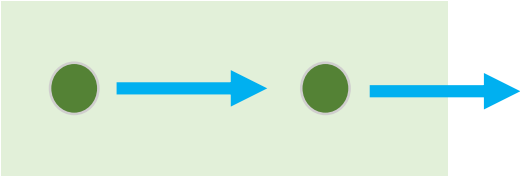
SHELT Group Update – as at 30 August



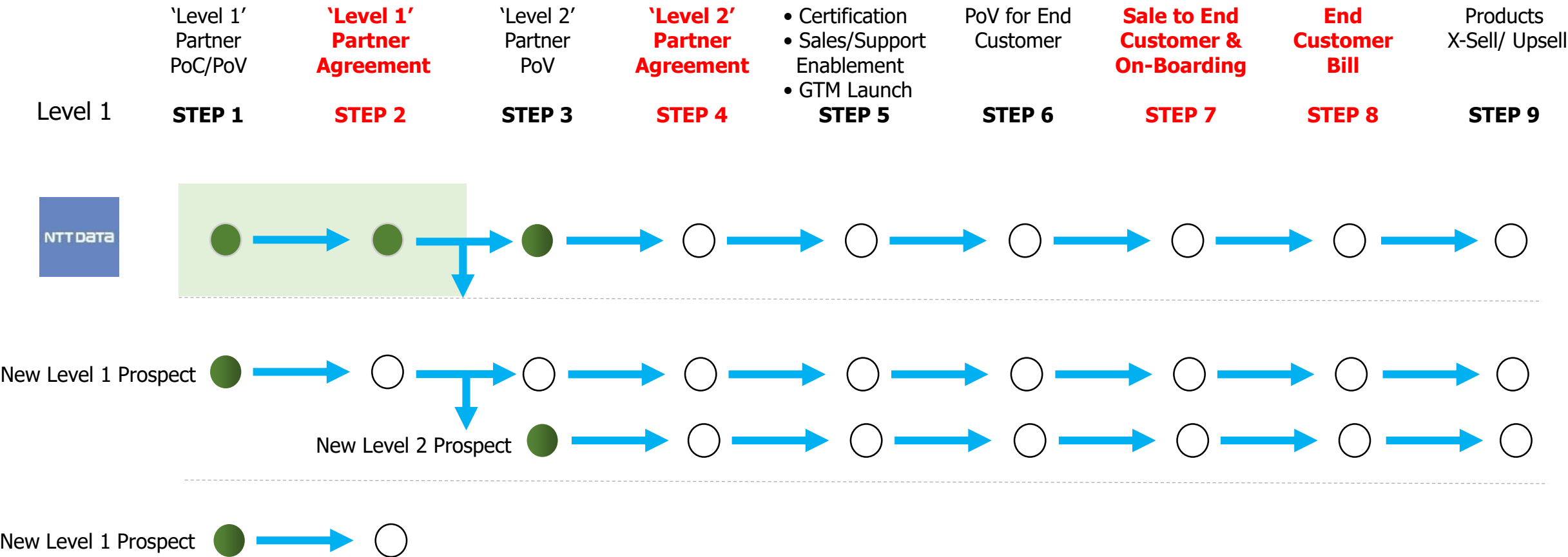
Indicates status at 1 August Investor Update

GSI Update – as at 1 August

	'Level 1' Partner PoC/PoV	'Level 1' Partner Agreement	'Level 2' Partner PoV	'Level 2' Partner Agreement	<ul style="list-style-type: none">• Certification• Sales/Support Enablement• GTM Launch	PoV for End Customer	Sale to End Customer & On-Boarding	End Customer Bill	Products X-Sell/ Upsell
Level 1	STEP 1	STEP 2	STEP 3	STEP 4	STEP 5	STEP 6	STEP 7	STEP 8	STEP 9

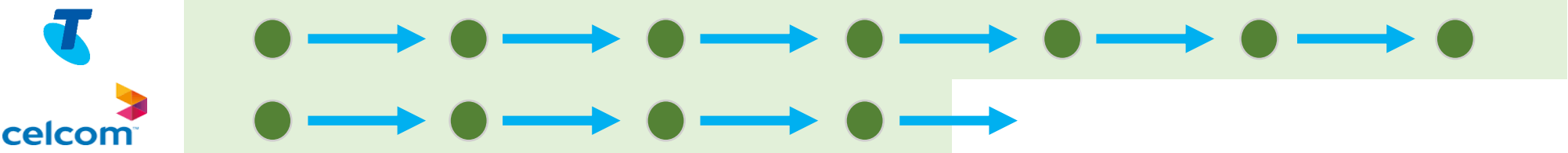


GSI Update – as at 30 August

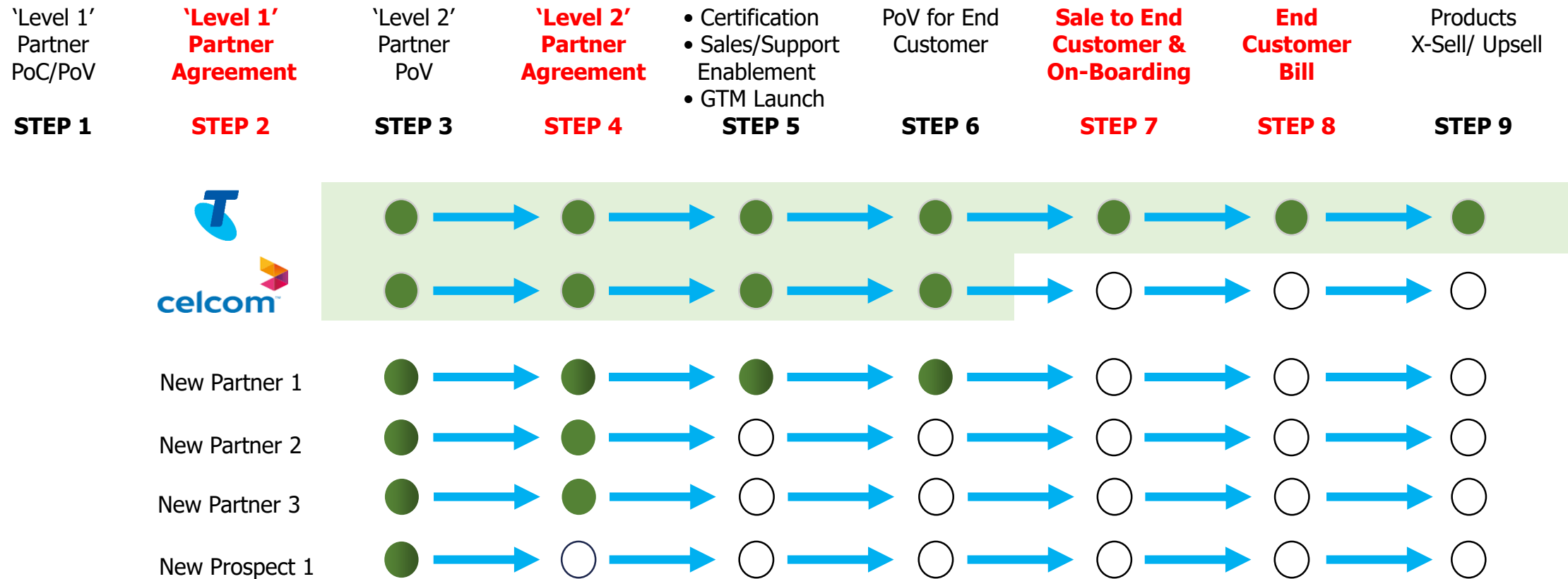


Telco Update – as at 1 August

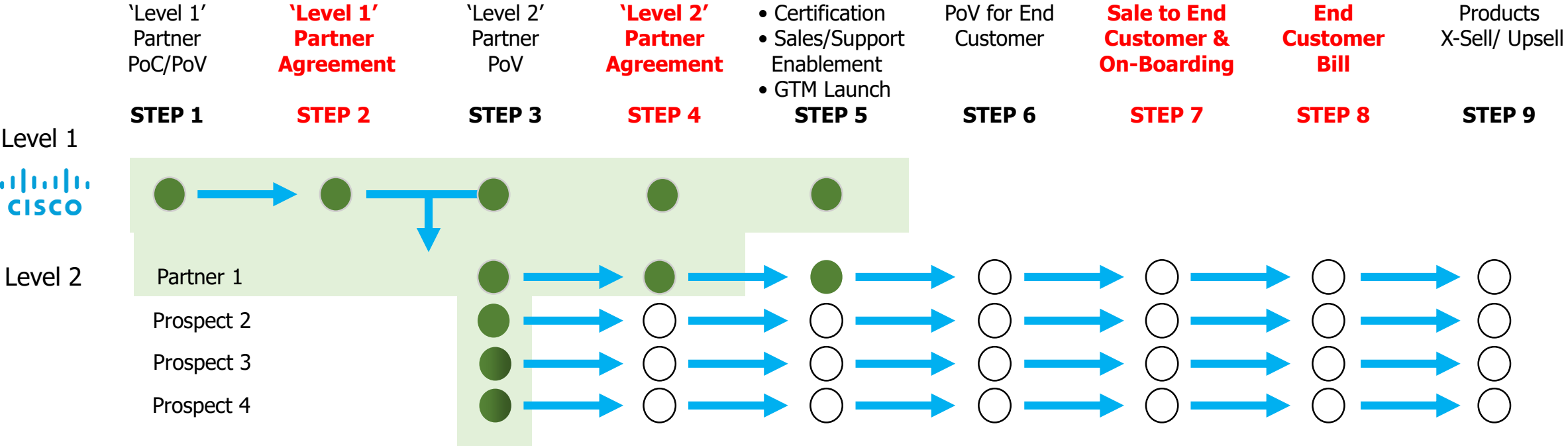
'Level 1' Partner PoC/PoV	'Level 1' Partner Agreement	'Level 2' Partner PoV	'Level 2' Partner Agreement	• Certification • Sales/Support Enablement • GTM Launch	PoV for End Customer	Sale to End Customer & On-Boarding	End Customer Bill	Products X-Sell/ Upsell
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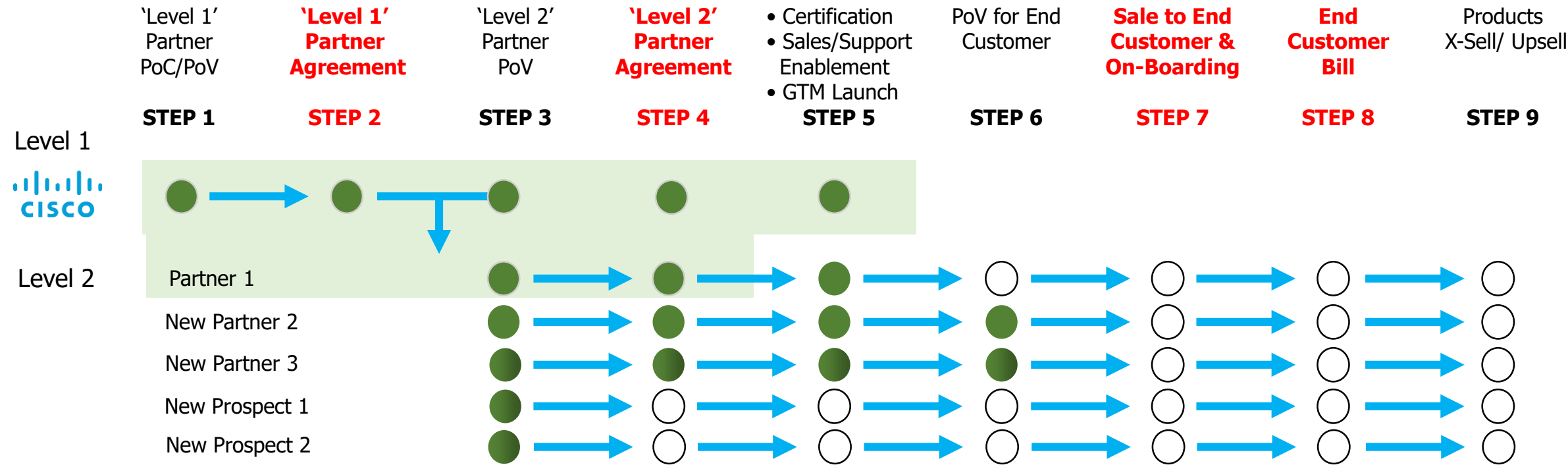
Telco Update – as at 30 August



Cisco Update – as at 1 August



Cisco Update – as at 30 August



Partners by region



Partner Update

1 August 2019

3 Level 1 Partners
5 Level 2 Partners
4 Level 2 Prospects



30 August 2019

3 Level 1 Partners
10 Level 2 Partners
2 Level 1 Prospects
6 Level 2 Prospects

Key Partner Commentary

- **Cisco** (Software OEM Licencing and Development Agreement)
 - Velocity increasing on the path to revenue
 - Cybersecurity Laboratory operational enabling progress on the product roadmap
 - Technical workshops scheduled on product roadmap for the first week of September
 - Two level 2 partners and two level 2 prospects
- **SHELT.com**
 - 2 new level 2 prospects added
 - FCT and SHELT.com to attend Telecoms World Middle East in September and jointly presenting a session on ***Driving Telco revenue through secure SME's***
- **Telco Update**
 - Three new level 2 partners and one prospect added
- **Global Systems Integrator (GSI)Update**
 - Two new level one prospects and one new level 2 prospect added

In Summary

- FY19 saw significant improvement in FirstWave's strategic positioning internationally
- With \$11m in capital raised in FY19
- The path to revenue has been significantly progressed since 1 August
 - 2 new level 1 prospects
 - 5 new Level 2 Partners
 - 2 new Level 1 Prospects
 - 2 new Level 2 Prospects

THANK YOU