



FIRSTWAVE
CLOUD TECHNOLOGY

INTRODUCING FIRSTWAVE CLOUD TECHNOLOGY (ASX: FCT)

September 2021



OUR MISSION

DEMOCRATISING

enterprise grade cybersecurity-as-a-service
for SMBs globally

DEMOCRATISING – *making accessible to everyone*



INTRODUCING FIRSTWAVE CLOUD TECHNOLOGY



- 1. HUGE MARKET OPPORTUNITY**

>\$150bn global spend, >\$29bn TAM and >\$4bn obtainable revenue today
- 2. UNIQUE CSaaS PLATFORM**

Provides SMBs access to best-in-class technologies globally
- 3. LARGE PARTNER NETWORK, HIGH REVENUE GROWTH**

>50 telco and ISP billing partners globally, \$9m ARR (International ARR grew 7x to \$3m FY20-FY21)
- 4. EXPERIENCED LEADERSHIP**

High-quality management team and board, globally-renowned technology advisors
- 5. KEY INFLECTION POINT**

Launching upgraded technology in Q3 FY22 – expected to remove friction, boost uptake and accelerate revenue growth



CYBERCRIME IS A GLOBAL PROBLEM

NSW department of education hit by cyber attack

Australia's New South Wales department of education takes some systems offline as a precautionary measure in response to a cyber attack last Thursday



By Aaron Tan, TechTarget

Published: 12 Jul 2021 8:29

Australia's New South Wales (NSW) department of education was hit by a cyber attack last Thursday, days before [remote learning](#) commenced in the new school term this week.

Increase your Cyber Resilience with Z

5 Tips to ensure your company, data and people are safe.

GET THE IDC REPORT

BlackBerry
Intelligent Security. Everywhere.

Australian organisations are quietly paying hackers millions in a 'tsunami of cyber crime'

ABC Science / By technology reporter James Purtill

Posted Fri 16 Jul 2021 at 6:00am, updated Fri 16 Jul 2021 at 6:15am

News / National

Nine Network under attack by cyber hackers, threatening news services nationwide



By 9News Staff | 7:04am Mar 29, 2021

Australia ranks third as most cyber attacked nation globally: Accenture

Australia accounted for 11 per cent of attacks in the first part of 2021.



Eleanor Dickinson (ARN)

05 August, 2021 09:14



THE WALL STREET JOURNAL.

Helen McCombie ▾

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POLITICS | NATIONAL SECURITY

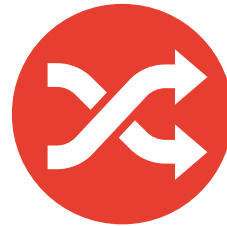
Biden Says Cybersecurity Is the 'Core National Security Challenge' at CEO Summit

First high-profile meeting between president and private sector on cybersecurity focuses on what Biden sees as a national security threat

GLOBAL PROBLEM



>\$150bn p.a. spent fighting cyber crime



Cybersecurity market highly complex and fragmented



Telcos and ISPs face competition and margin pressure



SMBs lack the resources necessary to protect themselves

GLOBAL OPPORTUNITY

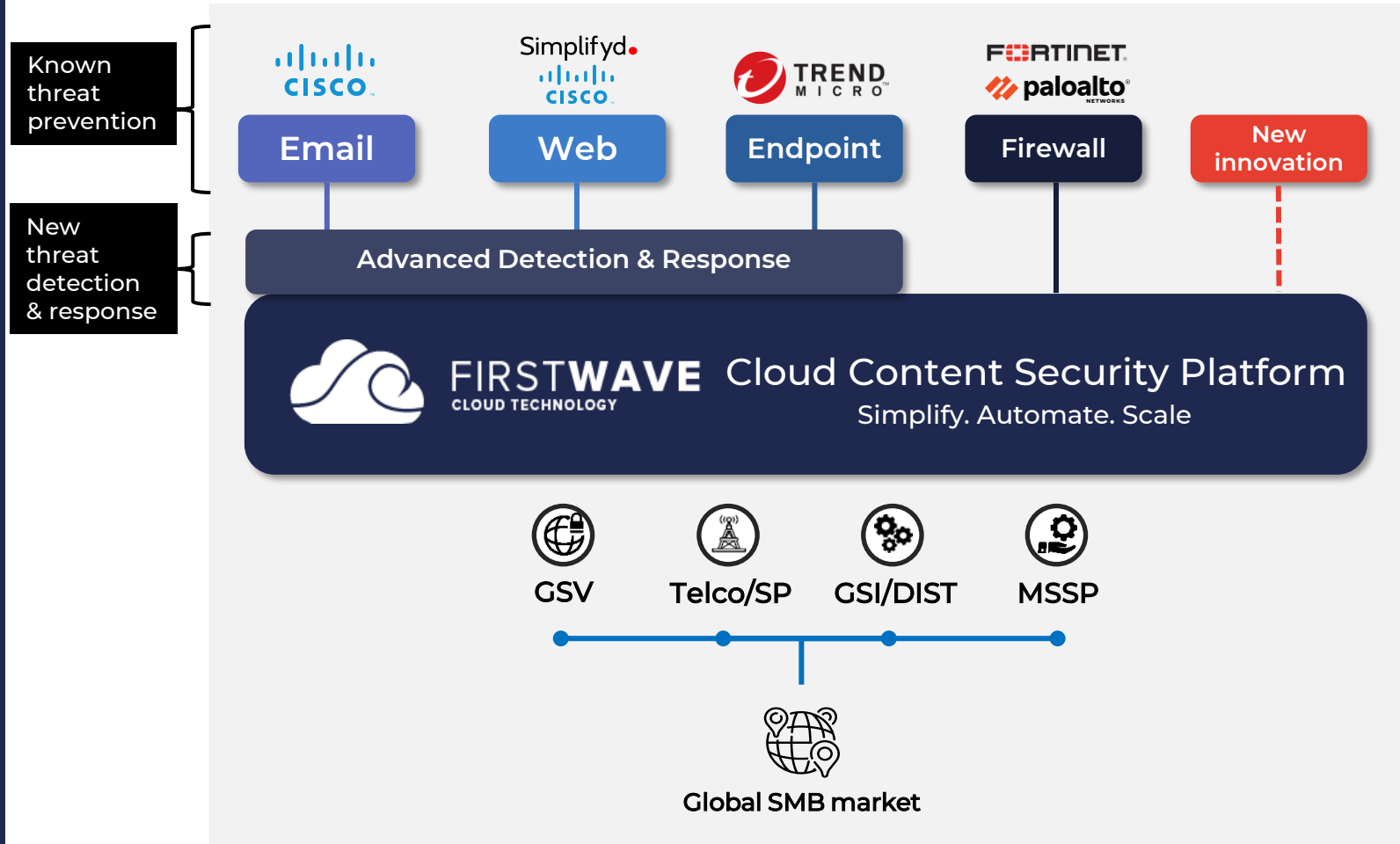
Service Providers
who serve SMBs



>\$4bn
obtainable
revenue today

OUR UNIQUE SOLUTION

FIRSTWAVE CLOUD CONTENT SECURITY PLATFORM (CCSP)



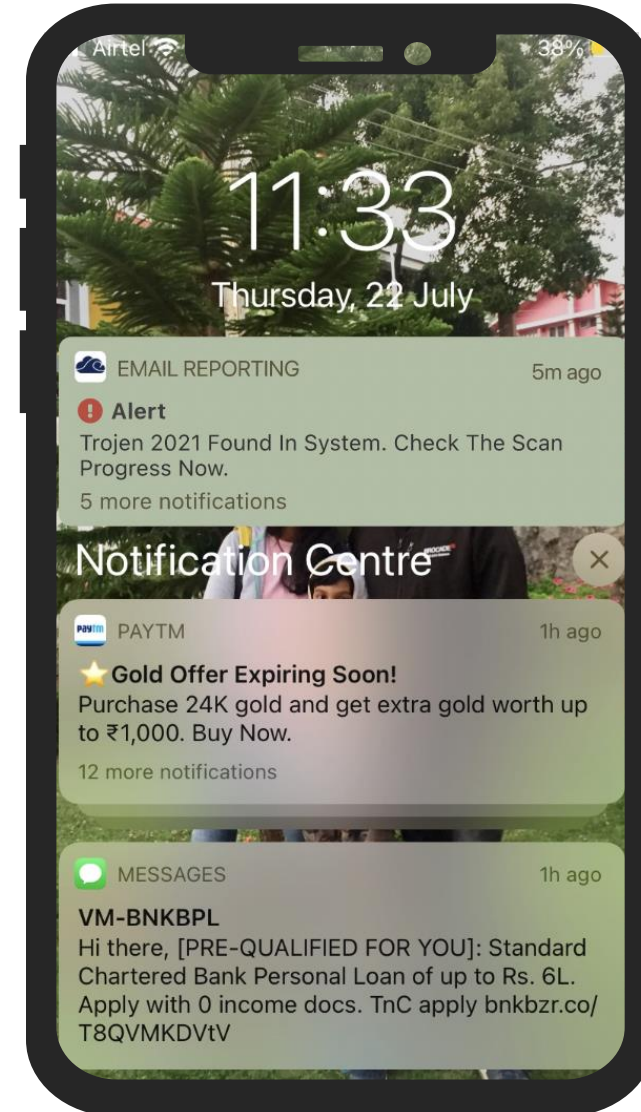
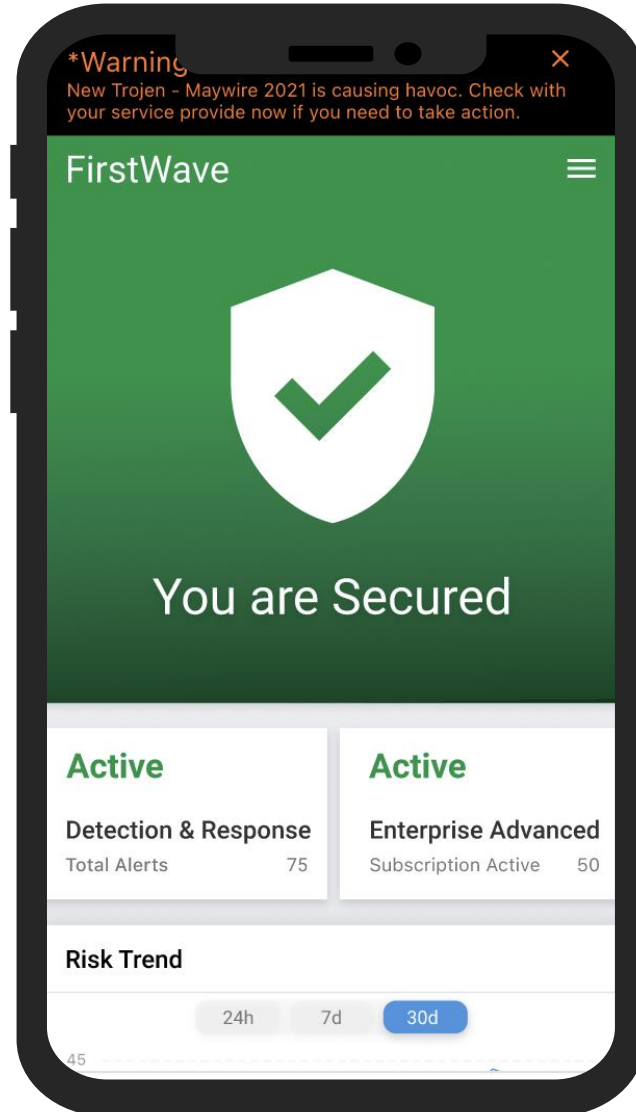
Provides access to the best cloud cybersecurity technology from global leaders

Integrated and managed behind one pane of glass

Value-added services for telcos and ISPs

Simple and affordable protection for SMBs

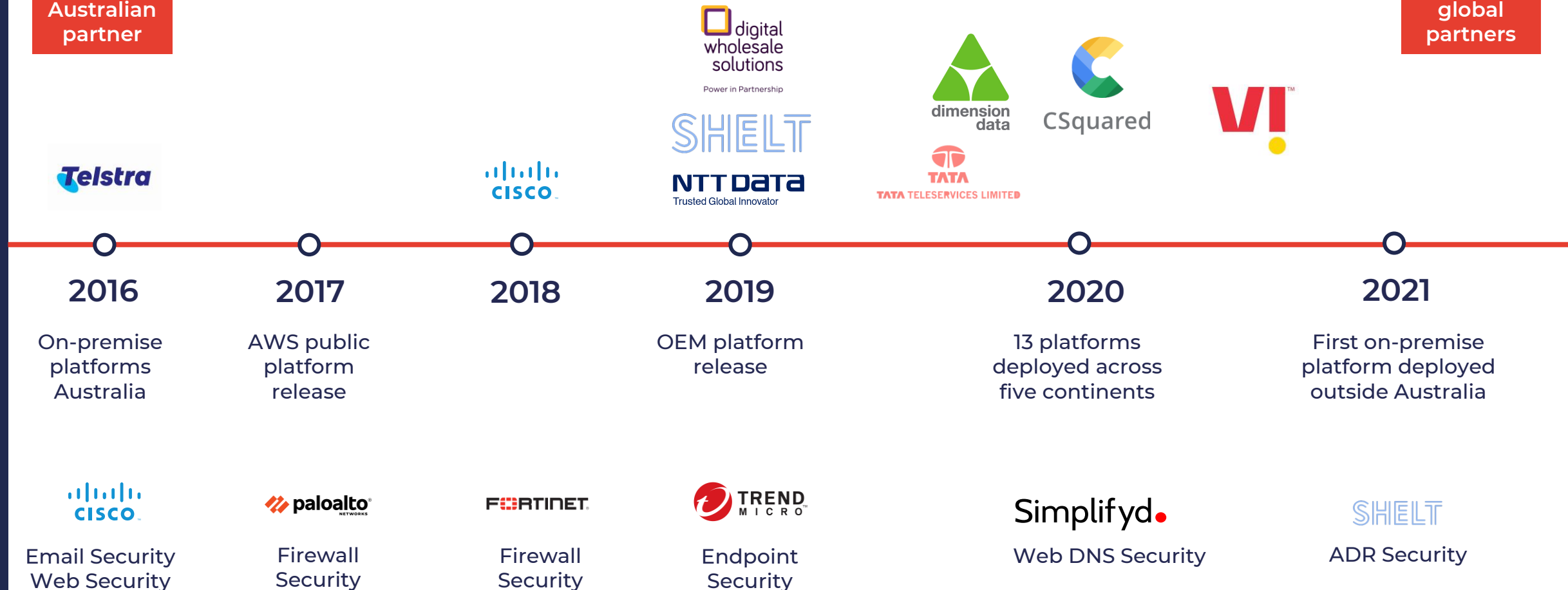
ONE-CLICK WORLD-CLASS PROTECTION



PARTNER AND PLATFORM EXPANSION

1
Australian
partner

134
global
partners



GLOBAL PRESENCE

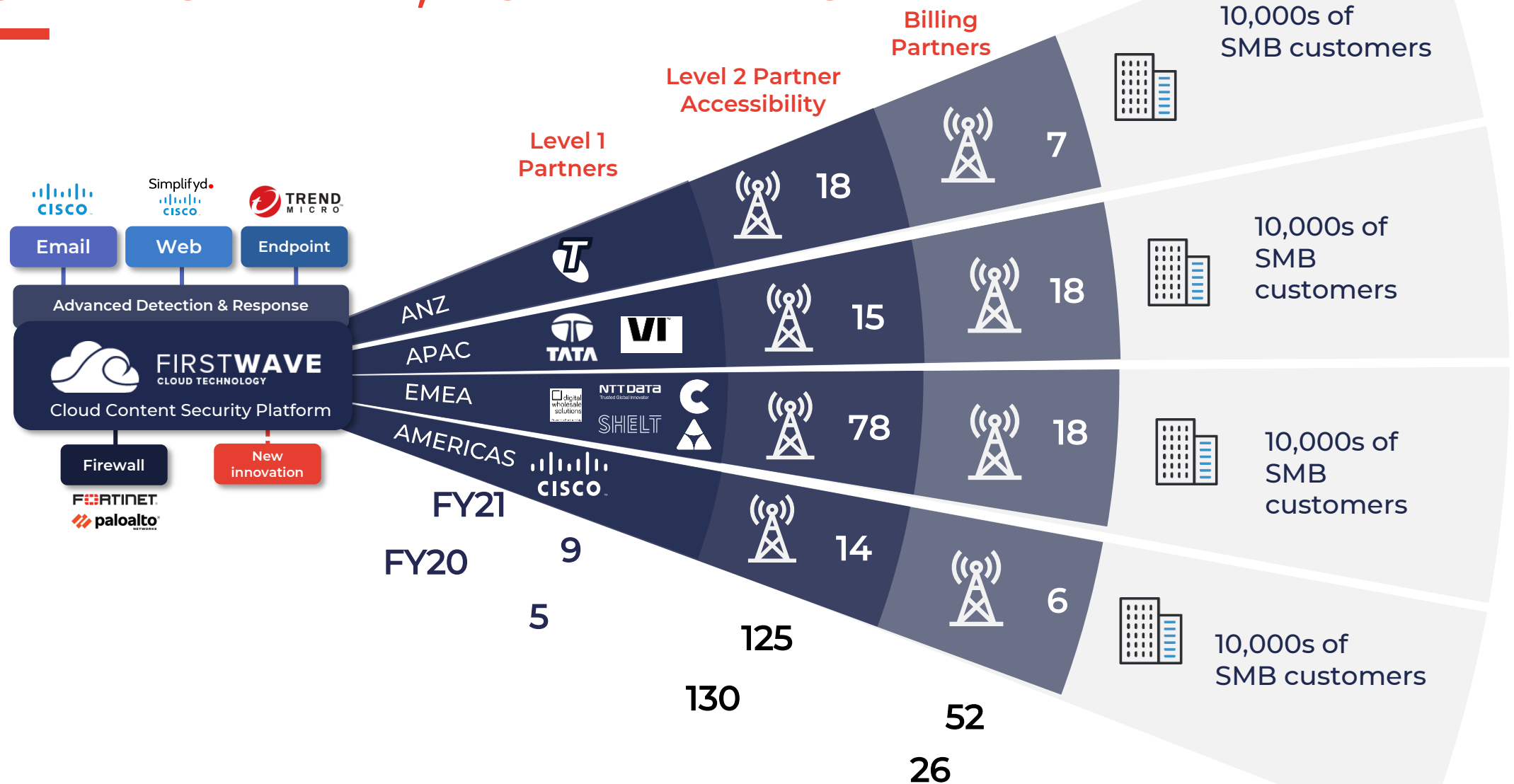


People: Australia, Singapore, Malaysia, India, Kenya, UK

Platforms: Australia, USA, UK, Germany, Saudi Arabia, India

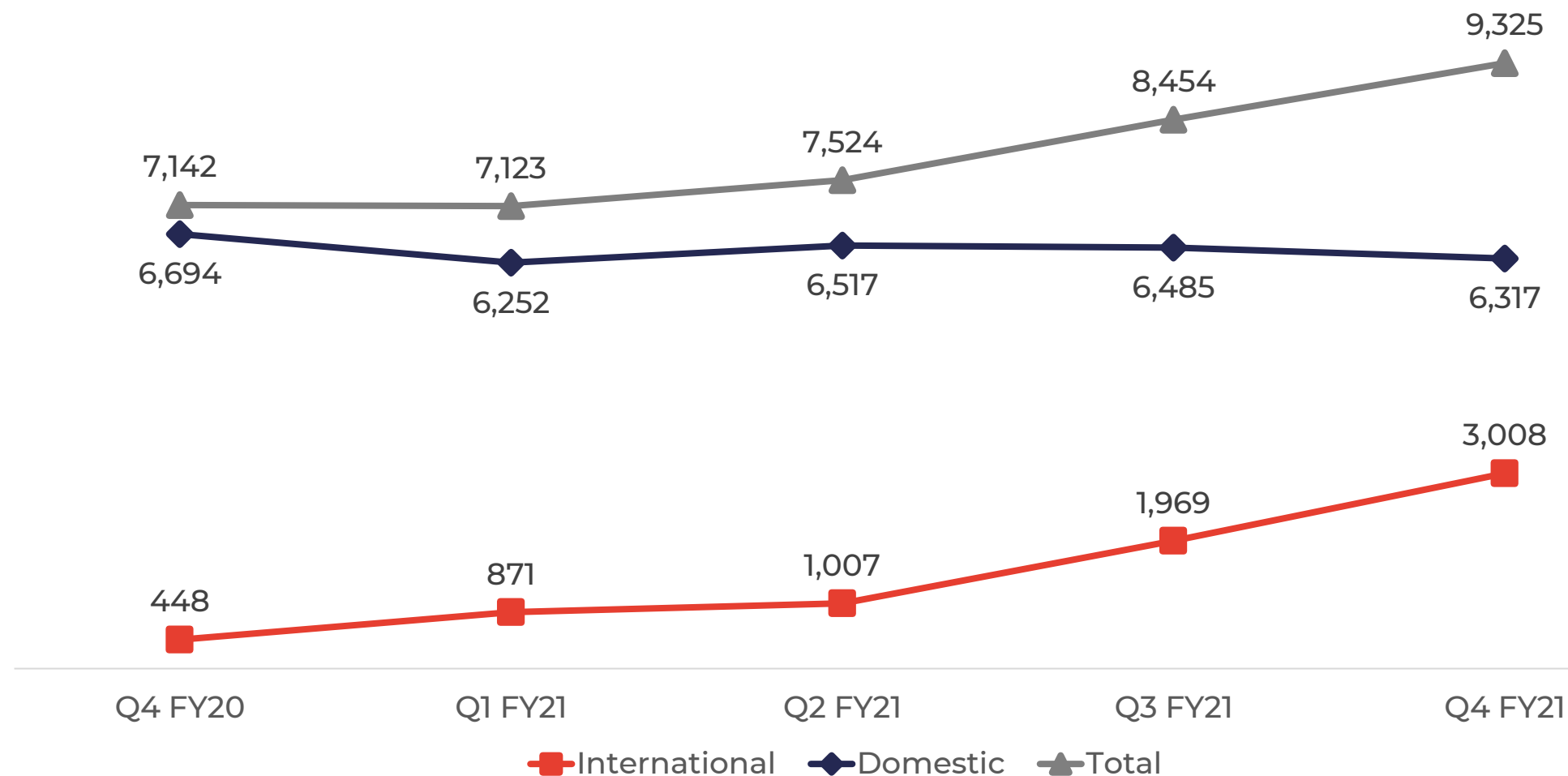
LEVERAGED CHANNEL MODEL

'ONE TO MANY, TO MANY MORE'



STRONG RECURRING REVENUE GROWTH

INTERNATIONAL ARR 7X FY20-FY21



EXPERIENCED LEADERSHIP



JOHN GRANT

Executive Chairman

- Australian industry leader
- Managing Director of Data#3 (ASX:DTL) for c. 20 years
- Inaugural Chair of Australian Rugby League Commission



IAIN BARTRAM

CFO

- Strategic CFO with multi-site and international experience in high-growth technology businesses.
- ASX and AIM listed company experience



SIMON RYAN

CTO

- Globally recognised leader and innovator in cloud technology
- Specialist in AI, machine learning and data mining

EXPERIENCED LEADERSHIP



PAUL MACRAE

Non-Executive Director

- International IT industry veteran
- Previously a senior executive at TechnologyOne, after establishing MessageLabs in Australia & NZ



DAVID HWANG

Non-Executive Director

- Experienced corporate lawyer specialising in capital markets and corporate governance
- Principal of Automic Legal – specialist law and corporate governance firm



KEVIN BLOCH

Technology Advisor

- 40 years technology experience
- Advisor to FCT on technology and markets
- Previously CTO for Cisco Systems ANZ

KEY INFLECTION POINT APPROACHING



Enthusiasm for FCT solution not matched by uptake



Success of 'opt out' WebProtect DNS product has been instructive



Identified current friction in core technology adoption



Launching upgraded technology in Q3 FY22 to remove friction



New technology expected to significantly boost uptake and accelerate revenue growth

IN SUMMARY

1. HUGE MARKET OPPORTUNITY
2. UNIQUE CSaaS PLATFORM
3. LARGE PARTNER NETWORK, HIGH REVENUE GROWTH
4. EXPERIENCED LEADERSHIP
5. KEY INFLECTION POINT APPROACHING

For investor inquiries, please contact:

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THANK YOU
