

FirstWave (ASX:FCT)

Leading transformational change
in IT Operations and Cybersecurity

Coffee Micccaps 27 April 2023



FirstWave



About FirstWave

- FirstWave has been listed on the ASX since 2016
- **Transformative acquisition** of leading global network management software company, Opmantek, in 2022
- Now a completely transformed company
 - Opmantek has now been fully integrated into FirstWave
 - New key geographic markets in North America and LATAM
 - Diversified revenues with new products and geographies
 - The **total OPEX of the combined entity is lower than FirstWave's was prior to the acquisition**



About FirstWave

- FirstWave has significant IP in highly scalable software it develops and markets for:
 - Cybersecurity
 - IT audit
 - Network Management
- Two leading “freemium” open source products (NMIS and Open-Audit) used by over 150,000 organisations in 178 countries
- Global reach with major markets being USA, Latin America and Australia
- Major products are CyberCision (a cloud based cyber security platform) and NMIS (together with its associated modules – Network Management, compliance and automation software)
- Major channel partners are 26 Service Providers globally who run the software as a-cloud service for their clients

Key Team Members



John Grant

Non-Executive Chairman

Extensive career spanning technology, engineering and construction and sports administration. He has held leadership positions including CEO of ASX listed technology company, Data#3 Limited.



Danny Maher

CEO & Managing Director

A major FCT shareholder (15%). Experienced CEO and commercialiser of technology with multiple exits and 30 years in the IT industry - USA, Asia, UK and Australia.



Iain Bartram

CFO & Company Secretary

A strategic CFO with multi-site and international experience in high growth, technology businesses and current ASX and AIM listed experience.



Simon Ryan

Chief Technology Officer

Over 20 years experience and holder of several Australian and International patents in Information Retrieval and Data Classification.



Dino Davanzo

Chief Revenue Officer

More than 35 years of experience in sales and leadership roles, including senior positions at Hewlett Packard Enterprise (HPE), Optus, Dell, and NetApp.

A Handful of Our Global Customers



Half Year Results

	July - Dec 2021	July - Dec 2022	Difference
Revenue	3.5M	6.6M	+ 89%
Revenue after COGS	2.0M	5.1M	+155%
Expenses	10.4M	8.9M	-15%
Profit (Loss)	-7.7M	-3.3M	+44%
Monthly cash burn*	>\$1M per	<\$500K	> -50%
*Q3 cash flow positive 0.39M			

Current Capital Structure

- A tightly held stock with supportive investors
- 90% with 6 key groups.
 - Morgans 30%
 - Opmantek Shareholders 22%
 - Danny Maher 15%
 - Perennial Value 14%
 - Bell Potter 6%
 - Roger Allen 3%
- Very difficult to get exposure to Cybersecurity and Network Management investments on the ASX
- FirstWave operates globally in these lucrative and growing markets

Strategic Objectives



Sales-led culture



Grow faster



Be capital efficient

How does FirstWave make money



Industry leading software in growing markets – both SaaS and On Premise



Major channels are service providers – telecommunications companies and managed service providers



The service providers run our software and often combine it with further services to on sell to their clients



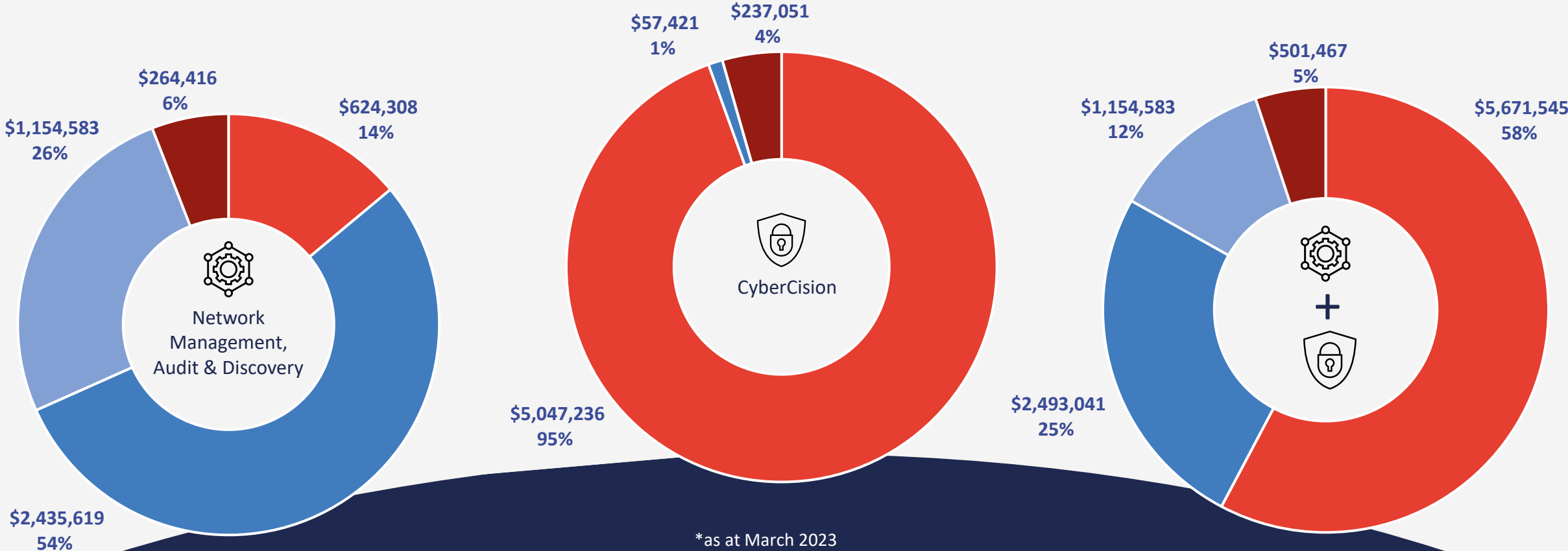
The service providers pay a base subscription fee and then a usage-based fee dependent on how many clients and the size of the clients they add to the system – we grow as they grow



The bulk of revenue is recurring – 87%*

*FY23 H1 Results

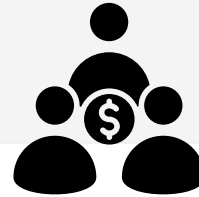
ARR Breakdown*



*as at March 2023



Sales Metrics & Unit Economics (NMIS)

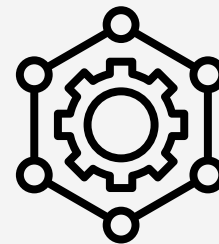


Average Customer Value per annum	\$ 54,750 and increasing
Lifetime Value of Customer	\$383,250 (7 years)
Approximate average cost to service each customer per annum	\$ 10,500
Profit over life of customer after support costs	\$309,750

Global Service Providers



26 Service Providers
globally running FirstWave
software as a cloud service
for their clients



Network Management, Audit & Discovery

- Leading intellectual property in this market, including highly referenceable customers such as NASA and Microsoft
- Market has grown significantly due to increasing reliance on networks - especially due to IIoT, cloud services and expansion of data sources.
- Total addressable global market size projected to reach **USD 11.10B** by 2025*
- Driven by increasing need for network management/security, adoption of Software Defined Networking (SDN), Cloud Computing, IoT and BYOD policies together with the convergence of security operations and IT operations

Market Opportunity

*According to Market and Markets



Market Opportunity



CyberCision

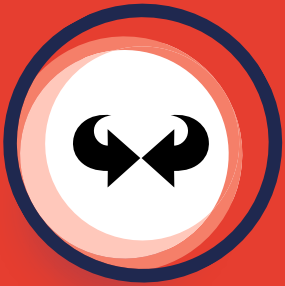
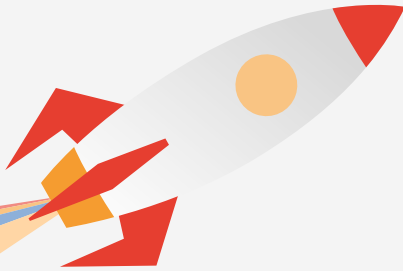
Cybersecurity and Advanced Detection and Response for Email, Web and Firewall

- Unique cloud based CyberCision platform allows service providers to offer highly scalable security services for businesses of all sizes
- Global email security market size is projected to reach **USD 14.4B** by 2025*
- Email and web security market is projected to grow at a CAGR of 22.4% and 20.0%*
- Driven by increasing adoption of cloud-based security solutions, a rising need for data privacy and compliance, and growing sophistication of cyber threats
- The demand for email and web security solutions has surged with the increasing trend of remote work
- Security and operations teams are being consolidated in many organisations

*According to Market and Markets

“Unlocking the Blue Sky” in FirstWave

Product Integration for Enhanced Capabilities



The network management and cyber security markets are converging



Sharing of features and capabilities to each respective solution provides businesses with complete, end-to-end solution for robust network management and cybersecurity capabilities.



With this sharing of features and capabilities we can target new customer segments and enter new markets with a comprehensive and cost-effective solution.

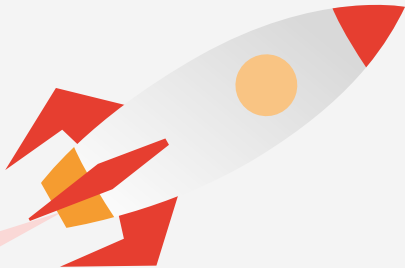


It is a significant growth opportunity with potential substantial rewards.

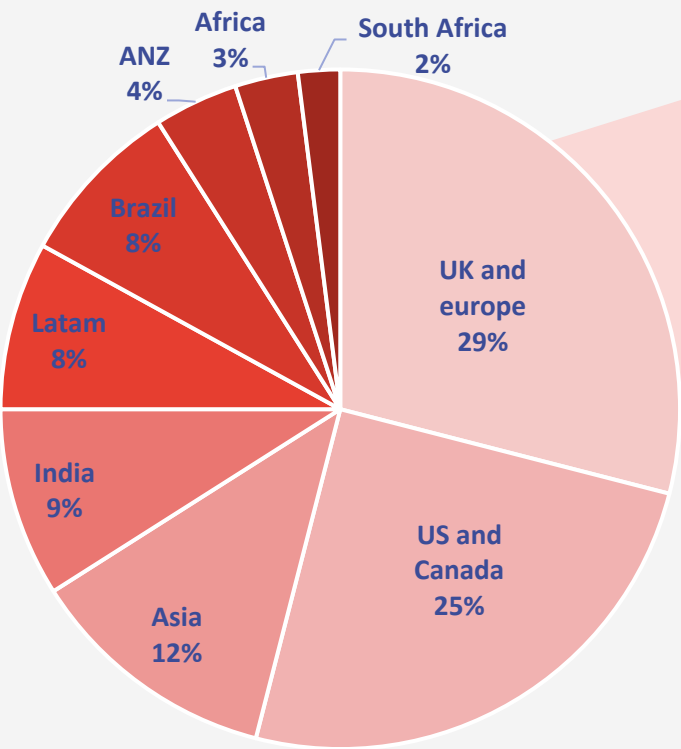
Leveraging the feature sets of the network management products and CyberCision together is a focus of our development efforts.

“Unlocking the Blue Sky” in FirstWave

Leveraging Open Source User Base for Increased Revenue



More than 150,000 companies use FirstWave’s “freemium” open source software



Freemium User Base by Region

- FirstWave provides paid versions of Network management, audit and discovery software to enterprise, government, and service providers.
- User base of over 150,000 organisations
- A new organisation downloads one of our open source products every 6 minutes
- There is significant potential to leverage this user base to increase revenue and margins for the commercial (paid) versions of FirstWave software



- ✓ Transformed company
- ✓ Tightly held stock
- ✓ Global opportunity
- ✓ Positive cashflow last quarter and significant changes in half year results
- ✓ Positive Sector Outlook – Cybersecurity and Network Management are hot sectors

Investment Highlights

Thank you

Questions



For more information: connect@firstwave.com

FirstWave
www.firstwave.com