

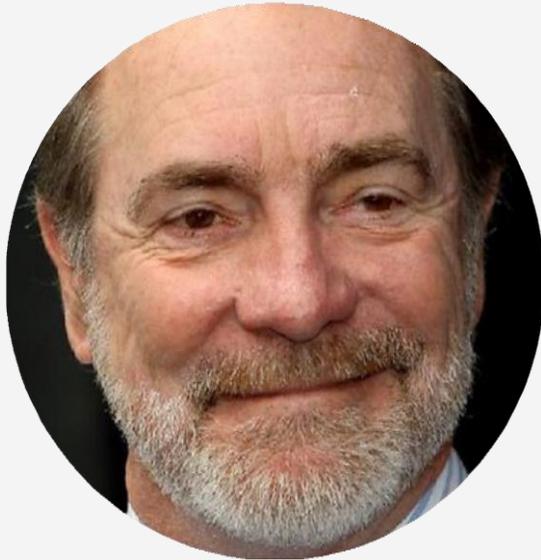
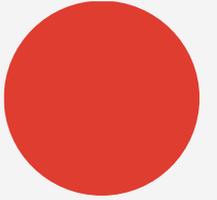
Q3 FY24 Shareholder Update

24 April 2024



FirstWave

Today's Presenters



JOHN GRANT

Chair



DANNY MAHER

**Managing Director
and CEO**



IAIN BARTRAM

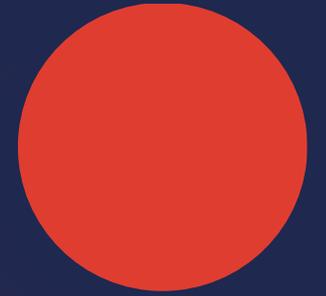
**COO, CFO and
Company Secretary**

Agenda

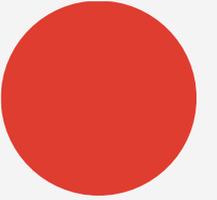
1. Introduction - Chair
2. Q3 Highlights
3. CFO Report
4. CEO Report
5. In Closing
6. Q&A

Q3 Highlights

Danny Maher – Managing Director and CEO



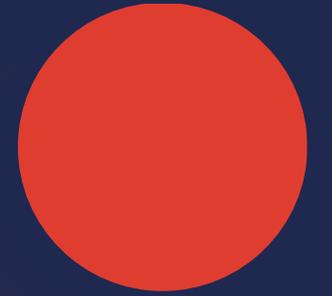
Q3 Highlights



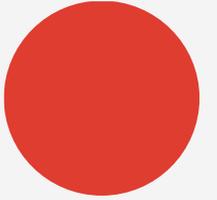
- Raised \$2.5 million via Convertible Note.
 - Conversion price of 3.6 cents and interest repayments of ~\$25k/month.
 - Repayment due August 2025 (no early payment penalties).
 - Establishes relationship with high-quality capital partner Formue Nord A/S.
- Telstra Product & Services Agreement (PSA).
 - Extended by 15-months (until July 2025).
 - Underpins several strategic initiatives.
 - Provides a mix of variable and fixed income streams.
- Temporarily located key personnel in USA and LATAM to progress sales opportunities.

Q3 Financial Performance

Iain Bartram – Chief Financial Officer



Q3 Financial Performance – Revenue and Gross Profit

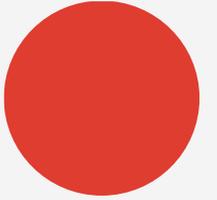


(A\$m)	Q2 FY24	Q3 FY24	Δ%
			Q3/Q2
ARR	10.18	10.47	2.8%
Revenue ¹	2.94	2.77	-5.6%
Gross Profit (pro forma ²)	2.30	2.14	-7.2%
Gross Profit Margin	78.4%	77.0%	-1.4ppt

1. Overall revenue impacted by lower non-recurring revenue.
2. The cost of goods sold used to arrive at Gross Profit is the actual operating cost in the period and excludes any adjustments from prior periods to provide an accurate analysis of company performance.

Figures are unaudited

Q3 Financial Performance – Cash

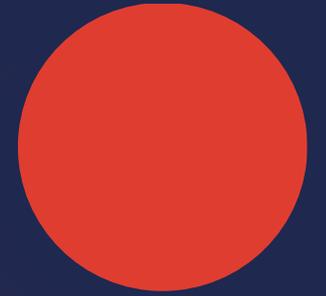


- Q3 closing cash position \$3.50m (Q2: \$1.95m)
 - Cash position improved \$1.55m in Q3
 - \$1m annual R&D tax offset income received
 - \$2.375m (after fees) convertible note
 - Cash usage higher than estimated due to a shortfall in expected sales, and collections in the quarter excluding \$352k debtor, that remains outstanding
- Normalised* monthly cash usage at 31 March, 2024 estimated at \$281k.
 - Includes interest of \$25k per month for Convertible Notes.
 - Assumes \$77k per month from non-recurring revenues.
 - \$358k per month (including interest, excluding NRR)
- Directors have elected to receive the bulk of their fees as share-based payments in-lieu of cash.

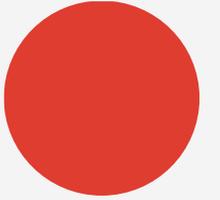
* Normalised includes: **interest**, capitalised development labour, monthly allocation for R&D grant, revenue rather than collections and smooths out other timings.

CEO Report

Danny Maher – Managing Director and CEO



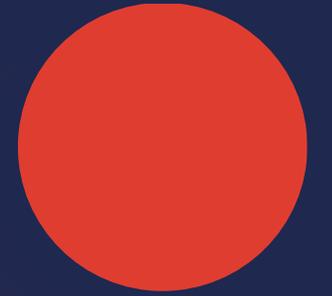
Clear Business Focus



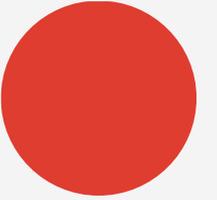
- Aggressively pursuing opportunities in LATAM and USA.
 - CEO based in Mexico City for February and part of March to work directly on significant opportunities in the region.
 - NMIS development lead also temporarily located in Mexico City working directly with FCT LATAM team and a key client as part of ongoing program of visits to support the region.
- Further cost controls implemented to reduce cash usage.

Telmex

Customer in Focus

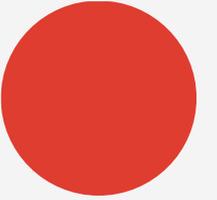


Telmex – Key take-aways



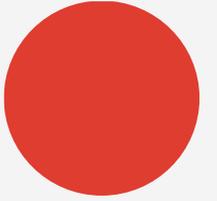
- Telmex owns and operates most of Mexico's telecommunications infrastructure and has annual revenues of >\$5 billion.
- Telmex has ~500 servers running FirstWave's NMIS software.
 - ~8,000 customers being managed.
 - ~200,000 devices under management.
- Strong further growth potential.
- FirstWave also works closely with Telmex's related company, Claro, in Ecuador, Dominican Republic and Guatemala.

Daniel Friel - Director Appointment

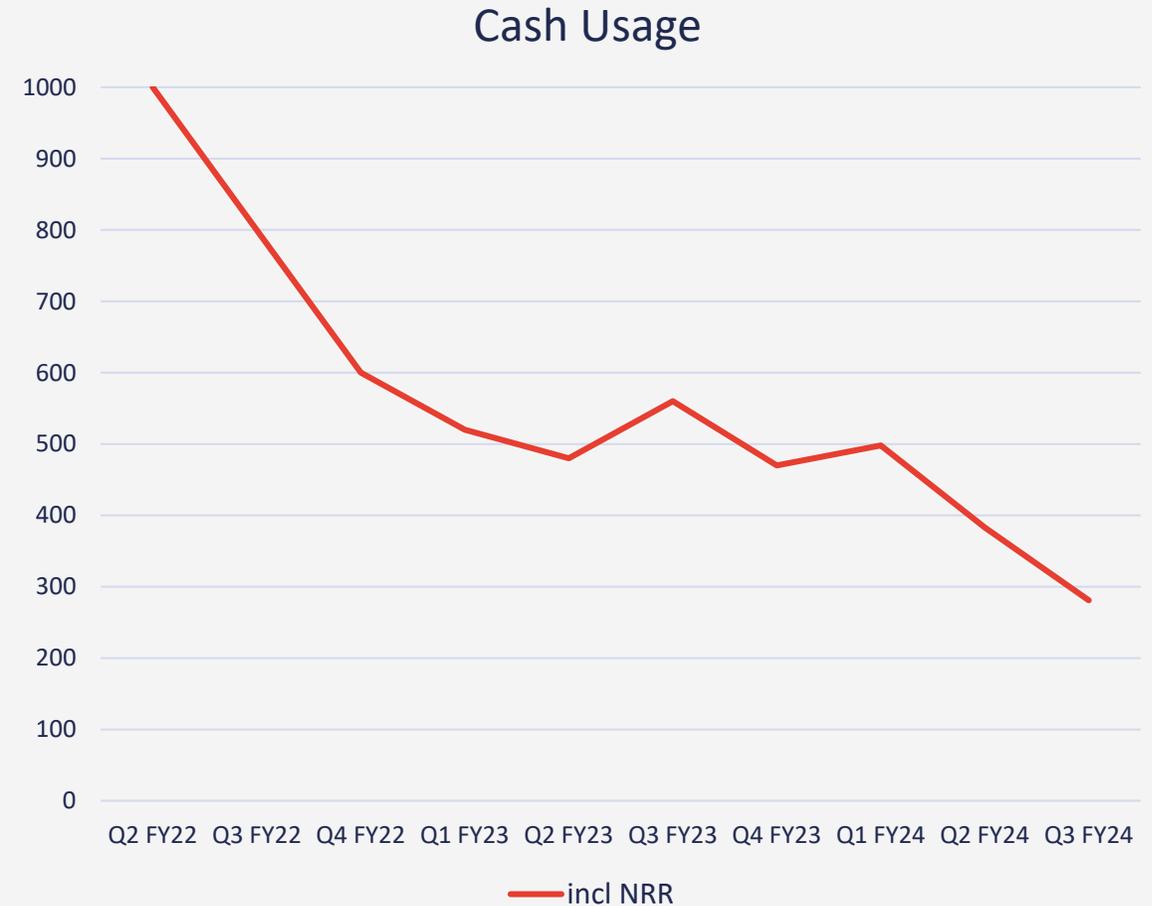


- Daniel Friel joined the FirstWave Board as a Non-executive Director, effective April 23, 2024.
- Previously an advisor to the Board of Opmantek Limited.
- Mr Friel is based in Charlotte, North Carolina, and has extensive experience in the technology and technology investment sectors in our key market of USA.
- Founded Bank of America's (BoA) Strategic Alliances and Investments group.
- Managed BoA's investment in more than 40 technology companies in the security and authentication, and payments/billing sectors.
- Notable investments (\$1 billion + exits) included Signio, Shopping.com and Archipelago.

Normalised Cash Usage Trend

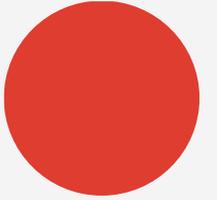


- Cash usage continues to decline.
- Further cost reductions have been made which will see cash usage continue to decline in Q4.
- Normalised cash usage includes average of non-recurring revenue (NRR) from the previous 12 months.

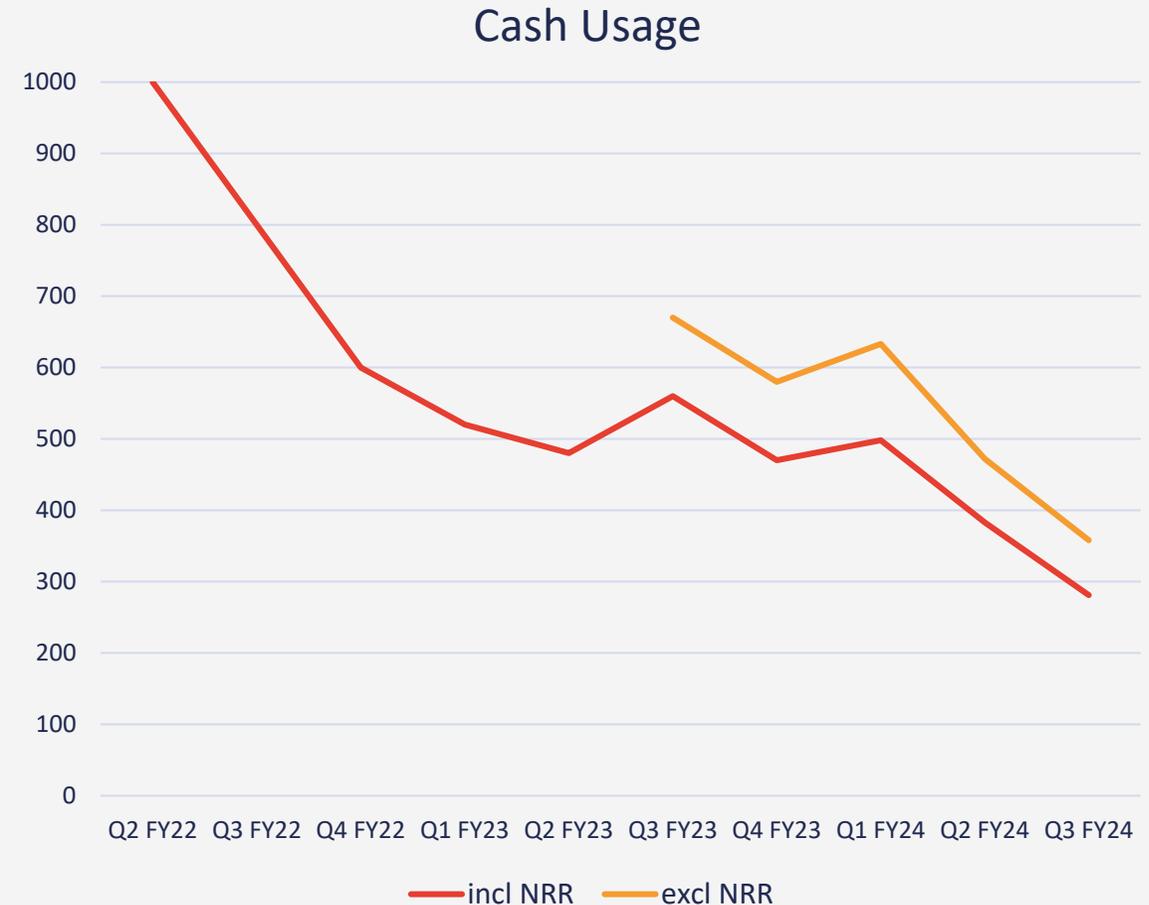


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Normalised Cash Usage Trend

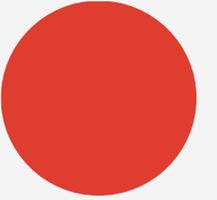


- As cash usage reduces, we intend to exclude non-recurring revenue (NRR) and include interest payments in normalised cash usage.
- This provides an estimated view of the sales (above any churn) required for the business to be cashflow positive.
- Cost savings have been implemented which will further reduce normalised cash usage in the current quarter by approximately \$150k per month (excluding churn and sales).
- Normalised cash usage is not a proxy for actual short-term cash usage which has periodic cycles. Cash usage within a month or quarter should not be calculated as a multiple of the normalised cash usage.



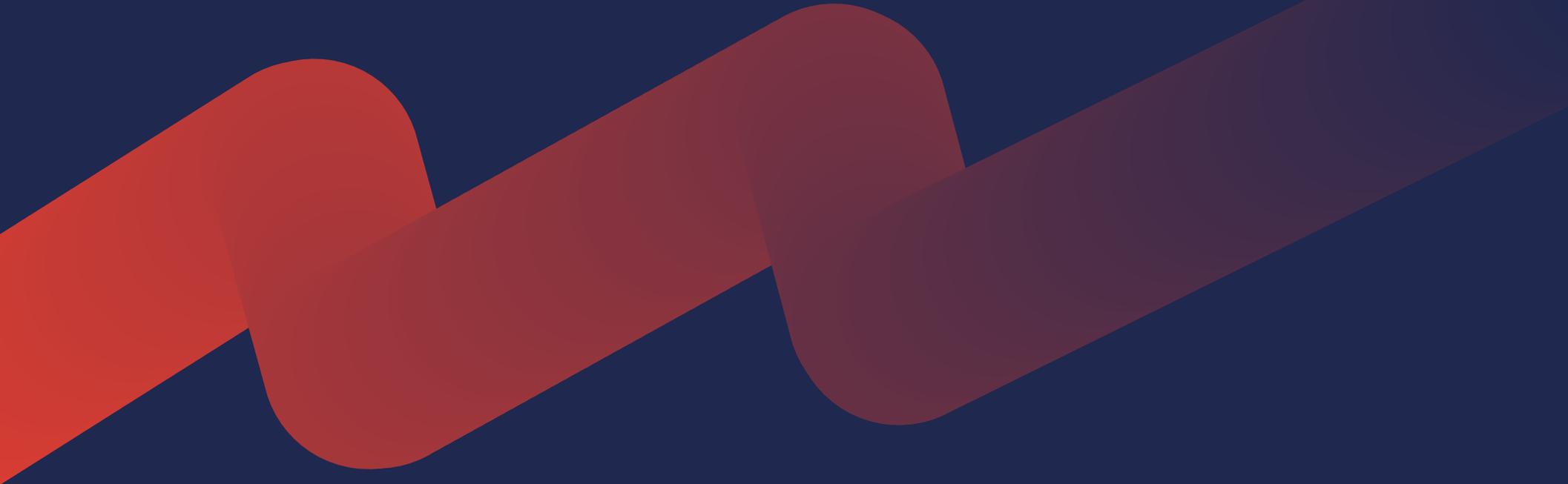
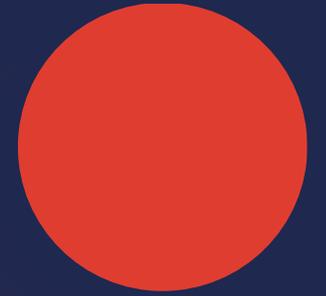
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In Closing



- The company continues to reduce cash usage.
- Managing cash reserves to balance opportunity with cash usage remains key.
- Converting sales opportunities in the pipeline is critical and a focus for everyone in the company.

Q&A



Thank you



FirstWave