



4 November 2016: ASX Company Announcements Platform

FirstWave builds significant incremental pipeline across all core product services and are set to accelerate further with the launch of an integrated Amazon Web Services (AWS) and Telstra cloud capability

Highlights:

- **Tender pipeline expanding rapidly – in FY17 70+ new opportunities added circa \$5M TCV across all security services offerings – web, email and firewall - with a number of new contracts pending**
- **FCT growth trajectory spearheaded with contribution from 25+ contracts executed in FY17 representing a win ratio in excess of 90%**
- **FCT Platform capability expansion – AWS integrated solution, foundation for significant additional revenue stream with the ability to address broader segment of SME sized business enterprise**
- **Telstra's enterprise and government customer base remains a significant untapped opportunity for FCT**
- **Solid cash balance of \$4.8 million as at 30 September 2016**

Leading Australian Cloud Security technology company, **FirstWave Cloud Technology Limited (ASX: FCT) ("FirstWave")**, is pleased report a solid start to Financial Year 2017 illustrating the growing momentum across FirstWave's business.

FY2017 quarter-on-quarter revenue is expected to grow significantly driven by the contribution from contracts recently secured, continued low levels of customer churn and from new tenders the Company expects to lock in during this financial year.

FirstWave's new business pipeline is scaling rapidly and supports the Company's conviction that its revenue base will continue to grow. With more than 70+ new tendering opportunities added so far in FY17 bringing total qualified opportunities to 110+ and in excess of \$12 million TCV, FirstWave is experiencing very strong demand across all of its Security as a Service (SaaS) product categories including web, email and firewall.

With the launch of the integrated AWS Telstra Cloud service the Company is also witnessing a growing level of inquiry from Telstra's Enterprise and Government customer base- a significant untapped market of over 20,000 companies and government departments of varying size.

FirstWave's Managing Director, Steve O'Brien said: *"FY2017 has started well for FirstWave. Quarter-on-quarter revenue growth will continue to be underpinned by the ongoing conversion of tenders into revenue-generating contracts across all our SaaS products and low customer churn levels."*



"We are particularly encouraged by the surge in new opportunities added in FY17. It reflects the fact that cyber security is becoming a high priority for businesses and governments given the growing number of cyber-attacks.

"The growing level of inquiry from Telstra's Enterprise and Government customer base is also noteworthy and we are particularly excited about the significant opportunity the launch of the AWS Telstra Cloud service will create which addresses a bigger number of the SME community. The telco channel represents a key growth platform for FirstWave that we are yet to fully exploit."

A number of new contracts are pending which the Company will announce shortly.

FirstWave ended the first quarter with a cash balance of \$4.8 million. Together with its growing revenue streams, the Company has sufficient financial flexibility to deliver continued growth.

- ENDS -

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About FirstWave Cloud Technology

Australian cloud technology company, FirstWave, operates a technology business in the burgeoning cloud based IT managed security services market, having created an intelligent carrier grade cloud security platform for business. First Wave has delivered Software as a Service (SaaS) solutions since 2004 in a form similar to what we call "cloud" today and has a long standing relationship with Telstra. FirstWave offers a comprehensive cloud security and analytics technology solutions suite that, along with advanced mail, web & NGFW content controls, now offers unified, integrated x-threat vector advanced malware protection technology solution for any business or enterprise moving to or operating in the cloud. Over 300 customers already trust FirstWave including the largest Australian financial institutions, state and federal government, utilities, ASX listed and private companies in the mining and retail sectors. www.firstwave.com.au