



Cloud Security Solutions for the Enterprise

Investor Presentation

November 2016

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Microsoft Azure

Mark Russinovich, CTO.

“For years, there has been discussion on when the enterprise-cloud migration tipping point would be reached, and at last it appears it has happened. Cloud adoption is growing quickly around the world, and regional research backs this notion...”

Security becomes a cloud enabler

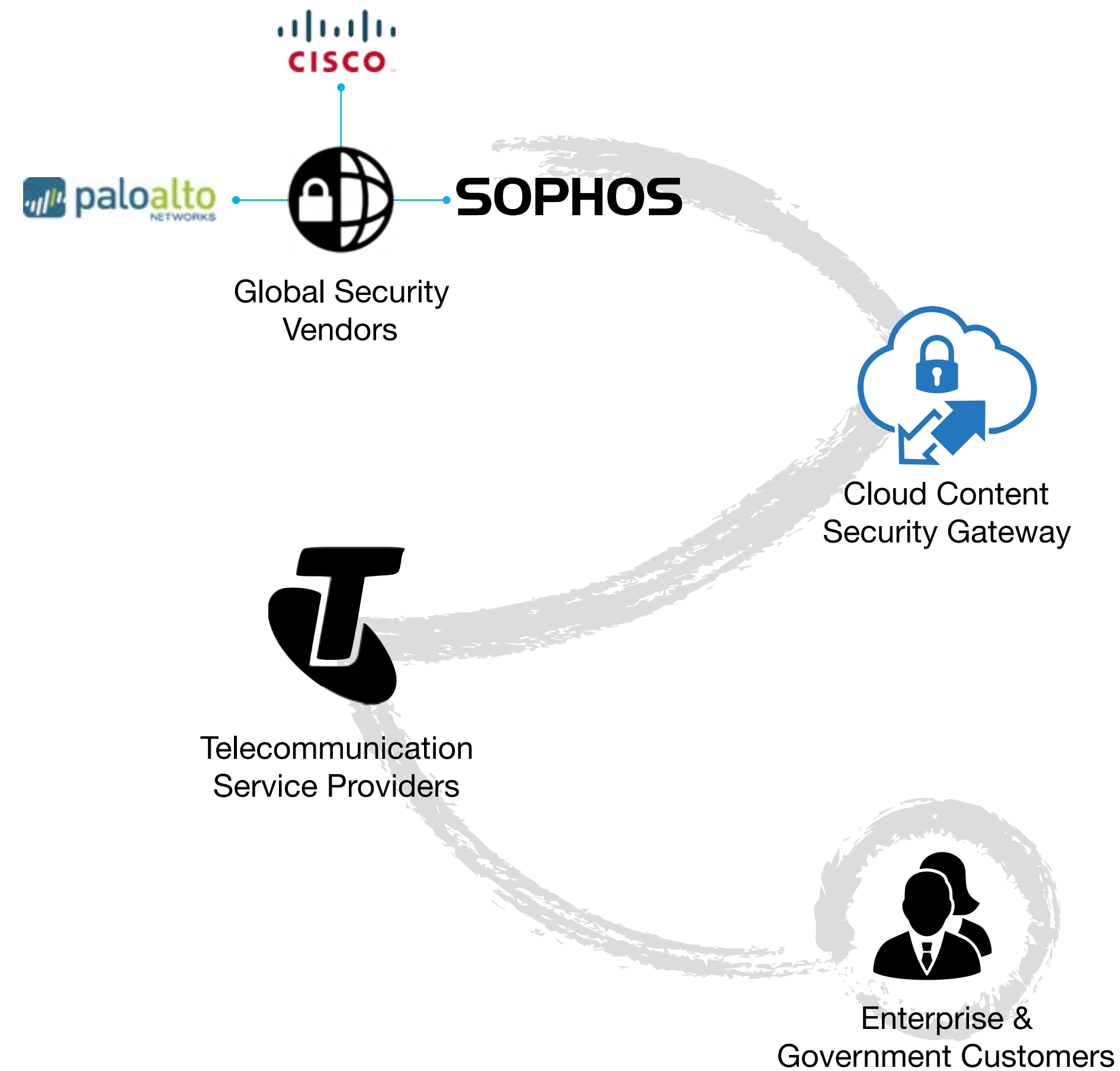
Security has been a notorious inhibitor to cloud adoption for years. However, I’m sensing a sea change on this issue, with more customers recognising that the cloud is secure and even acknowledging they believe the cloud is more secure than their own datacenters. While this prediction feels bold, I believe this could be the year we see security change from being an inhibitor, to being a key enabler for cloud adoption.”

Jan, 2016.

Flexible & Diverse Cloud Offerings

Vendors need telcos as a Cloud Security Channel

Telcos are looking for differentiated services to combat declining mobile and data revenue

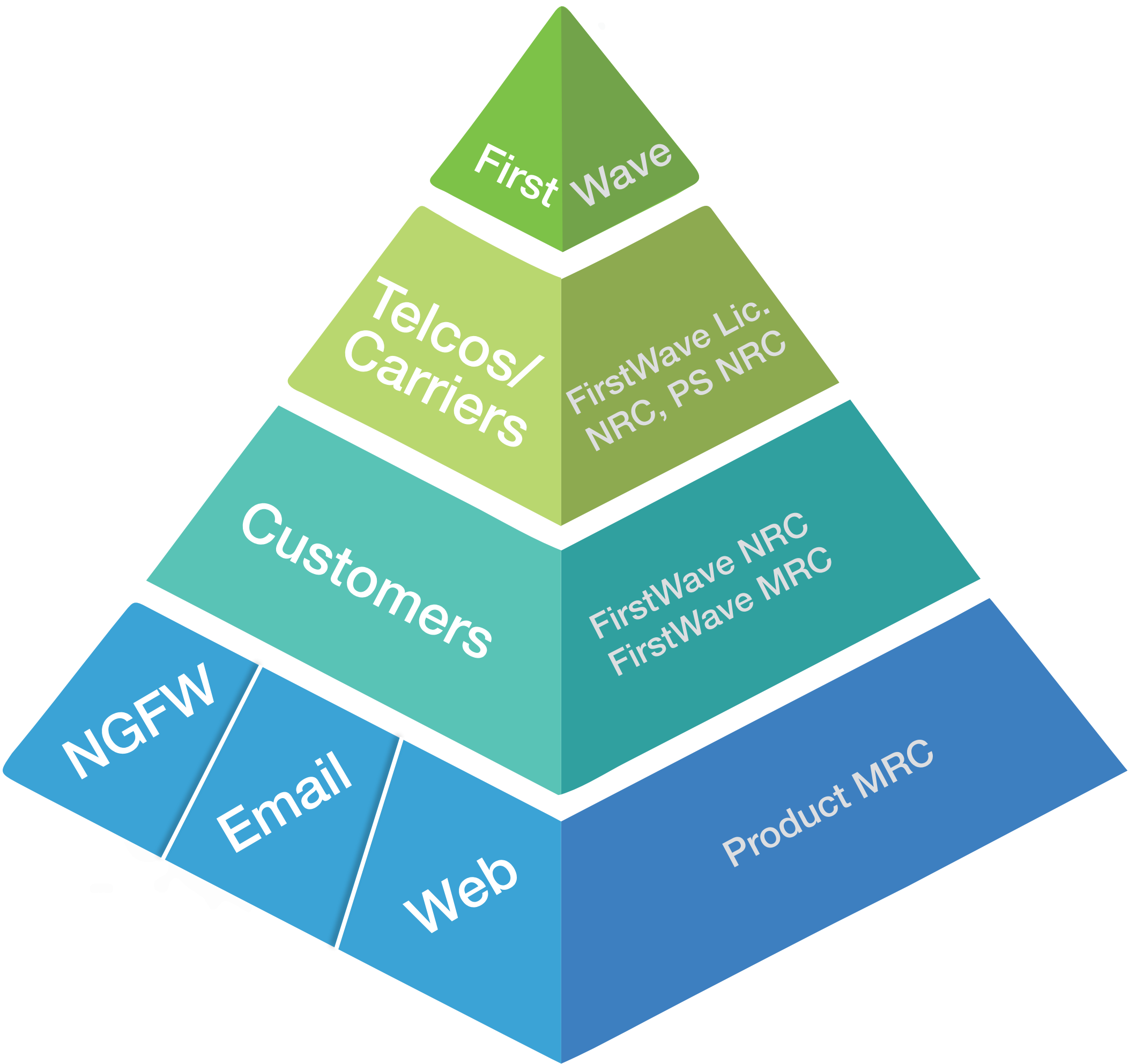


- ✓ Highly replicable
- ✓ Multi-Vendor
- ✓ Multi-Cloud
- ✓ Cross-sell and up-sell
- ✓ Ability to deploy new innovations by security vendors quickly



The Multiplier Effect

FIRSTWAVE BUSINESS



	FY'16	FY'17	FY'18	FY'19
Carriers	1	4	7	10
Customers	300	700	1,500	3,000
Services	1	2	3	3.5
Services in Operation	300	1,400	4,500	10,500

NOTE: The above Multiplier Effect is an illustrative only growth scenario and is based on hypothetical assumptions. These statements do not constitute a forecast or projections nor do they represent revenue but service(s) in operation by number at an assumed hypothetical point in time. These statements reflect views only as of the date of this presentation.

Firstwave Platform Licence

NRC: Non Recurring Charge (Revenue \$)

MRC: Monthly Recurring Charge (Revenue \$)

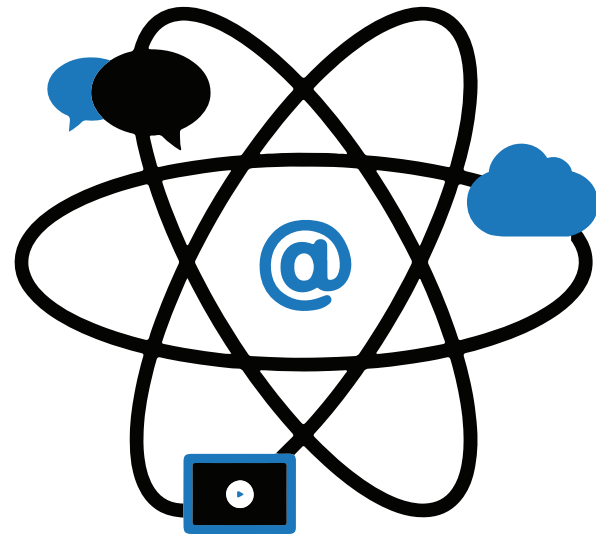
PS: Professional Services

* Platform as a Service – Platform currently provided by Telstra in current engagement

Services (in Operation): Reflects any one particular offer such as Next Generation Firewall or Email or Web.

The Story

Where it all began



Australian tech company
established in early 2000's



Heritage from Telstra's
Research Labs



White labelled, SaaS
security solutions



Significant investment
in R&D



Patented, market leading
content security technology



Expanding our paths
to market

Software as a Service

CARRIER GRADE

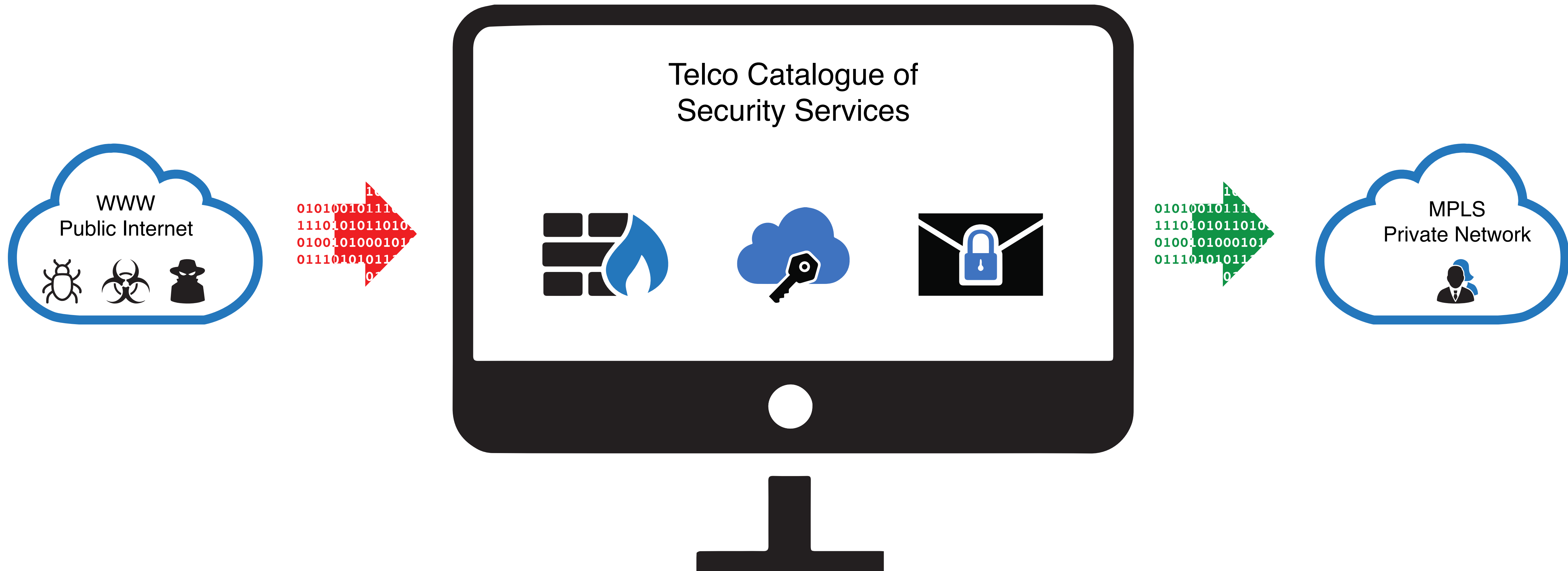
Carrier Grade platform which creates a marketplace for Telcos to deliver world class cloud security services to their enterprise & government customers.

- Scalable
- Flexible
- Multi-Tenanted
- High degree of automation
- High availability



The Platform

SAAS SECURITY



Single Unified RBAC View for Management and Control



Customer



Telco



Operations



Orchestration



Analytics



White Label Security SaaS



Security Vendors

Tier 1 Security Vendors



Internet Protection for Mail



ENTERPRISE GRADE SOLUTION – SCALES TO ALL SIZE BUSINESSES



Corporate Giant selects TIP email

Requires cloud email security solution - no
single point of failure

Protection of 10,000 + corporate email
accounts across 20 sites

Our email gateway delivered as Telstra
Internet Protection won this account as part
of a larger SP offering.



Education
Public Schools

Over 1 million Student Email Accounts Protected

Dedicated Cloud Email gateway delivered in
partnership with Cisco and Telstra

Ongoing projects available with P.S and other
bespoke development such as 2 factor
authentication.

Scanning for 1.3M student e-mail boxes, that
are made up of TAFE and Secondary/Primary
Students in NSW.



**Australian
CUSTOMS AND
BORDER PROTECTION**

Major Federal Government Gateway

Major breakthrough in key government
cloud and market

Large scale security transition project and
long term customer support.

Based on FirstWave's Cloud Content
Security Gateway.

ASD accreditation standards.

Internet Protection for Web



ENTERPRISE GRADE SOLUTION – SCALES TO ALL SIZE BUSINESSES



Leading Utility Provider ...

- Deliver an essential 24/7 service to over 4 million customers – requires no single point of failure
- Seamless transition – complex project – rapid deployment in time critical environment
- High availability security solution.



Local Government

Email and Web bundle for 200+ Users

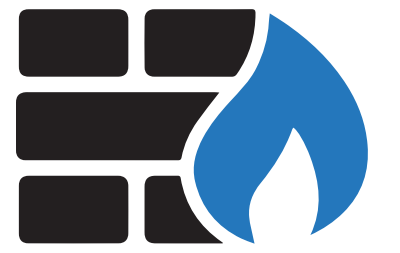
- 2 year contract – requires managed cloud based web security offering
- Requires filtering that can be adapted to meeting Council's changing needs
- 24/7 global support and Australian based help desk to manage changes and queries quickly.



3 of Australia's Big Banks use TIP Web

- Protection of public in branches on free Wi-Fi
- Secure employees on corporate Wi-Fi networks
- Ensure compliance on corporate gateway

Next Generation Firewall



ENTERPRISE GRADE SOLUTION – SCALES TO ALL SIZE BUSINESSES



Lovin' the Security

Public Facing Domain Protection

Secures all customers using in store access to the internet in any of McDonalds restaurants



Fresh Food delivered Safely

Internet gateway for all stores in Australia

Protects delivery of rights protected audio streaming for in-store play out

Security for 961 stores

Dulux

Worth doing, worth Protecting

Internet Gateway for Private Network

Protection for a whole of business contract won by Telstra

Located at head office delivering coverage to 70 Sites

Heightened Awareness

CYBERCRIME IS A REALITY

- Bureau of Meteorology hacked by foreign spies in massive malware attack designed steal sensitive documents and compromise other government networks, *ABC Reports*.
- ASX and ASIC launch big company cyber health checks, *Financial Review*.
- The Reserve Bank of Australia's top technology executive has said the central bank's networks are being probed by potential hackers every two seconds and that almost 70 per cent of the emails received by RBA addresses are malicious. *IT News*.



Multi-tenanted Platform Performance

MEANINGFUL INSIGHT ON ATTACK TYPES & VECTORS

Inbound Mail	August	September
Processed	85,165,936	90,641,296
Clean	13,538,496	12,416,762
% Spam/Malicious	84%	86%

Outbound Mail	August	September
Processed	37,924,548	40,456,339
Clean	31,802,526	30,455,874
% Spam/Malicious	16.1%	24.7%

Addressing the Threat Quickly

THE \$3B IT SECURITY PROBLEM

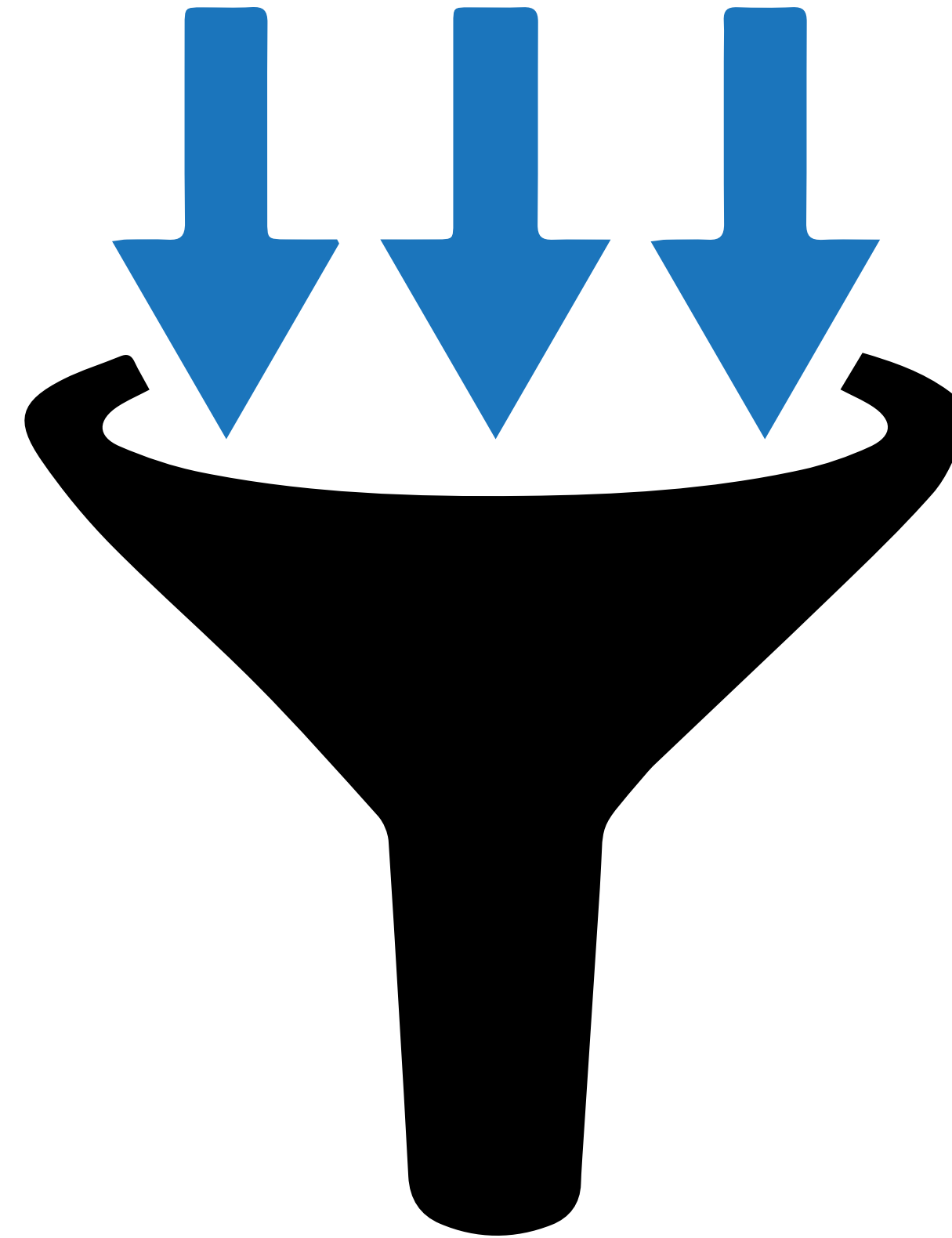
- “Criminals are increasingly moving away from malware in favour of compromising business email to scam organisations out of money” – *IT News, May 2016*
- “Social engineering has reaped attackers of A\$3 billion since October 2013, with over 17,000 business affected across 79 countries” – *FBI, April 2016*
- “They research employees who manage money and use language specific to the company they are targeting, then they request a wire fraud transfer using dollar amounts that lend legitimacy” – *FBI, April 2016*
- “CEO sacked after company loses \$63m to whaling attack” – *CRN, May 2016*



Growth Trajectory

Growth

PIPELINE EXPANDING



Pipeline of 70+ New Opportunities
circa \$5M TCV

Telstra launches GPA

SECURITY SAAS



VIRTUAL SERVER (DEDICATED) GEN2 AUSTRALIA

STEP 4: ADD-ONS

Gateway Protection Advanced service is designed to provide you with a managed virtualised next generation firewall appliance on your Cloud Infrastructure Virtual server (dedicated) Gen2 service.

Step 4f –Gateway Protection Advanced

You will need the following products for your Gateway Protection Advanced service.

- a Cloud Infrastructure Virtual Server (dedicated) Gen2 service
- a Public Network Internet service
- a Cloud Gateway (Next IP connectivity) service

Item	12 month	Once-off fee	Monthly
Small Essentials	<input type="checkbox"/>	\$18,670	\$1,556
Small Enhanced	<input type="checkbox"/>	\$23,080	\$1,923
Small Premium	<input type="checkbox"/>	\$27,340	\$2,278
Medium Essentials	<input type="checkbox"/>	\$38,570	\$3,214
Medium Enhanced	<input type="checkbox"/>	\$48,080	\$4,006
Medium Premium	<input type="checkbox"/>	\$58,570	\$4,880

Item	36 month	Once-off fee	Monthly
Small Essentials	<input type="checkbox"/>	\$55,870	\$1,556
Small Enhanced	<input type="checkbox"/>	\$70,800	\$1,923
Small Premium	<input type="checkbox"/>	\$84,740	\$2,278
Medium Essentials	<input type="checkbox"/>	\$99,870	\$3,214
Medium Enhanced	<input type="checkbox"/>	\$126,800	\$4,006
Medium Premium	<input type="checkbox"/>	\$158,270	\$4,880

Contact details entered in Step 1 will be used if the below is left blank

Customer contact (who will interact with Telstra for installation)

Contact name: _____

Company name: _____

Company address: _____

Contact details: _____ Phone (work): _____ Phone (mobile): _____

Email: _____

Technical contact (often a third party technical resource working on your behalf)

Contact name: _____

Company name: _____

Contact details: _____

Email: _____

Cloud Infrastructure – Virtual server (dedicated) Gen2
August, 1 2016
Version 1.04 Gen2

Telstra Corporation Limited
ABN 33 051 775 556
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Enhanced Platform Capability

EXPANDING FIRSTWAVES OFFERINGS & DRIVING NEW REVENUE

FirstCloud

- Endorsed by Telstra
- Addresses volume market
- Based on alternative cloud infrastructure
- Can be scaled and replicated world wide



Execution

CONTRACTS BEING DELIVERED

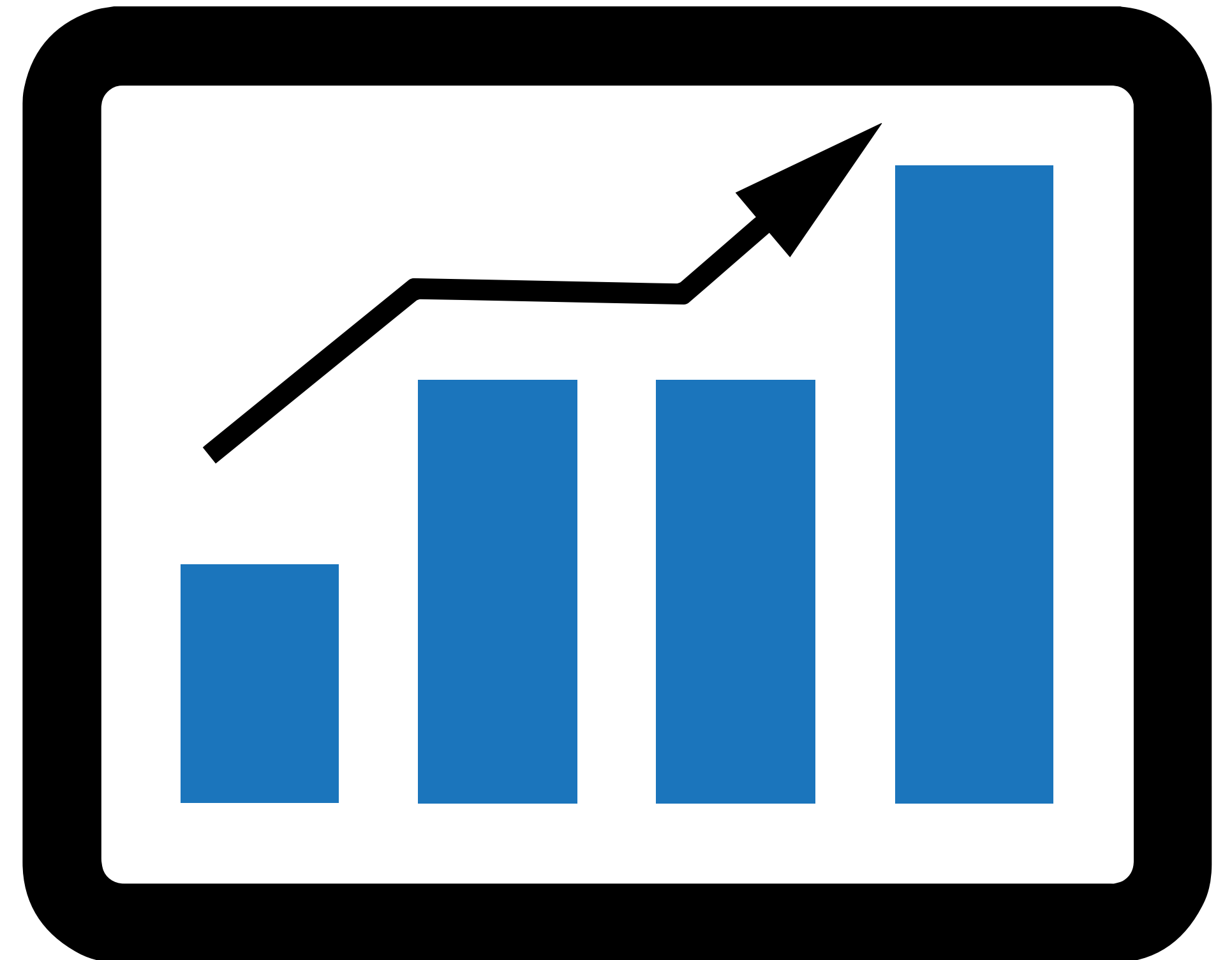


25+ Contracts Executed
Win Ratio in excess of 90%

Commentary on FY'17

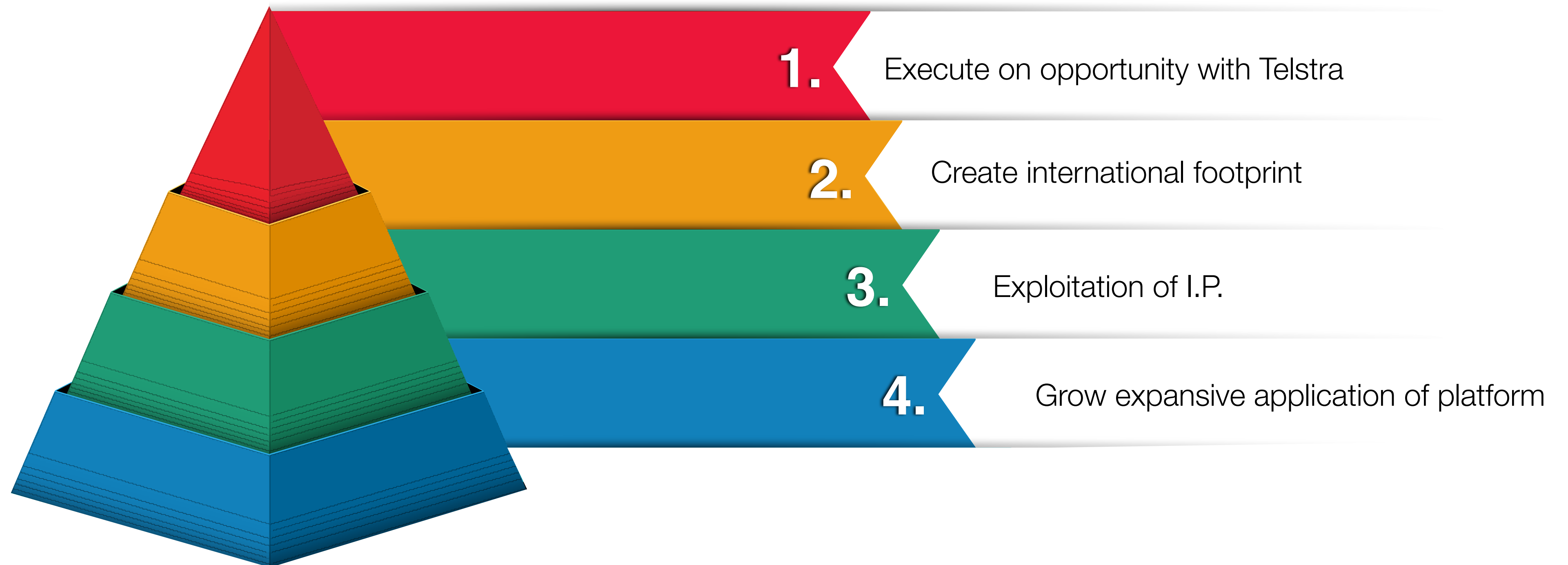
MOVING YEAR

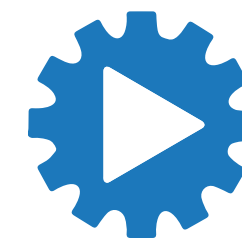
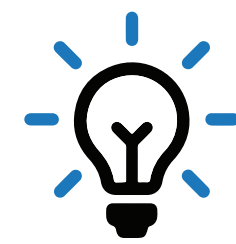
- Continued growth in acquisition of customers
- Increase in demand for bundled services
- Further security services to be launched
- Telstra Enterprise & Government significant untapped opportunity
- Engagement with international Telcos in progress



Laser Focused

EXECUTION





Innovate • Create • Execute