



Annual General Meeting 2016

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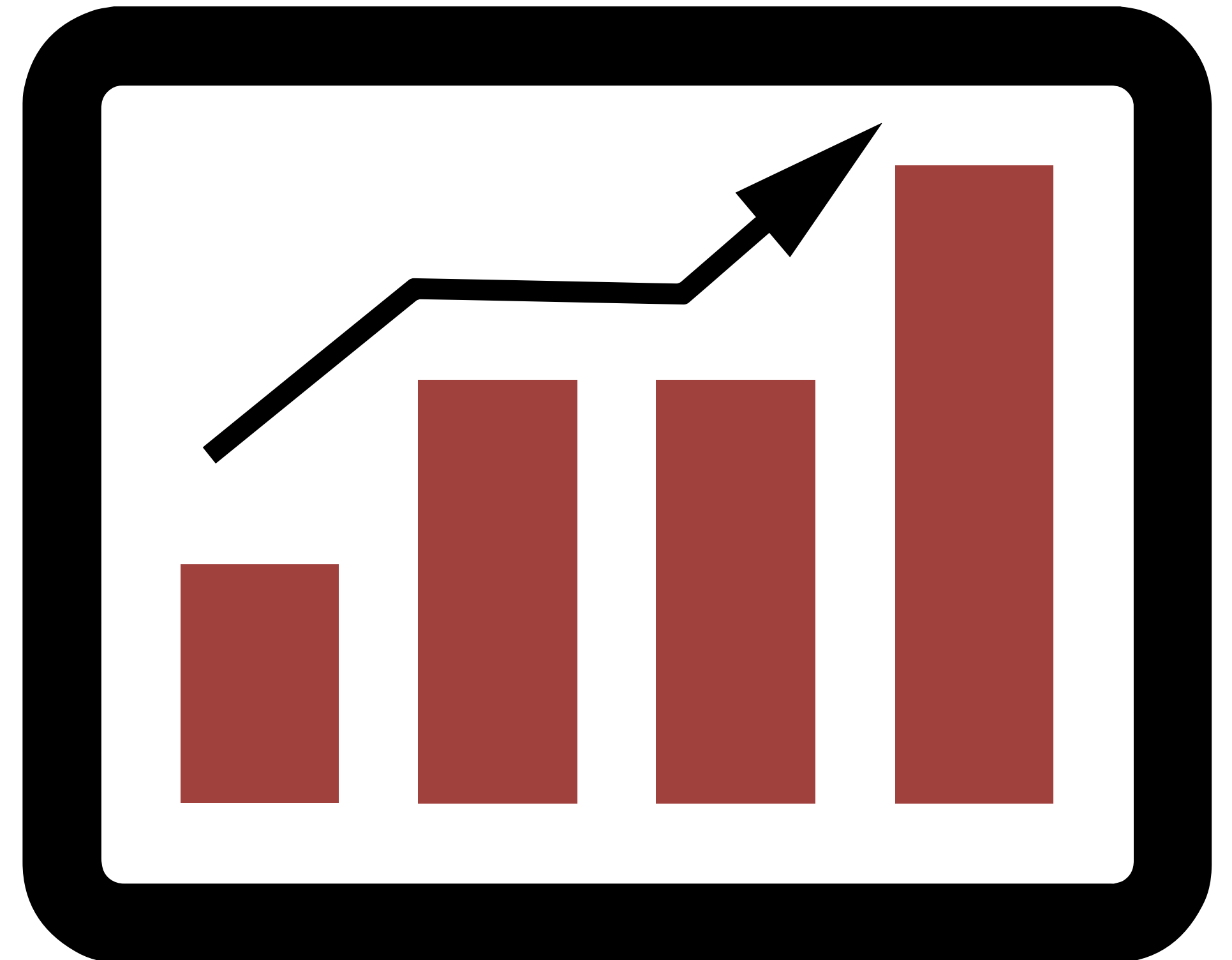
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State Of The Nation

Looking Forward

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



Enhanced Platform Capability

EXPANDING FIRSTWAVE'S OFFERINGS & DRIVING NEW REVENUE

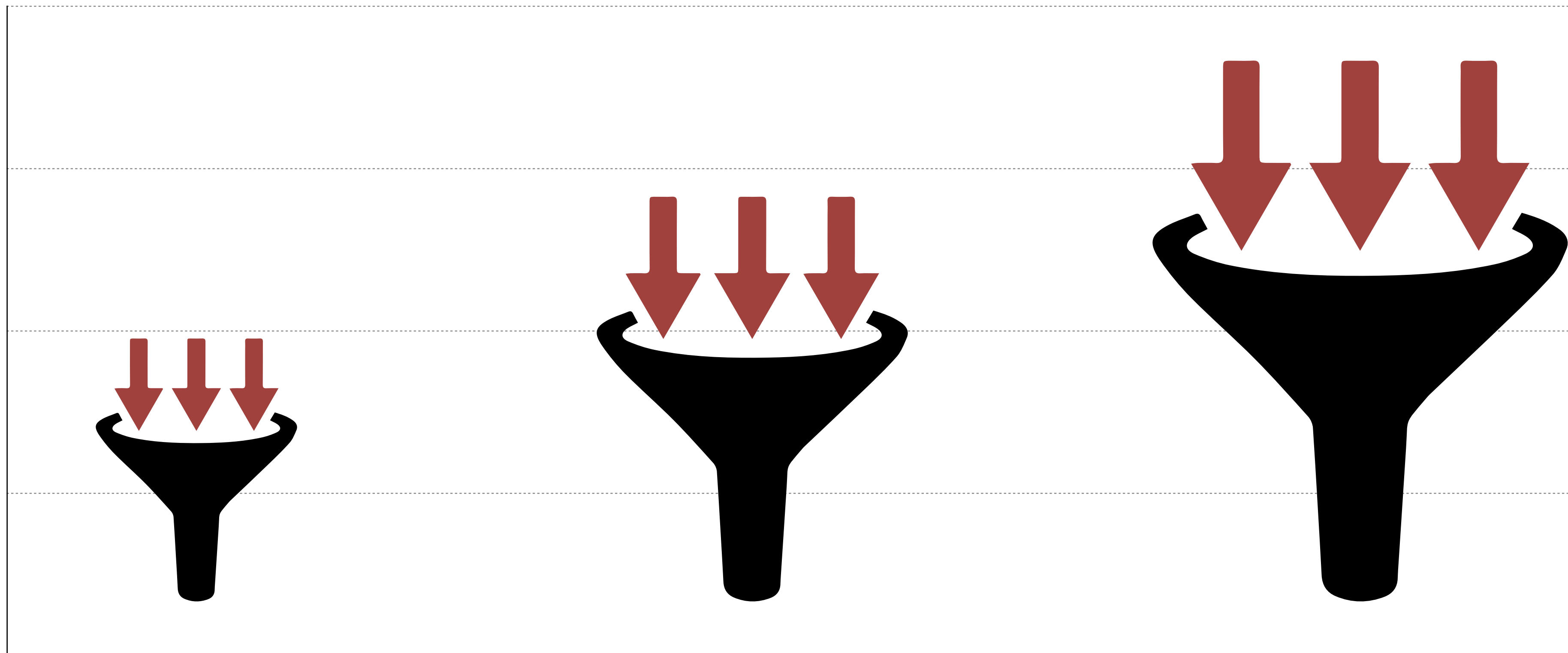
FirstCloud

- Endorsed by Telstra
- *Addresses \$ multi-million volume market*
- Based on alternative cloud infrastructure
- Can be scaled and replicated world wide



Growth

PIPELINE EXPANDING



Pipeline growing at rate of circa 20 new opportunities per month

Execution

CONTRACTS BEING DELIVERED



25+ Contracts Executed
Win Ratio in excess of 90%

New Government Contract

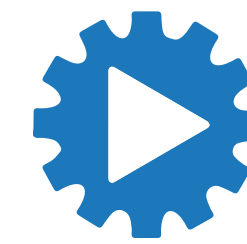
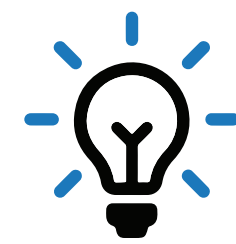
LEVERAGING THE SUCCESS OF NSW DEC

- FirstWave strengthens recurring revenue base with 3-year Telstra email security contract for South Australian Government Department
- Three-year contract valued at over \$500,000 from a Telstra engagement with SA Government Dept
- FCT to transition email security to the cloud for over 200,000 students in South Australia





FIRSTWAVE
Cloud Technology



Innovate • Create • Execute