FIRSTWAVE
Cloud Technology

Cloud Security Solutions for the Enterprise

Investor Presentation - Capability, Capacity and Coverage
June 2016

Agenda

- Introduction

- FirstWave Update

  ‣ Developing capability, capacity & coverage

  ‣ Product innovation & capability demonstration

- Close

Chairman's Comments

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…
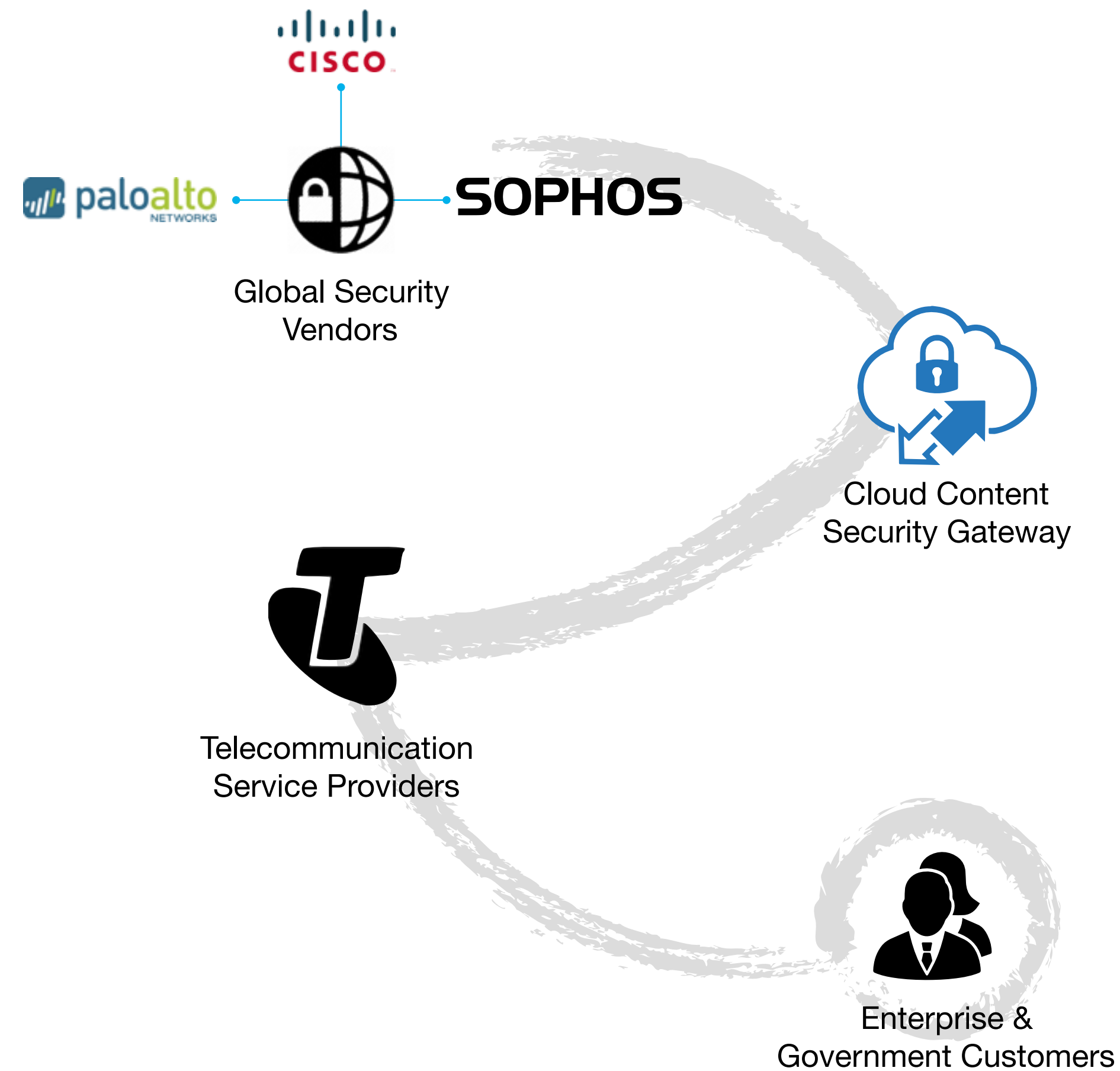
Security becomes a cloud enabler

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
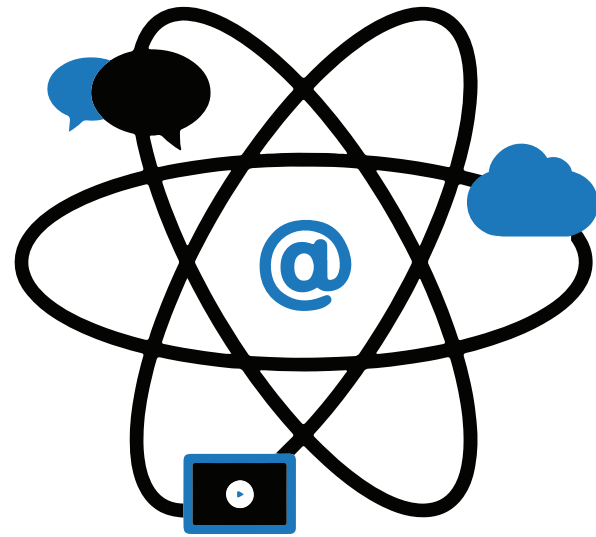
CISCO

paloalto NETWORKS

SOPHOS

Global Security Vendors

Cloud Content Security Gateway

Telecommunication Service Providers

Enterprise & Government Customers

✓Highly replicable

✓Multi-Vendor

✓Multi-Cloud

✓Cross-sell and up-sell

✓Ability to deploy new innovations by security vendors quickly

JB HI-FI

nab

origin

Westpac

i'm lovin' it

NSW Education & Communities

Australian **CUSTOMS AND BORDER PROTECTION**

Capability, Capacity and Coverage

Where it all began

Australian tech company
established in early 2000's

Heritage from Telstra's
Research Labs

White labelled, embedded
security solutions

Significant investment
in R&D

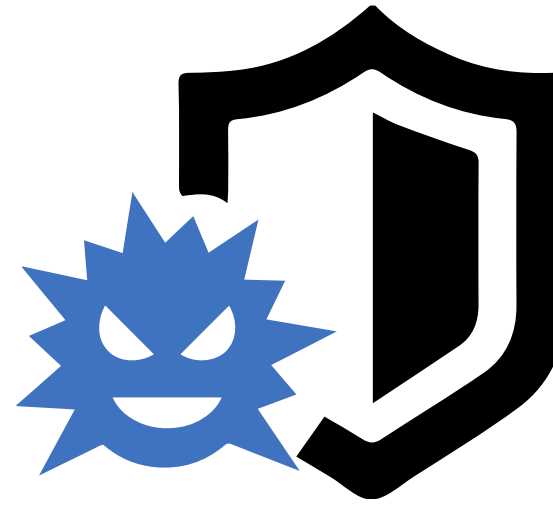Patented, market leading
content security technology

Expanding our paths
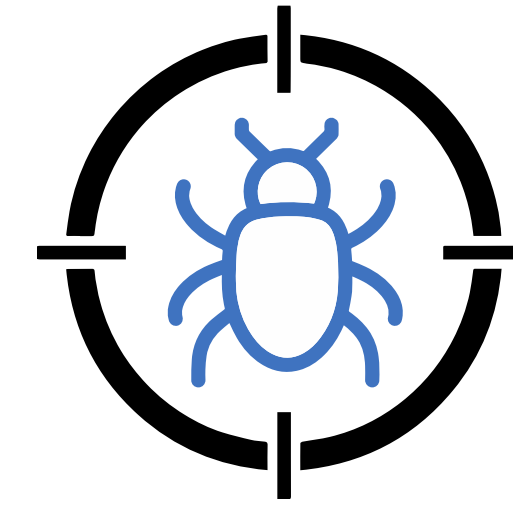to market

Internet Protection for Email

BUILDING CAPABILITY

Anti Spam – reputation,
anti-spoofing, anti-relay

Decrypt - Anti Virus
SMTP

Advance
Anti-Malware

Deep message
inspection

Reputation
Scoring

Cisco Platform Layer

Internet Protection for Email

BUILDING CAPABILITY

Advanced Text analysis,
classification and filtering

Archiving, replay, E-discovery
& advanced reporting

Advanced Picture analysis,
classification and filtering

Data loss prevention

Intelligent search and
retrieval
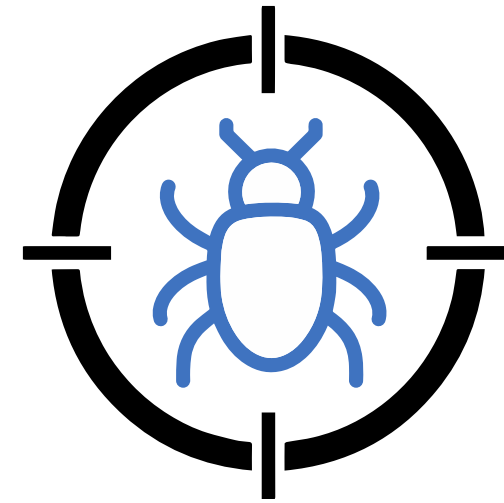
Policy enforcement

FirstWave Feature Set

Cisco Platform Layer

Internet Protection for Web

Behavioural analysis, anomaly detection & statistical modelling

Reputation scoring & advanced malware protection

Cloud sandboxing, retrospective security & file reputation

Web proxy & comprehensive URL filtering

Policy enforcement

Cognitive threat analytics

Cisco Platform Layer

Internet Protection for Web

BUILDING CAPABILITY

Round the clock
Australian based support

Customer portal training &
service policy tailoring

Project Management, integration,
testing & customer acceptance

Pre-provisioning/ordering
& billing continuity

Sales support from Firstwave
experienced security sales specialists

Pre-sales workshops
& documentation

FirstWave Feature Set

Cisco Platform Layer

Next Generation Firewall

BUILDING CAPABILITY

Anti-Botnet Protection
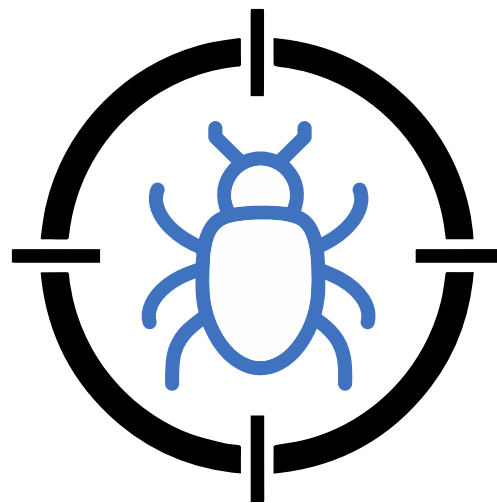
Anti-Malware

Global Threat Intelligence

URL Filtering

Deep packet
inspection

Sandboxing

Palo Platform Layer

Next Generation Firewall

BUILDING CAPABILITY

Orchestrated
Fast Provisioning

Service Chaining
NGFW, WSA, ESA

Cost effective
Multi-Tenancy

Single view portal
Apps

Role based access
and administration

Managed service

FirstWave Feature Set

Cisco Platform Layer

International

Laser Focused

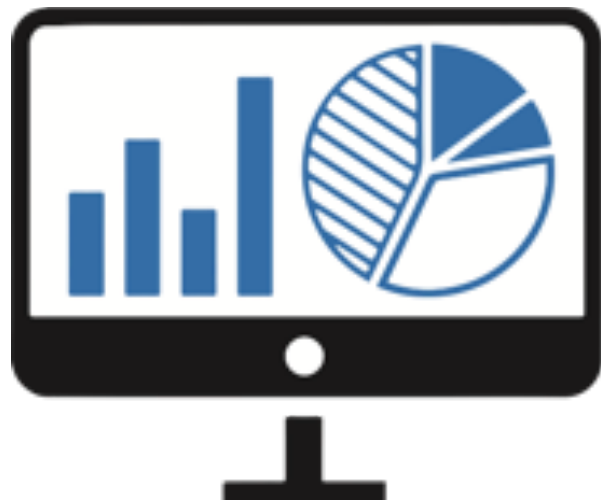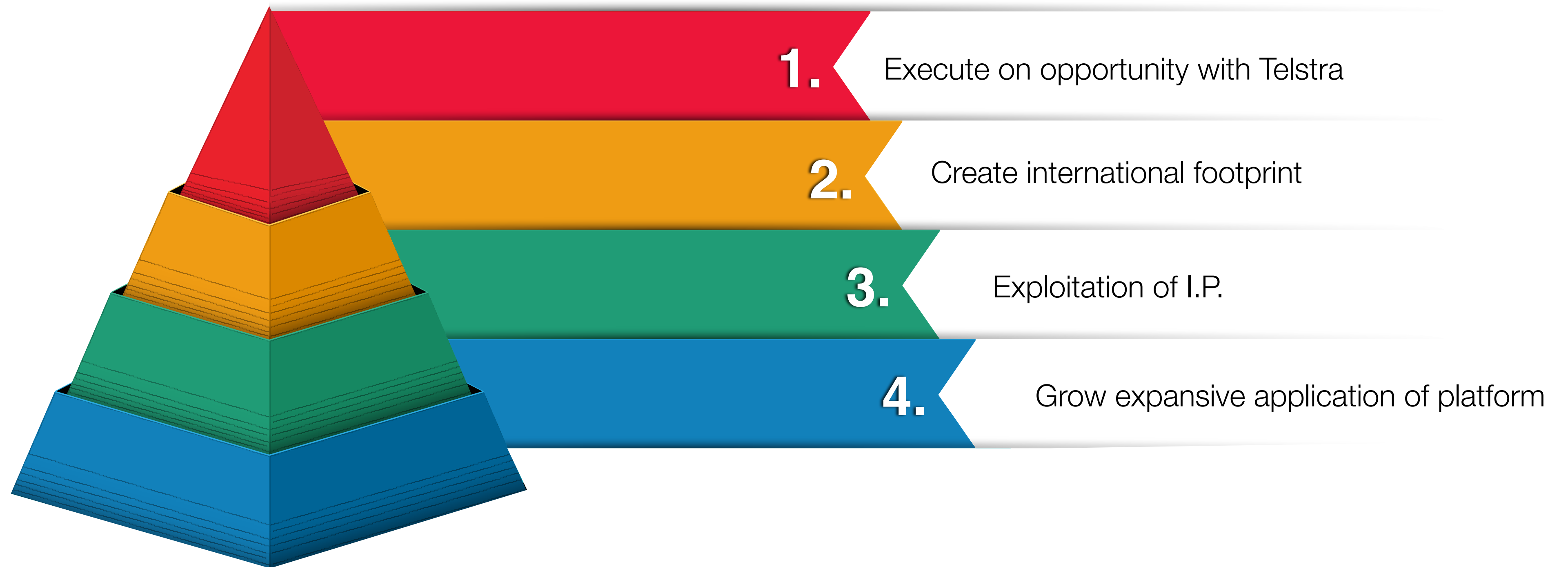## EXECUTION

1. Execute on opportunity with Telstra

2. Create international footprint

3. Exploitation of I.P.

4. Grow expansive application of platform

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*
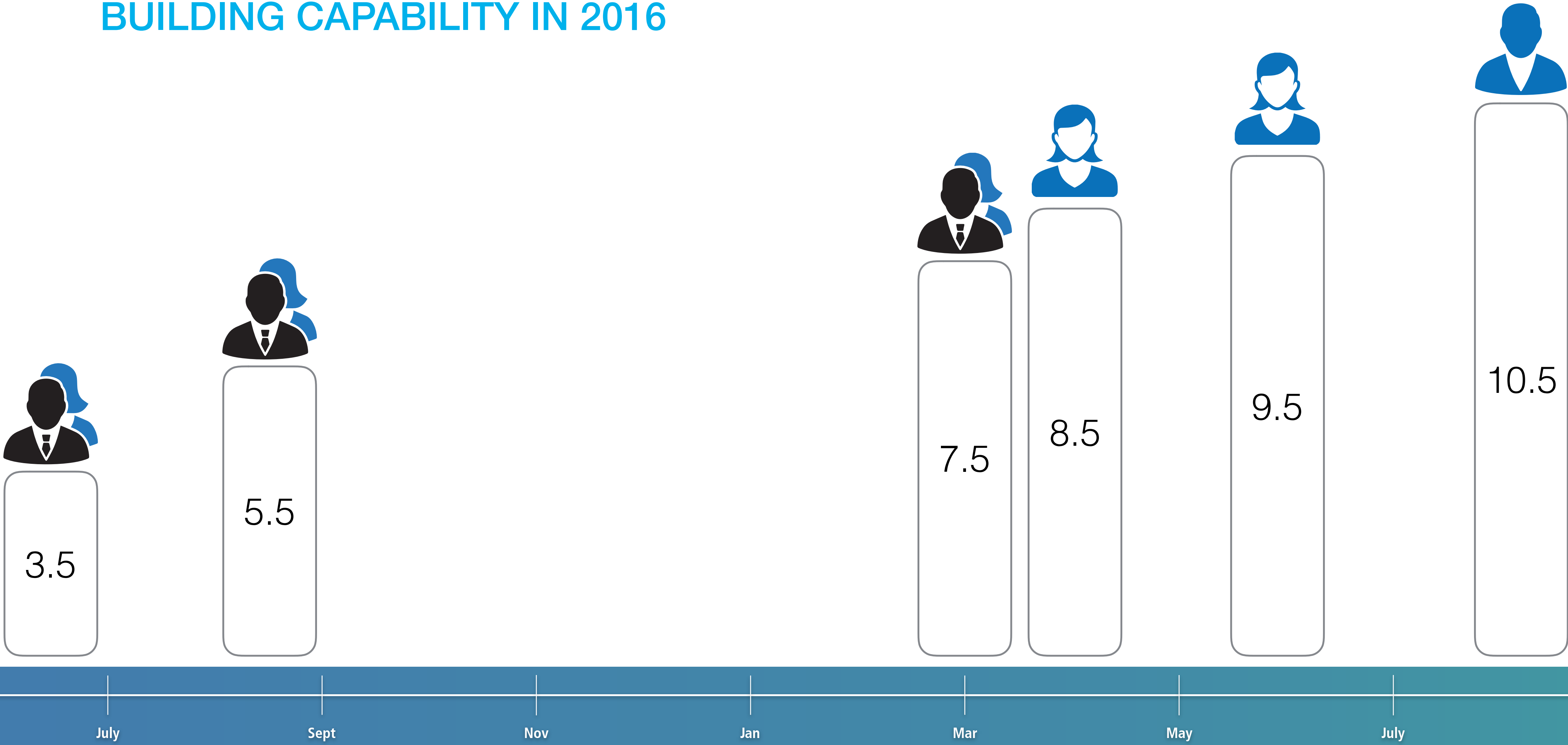
Product & Development

Revolutionising security for the cloud

Augmenting Development Resources

BUILDING CAPABILITY IN 2016

3.5

5.5

7.5

8.5

9.5

10.5

July   Sept   Nov   Jan   Mar   May   July   Sept

Resource Skills Matrix

BUILDING CAPABILITY IN 2016

	YiXia	Will	Eddy	Tony	Shu	Shankar	Deepti	Deepthi	Charles (0.5)
Testing			✅				✅	✅	
API		✅		✅					
Filters			✅				✅		
Portal	✅	✅		✅	✅				✅
Database	✅	✅	✅	✅		✅	✅		
Architecture		✅	✅						
MANO			✅			✅			
Logproc				✅	✅	✅			
Agile PM								✅	
Salt/CI/CD		✅	✅			✅		✅	
HTML/CSS/JS	✅								✅
Security		✅	✅	✅					
Billing		✅	✅	✅	✅	✅			

Agile Overview

Development Team Lean Project Flow (Scrumban)

20
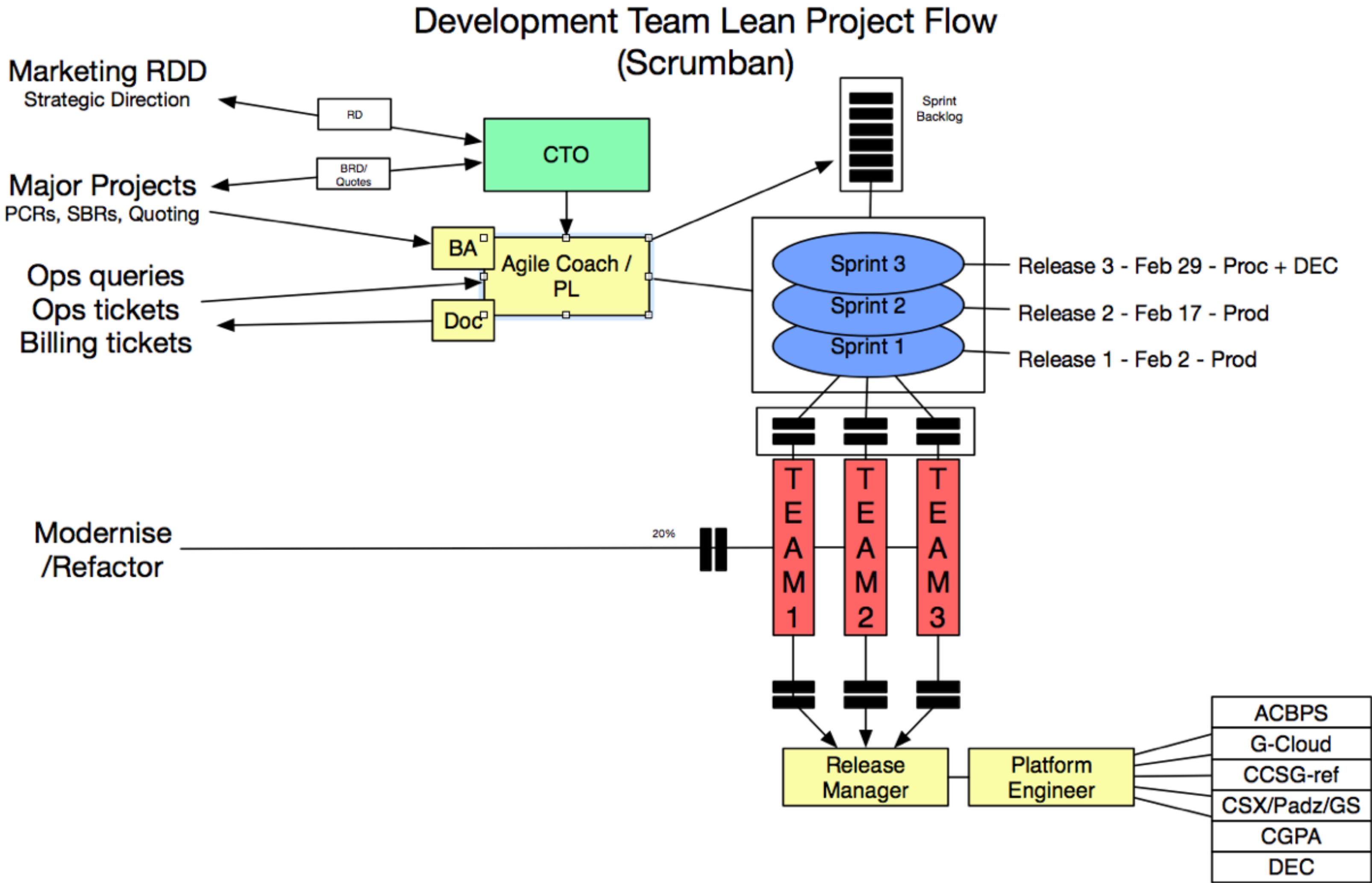
Future Release Momentum

INCREASING CAPACITY

Sprint: 1 2 3 4 5 6 7 **8** 9 10

rel	enh	enh	Url Reputation	enh	Url Reputation – premium				
	enh		AVAS 'release'	poc		enh	Economy		
	enh		Trace enhance	rel	Typo domain filter				
	rel		Delivery ticking		AMP filter	rel			

Cloud customers

enh — Phishing filter

Customs (ACBPS)

enh — SIEM Auth

G-Cloud

rel — DevOps Search

CCSG (Telcos)

poc — Palo Bootstrap

CGPA (NextGen)

enh — Billing

DEC

poc demo — CGPA default route

poc demo — CGPA health mon

poc demo — CGPA Provisioning

poc demo — MANO - Integrated Bootstrap

poc — CGPA - forward — demo — CGPA - forward

enh — Reports for DEC — rel — Palo 7.1 accreditation

poc — CGPA device view — demo — CGPA Provisioning

poc — CGPA service view — rel rel — DEC Platform Upgrade

poc — CSX1 internal demo — design demo rel — G-Cloud CDC

rel — C-Level filter — rel enh — CSX2 CCSG Platform

rel — G-Cloud CSX2

rel — ACBPS Platform

January February March April May June July Aug

Platform Architecture

INCREASING CAPACITY
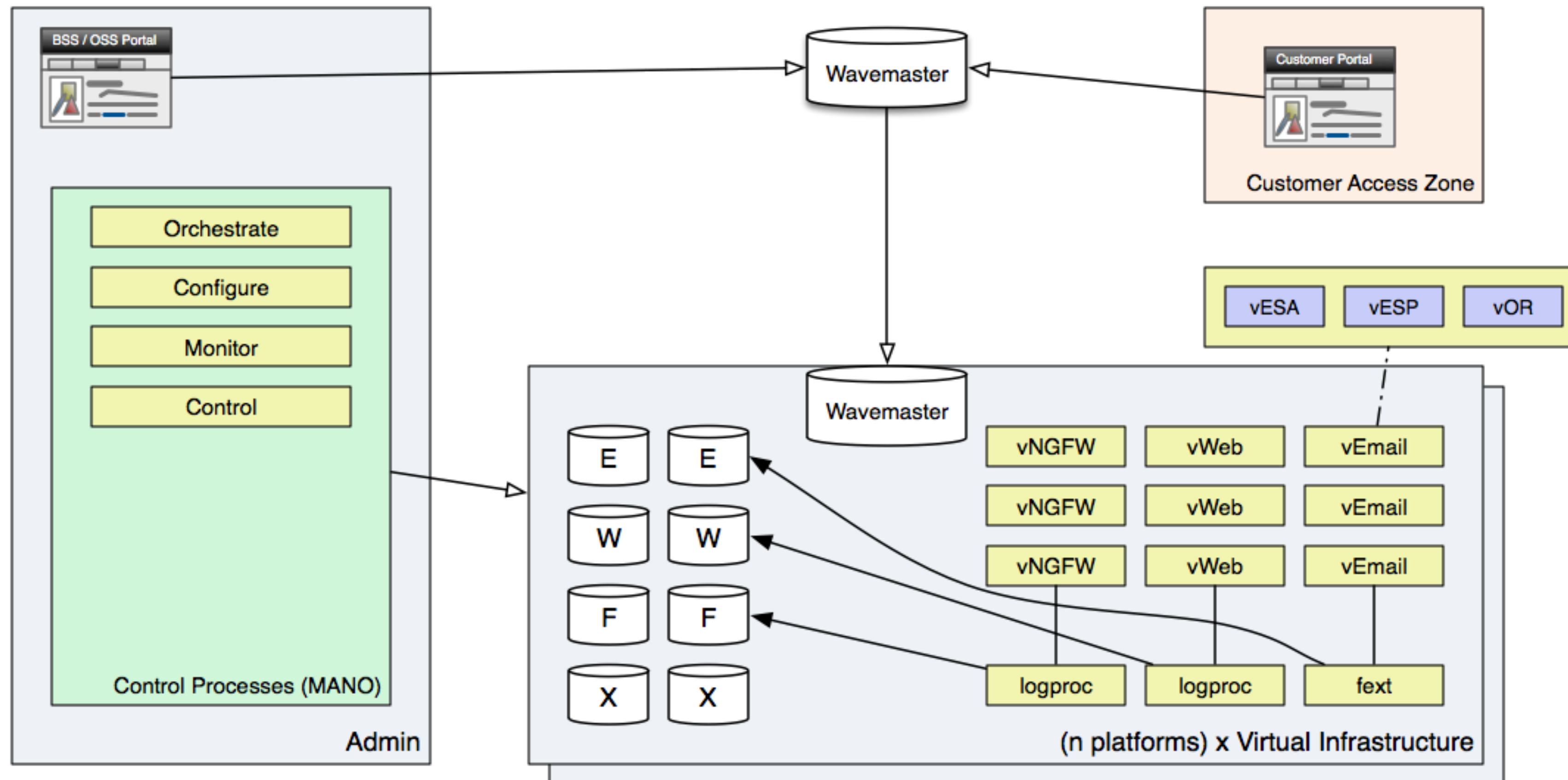
Demonstration

CCSG Cloud Portal