



Cloud Security Solutions for the Enterprise

# Investor Presentation

July 2016

---

# 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*

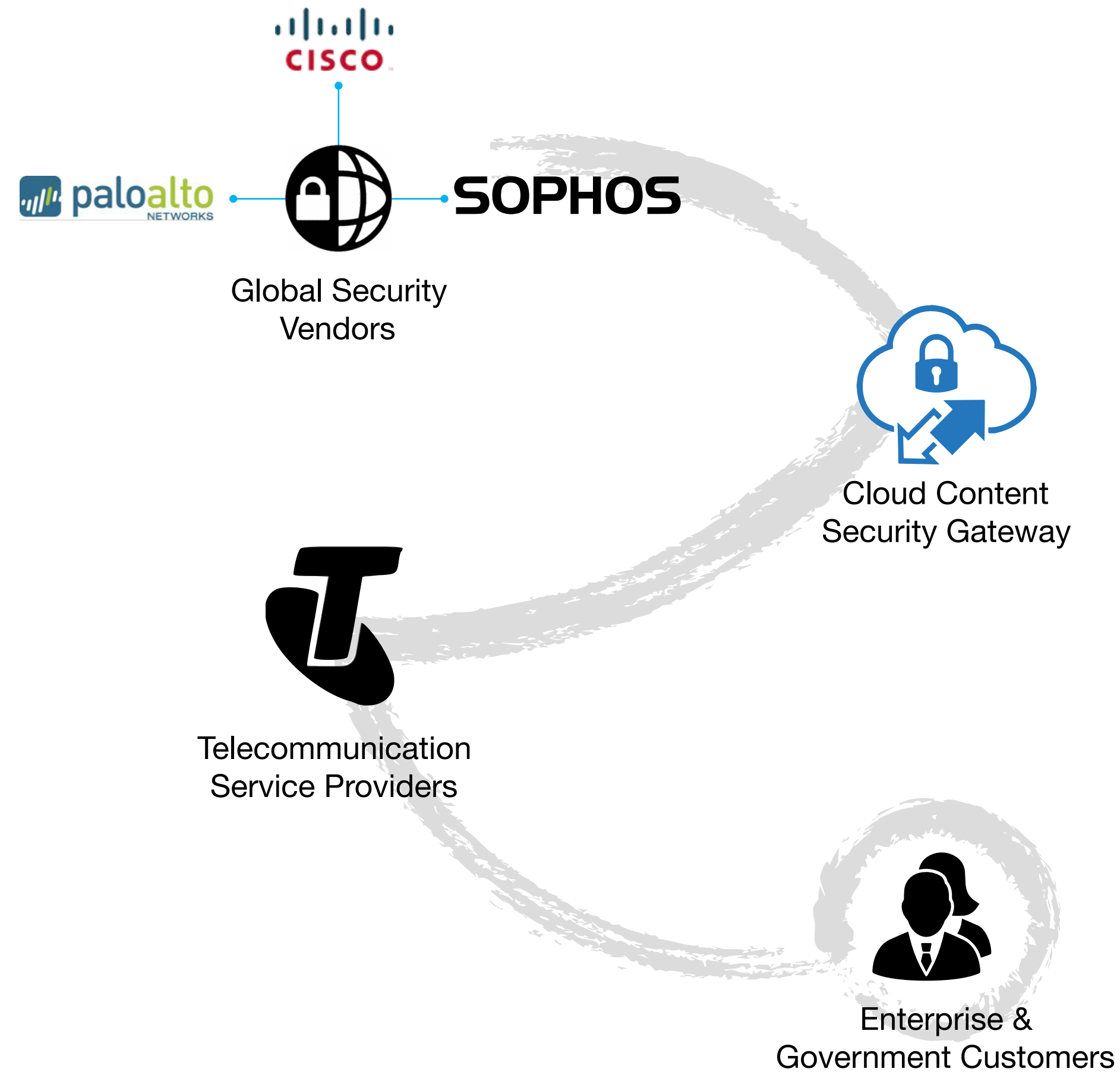
*Security has been a notorious inhibitor to cloud adoption for years. However, I’m sensing a sea change on this issue, with more customers recognising that the cloud is secure and even acknowledging they believe the cloud is more secure than their own datacenters. While this prediction feels bold, I 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



- ✓ 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

Disclaimer: The above growth scenario is indicative only and is based on hypothetical assumptions. These statements do not constitute a forecast or projections nor do they represent revenue on a per annum basis or in a particular accounting period. These statements reflect views only as of the date of this Presentation. The actual results of FirstWave may differ materially from the opportunity expressed, projected or implied.

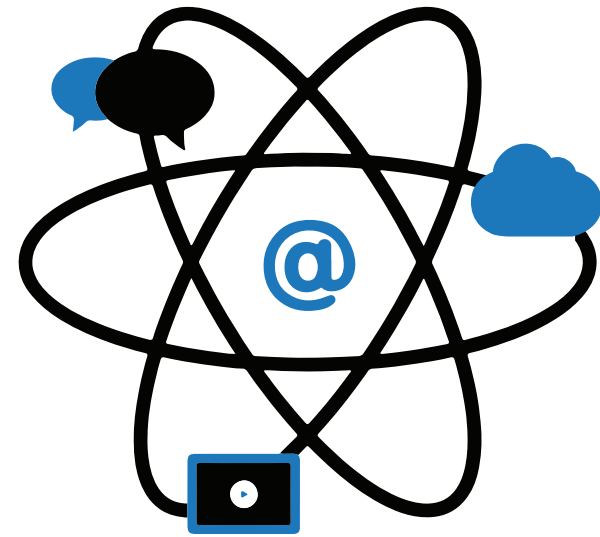
---

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

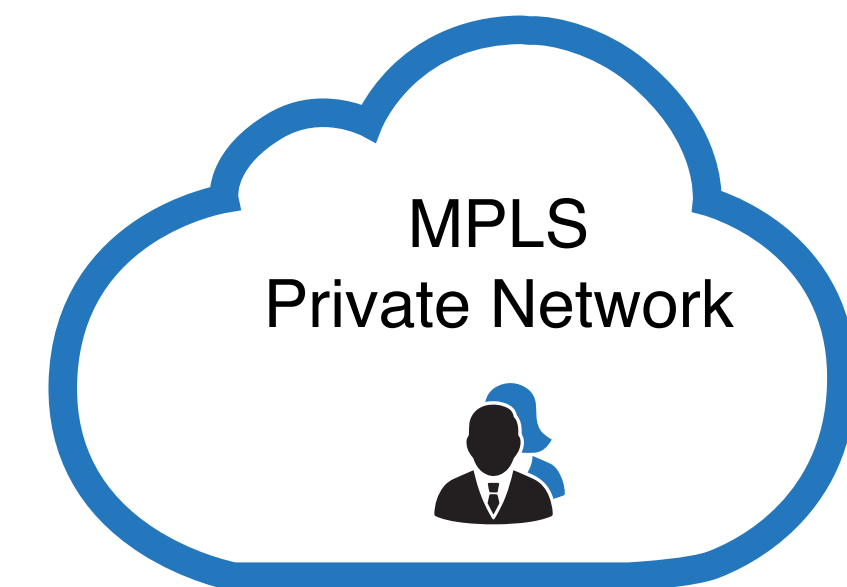
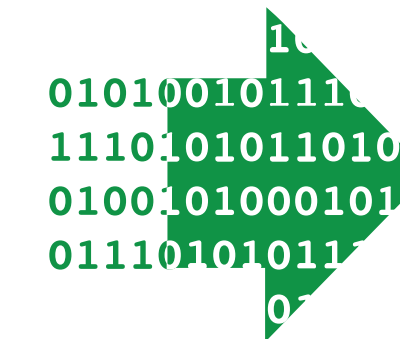
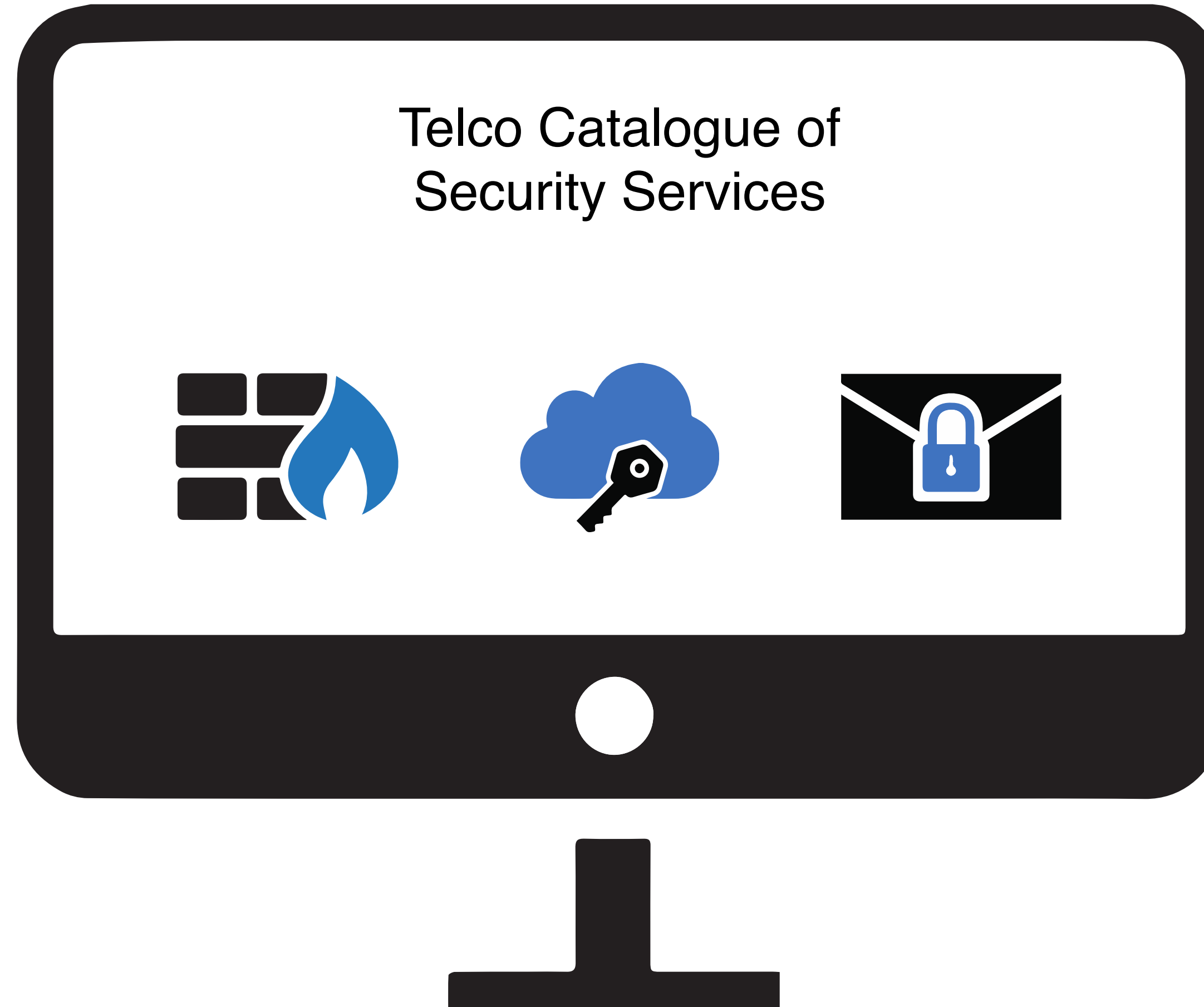
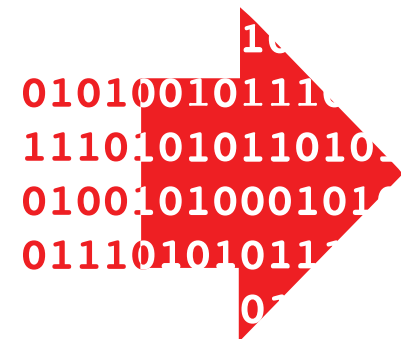
- Scalable
- Flexible
- Multi-Tenanted
- High degree of automation
- High availability





# The Platform

## SAAS SECURITY



# Single Unified RBAC View for Management and Control



Customer



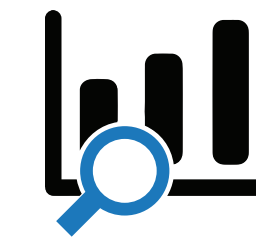
Telco



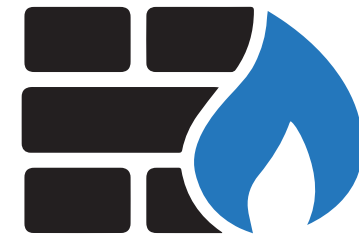
Operations



Orchestration



Analytics



White Label Security SaaS



Security Vendors

# Tier 1 Security Vendors

---



# What is happening out there

---

## CYBERCRIME IS A REALITY

- Lloyd's insurance estimate cyber-attacks in 2015 costed businesses between \$400 - \$500B
- 38% increase in number of information security incidents globally in 2015
- Kaspersky suggests cybercriminals stole up to \$1B from 100 financial institutions in a 2 year period
- CryptoLocker infected some 500,000 users in 6 months who paid out in the order of \$27M
- FBI says ransomware costs in the US are upwards \$209M in first 3 months of 2016.



# 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*



# Multi-tenanted Platform Performance

## MEANINGFUL INSIGHT ON ATTACK TYPES & VECTORS

Inbound Mail	May	June
Processed	75,678,947	107,057,213
Clean	12,282,296	18,845,267
% Spam/Malicious	84%	82%

Outbound Mail	May	June
Processed	28,014,266	34,682,382
Clean	27,932,407	34,300,586
% Spam/Malicious	0.3%	1.1%



---

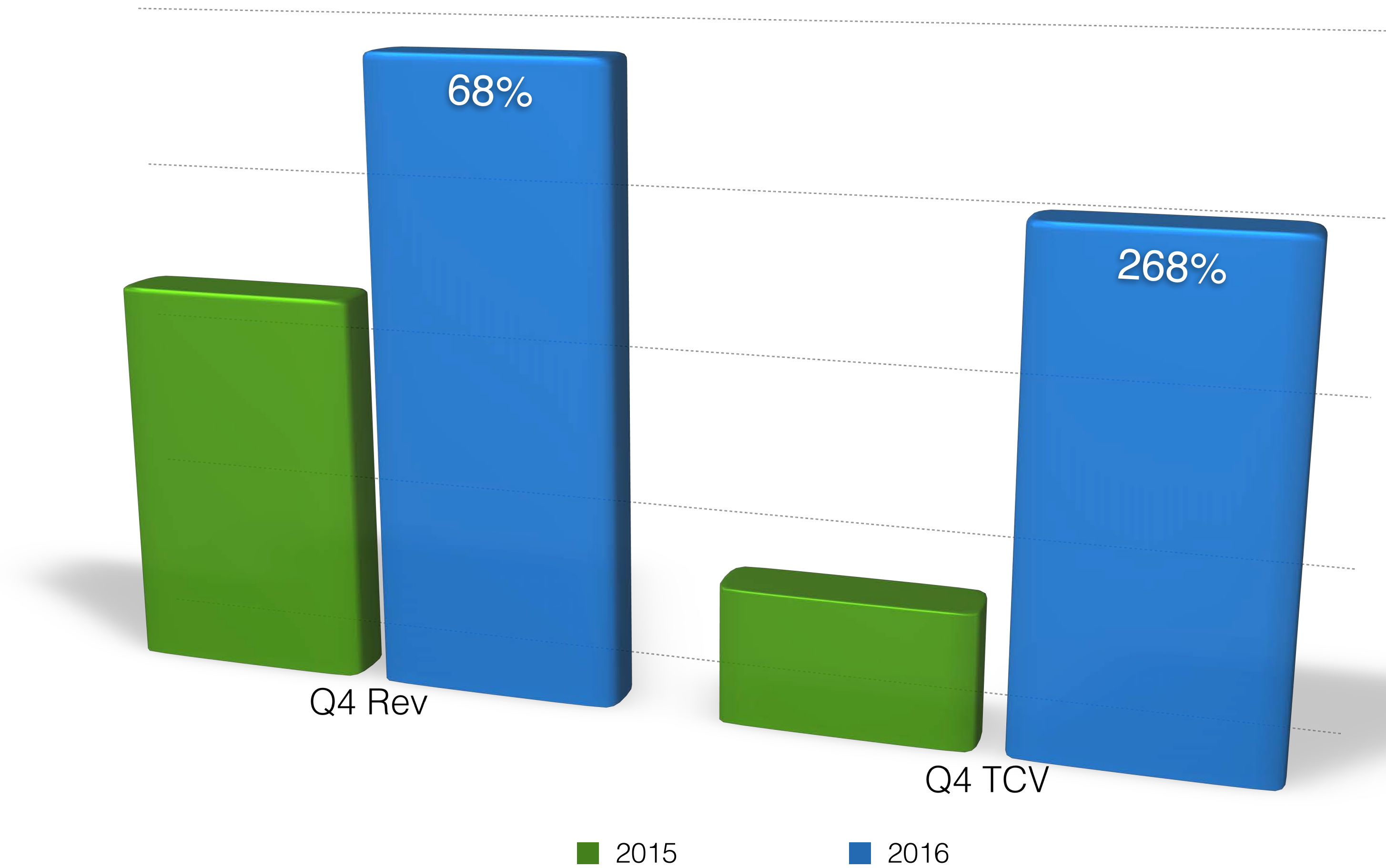
# Results

---

# Q4 Results

PCP

Q4 Growth

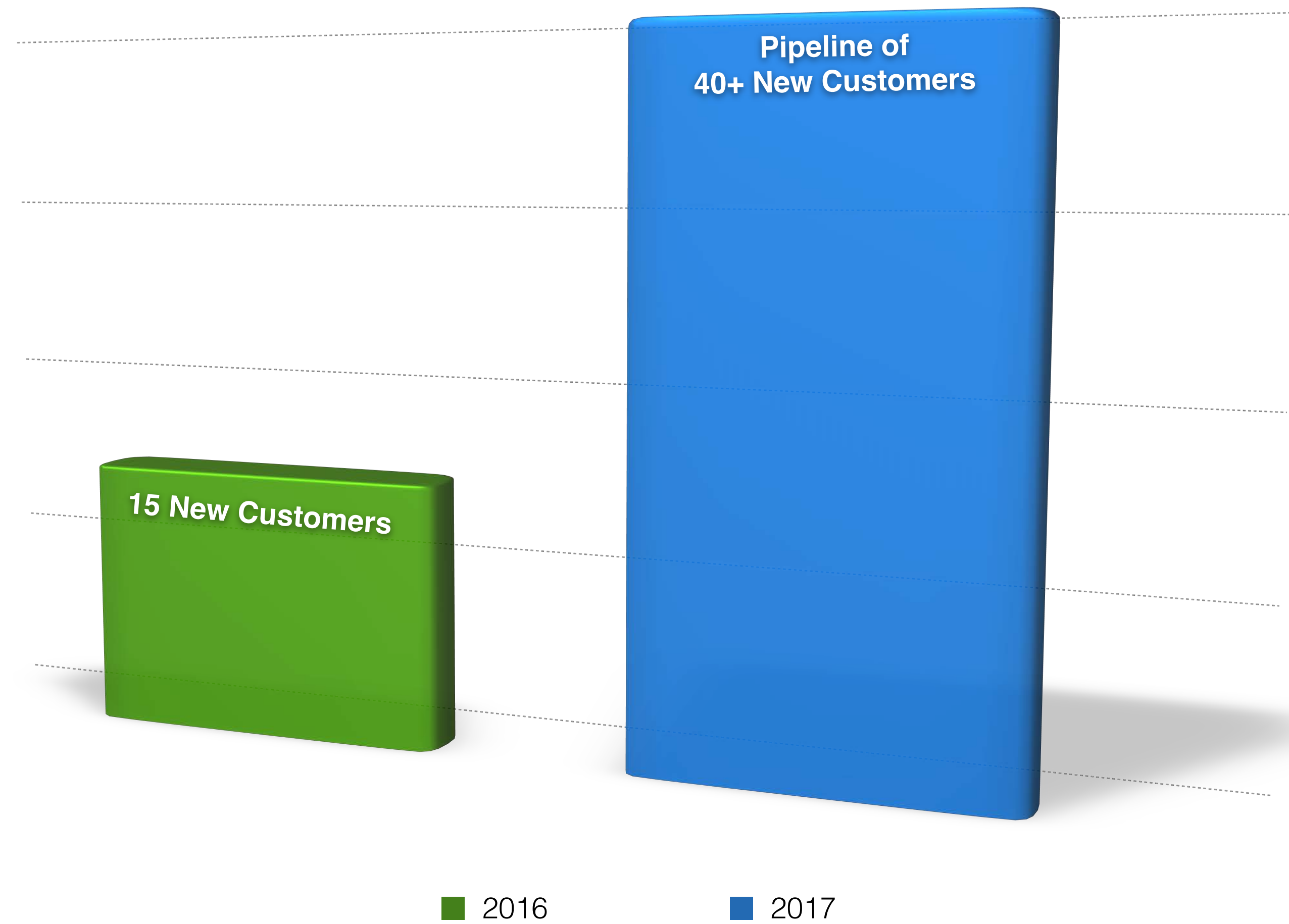


\* Above growth data is based on Un-Audited figures



# NGFW

## CUSTOMER ACQUISITION GROWTH



# Thoughts on FY'17

---

## MOVING YEAR

- Continued growth in acquisition of customers
- Commercial engagement with international Telcos
- Increase in attached services
- Plan to launch additional security services
- Exploit the vast amount of intelligence and inherent analytics



---

# Activity

---

# FW joining Palo's MSSP Partnership

---

NEXTWAVE MANAGED SECURITY SERVICES PROVIDER



# Telstra launches GPA

## SECURITY SAAS

### GATEWAY PROTECTION - Advanced



#### Summary

These days, traditional network infrastructures need to be more agile to keep up with the rapid digital transformation modern business demands. Distributed computers, big data and mobility require a secure network that can think, and also provide the power and flexibility to fulfil their bandwidth-hungry needs.

Software defined networking (SDN) and network functions virtualisation (NFV) technologies have emerged as technologies that will help us meet these needs as they allow us to overcome the constraints of traditional network infrastructure.

Gateway Protection Advanced (GPA) is an enterprise-grade, integrated, cloud-based, virtual Next Generation Firewall (NGFW) solution from Telstra, using FirstWave's unique integrated Cloud Security Gateway (CSG) reference architecture. It is delivered on Telstra's CSX/Next IP offering, facilitated by a standardised configuration aimed at enabling rapid service deployment.

These NGFWs combine application awareness and deep packet inspection to give companies more control over applications while also detecting and blocking malicious threats. Delivered as a high availability, high functionality, managed solution

#### Features and Benefits

Features	Benefits
<p>GPA is offered in 3 versions of 'Service Package' - Essentials, Enhanced &amp; Premium. Features included in all packages are -</p> <p><b>Stateful Inspection</b> The NGFW translates IP address and ports to enable secure access to the internet from your network and hides the internal address space of your network.</p> <p><b>Remote Connectivity</b> Secure site-to-site for hybrid WANs and remote user connectivity is a critical infrastructure component. The NGFW enables you to easily yet securely communicate between sites using the standards-based IPSec and support remote users with IPSec or SSL VPNs. Remote user access can be controlled to limit resources that a particular user can connect to.</p> <p><b>Quality of Service (QoS)</b> Quality of Service (QoS) enables prioritisation of network traffic by application, IP range or port. Both DSCP marking (Differentiated Services Code Point) and traffic shaping are supported. Inbuilt QoS provides you with the capability to prioritise selected traffic based on applications, users or IP subnets tailored to your organisational requirements.</p> <p><b>Application Identification</b> Visibility of users, content, ports, protocols, and IP addresses are useful for network devices, but they provide little insight about your network application</p>	<ul style="list-style-type: none"><li>• <b>Agility and flexibility:</b> Best-in-market vNGFW appliances from one of the world's leading security technology vendors</li><li>• <b>High reliability and performance:</b> High-availability (HA) active/standby vNGFW architecture delivers inherently high uptime/reliability &amp; performance</li><li>• <b>Reduce operation complexity and costs:</b> Total integrated management of enterprise MPLS WAN, remote/mobile VPN access, Internet edge connectivity &amp; NGFW / Internet Gateway functionality</li><li>• <b>Stability:</b> Underpinned by Telstra's first class</li></ul>

# Launching Cybersecurity Operations Centre

---

**EXPANDING FIRSTWAVES OFFERINGS & DRIVING NEW REVENUE**



# International

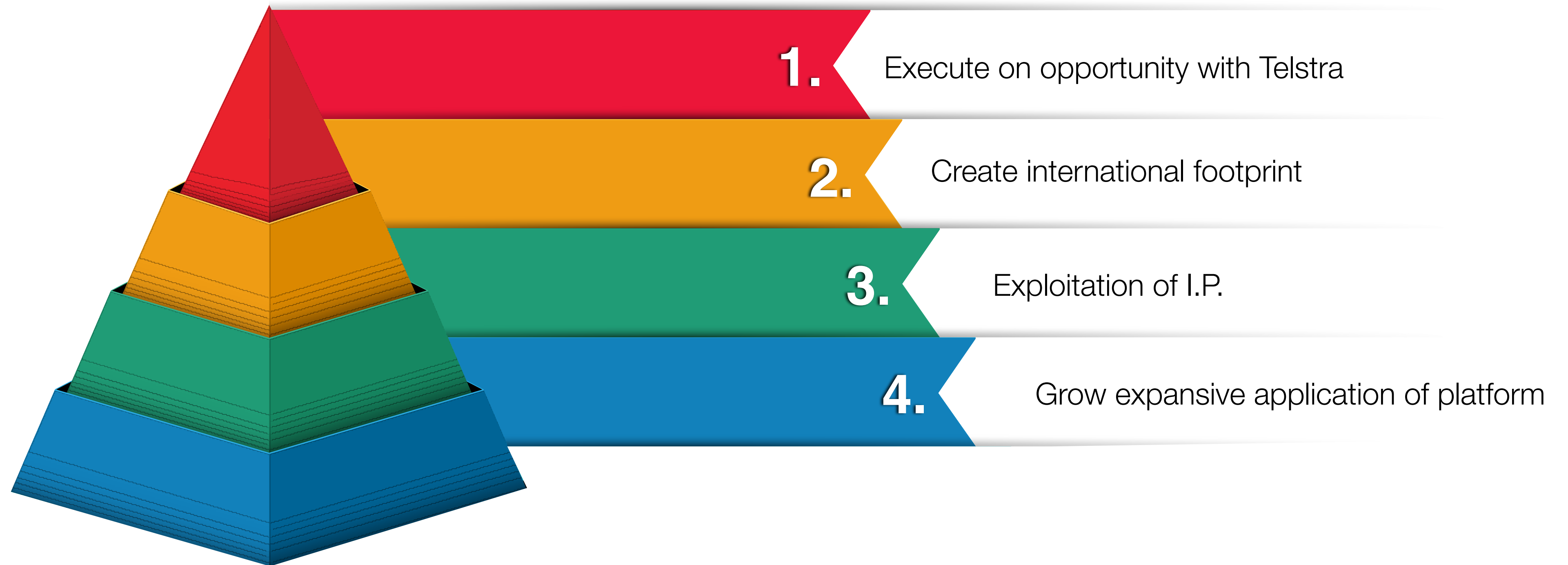
---



# Laser Focused

---

## EXECUTION







# FIRSTWAVE

Cloud Technology

**Summary of information:** This presentation has been prepared by and contains general and background information about First Wave Cloud Technology Pty Limited ACN 098 940 544 (**FirstWave**). This presentation has been prepared for information purposes. This presentation does not purport to contain all the information that a prospective investor may require in evaluating a possible investment in FirstWave nor does it contain all the information which would be required in a prospectus prepared in accordance with the requirement of the Corporation Act. It should be read solely in conjunction with the oral briefing provided by FirstWave and all other documents provided to you by FirstWave. FirstWave are not responsible for providing updated information and assumes no responsibility to do so.

**Not financial product advice:** This presentation is not a financial product, investment advice or a recommendation to acquire FirstWave securities and has been prepared without taking into account the objectives, financial situation or needs of any person or entity. Before making an investment decision prospective investors should consider the appropriateness of the information having regard to their own objectives, financial situation and needs, and seek legal, taxation and financial advice appropriate to their jurisdiction and circumstances. FirstWave are not licensed to provide financial product advice in respect of its securities or any other financial products. Cooling off rights do not apply to the acquisition of FirstWave securities. FirstWave assume that the recipient is capable of making its own independent assessment, without reliance on this document, of the information and any potential investment and will conduct its own investigation.

**Disclaimer:** FirstWave have made every effort to ensure the accuracy of information contained in this presentation. FirstWave and their respective related bodies corporate and each of their respective directors, agents, officers, employees and advisers expressly disclaim, to the maximum extent permitted by law, all liabilities (however caused, including negligence) in respect of, make no representations regarding, and take no responsibility for, any part of this presentation and make no representation or warranty as to the currency, accuracy, reliability or completeness of any information, statements, opinions, conclusions or representations contained in this presentation. In particular, this presentation does not constitute, and shall not be relied upon as, a promise, representation, warranty or guarantee as to the past, present or the future performance of FirstWave.

**Future performance:** This presentation contain certain 'forward looking statements' and opinions. The forward-looking statements, opinions and estimates provided in this presentation are based on assumptions and contingencies which are subject to change without notice, as are statements about market and industry trends, which are based on interpretations of current market conditions. These statements reflect views only as of the date of this Presentation. The actual results of FirstWave may differ materially from the anticipated results, performance or achievement expressed, project or implied by these forward looking statements. While FirstWave believes that the expectations reflected in the forward looking statements in this Presentation are reasonable, neither FirstWave nor any other person gives any representation, assurance or guarantee that the occurrence of the events expressed or implied in any forward looking statements in this Presentation will actually occur and you are cautioned not to place undue reliance on those forward looking statements.

**Risks:** An investment in FirstWave securities is subject to investment and other known and unknown risks, some of which are beyond the control of FirstWave. You should have regard to the 'Key Risks' section of this presentation which outlines some of these risks.

**Not an offer:** This presentation is not, and should not be considered as, an offer or an invitation to acquire securities in FirstWave or any other financial products and neither this document nor any of its contents will form the basis of any contract or commitment. This presentation is not a prospectus.

**Sophisticated and professional investor:** By attending this presentation, you represent and warrant that (i) if you are in Australia, you are a person to whom an offer of securities may be made without a disclosure document (as defined in the Corporations Act 2001 (Cth) ("Corporations Act")) on the basis that you are exempt from the disclosure requirements of Part 6D.2 in accordance with Section 708(8) or 708(11) of the Corporations Act (ii) if you are outside Australia and , you are a person to whom an offer and issue of securities can be made outside Australia without registration, lodgement or approval of a formal disclosure document or other filing in accordance with the laws of that foreign jurisdiction. If you are not such a person, you are not entitled to attend this presentation.

**No distribution:** Distribution of this presentation may be restricted by law. Persons who come into possession of this presentation should seek advice on and observe any such restrictions. Any failure to comply with such restrictions may constitute a violation of applicable securities laws.

**Confidential:** This document contains information that is strictly confidential. By attending this presentation, you agree not to directly or indirectly disclose to any person or copy, use, publish or record in any form any part of this document.