



FirstWave Completes First \$1 Million Sale Under Expanded Telmex Relationship

FirstWave Cloud Technology (ASX: FCT) is pleased to announce it has secured the first major sale of its technology as part of an expanded reseller engagement with Mexico's largest telecommunications group, Telmex.

Telmex has utilised a range of FirstWave products since 2011. Under a newly expanded relationship, it has become a reseller of FirstWave's industry-leading Network Management Information System (NMIS) platform by bundling the software with its network sales.

Telmex completed its first bundling of the NMIS platform this week with the sale of a new network to a government client. The contract will deliver approximately A\$1 million in revenue for FirstWave over the next three years with a minimum of A\$400,000 this financial year and A\$300,000 in each of the following two financial years.

FirstWave Chief Revenue Officer Dino Davanzo said the expanded relationship with Telmex provided a significant opportunity for FirstWave to extend its existing presence in Latin America.

"Having Telmex bundle our software into the sale of a data network is an exciting evolution for us", he said. "This method of working together opens significant opportunities for FirstWave, and securing the first win with the first proposal is excellent news. We look forward to pursuing more opportunities with them."

FirstWave CEO Danny Maher will spend extended periods of time early in the New Year in both Mexico City and the USA to support some exciting developments in those regions as those markets enter their new financial year on January 1st. The company will update the market further at an appropriate time.

Telmex (www.telmex.com) is the dominant telecommunication company in Mexico, with more than \$5 billion in revenue. FirstWave also works closely with Telmex's sister companies, Claro, in Ecuador, Dominican Republic and Guatemala. All the companies are part of the América Móvil, S.A.B. de C.V. [BMV: AMX] [NYSE: AMX, AMOV] conglomerate.

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This announcement has been authorised for release by the Board of Directors.

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About FirstWave:

FirstWave is a global software company formed in 2004. The company is a leading provider of enterprise-grade network management, automation, audit and cybersecurity software, with over 150,000 organisations using FirstWave software across 178 countries. Clients include Microsoft, Telmex, Telstra, Claro and NASA. In January 2022, FirstWave acquired Opmantek Limited, and in September 2023, it acquired Saisei Networks Inc.