



FOR IMMEDIATE RELEASE
4 September 2019

Company Update

General Update

- **WhiteHawk has invoiced a total of US\$360,000 in initial revenues from three contract signings so far this quarter.**
- **Currently testing "proof of value of WhiteHawk's 360 Cyber Risk Framework with a Multi-billion dollar international insurance group (in the top 100 listed companies globally).**
- **WhiteHawk in top 5 submissions for face-to-face demonstration with Department of Defense Cyber Procurement leads of U.S. Cyber Command (USCYBERCOM), through its mission accelerator, DreamPort, offering Significant opportunity for sourcing on future joint US Defense Department contracts.**

Perth, WA and Alexandria, VA – WhiteHawk Limited (ASX:WHK) ("WhiteHawk" or "the Company"), is the first global online cyber security exchange enabling small-to-medium enterprises (SMEs) (with revenues of up to \$1 billion) to take smart action against cybercrime. Its comprehensive 360 Cyber Risk Framework includes continuous monitoring, alerting and mitigation of business and cyber risks for supply chain and vendor companies in real time.

US \$360,000 invoices issued

WhiteHawk is pleased to announce that it has invoiced a total of US\$360,000 in initial revenues from three contracts to provide WhiteHawk's 360 Cyber Risk Framework.

The three contracts include a contract extension with a top 10 US financial institution (as announced to the ASX on 14 August, 2019), a contract extension with a top 12 Defense Industrial Base (DIB) company (as announced on 18 June, 2019), and a sub-contract on a US federal government department Chief Information Office (CIO) contract (as announced on 1 May, 2019).

International insurance group proof of value

WhiteHawk is also pleased to announce the engagement in a "proofs of value" which has the potential to lead to larger long term opportunities.

WhiteHawk has engaged with a prestigious global insurance leader in a proof of value agreement with potential long-term value. Due to sensitivity of cybersecurity work, the name of the organisation cannot be revealed.

WhiteHawk has been working with this insurance leader to conduct a proof of value 360 Cyber Risk Framework for up to 10 of their current suppliers. These suppliers offer a diverse set of products and services, including cloud, technology, software, banking, finance, industrial consulting, and professional services.



By demonstrating the impactful and actionable insights garnered through the 360 Cyber Risk Framework, the target customer could develop a meaningful, long term, company wide Vendor Risk Management program, thereby improving cyber resiliency enterprise wide, and across hundreds of its current and future suppliers.

This proof of value incorporates the Interos business risk platform, the newly automated WhiteHawk Cyber Risk Scorecards and the advanced CyberOne Vendor Risk Module.

The target customer will receive WhiteHawk Cyber Risk Scorecards for all vendors within the proof of value, as well as a Cyber Risk Portfolio Report which identifies key vulnerability trends across the group of companies. These reports will provide additional insights based on WhiteHawk Cyber Analysts performing cyber intelligence analytics on the raw data collected from the security rating providers.

Additionally, the customer will have access to an integrated Vendor Risk Management (VRM) Dashborad from partner CyberOne, which will serve as a central location to track supplier risk status and mitigation activities, including the implementation of cyber risk controls.

Terry Roberts, Executive Chair of WhiteHawk, commented, "As with any other major global enterprise, vendor risk is very real to the insurance industry. We know our automated, integrated and scalable approach can enable Insurance Groups to identify and mitigate cyber and business risks in near real time."

Selected as a top 5 submission In U.S. Cyber Command - DIB outreach challenge

U.S. Cyber Command (USCYBERCOM) recently released an Other Transaction Authority (OTA) request for proposal (RFP) through its accelerator counterpart, DreamPort, to identify innovative commercial solutions with automated cyber risk collection and analysis methods that do not require human intervention for measuring the cybersecurity posture of at least 20 DIB companies.

WhiteHawk's proposal was selected and acknowledged as one of the top 5 submissions, earning the company an opportunity to a face-to-face demonstration with Department of Defense cyber procurement leads.

The winner of this Defense Industrial Base outreach challenge will receive US\$25,000 in prize money, though the real value is the exposure to U.S. Cyber Command and Department of Defense high profile government departments and agencies. Through this opportunity, WhiteHawk, through OTA, will be more accessible to agencies that wish to fast track cyber risk mitigation service contracting and fast track the typical government RFP process.

This comes as the US Defense Department embarks upon an ambitious schedule for a serious overhaul of the way it monitors and enforces cybersecurity within its industrial base.

"This opportunity to demonstrate our integration and scaling of commercial cyber risk monitoring and mitigation across U.S. Department of Defense cyber organizations and professionals is something we have worked to achieve for over a year. We know the integrated SaaS offering we have is unique and impactful, because we still vet 2-3 new innovative vendor capabilities every week," commented Roberts



Other Contracts

The company continues to work on several potential contracts and looks forward to updating the market on this progress.

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About WhiteHawk

Launched in 2016, WhiteHawk began as a cyber risk advisory service with a vision to develop the first online self-service, cyber security exchange, simplifying how companies and organizations discover, decide, and purchase cyber security solutions that directly mitigate their key cyber business risks.

Today, we help US companies to connect to content, solutions, and service providers through evolving our rich data and user experience. WhiteHawk is a cloud-based cyber security exchange platform that delivers virtual consultations, Artificial Intelligence Cyber Risk Profile's that immediately match SME customers to tailored solutions on demand. The platform enables customers to leverage their tailored Security Story to find affordable and impactful cyber tools, content, and relevant services through our algorithms and expertise, to better understand how to improve and stay ahead of today's cyber threats. The Platform enables companies to fill their needs on an ongoing basis with demonstrated cost and time savings.

For more information, visit www.whitehawk.com.