

Virtualizing Network Services



Market Data

Share Price (as at 5 March 2015)	A\$/share	\$0.37
Issued capital	m shares	598.8
Shares escrowed until Dec 2016	m shares	308.0
Fully Diluted Market Capitalisation	A\$m	\$221.6
Cash	A\$m	\$2.9
Debt	A\$m	\$1.3
Enterprise Value	A\$m	\$220.0
Shares held by Directors	m	120.0
Estimated Free Float	%	48%

Note:

iWebgate Limited (**IWG**) listed on the ASX in December 2014 through a reverse takeover of MyATM Holdings Limited (**MYA**)¹

Directors and Management

Chairman	Adam Sierakowski
Executive Director and CEO – USA	Tim Gooch
Managing Director – Asia Pacific	Mark Harrell

Share Price Performance

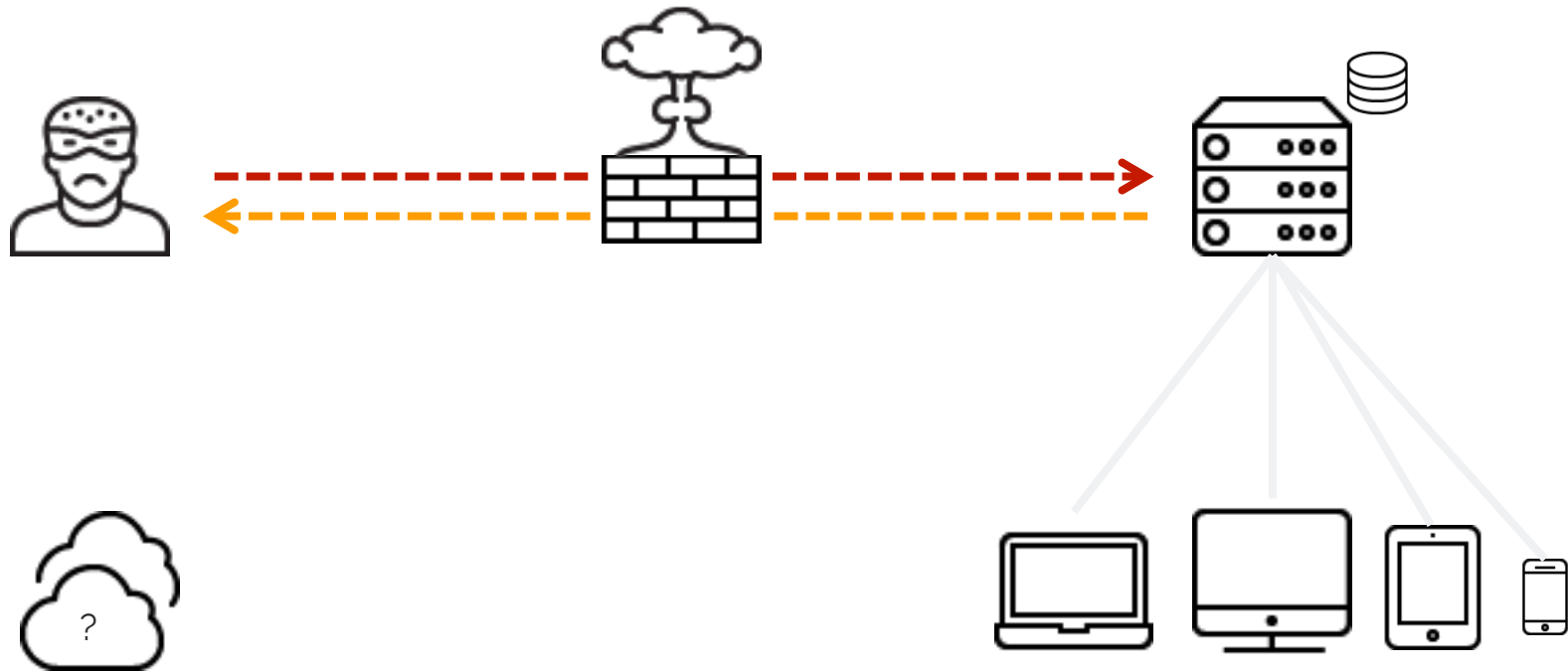


Prior Capital Raisings

Date	Amount Raised	Raising Price
December 2014	A\$5.0m	A\$0.40
March 2014	A\$1.0m	A\$0.16
December 2013	A\$0.75m	A\$0.04

Note 1: The vendors of iWebGate controlled 81% of IWG post-reverse takeover

#1: Firewalls are Safe



#3: Other friendly networks
don't present a risk

#2: We Setup Our Networks
so they must be safe

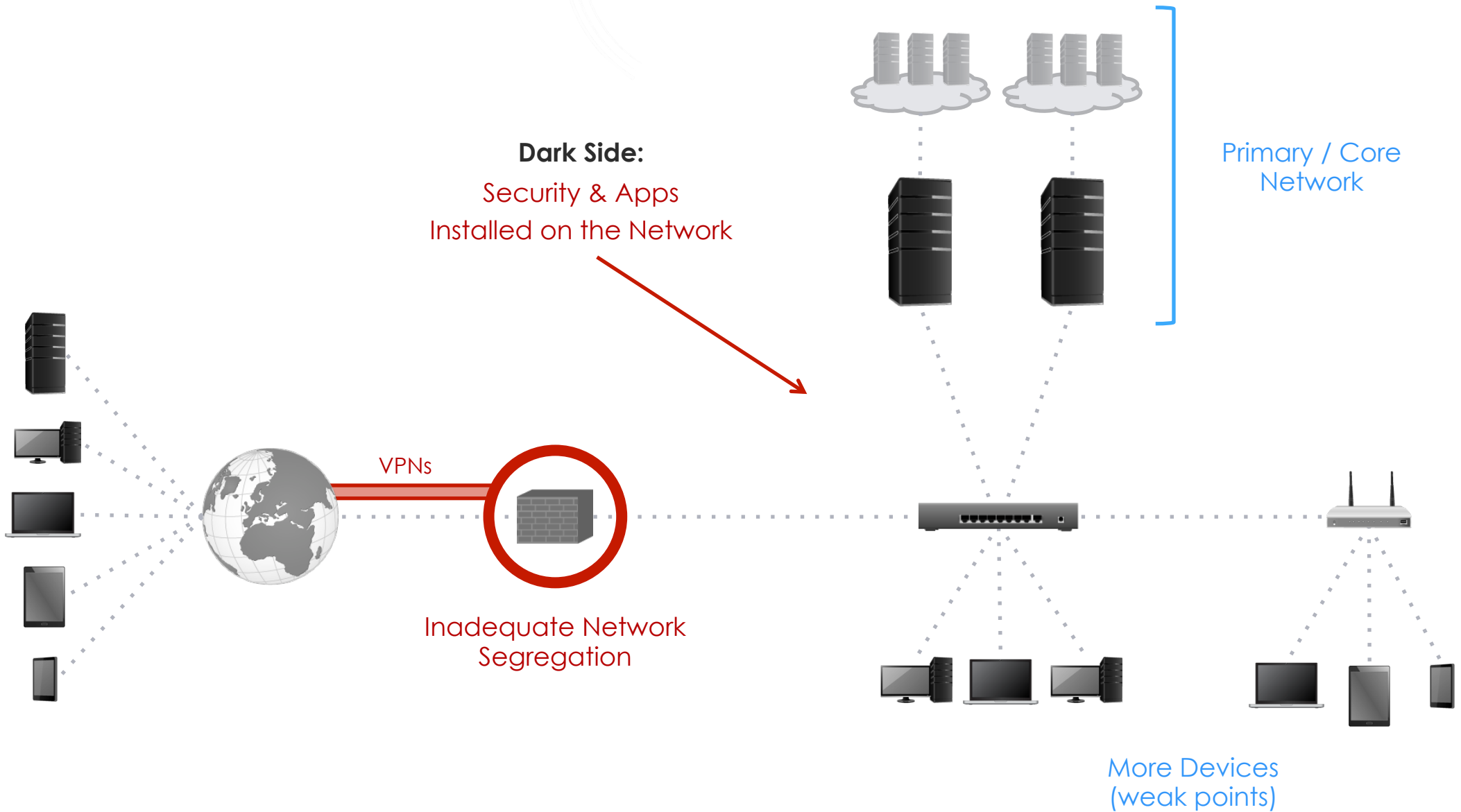


Dark Side:
Security & Apps
Installed on the Network

Inadequate Network
Segregation

Primary / Core
Network

More Devices
(weak points)



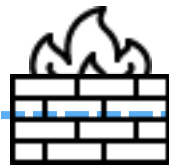
Immature Network Segmentation

Principle of Separation



or





Highly
Inefficient

Poor
Segregation

Inadequate
Security

Cost &
Complexity

Asset
Transfer

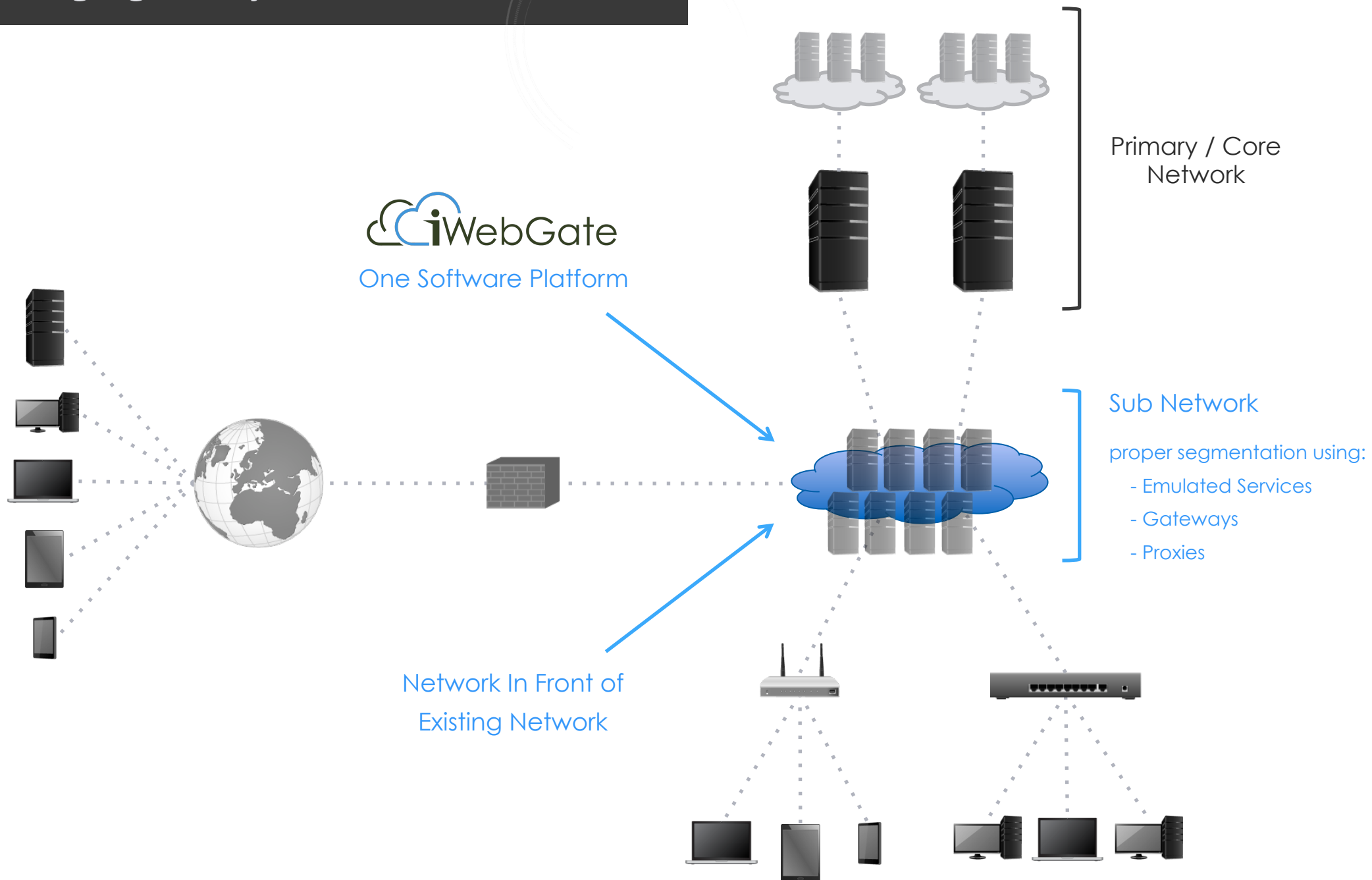
SMEs

Large Enterprise

On-Premise Networks

Cloud Networks

Segregate (layer) Networks

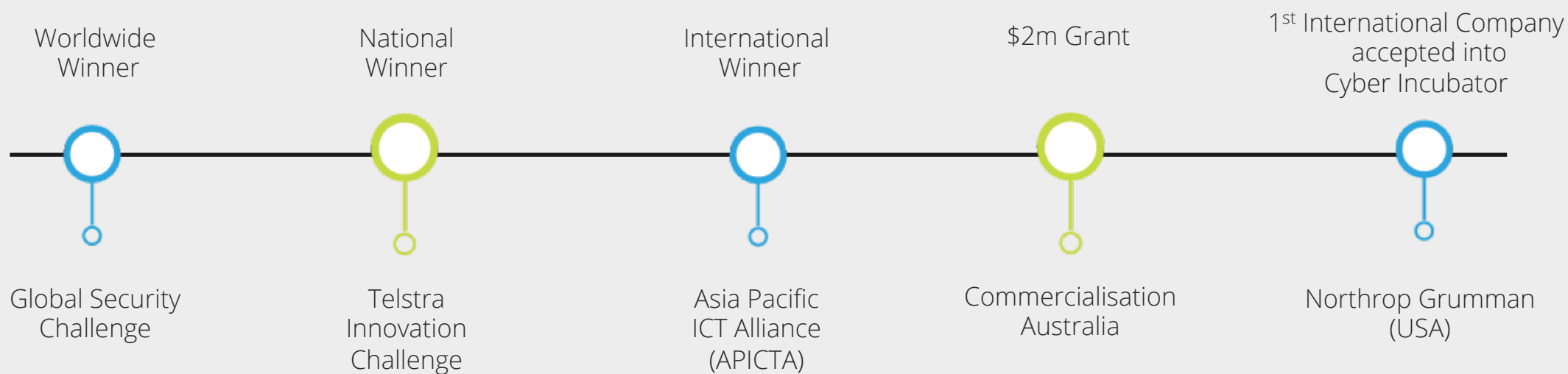


Global Awards



iWebGate was recently [granted a patent from the United States Patent and Trademark Office \(USPTO\)](#) for its Virtual Invisible Networking (VIN) technology. The Virtual Services Platform (VSP) patent is currently under review by the USPTO.

Industry awards include but are not limited to:





Implementing a sub-network in a Demilitarized Zone (DMZ) to separate an enterprise's private / primary networks from all other networks including the Internet has been recognized as an industry "best practice".

1. The cost of server hardware, software and system administration has placed a proper DMZ sub-network beyond the reach of almost all SMEs and encouraged other enterprises with highly fragmented and widely distributed networks to cut corners
2. The current VPN approaches circumvent the DMZ sub-network defensive layer

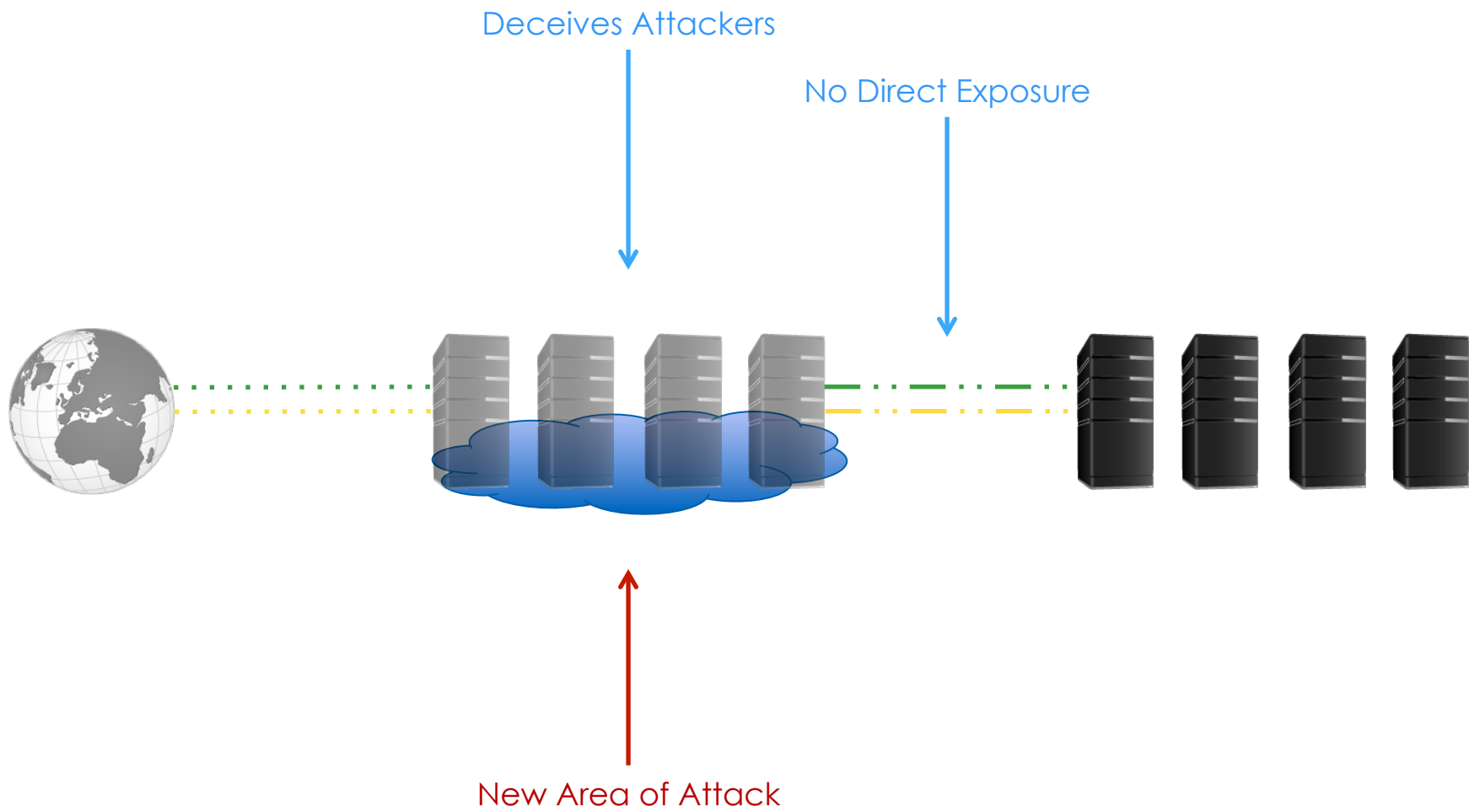


Indirect to Market Channel Partners

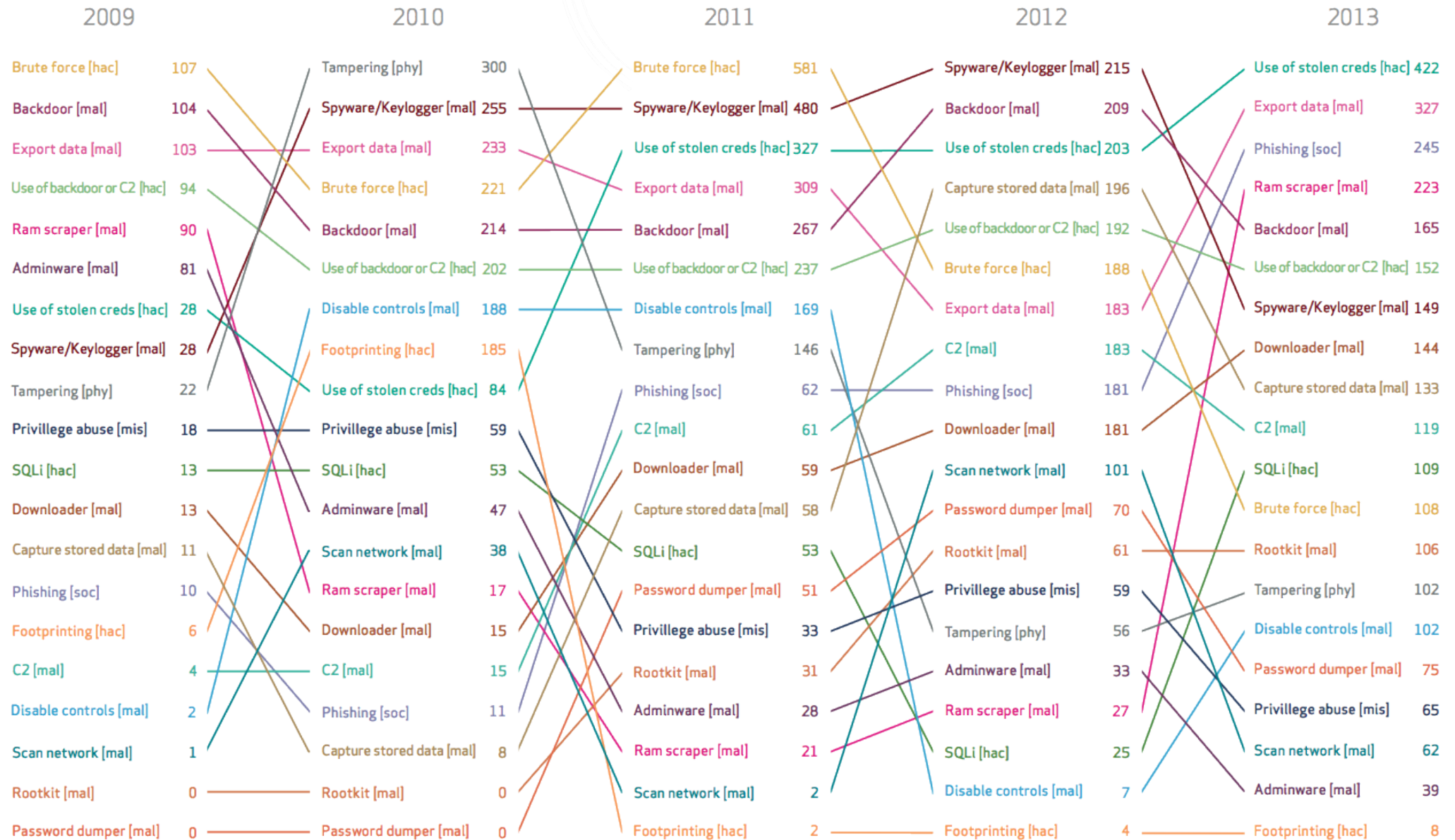
- 1) Organisations touching the networks (iaas, telco, isp, data centre)
- 2) Strategic network partners (primes)
- 3) Software developers

Cloud Deployment

- 1) Major cloud providers
- 2) Needed to punch through firewalls (VPN was extremely restrictive)



Many Attack Vectors

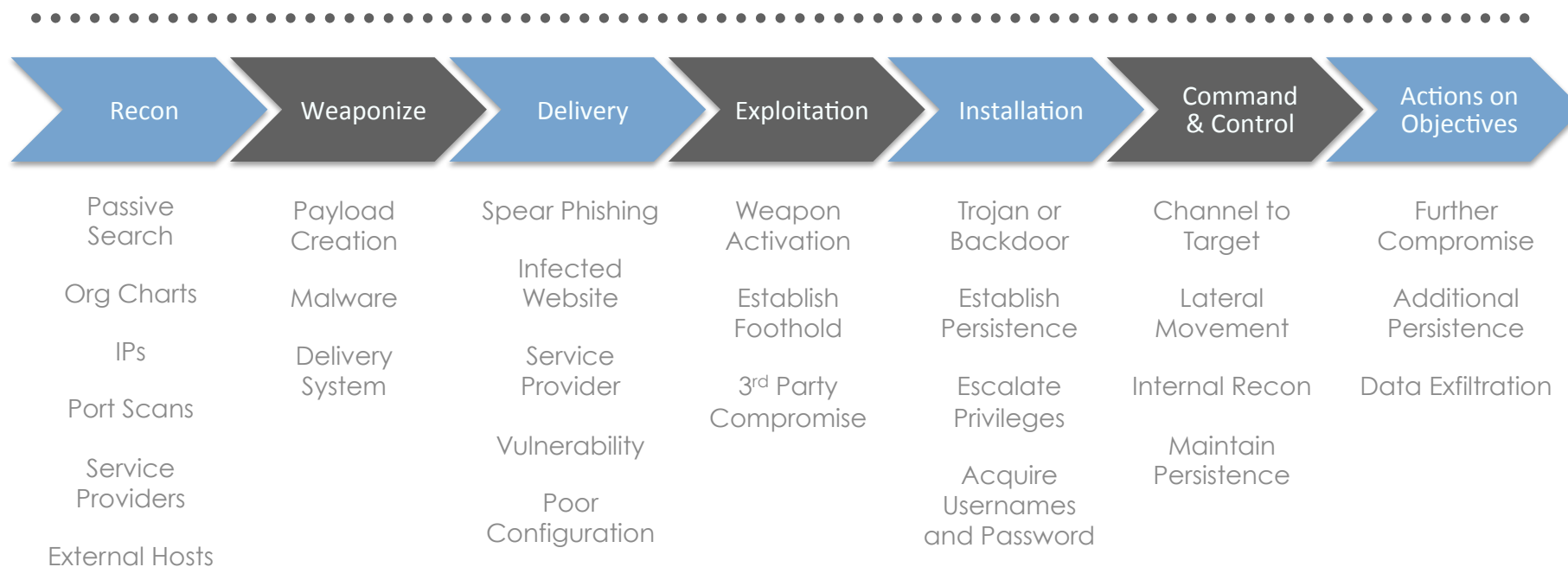


Source: Verizon 2014 Data Breach Investigations Report

Defense In Depth



New Thinking



Problem ... Many Systems Required



COMMITTEE ON COMMERCE,
SCIENCE, AND TRANSPORTATION

A “Kill Chain” Analysis of the 2013 Target Data Breach

MAJORITY STAFF REPORT FOR CHAIRMAN ROCKEFELLER
MARCH 26, 2014

Target - Key Findings



Outcome:

CEO stepped down
Many C-Level execs fired
40m credit cards stolen
70m personal records stolen
46% drop in profits
\$260m financial loss
\$100m terminal upgrade



Gave network access to a small third-party vendor with weak security, allowing attackers to gain a foothold in Target's network.

SME – Weakest Link



Failed to respond to multiple automated warnings from the company's anti-intrusion software that the attackers were installing malware.

Analysis Paralysis



Attackers appear to have successfully moved from less sensitive areas of Target's network to areas storing consumer data. Failed to properly isolate its most sensitive network assets.

Poor Segregation



Failed to respond to multiple warnings from the company's anti-intrusion software regarding the escape routes used to exfiltrate data.

Lack of Resources

Networks, connections, devices and
data must be properly segregated

Virtual Services Suite



LaunchPad
Segregate Networks

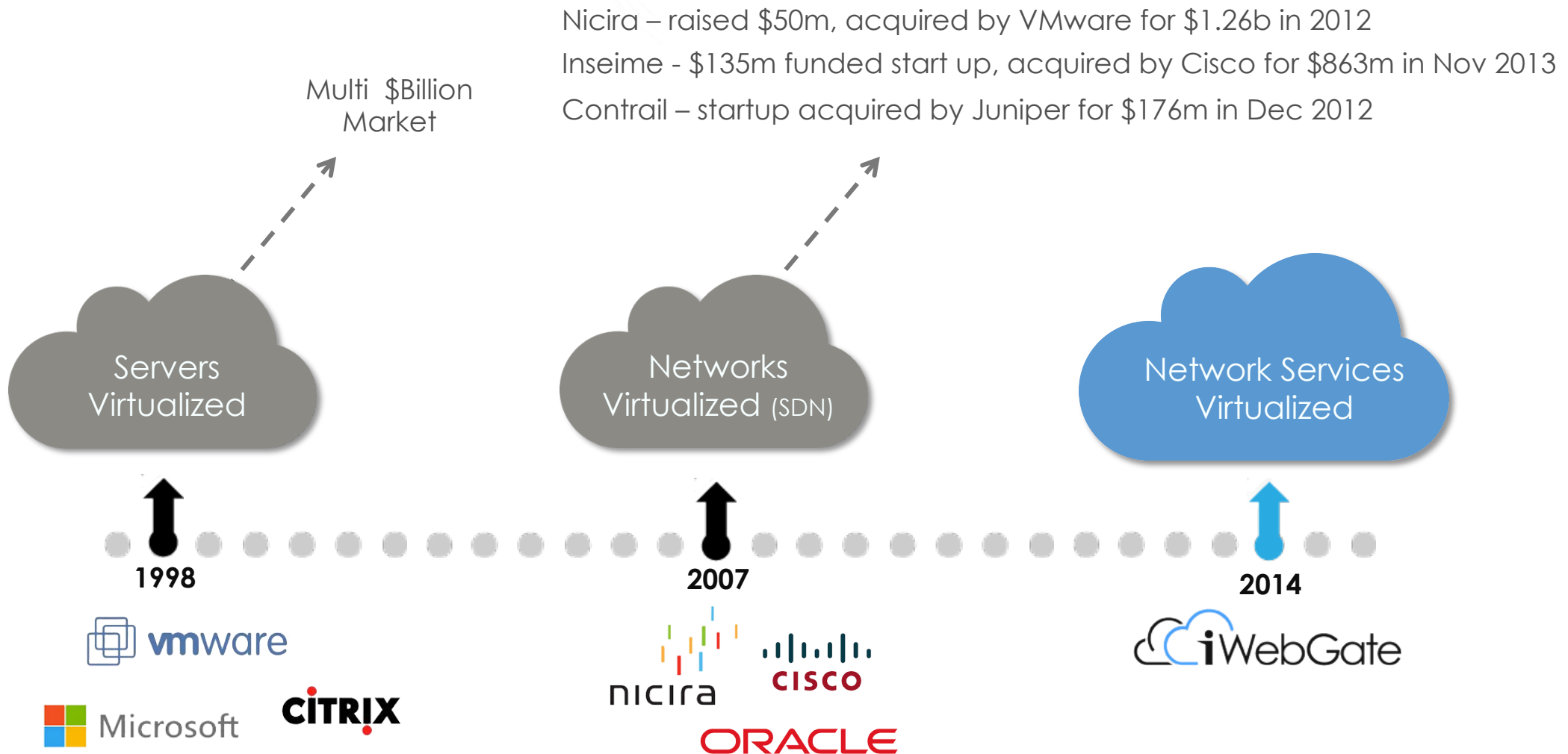


Linkup^{LP}
Segregate Connectivity

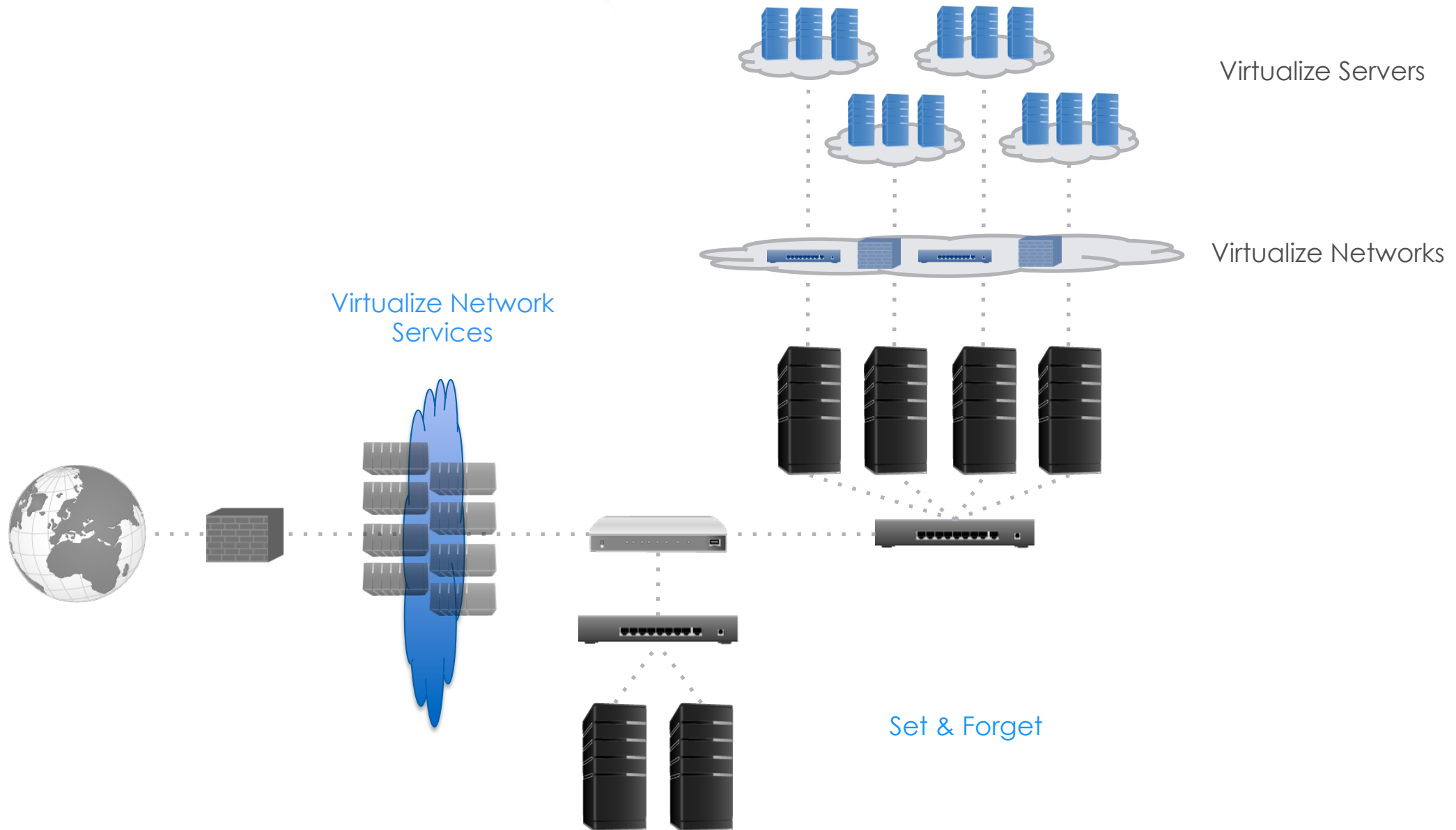


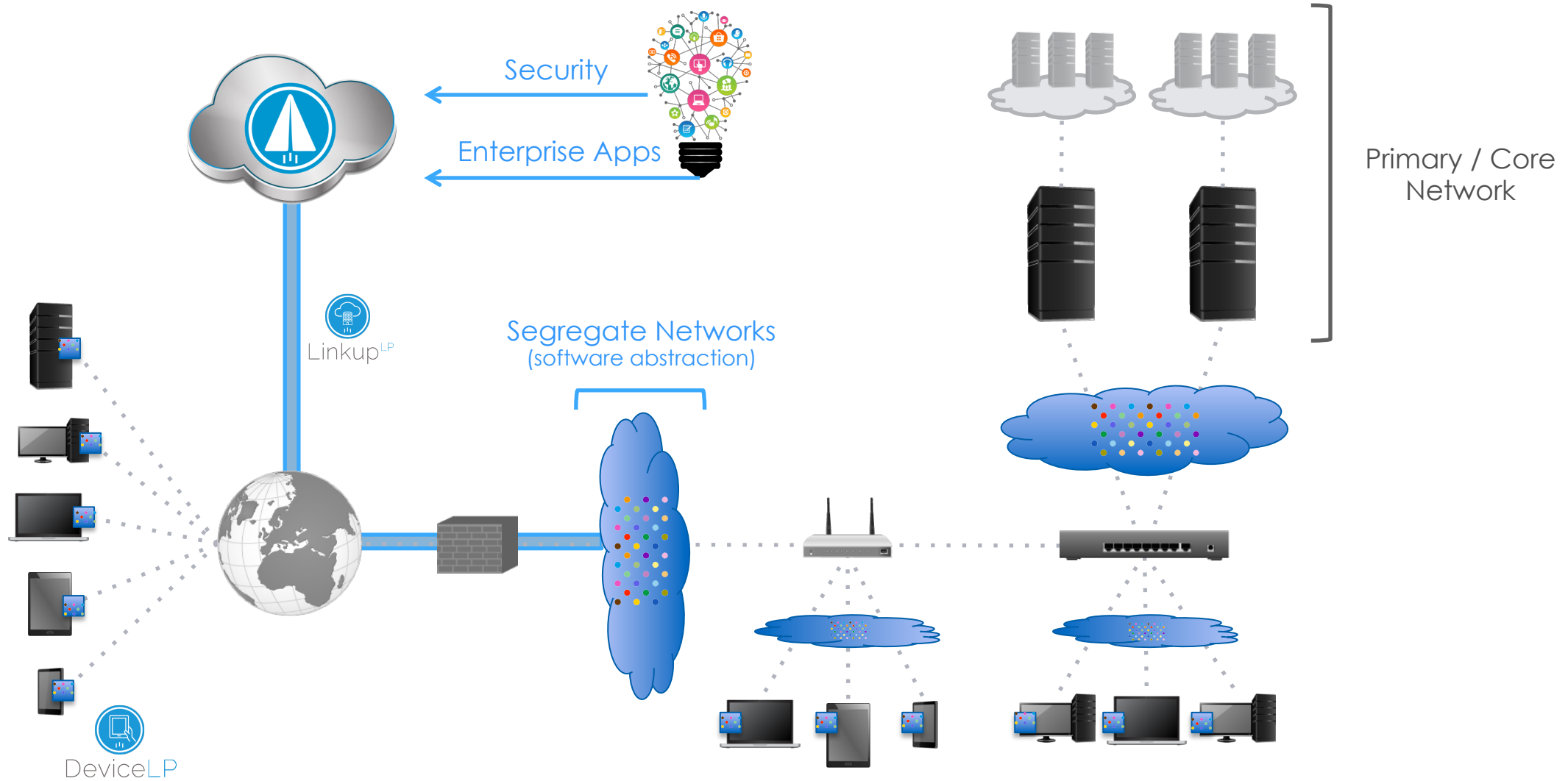
Device^{LP}
Segregate Devices

Virtualization History



Virtualization Process





3rd Party Integration

We are not just making a computer networking product. We are combining the skills of diverse people to make something no one person or company can create alone.

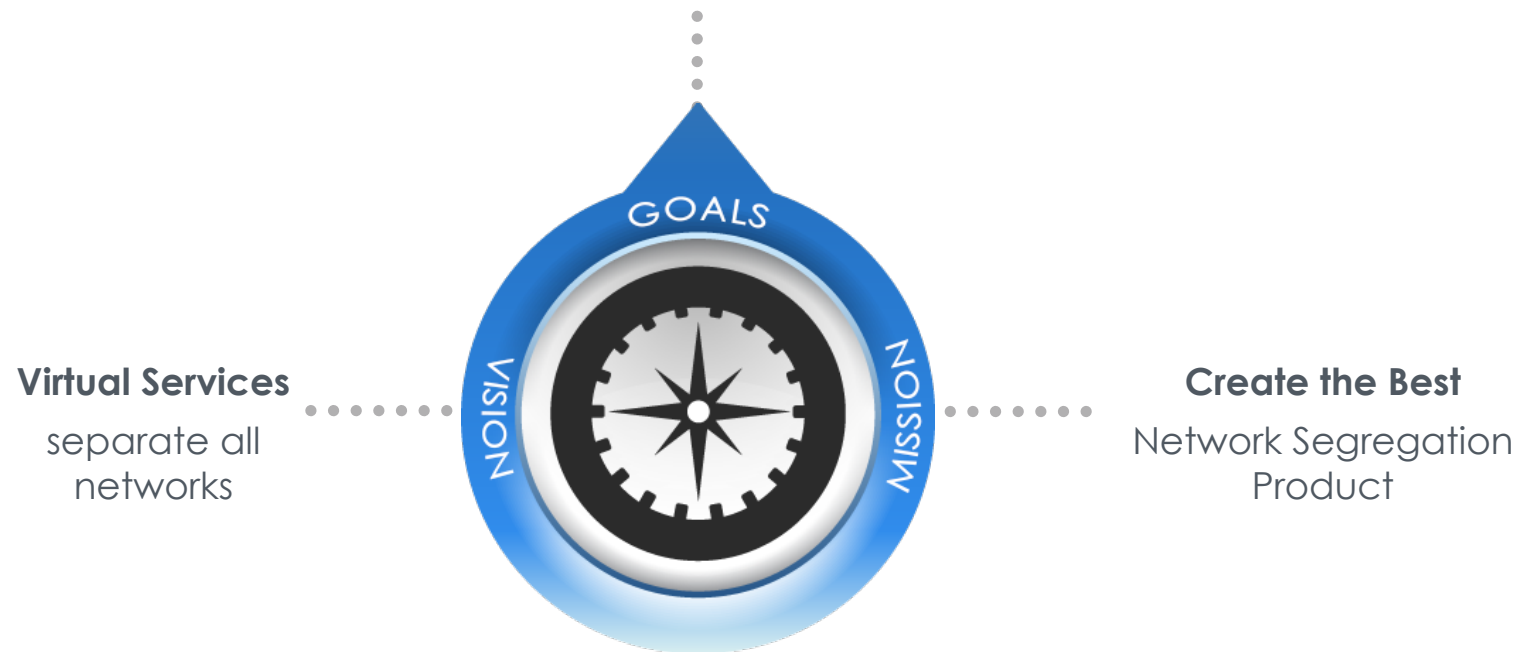


iWebGate will aim to build value by addressing this space

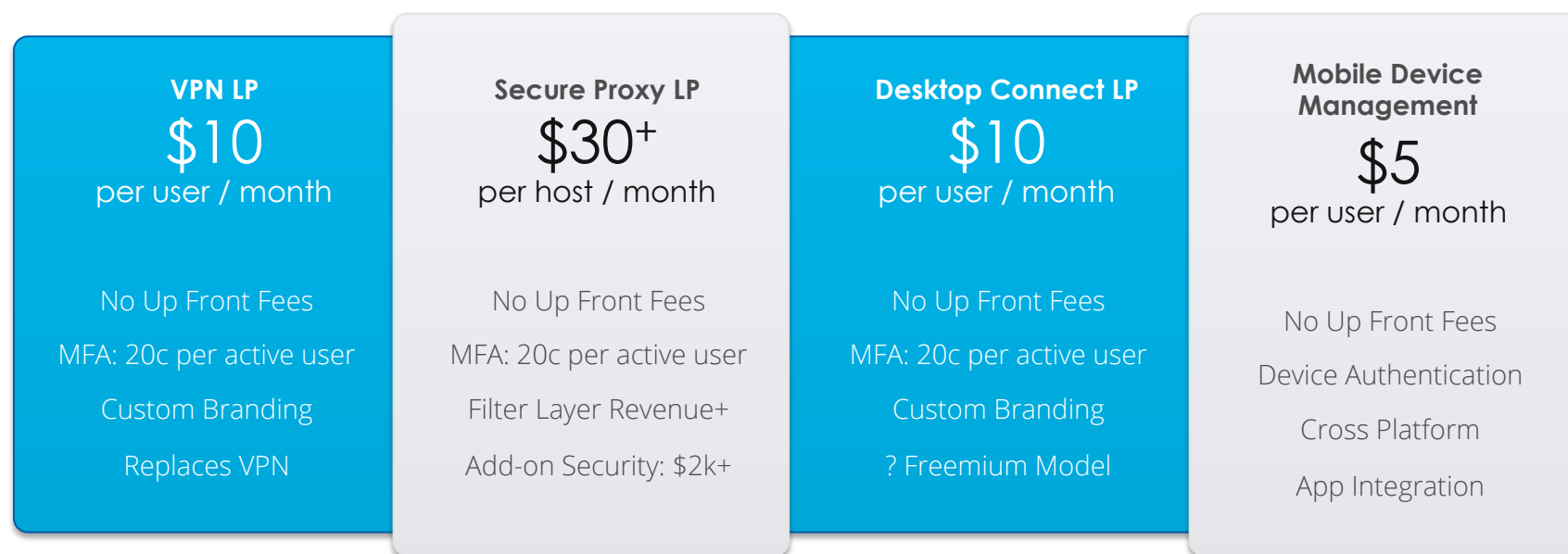
Possible recognition by competitors and/or new market entrants

2015 Targets

3 ISPs | 3 Strategic Resellers | 6 Major Software Partners



Pricing Model (example)



Additional Revenue: Third Party Licenses (Add-Ons), Large Enterprise Deployments, System Integration, Consultancy, Customization

1: 8+ (license : service ratio)

Pricing Example

By way of example, if we sell to a reseller or organisation with 7,000 users, iWebGate's technology could be deployed across many different networks for a broad range of services.

Assuming four services were adopted using iWebGate's technology, the average revenue per month per user of \$17 is extrapolated as follows:

File Backup

\$35k per month

VPN LP

\$35k per month

Desktop Connect

\$35k per month

Multi Factor Authentication

\$14k per month

TOTAL - \$119k per month



Current Possibilities

Rapid and scalable deployment of:

- Desktop connectivity
- Virtual networking (VPN replacement)
- Proxy security (forward & reverse)
- File filtering and sharing
- Single sign on access
- Multi factor authentication
- Encrypted VoIP
- Behavioral Analysis
- Advanced persistent threat
- Enterprise 'Ready' mobility applications



Current Focus



SecureState



Skyscraper (IWG data storage)



Telstra



Northrop Grumman



Antecia



Haitech

