



FirstWave Extends and Expands Contract With Telstra

FirstWave Cloud Technology Limited (ASX: FCT) (FirstWave), the global cybersecurity technology company, announces the extension and expansion of its contract with key customer Telstra, Australia's largest telecommunications company.

The contract has been extended for an additional two years with a further two-year option, and the scope has been expanded to include additional cybersecurity services provided through FirstWave's CyberCision platform.

In FY21 approximately \$6.5m revenue was generated from the Telstra agreement with over 95% being recurring revenues.

FirstWave CEO Danny Maher said "We are pleased to deepen our longstanding relationship with Telstra, our largest customer. The expanded scope of our extended contract reflects Telstra's increased focus on its cybersecurity offerings and confidence in FirstWave's capabilities to provide its customers with best-in-class cybersecurity technology."

Telstra CEO, Andy Penn recently noted the significant increase in malicious cyber activity Telstra has seen across its networks and the deteriorating threat environment being faced by its customers. We look forward to protecting more Telstra customers from cyberattack and growing our revenues together with Telstra through the wider implementation of our CyberCision platform.

In addition to the extended agreement, FirstWave and Telstra have commenced a collaborative marketing campaign to strengthen the marketing and sales of the contracted products through Telstra's sales teams and channels. The joint effort, led by FirstWave Chief Marketing Officer Ehsan Jahandarpour, is expected to deliver enhanced customer experience for Telstra customers and increased revenues for both companies.

Following its recent restructure driven by the acquisition of Opmantek, FirstWave is prioritising Telstra as a key account and is focused on improving its sales enablement process with key account management to open significant new revenue streams.

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

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About FirstWave:

FirstWave is a global cybersecurity technology company formed in 2004. FirstWave's globally unique CyberCision platform provides best-in-class cybersecurity technologies, enabling FirstWave's Partners, including some of the world's largest telcos and managed service providers (MSPs), to protect their customers from cyber-attack, while rapidly growing cybersecurity services revenues at scale. In January 2022, FirstWave acquired Opmantek Limited (Opmantek), a leading provider of enterprise-grade network management, automation and IT audit software, with 150,000 organisations using their software across 178 countries and enterprise clients including Microsoft, Telmex, Claro, NextLink and NASA. Integrating CyberCision with Opmantek's flagship Network Management Information System (NMIS) and Open-Audit product enables FirstWave to provide a comprehensive end-to-end solution for network discovery, management and cybersecurity for its Partners globally.