22 July, 2016: ASX Company Announcements Platform

FirstWave underpins revenue base with new Next-Generation Firewall contracts worth over $2.4 million

Highlights:

- **15 new Next-Generation Firewalls enterprise customers already secured for a total contract value of more than $2.4 million**

- **Builds FCT's recurring revenue streams with contract terms of up to three years**

- **FCT has tenders for more than 40 additional contracts**

- **FCT has partnered with world's leading firewall provider Palo Alto Networks to integrate this capability into Telstra's offering**

- **Provides Telstra with another critical cloud security solution to sell to over 20,000+ large enterprise and government customers**

- **Additional Telco partnerships being pursued in new international markets**

Leading Australian Cloud Security technology company, **FirstWave Cloud Technology Limited (ASX:FCT) ("FirstWave"),** is pleased to announce that it has significantly strengthened its cloud security solution for Telstra enterprise and government customers with the integration of Next Generation Firewalls (NGFW) into the FCT's telco platform.

As a result of this development, FCT has underpinned its existing revenue base with more than $2.4 million million worth of new contracts secured from 15 customers across the Health, Non-For-Profit, Retail, Primary, Government (Local, State & Federal), Fast Food, Professional and Utilities sectors.

Contract terms range from one to three years resulting in FCT strengthening its recurring revenue streams. The $2.4 million is new revenue for FCT and will be booked progressively over FY 2017 and the two years thereafter.

The platform's upgrade to include NGFWs complements FCT's existing email and web content security offering represents a new revenue stream for FCT.

FCT confirms that it has a pipeline of an additional 40 tenders with enterprise and government customers to integrate onto the new NGFW solution which will further strengthen the Company's revenue base.

Of particular note is the fact that FCT's Australian development team has integrated world leading Palo Alto Networks' VM-Series next-generation firewalls into the Telstra cloud security gateway infrastructure. Palo Alto Networks firewall technology is regarded as world leading, and FCT is pleased to bring this cutting edge technology to Telstra's enterprise customers as part of its cloud-based security offering.

FirstWave's platform upgrade dramatically speeds up and simplifies Telstra's provisioning of virtualised firewalls for secure enterprise and government networks. The solution architecture is highly flexible and scalable, and can support customers at any location. This provides Telstra with another innovative and critical cloud security solution for its 20,000+ enterprise and government customers who have assigned representation – a huge addressable market for FCT.

Commenting on this important platform upgrade, FirstWave's Managing Director, Steve Obrien said:

"The addition of this firewall security capability not only strengthens our product offering but underpins FCT's growing revenue base. With a near-term pipeline of more than 40 enterprise and government customers seeking NGFW security, FCT is building a solid base of recurring and predictable revenue streams.

"Our partnership with Telstra continues to strengthen and it has considerable scope for growth. Telstra has a very large corporate and government customer base and we are committed to capturing more of this very large addressable market by providing the very best Software as a Service (SaaS) security offering."

"Whilst our Telstra partnership represents a large domestic market opportunity, FCT is also progressing with its international expansion plans and is in advanced discussions with a number of telecommunication partners with the ambition to become their cloud security infrastructure partner. We look forward to updating shareholders on progress here and reporting on new contract wins as they occur."

- ENDS -

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About FirstWave Cloud Technology
Australian cloud technology company, FirstWave, operates a technology business in the burgeoning cloud based IT managed security services market, having created an intelligent carrier grade cloud security platform for business. First Wave has delivered Software as a Service (SaaS) solutions since 2004 in a form similar to what we call "cloud" today and has a long standing relationship with Telstra. FirstWave offers a comprehensive cloud security and analytics technology solutions suite that, along with advanced mail, web & NGFW content controls, now offers unified, integrated x-threat vector advanced malware protection technology solution for any business or enterprise moving to or operating in the cloud. Over 300 customers already trust FirstWave including the largest Australian financial institutions, state and federal government, utilities, ASX listed and private companies in the mining and retail sectors. www.firstwave.com.au

About Palo Alto Networks
Palo Alto Networks is the next-generation security company, leading a new era in cybersecurity by safely enabling applications and preventing cyber breaches for tens of thousands of organizations worldwide. Built with an innovative approach and highly differentiated cyberthreat prevention capabilities, our game-changing security platform delivers security far superior to legacy or point products, safely enables daily business operations, and protects an organization's most valuable assets. Find out more at www.paloaltonetworks.com