



FIRSTWAVE
CLOUD SECURITY TECHNOLOGY

13 February 2019: ASX Media Release

FirstWave expands to Middle East and Africa

Highlights:

- **FirstWave secures new global reseller focused on the Middle East and African markets, SHELТ Global Ltd (www.shelt.com)**
- **SHELТ confirms strong interest for FirstWave Security as a Service solutions among SHELТ's clients and customer Proofs of Value have already commenced in Africa**
- **First revenues expected from the agreement in Q4 FY19**

Leading Australian cloud security technology company, **FirstWave Cloud Technology Limited (ASX: FCT) (FirstWave)**, is pleased to announce it has signed a reseller partnership with SHELТ Global Ltd (www.shelt.com) (**SHELТ**), a leading cyber-security managed service provider in the Middle East and Africa with first customer Proof of Value (**POV**) starting in February 2019.

SHELТ is a European headquartered, cyber-security company offering online and cloud-based security services to global clients through a cybersecurity-as-a-service partnership model that is designed to sustainably and effectively shelter enterprises from data theft and cyber threats. With a comprehensive suite of solutions and an excellent on-the-ground network across Europe, the Middle East and Africa, SHELТ is a preferred choice to cybersecurity-as-a-service providers in those regions.

FirstWave has commenced POV trials with one of Africa's major Data Centre and Cloud companies. First revenue from this partnership is expected in Q4 FY19. Current forecasts estimate year one revenue for the Middle East and Africa at between US\$1 million and US\$3 million.

Through its EMEA-based sales and support team, FirstWave is fully committed to ensure that SHELТ is successful in executing cloud-security customer growth in the Middle East and Africa.

FirstWave CEO, David Kirton, said, "We welcome SHELТ as our first MEA (Middle East Africa) reseller. SHELТ is a highly respected provider of cyber-security solutions to service providers and enterprises across the Middle East and Africa. This partnership now opens the key Middle East and African cyber-security market worth US\$2 billion to our cloud-security products hosted on AWS and adds another region to bolster our 'expand' strategy internationally. Additionally, we welcome the first customer POV under this agreement."

SHELТ CEO, Youssef Abillama, said, "We are very excited with our new partnership with FirstWave. Cyber-security is a US\$3.5 billion issue for enterprises in Africa where 96% of cyber-security incidents go unreported or unsolved. The FirstWave technology will provide our customers with world leading cloud-security solutions to help resolve this issue. The FirstWave Platform is very well received by our customers and Telecom partners and we are delighted by the positive feedback and innovative concept behind it".

– ENDS –



FirstWave Cloud Technology Ltd ABN: 35 144 733 595 (ASX: FCT)

A Level 10, 132 Arthur St North Sydney, NSW, 2060, Australia. P +61 02 9409 7000 W Firstwavecloud.com



FIRSTWAVE
CLOUD SECURITY TECHNOLOGY

For personal use only

For media and investor inquiries, please contact:

Damian Fielke
Corporate Marketing | FirstWave
+61 412 105 891



Follow FCT on its Twitter investor relations feed: https://twitter.com/Firstwave_FCT

About FirstWave Cloud Technology Limited (FirstWave)

Australian cloud technology company, FirstWave, has delivered Security as a Service (SaaS) solutions since 2004. FirstWave provides safety through the most accessible and adaptive cloud-based cyber-security solutions that are affordable, easy and fast to implement enabling SaaS. Its unique proprietary cloud-platform orchestration is available for service providers and enterprises of any size, anywhere. In an increasingly vulnerable digital world, FirstWave believes that safe business is good business and that all companies should have access to enterprise-quality cyber-security. FirstWave's infrastructure, management and security processes are certified to ISO 27001 Information Security Management System Standard and ISO 9001 Quality Management System Standard.



FirstWave Cloud Technology Ltd ABN: 35 144 733 595 (ASX: FCT)

A Level 10, 132 Arthur St North Sydney, NSW, 2060, Australia. P +61 02 9409 7000 W Firstwavecloud.com