

26 February: ASX Media Release

## FirstWave signs Level 1 Partner Agreement with pan-African technology company Moja Access (part of CSquared Group)

### Highlights:

- **Three-year contract signed with Moja Access (part of CSquared Group), a pan-African operator of wholesale and open-access fibre and WiFi infrastructure in Kenya, Uganda, Ghana and Liberia.**
- **The partnership builds on other recent signings opening further opportunity for FirstWave's cybersecurity-as-a-service portfolio in Africa.**
- **First revenues to flow immediately under 'opt-out' path to market.**

Leading Australian-headquartered, global, cybersecurity-as-a-service company, **FirstWave Cloud Technology Limited (ASX: FCT) (FirstWave)**, is pleased to announce the signing of a three-year Level 1 Partner Agreement with Moja Access, part of CSquared Group ([www.csquared.com](http://www.csquared.com)), a pan-African technology company.

Moja Access is the Kenya-based operating company of CSquared, a joint venture between Google LLC, Japan-based Mitsui & Co, investment firm Convergence Partners, and the International Finance Corporation (IFC, part of the World Bank Group), with the goal to make commercially driven investments to improve and increase connectivity and internet access in Sub-Saharan Africa.

CSquared currently operates fibre and last mile WiFi networks in several cities across Kenya, Uganda, Ghana and Liberia, with over 40 mobile operators and internet service providers relying on its infrastructure for serving mobile consumers and corporate customers. These four African nations had over 10 million Micro, Small & Medium Enterprises (MSMEs) and over 70 million internet users at the end of 2020.

In the initial phase of this partnership, FirstWave has deployed its recently launched FirstCloud™ WebProtect DNS platform for each of CSquared's four territories for use by CSquared's operating companies and Level 2 partners. CSquared's operating companies' partners and their end-customers will get the web security solution as part of their internet service on an "opt-out" basis. As a consequence, revenue generation will commence immediately, and end-customers can 'opt-out' if, for any reason, they decide they do not want the service. Moja Access is currently in conversations with customers for uptake of this service.

The Partnership Agreement is for a 3-year term with rolling 6-month extension options thereafter and in keeping with FirstWave's unique service proposition – democratising enterprise-grade cybersecurity-as-a-service – the vast number of MSMEs and Internet users across these 4 African nations can now be protected on CSquared's network from cyber intruders, on a consumption basis, at an affordable monthly price.

FirstWave's business head for EMEA & North America region, Sundar Bharadwaj, said, *"CSquared Group's Kenya-based entity Moja Access is a truly innovative partner for FirstWave in Sub-Saharan Africa with excellent credentials with its Telco and ISP client base. We look forward to expanding the reach for our Enterprise-grade cybersecurity solutions to small and large end-customers through this partnership."*

Lanre Kolade, Group CEO of CSquared, said, *“We are very excited to have signed this partnership with FirstWave. Our clients, including Telcos and Internet Service Providers, will benefit from FirstWave’s differentiated SaaS products. It will allow us to rapidly deploy and sell on a consumption based monthly pricing model, enterprise grade cybersecurity services to all our clients and their end-customers, large and small.”*

FirstWave’s CEO, Neil Pollock, said, *“I’m delighted to welcome CSquared Group’s Moja Access as our 8<sup>th</sup> Level 1 partner and see initial revenues already flowing from the partnership. CSquared is a fast-growing pan-African service provider backed by two large global corporations Google LLC and Mitsui & Co. CSquared already delivers robust fibre connectivity and internet access to thousands of end-customers via its 40+ mobile operator and ISP clients. With revenues already delivered, the partnership has had a really positive start.”*

This announcement has been approved for release by the Board of Directors.

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**About FirstWave Cloud Technology Limited (FirstWave)**

FirstWave democratises enterprise grade cybersecurity-as-a-service. An Australian headquartered, global cloud security technology company, FirstWave, has delivered Security as a Service (SaaS) solutions since 2004. FirstWave provides safety through the most accessible and adaptive cloud-based cybersecurity solutions that are affordable and easy to implement. 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 cybersecurity at an affordable price. FirstWave is democratising enterprise grade cybersecurity-as-a-service. FirstWave’s infrastructure, management and security processes are certified to ISO 27001 Information Security Management System Standard and ISO 9001 Quality Management System Standard.

[www.firstwavecloud.com](http://www.firstwavecloud.com)

**About Moja Access Limited (part of the CSquared Group)**

Moja Access Limited is the Kenya-based operating company of CSquared, a joint venture between Google LLC, Japan-based Mitsui & Co, investment firm Convergence Partners, and the International Finance Corporation (IFC, part of the World Bank Group), with the goal of making commercially driven investments into internet infrastructure to improve and increase connectivity and internet access in Sub-Saharan Africa. CSquared, a pan-African broadband infrastructure provider that enables ISPs and MNOs to provide high quality broadband through shared infrastructure, was started as a project within Google in 2011. The project aimed to build metropolitan fiber optic networks, which would be leased by Mobile Network Operators (MNOs) and Internet Service Providers (ISPs) on a wholesale model, and as a neutral operator of shared infrastructures. The long-term vision for Google was to increase Internet penetration in Sub-Saharan Africa and also to reduce Internet access costs by investing in the required infrastructure. As the internet is a global lever for development, the lease/partnership of a wholesale last mile fiber network would ultimately carry many secondary benefits. In October 2017, in order to accelerate the scope of the project, Google entered into a joint venture with Mitsui & Co (Japan), Convergence Partners (South Africa) and the International Finance Corporation (IFC, World Bank Group). CSquared became an independent company with these four shareholders putting their expertise and experience to work. Together, they have made available 100 million USD to lead expansion projects in new markets.

<https://csquared.com>

