



**FIRSTWAVE**  
CLOUD SECURITY TECHNOLOGY

22 November 2018: ASX Media Release

## FirstWave secures first international service provider in Asia

### Highlights:

- **FirstWave's first regional systems integrator (SI), Mindflow (M) Sdn Bhd (Mindflow), signs Celcom Axiata Berhad (Celcom), Malaysia's premier mobile telecommunications company, as its first international service provider (SP).**
- **First international SP on FirstWave's Amazon Web Services (AWS) public cloud platform using Cisco's Amazon Machine Image (AMI).**
- **Supported by Mindflow, Celcom's Enterprise division will white label FirstWave's Cloud Email Security to on-sell to their business customers.**
- **FirstWave's second SP in ANZ expected Q2 FY19.**

Leading Australian cloud security technology company, **FirstWave Cloud Technology Limited (ASX: FCT) (FirstWave)**, is pleased to announce it has signed its first international SP through Mindflow. The order is with Celcom, a leading mobile operator in Malaysia. Mindflow will support Celcom to on-sell a white labelled version of FirstWave's industry leading Cloud Email Security solution to its business customers with Mindflow providing local support.

Mindflow is a leading SI for the telecommunication industry in Asia and was the first international partner that FirstWave signed outside of Australia. Celcom is Malaysia's premier and most experienced mobile telecommunications company with close to 11 million subscribers. Celcom is growing its position in content, Value Added Services (VAS) and cloud security solutions. It is part of the Axiata Group, one of the leading telecommunications groups in Asia with approximately 350 million subscribers in 11 countries. With a diverse portfolio in mobile network, communications infrastructure and digital services, it offers a range of innovative telecommunications products and services with US\$5.2 billion in revenue.

Through its Asian based sales and support team, FirstWave is fully committed to ensure that Mindflow and Celcom are successful in executing cloud security customer growth in the region.

Mindflow CEO, Haji Yusof Kadir, said, *"We are very excited to have signed with Celcom to provide a leading-edge email security solution to Malaysian business customers. Email security is a must have solution for all businesses. In Malaysia, there are over 20,000 medium enterprises of between 50-200 employees and another 13,000 large enterprises with greater than 200 employees. Together with Celcom, we will target to achieve a 5-10% market penetration of these enterprises."*

FirstWave CEO, David Kirton, said, *"Our strategy of leading with our cloud email security using Cisco's AMI on AWS has been integral in securing Celcom and setting us on our path to our three-year strategic aspiration to grow our annual revenue to AUD\$50 million. It also sees us partner with two leading players in the telco market in Asia and provides exposure to Celcom's enterprise customers. We anticipate a second SP customer within ANZ in Q2 FY19 and we are making good progress in North America with first email traffic on the AWS platform under a proof of value SP proposal. Additionally, we are in advanced deployment of our first platform in Europe with revenues expected from both the North American and European platforms in the second half of FY19."*



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**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.



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