



FIRSTWAVE
CLOUD SECURITY TECHNOLOGY

30 August 2019: ASX Media Release

FirstWave partners with MobiFone Global in Vietnam

Highlights:

- **FirstWave secures reseller agreement with MobiFone Global, Vietnam**
- **MobiFone Global is a subsidiary of MobiFone Telecommunications Corporation, one of the largest Telcos in Vietnam**
- **FirstWave will now progress MobiFone Global along the path to revenue.**

Leading Australian cloud security technology company, **FirstWave Cloud Technology Limited (ASX: FCT) (FirstWave)**, is pleased to announce another level 2 partner reseller agreement in Asia. The reseller is MobiFone Global in Vietnam.

This is another important level 2 partner in Asia providing FirstWave access to the Vietnam business market. With over 500K small and medium businesses, MobiFone Global is a subsidiary of MobiFone Telecommunications Corporation (MobiFone Corporation). MobiFone Corporation has nearly 40 million subscribers (about 30% market share in Vietnam). MobiFone Corporation's revenue exceeded \$2 billion USD and it is one of the three largest mobile operators in Vietnam. MobiFone Corporation provides a diverse range of services including mobile, data, internet, IPTV/cable TV and Information Communication Technology (ICT) solutions.

It also further validates FirstWave's CCSP's global applicability in Asia and the power in FirstWave's leveraged go-to-market strategy. FirstWave will now progress MobiFone Global along the path to revenue.

FirstWave CEO, David Kirton, said, *"We welcome another new partner in Asia. This underlines further progress through our recently published path to revenue. We will continue to work closely with them to expand into substantial opportunities in Vietnam."*

MobiFone Global CEO, Mr. Vu Phi Long, said, *"We are excited to bring FirstWave's leading global cybersecurity technology to Vietnam. We plan to develop the enormous opportunity within the small to medium business sector to deliver FirstWave's cloud-based security products. We are highly confident that this partnership will achieve significant customer growth in the region"*.

– ENDS

For media and investor inquiries, please contact:

Damian Fielke
Corporate Marketing | FirstWave
02 9409 7000



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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



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