



FIRSTWAVE
CLOUD SECURITY TECHNOLOGY

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FirstWave secures NTT DATA UK partnership to accelerate global expansion

Highlights:

- **FirstWave secures global system integrator (SI), NTT DATA UK, as partner to accelerate expansion in the UK, Europe, USA, Canada, India and APAC**
- **NTT DATA UK will offer its enterprise and telco service provider customers cloud security solutions for email, NGFW and web using FirstWave's cloud platform**
- **First revenues expected from the agreement in Q4 FY2019**

Leading Australian cloud security technology company, **FirstWave Cloud Technology Limited (ASX: FCT) (FirstWave)**, is pleased to announce it has signed global system integrator, NTT DATA UK to on-sell FirstWave's cloud security solutions to its enterprise, public sector and telecommunications service provider (SP) customers in the United Kingdom (UK), Europe, USA, Canada, India and Asia Pacific (APAC).

With revenues over US\$17 billion, NTT DATA is a top 10 global business and IT services provider with more than 100,000 professionals in over 50 countries, serving over 1,000 clients. In the UK, NTT DATA UK is a leading provider of business and technology consulting services and solutions. Its customers include all major telco service providers, insurance, manufacturing, automotive, government and public-sector organisations. NTT DATA UK is an innovator brand that works with technology partners to bring the most innovative solutions to its clients.

First Proof of Value (POV) trials are under way in the UK and Europe with first revenues expected in Q4 FY2019. FirstWave's current forecasts estimate 3-year revenue for the UK and Europe at between AUD\$8 million and AUD\$10 million annualised recurring.

Through this partnership, NTT DATA UK will offer its customers cloud security solutions using FirstWave's innovative Cloud Content Security Platform (CCSP).

FirstWave's CCSP is a comprehensive security management platform that applies machine-learning techniques and integrates with virtual appliances from market leading vendors such as Cisco, Palo Alto Networks and Fortinet for email next generation firewalls (NGFW) and web security. It provides security for customers using public and private cloud business applications, and delivers significant operational efficiencies for security operation centre (SOC) providers.

FirstWave's recently appointed business head for EMEA & North America regions, Sundar Bharadwaj, said, *"This partnership is an important pillar of our global growth strategy. NTT DATA UK is a truly innovative partner with excellent credentials with its clients."*



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NTT Data UK CEO, Simon Williams, said, *“We are very excited to have signed with FirstWave to provide this leading-edge platform with integrated cloud security solutions to global clients in Insurance, Financial services, Government and other sectors. Our clients, including Telco SPs and Data Centre providers, will also benefit from this unique platform to deliver their own branded Security as a Service proposition on a consumption based monthly pricing model to all their business customers, irrespective of whether they are large or small. Together with FirstWave and our SP clients, we are targeting a 5-10% market penetration of our SP customer base in the initial 12-18 months.”*

FirstWave CEO, David Kirton, said, *“This is another important milestone in our international ‘expand’ strategy. It also sees us working with one of the world’s leading system integrators. This confirms deployment of our first platform in the UK with revenues expected in the second half of FY2019.”*

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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.

www.firstwavecloud.com

About NTT DATA

NTT DATA is a leading consulting and IT services provider, combining global reach with local expertise in over 50 countries. Whether it’s business transformation, enabled by digital, data and technologies, safeguarding against security breaches, improving operational efficiency or driving new revenue streams, our vision as the Trusted Global Innovator can help organisations navigate the ever-changing digital landscape and deliver outstanding results.

NTT DATA offers a portfolio of best-in-class consulting services and innovative enterprise solutions tailored to suit the entire life cycle of IT investment. Supported by our international Centres of Excellence, our team of local experts can deliver on a wide range of services from transformation to agile development and intelligent automation for industries across manufacturing / automotive, banking, insurance, telecommunications, media and public services.

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