

Q3 FY25 Shareholder Update

30 April 2025



FirstWave

Today's Presenters



JOHN GRANT

Chair



DANNY MAHER

**Managing Director and
CEO**



IAIN BARTRAM

**CFO and
Company Secretary**



SHARON HUNNEYBELL

VP of Products

Agenda

1. Introduction - Chair
2. CFO Update
3. CEO Update
4. VP of Products - Webinar Update
5. Q&A

CFO Update

Iain Bartram – Chief Financial Officer



Q3 Financial Performance – ARR



(A\$m)	Q2 FY25	Q3 FY25	Δ%
- <i>CyberCision</i>	3.10	2.91	-6.1%
- <i>Network Management</i>	5.05	5.12	1.4%
Total	8.15	8.03	-1.5%

Figures are unaudited

Q3 Financial Performance - Revenue and Gross Profit



(A\$m)	Q2 FY25	Q3 FY25	Δ%
Revenue	2.27	2.14	-5.7%
Revenue (excluding recharge)¹	2.03	2.11	3.9%
- CyberCision (excluding recharge)	0.84	0.74	-11.9%
- Network Management	1.19	1.37	15.1%
Gross Profit	1.85	1.94	4.9%
Gross Profit Margin	82%	91%	+9ppt

1. These recharges were made at 0% margin and hence do not contribute to the gross profit

Figures are unaudited

Q3 Financial Performance – Cash



- Q3 closing cash position \$0.55m (FY25 Q2: \$1.68m)
 - As at quarter end:
 - R&D advance approved (facilitating access to 80% of R&D accrued rebate – YTD \$720k of \$900k available)
 - \$0.3m in overdue debtors with long term customer
 - Cash usage in quarter \$1.13m
- Normalised* monthly cash usage \$220k based on run rate ARR and OPEX.
 - Calculation excludes new sales and customer churn.
 - Does not include non-recurring revenues which have averaged \$34k per month for past 12 months.
 - Includes interest of \$25k per month for Convertible Notes.

* Normalised includes interest, capitalised development labour, monthly allocation for R&D grant, recurring revenue rather than collections and smooths out other timings. Normalised cash usage is not a proxy for actual short-term cash usage which has periodic cycles. Cash usage within a month or quarter should not be calculated as a multiple of the normalised cash usage.

CEO Update

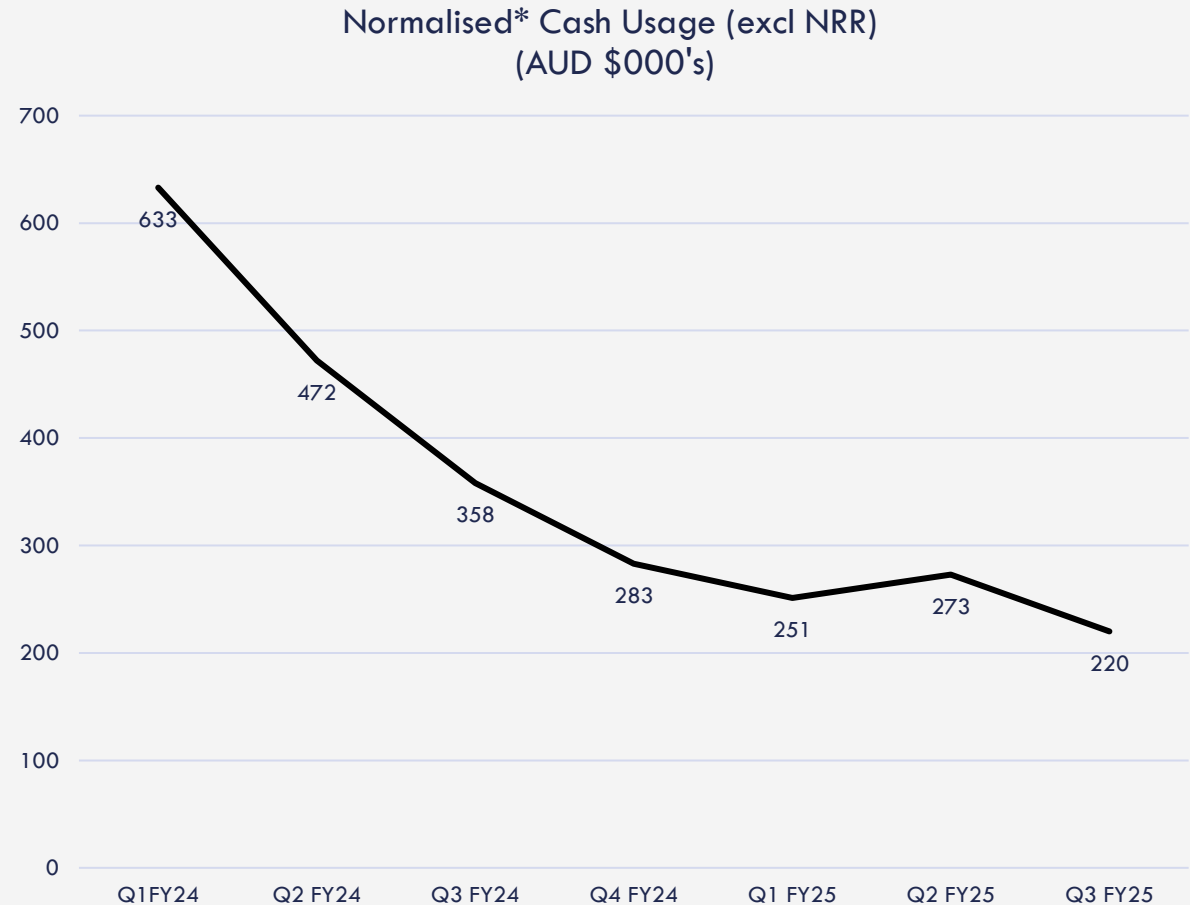
Danny Maher – Managing Director and CEO



Q3 Highlights



- Major client contracts renewed with uplift
 - John Deere
 - Macquarie Cloud
- Normalised* cash burn \$220k per month
- Board Changes
 - Corporate finance and banking executive David Garnier appointed as non-executive Director on March 31, 2025
 - Daniel Friel has retired from corporate life and stood down from board effective March 31, 2025



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Telstra Update



- FirstWave has several arrangements with Telstra including:
 - A PSA (Product and Services Agreement) under which FirstWave has provided its CyberCision email, firewall and web security products which Telstra has sold to its customers as services hosted on Telstra owned and operated infrastructure.
 - FirstWave's CyberCision email product hosted on Telstra infrastructure and utilised by several Federal Government agencies through an agreement with Telstra (SIG Agreement).
 - A Telstra-branded CyberCision platform running on AWS infrastructure that enables resale of FirstWave products by Telstra (including Telstra Purple).
- On 2 April 2024, FirstWave announced to the ASX, Telstra's 15-month extension of the PSA with FirstWave to 30 June 2025.
- On 4 June 2024, FirstWave announced to the ASX, Telstra's closure of the GPA and CSX2 web and email platforms.
- FirstWave is currently in confidential negotiations regarding suitable commercial agreements beyond 30 June 2025, to align the current products and services and anticipated lower levels of revenue.

Technology Update

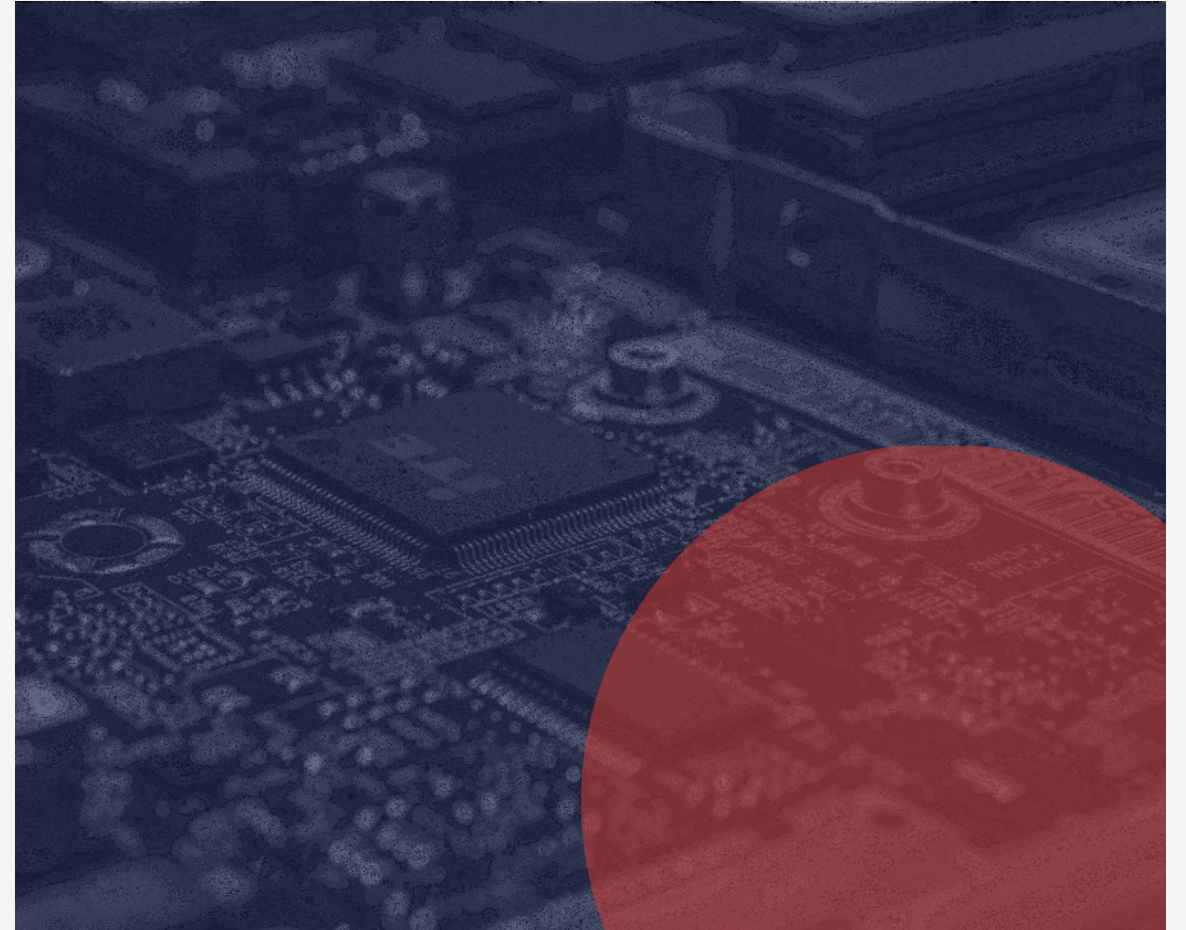
Sharon Hunneybell – VP of Products



Sharon Hunneybell – VP of Products



- Previous Opmantek executive who played a key role in technology strategy, commercial expansion and acquisition.
- Over 20 years of experience as a tech leader and business analyst, leveraging emerging technologies to deliver impactful enterprise solutions.
- Recognised by the AFR as one of Australia's top 100 Women of Influence in Technology and Innovation.
- A member of the Queensland Government's Innovation Advisory Council.
- Industry Fellow at Griffith University, targeting the commercialisation of technology.



Technology Update Webinar (7 May)



FirstWave will host a product update webinar on 7 May to provide an overview of the company's positioning as a global leader in intelligent compliance, network management and audit.

- The future of the company's existing AI capabilities including existing AI patents
- The newly-released Model Context Protocol for AI and how this can leverage the large amounts of data collected and stored by the company's products
- The company's technology alignment with key global security standards and frameworks and how it can assist with regulatory compliance
- The company's planned commercialisation approach to its free user base estimated at 150,000 organisations.
- There will be demonstrations of key features from FirstWave's product suite, relating to key IT compliance requirements.

How to join:

Date: Wednesday 7 May

Time: 9.30am

Format:

45 minute presentation

15 minute technology Q&A

Registration Link: [Technology Update Webinar](#)

https://us02web.zoom.us/webinar/register/WN_xcSukL8eSg-nx1uCKJDKKg

Q4 Outlook



- The business will continue to benefit from the significant transformation over the last 18-24 months in line with its goal of being cashflow breakeven.
- An agreement has been reached with AWS and Corent Technology to deploy CyberCision, Open-Audit and NMIS cloud on the AWS Marketplace. This will hopefully result in these products being available via the AWS Marketplace and included on AWS invoices.
- We are at a point in our annual cycle where cash is used – this will be less than the business has used at this point in the past, but nonetheless requires close management given the current cash balance.

Q4 Outlook



The company is advancing the range of options it has at its disposal to de-risk the cyclical nature of its capital needs and we will update shareholders immediately we have certainty:

- New capital
 - Discussions on new capital underway with several parties
- New sales
 - Several key deals remain in the pipeline
 - Heightened level of uncertainty amongst customers in key markets (US & LATAM) in relation to the impacts of US trade and tariff policies
- Asset sales
 - Discussions with several parties have progressed significantly
 - The company continues to work with appointed consultant
 - The company will update the market as is appropriate
- Operational Efficiencies
 - Normalised cash usage continues to improve and we will continue to look for further operational efficiencies

Q&A



Thank you



FirstWave