



FOR IMMEDIATE RELEASE

24 March 2020

## **WhiteHawk Business Operations, Customer Delivery and Marketing and Sales Continuing to Operate Effectively Through the Global Pandemic**

---

### **Highlights**

- **The WhiteHawk Cyber Risk Radar, Cyber Risk Program, Scorecards and online Cybersecurity Exchange have been piloted and scaled, continuing to be implemented virtually and effectively to customers anywhere in the world**
- **WhiteHawk Marketing and Sales are also predominantly executed virtually, with our video demo's now available via our website and video conferencing calls**
- **Strong cash position with the business well funded into 2021 with existing contracts and a strong sales pipeline**

**Perth, WA and Alexandria, VA** - WhiteHawk Limited (ASX:WHK) ("WhiteHawk" or "the Company"), the first global online cyber security exchange enabling small-to-medium businesses to take smart action against cybercrime, fraud and disruption is well positioned to continue to support its current customers and to engage with future customers seamlessly and effectively throughout the current global pandemic.

Whilst the business environment around the world has been impacted by the global pandemic, the need for effective cyber security has only increased as Forbes recently reported, "cybercriminals continue to exploit the coronavirus pandemic. The FBI has warned of a significant spike in coronavirus scams, adding to concerns about an "unprecedented wave" of cyber-attacks voiced by United States Attorney Scott Brady."

WhiteHawk is essentially an online automated business operating in an essential service area and accordingly:

- WhiteHawk product lines and services continue to be sold and executed via cloud based online platforms, SaaS services and virtual consultations.
- As WhiteHawk has operated a virtual business model since inception, WhiteHawk is designed to continue to provide our SaaS Risk services, Online Cybersecurity Exchange, and Advisory Services remotely.
- All WhiteHawk employees can work 100% remotely, their tasks and deliverables are tracked online now and into the future.
- Communications with customers are primarily via teleconference and email. Thus far, the majority of our face to face meetings have been readily transitioned to virtual sessions.

WhiteHawk has sufficient cash to operate well into 2021 and has existing revenue generating contracts and a strong sales pipeline in the United States across diverse sectors including US Federal Government, US Financial sector, US Defense and Industrial base and the US Manufacturing sector. As reported on 30 January 2020, WhiteHawk held a cash balance as at 31 December 2019 of



US\$1.5M combined with additional Working Capital Facilities from RiverFort Global (comprising a A\$400,000 Loan and a A\$1.5m combined placement and equity (subject to shareholder approval to the placement to be obtained at the 2020 AGM in May).

Terry Roberts, Executive Chair of WhiteHawk, commented, "From WhiteHawk's inception, as a provider of Cyber Risk products, services and solutions, our approach to our business model is a virtual and scalable one. WhiteHawk is designed to continue to provide our effective SaaS Risk services, Online Cybersecurity Exchange, and Advisory Services remotely, leveraging publicly available risk data sets and AI based analytics. Marketing, sales and customer communications are predominantly online or via teleconference and email. And while we often work face to face as a team, all of our employees and partners can work remotely for as long as necessary and not miss a beat regarding product development nor business execution."

-ENDS-

Authorised for release by Terry Roberts (Chief Executive Officer and Executive Chair).

**For more information:**

Media inquiries (USA)  
WhiteHawk  
Marketing & Communications  
Malachi Walker  
publicrelations@whitehawk.com  
+1 833 942-9237

Investor inquiries (AUS)  
WhiteHawk  
Company Secretary  
Kevin Kye  
investors@whitehawk.com  
+61 8 6311 4636

Institutional Inquiries  
Viaticus Capital  
Principal  
Gavin Rezos  
grezos@viaticuscapital.com  
+447447560303

**About WhiteHawk**

Launched in 2016, WhiteHawk began as a cyber risk advisory service with a vision to develop the first online self-service, cyber security exchange, simplifying how companies and organizations discover, decide, and purchase cyber security solutions that directly mitigate their key cyber business risks. Today, we help US companies to connect to content, solutions, and service providers through evolving our rich data and user experience. WhiteHawk is a cloud-based cyber security exchange platform that delivers virtual consultations, Artificial Intelligence Cyber Risk Profile's that immediately match SME customers to tailored 'solutions on demand. The platform enables customers to leverage their tailored Security Story to find affordable and impactful cyber tools, content, and relevant services through our algorithms and expertise, to better understand how to improve and stay ahead of today's cyber threats. The Platform enables companies to fill their needs on an ongoing basis with demonstrated cost and time savings. For more information, visit [www.whitehawk.com](http://www.whitehawk.com).