



FOR IMMEDIATE RELEASE

15 April 2020

WhiteHawk Grows Customer Contracts through Expanded Product Line
New SaaS Product initial Sales of US\$400,000

Additional Sales Channel through a global consulting firm

Highlights

- **Cyber Risk Program acts as a “second set of expert eyes” to identify and mitigate cyber risks to organization’s revenue and reputation**
- **This new product is scoped remotely and implemented virtually, to any company anywhere in the world**
- **Allows rapid scale remotely during current pandemic related lockdown**
- **Organisations globally are experiencing a rise in pandemic related cybercrime and fraud schemes**
- **Whitehawk recently partnered with a global consulting firm to sell the new product line**
- **The partnership has already generated annual SaaS subscriptions exceeding US\$400K in 2020**

Perth, WA and Alexandria, VA - WhiteHawk Limited (ASX:WHK) (“WhiteHawk” or “the Company”), the first global online cyber security exchange enabling businesses of all sizes to take smart action against cybercrime, recently commenced a new sales-enhancing partnership to promote its new remotely deployable *Cyber Risk Program* technology.

Recently developed, the Cyber Risk Program is a software as a service (SaaS) product incorporating Whitehawk’s:

- Cybersecurity Exchange online platform;
- Automated Cyber Risk Scorecards; and
- Virtual consultations.

so that it can be remotely delivered to any organisations in the world, with speed, efficiency and impact.

Many organisations are seeing a rise in pandemic related cybercrime and fraud schemes, a continuous risk monitoring, prioritization and mitigation approach is needed more than ever.

For personal use only



The Cyber Risk Program:

- Is tailored and delivered to the Chief Information Officer (CIO) or to an Executive Team, Chief Executive Officer (CEO), and Board of Directors (BoD);
- Includes Cyber Risk Continuous Monitoring and Prioritisation;
- Provides Executive Level Scorecards and Reporting;
- Includes Risk Validation by Real-Time Red Team Assessment; and,
- Incorporates a Dark Net Assessment based upon Cyber Risk Program findings for each client, as appropriate.

WhiteHawk has already commenced selling of this new product line, in particular through its new partnership with a global consulting firm. To date, WhiteHawk has secured several subscriptions for its new Cyber Risk Program with initial annual subscriptions exceeding US\$400,000.

The *Cyber Risk Program* is also being marketed and sold through all WhiteHawk sales channels, across government and industry sectors. When customers take up an annual subscription, they receive quarterly Cyber Risk Scorecards on individual business lines, continuous cyber risk monitoring and alerting, real-time red team and dark net assessments, and executive level reporting and action planning from WhiteHawk.

Terry Roberts, Executive Chair of WhiteHawk, commented, "CEO's and Boards have been asking what they should be focused on from a Digital Age Risk perspective and so we developed this continuous, virtual new product, which costs less and is a hundred-fold more comprehensive than any cyber risk consulting service. In only a few months, WhiteHawk is already seeing positive growth with this product line. As with our other product lines, the Cyber Risk Program is executed via cloud based and online platforms, SaaS services and virtual consultations, which can be sold and implemented during this most challenging global environment. CIO's, CEO's, Executive Teams and Boards' don't have to miss a beat to be on top of their Digital Age Risks."

-ENDS-

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

For personal use only



WHITEHAWK ®

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 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.

For personal use only