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**FIRSTWAVE**  
CLOUD TECHNOLOGY

Q4 FY21  
INVESTOR UPDATE  
27 July 2021



# PRESENTING TODAY



**JOHN GRANT**

Executive Chairman



**IAIN BARTRAM**

CFO

# Q4 HIGHLIGHTS

**International revenue  
growth continues**

*Q4 +53% on Q3*

**More billing partners  
billing more**

*52 Partners up from 49*

**Focus on expenses and  
cash collections  
delivering results**

**Strong cash position**

*\$9.96m cash on hand at end Q4*

**Simplify and focus  
moving forward**



**IAIN BARTRAM**

Chief Financial Officer

# STRONG INTERNATIONAL REVENUE GROWTH

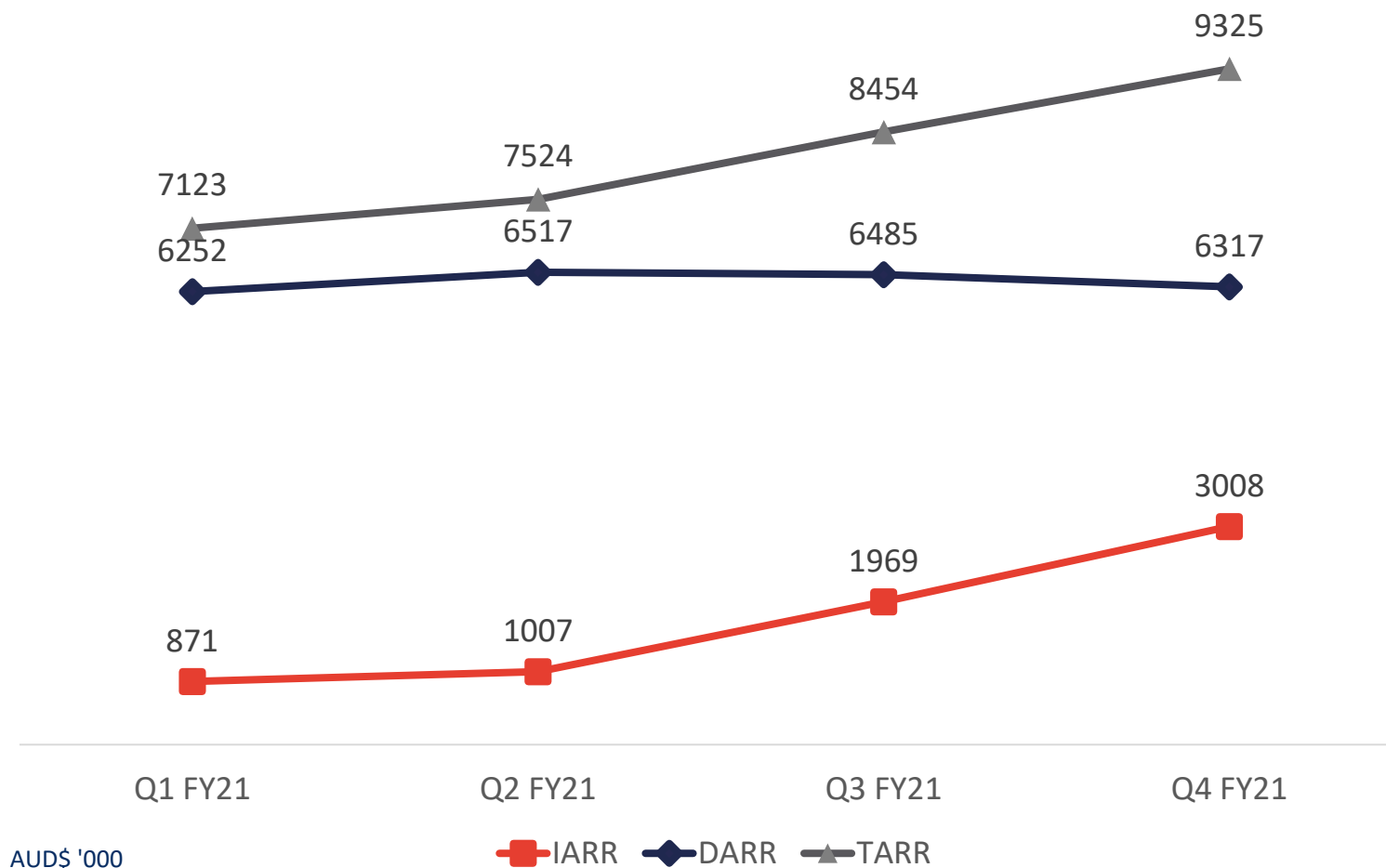
## IARR

- Q1 up 95% to \$871k QoQ
- Q2 up 16% to ~\$1m QoQ
- Q3 up 96% to ~\$2m QoQ
- Q4 up 53% to \$3m QoQ

## DARR

- Domestic ARR (Telstra) remains flat but new focus in Telstra after restructure to deliver growth in FY22

## ANNUALISED REVENUE



TARR – Total annualised recurring revenue

DARR – Domestic annualised recurring revenue

IARR – International annualised recurring revenue

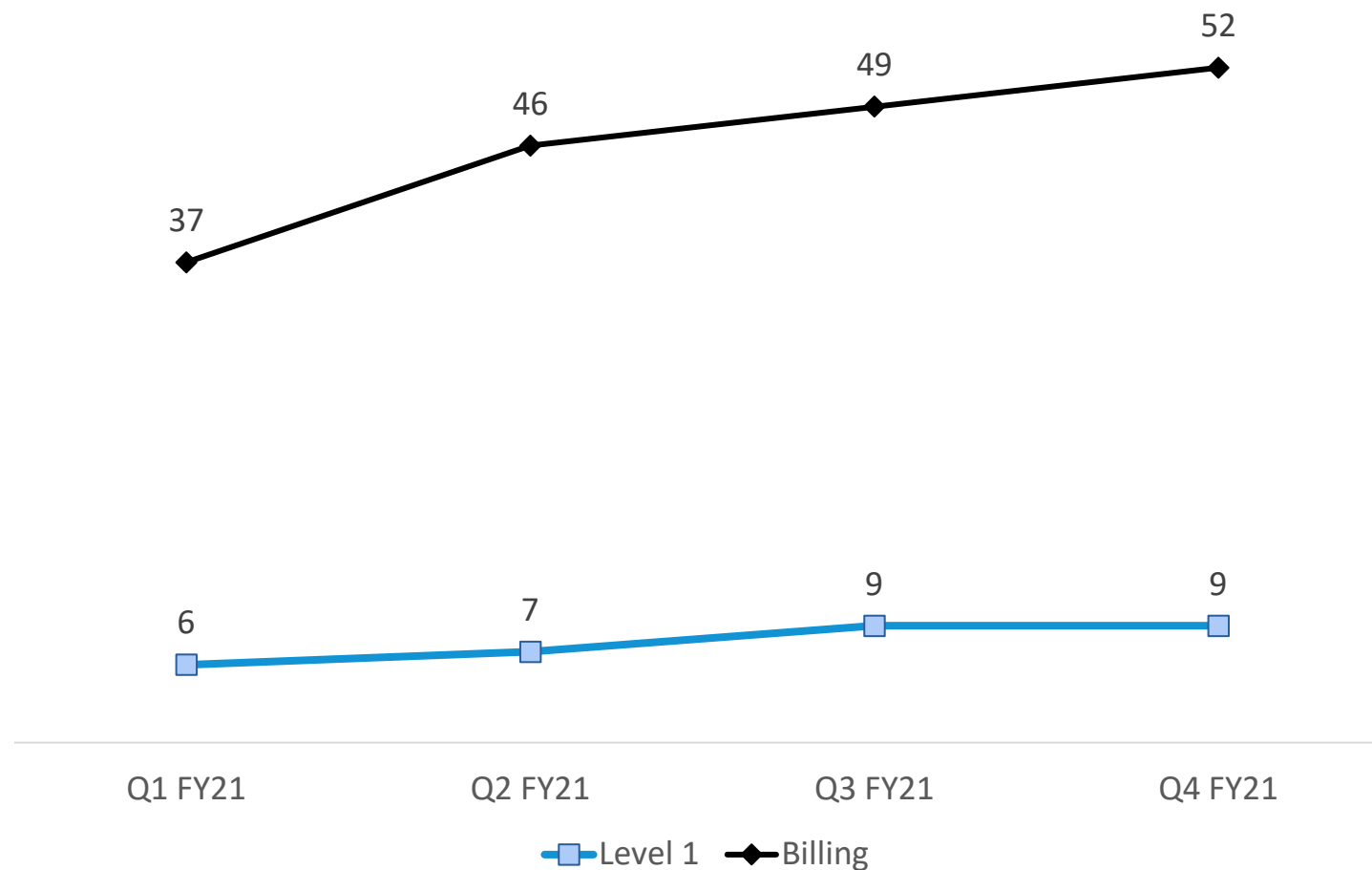
\* Not FX-adjusted



# MORE BILLING PARTNERS BILLING MORE

- 52 billing partners (Q3: 49)
- 9 Level 1 billing partners (Q3: 9) – building their Level 2 Partners
- FY22 focus - 'harvesting' existing partner base

## CHANNEL DEPTH



# STRONG CASH POSITION, FOCUS ON EXPENSE MANAGEMENT



\$9.96m cash on hand at the end Q4 FY21

Cash-settled\* expenses down \$2m (~10%) YoY

Renewed focus on cash management and collections delivering results

Additional \$2m cost out planned for FY22 with annualised cost reductions of \$2.5m by Q3 FY22

\* Excludes share based payments and depreciation and amortisation



**JOHN GRANT**

Executive Chairman



# SIMPLIFY AND FOCUS MOVING FORWARD

Detailed 'look under the bonnet' confirms:

A decorative graphic consisting of a black circle with a red outline and two small red dots on the right side.


**The strategic rationale for FCT's long-term success remains intact**

# SIMPLIFY AND FOCUS MOVING FORWARD

Detailed 'look under the bonnet' confirms:



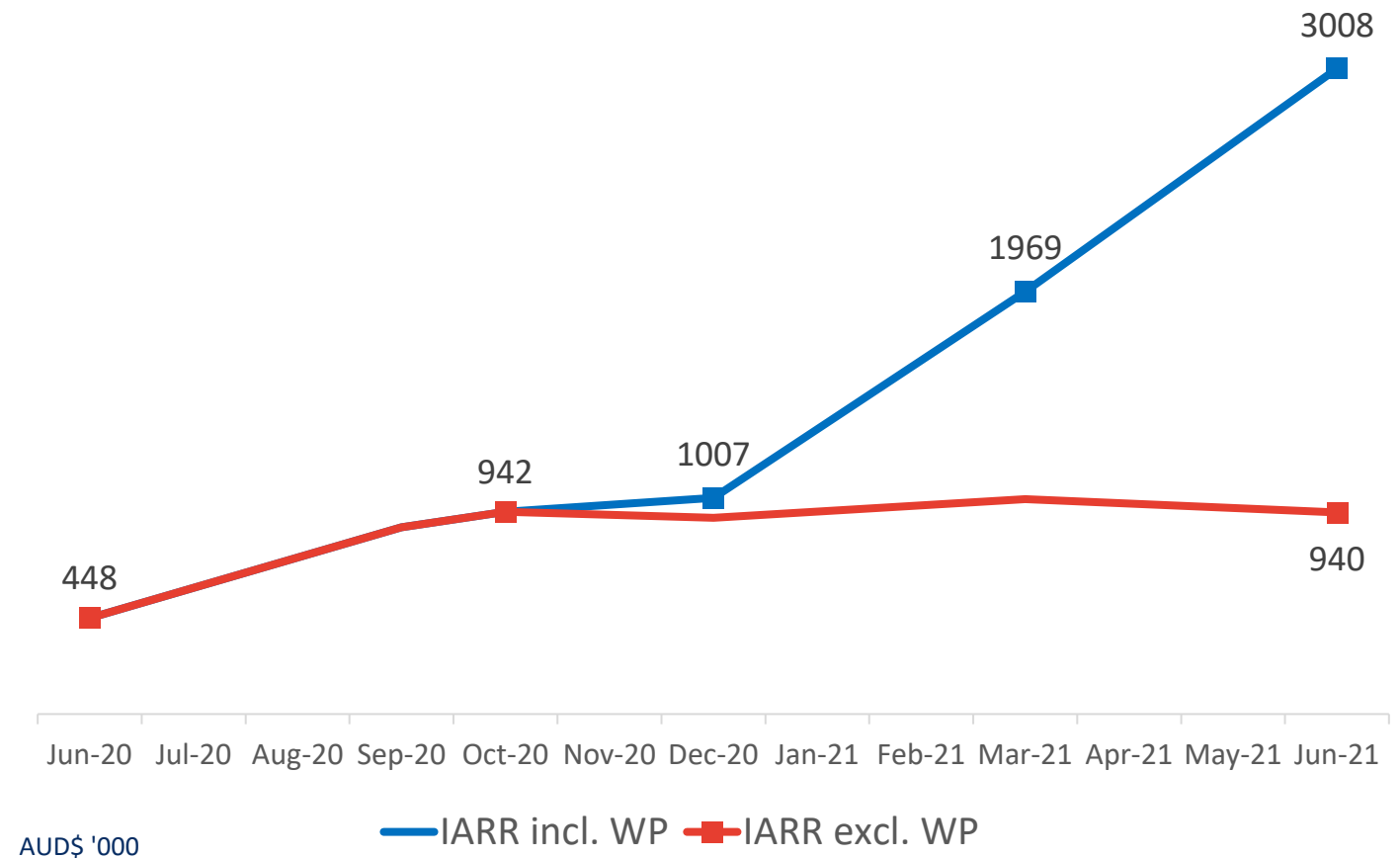
The strategic rationale for FCT's long-term success remains intact



**Lack of organizational focus – 'too many plates spinning at the same time'**

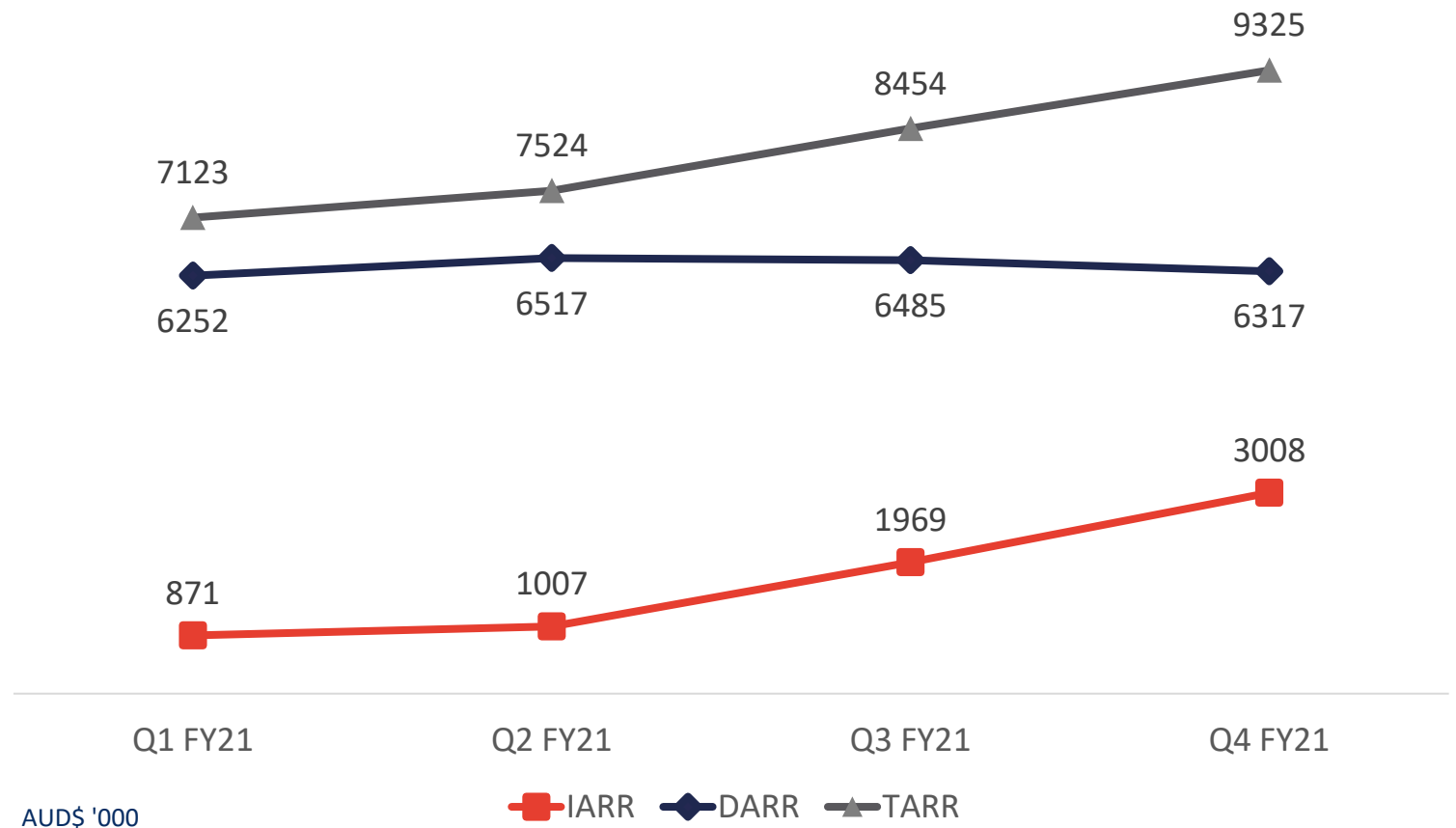
# SIMPLIFY AND FOCUS MOVING FORWARD

## INTERNATIONAL SALES FOCUS MOVES TO WEBPROTECT



# SIMPLIFY AND FOCUS MOVING FORWARD

## INTERNATIONAL FOCUS AND CHURN IMPACTED DOMESTIC REVENUE




# SIMPLIFY AND FOCUS MOVING FORWARD

Detailed 'look under the bonnet' confirms:



The strategic rationale for FCT's long-term success remains intact



Lack of organizational focus – 'too many plates spinning at the same time'

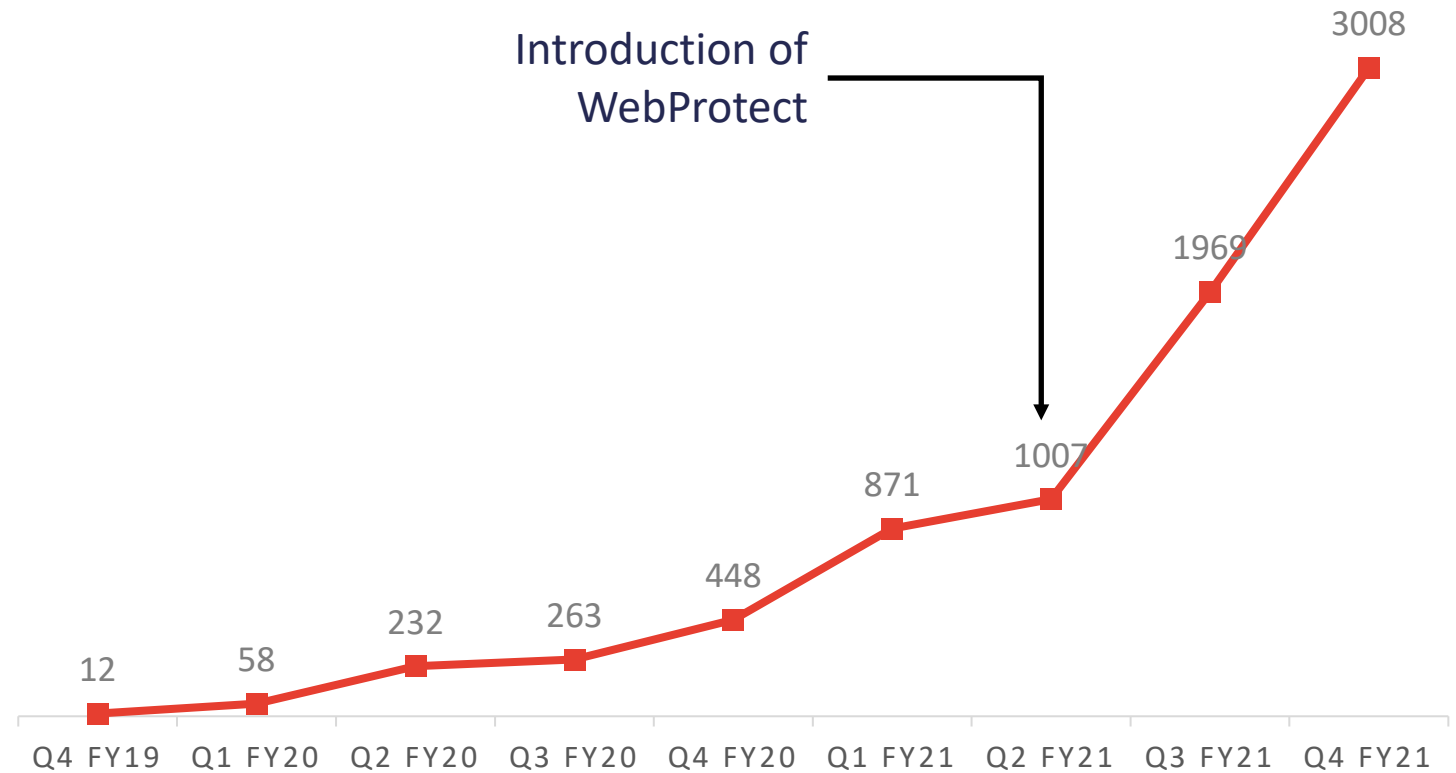


**'Friction' to adoption at scale**

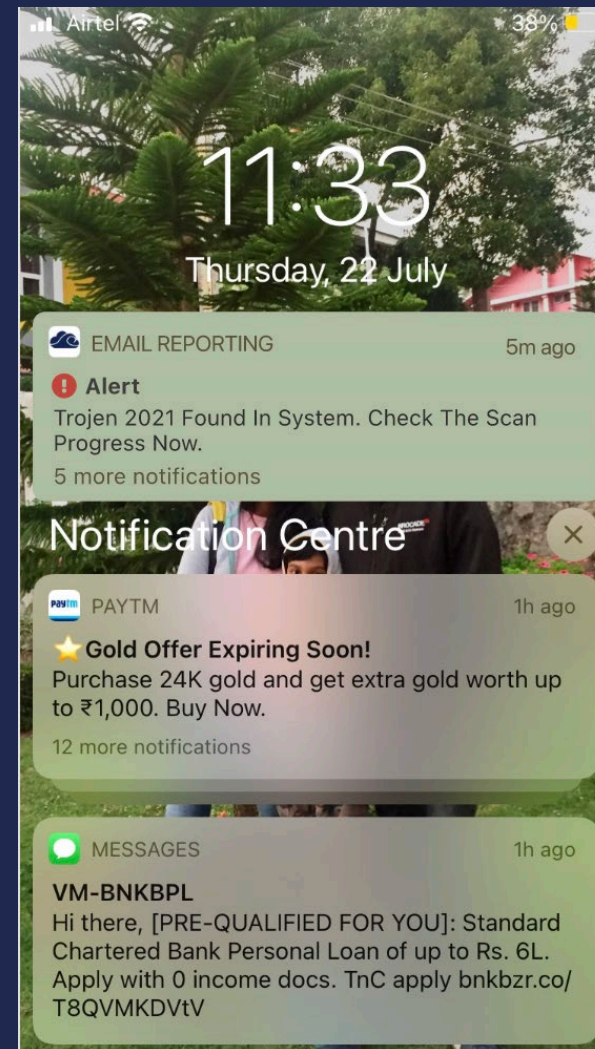
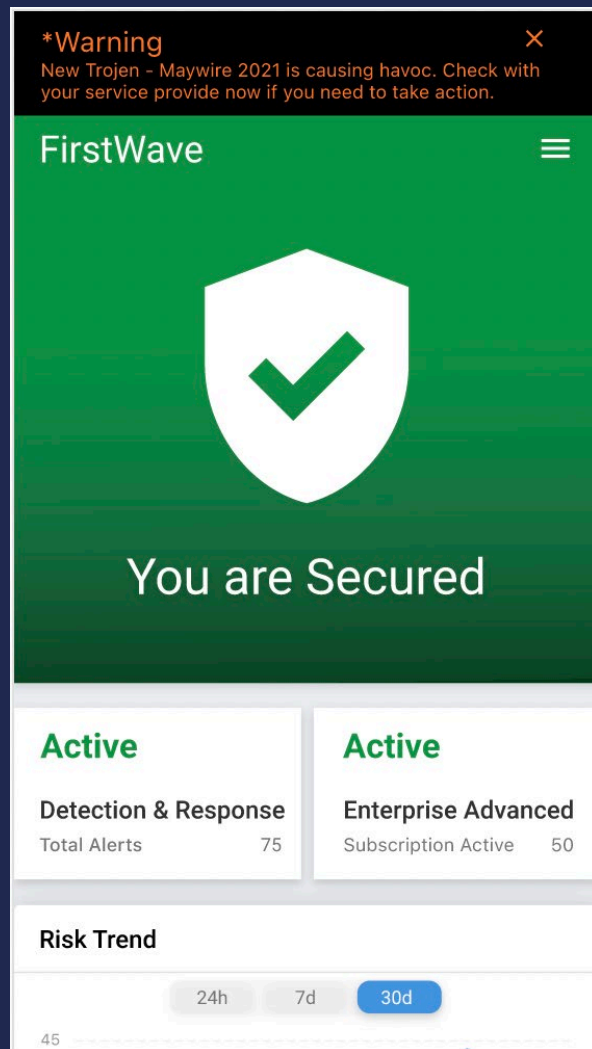


# SIMPLIFY AND FOCUS MOVING FORWARD

## LACK OF FRICTION MEANS ACCELERATED GROWTH



# POTENTIAL MOBILE DEVICE INTERFACE



# THE GO-FORWARD PLAN



Enhance the product to remove friction


Concentrate our focus on highest ROI opportunities

Further lower operating costs

# IN SUMMARY



The strategic rationale for FCT's success remains intact



Lack of organizational focus – ‘too many plates spinning at the same time’



Focus on highest ROI opportunities



Remove the roadblocks to achieving scale



Provide ‘point’ services to partners where we can get most traction



Short-term reduction in revenue growth rate to be offset by lower costs

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Q&A



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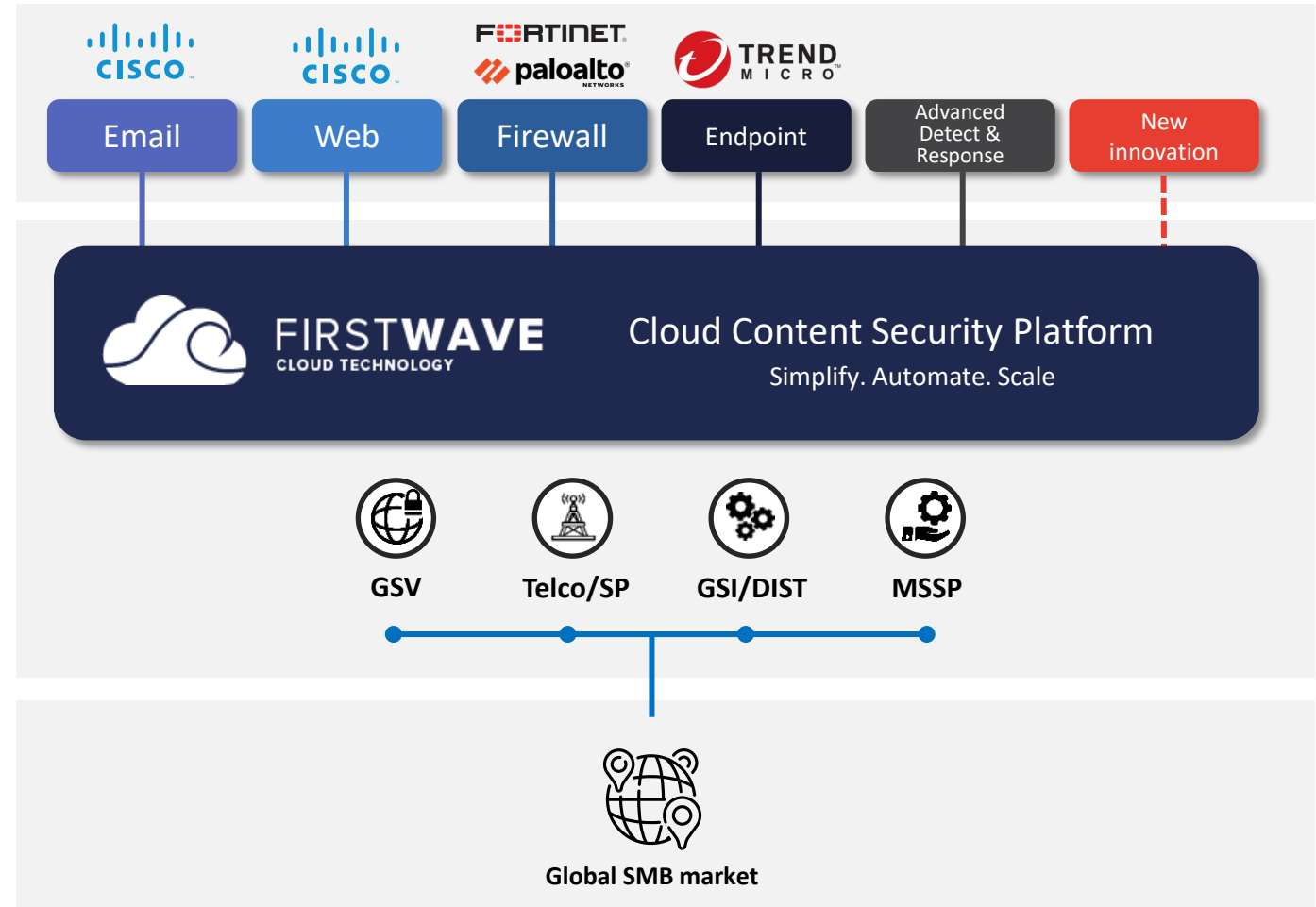
## APPENDIX



FIRSTWAVE  
CLOUD TECHNOLOGY

# THE FIRSTWAVE PLATFORM

## FIRSTWAVE CLOUD CONTENT SECURITY PLATFORM (CCSP)



# OUR TARGET MARKET

Service Providers who serve the SMB market



# GLOBAL PRESENCE

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**People:** Australia, Singapore, Malaysia, India, Kenya, UK

**Platforms:** Australia, USA, UK, Germany, Saudi Arabia, India,

# LEVERAGED CHANNEL MODEL – 'ONE TO MANY, TO MANY MORE'

