

[Solutions](#) ▾[Marketplace](#)[News & Insights](#)[About Us](#) ▾[Sign In](#)[SCHEDULE CONSULTATION](#)

# Empowering a Fearless Internet

Easily identify your cyber risks and get connected to products that match your needs

## ENTERPRISE SOLUTIONS



Get a hacker's view of your company's and/or supply chain's cyber risks.

[READ MORE >](#)

## SMB SOLUTIONS



Don't be the next cybercrime victim. We make it easy for you to get the protection you need at a price you can afford.

[READ MORE >](#)

## FREE 20 MINUTE CONSULTATION



Whatever your cyber risk is, our consultants can help you today.

[SCHEDULE NOW >](#)

## SAFE HARBOUR STATEMENT

This information is given in summary form and does not purport to be complete. Information in this presentation, including financial information, should not be considered as a financial projection, advice or a recommendation to any particular or potential investors in relation to subscribing for securities in WhiteHawk. Before acting on any information you should consider the appropriateness of the information having regard to these matters, any relevant offer document and in particular, you should seek independent financial advice. All securities involve risks, which include (among others) the risk of adverse or unanticipated market, financial or political developments and, in international transactions, currency risk. This presentation may contain forward looking statements including statements regarding our intent, belief or current expectations with respect to our businesses and operations, market conditions, revenues, market penetration, and results of operations. Readers are cautioned not to place undue reliance on these forward looking statements. WhiteHawk does not undertake any obligation to publicly release the result of any revisions to these forward looking statements to reflect events or circumstances after the date hereof to reflect the occurrence of unanticipated events. While due care has been used in the preparation of forward looking information, actual results may vary in a materially positive or negative manner. Forecasts and hypothetical examples are subject to uncertainty and contingencies outside WhiteHawk's control.



# Information Security & Risk Management Market

Market Segment	2020	2021	Growth (%)
Application Security	3,333	3,738	12.2
Cloud Security	595	841	41.2
Data Security	2,981	3,505	17.5
Identity Access Management	12,036	13,917	15.6
Infrastructure Protection	20,462	23,903	16.8
Integrated Risk Management	4,859	5,473	12.6
Network Security Equipment	15,626	17,020	8.9
Other Information Security Software	2,306	2,527	9.6
Security Services	65,070	72,497	11.4
Consumer Security Software	6,507	6,990	7.4
<b>Total</b>	<b>\$133,776B</b>	<b>\$150,409B</b>	<b>12.4%</b>

*End User Spending by Segment 2020-2021 (\$M USD)*

# WhiteHawk Cybersecurity Exchange

***Problem: How to enable all businesses and organizations to continuously Identify and Mitigate their key Digital Age Risks in near real-time and within budget***

***Solution: The Only Online Cyber Risk Platform with end-to-end service, from Virtual Consult to Maturity Model to Automated Action Plan to Smart Risk Mitigation Options***

Key Online Account Features Include:

- Fast tracks all risk discovery, prioritization and mitigation
- Saves limited manpower and resources
- Delivers comprehensive action plans to address key cyber risks
- Easy to select impactful, easy to implement, cost-effective solutions via marketplace

***Provides decision makers with executive level risk context & solution options***



# Virtual Consult: Advanced Cyber Risk Journey

The screenshot displays the WhiteHawk Client Portal for Saperix. The main dashboard shows a Cyber Risk Rating of 470, categorized as 'BASIC' (250-640). The rating is based on the company's relative security effectiveness, with Saperix falling into the Basic category, indicating moderate security performance and high risk. The dashboard also includes a Risk Vector Analysis, Recommended Focus Areas, and a CIS Control-Based Maturity Level Assessment.

**CIS Control-Based Maturity Level Assessment Based on Externally Observed Risk Rating**

Control	Basic	Foundational	Organizational
Implement a Security Awareness and Training Program	0	0	10
Application Software Security	0	0	10
Incident Response and Management	0	0	10
Penetration Tests and Red Team Exercises	0	0	10

**CIS Controls Mapped to CMMC Maturity Levels**

CIS CONTROLS	CMMC MATURITY LEVELS			
	L1	L2	L3	L4/L5
Penetration Tests and Red Team Exercises	#20			
Email and Web Browser Protections	#7			
Limitation and Control of Network Ports, Protocols, and Services	#9			
Application Software Security	#18			
Inventory and Control of Software Assets	#2			
Continuous Vulnerability Management	#3			
Controlled Use of Administrative Privileges	#4			
Maintenance, Monitoring and Analysis of Audit Logs	#6			
Data Recovery Capabilities	#10			
Secure Configuration for Network Devices, such as Firewalls, Routers and Switches	#11			
Implement a Security Awareness and Training Program	#17			
Incident Response and Management	#19			
Inventory and Control of Hardware Assets	#1			
Secure Configuration for HW & SW on Mobile Devices, Laptops, Workstations and Servers	#5			
Malware Defenses	#8			
Boundary Defense	#12			
Data Protection	#13			
Controlled Access Based on the Need to Know	#14			
Wireless Access Control	#15			

# Next Generation Online Marketplace

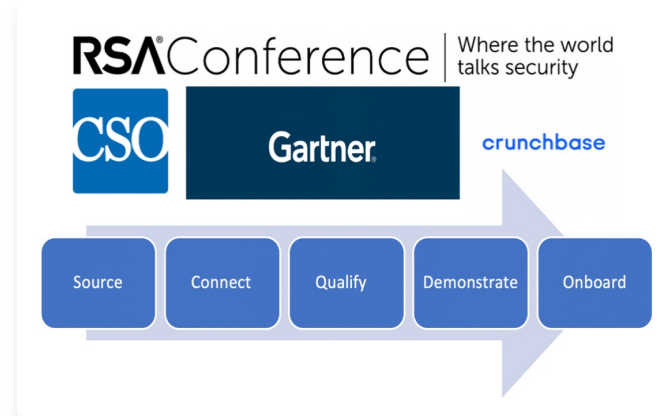


[Solutions](#) ▾ [Marketplace](#) [News & Insights](#) [About Us](#) ▾ [Client Portal](#) [Admin](#) ▾



## WhiteHawk Enterprise Vendor Lead Sources & Process

- ✓ Since 2015, WhiteHawk has vetted 1 to 2 Innovative Cyber Companies every week for cutting edge impact, scalability, ease of implementation and affordability.
- ✓ WhiteHawk's end-to-end qualifying process ensures that our enterprise solutions are the optimal fit for our clients and partners business and performance needs.
- ✓ We focus on next generation cyber, risk and analytics platforms, solutions and frameworks.



## Enterprise Infrastructure VPN

Securing your remote workforce & team communications



NetAbstraction



SaferNet



Dekko Secure



CloudFlare

# Cyber Risk Scorecard Features

Cyber Risk Identification, Prioritization, Compliance Maturity Baseline & Mitigation Strategy		
	Snapshot	In-Depth
1 Hour Virtual Consultation and Cyber Risk Review	✓	✓
Cyber Risk Profile – Identification of Key Risks to Revenue and Reputation	✓	✓
Cyber Risk Maturity Roadmap and Action Planning	✓	✓
Path to CMMC Review with CMMC Registered Practitioner	✓	✓
Tailored Solution Options Review	✓	✓
Security Rating and Risk Vector Analysis Results		✓
NIST 800-53, NIST 800-171, CIS, and CMMC Compliance Overview		✓
FAIR Overview of Cyber and Operational Risks in Financial Terms.		✓

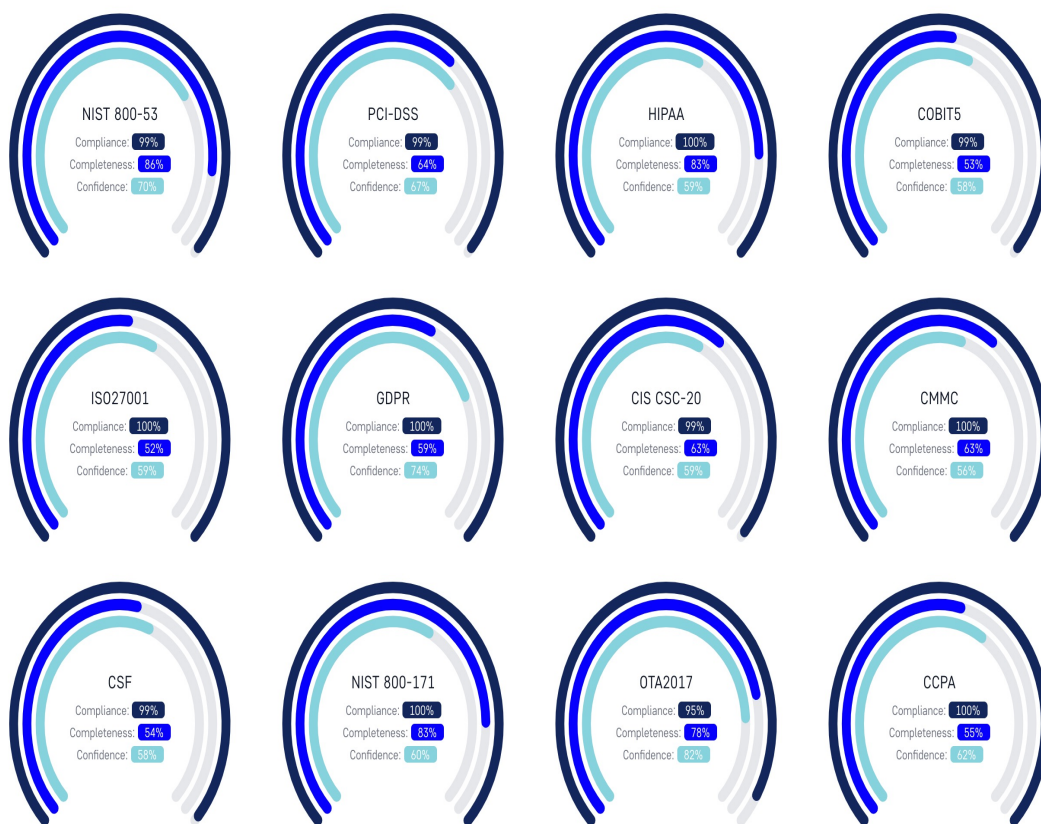


# Cyber Risk – Compliance

## Estimation of an Entity's Overall Compliance Health

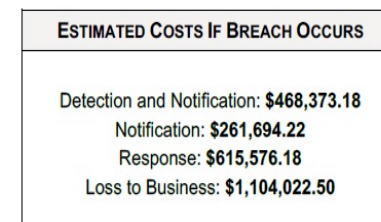
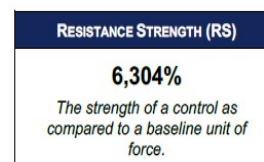
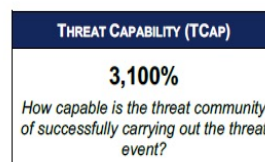
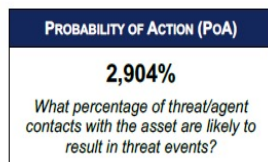
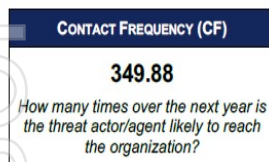
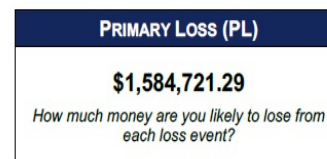
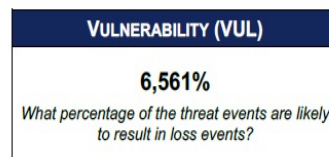
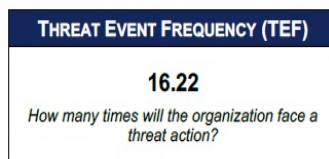
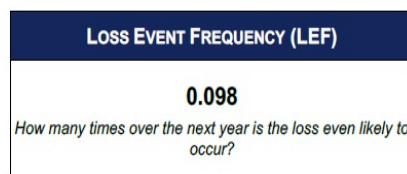
- **Compliance:** The overall compliance score is how much of the specified framework we believe you are following, based on platform validation and self-attestation.
- **Completeness:** The level of confidence in the estimation. Without access to internal systems and processes, only able to provide a score based on the information available and how much it aligns with the controls in the framework.
- **Confidence:** The degree to which the compliance requirements can be measured with the collected information. This score is generated by matching collected artifacts to framework control areas. Each area of the framework has requirements that can be met by policy or configuration

### Compliance



# Cyber Risk Scorecard Added Features

FAIR Analysis enables you to understand your cyber risk exposure or that you are taking by working with a particular vendor or supplier.



Government	Percentage
Current government	85%
Previous government	15%

[illegible][illegible]

# Global Business Risk Co-Sell Agreement

**WhiteHawk Sales Objective 1:** Roll-out to their/our Public Sector & Contractor clients via integration of a “Cyber Vulnerability Assessment Powered by WhiteHawk” – Focus on Vendor/Supply Chain Risk Management

**WhiteHawk Sales Objective 2:** Embed the Cyber Risk Scorecard as part of global commercial subscription base

- Working with Commercial Sales Leads across Financial, Insurance, and Managed Service Providers

**WhiteHawk Sales Objective 3:** Utilize Cyber Risk Scorecard data as part of internal business risk data and intelligence analysis

## **Activities to support Objectives:**

- Partnership Agreement - Completed
- Supplier Onboarding – Completed
- Development of Use Cases – Completed Use Case #1
- Tech Integration - Completed
- Finalizing Pricing, Marketing, Pipeline, Contracts – September & October

# Member of AWS Partner Network



## Cyber Risk Scorecard

Sold by: [WhiteHawk](#)

Get a snapshot of a company's cyber vulnerabilities and a roadmap to address them. The Cyber Risk Scorecard is an easy to understand and actionable end to end report, from risk

[Show more](#)

★★★★★ 3 AWS reviews

[Continue to Subscribe](#)

[Save to list](#)

[Overview](#)

[Pricing](#)

[Usage](#)

[Support](#)

[Reviews](#)

## Product Overview

The Cyber Risk Scorecard provides an executive level view of cyber risks for a singular company or organization based on publicly available data, AI analytics, and custom Cyber Consultant commentary. Tiers of Cyber Risk Scorecards provide for varying depth and detail, available as singular snapshots or in-depth with risk identification and maturity progress over time. Purchase of a Cyber Risk Scorecard includes a virtual Cyber Consult to talk through the identified risk environment and determine actionable, cost effective steps to risk mitigation and prevention.

Sold by

[WhiteHawk](#)

Fulfillment Method

Software as a Service (SaaS)

### Highlights

- Cyber Risk Profiles - Cyber Risk Maturity Roadmap & Action Planning - Annual Cyber Risk Reviews - Continuous Risk Monitoring & Alerting - Quarterly Cyber Risk Scorecard In Depth- Key Risk Mapping With Solution Options - Virtual Consultations

*No Contract Vehicle Required by Government nor Industry Clients*

## Member of AWS Partner Network (APN)

**WhiteHawk Sales Objective 1:** Make available the Cyber Risk Scorecard on AWS Marketplaces - Completed

— Activities:

- Integration Testing - Completed
- Finalize APN onboarding - Completed
- Meeting/demo with Federal Sales Team – late September 2021

**WhiteHawk Sales Objective 2:** Develop a new Cyber Risk Scorecard focused on maturity of AWS Federal Enclave Platform/Services. AWS has the raw security controls data but not in their business model to develop/deliver comprehensive, automated reports.

— Activities:

- Initial meetings held
- Specifics being of AWS approach being developed in 2021
- Potential to kick-off channel early 2022

<https://aws.amazon.com/marketplace/pp/prodview-t7qm4zw4kiovi>



## Active 2021 Sales Opportunities (USD)

Opportunity	Quote Name	\$ Range	Progress	Target
Global Manufacturer	Cyber Risk Radar	\$\$\$	Quote	Q3
Social Media Company	Cyber Risk Radar POC	\$	Request POC	Q3
Government	Cyber Risk Radar	\$	Request	Q3
Insurance Sector	Cyber Risk PaaS	\$	Request	Q3
Defense Contractor	Cyber Risk Radar - 1000	\$\$	Request	Q3
Financial Institution	Sontiq & WH SMB Suite	\$\$\$	Proposal	Q4
Financial Institution	Sontiq & WH SMB Suite	\$\$\$	Quote	Q4
Bank	Cyber Risk Radar	\$	Request	Q4
Bank	Cyber Risk Program	\$	Quote	Q4
Large Retail	Cyber Risk Program	\$	Proposal	Q4
Government	Cyber Risk Partners	\$\$\$	SB RFP	Q4
Social Media Company	Cyber Risk Radar Program	\$\$\$	Request	Q4

\$<150K \$\$>200K \$\$\$>1M USD

Majority Also Map to Mutual Pipeline with AWS Federal/Public Sector

# Corporate Snapshot



ASX Ticker  
**WHK**



Shares on issue  
**227 m**



Last share price  
**\$0.19**



Undiluted Market cap  
**A\$43.13m**



Net Cash  
**~ A\$2.644 m**  
as of 30 June 2021



Listing Date  
**24 Jan 2018**

All figures are as of 10 Sep 2021 unless otherwise noted

## Top 5 Shareholders

## % Shares Outstanding

Terry Roberts	9.81%
BNP Paribas Nominees Pty Ltd ACF Clearstream	6.90%
BNP Paribas Nominees Pty Ltd	3.26%
Mr Amilcar Albino Moreno	2.86%
Aymon Pacific Pty Ltd	2.76%

**Top 5 Shareholders** 25.60%

**Top 20 Shareholders** 37.61%

**Directors & Associates** 11.42%

# For More Information

<https://www.whitehawk.com/whitehawk-limited>

➤ **Whitehawk Cyber Risk Journey:** <https://www.whitehawk.com/cyber-risk-journey>

➤ **WhiteHawk Cyber Risk Radar:** <https://www.whitehawk.com/cyber-risk-radar>

➤ **WhiteHawk Cyber Risk Scorecard:** <https://www.whitehawk.com/cyber-risk-scorecard>

➤ **WhiteHawk Cyber Risk Program:** <https://www.whitehawk.com/cyber-risk-program>

➤ **WhiteHawk Cyber Risk PaaS:** <https://www.whitehawk.com/cyber-risk-paas>

**WhiteHawk Innovative Vendor Partners:** <https://www.whitehawk.com/innovative-vendors>

**WhiteHawk Business Risk Suite:** <https://www.whitehawk.com/business-risk-suite>

**WhiteHawk CMMC:** <https://www.whitehawk.com/cmmc>



# Contact Us

We're here to help and answer any question you might have. We look forward to hearing from you.

First name

Last name

Email address

Message

## How Can We Help?

Please select a topic below related to your inquiry. If you don't find what you need, fill out our contact form.

### Schedule a Consultation

Book a time to consult with one of our cybersecurity expert.



### Become a Partner

Join our Partner Program and offer your products in our marketplace.



### Become an Investor

Inquire about investing in Whitehawk, Inc.

