



FOR IMMEDIATE RELEASE

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Two new Proof of Value Contracts in U.S. Healthcare and Utilities Sectors

*Each Contract Is for up to 40 stage 1 vendors initially
Potential Second Stages Involving over 1000 vendors*

Highlights

- **WhiteHawk expands into US National Healthcare and US East Coast Utilities sectors**
- **Each Proof of Value (POV) Contract is for up to 40 of the customers supply chain companies (Vendor Companies) to undertake a Cyber Risk Review as an initial stage**
- **As Phase 1 is completed, Phase 2 for the Utility customer can expand from 40 to over 1000 Companies at an average potential revenue of \$1,500 to \$5,000 per Company**
- **Establishment of company brand and expertise in new valuable market sectors**

Perth, WA and Alexandria, VA – WhiteHawk Limited (ASX: WHK) (“WhiteHawk” or “the Company”), the first global online cyber security exchange enabling small and midsize businesses to take smart action against cybercrime and fraud, is pleased to announce two new POV contracts.

Utility Sector Customer

Across the US Utility Sector, our Customer is managing a power grid that provides services to over 20% of all US. electricity customers and has over US\$30 billion in annual revenues. All utilities provide critical infrastructure where ensuring supply chain software and service vendors’ cyber risks are identified, tracked and addressed is a major issue. In this initial stage, the contract involves up to 40 vendors, and with the potential to move to a second stage involving over 1,000 vendors in 2019. The Utilities’ Industry is projected to spend US\$1.7 billion on cyber security in 2017 according to [Smart Energy International](#).

WhiteHawk recently announced the appointment of Salmon Ventures to partner with WhiteHawk in the US Utility sector where critical infrastructure needs to be protected from the risks of cyber-attacks. WhiteHawk's latest customer channel focus is on the 3,200+ power and water utilities across the United States (regional power associations, regulators, and larger private utilities) who are all searching how to gain continuous insight into and to address their cyber related risks.

Healthcare Customer

Our new Healthcare sector Customer is a US nation wide non-profit organisation, with a need to be able to identify and track cyber risks from their supply chain vendors and protect the sensitive information they are entrusted with on a daily basis and which is subject to HIPPA (Health Insurance Portability and Accountability Act, a US Federal law designed to provide privacy standards to protect patients' medical records and other health information) This new Healthcare sector Customer will commence initially with up to 40 supply chain vendor reviews and can move to a second stage thereafter.

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Enabling the Healthcare sector is an important benchmark for WhiteHawk, with the cyber security market across the global Healthcare sector expected to reach close to US\$11 billion by 2022 according to [Grand View Research, Inc.](#)

The recent WannaCry cyber-attack on the United Kingdom's National Health Service (NHS) resulted in high cost emergency measures and a move to spend over £150 million in additional cyber security proection according to the UK's "[The Independent](#)".

What Does WhiteHawk do for these prime Customers

For each contract, WhiteHawk undertakes a risk rating and completes an analysis scorecard on each supply chain vendor company, in order to provide a risk snapshot back to the prime customer. This helps the prime customer to reprioritize and monitor their most critical vendor companies in their supply chain and streamline their third-party management program.

Importantly, this process drives companies that are in a prime company's supply chain to WhiteHawk's Cybersecurity Exchange, to mitigate key cyber risks in real-time. Some of WhiteHawk's current pipeline companies have supply chains exceeding 5,000 companies.

Terry Roberts, CEO of WhiteHawk said "Through these two important Proof of Value contracts, WhiteHawk continues to directly demonstrate and validate the company's cyber risk brand and deep expertise within the two new critical sectors of Healthcare and the Utilities who are top cyber threat targets."

The details of each customer and the commercial terms remain commercial in confidence given the nature of the risk reviews.

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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.

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WHITEHAWK

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.

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