



WhiteHawk Online Cybersecurity Exchange

2019 Annual General Meeting

SAFE HARBOUR STATEMENT

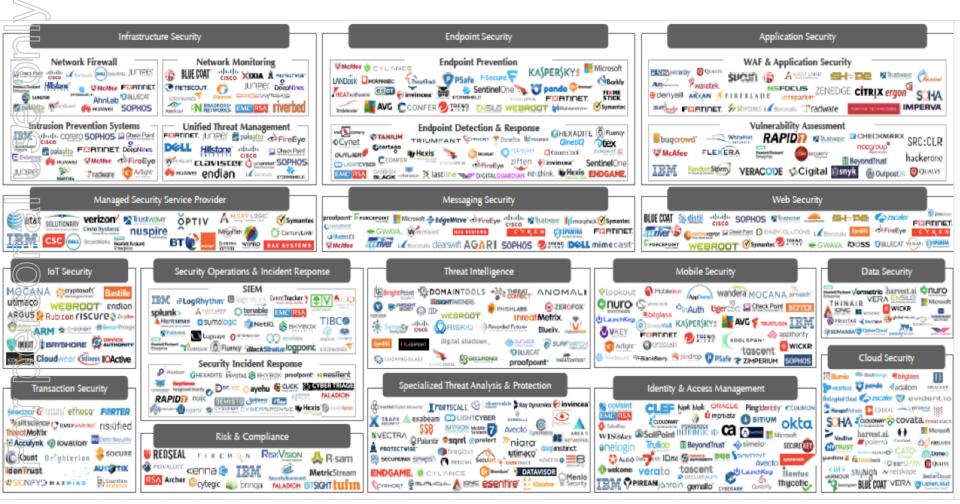
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WhiteHawk

Founded 2015: First online SMB Cybersecurity Exchange

- **Product Lines and Business Model**
- ior personal use only Corporate Snapshot (ASX:WHK)
 - Overview: Financial Highlights and Outlook
 - Market: Cyber Security Risk Market Trends and Responses
 - Sales Channels
 - **Product and Services Overview**
 - CyberPath Decision Engine
 - Online Cyber Exchange (Market Place)
 - Small Medium Business Cyber Analysts
 - Large Enterprises 360 Cyber Risk Framework + BitSight Ratings
 - **EZ Shield**
 - Cyber Liability Insurance Partnership
 - **Driving Awareness: PR**
 - The Team

How Do You Keep Up with Cybersecurity Solutions?



Products and Business Model

Founded 2015: First online SMB Cybersecurity Exchange

PRODUCT LINES

- Al Cyber Risk Profile (CyberPath)
- Online Cyber Risk Rating (BitSight)
- 360 Cyber Risk Framework for Supplier & Vendor Companies
- Foundational, Cost Effective & Scalable Cyber Risk Services for Financial
 & Insurance Sector SMB Customers (EZ Shield)

BUSINESS MODEL

or personal

- Identify, Prioritize, & Mitigate Cyber Risks Leveraging AI & Open Data
- Partner with Best of Breed; Commercial Technologies & SaaS Services
- Product/Vendor Agnostic; Continuously vet innovation
- Vendor Partners market for free & pay 10% 20% to WH at the time of each sale
- 360 Cyber Risk Frameworks are annual subscriptions starting at US\$150K
- SME Customer Cyber Risk online Services start at US\$950 a year

Corporate Snapshot







Shares on issue 126.78 m¹



Last share price **\$0.11**



Undiluted Market cap **A\$13.95m**



Net Cash ~ A\$1.5 m as of 31 March 2019 Including receivables



Listing Date 24 Jan 2018

Top 5 Shareholders	% Shares Outstanding
Darren Carter	13.97%
RiverFort Global Opportunities PCC Ltd	10.65%
Vantage House Limited	5.87%
Terry Roberts	4.51%
ABN AMRO Nominees	4.22%
Top 5 Shareholders	39.22%
Top 20 Shareholders	61.20%
Directors and Associates	5.3%

All figures are as of 03/05/2019 unless otherwise noted ¹Tradable shares: 113,405,979; Escrowed shares: 13,374,751

Overview: Financial Highlights

DISRUPTING THE B2B CYBER SECURITY MARKET

Contracted revenue for calendar year 2019 currently at US\$1.7m (~AU\$2.4 million)

 Strong pipeline of opportunities across currently operating revenue streams

Current cash balance as of 31/03/19 is US\$650k with a financing receivable of approx. A\$640k (combined A\$1.5m)

- Primary use is to fund operations while driving online and advisory sales and expanding pipeline.
- No Debt after US\$250,000 debt was repaid post year end.

Sales channels and marketing strategy driving increased online sales

- Each 360 Cyber Risk Framework sale (US\$150K to US\$2M) drives online sales and advisory contracts
- EZShield Partnership to service Financial Institution SMB Customers (5,000 to 400,000 SME's with each contract US\$3.2M to US\$21.6M)

Second U.S. Government Contract May 1:

WhiteHawk selected as a cyber sub-contractor by the prime contractor on a newly awarded USD \$2 Billion Contract for a US Federal Government Department

- WhiteHawk's sub-contract length is 5 years (1 year with 4 option years)
- Delivery specifications are actively being scoped with the respective prime contractor and the respective U.S. Federal Government Department
- First year revenue to WhiteHawk is expected to be between USD \$300K to \$600K, and is expected to grow to between USD \$1M to \$3M per year in subsequent years
- Work by WhiteHawk has now commenced under this contract

Formal announcements of the specific governmental department and prime contractors are forthcoming pending customer approval

Third U.S. Government Contract May 3:

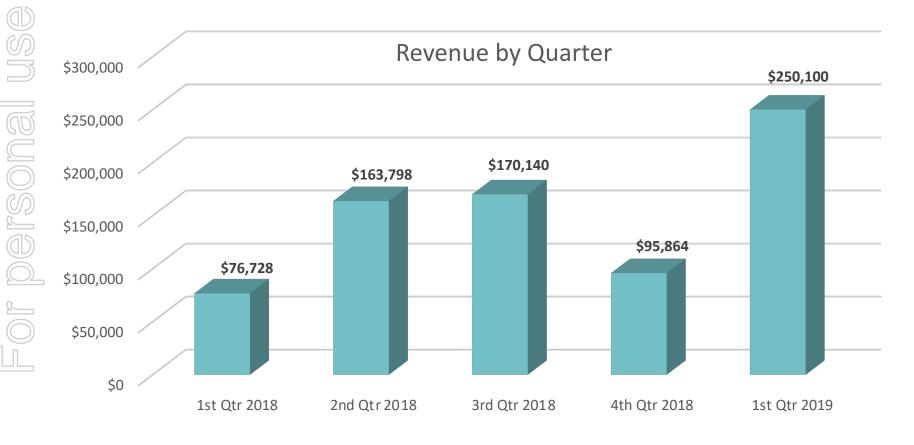
WhiteHawk selected as a cyber sub-contractor by the prime contractor on a newly awarded USD \$27M Prime Contract for a US Federal Government Department

- WhiteHawk's sub-contract length is 7 years (1 year with 6 option years)
- Delivery specifications are actively being scoped with the respective prime contractor and the respective U.S. Federal Government Department
- Work by WhiteHawk will commence in June 2019. Expected additional annual revenue to WhiteHawk of US\$250-300k
- Formal announcements of the specific governmental department and prime contractors are forthcoming pending customer approval

8 May 2019 www.whitehawk.com 9

Overview: Revenue by Quarter

Growing Revenues



11

Overview: Outlook

Continued sales of 360 Cyber Risk Frameworks to all key regulated US Sectors: US Federal Contractors, US Government, US Financial and Manufacturers (3 Sold, 6 ongoing 2019 open proposals).

Strategic partnership with top U.S. Financial Fraud, Identity Theft & Mobile Defense company, EZShield, an integrated subscription SME offering – via combined sales channels. Fast tracks and scales SME business.

Cybercrime Support Network Fraudsupport.org website became initially active with WhiteHawk referral connection end of 2018, revenue results by end of 2019.

Online platform benchmarks; updated website, AI Tool, customer maturity model & EZShield integration.

Monthly operating cost reductions from completion of Online Decision Engine and Cyber Exchange Platform

Cybercrime & Fraud Trends

Cybersecurity remains a major concern and a great business opportunity



- 9 out of 10 Australian businesses were breached¹ in past year
 - 9 out of 10 also plan to increase spending on cyber defense
- Financial gain and espionage continue to <u>lead</u> cybercriminal motives²
- Drivers of Change³
 - Asia online, tech giants, and international power conflict
- Cybercrime damage will cost businesses across the globe over USD \$6 trillion⁴ by 2021

Source-attribution:

- 1 "First Australian threat report from cyber security firm Carbon Black". CSO (April 1, 2019)
- 2 "Data Breach Investigations Report". Verizon (2018)
- 3 "Australia's Cybersecurity Futures". Australian Strategic Policy Institute. (Dec 13 2018)
- 4 "The 2019 Official Annual Cybercrime Report". Herjavec Group. (2019)

Cyber Risk Responses

Cybersecurity remains a major concern and a great business opportunity

Government and Business

- U.S. Government funding for cybersecurity increasing¹ faster than expected
- oefsonal Worldwide Info Security spending will exceed USD \$124 billion² in 2019
 - Key drivers of spending growth: building detection and response capabilities, privacy regulations, addressing digital business risks
 - Australia implementing Cyber Security Strategy³
 - Partnerships, stronger defenses, global perspectives, innovation, sprint teams³
 - Cyber criminals are focusing more on applications and people⁵, where fewer security measures are in place

Source-attribution:

¹ FY 2020 Cyber Budget Request Grows—But Lacks Details". Bloomberg Government (April 3, 2019)

^{2 &}quot;Press Release". Gartner (August 15, 2018)

^{3 &}quot;What is the Government doing in Cyber Security". Australian Government (Date Unknown)

^{4 &}quot;Australia is Setting up New Secret 'Sprint Teams' to Deal with Hackers". Business Insider. (April 2, 2019)

^{5 &}quot;"Cybersecurity: A Major Concern and a Great Business Opportunity". Forbes (September 5, 2018)

Sales Channels: Mapped to Market Research

TYPICALLY SME'S WILL ONLY PUT FIT FOR PURPOSE CYBERSECURITY PRACTICES AND SOLUTIONS IN PLACE (EVEN IF THEY ARE REGULATED) WHEN:

They experience a cybercrime or fraud event:

WHK Service Partnership with Cybercrime Support Network at fraudsupport.org
(US\$1000 to US\$10,000 average)

fraudsupport.org

They have a contract in place and are part of a Supply Chain or Vendor Risk Program with a large government or industry partner:

WHK 360 Cyber Risk Framework (for Supply Chain or Vendor Companies of large Corporations or Government Departments - US\$250K to US\$2M average)

They are otherwise enabled and it is affordable and easy:

WHK Partnership with **EZShield** to provide Financial Institution SME Customers foundational Cyber Fraud, Identity Theft, Mobile Security and Risk Profile online services (US\$1,300 to US\$17,280).

EZShield®

WhiteHawk Products & Services Overview

The assurance you need at a price you can afford

<u>WWW.WHITEHAWK.COM</u> – THE FIRST ONLINE CYBER EXCHANGE PLATFORM

- WhiteHawk Customer Journey Know & Mitigate Your Cyber Risk
 - Industry Context: Understand shared risks for companies of your size and scope globally
 - Security Rating: A scorecard of your critical risk indicators leveraging open data sets and AI
 - Cyber Maturity Transformation: Your interactive cyber risk tool & maturity model
- CyberPath AI-based decision engine that recommends products & services through a non-invasive Cyber Risk Readiness Questionnaire
- Cyber Exchange Hundreds of best of breed, affordable products & services
- 360 Cyber Risk Framework for Supply Chain & Vendor Companies monitors, identifies, prioritizes, and mitigates cyber risks across third party suppliers & vendors
- **SMB Offerings** Affordable & accessible products and services for small and midsize businesses who do not have an in-house cybersecurity officer or expertise

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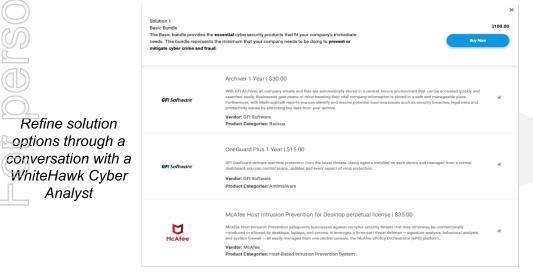
CyberPath: Customer Focused Decision Engine

Al-based WhiteHawk proprietary Decision Engine that provides tailored Product & Services Options through a Non-Invasive Cyber Risk Readiness Questionnaire



Answer 10 questions to view cyber risk context and matching to tailored solution options

← → C 🏠 🛍 https://www.whitehawk.com/user



Cvber Risk Indicator of Companies of similar industries and size

Refine solution

Analyst

Best in Class Vendor and Product Partners

Curated cybersecurity vendors vetted by Solutions Architect and Advisory Services teams.

Practical and cost effective cyber products for organizations of all levels

Innovative solutions updated frequently to provide relevant cyber solutions



























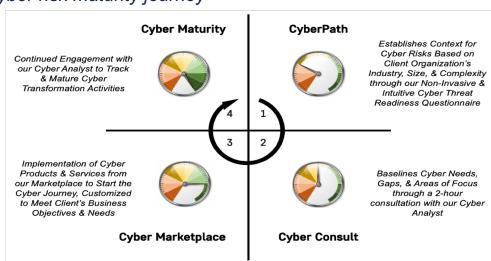




Small & Midsize Business Service: Cyber Analysts

We stay engaged with you throughout the cyber risk maturity journey

With the WhiteHawk Journey, our Cyber Analysts work with each client to match solutions to meet business objectives and priorities (US\$950 to US\$3,600)



	SMB - Single Company		
	Cyber Risk Profile	Cyber Risk Scorecard	Cyber Risk Scorecard & Continuous Monitoring
	A one time purchase and deliverable consisting of a Cyber Risk Profile and consulting session with a cyber analyst. The Cyber Risk Profile is for a company who wishes to obtain recommendations for prioritizing products and services to addressing cyber security gaps.	• • • • • • • • • • • • • • • • • • • •	An annual subscription consisting of quarterly services including Cyber Risk Scorecards and ongoing conversations with a cyber consultant. It provides continuous monitoring of their cyber risks with updated Cyber Risk Scorecards to include historical context over time.
Product Deliverable			
Cyber Risk Profile	1 Risk Profile Report		
Cyber Risk Scorecard		1 Risk Scorecard	4 Risk Scorecards
WhiteHawk Consulting Hours	2	2	8
Product Features			
One-Time Purchase w/One-Time Document Deliverable	×	×	
Annual Subscription w/Quarterly Document Deliverable Update			×
WhiteHawk Platform Access	x	x	x
Annual Subscription w/Quarterly 1hr WhiteHawk Consulting			

360° Cyber Risk Framework

SUPPLY CHAIN AND VENDOR RISK MANAGEMENT FOR BRAND, MISSION, & INTELLECTUAL PROPERTY PROTECTION

- Enterprises need to manage supply chain and vendor risks, but are often mired in man power intensive, compliance focused business processes.
- WhiteHawk provides access to cutting edge, open data set and Al driven risk focused platforms that:
 - provide cyber risk monitoring, alerting, context, prioritization, and management
 - thereby enabling decision advantage across large volumes of data
- Starting at US\$250k for 50 Companies within the Enterprise and its supply chain.

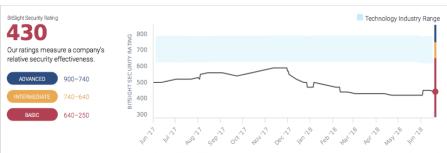
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Business Risks

Cyber Risk Framework for Enterprises

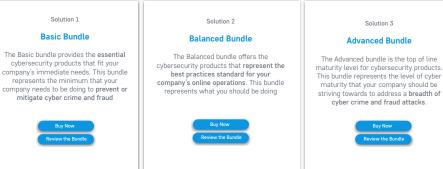
Technical Risks Business Risks Market Risks Security Risks Quality Assurance · Leadership & Industry Market Position Socioeconomic Production & Manufacturing Organization Revenue & Financial Environment Supplier Management · Geopolitical Concerns R&D Innovation Concerns Business Alliances · Regulatory & Legal Cybersecurity Physical Security Issues Vendor Risk Scores (Average: 12.41 %) SCRM Alerts 22.35 % Portfolio Risk | Enterprise Risk Threshold 05/10/2016 - Taylor Rosenthal is ready for the big leagues. American Airways Ltd The 14-year-old is exhibiting his startup idea - a vending 14.68% Portfolio Risk Threshold machine that dispenses first a... 14.09 % Largest Real Estate Project 05/15/2016 - This is the biggest, most expensive real estate CarahSoft Technology Corp Utah Kidnapping 15.34% Symplicity Corporation 12.18% 05/14/2016 - WWI-era cannon returns to California veterans Tae Yang Measures Co. Ltd 3T International (3TI) 10.26%

Cyber Risks



The Security Rating for Saperix, Inc. has varied from 410 to 580 over the past 12 months. The blue band represents the range of ratings for all companies within the Technology industry. Outliers are excluded. Sudden drops in ratings can be due to publicly disclosed breaches, an increase in observed events, file sharing activities, or poorly configured diligence records.

Cyber Risk Mitigation



Solution 3

Advanced Bundle

The WhiteHawk Basic, Balanced, and Advanced bundles are focused on providing a customized, complete, and affordable cyber mitigation package for each customer.

360° Cyber Risk Framework: 50 to 5000 companies

BASIC

One-time Cyber Risk Rating Assessment (US\$750 each Company for 30 days)

BALANCED

Continuous Cyber Risk Rating & Monitoring (US\$4,750 each Company Annual Subscription)

ADVANCED

Continuous Cyber Risk Rating & Monitoring with One-time Business Risk Snapshot (US\$7,150 each Company for an Annual Subscription)

	WhiteHawk 360 Cyber Risk Framework (Supply Chain)		
	WhiteHawk 360 Cyber Risk Framework - Basic	WhiteHawk 360 Cyber Risk Framework - Balanced	WhiteHawk 360 Cyber Risk Framework - Advanced
Product Deliverable	A one time purchase and deliverable consisting of a Cyber Scorecard and consulting session with a cyber analyst. The Basic Cyber Risk Framework is for a company who wishes to get a quick glimpse at their supply chain's cyber risk status and set a path towards cyber maturity.	An annual subscription consisting of quarterly services including Cyber Scorecards, Cyber Risk Portfolio Reports, and ongoing conversations with a cyber consultant. The Balanced Cyber Risk Framework is for the company who wants continuous monitoring of their supply chain's cyber risks over time and a prioritized risk mitigation strategy.	An annual subscription consisting of quarterly services including Cyber Scorecards, Cyber Risk Portfolio Reports, and ongoing conversations with a cyber consultant. The Advanced framework also includes a deeper analysis of ongoing business risks. The Advanced Cyber Risk Framework is for the company needing a complete view of its supply chain cyber risk landscape, with contextualized industry perspective and continuous monitoring of their cyber risks over time.
Cyber Risk Scorecard	1 Risk Scorecard	4 Risk Scorecards	4 Risk Scorecards
Cyber Risk Portfolio		4 Risk Portfolio Reports	4 Risk Portfolio Reports
Project Management		(Optional Add-on)	(Optional Add-on)
WhiteHawk Consulting Hours		16 (4 hours for each quarter)	16 (4 for each quarter)
Product Features			
One-Time Purchase w/One-Time Document Deliverable	×		
Annual Subscription w/Quarterly Document Deliverable Update		×	×
WhiteHawk Platform Access	×	×	×
Security Rating Dashboard Access		X	x
Business Risk Dashboard Access			x
Annual Subscription w/Quarterly 1hr WhiteHawk Consulting		x	x

BitSight Ratings

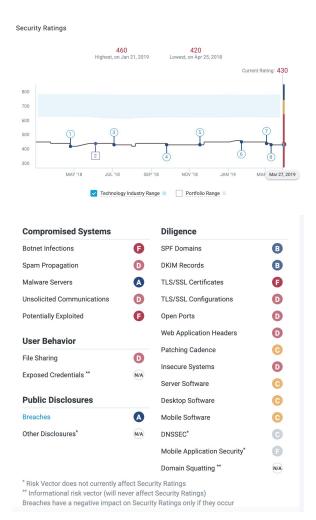
Industry leading BitSight is used globally and has set the standard in security ratings.

Provides data-driven, dynamic measurements of an organization's cybersecurity performance:

- Derived from objective, verifiable information
- Independent material and validated measurements

WhiteHawk partners with BitSight to provide topline risk ratings and identify selective insight trends based on 23 risk controls to prioritize risk indicators for enterprises.

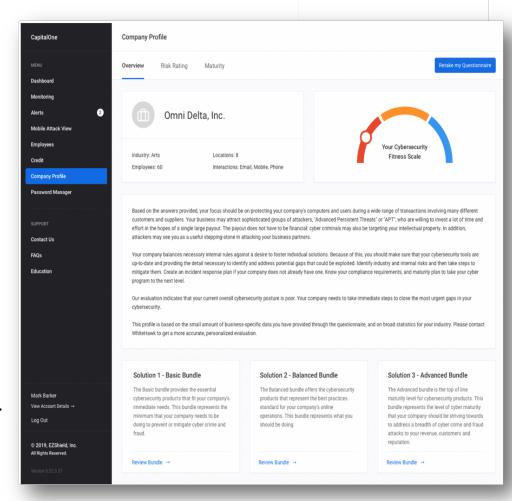




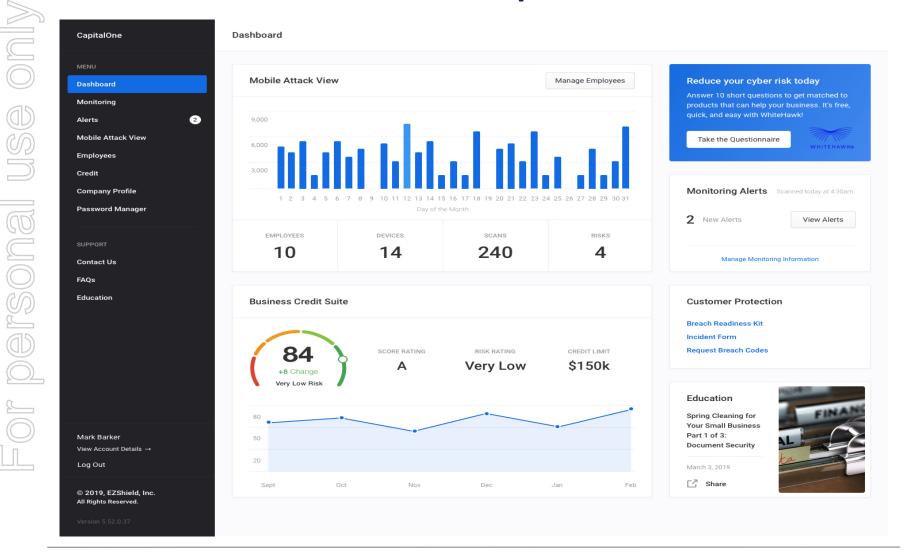


EZShield & WhiteHawk Scalable Offering

- Pioneer & innovator in Fraud Protection, Identity Theft Mobile Threat Defense & Cyber Security Al
- 27 Million+ consumers, 4K+ partners throughout Finance Industries
- Five-star support & 24 hour ID
 Theft restoration services
- One status for data breaches affecting 21.5 million+ people)



EZShield & WhiteHawk SME | Integrated Dashboard



WHITEHAWK

Cyber Liability Insurance Partnership



Link from WhiteHawk Exchange to Clarke & Sampson online SMB cyber liability insurance quote & ability to purchase

Less than 21% of SMBs currently have a standalone cyber liability insurance, compared to 58% of large companies

Policies starting at US\$700 a year for US\$1M Coverage



Driving Awareness: Cybercrime Support Network (CSN)



Report. Recover. Reinforce.

The Cybercrime Support Network was established to support a coordinated response from federal, state and local law enforcement to manage cybercrime incidents affecting individuals and small businesses.

CSN is piloting US programs to utilize existing referral infrastructure and the website <u>fraudsupport.org</u> to facilitate cybercrime reporting, response and recovery.

Through a partnership between WhiteHawk and CSN, small and midsize businesses (SMBs) that contact CSN in need of cybercrime response and mitigation services will be provided incident response resources including the WhiteHawk Exchange.

Driving Awareness: Key PR Engagements

WhiteHawk regularly provides thought leadership at cyber conferences globally

Forum Presentations

- US National Association of Regulatory Utility Commissioners (NARUC) Annual Meeting & Policy Summit
- or personal American Bar Association Standing Committee on Law and National Security
 - Consumer Bankers Association (CBA) Live
 - US Joint Service Academy (JSA) Cyber Summit
 - US Association of Organ Procurement Annual Meeting
 - US Active Cyber Defense at Association of Public-Safety Communications (APCO)
 - Middlesex County Utilities Authority Tech/Cyber Workshop
 - Cyber Week Tel Aviv University



The Team



Terry Roberts, CEO, President & Founder

Cyber Executive across government, academia and industry. Previously Deputy Director of US Naval Intelligence, TASC VP for Intelligence & Cyber, an Executive Director of Carnegie Mellon Software Engineering Institute. Currently US National Security Cyber Thought Leader, Board Member & Chair Emeritus, Intelligence & National Security Alliance Cyber Council. US Fed Top 50 Women & MSSI in Strategic & Artificial Intelligence.

https://www.linkedin.com/in/terry-roberts-193493143/



Soo Kim, Chief Product Officer

Previously the cybersecurity, technology strategy expert at Accenture Federal Services, Hewlett Packard Federal and VP at TASC. Experience in technical and business leadership, tactical execution, business operation, and solutions delivery. Bachelor's degree in mathematics from Virginia Tech and a Certified Enterprise Architect and Scrum Master.

https://www.linkedin.com/in/soo-kim-23655786/



Kevin Goodale, CFO

CFO at Impressions Marketing Group Inc. from 2005 – 2016.

Career Commercial Financial & Contracting Manager with over 20 years at the CFO level, using degrees in accounting & management information science to reduce risk & increase profits.

https://www.linkedin.com/in/kevin-goodale-6ba4383b/

The Team







Sarah Messer, Chief Data Scientist

Previously a senior data scientist at Raytheon and Foreground Security and with a decade as an experimental physicist in automation operations and data collection. Bachelor's Degrees in Computer Science, Mathematics, and Physics from American University and a Master's Degree and Ph.D. in Physics from the University of Maryland, College Park.

https://www.linkedin.com/in/sarah-messer-1883a153/

Forrest Allen, Director Business Operations

Previously an Associate Director of Government Relations at the Military Officers Association of America (MOAA). Experience as a professional advocate and as manager of MOAA's customer service center. Bachelor's degree in government relations and foreign affairs from Hampden-Sydney College and master's degree in public policy with a focus on national security from George Mason University. https://www.linkedin.com/in/qforrestallen/

LeighAnne Baxter Marketing and Communications Manager

Experience in customer relations, process improvement, and developing strategic communications plans. Bachelor's degree in political science from the University of Richmond and master's degree in public relations and corporate communications from Georgetown University.

https://www.linkedin.com/in/leighanne-baxter-20a39361/

The Board



Terry Roberts, Executive Chair

Louise McElvogue, Non-Executive Director

Currently company director and advisor with strategy, commercial, and digital expertise in North America, Europe, and Asia Pacific.

Global Experience of media, digital transformation, and start-ups.

Governance and strategic experience.

Expert in media, journalism, and marketing.



Tiffany O. Jones, Non-Executive Director

Currently CEO Of Distill Networks

Previously VP of Global Strategic Partnerships and Alliance Operations at FireEye.

& SVP of Client Solutions & Chief Revenue Officer for iSIGHT and Mandiant.

Former Deputy Chief of Staff at the White House Office of Cyber Security and Critical Infrastructure Protection. Decorated US Coast Guard Officer.



Phil George, Non Executive Director

Specialist in Information Security & Risk Management

Currently operates Nurv Cloud, a cloud telecom company, specializing in high quality, secure voice solutions.

Launched Uber Perth in Australia in 2014 as Operations Manager

Former Non-Executive Director of Department 13 International Limited (ASX:D13)



WhiteHawk Cybersecurity Exchange

- Stop being overwhelmed by cybercrime, fraud, and disruption
- Have clarity of understanding & insight
- Take constructive and measured action
- Prevent, detect, or respond effectively to cyber disruption or attack focused on your company, people or partners

Contact Us