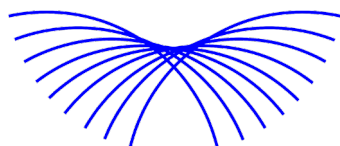


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WHITEHAWK

March 2023

Quarterly Activities Report

WHITEHAWK LIMITED

Quarterly Activities Report for the Period Ended:

31 March 2023

HIGHLIGHTS

WHITEHAWK LIMITED (ASX: WHK OR “THE COMPANY”), THE FIRST GLOBAL ONLINE CYBER SECURITY EXCHANGE ENABLING BUSINESSES AND ORGANIZATIONS OF ALL SIZES TO TAKE SMART ACTION AGAINST CYBERCRIME VIA RISK, MATURITY, COMPLIANCE AND THREAT, SOFTWARE AS A SERVICE ANNUAL SUBSCRIPTIONS AND VIRTUAL CONSULTS, IS PLEASED TO PROVIDE AN UPDATE ON ITS PROGRESS FOR THE FIRST QUARTER 2023.

- Invoiced during the first quarter of 2023 was US\$879K.
- US\$446K in receivables as of 31 Mar 2023.
- Finished the 1st quarter of 2023 with a cash position of US\$1.018M and no debt.
- 3rd year renewal of Cyber Risk Program for Major U.S. Manufacturer via Global Consulting Group
- Georgetown University CISO Cyber Risk Program Contracted 07APR.
- State of Wisconsin CISO Cyber Risk Radar & Program Quote review w/CIO 04APR, outreach to regional State CISOs for inclusion.
- Teaming Agreement signed with Peraton as Prime in response to U.S. Dept. of Homeland Security (DHS) CISA NRMC S-CRM May 2023 Request for Proposal (RFP) – contract, if awarded, is for 3 years for US\$30M (WHK 1/3 share).
- Proposal provided for current Cyber Risk Radar client, expanding Third Party Risk Management for an annual, automated cyber risk assessments for up to 30,000 vendors.
- Peraton requested WhiteHawk Cyber Technology Insertion and C-SCRM proposal inputs on an active RFP for DHS CISA Cybersecurity \$B contract vehicle ACTS, 3rd/4th QTR 2023.
- Awaiting Hillenbrand Cyber Threat Intelligence Request For Proposal (RFP) Award final decision May 2023.
- Executed Cyber Florida Critical Infrastructure Cyber Risk Assessments Pilot across 145 entities in 1st QTR 2023 and forwarded proposal for an annual program.
- Ongoing Sontiq and WHK Business Suite SaaS EMBED sales to global Managed Service Providers and Financial & Insurance Firms for their SMB Business Clients.
- AU based consulting group contracted WHK’s Cyber Risk Program for their Client.
- Re-engaging w/ Amazon S-CRM Lead on Proposal for Cyber Risk Mitigation Engagement across their high-risk vendors.

UPDATES FOR QUARTER

Prime Cyber Risk Radar Contract with a Global Social Media Platform Company

Contract Summary

- Contract renewed in December 2022 where base year commenced on 14 February 2022. Contract has a base year with four option years.
- WhiteHawk providing an annual recurring C-SCRM subscription for a portfolio of 500 vendors/suppliers.
- Subscription includes both Continuous Monitoring and One-time reports for Cyber and Business Risks – all data and workflows centralized through an integrated and interactive Vendor Risk Management SaaS Dashboard.

Progress for the Quarter

- Delivering on cyber and business risk automated reports and portfolio analysis.
- Continued to support technical collaboration sessions to identify and vet additional opportunities for increased automation within Client's internal workflows.
- Providing Compliance focused assessments against their internal security controls for critical vendors.

Integration of Whitehawk Cyber Risk Scorecards with D&B Investigate

Contract Summary

- Base year commenced on 01 February 2022. Contract has a base year with four option years.
- WhiteHawk providing an integrated, white-labeled, and fully automated version of a D&B tailored Cyber Compliance report via APIs.
- Current subscription is for 2,500 Cyber Compliance reports to be allocated to D&B Investigate end customers in batches to support their monitoring of supply chain vendors/suppliers.

Progress for the Quarter

- Continued to support joint sales and communications campaigns for awareness for future potential requirements and integration opportunities.
- Continued monitoring and reporting in support of portfolio trends.
- Enhanced APIs to include processing of continuous monitoring licenses for future sales opportunities.

Prime Cyber Risk Radar Contract being executed in support of U.S. Federal Government Department Chief Information Security Officer (CISO)

Contract Summary

- Base year commenced in August 2019. Contract has base year and four option years.
- Currently executing on option year three.
- WhiteHawk providing online Software as a Service (SaaS), an annual recurring C-SCRM subscription, with training and technical reach-back.
- Automated Business Risk Reports provided on-demand, and Cyber Risk Scorecards being provided quarterly via an integrated and interactive Vendor Risk Management SaaS Dashboard.

Progress for the Quarter

- Performed ongoing Business and Cyber Risk Continuous Monitoring, Alerting and Tracking.
- Continued support to new contractor team within client's organization, including demonstrations and training.
- Enhanced automated delivery of Cyber Risk Scorecards from Quarterly to Daily updates.
- Providing expertise and support to development of automated assessments to support increased volume of internal vendor vetting requests. Including not only support to leveraging WHK's Cyber Risk Radar tools and outputs, but also to internal workflows and processing.

Cyber Risk Program contract with major U.S. National Manufacturer via Global Consulting Partner

Contract Summary

- Annual contract renewed on March 31st. Currently executing on 4th year of subscription.
- Providing independent expert risk assessment subscription for Manufacturer's seven Business Groups. Includes: Cyber Risk Continuous Monitoring, Deep Dive Analysis and Prioritization leveraging multiple datasets; Quarterly Executive Level Scorecards and Reporting; and mapping to prioritized risk mitigation approaches and solution options.
- Client added deep assessment tasks which are underway across the CISO Team.

Progress for the Quarter

- Supported both Consulting Partner and Manufacture end client on deep dives of analytic results and risk mitigation recommendations.
- Continued technical and thought leadership conversations as end client is going through Business Unit divestitures and alignments in 2023.
- Continued assessment of impacts and opportunities as end client is executing on the divestiture and alignment opportunities.
- Establishing contacts and making recommendations for leveraging the Cyber Risk Program on the Business Units that are separating.

Partnership with Hathaway Global Strategies for product line and technical reach-back to include Cyber Risk Program, Cyber Risk Scorecards, and Cyber Subject Matter Expert (SME) Services.

Contract Summary

- Delivering Cyber Risk Program and Cyber Risk Scorecards for a major transportation manufacturer and Real Estate Firm.
 - Cyber Risk Program for this client an annual subscription initiated in May 2022 focus on monitoring, analyzing, and performing deep technical analysis of findings on the end-client's external facing infrastructure.
 - One-time Cyber Risk Scorecards and debrief on key client suppliers.
- Cyber Risk Scorecards for a private equity firm that seeks to invest in the agricultural and food sectors:
 - Cyber Risk Scorecards and debrief on end-client's key suppliers.

Progress for the Quarter

- Continuing to provide technical expertise and technology insertion opportunities to increase capability with end clients.

U.S. Federal Government Department Chief Information Officer Contract as Sub Contractor to Prime Contractor:

Contract Summary

- WhiteHawk's Cyber Risk Policy subcontract in four of five years.

Progress for the Quarter

- WHK continued to vet subject matter expertise requirements and responding to prime with viable candidates for consideration.

Partnering with Peraton on their Internal Research & Development Program (IRAD) project for Integrating Their Risk Analytics onto whitehawk.com as part of WhiteHawk's Cyber Risk Radar Capabilities

Contract Summary

- Phase 1: 4th QTR 2022
 - Integration of Peraton's Risk Analytics across a portfolio of suppliers leveraging data from WhiteHawk's Cyber Risk Scorecard test datasets.
- Phase 2: 1st QTR 2023 (Contracted in January 2023)
 - Automated integration of Peraton's Risk Analytics.
 - Subscription for 75 companies for 60-Day monitoring and Cyber Risk Scorecards.

Progress for the Quarter

- Completed Phase 1 early January. Working with Peraton to complete Phase 2 in early May.
- Continuing weekly technical and business conversations on a potential for Phase 3 for adding datasets and portfolio analytics.

Proof-of-Values (POVs) with multiple State and Local Entities and a Major University

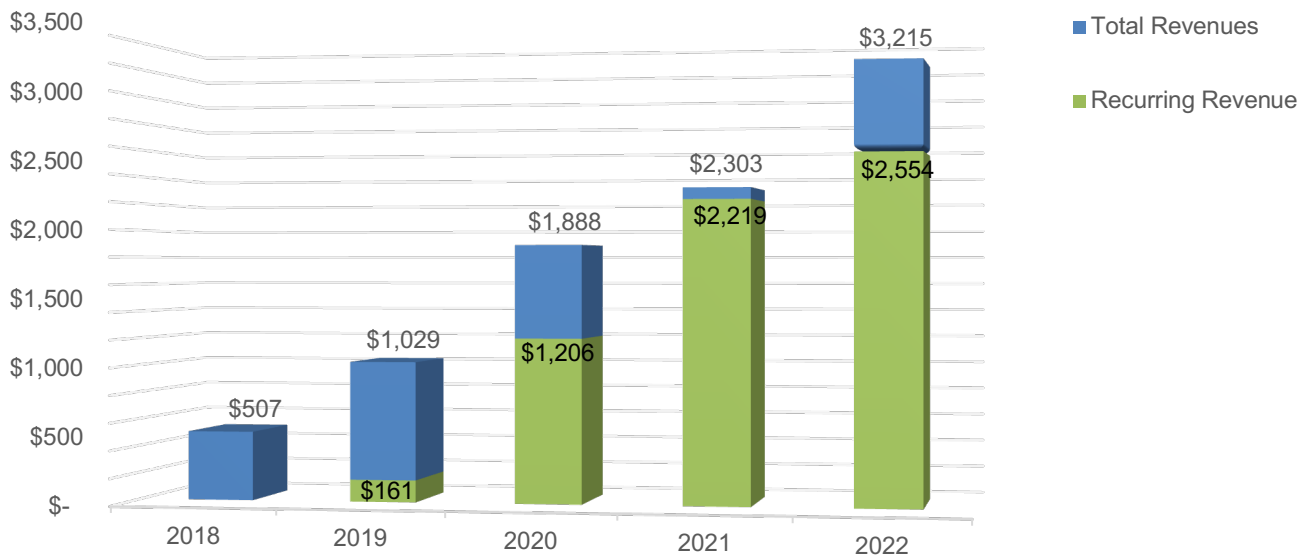
Progress for the Quarter

- For a Florida's Center for Cybersecurity (Cyber Florida), successfully completed a Cyber Risk Radar POV across ~150 critical infrastructure entities. WHK providing Cyber Risk Scorecards, Portfolio Analytics – automated and accessed via the whitehawk.com platform. Working with Cyber Florida for an annual Cyber Risk Radar subscription.
- For State of Wisconsin, successfully completed a Cyber Risk Radar POV across the state's internal entities with WHK providing Cyber Risk Scorecards, Portfolio Analytics – automated and accessed via the whitehawk.com platform. Clients interested in offering the Cyber Risk Radar across multiple organizations. WHK provided an annual Cyber Risk Radar subscription proposal and is currently in conversations for contract engagement.
- For Georgetown University, successfully completed a Cyber Risk Program POV for their internal enterprise. Contract for an annual Cyber Risk Program subscription is going through their contracts. Kickoff already scheduled for 2Q2023.

CASHFLOWS

- Strong rising annual revenues continuing with the Company invoicing US\$3.6M for 2022, including US\$2.5M for Cyber Risk Radar products, US\$104K for Cyber Risk Program products, US\$725K for WhiteHawk Scorecards and US\$294K under U.S. Government contracts.
- The company is due to collect US\$446K in receivables.
- WhiteHawk continues to manage expenses within planned budget, expending US\$234K on average per month in total operating expenses over the first quarter of 2023.
- Payments made to related parties include payments made for the services provided by Key Management Personnel.

Growing Revenue Year by Year US\$



USD Thousands

OUTLOOK

2023 Business Objectives

- Retain & grow current Cyber Risk Radar & Cyber Risk Program contracts across current pipelines as baseline revenue and for product improvement.
- Drive Sontiq-WHK Business Suite Embed Subscriptions for Business Clients of MSP's - Meta, Google, Exiger, etc.
- Maximize partnerships with Peraton, AWS and D&B.
- Grow Consulting Group Partnerships focused on Cyber Risk Program, Cyber Risk Radar & Sontiq-WHK Suite

2023 Sales Pipeline and Sales Channel Overview

- Sales Channel Through Current Enterprise Clients
 - Enterprises – Manufacturing; Defense Industrial Base (DIB); Financial Sector MSP
 - Grow Consulting Group Partnerships focused on Cyber Risk Program, Cyber Risk Radar & Sontiq-WHK Suite
- Government RFIs/RFPs in Partnership with U.S. Federal Primes Peraton, AWS, and D&B
 - Cyber Risk Monitoring Market Survey and Proposal – U.S. Federal Reserve Board Awaiting Final Decision
 - C-SCRM RFIs/Proposals – GSA RFI/RFP; DHS CISA RFI/RFP; US Army
- State and Local and University POVs and Pilots
- Wisconsin Vendors – Cyber Risk Radar POV and Proposal
 - Florida Critical Infrastructure Cyber Risk Radar POV
 - Georgetown University Cyber Risk Program POV and Initial Contract
- Sontiq-WHK Business Suite Embed (Delayed by Merger with TransUnion 2021-2022)
 - Financial and Insurance Firms
 - MSPs
- Consulting Group Partnerships and POVs for New Partnerships
 - AU Consulting Group Client – Purchase Order (PO) for Cyber Risk Program
 - Lockhaven Solutions, 8 Degrees East, Fellsway Group POVs Underway

From Cybersecurity Compliance to Automated Resilience – a New Cyber Paradigm

- 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>

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DISCLOSURE STATEMENT

The Quarterly Activities Report is given in summary form and does not purport to be complete. The Quarterly Activities Report 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 readers should consider the appropriateness of the information having regard to these matters, any relevant offer document and in particular, readers 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. The Quarterly Activities Report may include statements regarding the Company's 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 statements. WhiteHawk does not undertake any obligation to publicly release the result of any revisions to these 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 the Quarterly Activities Report, actual results may vary in a materially positive or negative manner and are subject to uncertainty and contingencies outside WhiteHawk's control.



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The Appendix 4C Quarterly Cash Flow Report for the Period Ended 31 March 2023 follows.

Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

WhiteHawk Limited

ABN

97 620 459 823

Quarter ended ("current quarter")

31 March 2023

Consolidated statement of cash flows	Current quarter \$US'000	Year to date (3 months) \$US'000
1. Cash flows from operating activities		
1.1 Receipts from customers	25	25
1.2 Payments for		
(a) research and development	(192)	(192)
(b) product manufacturing and operating costs	(424)	(424)
(c) advertising and marketing	(57)	(57)
(d) leased assets	(8)	(8)
(e) staff costs	(348)	(348)
(f) administration and corporate costs	(132)	(132)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	1	1
1.5 Interest and other costs of finance paid	(1)	(1)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	-
1.8 Other (provide details if material)	-	-
1.9 Net cash from / (used in) operating activities	(1,136)	(1,136)
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	-	-
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets	-	-

Consolidated statement of cash flows		Current quarter \$US'000	Year to date (3 months) \$US'000
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
2.6	Net cash from / (used in) investing activities	-	-
3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	-
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	(15)	(15)
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
3.10	Net cash from / (used in) financing activities	(15)	(15)
4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	2,171	2,171
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(1,136)	(1,136)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	-	-

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Consolidated statement of cash flows		Current quarter \$US'000	Year to date (3 months) \$US'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(15)	(15)
4.5	Effect of movement in exchange rates on cash held	(2)	(2)
4.6	Cash and cash equivalents at end of period	1,018	1,018

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$US'000	Previous quarter \$US'000
5.1	Bank balances	28	69
5.2	Call deposits	990	2,102
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	1,018	2,171

6.	Payments to related parties of the entity and their associates	Current quarter \$US'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	170
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
<i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.</i>		

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7.	Financing facilities	Total facility amount at quarter end \$US'000	Amount drawn at quarter end \$US'000
	<i>Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.</i>		
7.1	Loan facilities	-	-
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	671	-
7.4	Total financing facilities	671	-
7.5	Unused financing facilities available at quarter end		671
7.6	Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		
	As announced on 31 October 2022, under the executed agreement with Lind Global Fund II, LP ("investor"), the investor agreed to fund additional A\$1,000,000 on pro-rata pricing and terms of initial A\$2m funding, upon mutual agreement between the investor and the Company. The Company will access the additional funding only in circumstances of additional funding required to cover timing difference of executing sales opportunities.		

8.	Estimated cash available for future operating activities	\$US'000
8.1	Net cash from / (used in) operating activities (item 1.9)	(1,136)
8.2	Cash and cash equivalents at quarter end (item 4.6)	1,018
8.3	Unused finance facilities available at quarter end (item 7.5)	671
8.4	Total available funding (item 8.2 + item 8.3)	1,689
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	1.49
	<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
8.6	If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1	Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
	Answer: The cash outlay for the quarter ended March 31, 2023 included one-off payment for Cost of Good Sold of US\$424k. Estimated quarters of funding available would be greater than 2 quarters excluding one off payment made during the quarter.	
8.6.2	Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
	Answer: As announced on 31 October 2022, under the executed agreement with Lind Global Fund II, LP ("investor"), the investor agreed to fund additional A\$1,000,000 on pro-rata pricing and terms of initial A\$2m funding, upon mutual agreement between the investor and the Company. The Company will access the additional funding only in circumstances of additional funding required to cover timing difference of executing sales opportunities.	

8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer: Based on the current available funding, including unused financing facilities available, and outlook as described in the quarterly activities report, the entity expect to be able to continue its operations and to meet its business objectives.

Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 27 April 2023

Authorised by: Terry Roberts
(Name of body or officer authorising release – see note 4)

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.