

Optus Cyber Security expands Trustwave's cyber capabilities in Australia with acquisition of Hivint

Strategic acquisition bolsters Optus Business' security consulting services across Australia

Singapore, Sydney, 10 October 2018 – Singtel announced today that its wholly-owned subsidiary Optus Cyber Security Pty Limited has signed an agreement to fully acquire Hivint, an award-winning cyber security consulting company in Australia, to enhance the Group's cyber security capabilities. This acquisition will strengthen Optus Business' cyber security capabilities as Trustwave, the global cyber security arm of Singtel and Optus, integrates Hivint's advisory services into Trustwave's security offerings across Australia and the Asia Pacific.

Founded in 2015, Hivint is a privately-owned company which provides a full suite of cyber security professional services including technical, governance, risk and compliance services, principally in Australia. One of its key differentiating strengths is "Security Colony," a unique collaborative software-as-a-service platform that allows subscribers to access a library containing information security management systems, policies, standards, and templates derived from Hivint's consulting engagements with hundreds of enterprises across the country.

"This acquisition is timely as an overwhelming 85% of over 200 Australian enterprises we surveyed cited cyber and information security as having the highest disruptive impact on their industries in the next three years," said Mr John Paitaridis, Optus Business Managing Director. "Hivint's reputation for providing high-quality advisory services to businesses facing the challenges of increased cyber security threats and digitalisation will strengthen Optus' position as one of Australia's leading cybersecurity service providers and trusted advisor to both government and enterprise customers."

Australia is a key growth area for cyber security services in the Asia Pacific, with Gartner forecasting the professional services market in Australia to grow to US\$600 million in 2021.

"We are pleased to add Hivint's capabilities, high-level expertise and community-driven approach to cybersecurity into Trustwave consulting services," said Mr Arthur Wong, Chief Executive Officer of Global Cyber Security at Singtel and Chief Executive Officer of Trustwave. "Protecting businesses from data breaches, disruption of operations and loss of IP and economic assets has become a key objective for C-Suite and Board level executives. Additionally, Australia's business leaders already leveraging Hivint as a preferred security advisor now have direct access to the complete Trustwave portfolio of security solutions, managed security services and advanced education programs - a powerful combination."

Hivint Co-Founder Mr Nick Ellsmore said: "We are very excited and looking forward to this journey ahead. Singtel is building a truly global cyber security business under the Trustwave brand. It's a genuinely compelling vision and a great opportunity for the Hivint team on many levels."



The announcement follows a number of Optus cyber security investments and collaborations, including strategic partnerships with Macquarie University and La Trobe University, and their key role in Australia's Cyber Security Cooperative Research Centre.

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About Singtel

Singtel is Asia's leading communications technology group, providing a portfolio of services from next-generation communication, technology services to infotainment to both consumers and businesses. For consumers, Singtel delivers a complete and integrated suite of services, including mobile, broadband and TV. For businesses, Singtel offers a complementary array of workforce mobility solutions, data hosting, cloud, network infrastructure, analytics and cyber-security capabilities. The Group has presence in Asia, Australia and Africa and reaches over 700 million mobile customers in 21 countries. Its infrastructure and technology services for businesses span 21 countries, with more than 428 direct points of presence in 362 cities.

For more information, visit www.singtel.com.

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About Optus Business

As Australian enterprises enter Industry 4.0, Optus Business realises that cyber security is paramount. Backed by the strength of a strong, reliable nationwide network, Optus Business has built a formidable ecosystem of best-in-breed partners across industry, government and academia. We work with our customers to address their specific cyber security requirements - and make sure they are positioned to thrive in the new economy.

About Trustwave

Trustwave, a Singtel company, helps businesses fight cybercrime, protect data and reduce security risk. With cloud and managed security services, integrated technologies and a team of security experts, ethical hackers and researchers, Trustwave enables businesses to transform the way they manage their information security and compliance programs. More than three million businesses are enrolled in the Trustwave TrustKeeper® cloud platform, through which Trustwave delivers automated, efficient and cost-effective threat, vulnerability and compliance management. Trustwave is headquartered in Chicago, with customers in 96 countries. For more information about Trustwave, visit <https://www.trustwave.com>.



Media Contacts:

Sonny Phua
Manager
Singtel Group Strategic Communications and Brand
Tel: +65 6838 6527
Email: sonnyphua@singtel.com

Jonathan Burgos
Associate Director
Group Strategic Communications and Brand
Tel: +65 6838 5991
Email: jonathan.burgos@singtel.com

Sally Oelerich
Corporate Affairs Manager, Corporate and Regulatory Affairs
Tel: +61 400 886 546
Email: sally.oelerich@optus.com.au

Cas Purdy
Trustwave
Tel: +1 312 470 8703
Email: cpurdy@trustwave.com