

**CYBER**<sup>1</sup>  
TM

2022  
Company Overview

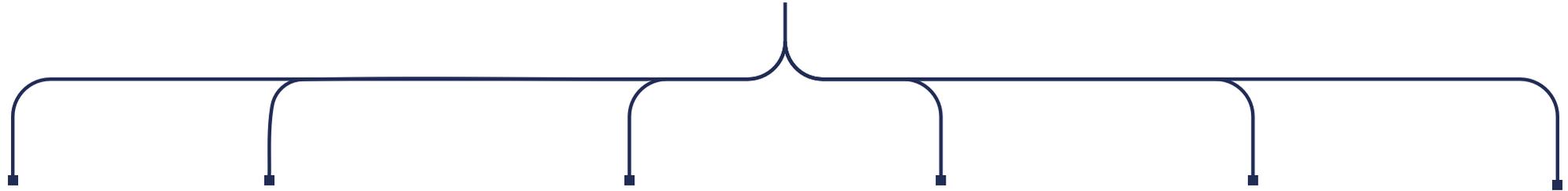


# DISCLAIMER

This presentation contains forward-looking statements related to our strategy and core products, the adoption of our value added distribution, professional services and managed services and potential results from new initiatives, channels and go-to-market strategies that involve risks and uncertainties, including statements regarding our expectations regarding financial performance, and the potential impact of our new and updated products. Actual results could differ materially from those projected in the forward-looking statements as a result of certain risk factors, including, but not limited to: fluctuations in demand

for our products and services; a highly competitive and evolving business environment for cyber security solutions; the company's effectiveness in controlling expenses and timing of infrastructure costs; the effects of significant developments in IT infrastructure deployments, the impact of foreign currency fluctuations; risks related to recent or future acquisitions; risks related to pending or future litigation and regulatory matters; a dependency on third parties for our value added distribution of products and the impact of changes in our management team. The company undertakes no obligation to update the forward-looking information in this presentation.

# CYBER1 OVERVIEW



**25**  
YEARS

**EMEIA**  
REGIONAL PRESENCE

**6 YEARS**  


**217**  
YEARS COMBINED  
MANAGEMENT EXPERIENCE

**22%**   
H1 2022

**€37m**  
REVENUE 2021

  
**174**  
REGIONAL TEAM

  
GLOBAL  
**SOC**  
AS-A-SERVICE

  
**10**  
LOCATIONS

  
**HQ**  
STOCKHOLM

  
**80%**  
BOARD BASED IN EUROPE

**CYBER1'S MISSION: TO DELIVER INNOVATIVE RESILIENCE**

# OUR HISTORY

1997



SOLUTIONS  
FOUNDED

2002



DISTRIBUTION  
FOUNDED

2015



CYBER1 ACQUIRES  
5 COMPANIES

2019



STRATEGIC CHANGE  
IN APPROACH TO  
ORGANIC GROWTH

2021



4 SUCCESSIVE PROFITABLE QUARTERS  
INITIAL ACQUISITION OF CSSA/CSSAD  
RECONSTRUCTION COMPLETED

1998



ADDED PROTEC TO THE  
SOLUTIONS BUSINESS

2007



DRH  
FORMED

2016



CYBER1 IPO NASDAQ & ACQUIRES  
TWO MORE COMPANIES

2020



CHANGE OF BOARD & EXECES  
BEGINNING OF RECONSTRUCTION

2022



LAUNCH OF MANAGED  
SECURITY SERVICE

# OPERATION SEGMENTS



VALUE ADDED DISTRIBUTION

VALUE ADDED RESELLER

SECURITY OPERATIONS CENTER



UNITED KINGDOM / AFRICA / MIDDLE EAST / INDIA / PAKISTAN



EUROPE / MIDDLE EAST / AFRICA

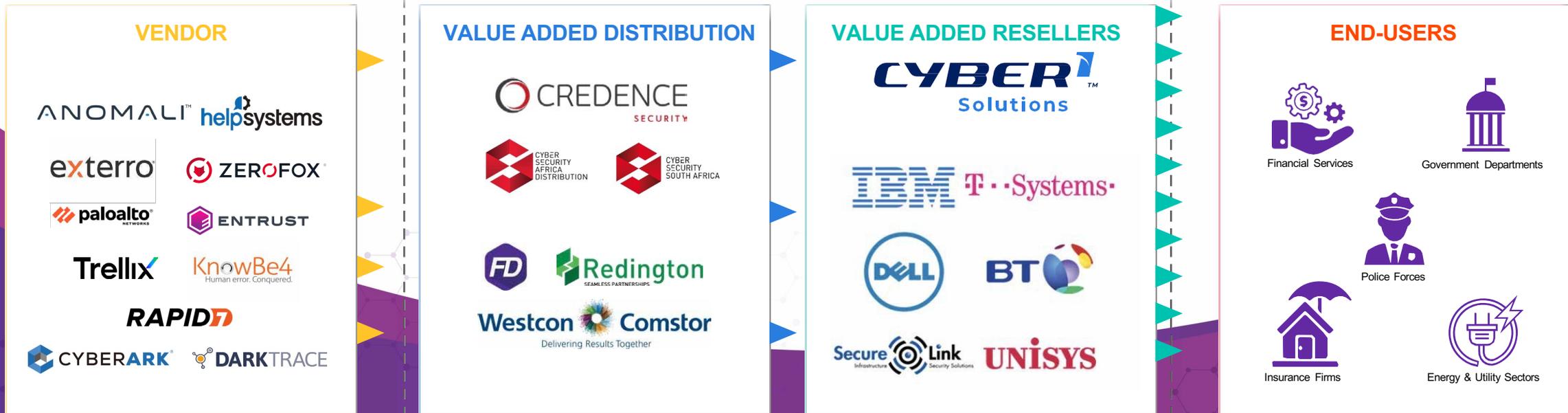


GLOBAL

# IT SECURITY DISTRIBUTION VALUE CHAIN

**CYBER1** is Positioned to Capture Large Percentage of Economics Across Value Chain

## CYBER1'S VALUE-ADD



# Selected Best of Breed Solutions



**Diamond Innovator**

- Network Security
- Cloud Security
- Endpoint Security
- Security Operations
- Cloud Native Application Protection
- Cloud Delivered Security Services

**€56.43 billion**  
Market Capitalisation



**Platinum**  
For 24 Years

- XDR, Endpoint Security
- SecOps and Analytics
- Data Protection
- Network Security
- Email Security
- Cloud Security

**€2 billion**  
in Annual Revenue



**CHECK POINT™**

**Elite Partner**

- Cloud Security
- Network Security
- User & Access Security

**€15.9 billion**  
Market CAP



**Premier Partner**

- Security Awareness Training & Education
- Governance, Risk & Compliance

**€3.43 billion**  
EUR Market CAP

# Selected Best of Breed Solutions

## Continued

ANOMALI™

 Cribl™

 CYBERARK®

 DARKTRACE

  
DIGITAL GUARDIAN®

 ENTRUST

exterro®

 Microsoft

mimecast™

okta

 OXYGEN  
FORENSICS

 PICUS  
SECURITY

 radware

RAPID7

 SILVERFORT

THALES

 ZEROFOX™

# Security Operations as Service

*SOC Offering designed for all Businesses*

SOC RESCUE

## BASIC SOC

Threat Triagin.

Active Threat Hunting.

State of the Art  
Reporting with metrics.

24/7/365 Monitoring  
& Alerting.

SOC COMPACT

## SOC RESCUE + SIEM AS A SERVICE

Fully functional SIEM  
on Cloud.

With 400 days of live  
log Retention.

SOC ORCHESTRATE

## SOC COMPACT + SOAR AS A SERVICE

Automated  
Orchestration.

Fully Managed &  
Maintained.

400+ OOTB Playbooks.

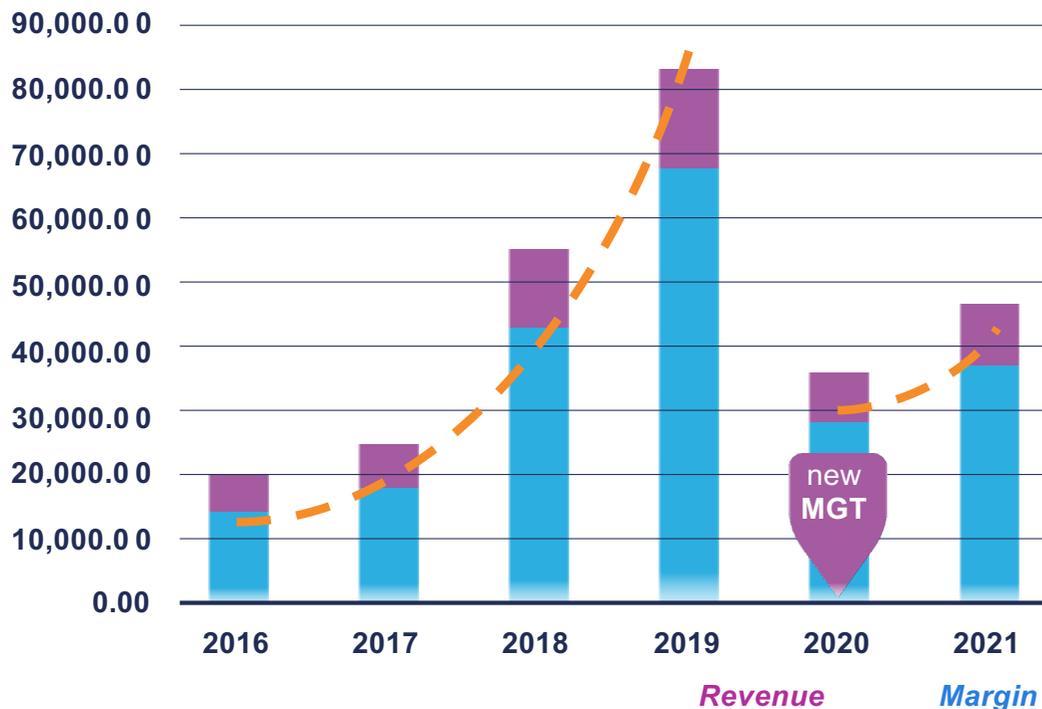
SOC SUPREME

## SOC ORCHESTRATE + MANAGED DETECTION & RESPONSE

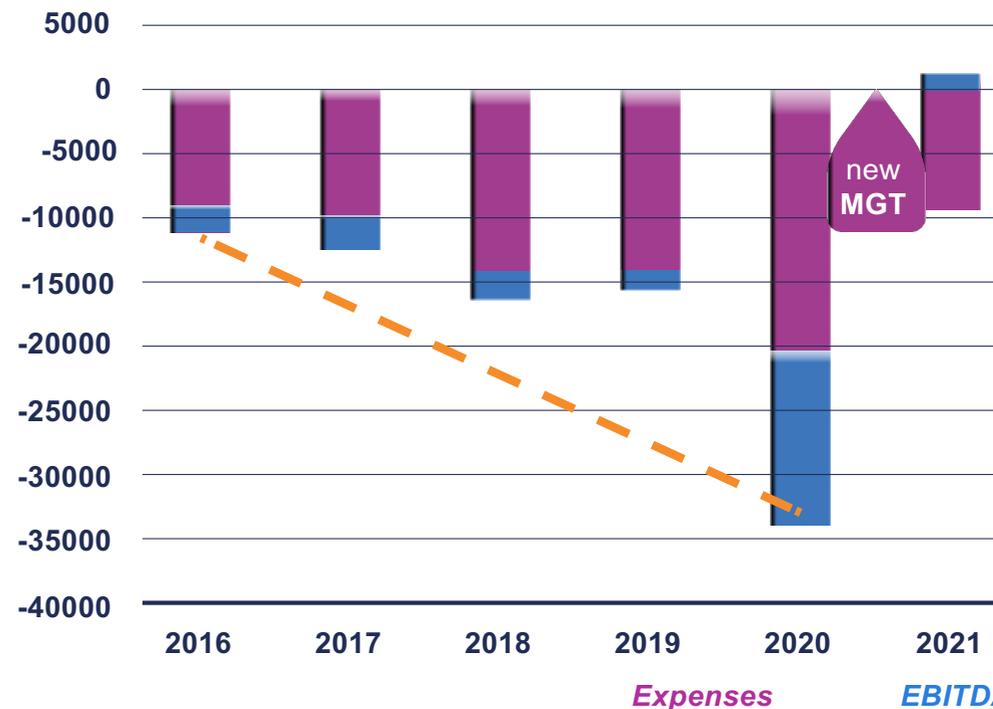
With XDR, Extending  
from SIEM to the  
End-point for Complete  
Event Stitching.

# FINANCIAL HISTORY

## CYBER1 Group Revenue and Margin (€)\*



## CYBER1 Group Expenditure and EBITDA (€)

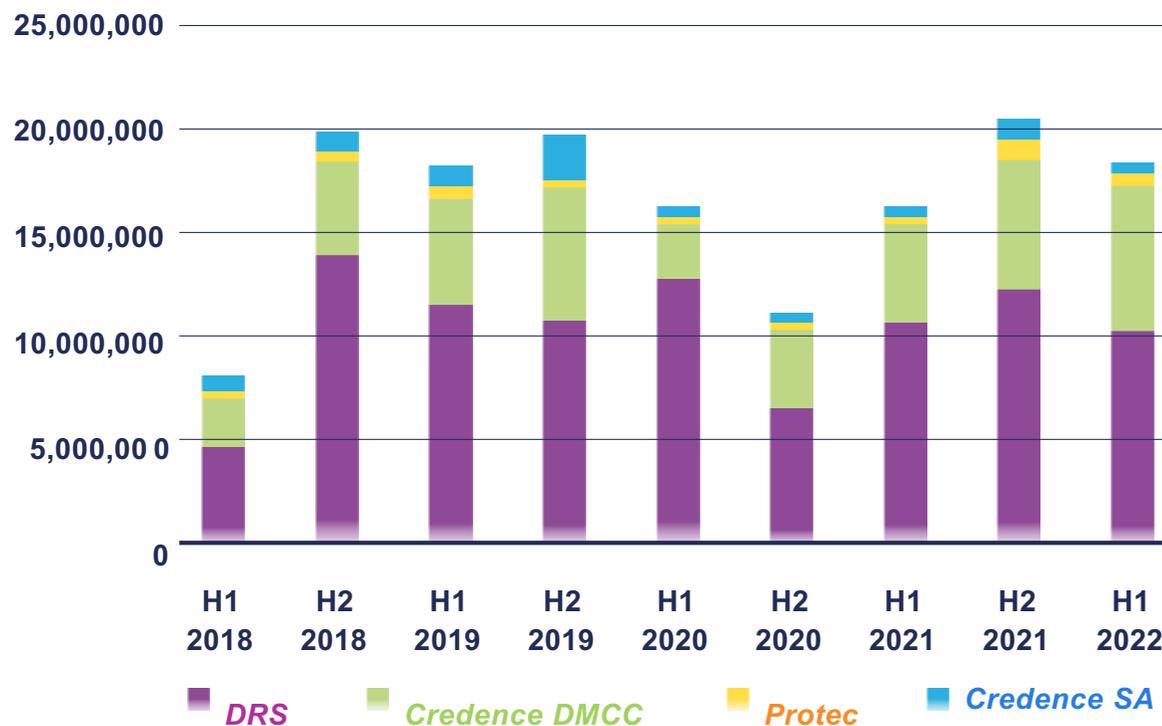


Cyber1	2016	2017	2018	2019	2020	2021
Revenue	14,636.20	17,192.90	43,950.40	68,731.20	27,356	37,218
Margin	5,785.30	6,626.00	11,439.70	14,197.40	7,524.6	10,087
Expenses	-8,474.1	-9,626.30	-13,944.1	-14,607	-21,100	-9,638
EBITDA	-2,548.1	-2,962.3	-1,894.7	-712.1	-13,223	775

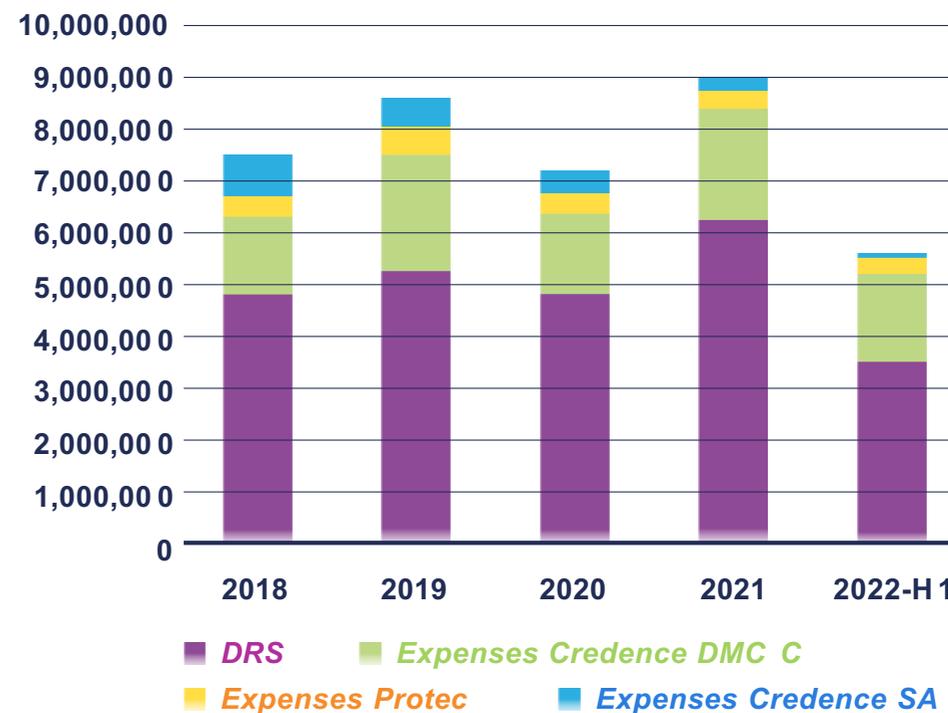
\*2020 Included divestment of operations.

# FINANCIAL TRENDS

## CYBER1 Revenue Trends H1 vs H2 (Existing Entities)



## CYBER1 Expense Trends (Existing Entities)



Strongest H1 performance in 2022 since H1 2019.

Average H2 % increase in last 4 years equates to 35% versus H1

DRS (41% avg increase on H1) and Credence DMCC (avg increase on H1 52%) two largest generating entities.

Approximately €375k spent by DRS on CYBER1 Managed service implementation in 2022 H1.

Expenses for wider entities aligned with growth for year over year growth.

# What Our Customers Say



## Large Insurance Institution (Name withheld for security reasons)

"We chose to move away from our current security partner and evaluate the industry on one of our security domains. After having gone through an RFP process we awarded the tender to CYBER1, not only due to their financial offering, **but also because they truly understood what our business needed and that was to work with us on a journey for security.** They ensured we had the best resources onsite to implement with extremely tight timelines, and were ahead of schedule throughout the project. Their service delivery and communication was excellent, and they are now a strategic partner to my business."

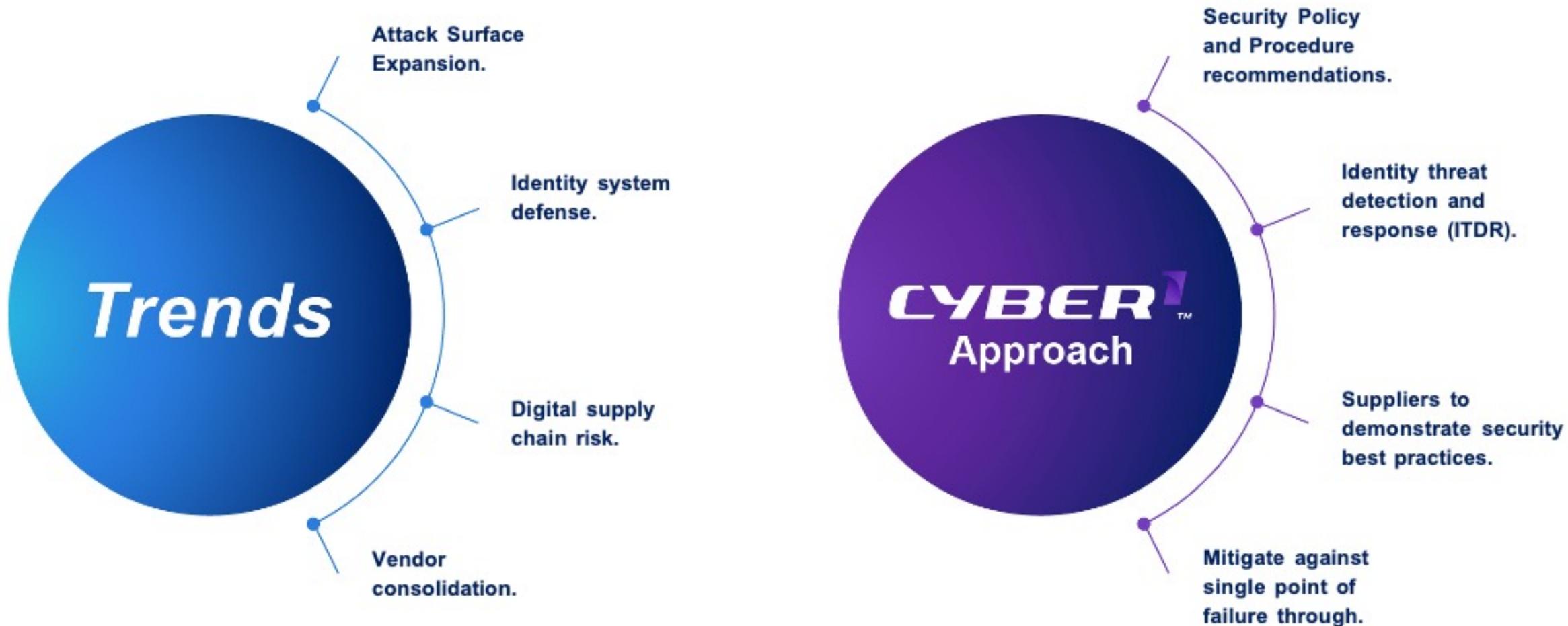


## Financial Services Institution in South Africa (Name withheld for security reasons)

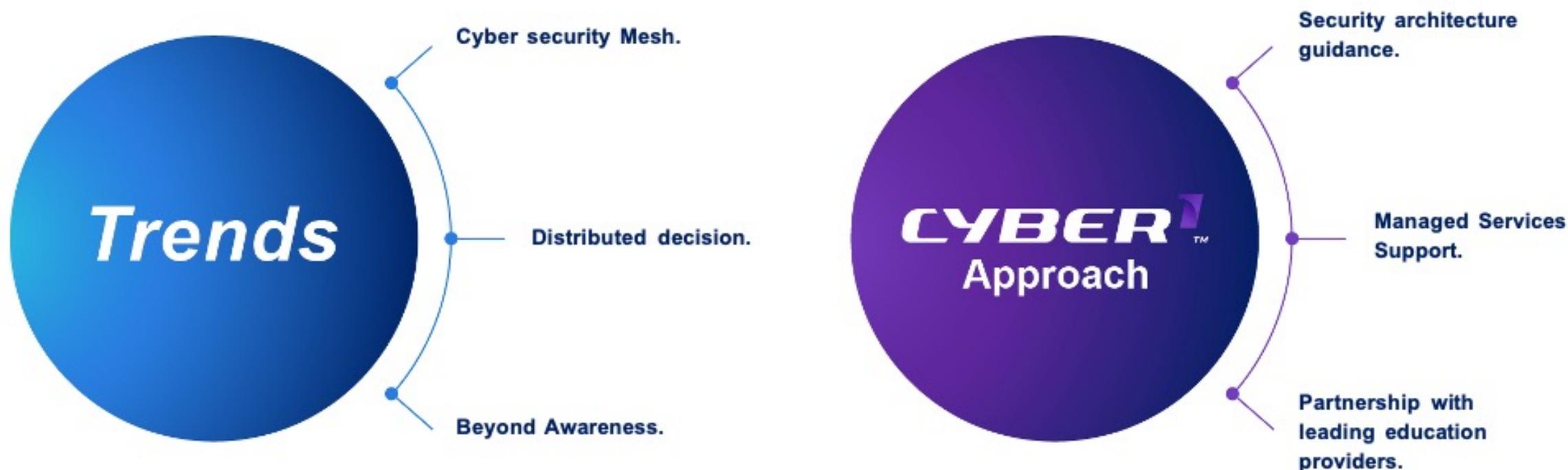
"CYBER1 has been **a longstanding partner to our company for going on 13x years.** We see them as experts in their field on the services they deliver and have continued to work with them as a **strategic partner** who understands our business and supports us in our journey of business enablement with security. They are an agile security boutique who provides that **personal touch and have senior executives involved** in the business to always ensure we get the best service. Would recommend them to anyone."



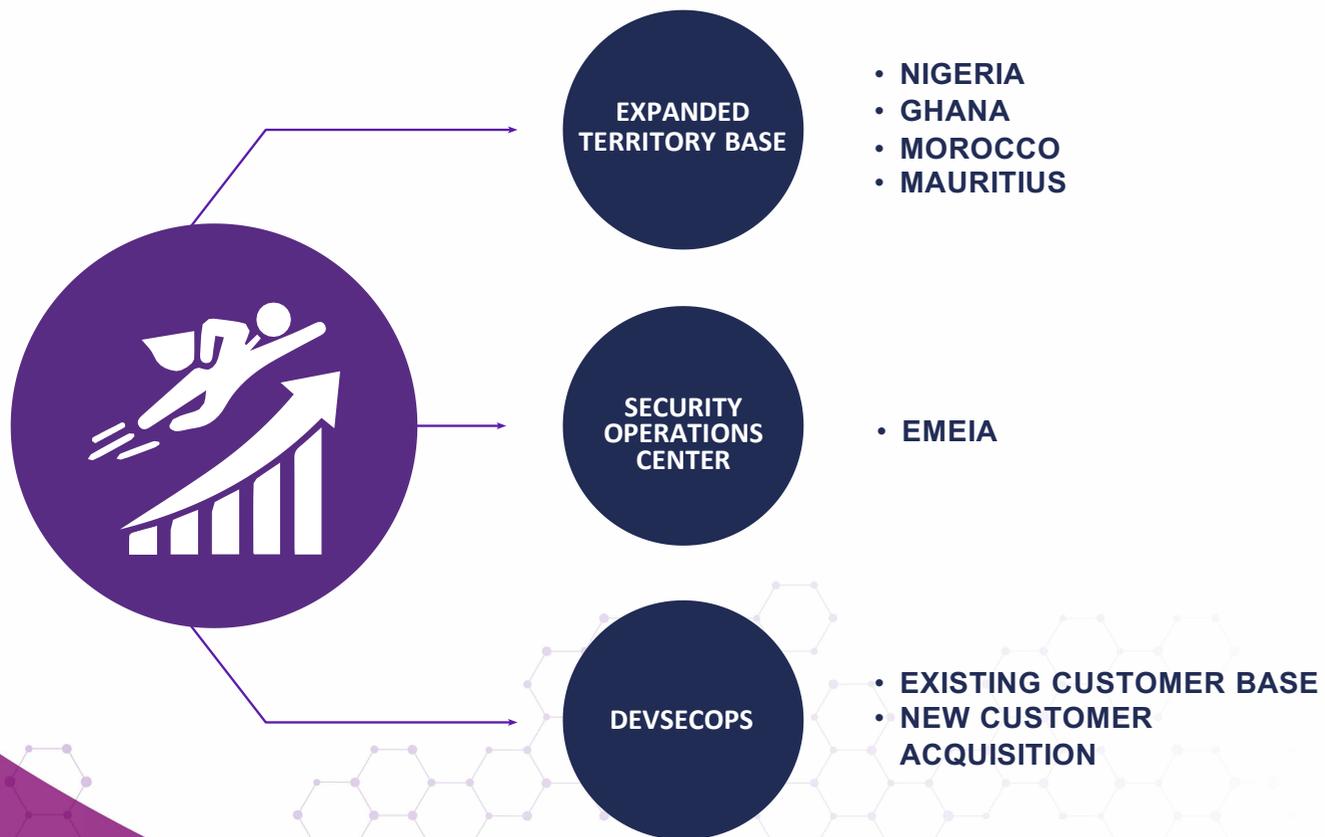
# Where We Are Going/Industry Trends



# Where We Are Going/Industry Trends



# GROWTH STRATEGY



**CROSS-SELL OPPORTUNITIES**

**PROVIDE 24/7 MONITORING, AS WELL AS THE COMPLEMENTING SERVICES INCLUDING RED TEAM ENGAGEMENTS**

**BRAND-NEW & COMPLEMENTING BUSINESS STREAM**

# WHY CHOOSE CYBER1



**TRUSTED PARTNER**

CYBER1 is the trusted partner to the largest private and public organization's across EMEIA



**REDUCE COMPLEXITY**

CYBER1 simplifies the selection and implementation process



**FULL CYBER SECURITY PLAYER**

CYBER1 provides an end-to-end solution for your cyber security requirements



**LONGSTANDING CYBER SECURITY EXPERIENCE**

CYBER1 has operated in the cyber security space for over 25 years

# Investment Case Summary



**Partnerships  
with leading  
Vendors.**



**Potential to expand  
offering based  
on latest IP.**



**Evolution to ARR  
focused approach  
(Managed Services).**



**Stronghold  
in developing  
markets.**



**Strategic plans  
for European/Nordic  
Expansion.**



*Thank You*

**CYBER**  <sup>TM</sup>