Cy4Gate

Italian Excellences 2023

October 10, 2023





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Fast growing and attractive group...



Revenues CAGR 2022 vs IPO

Delivery on track on all Strategic pillars

Strategic pillars





360° Cyber vendor "Made in Europe"



Tailormade solutions for **Global Cyber Defence**



Superior ethics & talent development



Partnerships and M&A for tech leadership

















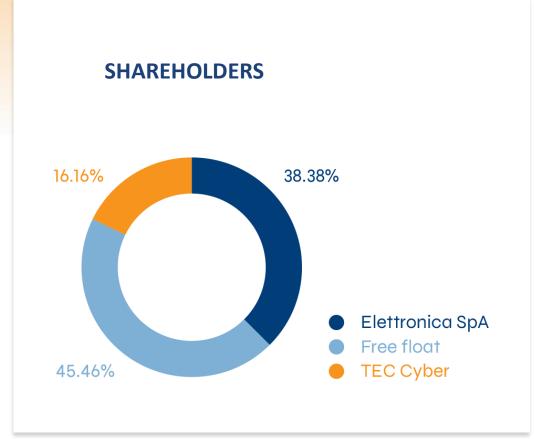


To **protect** and **empower people** through **reliable** and **leading edge** solutions



GROUP & SHAREHOLDERS







TEAM



Domitilla Benigni CHAIRMAN



Emanuele Galtieri CEO & General Manager



Marco Latini CFO & Investor Relations Manager

Board of Directors



Strategic and M&A Committee



CY4Gate is present in two main markets:

Cyber Intelligence & Cyber Security



PORTFOLIO OVERVIEW

CYBER INTELLIGENCE





CYBER SECURITY







Cybersecurity **Products**



Decision

Intelligence







Cybersecurity **Services**



CYBER INTELLIGENCE

Cyber Intelligence solutions collect and analyze information available online and generate added value insight thanks to AI

Decision Intelligence

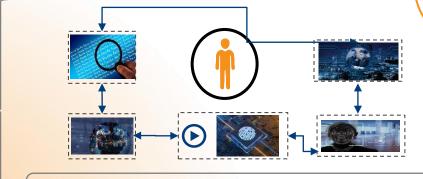
QUIPO

QUIPO is complete intelligence platform, **based on AI technology**, able to mix and match: several data sources, for timely and effective reaction to events

CONTINUOUS INTELLIGENCE

The Right Information, At The Right Time, To The Right People, In The Right Way

Forensic Intelligence



Support law enforcement agencies providing customizable and easy-to-use Forensic Intelligence & data analysis solution

Global opensource intelligence (Osint) market



2023

2025

2027

Global forensic intelligence & data analysis

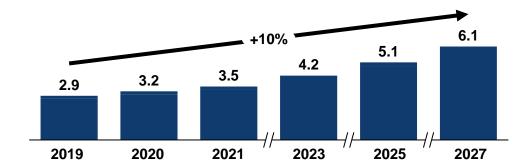
2021

2020

€ bln

GATE

2019



Double digit growth



CYBER SECURITY

Cyber security solutions protect clients' information systems, enabling the detection of anomalies and generating response actions







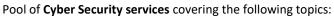
Cybersecurity Products

Real time analytics (RTA) is a security information and event management (SIEM), advanced cyber security application that enables the analyst to detect cyber security anomalies and creates conditions to rapidly strike back.



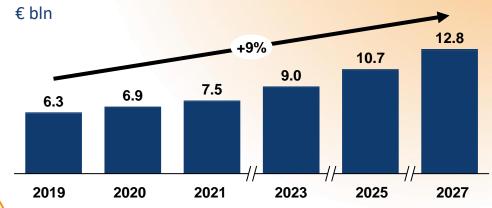


Cybersecurity Services



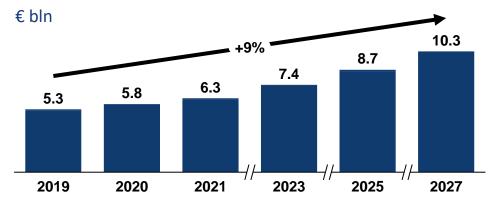
- Red Teaming and Penetration Test
- Compliance Assessment
- Managed Detection & Response
- Incident Response & Malware Analysis
- Hands-on Cyber Training and Security Awareness
- Cyber Resilience Design for Critical Infrastructure

Global Cybersecurity Products¹ Market





Global Cybersecurity Services² Market



Enduring growth



I. Includes Security Operations products such as SIEM, SOAR, UEBA, Threat Intelligence and related products

^{2.} Includes Penetration testing, Vulnerability management and related services

MARKETS

GEOGRAPHICAL PRESENCE AND MARKETS SERVED

The company mainly operates in Italy, is also active in Spain and is increasing its presence in Germany and France. It also has a global presence, with clients in the Middle East, South East Asia, and Latin America.

GLOBAL MARKET



REVENUES BY GEOGRAPHIC AREA

		2020 CY4GATE S.p.A		2021 CY4GATE S.p.A		2022 CY4GATE Group		1H 2023 CY4GATE Group	
		€M	%	€M	%	€M	%	€М	%
Revenues by geographic area	ITALY	10.7	86%	14.4	85%	41.2	<i>63%</i>	17.7	54%
	EXPORT	1.8	14%	2.6	15%	24.2	37 %	15.3	46%
	TOTAL	12.5	100%	17.0	100%	65.4	100%	33.1	100%



4 new Cyber Security solutions

ProntoCyber

Example



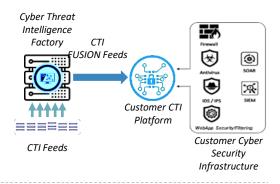
Cyber Hybrid Digital Twin



Sentry



Cyber Threat Intelligence



Target customers

SME

Large corporations & institutions

Institutions

Large companies and institutions

Key features

- Platform for "at scale" offering of **Cyber-incident management** services, through dedicated ecommerce, towards SMEs
- Price based on the average mandays consumed, also factoring the risk of realization
- Development/delivery platform for simulation environments (digital twin)
- Wide range of functions and possible **applications** such as:
 - Systems cyber resilence testing in a "secure" environments
 - Research and development of attack mitigation solutions
 - Education and training for advanced Cybersecurity capabilities

- **Device** capable of scanning mobile devices for real-time attack detection (e.g., unknown APT1 and unknown vulnerabilities)
- Presence of software elements (e.g., core license), usable through a hardware device ("mobile sweeper") that enables scanning
- Multiple revenue models available: purchase, rental and "perpetual", "pay-per-use" use

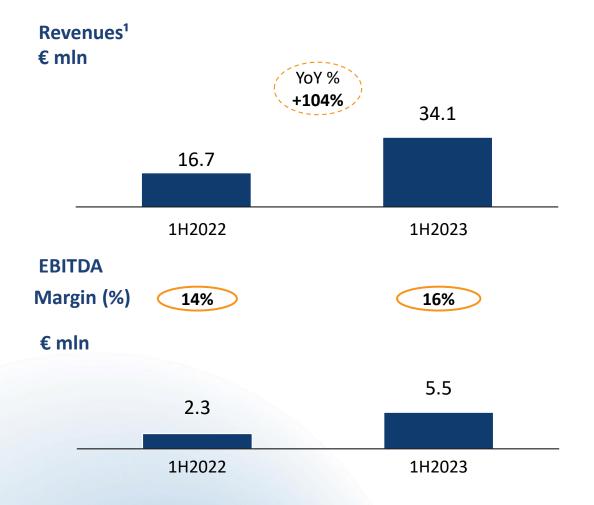
- Cyber attack reprocessing/intelligence service (with possible integration with SIEM), exploitable at tactical level
- Integration and correlation of CTI Feeds (commercial and Open Source) in the platform, then presented in specific reports providing a "vertical" view on Cyber threats (e.g., for selected industries)
- Possibility to access different levels of customized service (i.e., Silver Gold, Advanced)

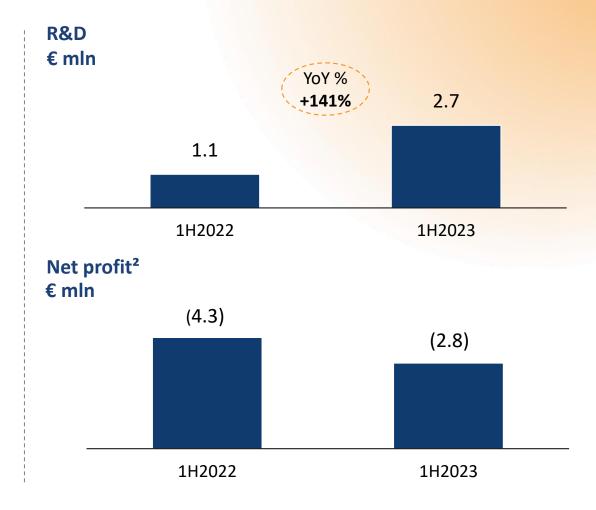


Financial performance



1H 2023 Key Data





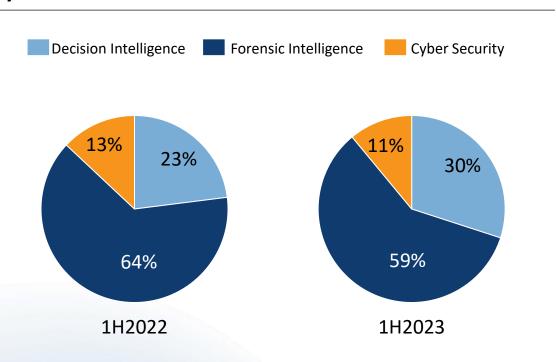


^{1.} Including other operating revenues; comparative 2022 does not include 1Q of RCS Group and DIATEAM

^{2.} Negative result (loss for the period) Includes D&A related to Purchase Price Allocation and extraordinary costs

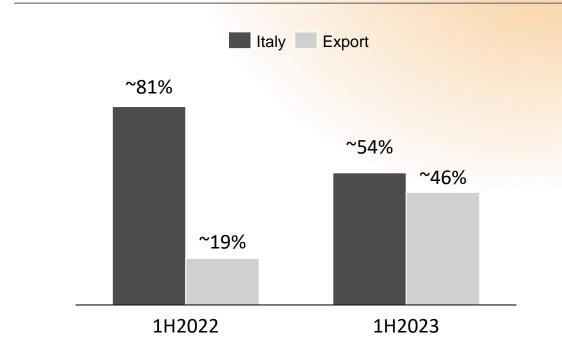
1H 2023 Revenues Breakdown

By business line



Forensic Intelligence maintains a leading role for the Group

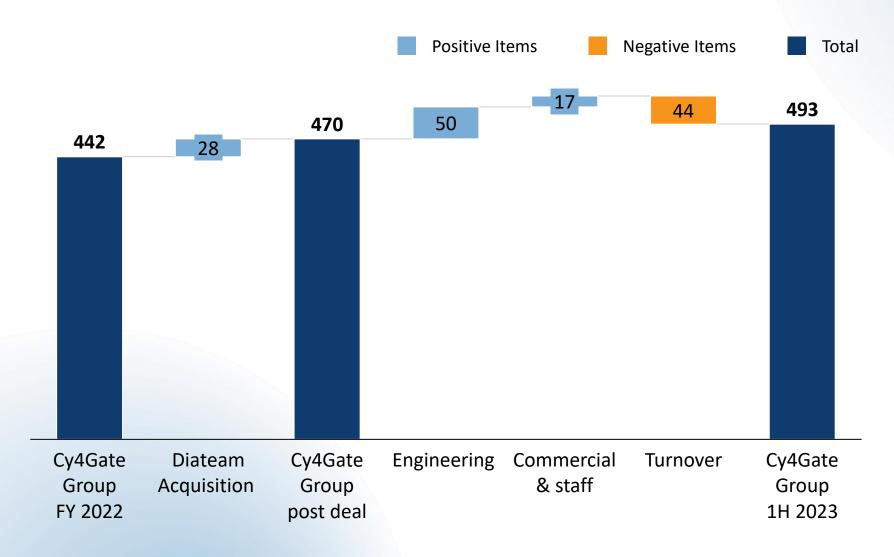
By geographical area



Improvement of the international presence of the CY4GATE Group



1H 2023 People Investment



Total personnel increased in 1H23 by a total of 51 resources:

- Increase related to the DIATEAM acquisition, which allowed the Group to acquire specialised resources and technical skills to strengthen the cyber-security business line
- Increase of 23 resources preparatory to the achievement of plan objectives (recruitment in the sales and engineering functions).



1H 2023 Profit & Loss

€ mln	1H 2023 ¹	1H 2022 Restated ²
Operating Revenues	33.1	16.0
Other Operating Revenues	1.0	0.7
Total Revenues	34.1	16.7
Services, Procurement & other operating costs	14.4	6.8
Personnel Costs	16.8	8.7
R&D Investments	(2.7)	(1.1)
Costs	28.5	14.4
EBITDA	5.5	2.3
EBITDA Margin	16%	14%
D&A [including leasing costs]	6.2	3.6
EBIT Adjusted	(0.6)	(1.3)
One off costs	2.4	2.4
D&A [related to PPA]	2.0	1.0
EBIT	(5.1)	(4.7)
Financial Income (Expenses)	(0.9)	(0.3)
Income Taxes	3.2	0.7
Net result	(2.8)	(4.3)

^{1.} Including the consolidation of DIATEAM from $1^{\rm st}$ January 2023

Executive summary:

Revenues +104% compared to 1H 2022, thanks to the the consolidation of the subsidiaries. The seasonality of the business is confirmed, concentrated in the second half of the year.

Costs are in line with the Group's growth objectives and distributed linearly over the year.

EBITDA increase compared to 1H 2022, with significant investments, especially in qualified personnel, but it always suffers from the combined effect of seasonality of revenues and linearity of costs.

Net result recorded a loss of € 2.8 million, mainly due to extraordinary costs (translisting and integration costs) and D&A costs (PPA and amortization), but a clear improvement compared to the same period of the last year (a loss of €4.3 million)



^{2.} Comparative 1H 2022 includes the redetermination of the effects of the purchase price allocation

1H 2023 Asset & Liabilities

€/000	1H 2023	FY 2022	
Fixed assets	82.6	70.1	
Inventory	0.5	0.8	
Contract assets (liabilities)	2.7	(1.0)	
Trade receivables	63.9	64.5	
Trade payables	(13.3)	(10.6)	
Trade Working Capital	53.7	53.7	
Other assets (liabilities)	(0.4)	(4.4)	
Net Working Capital	53.3	49.4	
Net Capital Invested	135.9	119.5	
Cash and cash equivalents	10.8	19.9	
Financial assets	1.7	1.8	
Financial Liabilities	(19.5)	(15.4)	
Lease liabilities	(3.9)	(3.3)	
Net Financial Position Adjusted	(10.8)	3.1	
Adjustments for non rec. events	(5.4)	-	
and/or extraordinary transactions	,		
Shareholders' Equity	(119.7)	(122.5)	
Sources	(135.9)	(119.5)	

Executive Summary:

Fixed Asset increase mainly due to the effects of goodwill linked to DIATEAM acquisition

Net Working Capital increase mainly to contract assets and the decrease of other liabilities compared to the same period of the last year. The increase in Working Capital is typical of the seasonality that characterizes 1H.

Net Financial Position is negative impacted by DIATEAM acquisition agreement, the impact of IFRS16 and the typical cash absorption in the first half of the year related to the seasonality of the business

Shareholders' Equity stood at 119.7 million compared to 122.5 million at December 31, 2022





Our committment for a greater sustainability

EthiFinance issued the first ESG Rating with a score of 64/100 Cy4Gate is placed above the average of the 154 companies subject to the rating belonging to the IT Sector

UN Global Compact & SDGs

By joining the United Nations Global Compact, CY4GATE shares, supports and applies the fundamental Ten Principles of the Global Compact in its sphere of influence and actively contributes to the achievement of the United Nations Sustainable Development Goals.

CY4GATE has included in 2023-2025 business plan investments to adopt its Social Report structured on the indications contained in the GRI (GRI 200, 300, 400) and GBS standards.

And, we will contribute to the achievement of the following 6 of the 17 goals of the 2030 Agenda for Sustainable Development.

Goal 4

To ensure inclusive and equitable quality education and promote lifelong learning opportunities for all



Goal 8

To promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all



Goal 9

To build resilient infrastructure, and to promote inclusive and sustainable industrialization and foster innovation



Goal 12

To ensure sustainable production and consumption patterns



Goal 16

and social

development.

Relating to Peace, justice and strong institutions.

Defence is a crucial component of security, and security constitutes the prerequisite for peace, prosperity, international cooperation, economic 16 PEACE, JUST AND STRONG



Goal 5

To achieve gender equality and empower all women and girls, for operational efficiency and social inclusiveness, actively promoting the implementation of the Women Empowerment Principles.





Business ethic and human empowerment

Governance

- Solid corporate governance
- Sustainability-oriented strategies and policies
- Responsible business conduct
- Information security and privacy
- Transparency of information towards investors
- Prevention to corruption
- Prevention on anticompetitive behaviour

Environment

- Energy efficiency and emissions reduction
- Use of water resource
- Waste management









Human rights

- Respect for human rights
 - in the production and sale of products
 - in People management
 - in the gender equality and diversity empowerment
 - in the supply chain management







Relationship and working conditions

- People management and care
- People empowerment
- Occupational health and safety
- Equal opportunities and gender equality











Business management

- Leadership in innovation
- Customer relationship management
- Responsible management of the supply chain







Responsability towards the community

- Protection and safety of the community
- IT security and critical infrastructure protection











Q&A





THANK YOU



Solutions and Services



QUIPO Automation for Decision Augmentation







QUIPO DECISION INTELLIGENCE

The Right Information, At The Right Time, To The Right People, In The Right Way

QUIPO is a **Decision Intelligence** platform based on Al algorithms that transforms **data into knowledge** and provides **Decision Support** and **Decision Augmentation** more and beyond traditional solutions based on conventional IT technologies

Value drivers

Multilayer analysis in a unique solution

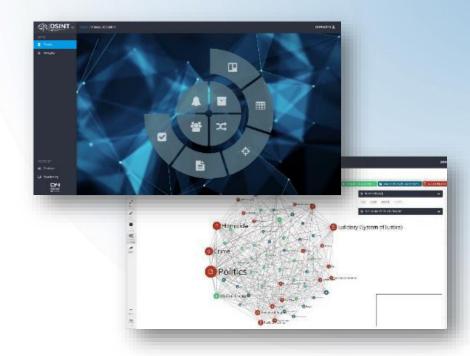
The integrated collection of multiple information assets (internal or external) enables the possibility to combine multiple analysis models (video tagging, audio tagging, semantic analysis, face recognition, location identification, feature detection, link analysis, etc.).

Prompt Information from large datasets

More effective real time access to external and internal information minimizes reputational risks, and a fraud and product development mitigates costs

Unique platform for Better Intelligence

A central platform, specifically designed to support the intelligence cycle, help the possibility to improve the analysis, dissemination and production possibilities

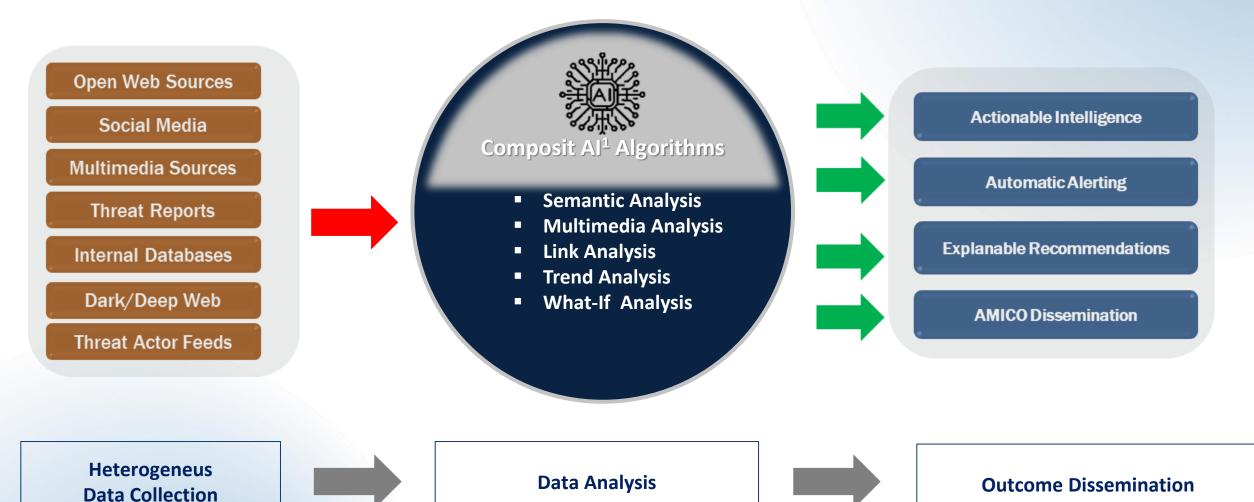


How Is It Different?

- Fully customizable software platform specifically designed for the efficient management of structured and unstructured data
- Al Technologies to automate and augment the analysis activities.
 Different modules (semantic module, image tagging/face recognition modules, "anomalous behaviour" module) which works on machine learning, cognitive computing and deep learning
- Multiyear experience in the intelligence domain and enterprises security transformed into a platform that supports analysts from A to Z



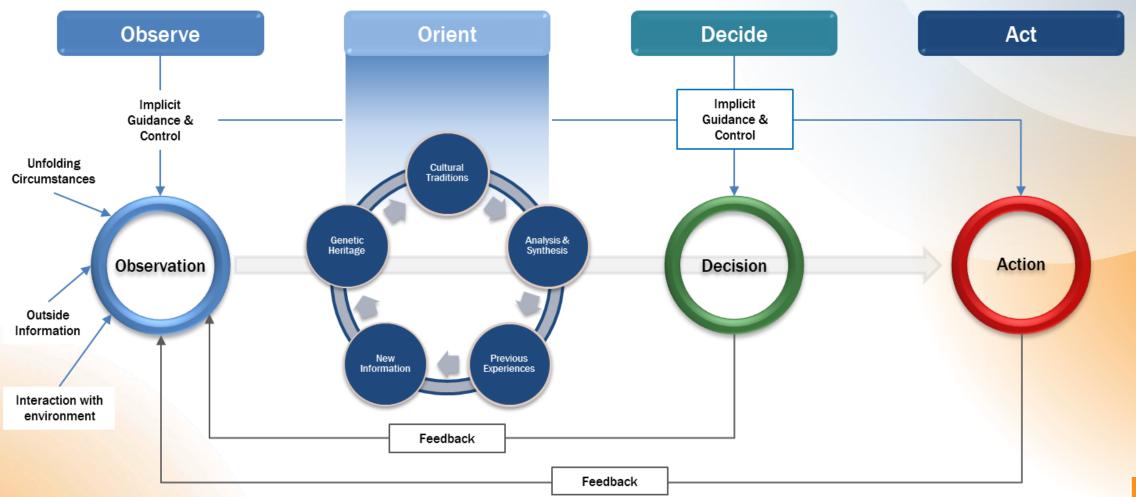
QUIPO Data Centric Intelligence Architecture





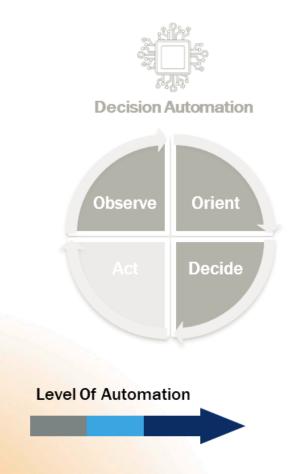
Observe - Orient - Decide - Act

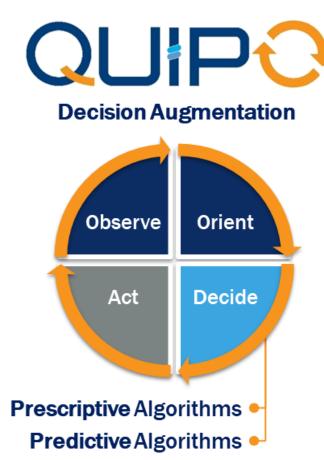
Heterogeneus Information Collection + Data Valorisation + Data Analysis = Intelligence for a Decision



Decision Intelligence = Decision Augmentation

Use of **predictive algorithms** (what will happen) together with **prescriptive algorithms** (what to do) exponentially increase automation factor of the **decision phase** in an **Augmented Decision Process**















RTA

Real Time Analytics

Upgrade your threat detection tools

RTA is a cyber security application framework that allows realtime ingestion, processing, enrichment and analysis of different kind of security events, aka Modern SIEM

RTA enables the analyst to detect anomalies and establishes the conditions to rapidly strike back

Value drivers

Sensors are everywhere

Smart collection and normalization of every sensor enables: understandable data meaning, rapid anomaly detection among billions of data. Raw Network traffic can be collected and analysed as well

More Enrichment → More Context → Better Insight

RTA enrich all events adding information on the execution context, the involved entities and the purposes of the action.

Drill down and Situation Awareness

A single point of view for the Analyst allows more efficient browsing, helping to detect entities and their relationships. RTA is able to identify relationship network, through visualization tools allowing for a more accurate analysis of threats.

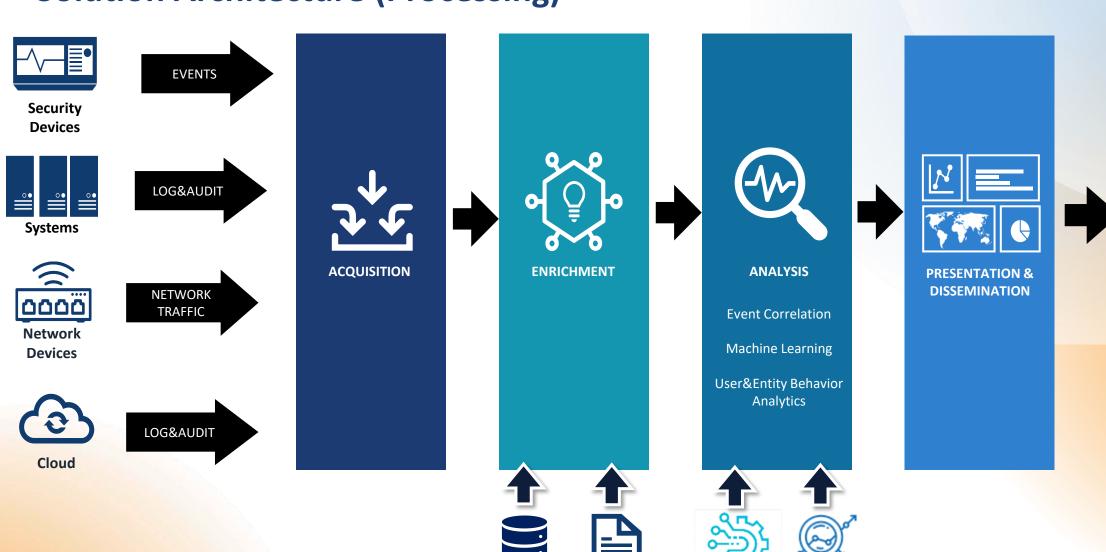


How Is It Different?

- "Time Machine" approach, which allows the analyst both to gather historical information (so to "freeze the crime scene") and to flash forward to gather information regarding potential effects of occurring events
- Composite Artificial Intelligence Technologies boost RTA during the enrichment and correlation phase, allowing faster exploitation of information
- Alarms are based on correlation, machine learning or behavioral rules Alarms are operated by the indexing engine and then transferred to the graphical user interface which allows the analyst to perform several actions simultaneously to handle alarms



Solution Architecture (Processing)



Enrichment

Sources

3rd Party

Models

Machine Learning Oulier Model

Threat

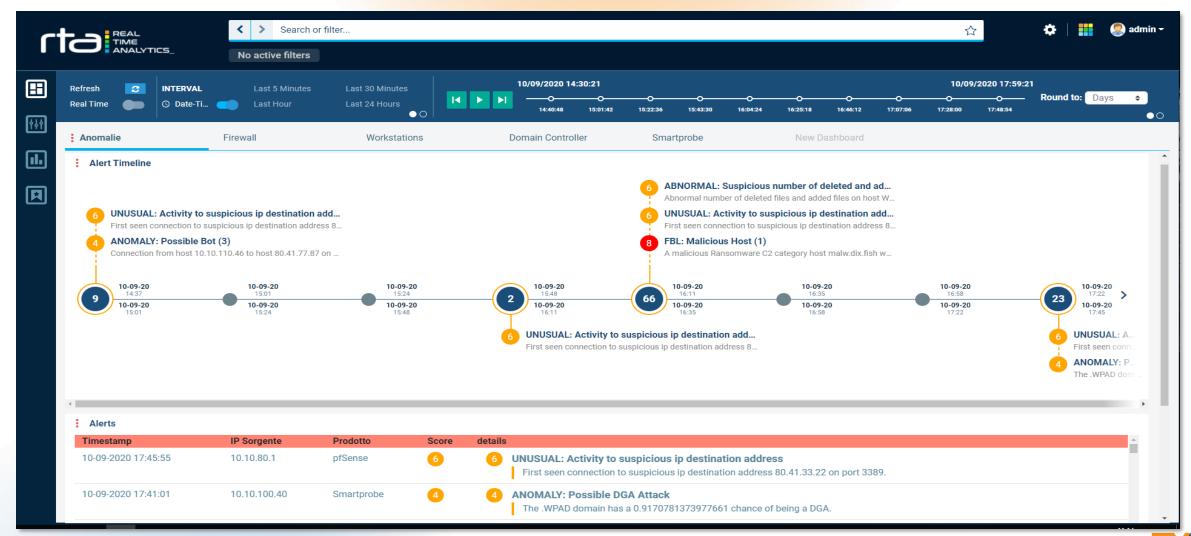
Intelligence

Sources

3rd Party



RTA: Augmented Incident Management Process

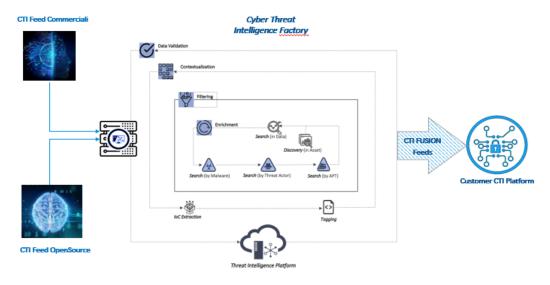


Cyber Threat Intelligence

The Cyber Threat Intelligence (CTI) Fusion Model developed by Cy4gate offers various advantages to a company with respect to a standard approach:

- □ Enable the company to approach CTI effectively while avoiding high investment costs for platforms and specialized skills, growing gradually and consciously in this area
- ☐ Make daily use of qualified CTI data sources (commercial and open source)
- ☐ Benefit from intelligence that is already processed and immediately usable through an optimized, enriched, and contextualized data type concerning the client's technological environment and its target market
- □ Receive periodic reports of various types with well-defined objectives

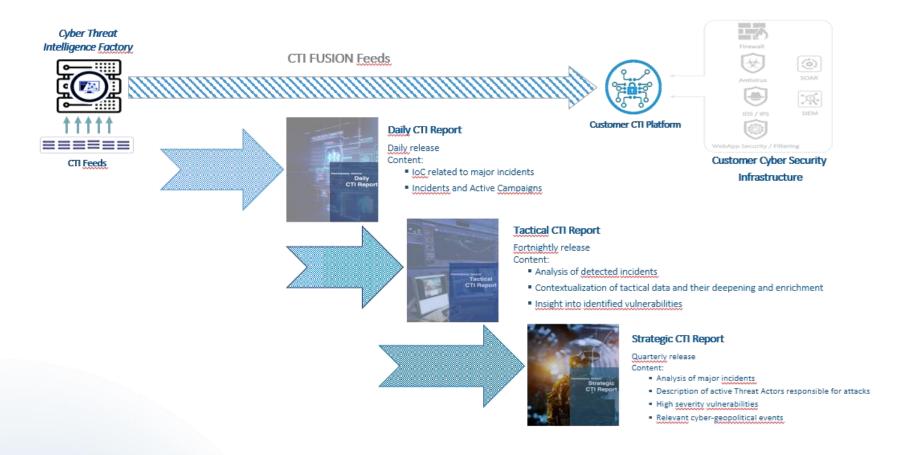
Caratteristiche	Silver	Gold	Advanced
Sharing Tactical Cyber Threat Intelligence across distinct protocols and services	•	•	•
Benefit from a fusion (Collection, Data Feed Processing and Dissemination) of intelligence data that allows it to be used for Security Defence	•	•	•
Sharing Contextualized Tactical and Operational Cyber Threat Intelligence	•	•	•
Using CTI Feeds related to specific industries	•	•	•
Daily CTI Report sharing with tactical type intelligence	•	•	•
Sharing CTI Report with operational type intelligence	0	•	•
Sharing the CTI Report with strategic type intelligence	0	•	•
Dedicated on-demand support	0	0	•





Cyber Threat Intelligence Fusion Service Delivery

The Cyber Threat Intelligence, FUSION service, is delivered through both the sharing of already related CTI Feeds and through CTI Reports:





SENTRY Mobile APT- Detector

Sentry is a solution for the analysis and detection of malware on Android based devices in order to verify their compromise. Unlike an antivirus that analyzes threats against known items, Sentry detects by analyzing mis-configurations and anomalous behavior at the system level attributable to compromises by APT (Advanced Persistent Threath) agents.

It is a physical device or one that can be managed centrally via app and WiFi network which, once connected/installed on the device to be controlled, returns an output (OK/KO).



Sentry is structured in 3 main items:

- License for "Sentry Core"
- "Sentry Mobile Sweeper" Terminals
- "Sweep cartridge" scan instance packages





PRODUCT

WHAT'S A CYBER RANGE?

Learn more

A virtual environment that enables organisations to simulate cyber combat training, system/network development, testing and benchmarking.





DIATEAM Hands-on Cyber Twin Solution

Solutions and Services



Product



Services



Hybrid Digital Twin

Virtual environment that enables simulated cyberattacks, systems development, testing and benchmarking



Cyber training

Skills development training, in particular, threat recognition and management



Incident response

Emergency response for declared incident (e.g., ransomware, data leakage)



Test e Validation

Virtual environment with Hardware and Software in the loop to test networks and OT infrastructure and cyber defense tools.





PRODUCT FEATURES

- Tailored environment
- User-friendly
- A powerful way of replicating existing information systems
- Demonstrative way to raise awareness
- Open Platform API
- Remotely run actions within the Cyber Range
- Improve your defensive posture by facing realistic threats
- USB Plug & Play
- Full content catalogue
- And much more

WANT TO KNOW MORE?

Click below for further info about our product features.





TESTING

Cyber Range offers the capability to test new technologies before implementing these in real life scenarios.

- Is the technology secure?
- What effect will the technology have?
- Run different scenarios
- Real-life & simulations



DIGITAL TWIN FOR DECEPTION

Clone your real-life network to:

- Evaluate vulnerabilities
- Optimise performance
- Test without risk

THE HONEY NET

This cyber digital twin enhances the capability to prevent attacks by luring real attackers to the clone network — 'honey net' — to observe, isolate and block further malicious cyber actions.



HYBRID DIGITAL TWIN FOR IT & OT INTEGRATION

Connect operations technology (OT) systems with information technology (IT) to prevent attacks on industrial sites.

- Crises simulation
- Test validation
- Safeguard the operation

WANT TO KNOW MORE?

Click below for further info on our IT & OT Connection.





MARITIME AND NAVAL ACTIVITES

Our solutions meet an array of maritime and naval cybersecurity needs:

- Cyber training for cyber defenders and defence teams
- Offensive ops, because adversary emulation is essential for military operations.
- Cyber Lab, comprising experimentations and simulations of IT and OT assets for analysis, prototyping or research for attack and defend purposes.
- Experience with DEFNET cyber trainings, virtualisation of ports IT/OT systems, custom design of realistic APT scenarios, ashore and on-board cyber training for shipowners.
- Over a dozen scenarios enable a wide range of training on all aspects of cyber security.



TRAINING

Experiencing real-world threats in a safe environment is the key to cyber security within IT & OP.

- Recognise and handle threats
- Team building & process validation
- On site & online
- HR tool
- Understand employee behaviour
- Offensive ops

WANT TO KNOW MORE?

Click below for further info about our training.





PRODUCT FEATURES

- Tailored environment
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- And much more

WANT TO KNOW MORE?

Click below for further info about our product features.





SERVICES

- Incident Response
- Technical Audit
- Research & Development
- CTF Builder









Monitor, Withstand And Mitigate Cyber-attacks Against Your Network

Our Security Operation Center (SOC) mission is to continuously monitor and improve our customers' cyber security posture giving a full MDR (Managed Detection and Response) experience.

We can setup a full outsourced service sized according to the Customer infrastructure or support the Customer to deploy and integrate our technologies for a local Security Operation Center (SOC)

Value drivers

Be Prepared and Respond quickly

A SOC increase the effectiveness of the cyber-attack detection and response capabilities

Technology, Processes & People Combined Together

We combined best practices in class technical aspects with human resources, advanced expertise and policies

Full Outsourcing With Full Visibility

This model let you to have a SOC at the best conditions (minimum involvement and controlled cost).

This model supplies competent and operational people available 24/7



How Is It Different?

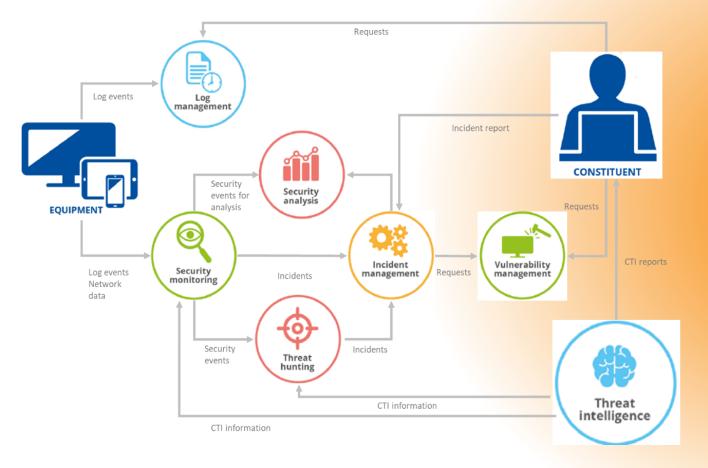
- 24/7 hardworking forces dedicated to preventing, detecting, assessing, and responding to the cyber threats and vulnerabilities.
 Highly skilled and organized team with the mission of continuously monitoring and improving the security posture of an organization
- Huge amount of data ingested, analysed and enriched from cyber, IT/OT ecosystem
- Third parties tools integration with proper products and technologies for maximizing our security analysis.
- Your SOC is our SOC. We use the same SOC we offer for defending our network



MDR (Managed Detection & Response) Service

The SOC is a structure that centralises all information on the security status of a company's IT, offering an integrated MDR (Managed Detection & Response) service

The SOC, delivered 'as-a-service' solution, leverages the skills of the team of operators and security analysts and the best security technologies, including the proprietary RTA solution





ProntoCyber: a Fast and Ready-to-Go Cyber Solution

INDUSTRIAL

SALES AND

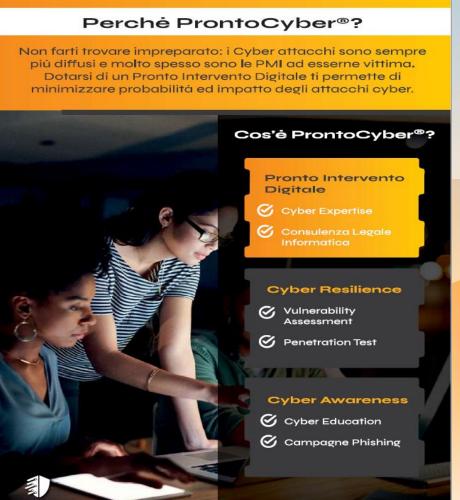
DELIVERY

PROCESSES TO

REDUCE TIME

AND COSTS









Advanced knowledge, skills, capability

CY4Gate Academy provides recruiting, educational and training programs to address today's needs in intelligence, cyber intelligence and cyberwarfare.

Value drivers

Capability Oriented

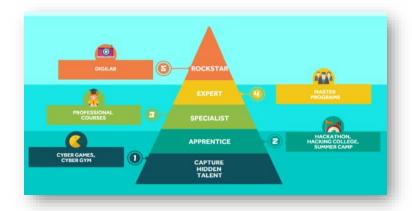
Capability refers to the process of converting 'cyber knowledge' into specific results. "Cyber Knowledge", indeed, never transforms in cyber capability automatically because requires a combined hands-on and exercise oriented approach

Creating better staff

Your staff deserves the opportunity to learn, begin and grow a career in the cyber and intelligence fields

More Readiness → Better Security

Becoming prepared about threats and the best techniques to face them, will make it harder for a cybercriminal to access your data



How Is It Different?

- Some (successful) cybersecurity expert skills simply cannot be taught in a traditional classroom. This is why we always offer Modern vocational training and skills education programs through interactive scenarios, "cyber arenas" where to simulate real cyber competition, and challenges to solve real-world business and human competitions
- "Learning elements, contents, and skills" together. Bringing
 together all the best cyber security and cyber intelligence
 elements, from those who are doing it, those who did it, and
 those who learned from it, and delivering to your organization
- CY4GATE Academy offers an innovative method for assessment inside and outside your organization







DIGILAB

Prepare Your Cyber Mission!

The DIGILAB is a strategic asset, dedicated to perform digital activities for platform and system analysis, vulnerability management, attack pattern engineering

Value drivers

Beyond the Academic Approach

The building up of a lasting capability on all the aspects of Cyber Warfare can hardly be achieved by traditional education & training which is useful for the creation of individual competences, but not sufficient to establish a permanent capability. So, also for this reason we have DIGILAB that integrates our Cyber Academy offering

Tailored around the Customer

Every customer has his needs and for this reason each DIGILAB is a unique mix of education, training, labs and continuous support for preparing customer's missions

Focused on Teamworking

Final goal of a DIGILAB program is to train all the teams (Penetration Testing team, Intelligence Team, Malware reversing and exploiting team, Reversing team, Cryptoanalysis team and so on) to understand how to approach a cyber mission and identify the right tools for each specific task



How Is It Different?

- We own full penetration testing and validation capabilities against complex systems to check the HW, SW, firmware. Also the wireless level
- We create laboratories and services for malicious code analysis and define a valid counter-strategy
- We can reverse engineer things to catch how a device or algorithm works



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