



*October 21, 2021*

## Mid Cap Conference - Intermonte

# AGENDA

INVESTOR PRESENTATION

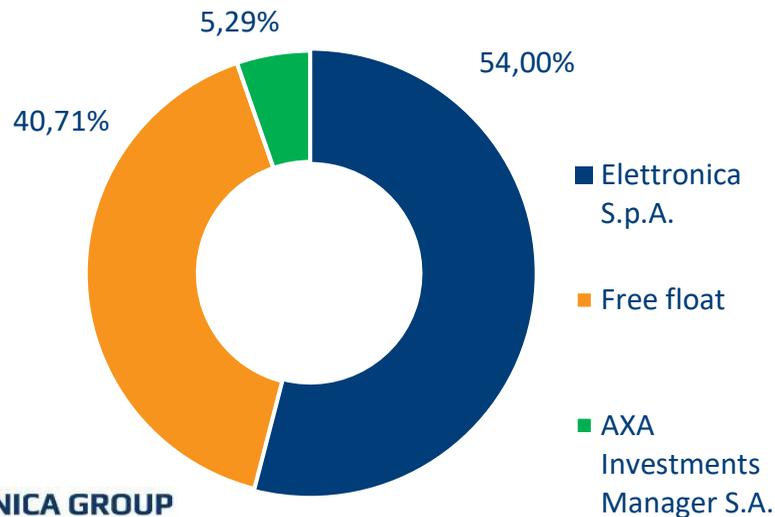
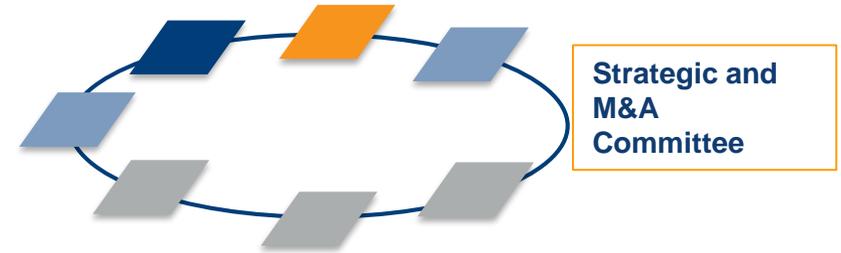
- ❖ CY4GATE AT A GLANCE
- ❖ MARKETS & PRODUCTS
- ❖ 1H 2021 RESULTS
- ❖ STRATEGY & OUTLOOK

# CY4GATE at a Glance

INVESTOR PRESENTATION

**CY4GATE** a listed company at AIM Italia operating in the 360° cyber market, was founded in 2014 by Elettronica S.p.A (which has been a leader for more than 60 years in the field of Electronic Countermeasures and which is nowadays the majority partner owing about 54% of the shares)

**CY4GATE** design, develop and produce I-Techs, goods and services which are able to satisfy even the most particular and peculiar “*Cyber Intelligence & Cyber Security*” needs moved by the Armed forces, Law Enforcement Agencies (LEA’s) and Enterprises within or outside the national borders and markets. The covered fields and offered services are for example: QUIPO, Igea, when it comes to *Cyber Intelligence*; RTA, in the world of *Cyber Security*.



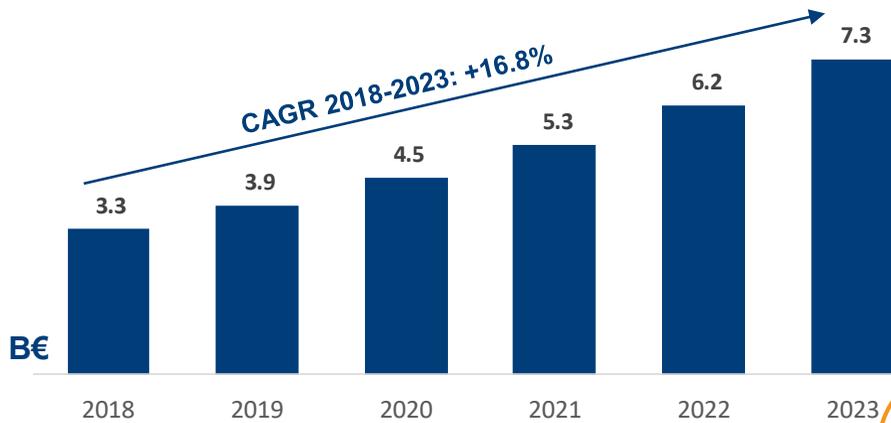
## TOP MANAGEMENT

|   |  |  |
|---|--|--|
| <p><b>Domitilla Benigni</b><br/><i>CHAIRMAN</i></p>  | <p><b>Emanuele Galtieri</b><br/><i>CEO &amp; General Manager</i></p>  | <p><b>Marco Latini</b><br/><i>CFO &amp; Investor Relations Manager</i></p>  |
|---|--|--|

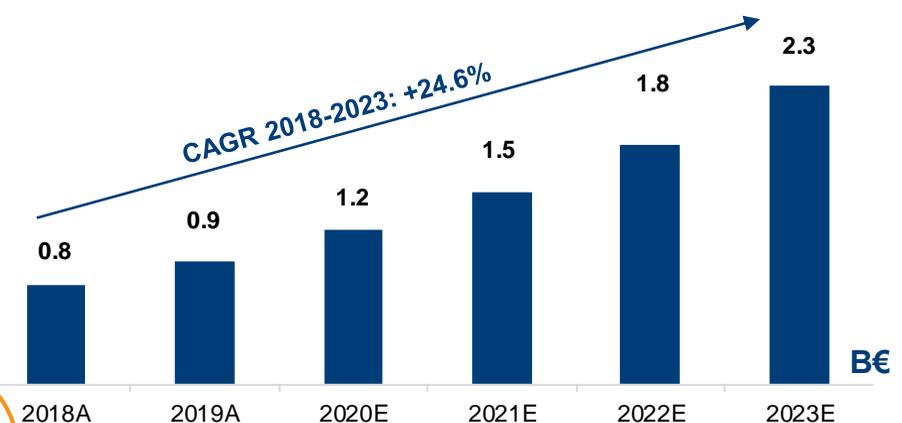


# Markets

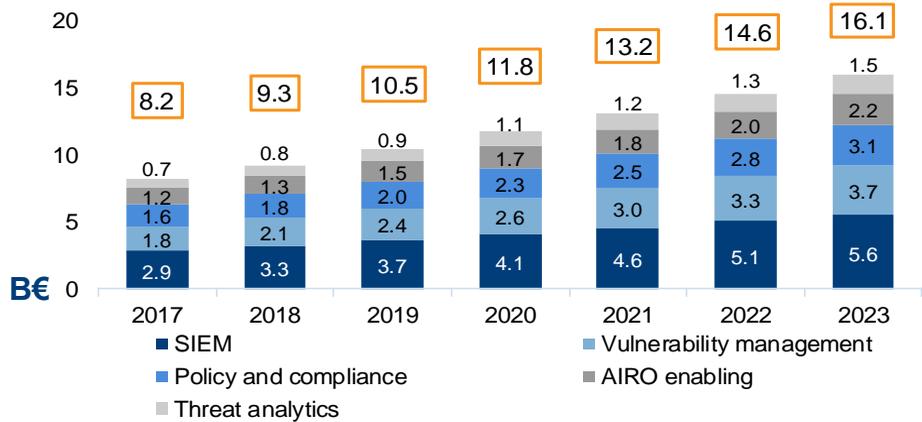
## GLOBAL OPENSOURCE INTELLIGENCE (OSINT) MARKET



## GLOBAL LAWFUL INTERCEPTION MARKET



## CYBERSECURITY ANALYTICS, INTELLIGENCE, RESPONSE AND ORCHESTRATION (“AIRO”) WORLDWIDE



- 3 fast growing markets
- CAGR > 15%
- High level of diversification

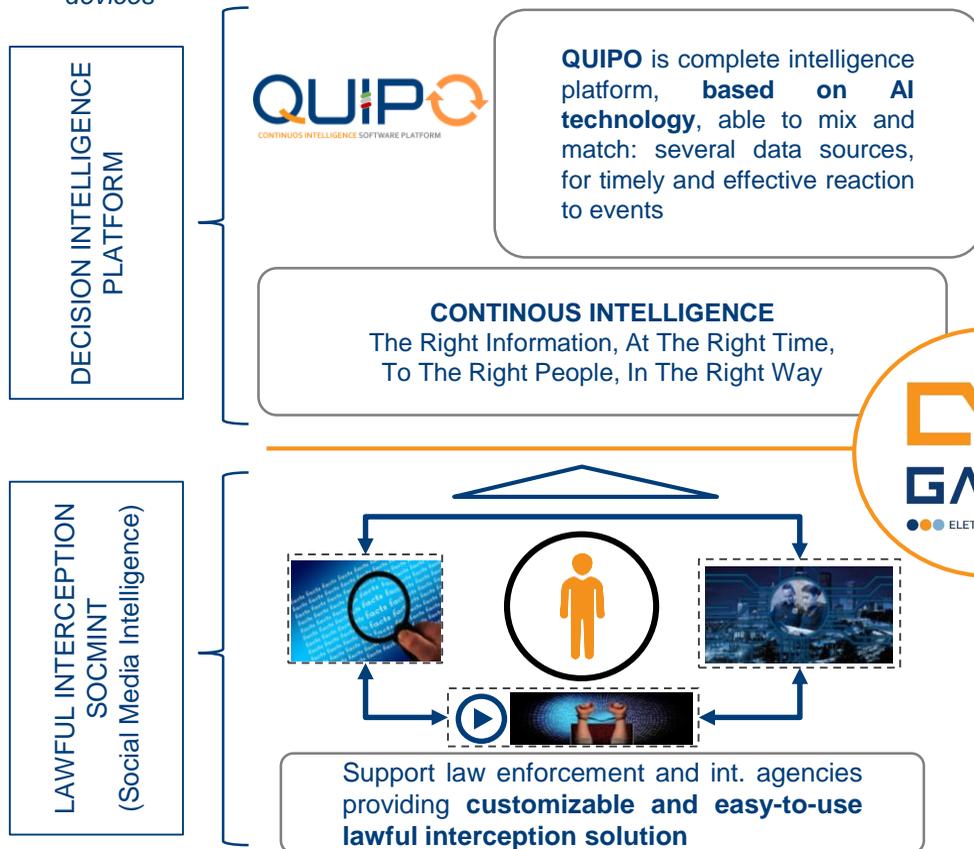
# One-Stop-Shop Approach with a Wide Range of Proprietary Products

INVESTOR PRESENTATION

*A unique, defensive and offensive platform of integrated HW and SW proprietary modules to gather, collect, analyze, protect or disrupt data and networks, and to extract and disseminate operational meaningful information*

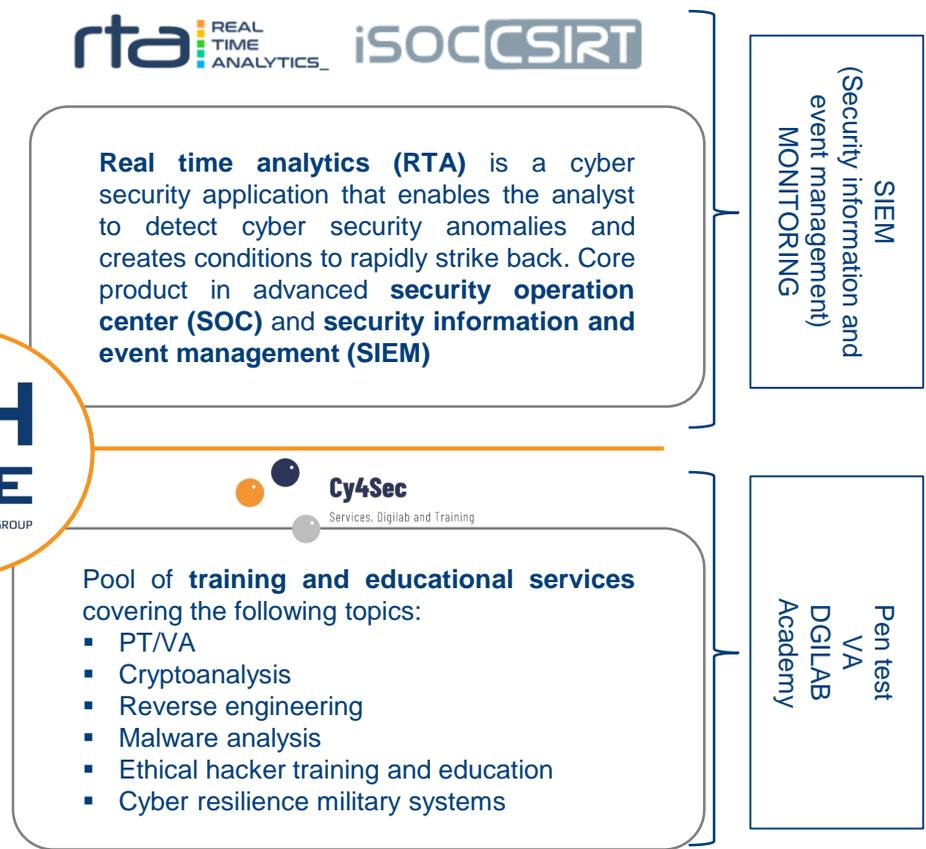
## CYBER INTELLIGENCE

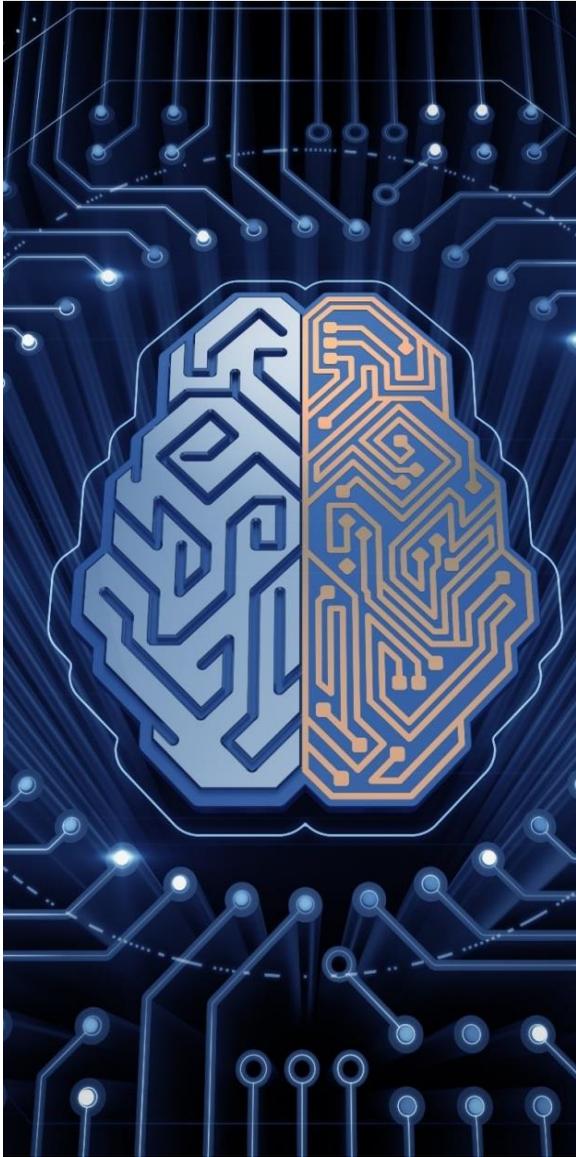
Cyber Intelligence products and services collect and analyze information available online and generated through the use of digital and electronic devices



## CYBER SECURITY

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





# 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 AI 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

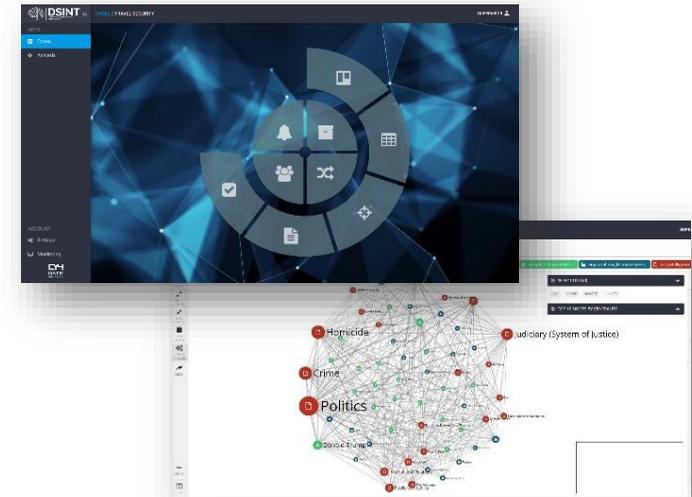
The integrated collection of multiple information assets (internal or external) enables the possibility to combine multiple analysis models (video tagging, audio tagging, semantic analysis, face recognition, location identification, feature detection, link analysis, etc.).

### 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

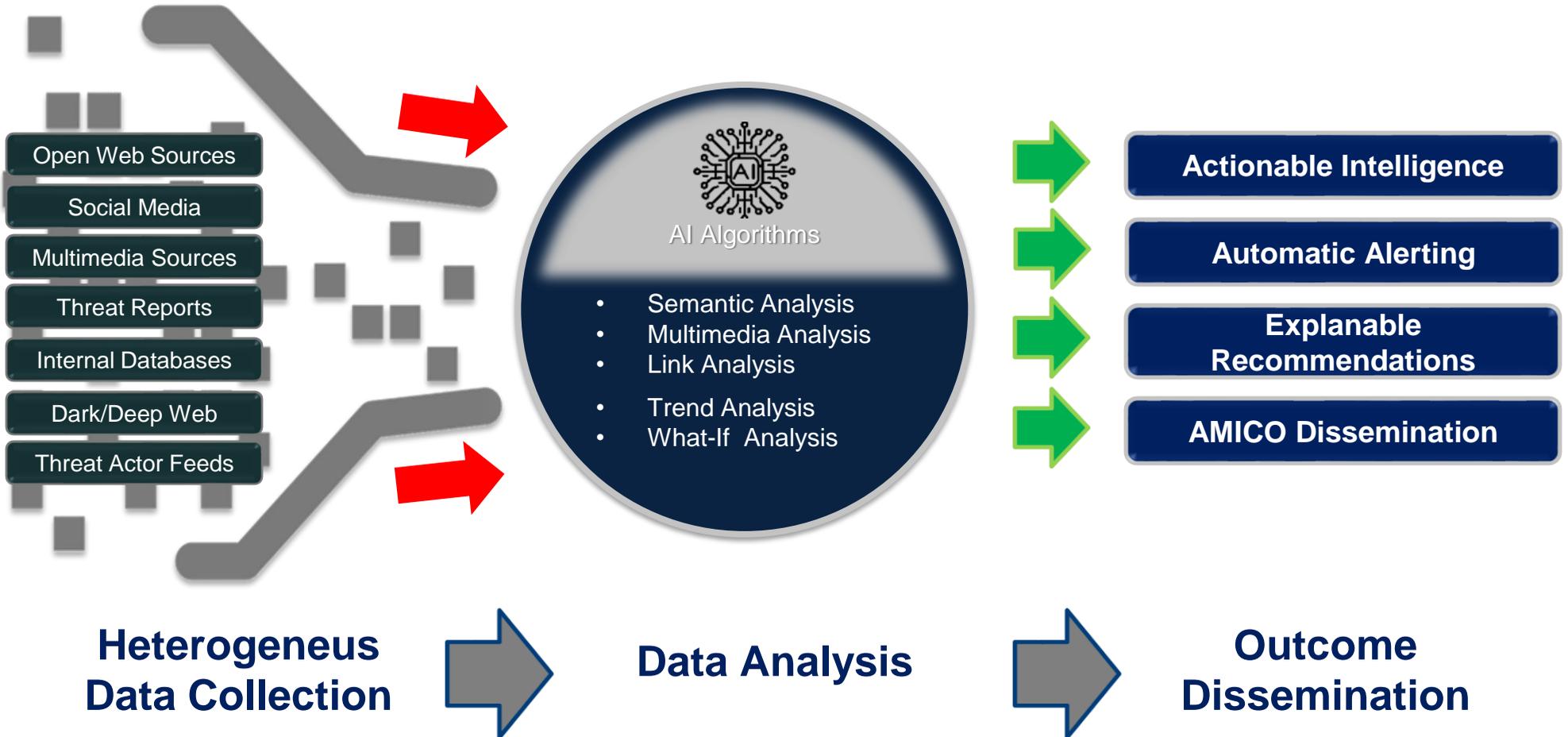


## How Is It Different?

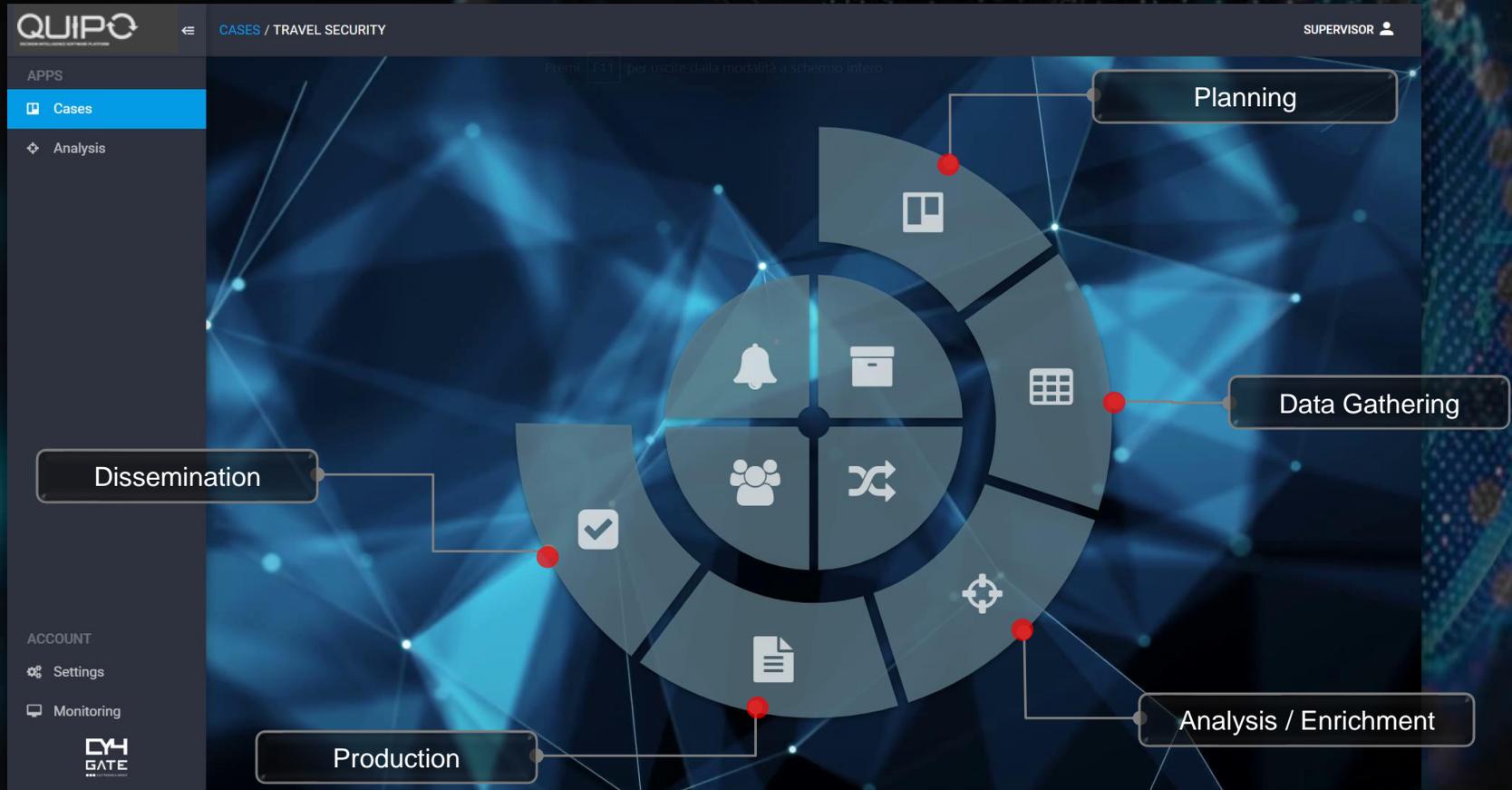
- Fully **customizable software platform** specifically designed for the efficient **management of structured and unstructured data**
- **AI Technologies** to automate and augment the analysis activities. Different modules (semantic module, image tagging/face recognition modules, “anomalous behaviour” 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

INVESTOR PRESENTATION



# QUIPO Automation for Decision Augmentation



# AMICO 'Advanced Multimedia Information COckpit'



Live News Section

The dashboard is divided into three main sections:

- Live News Section (Left):** Features a video player at the top, followed by several news headlines with brief descriptions. The headlines include:
  - WHY TOP PRINCES HAVE BEEN SILENCED:** The removal of close relatives of the Saudi crown prince is fuelling much speculation and rumour.
  - CORONAVIRUS: IRAN IS FACING A MAJOR CHALLENGE CONTROLLING THE OUTBREAK:** Iran is facing one of the biggest outbreaks outside China and there are fears the country lacks resources.
  - IDLIB BEFORE THE WAR: CARPETS, OLIVES AND HANDCRAFTS:** What was Idlib like as a place to live when Syria was at peace?
  - SHEIKH MOHAMMED AL MAKTOUM: WHO IS DUBAI'S RULER?:** The billionaire has overseen the emirate's transformation into a top business and tourism centre.
  - WHY JAPANESE WORKERS WON'T STAY HOME DURING THE CORONAVIRUS PANDEMIC:**
  - TRACKING CORONAVIRUS' GLOBAL SPREAD:**
  - HF COI | APSFD FROM:**
- Map Section (Center):** A world map titled 'LATEST NEWS' with a 'GOOGLE NEWS 100.00%' filter. It shows data points across various countries, with a callout for 'European Union' showing connections to 'Donald Trump' and 'Partido Democratico'. Below the map is a 'COORDINATES (TOP: 93)' section with a time filter set to '30 d'.
- Documents Section (Right):** Titled 'LAST 100 DOCUMENTS OF 6820', it lists several documents related to COVID-19, such as 'Even as COVID-19 spreads, some sports stadium construction is 'essential' and the work goes - USA TODAY' and 'COVID-19 circuit breaker closure of workplace premises - Gov.sg'.

Documents published from QUIPO

360° Actionable Situation Awareness

# One-Stop-Shop Approach with a Wide Range of Proprietary Products

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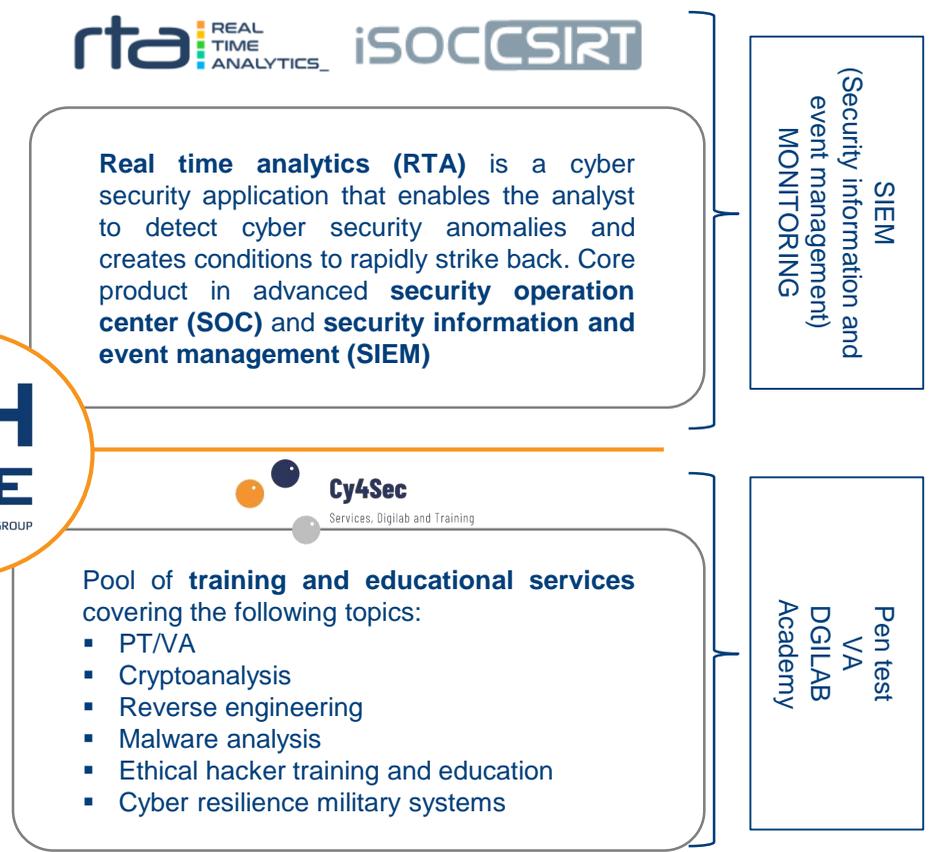
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## CYBER SECURITY

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# RTA

*Upgrade your threat detection tools*

Real Time Analytics (RTA) is a cyber security application framework that allows: Ingestion, Processing, Enrichment and analysis of different kind of security events

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 detection of any anomaly among billions of data. Also raw Network traffic can be collected and analysed as for events

### More Enrichment → More Context → Better Insight

RTA enrich all incoming events adding information related to the execution context, the involved entities and the purpose of the action because the more context we have the more insights we can have

### Drill down and Situation Awareness

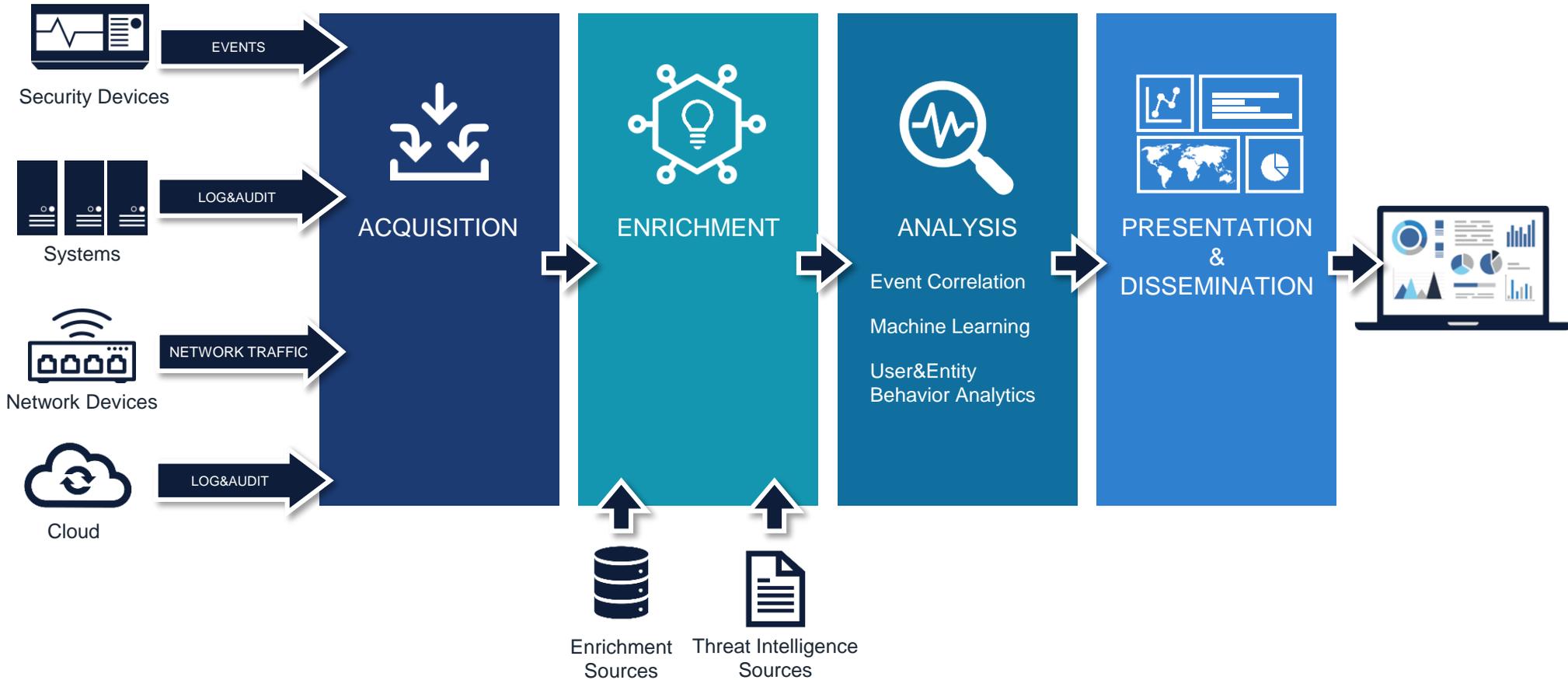
A single point of view for the Analyst allows for more efficient browsing thus helping to detect entities and their relationships. RTA is able to identify relationship network, through visualization tools allowing for a more accurate analysis of threats



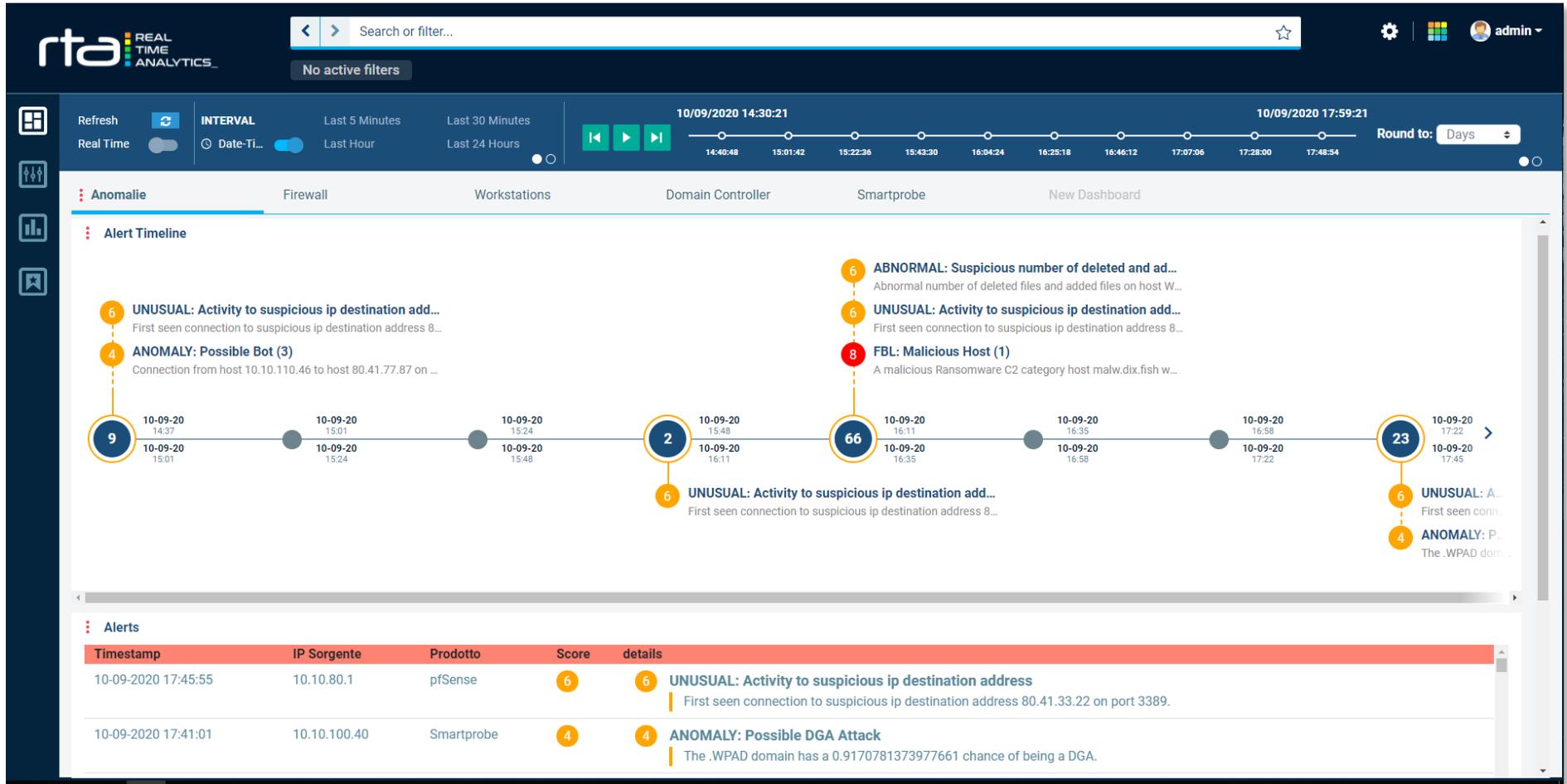
## How Is It Different?

- RTA can be defined as a **“Time Machine”** which allows the analyst to gather information history in order to **“freeze the crime scene”** in dynamic and ever-changing situations. This Time Machine also allows the Analyst to flash forward to gather information regarding potential effects of occurring events
- Real Time Analytics **collects event information from plenty of sources**. It then map and classify the events through various adapters. In this manner, events are enriched and correlated with information from external sources using Artificial Intelligence Technologies for smarter exploitation
- **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

# RTA Solution Architecture



# RTA: Augmented Incident Management Process



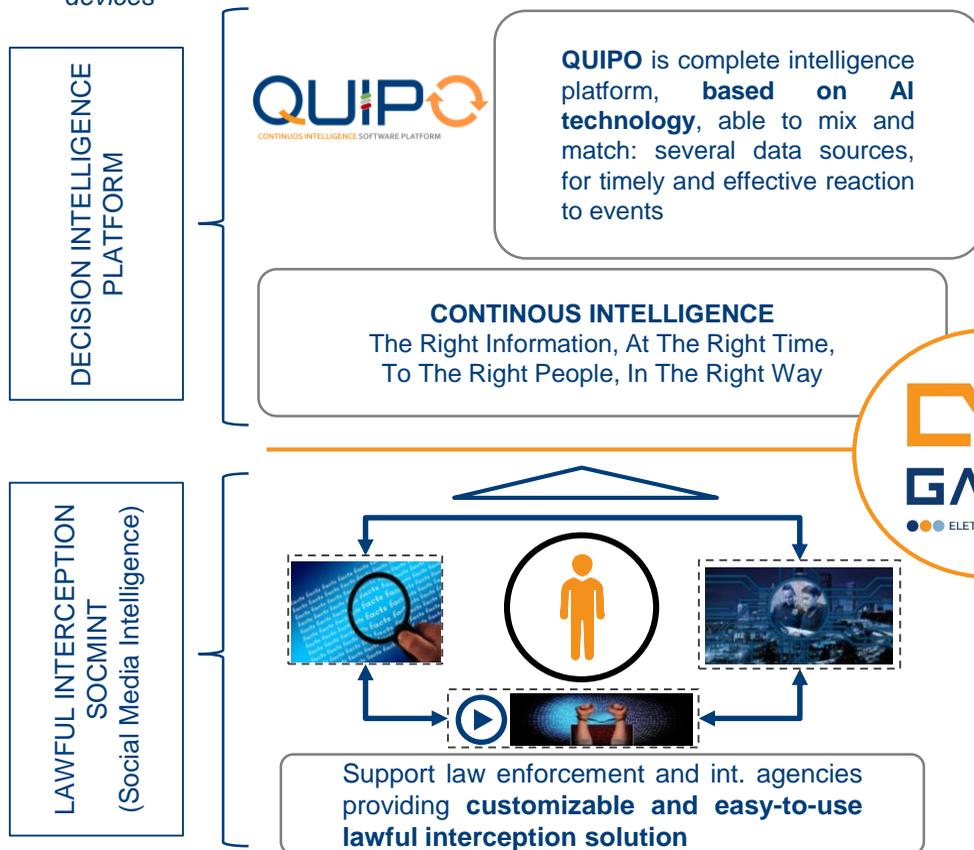
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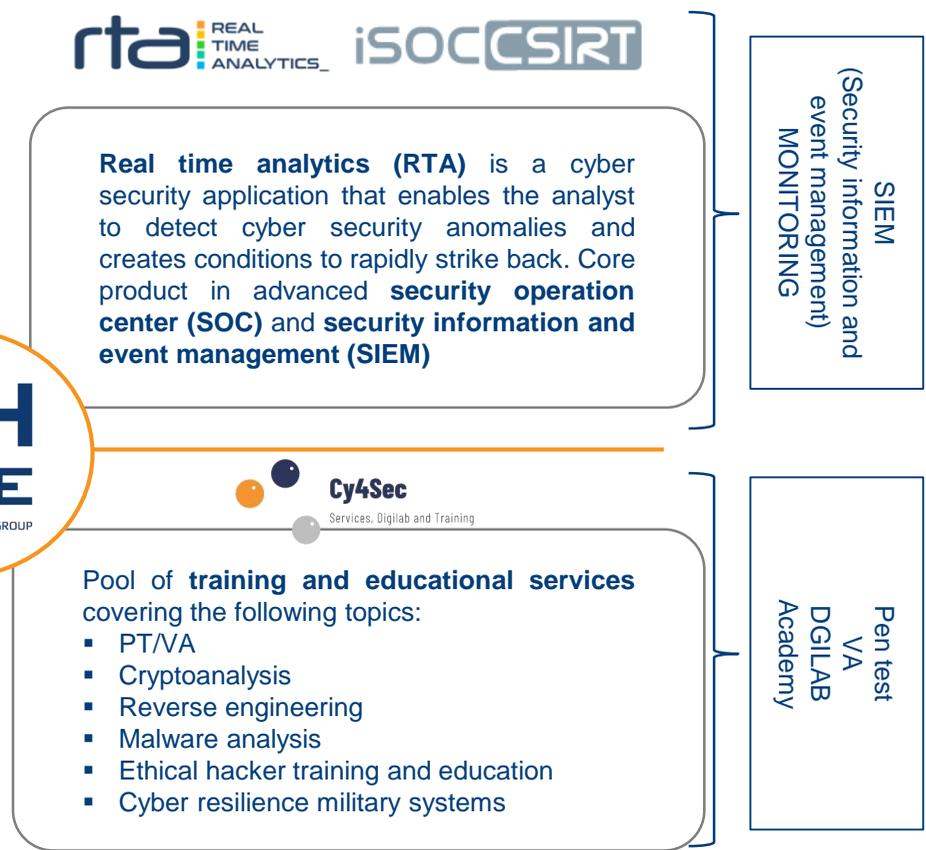
## CYBER INTELLIGENCE

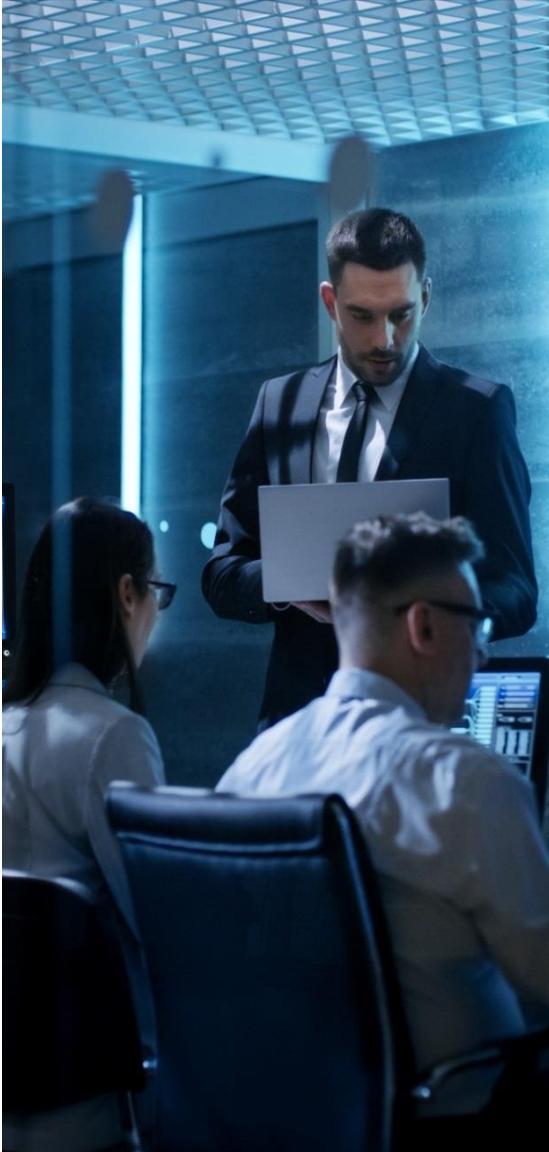
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# CY4GATE ACADEMY

*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, Crypto-analysis 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**



# CYBER SECURITY SERVICES

*First things first: protect yourself, always*

Thanks to our specialists' experience and expertise, we have developed a package of Cyber Security Services to increase your organization's information security and minimize the impact in the event of a data breach.

## Value drivers

### One cyber attack can destroy All

It's not a matter of IF, it's a matter of WHEN. The cost can be catastrophic and more expensive compared to the cost of implementing a proper cyber security strategy

### Effective Cyber Security increase trust and productivity

A computer incident decrease trust on data and services and affects your productivity. At the same time if you can demonstrate your resilience to cyber threats, you can inspire trust in your stakeholders

### Know the impact of Kill-chains

Decision-makers need to have visibility regarding the real exposure of the critical processes to cyber attacks. We can use advanced penetration testing capabilities to validate the underlying technologies and simulate the impact of a complex cyber attack



## How Is It Different?

- **Working shoulder-to-shoulder with you**, we fully support our customers through cyber defense strategy and governance
- **Cyber security isn't a single problem, with one solution**. It's a continuous battle. We offer a wide range of cyber security services focused on our customers' need to grant them long-term value for your business
- **Our cyber experts protect many organizations** with proven services and solutions for the full cyber security lifecycle
- We can assess all layers of a target technology, looking inside the **software, hardware, firmware and wireless** level and combining dynamic and static analysis with reverse engineering capabilities

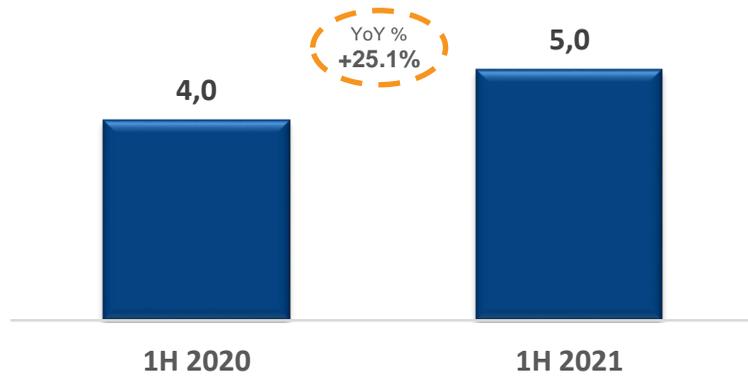


# 1H 2021 Financial Highlights

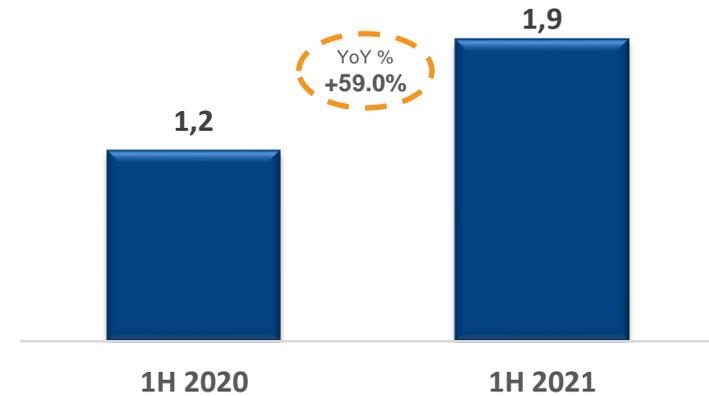
INVESTOR PRESENTATION

*Keep on proprietary SW products commercialization, enabling revenues growth and solid margin and cash generation*

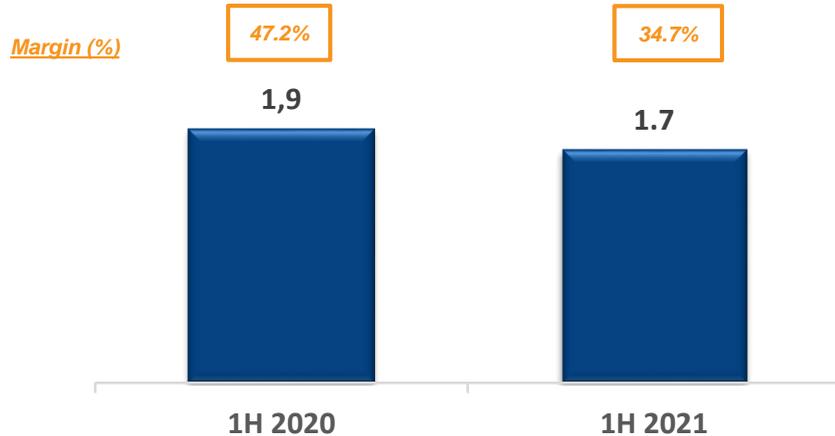
## REVENUES



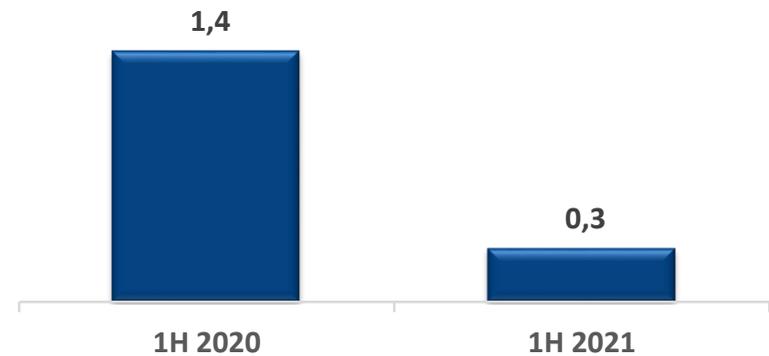
## R&D INVESTMENTS



## EBITDA

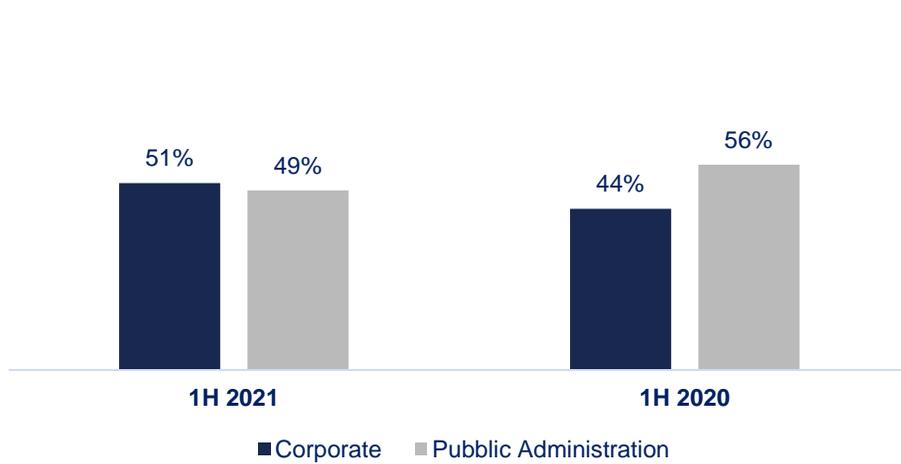


## NET PROFIT

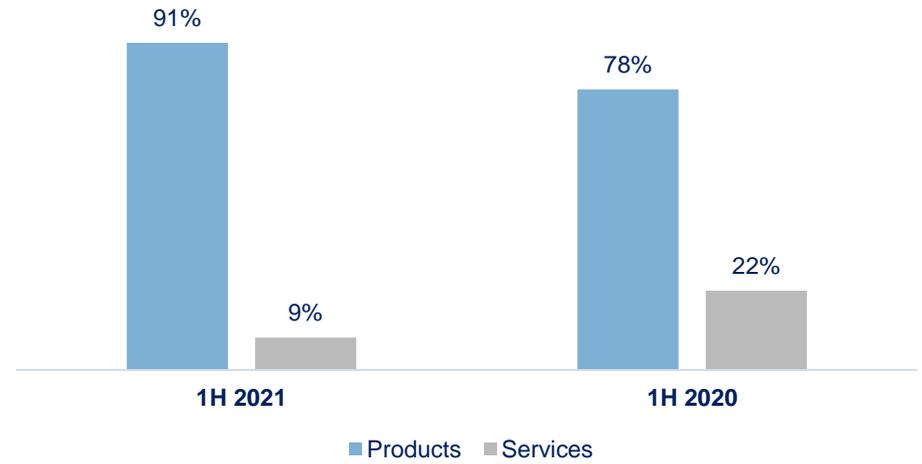


# Revenues Breakdown 1H 2021

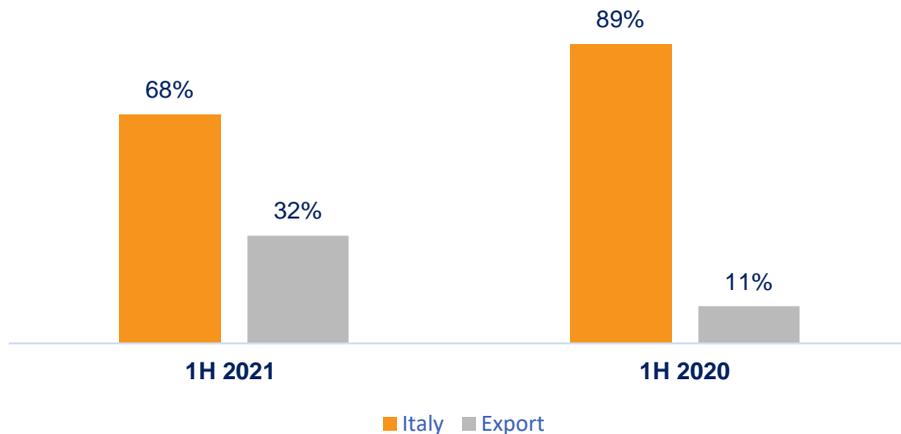
## By Clients



## By Type



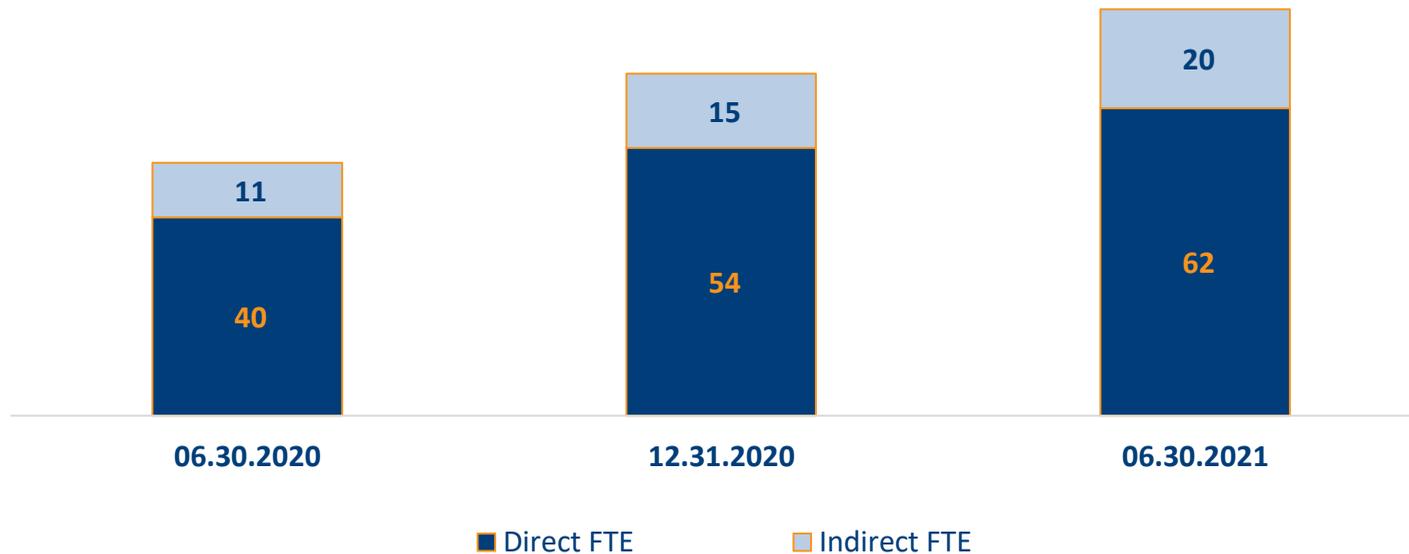
## By Geographical Area



- **By clients:** improved penetration in the corporate market
- **By Type:** focused on products commercialization
- **By Geographical area:** increased foreign sales thanks to business development initiatives

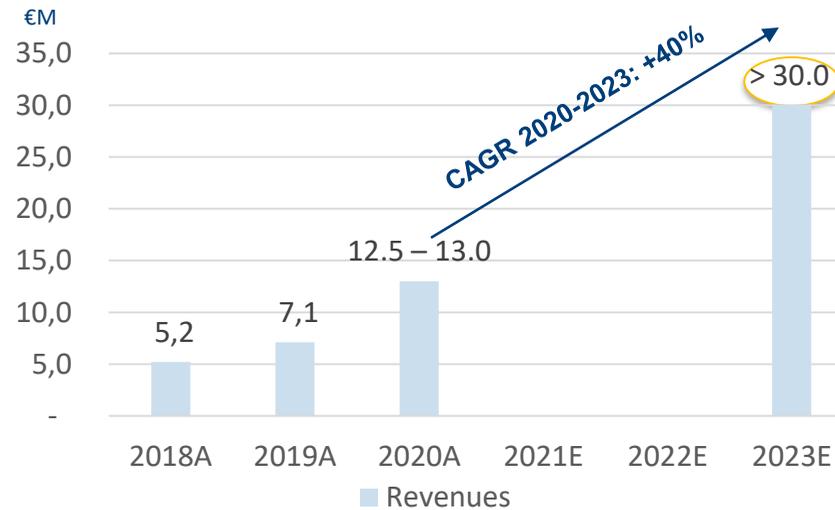
# Investments

- **Significant investment in staff: +31 FTE YoY**
- **+22 direct staff:** reinforced to meet the needs of **R&D** projects and **upcoming contractual deliveries**.
- 50% of incremental staff cost, around €700/k, invested in R&D activities
- +9 resources mainly related to strengthening the sales force to support the company's strategic market presence



## TARGETS 2023

### REVENUES



**EBITDA Margin**

**> 40 %**

**Net Financial Position**

**POSITIVE**



# High Potential Momentum for Value Creation



Significant commercial opportunities on the foreign market and on the Italian government  
 Attractive and growing markets: Cyber Intelligence and Cyber Security



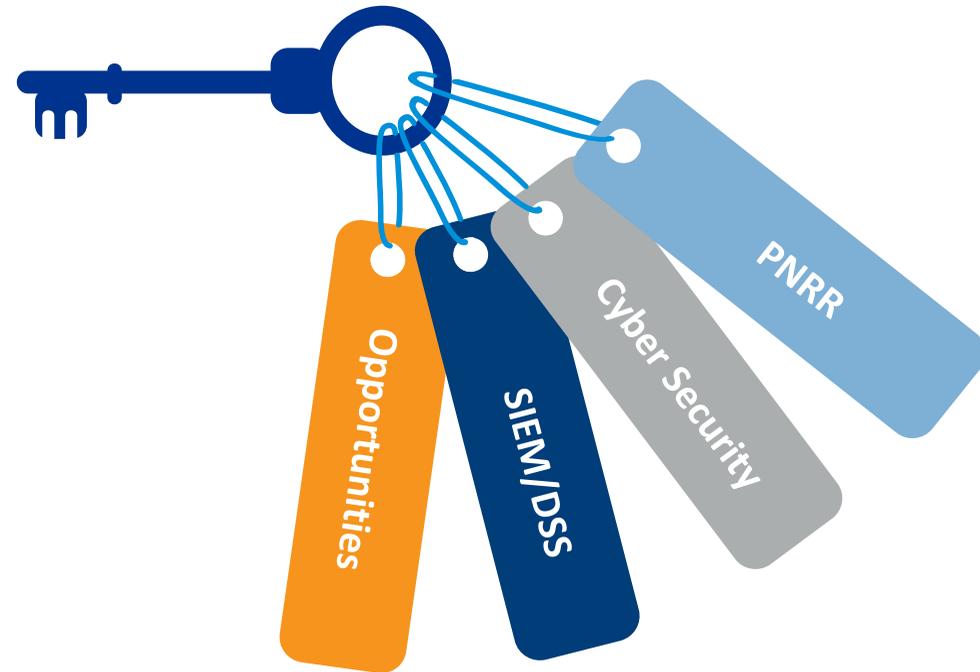
- 360° cyberhouse: unique in the Italian competitive landscape
- Robust technology engine: 5 proprietary solutions and CEWIS
- Positioning on key technological trends identified by Gartner in the corporate reference sectors (advanced decision intelligence and SIEM systems)



National and European regulatory framework suitable to the growth of European digital SW companies



Funds linked to the PNRR "National Recovery and Resilience Plan" on digital innovations and cybersecurity



# Strategic Plan fueled by both Organic and External Growth

INVESTOR PRESENTATION

## Strategy pillars

### Commercial/ Sales

Salesforce **development** to **improve Italian market penetration** coupled with reinforced commercial efforts to **strengthen agreements** with key partners

### Products Development

Creation of **integrated solutions** through the **development** of **new functions** with the aim of **creating a competitive product offering** both in Italy and abroad

### Brand Positioning

**Improvement** of **brand positioning** and visibility through **proper communication campaign** and **opening** of **commercial branches**

### M&A Activity, Talent Acquisition and Retention

Cy4Gate aims to **expand** its **business through M&A** activity and to **gather** the best **human resources** operating in the reference industry

# M&A Target: RCS LAB

**RCS LAB** is the main Italian supplier of **interception tools**.

It is headquartered in Milan, Italy, and its customers include public prosecutors, law enforcement agencies, and secret services, to whom it supplies software for environmental, telephone and telematic interception, as well as systems for the advanced analysis of investigative information, with revenues of approximately **€ 40 million**

## Rationale of operation



**Market reach:** consolidate Italy and create growth opportunities in Europe



**Important synergies in R&D** without overlapping but with product integration



**Creation** of an Italian cyber security and cyber intelligence **centre**





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