



January 26, 2021

Preliminary Results 2020 & Business Plan 2021-23

AGENDA

INVESTOR PRESENTATION

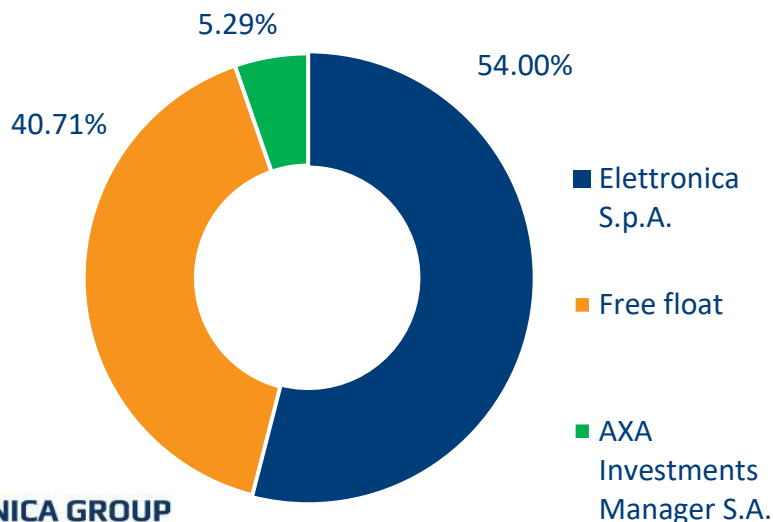
- ❖ CY4GATE AT A GLANCE
- ❖ PRELIMINARY RESULTS 2020
- ❖ MARKETS
- ❖ BUSINESS PLAN 2021-23

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, Police, Intelligence Agencies and Enterprises within or outside the national borders and markets.
The covered fields and offered services are for example: DSINT, HYDRA, EPEIUS, Gens.AI, Igea, when it comes to *Cyber Intelligence*; RTA, in the world of *Cyber Security*.



TOP MANAGEMENT

Domitilla Benigni
CHAIRMAN



Eugenio Santagata
CEO & General Manager



Emanuele Galtieri
Deputy General Manager



Luca Lucidi
CFO & Investor relations manager



EMANUELE GALTIERI INTRODUCTION

INVESTOR PRESENTATION

- **Security & Defence industry Executive with a background in:**
 - Business Administration
 - Business development & Sales
 - International relations particularly on Italy & Europe, Middle East, and South America
 - Human resources, ICT & Digital transformation and external Communication

- **Former “Carabinieri” Officer with deep knowledge of:**
 - Lawful interception
 - Security operational scenarios
 - People management
 - Strong relations with Police Forces, Intelligence Agencies and Judiciary in Italy and abroad

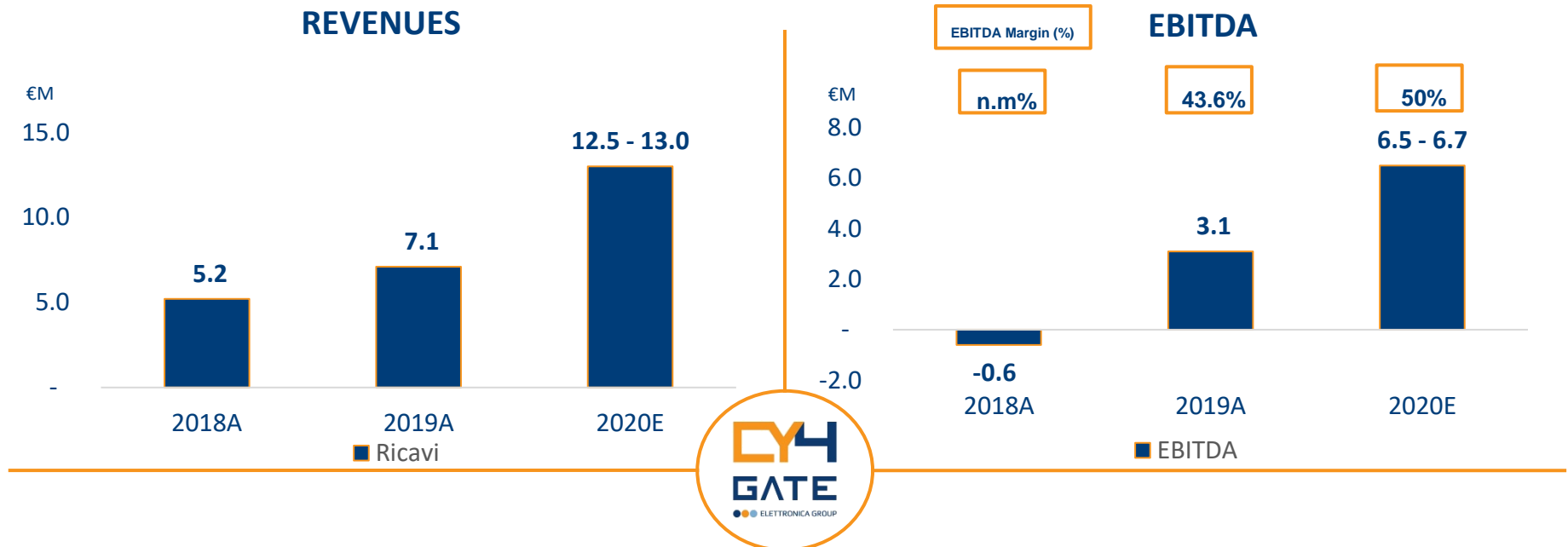
- **High level of education:**
 - MBA
 - L.L.B., Political Sciences
 - M.A., Interior and Foreign Security Science
 - L.L.B., Law





PRELIMINARY RESULTS 2020

INVESTOR PRESENTATION



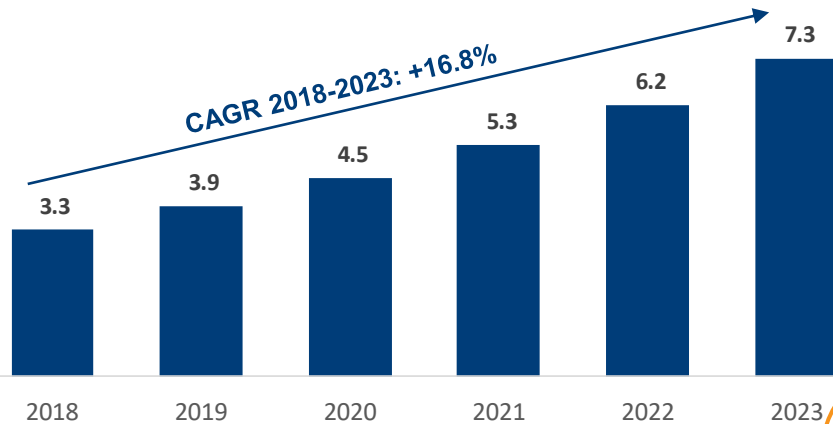
- ❑ Total **revenues**, in a range of **€ 12.5 million to € 13.0 million** show **significant growth** of over **80%** compared to 2019
- ❑ Revenue's **increase** is due to the **significant number of contracts signed**, during the year with a considerable peak in the last quarter of 2020, with Government Institutional customers and Corporate customers
- ❑ **EBITDA** in the range of **€ 6.5 million to € 6.7 million** show a significant improvement of more than **100%** compared to 2019 due to the **positive revenue performance** and the **highly scalable business model** through the sale of proprietary software
- ❑ **Positive Net Financial Position** in a range between **€ 8.5 million to € 9.0 million**.



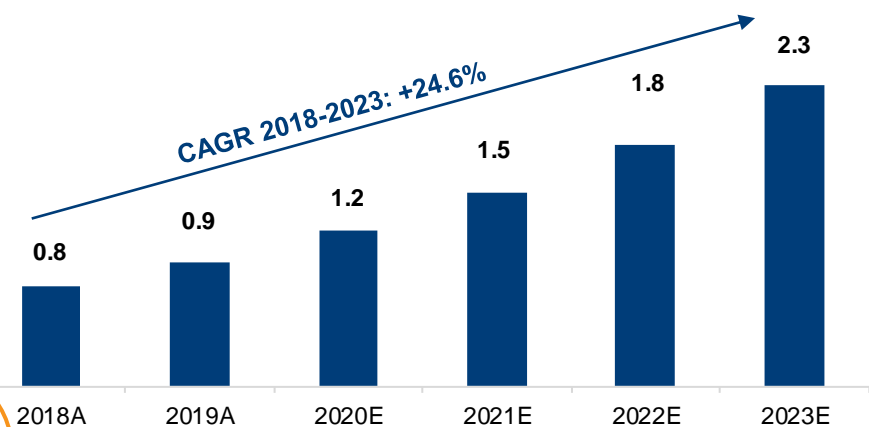
MARKETS

INVESTOR PRESENTATION

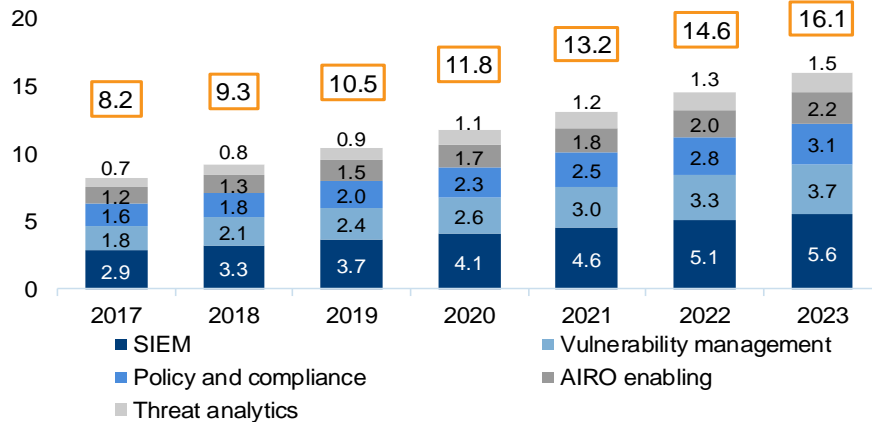
GLOBAL OPENSOURCE INTELLIGENCE (OSINT) MARKET



GLOBAL LAWFUL INTERCEPTION MARKET



CYBERSECURITY ANALYTICS, INTELLIGENCE, RESPONSE AND ORCHESTRATION ("AIRO") WORLDWIDE



ITALIAN LAWFUL INTERCEPTION MARKET SIZE

Italian Lawful Digital Interception Accessible Market Size = €36.6M⁽¹⁾

CY4 is considered as a reference player in the Italian digital lawful interception market, with many growing opportunities deriving from the partnership with SIO

Thanks to the partnership with SIO, CY4 will be able to:

- Get direct and immediate access to c.70 new prospect of prosecution offices
- Reach a potential 70% market share in an estimated market of €36.6M



BP 2021-2023

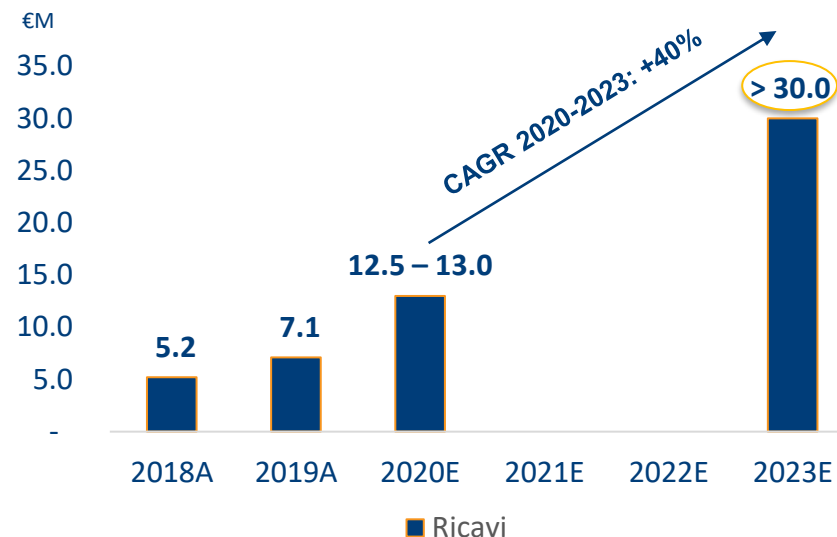
INVESTOR PRESENTATION

ASSUMPTIONS

- ❑ Market penetration in Italian governmental segment
- ❑ Expansion in foreign markets
- ❑ Increase contracts with corporate customers
- ❑ Development of additional proprietary cyber SW solutions
- ❑ Upside coming from Italian Recovery fund (cybersecurity is one of the key driver)
- ❑ The plan does not include growth through M&A

TARGETS 2023

REVENUES



EBITDA Margin

> 40 %

Net Financial Position

POSITIVE

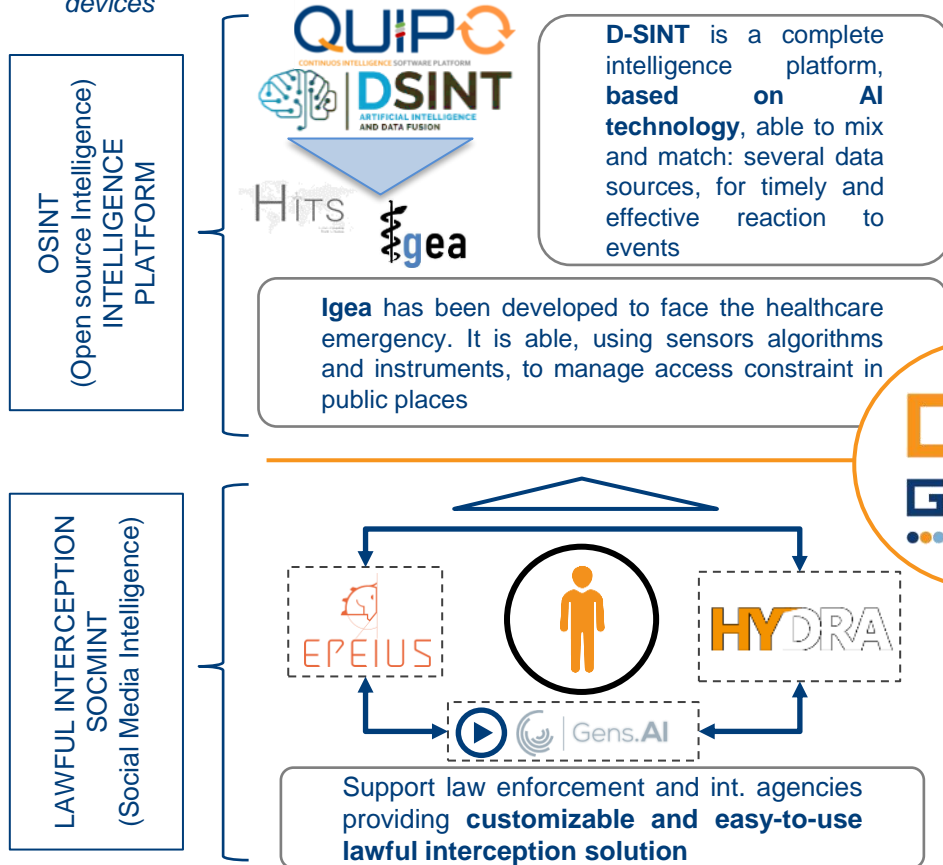
ONE-STOP-SHOP APPROACH WITH A WIDE RANGE OF PROPRIETARY PRODUCTS

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

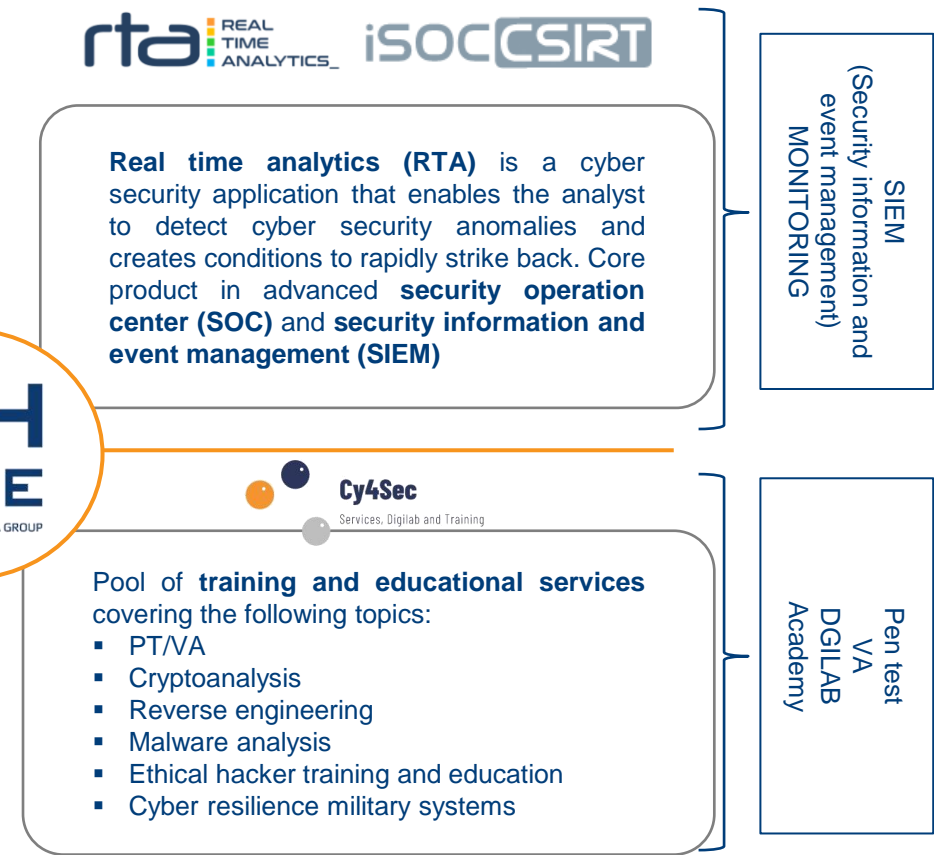
CYBER INTELLIGENCE

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



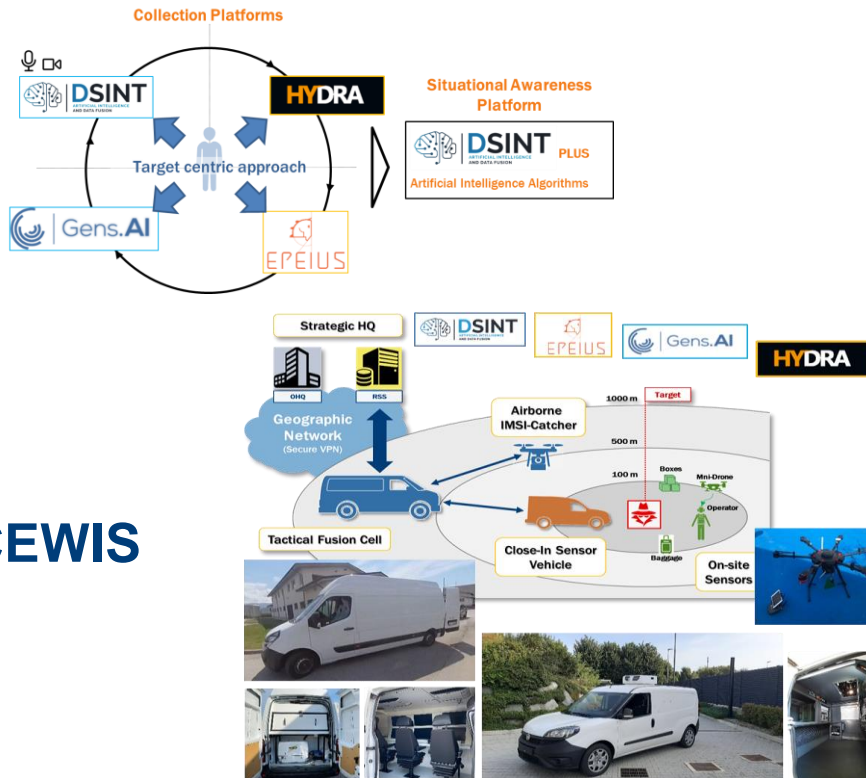
GROWTH CAPABILITIES...READY!

INVESTOR PRESENTATION

CYBER INTELLIGENCE

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

Integrated Intelligence Suite

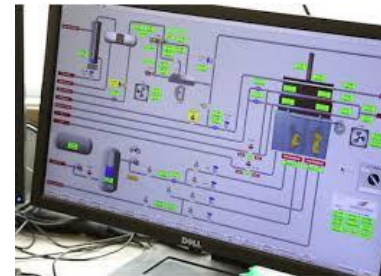


CEWIS

CYBER SECURITY

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

rta REAL
TIME
ANALYTICS_



SCADA protection



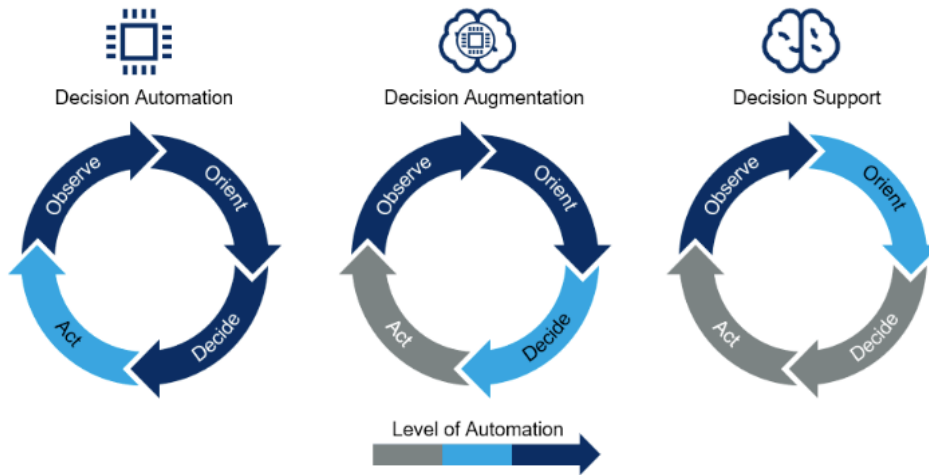
**Threat intelligence
and traffic analysis**

GARTNER: DECISION INTELLIGENCE IS A KEY TREND

INVESTOR PRESENTATION

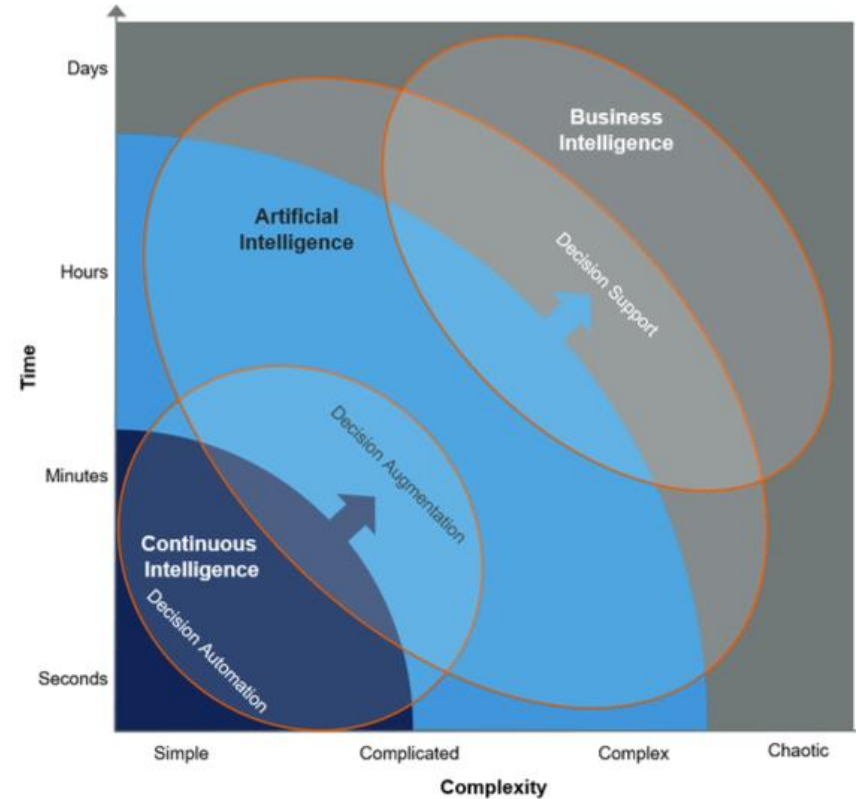
Gartner

Levels of Automation in Decision Automation, Augmentation and Support



Source: Gartner
ID: 434126

Enabling Technologies in the Decision Assessment Model



Source: Gartner
ID: 434126





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