

CYBER  TM

*Cyber
Resilience*

**Company & Strategy
Overview 2023**

Introduction | Robert Brown



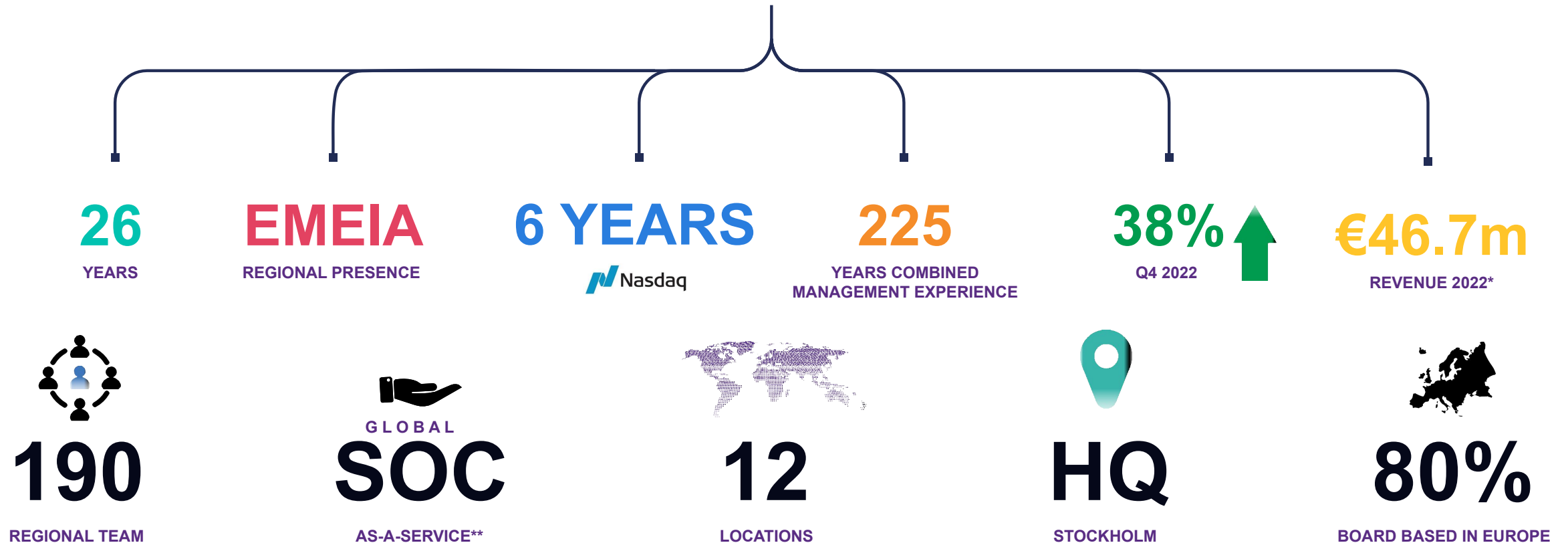
- 30 years experience in cyber security
- Founder of underlying companies in CYBER1
- Group President (Company Operations & Strategy)
- Executive Director in the Board of CYBER1



ROBERT BROWN

Group President and Executive Director

Who we are



Mission Statement

To Deliver Innovative Resilience

* Subject to Annual Audit

** Undergoing ISO 27001 Accreditation

Operation Segments



VALUE ADDED DISTRIBUTION

VALUE ADDED RESELLER

SECURITY OPERATIONS CENTER

TRINEXIA™

CYBER™
Solutions

C1SOC



UNITED KINGDOM / AFRICA / MIDDLE EAST / INDIA / PAKISTAN



EUROPE / MIDDLE EAST / AFRICA



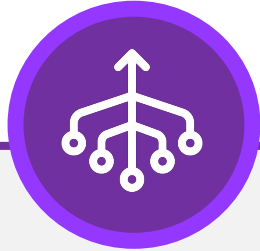
GLOBAL

Growth Strategy



Expanded Territories

- Target jurisdictions based on vendor opportunities from vendors and clients
- Leveraging operational hubs for low cost/high growth expansion



Consolidated Vendor Approach

- Engaging with the latest innovative technologies, with the best possible commercial terms



SOC Expansion

- High margin business that can be scaled with expansion
- Low cost versus target markets



New Business Lines (DevSecOps)

- Convergence of DevOps and cyber security, that can be sold within existing customer base

Vision

To create the world's most resilient cyber security environments for our customers

CYBER1 Strategy: Alignment of Vendors

CYBER1TM



Stronger Partnerships With Vendors

- Demonstrate appeal to be main/priority provider of technologies
- Leverage technical expertise globally



Improved Commercial Terms

- Larger scope equates to stronger commercial terms and ability to facilitate larger territories
- Improves ability to sell vendor software at the best possible price for the end client



Improved Credit Lines

- Negate requirements for additional capital to pre-fund commercial deals
- Increased credit lines will equate to expanded commercial focus

Example Established Market Technologies



Example Niche Technologies



CYBER1 Strategy: Expansion of Territories

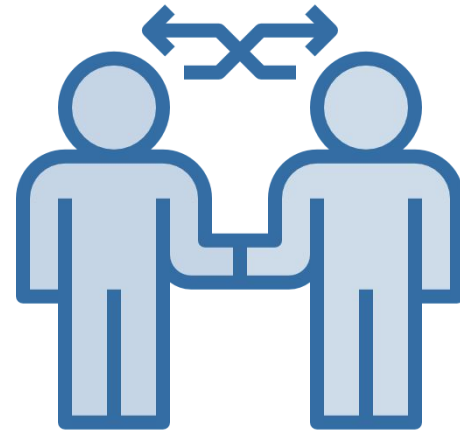
Countries have been identified for growth opportunities based on several factors by the business



New customer acquisition through strategic hiring (Europe).



Requirement by existing customers to service other operations in these territories.



Indication from vendors on demand/requirement for distribution and solutions.



Overall market demand and spend potential of territories with our main customer segments.

CYBER1 Strategy: SOC Expansion



Annual recurring revenue (ARR)

Contributes to improved valuation, as well as enabling more efficient management of costs

Global Offering

Enables a wider market base, as demonstrated with our first client in South America. We use automation as part of our approach to streamline monitoring and alerts



Improved EBITDA

Facilitates additional investment and resources into growing the business by scale /more efficiently.

Stronger Cash Flow

Improved planning of investment into the business

Partnership with DevSecOps



Partnerships with 9thBit

Collaboration Agreement Signed

Why grow through partnerships?

- New technologies unlocked
- Access to new customer base
- Leveraging collective strength and expertise
- Mutual opportunities for cross collaboration

New Technology Opportunities



Couchbase



DBmaestro
DevOps for Database



Delphix

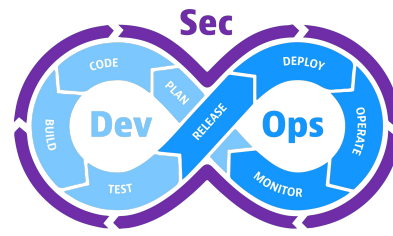


sonatype



StackState

digital.ai



Organic Growth

Why grow organically?

- Can be scaled in a measured approach over time by vendor identification most suited for CYBER1

Improved margin on commercial opportunities vs current vendors



Partnerships

Why grow through partnerships?

- Minimal skills investment/acquisition required
- Access to customer base
- Leveraging strength and expertise

Brand new business line stream



Acquisitive Growth

Why grow through acquisition?

- Quicker adoption into reporting growth externally.
- Full access to all opportunities
- Greater direction & alignment

Leveraging Sales platform in place



Multiple ways to realise future growth

Contact us

Customer



sales@cyber1.com

Investor



investors@cyber1.com

More Information



www.cyber1.com

Social Media



<https://www.linkedin.com/company/cyber1/>



Thank You

CYBER¹_{TM}