

Cy4Gate

European Midcap Conference - Virtual

November 27, 2024

TINFO
DIGITAL
SIGN



CY4
GATE
Part of ELT Group

AGENDA

- Cy4Gate at a Glance
- Addressable Markets
- Strategy & Outlook
- Financials
- Sustainability

Speakers

MARCO LATINI



**CFO & Investor Relations
Manager**

ALESSIA PISONI



**Head of Group FP&A
& IR Coordinator**



Cy4Gate at a Glance

Highlights



360° CYBER VENDOR

Robust technology engine with proprietary solutions



UNIQUE POSITIONING

Unique positioning in the cyber space with presence in all the 3 market segments



TAILORMADE SOLUTIONS

Tailormade proprietary solutions to suit customer needs



GLOBAL PRESENCE

Extensive coverage of the domestic and foreign markets



HUGE TARGET ADDRESSABLE MARKET

Governments – Big Corporation & SME in the cyberintelligence and cybersecurity markets



TALENT AND PEOPLE “AT THE CORE”

Investments in human capital and talent development



PARTNERSHIP & M&A GROWTH

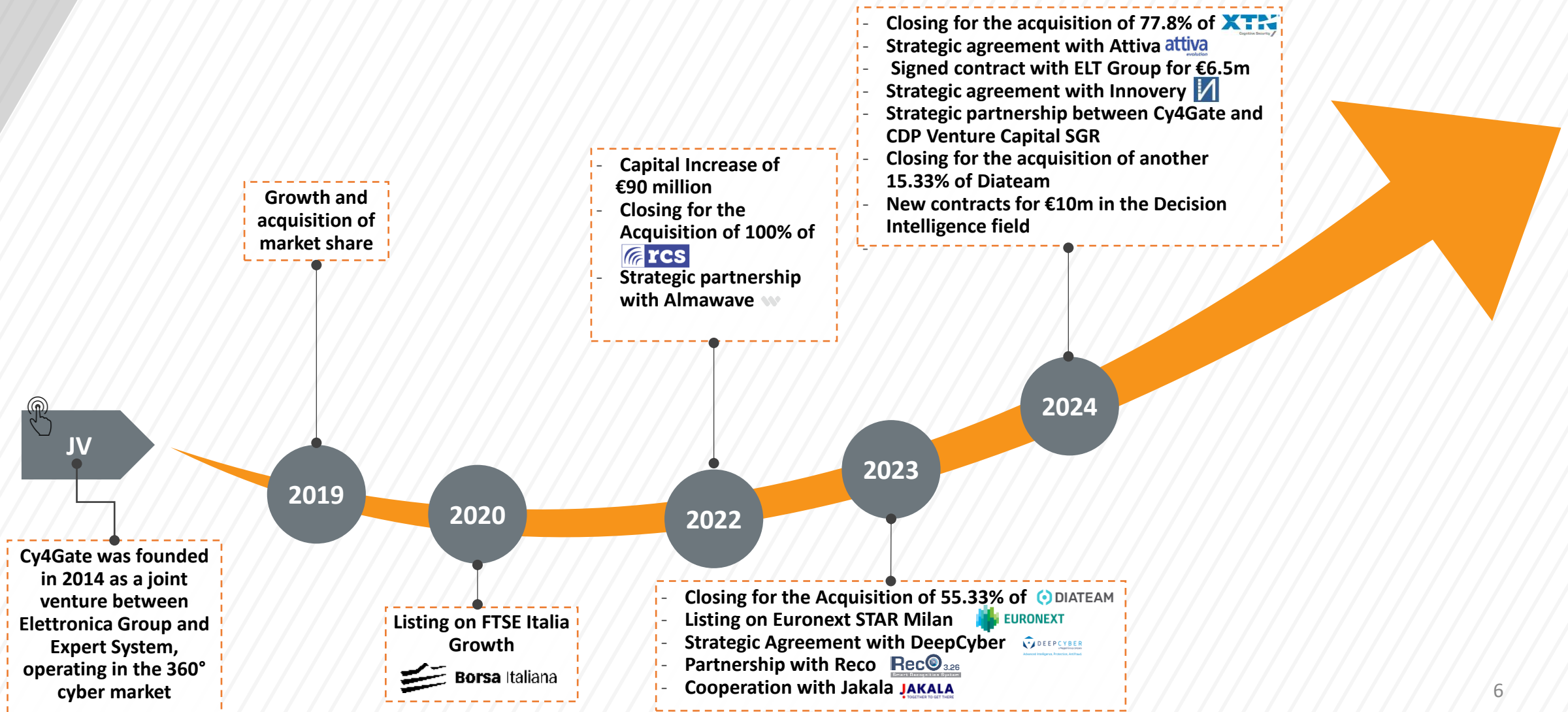
Expand our business through excellent partnership and M&A activity



LISTED ON THE STAR MARKET

Listed since June 2023 on the STAR Market of the Italian Stock Exchange

2014-2024: 10 Years of Growth



Group & Shareholders

GROUP



100%



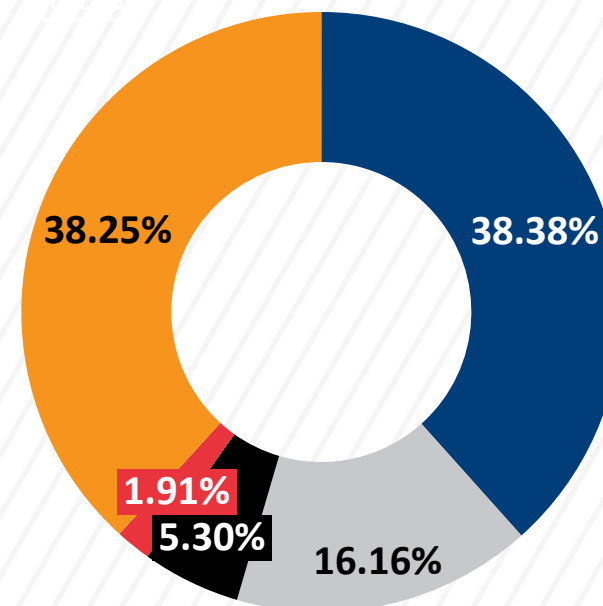
70.66%



77.8%



SHAREHOLDERS



- Elettronica S.p.A.
- TEC Cyber S.p.A.
- First SICAF S.p.A.
- Treasury Shares
- Market

Team



Domitilla Benigni
CHAIRMAN



Emanuele Galtieri
CEO & General
Manager



Marco Latini
CFO & Investor
Relations
Manager

Board of Directors



Domitilla Benigni
Chairman



Emanuele Galtieri
CEO & General Manager

Roberto Ferraresi
Member



Maria Giovanna Calloni
Independent Member

Cinzia Parolini
Independent Member



Alessandro Chimenton
Member

**Alberto Luigi
Sangiovanni Vincentelli**
Member



Paolo Izzo
Member

Alessandra Bucci
Independent Member



Strategic and M&A Committee



Addressable Markets

Portfolio overview

CYBER INTELLIGENCE

Decision Intelligence



Forensic Intelligence



CYBER SECURITY



Cybersecurity Products



Cybersecurity Services

Cyber Intelligence

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

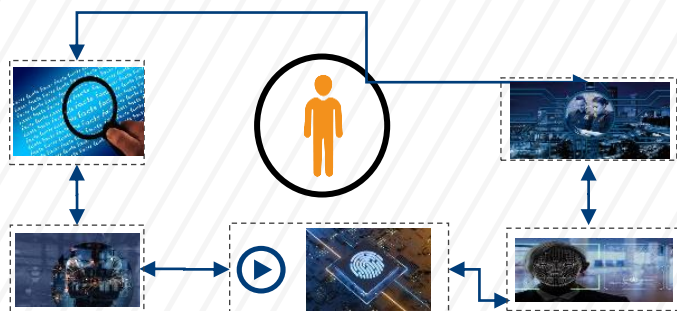
Decision Intelligence



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

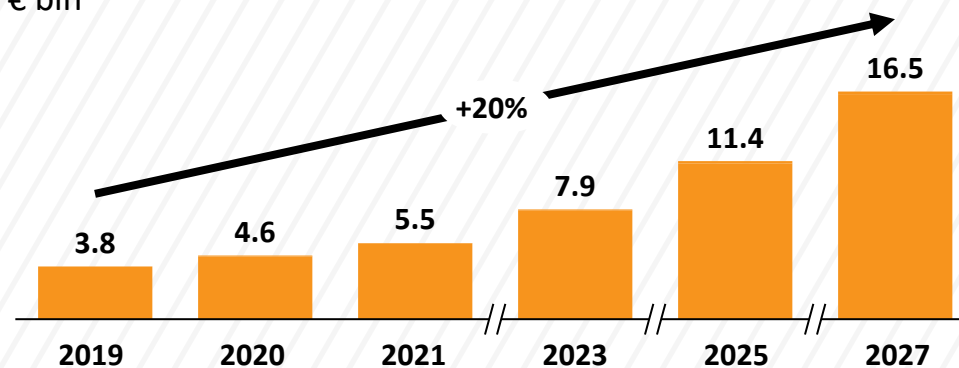
CONTINUOUS INTELLIGENCE
The Right Information, At The Right Time,
To The Right People, In The Right Way

Forensic Intelligence

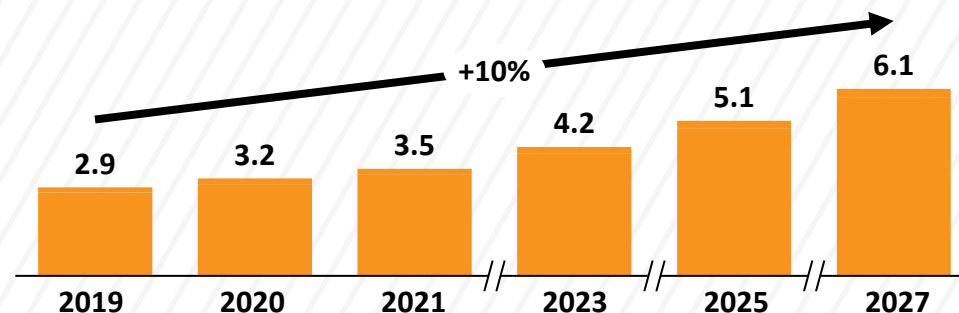


Support law enforcement agencies providing **customizable and easy-to-use Forensic Intelligence & data analysis solution**

Global opensource intelligence (Osint) market € bln



Global forensic intelligence & data analysis € bln



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



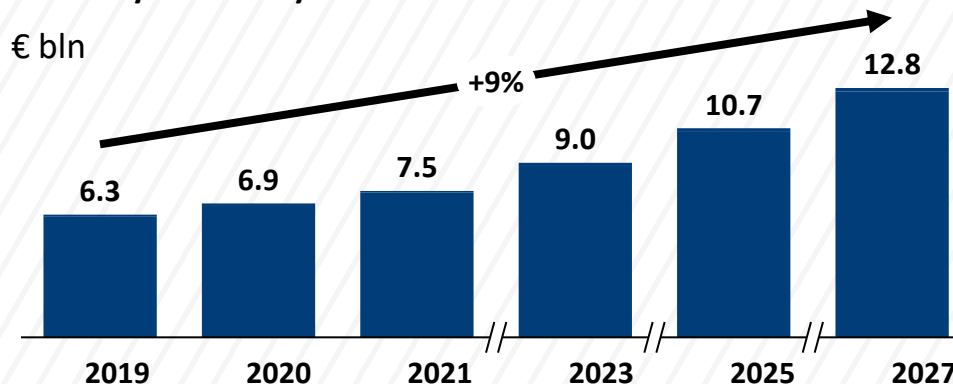
Pool of **Cyber Security services** covering the following topics:

- 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



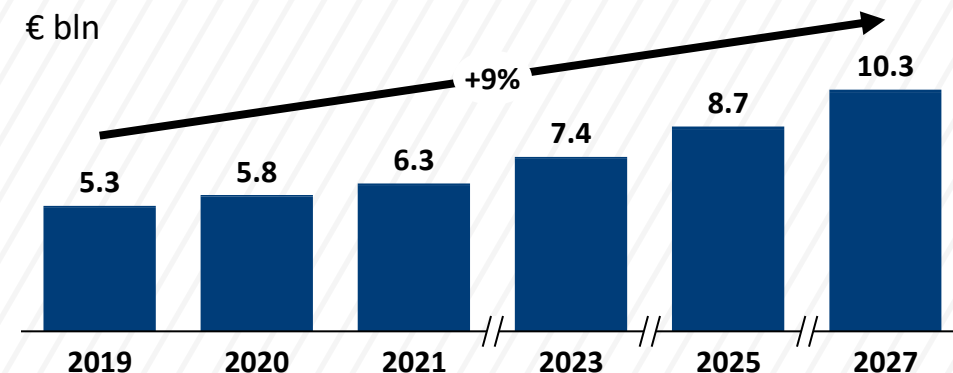
Global Cybersecurity Products¹ Market

€ bln



Global Cybersecurity Services² Market

€ bln



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

2. Includes Penetration testing, Vulnerability management and related services

Source: IDC, industry reports and expert interviews

Enduring growth



Strategy & Outlook

Our growth Strategy: Market

Cy4Gate Group portfolio – cyber intelligence & cyber security products - perfectly fits with the following **3 fast growing markets**, both in Italy and abroad:

Defence



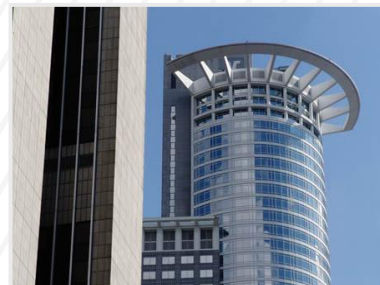
- Increasing internal and external security threats and undergoing military network-centric modernization;
- Market CAGR 8% - predicted to grow to 1350B\$ in 2030 from 750B\$ (2022).

Security & Law Enforcement



- Digital crime via digital/electronic devices is LEAs biggest challenge; AI is a key enabler;
- Market is globally growing at 9% CAGR up to 2028;
- Need for cases management, track evidences, data gathering and correlation, creation of reports.

Corporate



- Double digit growth for digital transformation market (around 20% CAGR to 2027);
- Cyber security market is underpenetrated in terms of for SMEs, targets of massive attacks.

Products involved

- Decision Intelligence & AI (Quipo) for C2 platforms
- Cyber security products and services bundle (RTA, Diateam, CTI, customization services)
- Decision Intelligence & AI (Quipo & Mito) for data gathering and correlation
- Forensic Intelligence suite
- Decision Intelligence & AI (Quipo)
- Cyber security products and services bundle (RTA, Diateam, CTI, Pronto Cyber, Services) for a 360° capabilities coverage

Our growth Strategy: Actions

2024

2025-2026

Defence

- **Strengthen industrial partnerships** with Tier-1 Italian and European Defence Contractors
- **Penetrate new geographies** through Cyber Academy and Cyber Labs
- **Increase direct domestic and international** market penetration leveraging mother company network

- **Capture EU funds** (NATO, EDA, ESA) for R&D in the cyber also through industrial partnership
- **Take part to international consortia** or JVs for pluriannual defence programs

Security & Law Enforcement

- **Consolidate the Italian market**, focusing on more relevant P.P.O. districts whilst decreasing exposure on less profitable Offices
- **Maintain commercial advantage** while mitigating need for relevant investments through selected partnership with specialized boutique firms
- **Increase market penetration** of newly developed tactical devices in Italy and abroad

- **Progressively gain relevant** shares and presence in the more stable European region
- **Ensure consistent growth in the Spanish** market leveraging on our pluriannual presence in the Country (Dars), to create Cy4 second domestic market for revenues after Italy.

Corporate

- **Shift from products to capabilities offering** to improve competitiveness (cyber security platform)
- **Complement sales force efforts** through new effective channel partnerships (Attiva, Innovery)
- **Enlarge domestic market penetration** in big/medium size corporation through a reinforced and well seasoned sales team
- **Pursue up-selling and cross-selling** opportunities in new corporate segments (banking, automotive, luxury, travel) thanks to XTN acquisition

- **Expand business to new geographies in E.U.** partnering with foreign channels and fostering development of an international sales team
- **Push on inorganic** growth via M&A

Opportunities

The strategy will be a key enabler to:

- ✓ intercept growing Defence market needs, characterized by global relevant investments, huge size and pluri-annual contracts, enabling quick creation of backlog, thus supporting Corporate sales in seasonality risks reduction
- ✓ further consolidate leadership position in Italy (notwithstanding sector justice reform) and boost growth primarily in E.U.
- ✓ expand Corporate market presence to support creation of recurring stream of regular revenues throughout the year, accelerating the process of seasonality mitigation

Expected Revenues 2024

	PIPELINE	CONVERSION RATE	TOTAL
TOTAL	~122 €M	~11%	~13-15 €M

	BACKLOG	RECURRING	TOTAL
TOTAL	~38 €M	~31-34 €M	~69-72 €M



Financials

Highlights



The results of the first 9 months of 2024 confirm the soundness of the CY4Gate Group with the **improvement of all economic indicators** compared to 9M 2023; **seasonality of turnover** - historically concentrated in the last quarter of the year - **is still relevant** partially offset by XTN and DARS (RCS group Company) sales



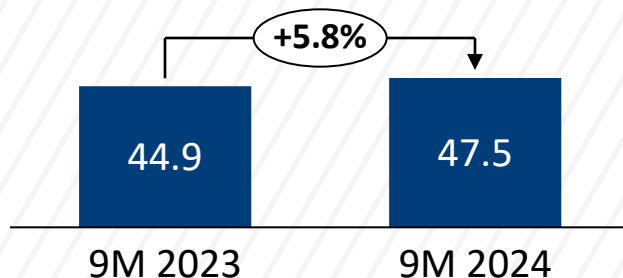
The Value of Production compared to 30 September 2023 **grows by around 6%** thanks to the defence sector, the cyber intelligence sector to support law enforcement in Italy, and the excellent performance of the newly acquired XTN. This growth offset the lack of revenues related to **foreign orders in the Forensic Intelligence sector**, affected by the uncertainty of the international geopolitical scenario



The Group continues to pursue **its strategy to deseasonalize the business**, also thanks to the creation of an **important backlog** with the closing of significant **contracts in terms of amount and profitability**, with multi-year duration. **Guidance 2024 confirmed.**

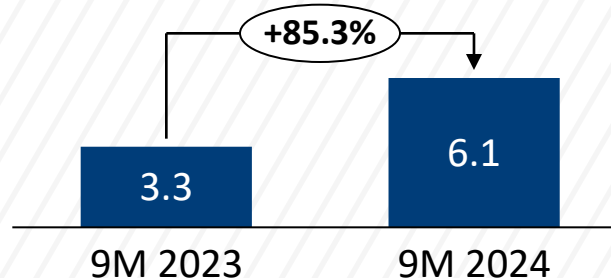
9M 2024 Key Data

Revenues¹ (€ mln)



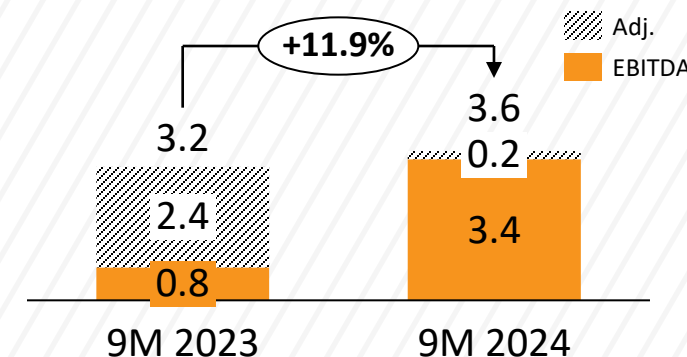
- **Revenues** +5.8% compared to the first nine months of 2023, thanks to Defence and national Forensic Intelligence sectors, as well as the excellent performance of the newly acquired XTN Cognitive Security

R&D (€ mln)



- **R&D Costs** +85% compared to the comparative period taking account of the exposure of RCS's R&D costs from end of 2023.

EBITDA Adj. (€ mln)

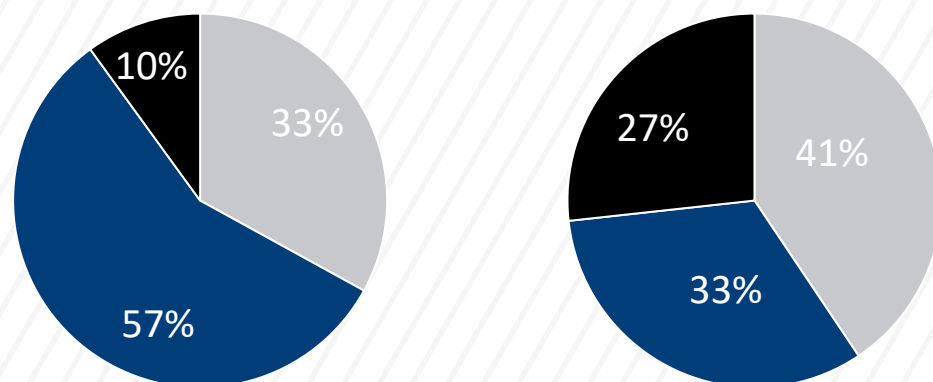


- **EBITDA Adjusted** at €3.6 million – margins increased by 12% but still affected by lower revenues in foreign Forensic Intelligence

9M 2024 Revenues Breakdown

By business line

Decision Intelligence Forensic Intelligence Cyber Security



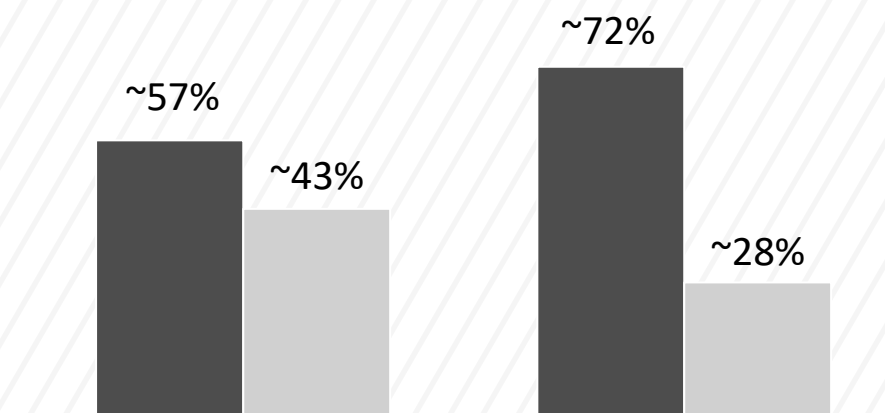
9M 2023

9M 2024

Business mix changes, mainly due to the consolidation of XTN and increase in cyber activities in the Defence sector

By geographical area

Italy Export

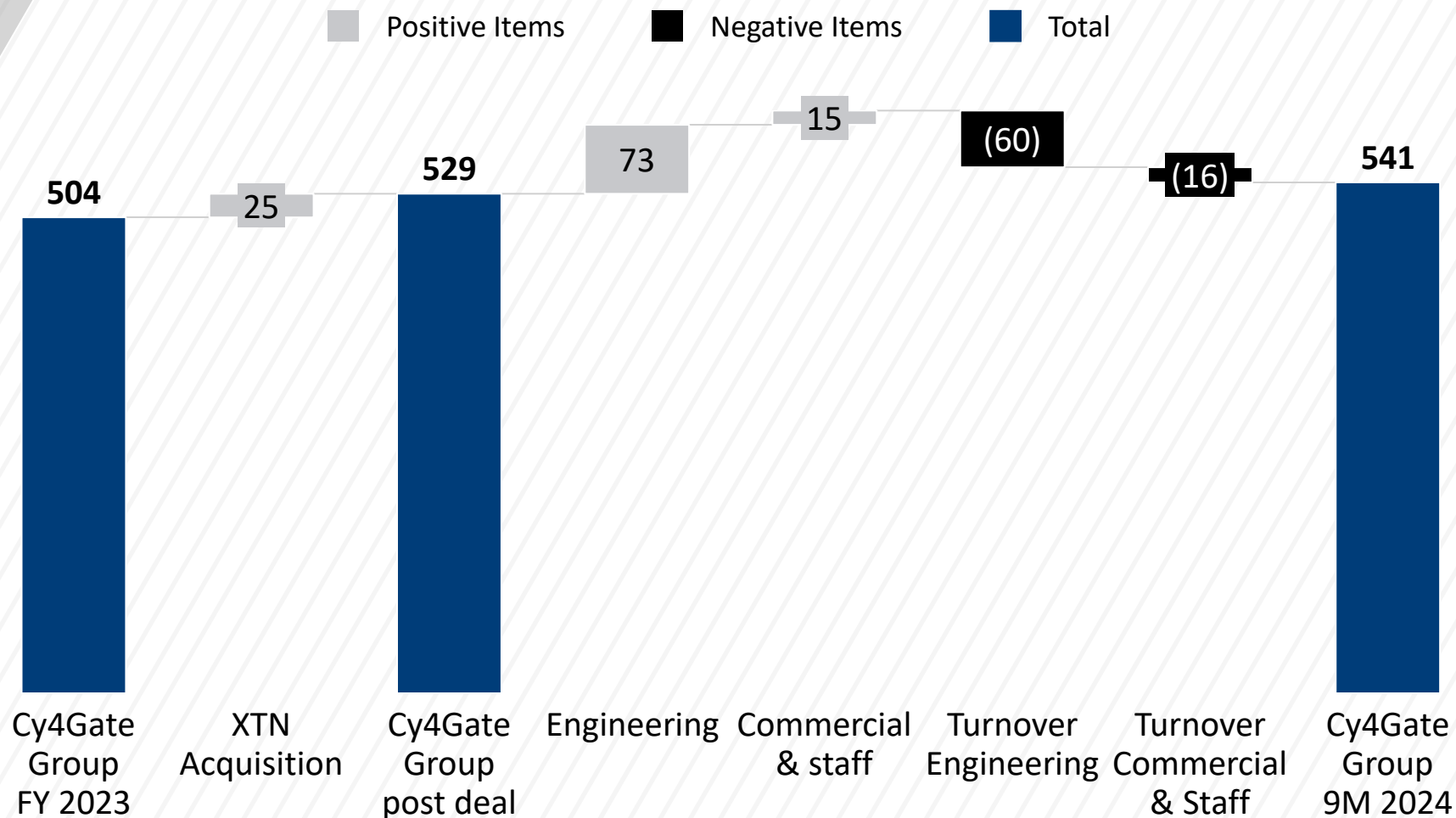


9M 2023

9M 2024

International sales are down compared to the 9M 2023 due to the slowdown of Forensic Intelligence market

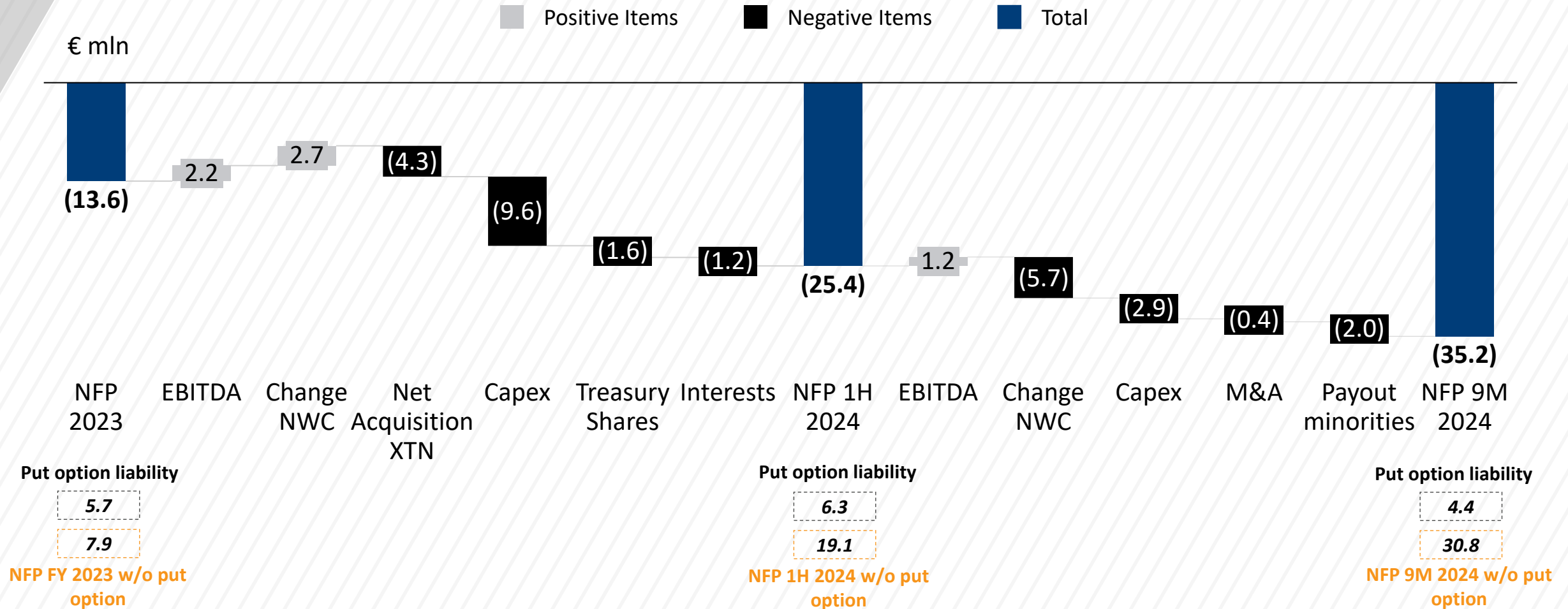
9M 2024 People Investment



Total personnel increased in the first nine months of 2024 by a total of 37 resources:

- Increase of 25 resources related to the XTN acquisition that will strengthen the cybersecurity line
- Increase of 88 resources in engineering and commercial & staff compared to 76 exits

9M 2024 NFP Bridge



9M 2024 Profit & Loss

€ mln	9M 2024 ¹	9M 2023
Operating Revenues	45.4	43.6
Other Operating Revenues	2.2	1.3
Total Revenues	47.5	44.9
Services, Procurement & other operating costs	20.1	19.3
Personnel Costs	23.8	22.4
Costs	43.9	41.7
EBITDA Adjusted	3.6	3.2
D&A [including leasing costs]	(11.4)	(9.6)
EBIT Adjusted	(7.8)	(6.3)
D&A [related to PPA]	(3.4)	(3.4)
EBIT	(11.1)	(9.7)
Financial Income (Expenses)	(1.8)	(1.0)
One off costs	(0.2)	(2.4)
EBT	(13.2)	(13.2)

1. Including the consolidation of XTN from 1st January 2024

9M 2024 Asset & Liabilities

€ mln	9M 2024	FY 2023
Fixed assets	96.8	87.9
Inventory	1.5	0.8
Contract assets (liabilities)	6.1	3.1
Trade receivables	49.4	53.7
Trade payables	(11.1)	(14.4)
Trade Working Capital	45.9	43.1
Other assets (liabilities)	(13.0)	(6.3)
Net Working Capital	32.9	36.8
Net Capital Invested	129.7	124.8
Cash and cash equivalents	8.3	17.6
Financial assets	3.4	1.4
Financial Liabilities	(43.1)	(28.8)
Lease liabilities	(3.8)	(3.8)
Net Financial Position	(35.2)	(13.6)
Put option liability	(4.4)	(5.7)
Book value of treasury shares in portfolio	(3.2)	(1.6)
Net Financial Position Adjusted	(27.5)	(6.3)
Shareholders' Equity	(94.5)	(111.1)
Sources	(129.7)	(124.8)



Sustainability

Our commitment for a greater sustainability

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

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 and social development.



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



Business management

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



Relationship and working conditions

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



Responsability towards the community

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



ESG – Environmental, Social, Governance



ENVIRONMENTAL

Climate positive goal

- In 2022, 100 trees planted to reduce 17 tons of Co2
- In 2023, 56% saving of energy consumed outside the organization resulting from smart working
- We are always looking to improve energy efficiency and we joined the project «M’illumino di meno»



SOCIAL

Employees and community

- Health Plan Regulation to all permanent employees
- Specific regulations to facilitate smart working
- Support to non profit associations and participation in charity events
- We completed the UNI /PdR 125:2022 Gender Certification Process



GOVERNANCE

Robust governance and responsible business conduct

- Voluntary ESG disclosure in accordance with GRI Standards
- Anti corruption policy & Code of Ethics
- GDPR compliance
- ESG-ES Rating Ethifinance 82/100 above the average of the 264 companies assessed in IT sector

Follow us:



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