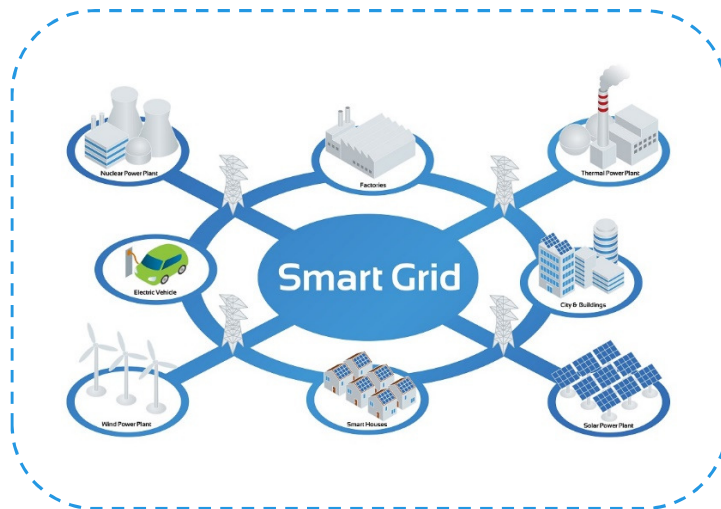# foreseeti

CAD tool for Proactive Cyber Security Mgmt

Joakim Nydrén, CEO

October 2015, TBB, Berlin

IT security is crucial in the new energy ecosystem

IT security crucial

- IT is core in the "Smart Grid" with distributed production

- IT security is hence absolutely crucial

- IT threats are real and incidents rapidly increasing

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IT security architects face a massive challenge

A massive challenge...

- Security not achieved by local optimization

- Companies need to prioritize their resources

- The scale and interconnectivity in IT systems makes IT security analyses very complex

- Expertise is required in several disciplines; from HW to SW to different types of attacks

**... today addressed through manual expertise**

- Current way of designing and managing cyber security architecture typically dependent on manual expertise

- Manual expertise is scarce, expensive and depending on the knowledge of the experts

- The analyses needed is very suitable for computer program computations

Other engineering disciplines solve this type of challenge through modelling in a CAD-tool

- providing a very effective way to test, optimize and make design decisions

securiCAD help companies manage IT security proactively

A CAD tool …

- Users inputs their IT architecture in graphical interface or through automatic read-in

- Tool simulates hacker attacks and provides a "heat map" of where the architecture is likely to be more or less vulnerable based on security research & expertise combined with sophisticated network analysis
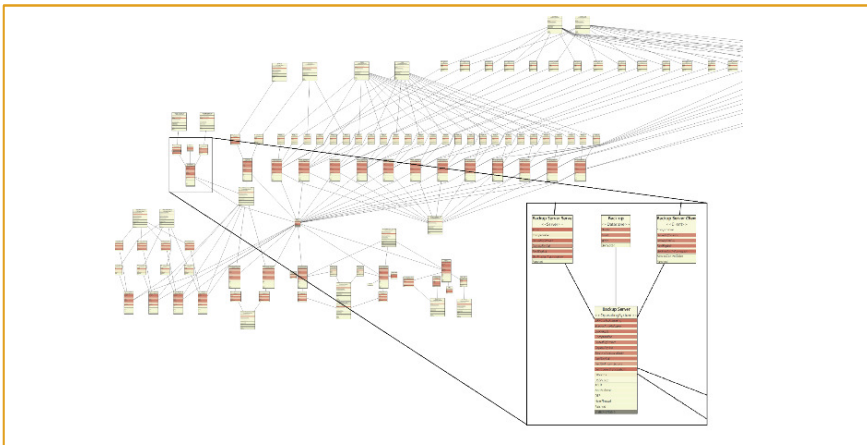
… to manage IT security proactively

- **Understand** current cyber security posture across complex enterprise-wide architectures

- **Prioritize** areas to address and cyber security investments to pursue

- **Proactively manage** cyber security e.g. when building or modifying architectures

Value

- Improved security return on investment

- Improved/secured analysis quality

- Improved cost efficiency
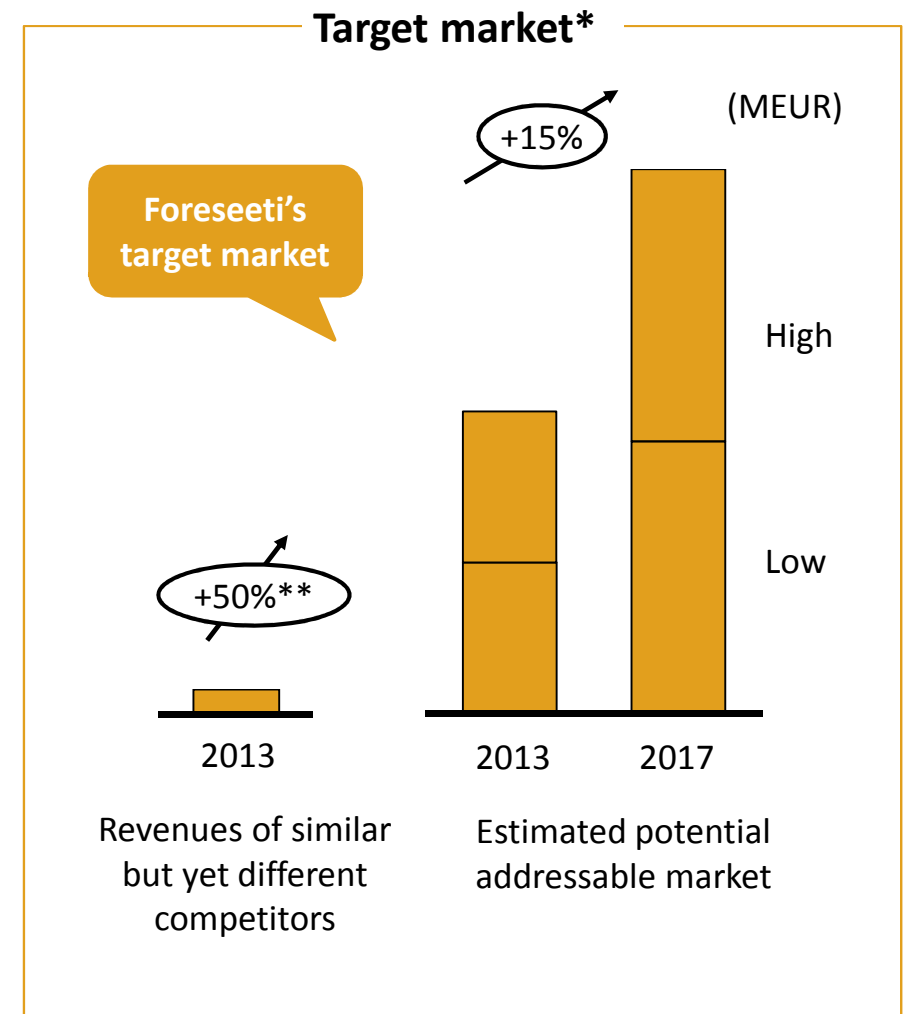
- Improved visualization for communication

Note: User interface is under development

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We target a strategic niche with a strong value prop

- **Strategic and growing niche**

  - Key capability in cyber security mgmt.

  - foreseeti experience a strong demand

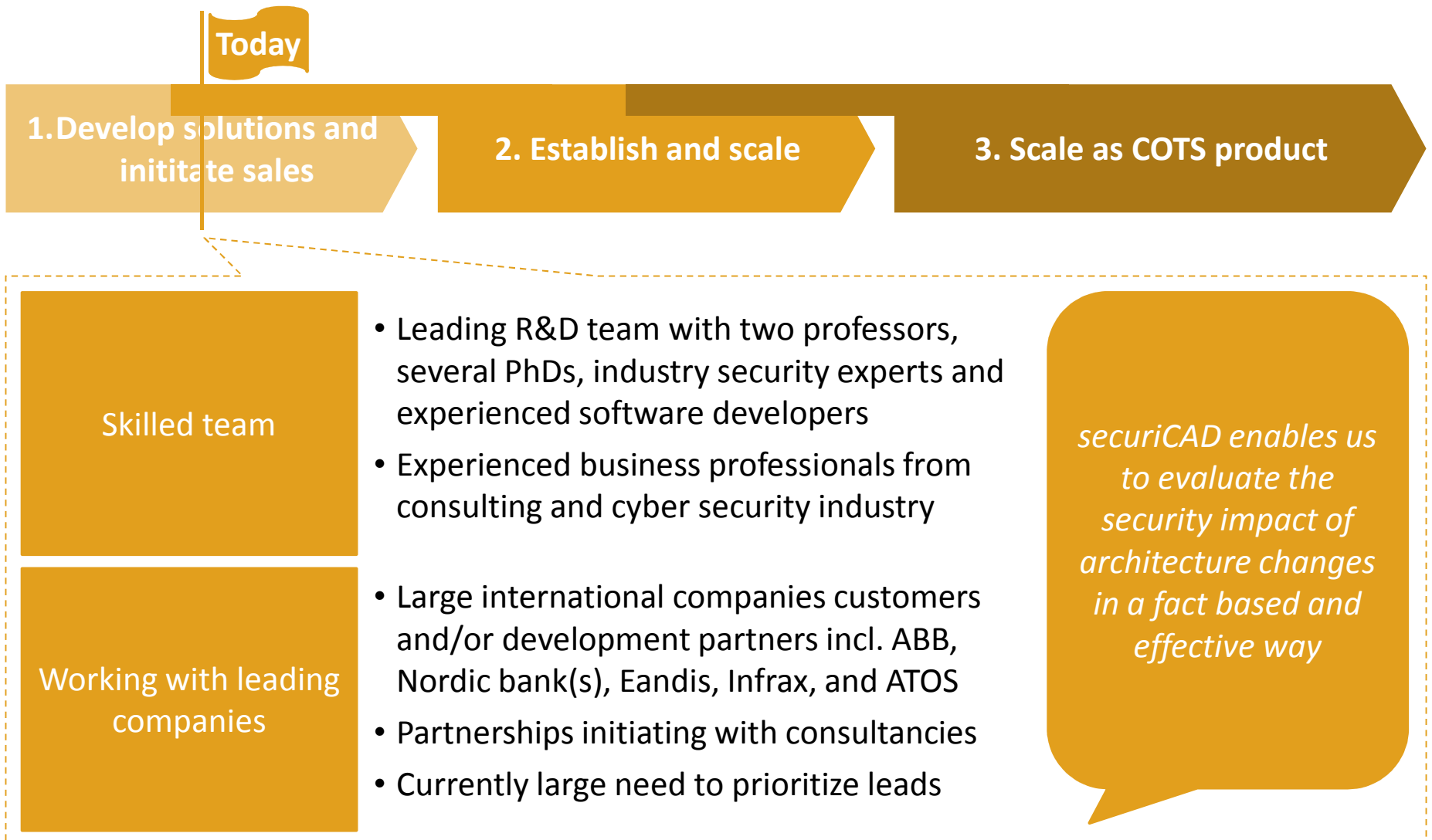 - Market potential +1 BEUR, 15% CAGR

- **Distinct competitive advantages**

  - Unique forward looking capability

  - Actionable output even if incomplete data

  - Scanning not needed

  - "Security expertise in a box"

Target market*

(MEUR)

+15%

Foreseeti's target market

High

Low

+50%**

2013

2013   2017

Revenues of similar but yet different competitors

Estimated potential addressable market

*   Source: foreseeti market analysis
** Historically (based on limited insights)

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Our skilled team now take the tool to the market

Today

1. Develop solutions and inititate sales

2. Establish and scale

3. Scale as COTS product

Skilled team

- Leading R&D team with two professors, several PhDs, industry security experts and experienced software developers
- Experienced business professionals from consulting and cyber security industry

Working with leading companies

- Large international companies customers and/or development partners incl. ABB, Nordic bank(s), Eandis, Infrax, and ATOS
- Partnerships initiating with consultancies
- Currently large need to prioritize leads

securiCAD enables us to evaluate the security impact of architecture changes in a fact based and effective way

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Thank you!

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