



Cybersecurity
is a **Culture**,
Not a Product™

Investor Presentation
April 2023



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Cybersecurity is a Culture, Not a Product®



- **CISO Global** was designed from inception to bring talent together.
- Our cybersecurity experts not only span global geographies, but also specialties, industries, regulatory frameworks, and focus areas.
- **CISO** has joined together the best thought leaders, technologists, and consultants across the globe.
- With the cybersecurity workforce gap growing year-over-year, **CISO** provides the expertise to accelerate our clients' journey to cyber resiliency.

Business Overview



CISO Business Overview

- CISO Global offers solutions and services within strategy & risk, cyber defense, security architecture & engineering, and readiness & resiliency domains
- The Company offers a full suite of cybersecurity solutions through a recurring revenue model, cross-selling a holistic suite of cybersecurity and compliance offerings while leveraging an expanding partner ecosystem
- Strong M&A expertise with 16 acquisitions⁽¹⁾ announced to date extending capabilities and expanding to new geographies
- Seasoned leadership team comprising of leaders in technology and cybersecurity
- CISO Global trades on the NASDAQ under the ticker “CISO” and is headquartered in Scottsdale, Arizona

Business

Financial

Company Highlights

1,000

Customers

432

Employees

Arizona

Headquarters

2019

Year Founded

15

Industries Served

16

Acquisitions Since 2019⁽¹⁾

~\$46.5M

FY 2022
Revenue⁽²⁾

190%

2019 – 2022
Revenue CAGR

(1): RAN Security has been announced but is pending closing and is not included in this calculation

(2): Represents audited FY 2022

Experienced Leadership Team



David Jemmett | CEO
23 years



Ashley Devoto | President & CISO
18 years



Kyle Young | Interim COO
16 years



Deb Smith | CFO
17 years



Jerald Dawkins, PH. D | CTO
20 years





Key Investment Highlights



Uniquely positioned to tackle a robust, rapidly expanding market experiencing continued challenges



Ability to increase wallet share given best-in-class, highly experienced talent advantage



Development and expansion of existing partner ecosystems driving further organic growth



Robust financial profile with predictable recurring revenue driven by long-term contracts



Multi-pronged growth strategy with organic and inorganic opportunities



Tenured, experienced team with proven ability to drive significant growth, manage integrations, and lead daily operations

CISO: Positioned to Tackle Enterprise Cybersecurity Challenges

Cybersecurity is a Culture,
Not a Product®





Widespread Industry Challenges



Alert fatigue & data saturation



Vendor lock-in & point solutions



ROI / Corporate commitment



Compliance complexity



Talent shortfall



Expanding attack surface & multiplying threats

Expanding attack surface and complex cyber supply chains have given rise to new advanced threats. Compliance regulations have become more rigorous and punitive. While digital transformation accelerates the pace of doing business, its impact is often limited by budget restrictions and security talent gaps.



Tremendous Market Opportunity

1168

per week

Average number of cyberattacks against an organization 2022^[1]

\$4.35

Million

Average cost of a data breach in 2022^[2]

\$6

Trillion

lost to cybercrime in 2021 and estimated to reach \$10.5 Trillion by 2025^[3]

95%

of CISOs

believe the skills shortage hasn't improved at all over the last few years^[4]

300%

Increase

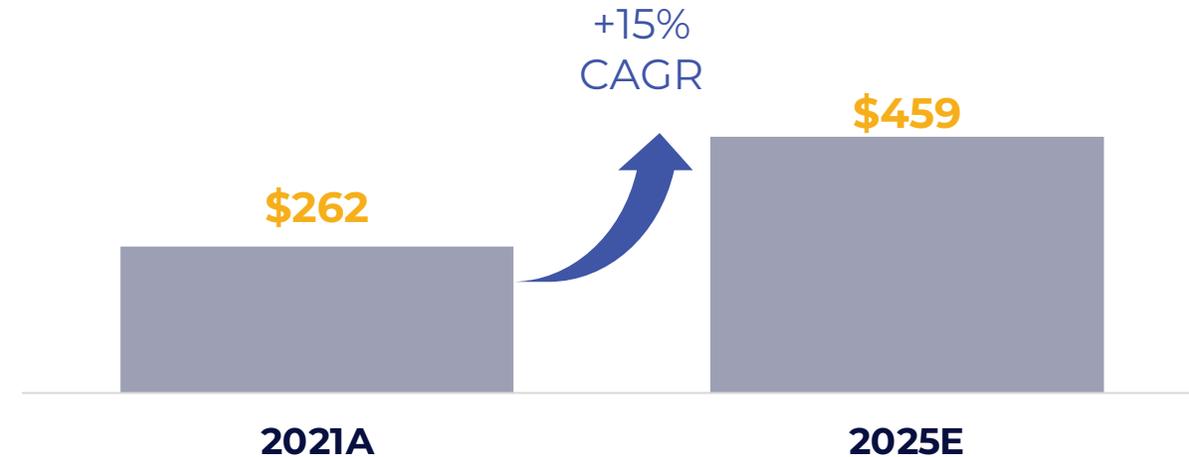
in cyber crime since the pandemic began^[5]

62%

of CISOs

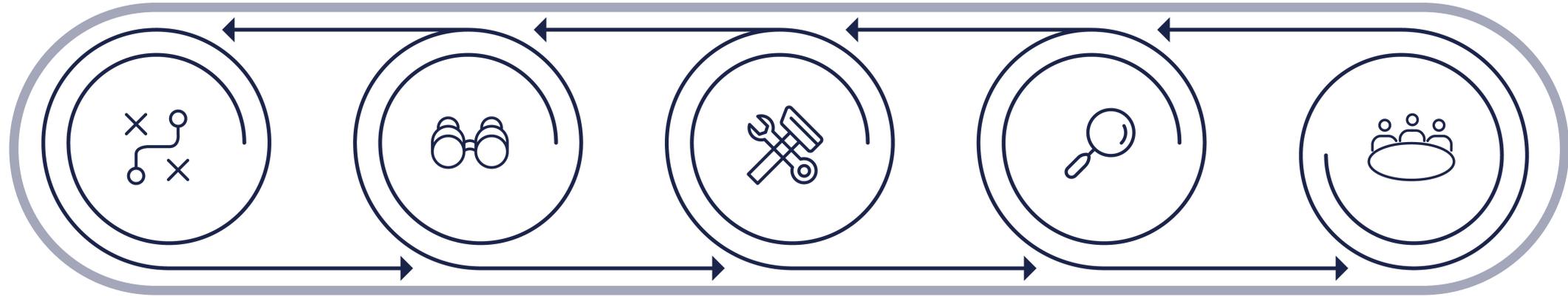
expect talent shortfall to worsen over next five years^[6]

Global Cybersecurity Spend (\$bn)^[7]





The CISO Global Difference



CUSTOMER BUSINESS STRATEGY

Understanding the organizational strategy.

Align cyber vision with business goals and priorities.

DISCOVER

Benchmarking against industry-aligned frameworks.

Remove latent risk via analysis and best practice standards.

DESIGN & BUILD

Tailored solutions that elevate cyber maturity.

Timely transition to a robustly secured environment

RUN

Ensure delivery of stated plan objectives.

Operate in an enhanced manner: Identify, qualify and remediate.

MANAGE, MONITOR & OPTIMIZE

Maintain digital hygiene.

Apply internal and external learnings, continuously evolving to remain vigilant.



Advisory-led



Partnership Model



Technology Agnostic

Holistic Services Capabilities Addressing Cybersecurity and Compliance Needs



Cyber Defense

- Attack Surface Reduction
- Cyber Threat Intelligence
- Incident Response
- Threat Detection Operations

Strategy & Risk

- Cybersecurity Risk Assessment
- Audit & Compliance Services
- Gap Assessment

Security Architecture & Engineering

- Data Engineering
- Network Hardening & Segmentation
- Identity & Access Management

Readiness & Resiliency

- Security Testing
- Tabletop Exercises & Wargames
- Training Programs
- Breach Response

Managed Services

- Managed Security Information & Event Management (SIEM)
- Managed Detection & Response (MDR)
- Extended Detection & Response (XDR)
- Managed Compliance
- Data Backup
- Advanced Firewall Management
- Patch & Vulnerability Management
- Security Awareness Training



Competitive Landscape

Company	Overall	SOC	Security Testing	Advisory Services	Compliance Services	Delivery Platform	Brand Strength



Representative Clients



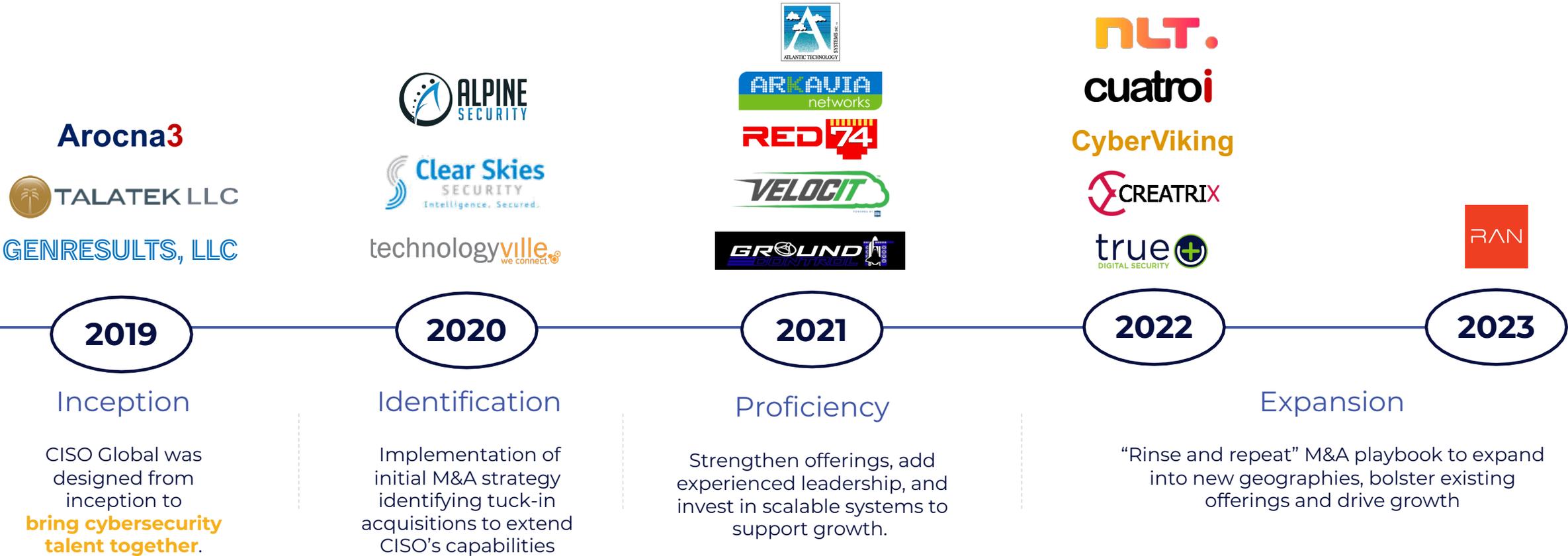
“ Our experience with CISO Global has been phenomenal. They bring a level of expertise that is a significant uptick from where we were with our existing IT department. They have a wealth of access to very talented people who share their knowledge to tackle any problem that I think could ever happen to my business. And that kind of assurance is a great comfort. ”

Andy McCain – Hensley Beverage Company

A blue-tinted photograph of two men in a meeting. One man is pointing at a laptop screen while the other looks on thoughtfully. The scene is set in a bright office environment.

CISO Global's Highly Efficient M&A Machine

The CISO Global Journey: A Proven Platform for M&A



CISO Global is on a mission to demystify and accelerate our clients' journey to cyber resilience, empowering organizations to securely grow, operate, and innovate.





Targeted Acquisition Strategy

Consolidation & Global Scale

 Add Geographies

cuatro**i** **NLT.**

ARKAVIA
networks

Differentiation & Customer Expansion

 Offer New Services

CREATRIX **true****+**
DIGITAL SECURITY

TALATEK LLC **cuatro****i**

 Increase Consolidation

Clear Skies
SECURITY
Intelligence. Secured.

true**+**
DIGITAL SECURITY

VELOCIT

 Add Technology / IP Differentiation

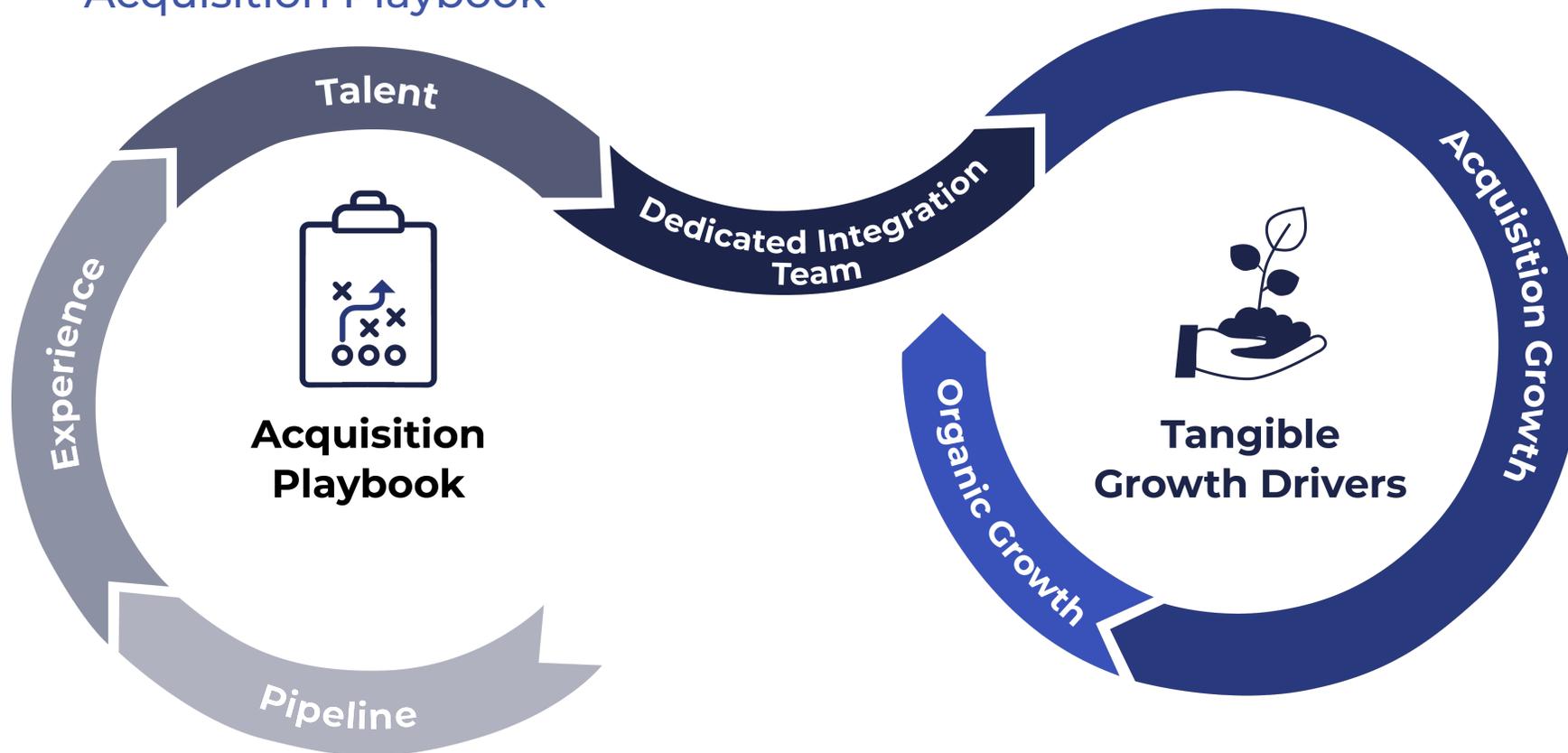
TALATEK LLC **true****+**
DIGITAL SECURITY

Telemetry
Platform

Robust Growth Opportunities Driven by Continued Acquisitions



Acquisition Playbook



Acquisition Growth

Top 30 US Markets

Move to EU, Asia & Latin America

Focus on acquiring talented services

Product agnostic approach

Organic Growth

Expand service offerings

Streamline operations across brands & business units

Cross-sell complementary services between client bases

Sharpen focus on revenue generation & margin

Increase brand & offering awareness with unified marketing

Financials and Growth Overview





History of Driving Top-Line Growth

Yearly Financials

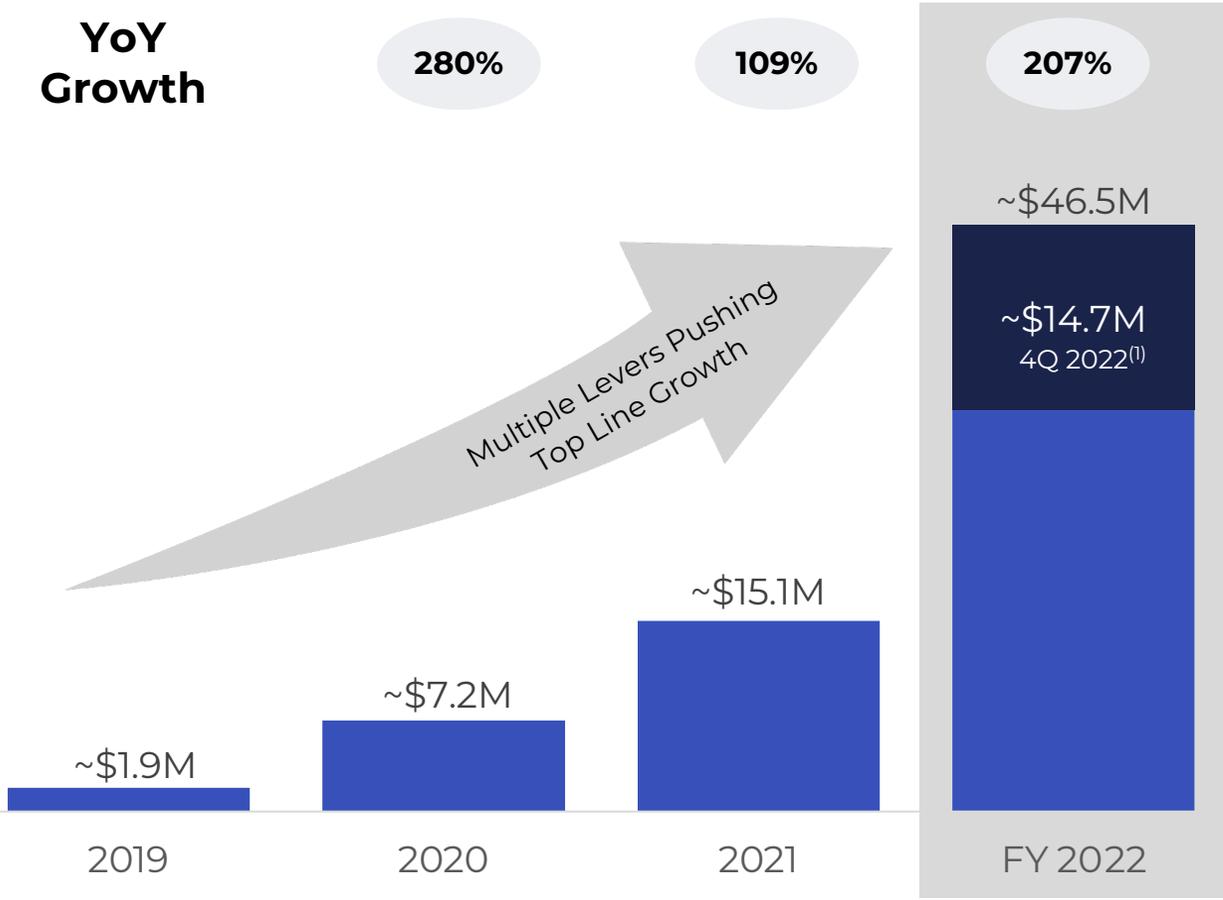
YoY Growth

280%

109%

207%

Multiple Levers Pushing Top Line Growth



CISO Global by the Numbers

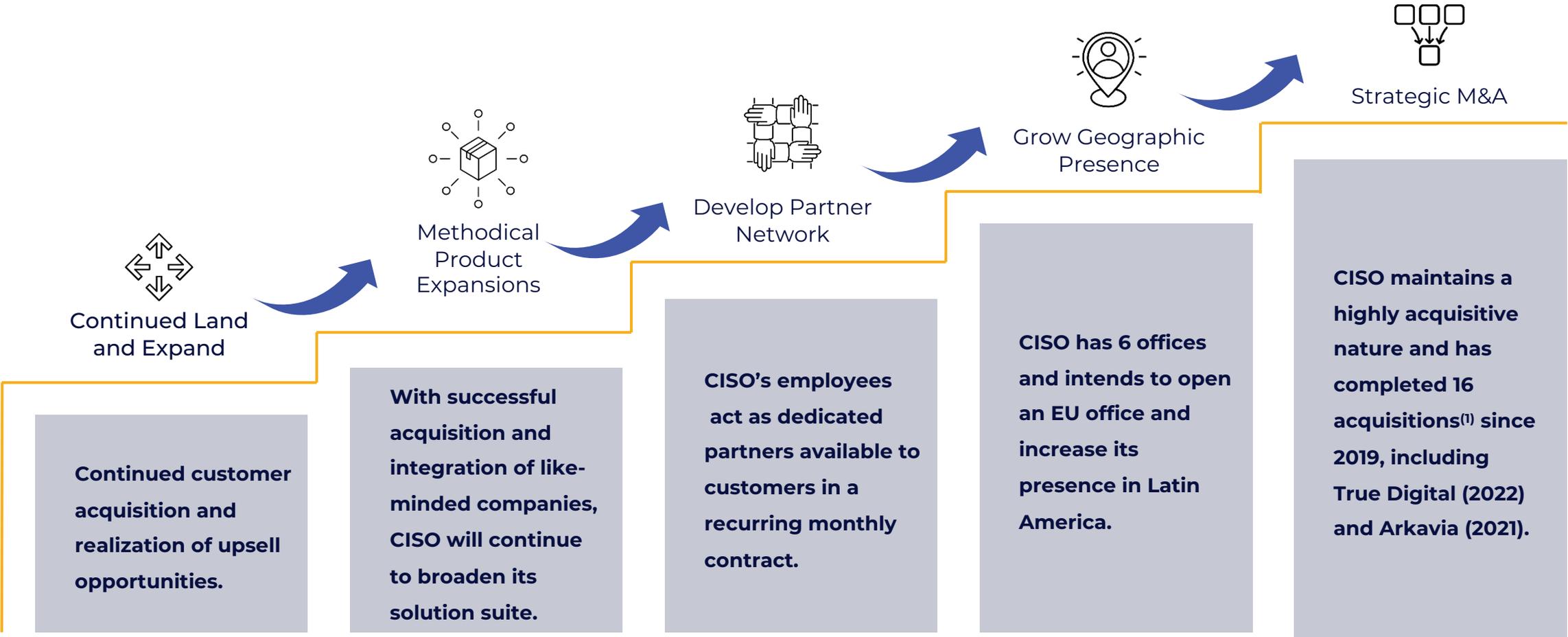
150%
Q4 2022 YoY Revenue Growth⁽¹⁾

190%
2019-2022 Revenue CAGR

(1): Represents 4Q'22 financials



Multiple Levers for Growth



(1): RAN Security has been announced but is pending closing and is not included in this calculation

Sources



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Thank You

cisco

G L O B A L

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