



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



Booz | Allen | Hamilton



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

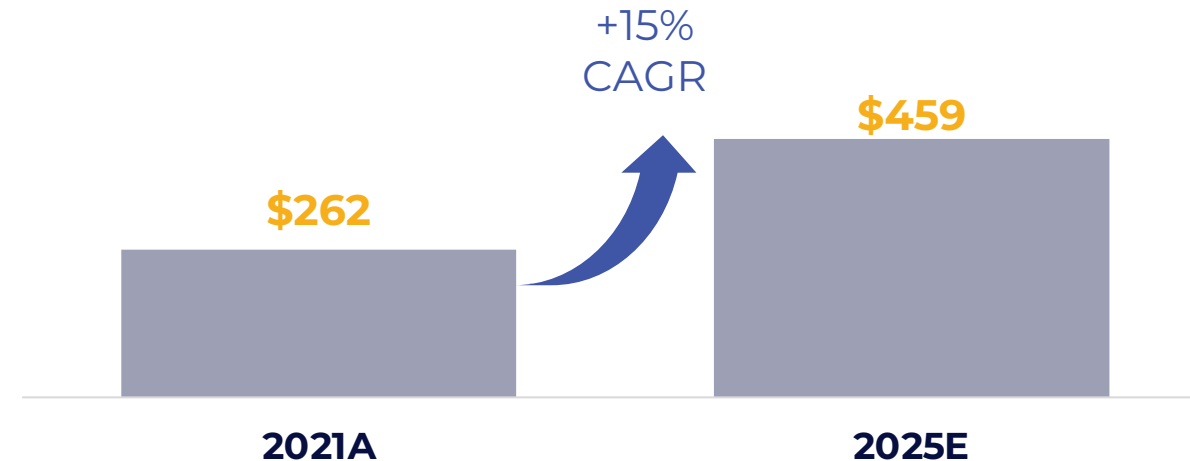
in cyber crime since the pandemic began^[5]

62%

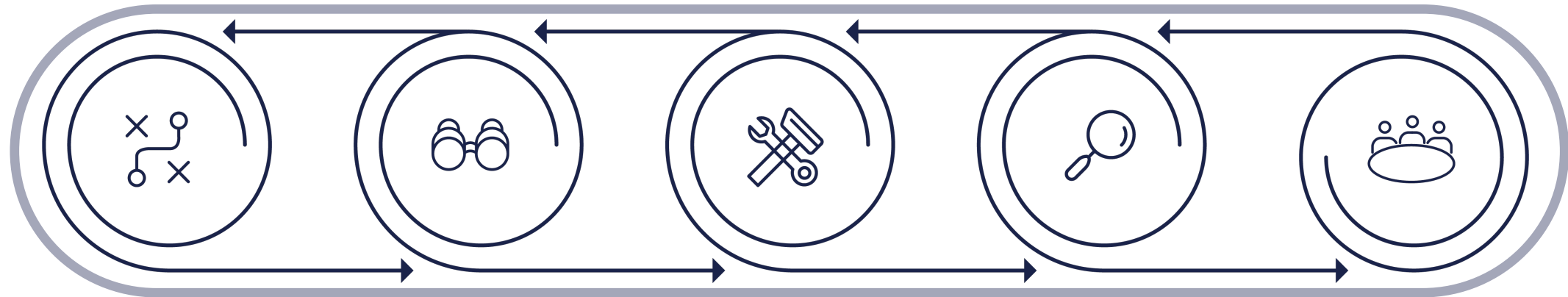
of CISOs

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



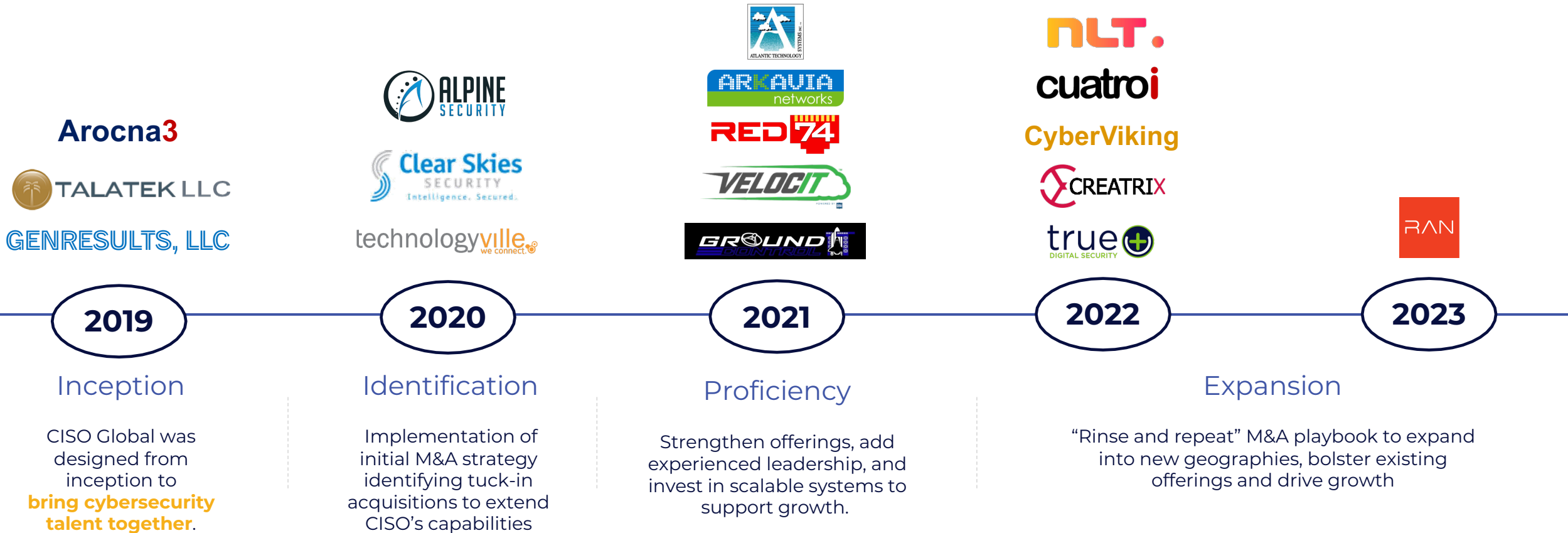
“Our experience with CISO Global has been phenomenal. They bring a level of expertise that is a significant uptick from where we were with our existing IT department. They have a wealth of access to very talented people who share their knowledge to tackle any problem that I think could ever happen to 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 professional setting. One man, with a beard and wearing a light-colored shirt, is leaning over a desk, pointing at a laptop screen. The other man, wearing a dark shirt, is looking at the screen and gesturing with his hand. On the desk, there is a laptop, a small potted plant, a pen, and a smartphone. The background is bright and out of focus.

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

Differentiation & Customer Expansion



Add Geographies



Offer New Services



Increase Consolidation



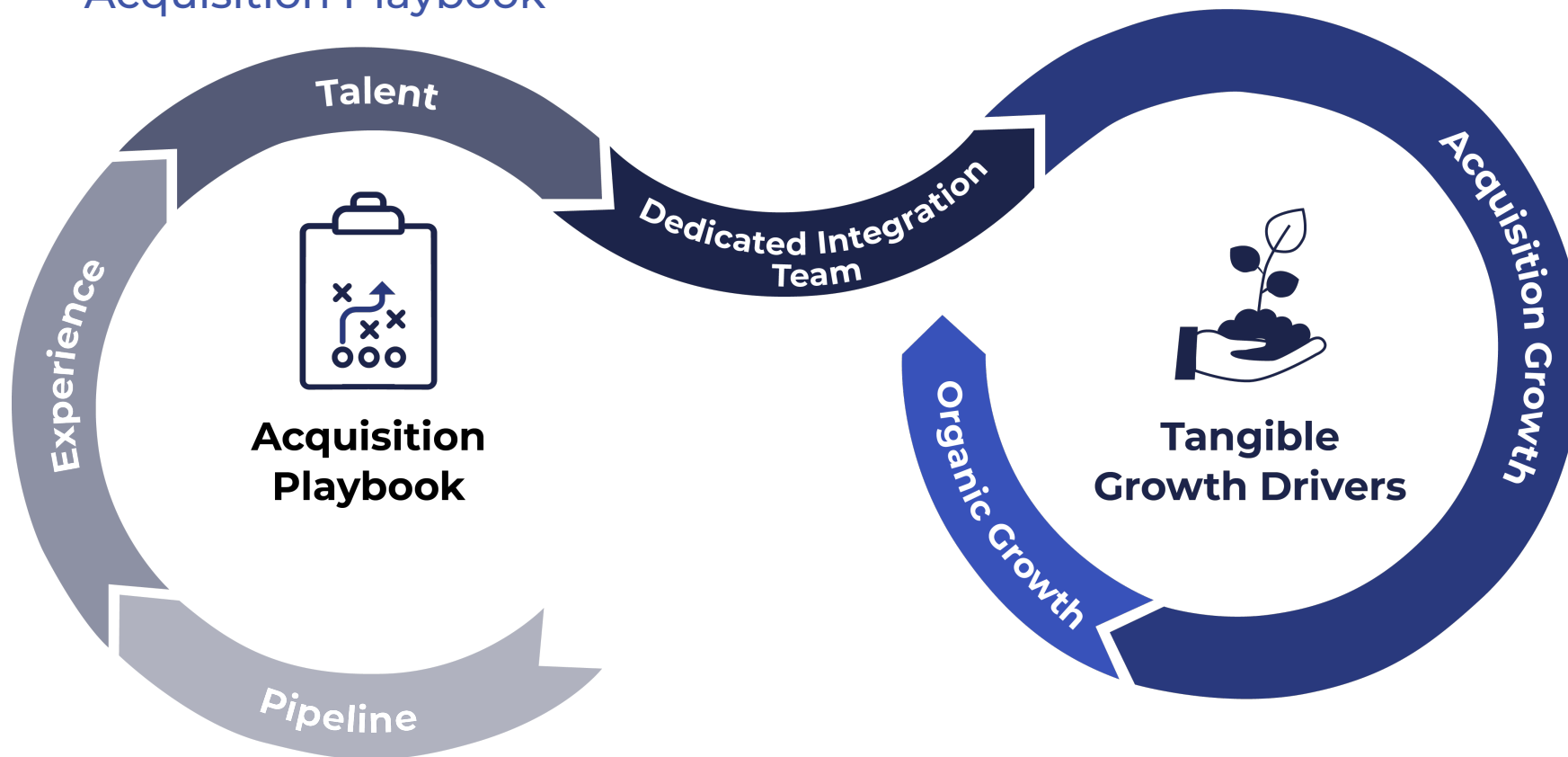
Add Technology / IP Differentiation



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%

~\$46.5M

~\$14.7M
4Q 2022⁽¹⁾

~\$15.1M

~\$7.2M

~\$1.9M

2019

2020

2021

FY 2022

Multiple Levers Pushing
Top Line Growth

CISO Global by the Numbers

150%

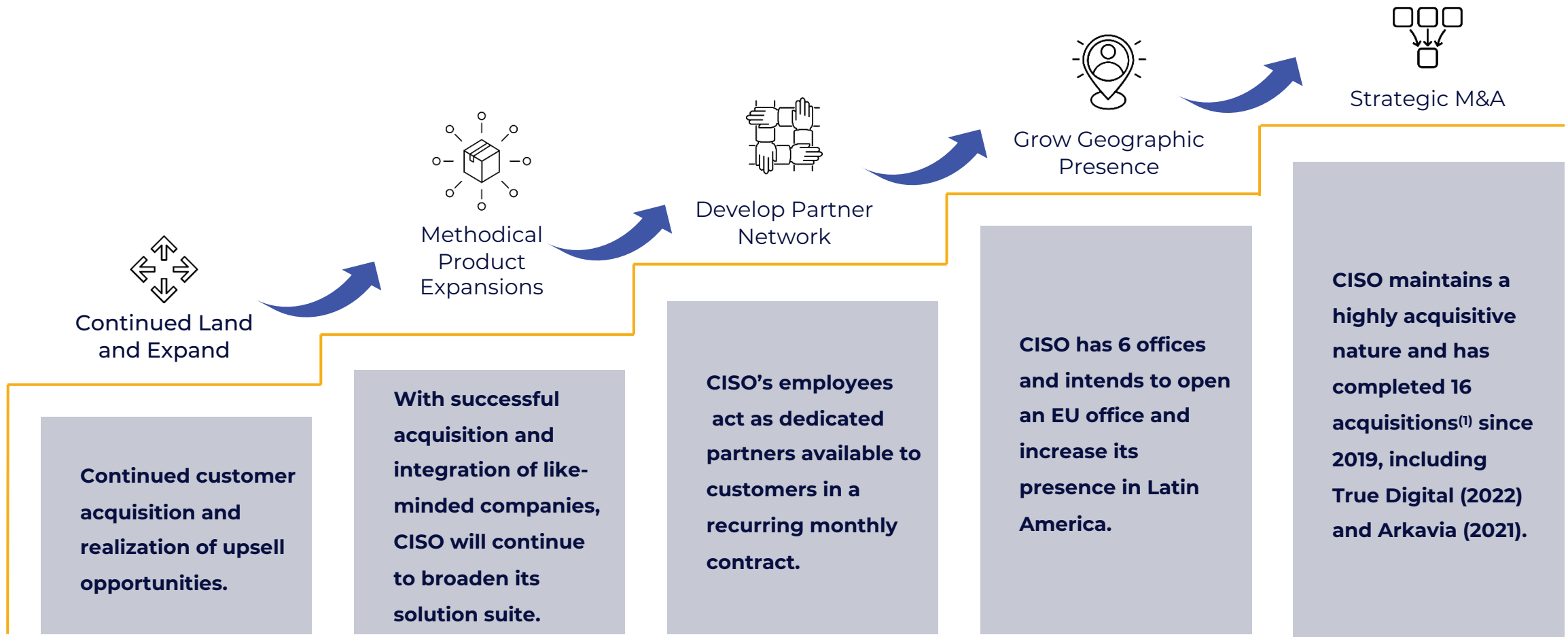
Q4 2022 YoY
Revenue Growth⁽¹⁾

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

CISO

G L O B A L

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