



foreseeti

Proactive Cyber Security Mgmt

EcoSummit Berlin

May 2015



Cyber security is a massive challenge in our interconnected world



Cyber security challenge

Interconnected world

- Connected and interconnected complex systems of systems
- Smart grids, banking systems, production systems etc.

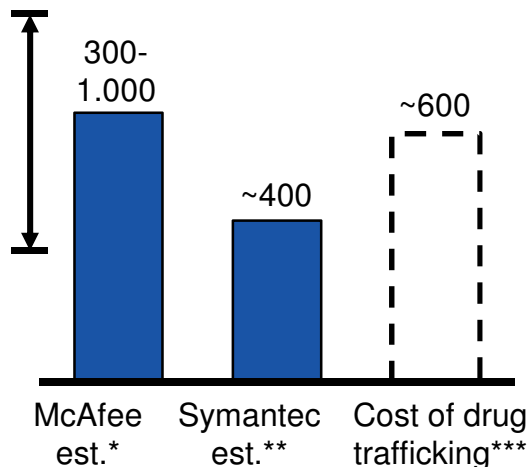
Massive challenge

- Global cost of cybercrime estimated to 300-1.000 BUSD
- Rapidly increasing

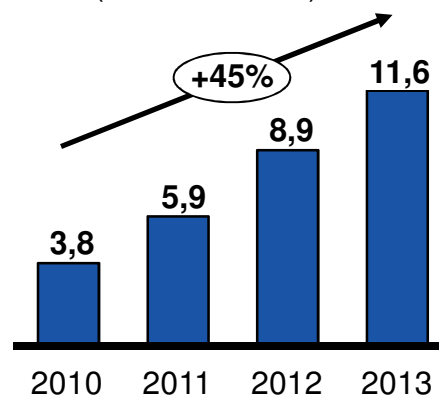
Need to prioritize

- Endless resurces with need to prioritize to get best ROI
- Challenge is both in the details and in the large...

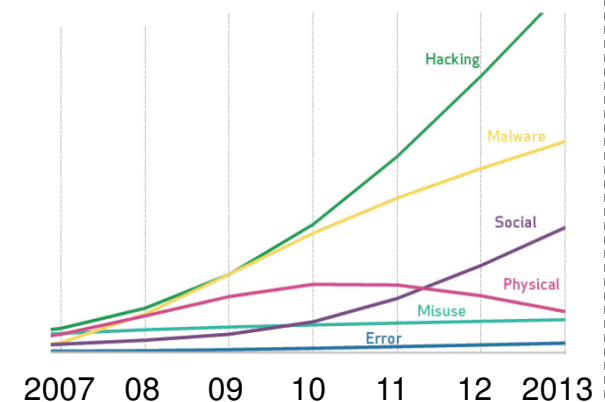
Global cost of cybercrime estimates (BUSD)



Av. cost of cybercrime per US enterprise cross industries (MUSD, CAGR) ****



Development of security breaches 2007-13 (Nbr) *****



* Source: McAfee report center for strategic & international studies 2013
 ** Source: Symantec, Norton Study 2012
 *** Source: UNODC

**** Source: Ponemon Insitute, Cost of Cyber Crime reports 2010-2013
 ***** Source: Verizon 2014 Data breach investigations report

Relying on manual expertise for designing and managing cyber security architectures is not sustainable

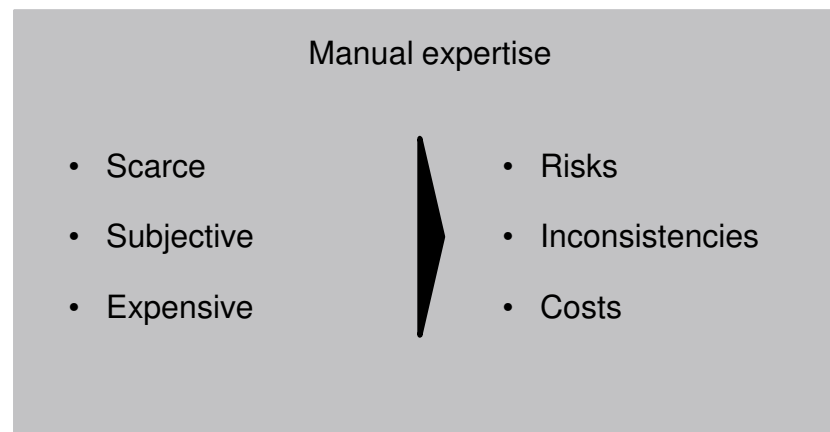
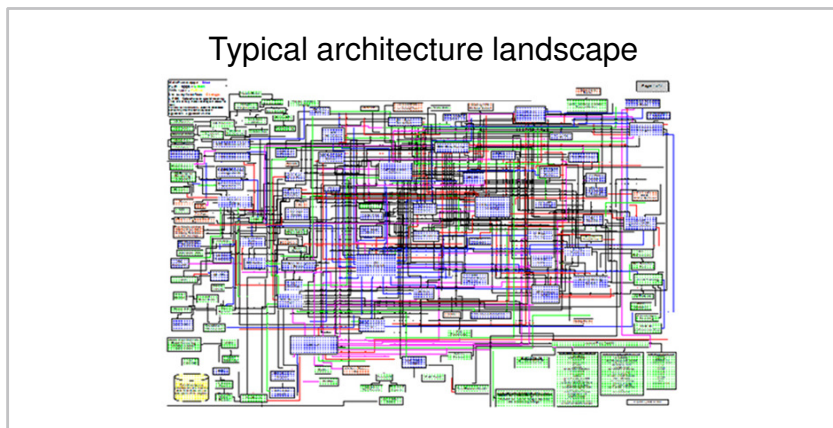
Complication in current way of designing and managing cyber security architectures

Requires vast expertise and complex analyses

- Security cannot be achieved by local optimization
- The scale and level of interconnectivity in IT systems makes cyber security analyses very complex
- Expertise is required in several different disciplines; from hardware to software to different types of attacks from e.g. DDoS-attacks to social engineering

Currently very dependent on 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
- Good tool support for designing and managing cyber security architectures is largely lacking





securiCAD is a CAD-tool helping understand, prioritize and proactively manage cyber security architectures

securiCAD overview

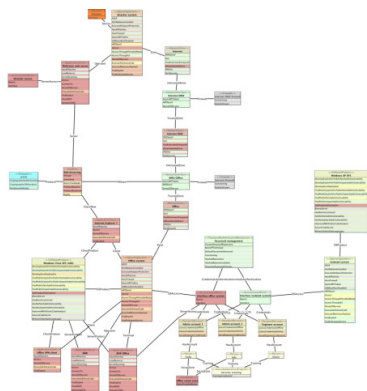
CAD Tool for Enterprise Cyber Security...

- Developed and proven over years of research
- Users inputs their IT architecture; system components, connections and parameters in graphical interface
- Tool simulates hacker attacks and provides a "heat map" of where the architecture is likely to be more or less vulnerable
- Enables users to leverage large amounts of research & expertise and efficiently conduct complex analyses

... that helps companies effectively and efficiently:

- **Understand** current cyber security levels 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

Example analysis



Value provided

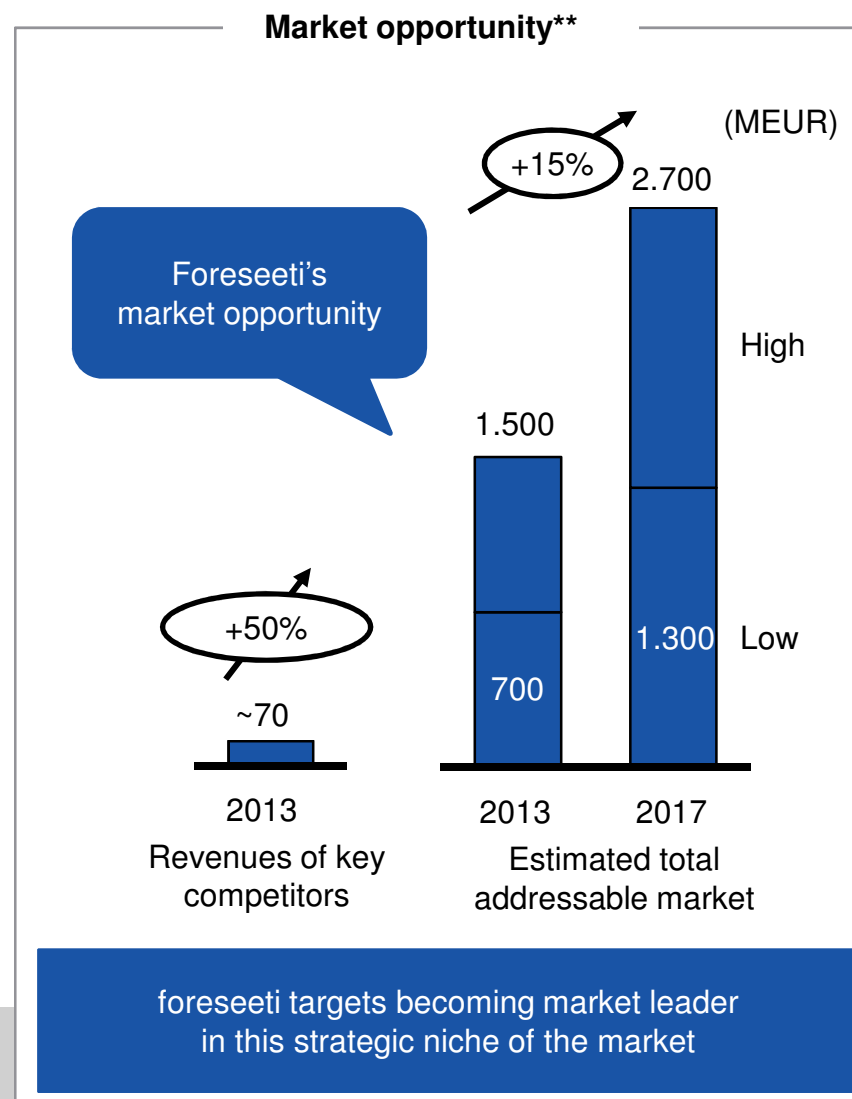
- Access to expertise
 - Improved overview
 - Improved cost efficiency
 - Improved cyber security ROI
- 1% reduction in cost of cyber crime = 150-200 KEUR/ year for a typical Foreseeti target customer*

* Source: foreseeti analysis based on Ponemon: 2013 Cost of Cyber Crime Study

foreseeti targets becoming market leader in this strategic niche of the cyber security market

Market and business potential

- **Attractive market opportunity**
 - Addressable markets estimated to 0,7-1,5 BEUR, growing at +15% per year
 - "Network flow analysis" capability a key asset within cyber security market going forward*
- **Two main competitors with similar, but fundamentally different solutions have proven the market**
 - Both in US, growing fast
- **securiCAD has distinct competitive advantages**
 - Holistic; weighing together vulnerabilities from different types of potential attacks
 - Quantitative and probabilistic; analyses can be done without exact detailed information, providing quantitative actionable output
 - User does not have to be an expert to use the tool, however also experts greatly benefit from the tool
 - Security can be assessed without vulnerability scanning



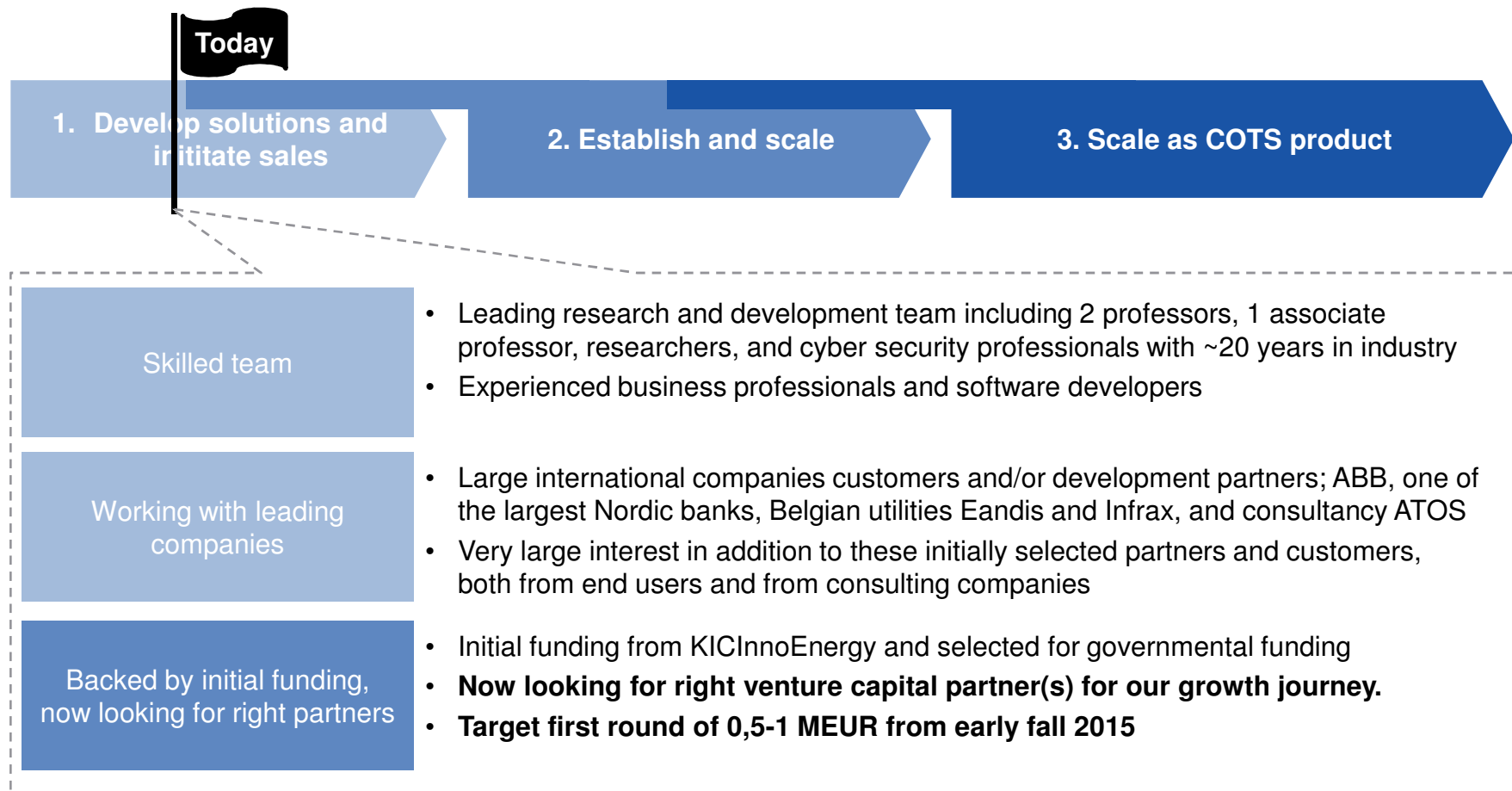
* Source: MarketsandMarkets: Cyber-Security Market, Global Forecast & trends, (2012-2017)

** Source: Market analysis conducted during spring 2014

A skilled team now takes securiCAD to market at high speed and we are looking for right capital partner(s)



Commercialization status



Do not hesitate to contact me if want to know more about our tool and services and/or discuss collaboration or investment opportunities: Joakim Nydrén, joakim.Nydrén@foreseeti.com, +46 704 493391