

Investor Booklet



Software Made Certain

Cybeats is a leading software supply chain intelligence technology provider, helping organizations manage risk, meet compliance, and secure software from procurement, development through operation. Our platform provides customers with deep visibility and universal transparency into their software supply chain, as a result enables them to increase operational efficiencies and revenue.

Cybeats Approach



Security by Design

Build software with security as a top priority



Proactive Solutions

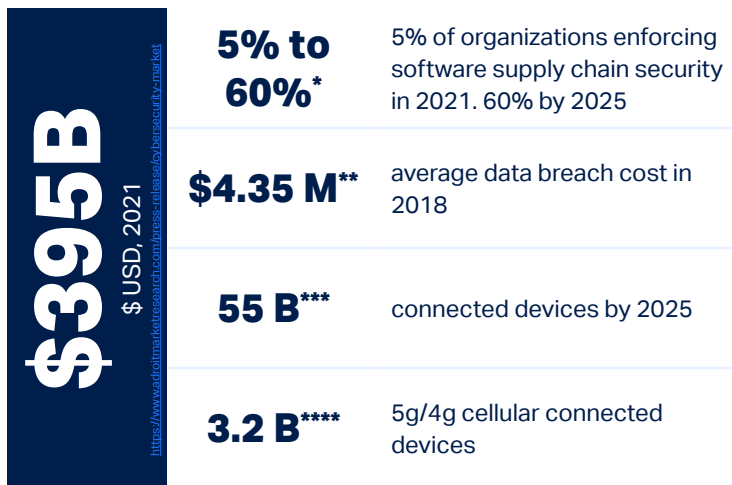
Detect and eliminate threats before they disrupt



Real-Time Intelligence

Dynamic assessment from global cybersecurity activity

Addressable Markets



* <https://securityboulevard.com/2022/10/gartner-explains-why-sboms-are-critical-to-software-supply-chain-security-management/>
 ** <https://www.upguard.com/blog/cost-of-data-breach>
 *** <https://www.ibm.com/blogs/industries/rob-high-edge-computing/>
 **** <https://www.2stardust-testing.com/en/5g-and-impact-on-iiots>

Catalysts & Value Drivers



World Regulation

Executive Order Issued by White House



Increase in High Profile Cyber Attacks

Increasing frequency of software supply chain attacks with devastating impact, fuelling public concern.



Increase in Number of IoT devices Worldwide

Fuel public interest and expectations of proper security

Management



Yoav Raiter
CEO

25+ years as innovative tech leader

Led development at Canada's largest medical tech development firm



Justin Leger
COO

Former Special Operations Forces in Canadian Military

Received MBA with operations & strategic growth experience



Dmitry Raidman
Co-founder, CTO

20+ years experience in DevSecOps

Led security automation in multiple wellknown companies



Bob Lyle
CFO

25+ years leading fast-growing companies

Led multiple well-known cybersecurity and telecommunication companies



Josh Bald
CFO

International finance professional, with background in corporate finance strategy

Formerly senior audit at EY with a CPA designation



Chris Blask
Special Advisor and VP Strategy

25+ years experience in Cybersecurity

Built multibillion-dollar firewall business at CISCO

Advisory Board | Special Advisors



Chuck Brooks

Two-time Presidential appointee and Homeland Security

Named "Top tech expert" by LinkedIn



Nicholas M. Chailan

Former Chief Architect for Cyber.gov and CSO for US Air Force

22+ years of experience in international technology



Duncan Sparrell

Former Chief Security Architect of AT&T

40+ years in international standard, software development and engineering innovation



Setu Kulkarni

Executive leading corporate strategy & product management

Led product management at WhiteHat security before its \$100B NTT acquisition



Evgeniy Kharam

VP, Cybersecurity Solution Architecture at Herjavec Group

15+ years in designing and implementing security solutions for large enterprises



Erik Couture

18 years of leadership of IT operations and cybersecurity teams

Led the significant growth of cyber operations capabilities at Canada's Central Bank

What We Offer

Intelligent enterprise-class security solutions that reduce the risk and cost of cyber threats by giving organizations certainty in their software.

Cybeats Product Offerings



SBOM STUDIO

Enterprise platform for organizations to manage all SBOM needs, including predictive and proactive functionality for identification and management of risks to software supply chains

Key features include:

- **Identify Software Vulnerabilities and Provide Proactive Cyber Defense**
Categorize vulnerabilities by level of criticality
- **Software License Infringement**
Alerts to software that is used without permission (associated legal risks and costs)
- **Securely Send and Receive SBOMs (with the ability to protect IP)**
Compliance with regulatory bodies, and any SBOM sharing needs
- **SBOM Document Management and Repository**
Enhanced operations workflow and task management for DevSecOps



IOT SECURITY

Secures and protects connected devices with robust on device micro-agent at 1/3 of competitor's footprints

Key features include:

- Proactive protection of brand equity and customer trust
- Learns the normal operating behaviour of device, and actively detects any anomalies
- Detects AND eliminates cyber threats in real-time

What is an SBOM?

- Software Bill of Materials (SBOM) is a record of all the components that make up a particular software
- 90% of software is built from existing open source software resulting in unknown vulnerabilities
- SBOM is becoming the global standard to send, receive, and evaluate software across industries. It currently operates as the standard for the European auto industry.



The product ingredient list is a simple analogy for what an SBOM is. All ingredients in a food product have been separated into components. These components can provide information on ingredient origin, dietary properties, and allergy risks allowing the consumer to make educated consumption decisions.

Timeline



Investment Highlights



World Class Team

Industry leading cybersecurity and technology veterans. Appointed KOL/ Advisory Board with global influence.



Regulation & Market Growth

Widespread cyber attacks and government regulation opens a multi-billion dollar window for Cybeats solutions.



Industry Validation

Widespread global presence within software supply chain security. Products recently highlighted by Gartner and Forrester.



Enormous Value Potential

Comparable companies are receiving 100x multiples in recent financing and M&A transactions.






















Commercial Traction

Signed several commercial licenses with 10+ companies in trial evaluations. Several high-profile partnerships including APMA and Veracode.

Value Potential

Comparable companies in this space are receiving 50-100 times top line revenue in recent financing and M&A

- Chainguard raised \$50M USD on a \$250M USD Valuation on a beta product that currently has no revenue or clients
- Apiiro raised \$100 M in Nov 2022

						
Multiple on Revenue	 ~120	~120	~40	Pre-revenue	~100	~100
Country	 Israel/U.K.	Israel/U.K.	U.S.	Israel	Israel	U.S.
Valuation (USD)	\$35 M	\$8.1 Billion	\$1 Billion	\$250 M	\$300 M	raised \$100 M in Nov 2022
Revenue	 \$30 M	\$30 M	\$35 M	Pre-revenue	\$4 M	\$6 M
Employees	~50	1,100	380	20	60	90
Software Supply CHain						
IoT						

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