



CROSSWORD
CYBERSECURITY

Full Year 2021 Results & Update Investor Presentation

May 2022

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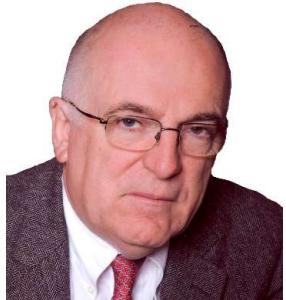
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Experienced leadership team



Sir Richard Dearlove Chairman

Sir Richard, Chairman, is the former Head of the Secret Intelligence Service (MI6). He is Chair of Trustees of the University of London, and amongst other things, Chair of Ascot Underwriting.



Stuart Jubb Group MD

Stuart joined Crossword from KPMG where he was Associate Director, Defence & Security. Stuart spent nine years as an officer in HM Forces, after Sandhurst, serving in Afghanistan, NATO and elsewhere.



Tom Ilube CEO

Tom is founder and CEO of Crossword, with over 30 years experience in the tech industry. He is a Non-Exec Director of the FTSE100 advertising agency, WPP plc and Chair of the Rugby Football Union.



Jake Holloway Chief Product Officer

Jake has over 30 years of experience in IT across a wide range of industries and roles - including as CTO and Head of Product for two well-known software houses.



Mary Dowd CFO

Mary is a chartered accountant and was most recently Chief Operating Officer for Europe, the Middle East and Africa, and previously Chief Financial Officer at Cordium Consulting Group Limited, a leading provider of governance, risk and compliance services.



Sean Arrowsmith Group Sales Director

Sean has over 20 years sales experience in cyber/information security and technology. He was previously Group Sales Director at IRM Ltd, the World Class Centre in Cyber Security of Altran Technologies SA..

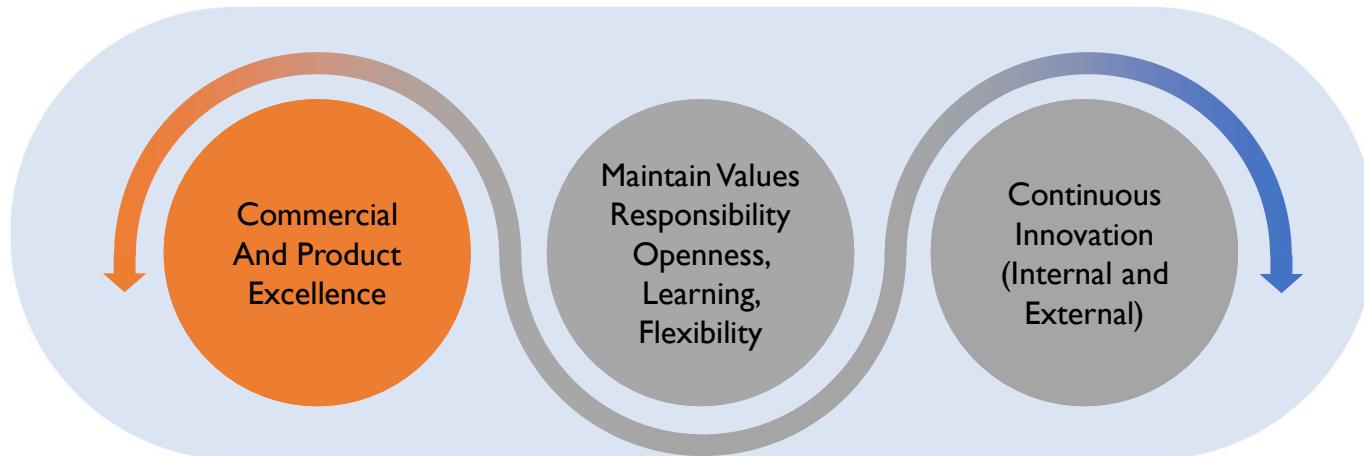
Vision, Mission and Guiding Principles

Vision

Partner with organisations to keep them secure in the digital world

Mission

Reduce cyber risks for our clients by providing a portfolio of innovative products and services, powered by university and other research-driven insights



Company Achievements in 2021

- ❑ Total revenue increased by 43% to £2.33m
- ❑ Product and Consulting revenue increased by 56% over the same period in the prior year
- ❑ Consulting recurring revenue increased by almost 100% over the prior year
- ❑ Crossword completed £1.6m equity fundraise through a placing and subscription of Crossword Ordinary Shares at a price of 26 pence (post share split equivalent price) per share in February 2021
- ❑ Raised £5m at a price of 30 pence in July 2021
- ❑ Completed a 10:1 share split to support share liquidity
- ❑ Tara Cemlyn-Jones and Robert Coles joined the board of the Company as non-executive directors
- ❑ Acquired Verifiable Credentials Limited, adding 'Identiproof' to the product portfolio
- ❑ Launch Crossword in Oman in H2/2021 in partnership with Al-Rawahy Holdings
- ❑ Acquired Stega UK Limited, the threat intelligence and monitoring company, adding circa 30 new clients to Crossword, primarily financial sector organisations, taking the total number of fee-paying consulting clients to over 100

Product Achievements in 2021

- ❑ Launched Rizikon to the 10,000 Chartered Institute of Information Security members
- ❑ Continued the roll out of Rizikon with our membership body program, to increase Rizikon market penetration
- ❑ Ended 2021 with more than 500 Rizikon users
- ❑ Integrated DarkBeam cyber risk audits into Rizikon
- ❑ Completed a project with University of Glasgow on Privacy Governance Software
- ❑ Completed the InnovateUK funded project to investigate Manufacturing Supply Chain Risk with Liverpool John Moores University
- ❑ Crossword's cyber security consulting division continued to grow in a range of high-profile sectors and to drive recurring revenue
- ❑ IASME began delivering its Counter Fraud Fundamentals Certification using Rizikon, as well as delivering it's Internet of Things security certification on Rizikon

Company Achievements in 2022

- ❑ Completed our third acquisition in 12 months - Threat Status Limited, the cyber intelligence company, in March 2022 to bring the SaaS product portfolio to five
- ❑ Rolled out Rizikon to 2 membership bodies program, to increase Rizikon market penetration
- ❑ IASME began delivering it's Maritime Security Certificate using Rizikon, taking the number of certificate delivered using Rizikon to three
- ❑ Commenced our first engagement, delivering high end cyber consulting services, to a FTSE 100 company
- ❑ Contracted with clients, one a government institution, in two new overseas jurisdictions
- ❑ Progressing well with cross selling – have sold Trillion (acquired March 2022) into Rizikon network
- ❑ Successful completion of the pilot of Rizikon with a global Aerospace, Defence and Security company that has over 6,000 suppliers
- ❑ Engaging with government agencies to support driving cyber security maturity across the Sultanate of Oman

2022 Outlook

- ❑ Income growth of circa 75% in 2022, driven by organic growth and acquisitions
- ❑ Continue to roll out Rizikon across the membership base of more membership bodies
- ❑ Target over 1,000 organisations using Rizikon to assess over 10,000 suppliers by end 2022
- ❑ Crossword's full range of cyber security products and services will be used to help companies in the Gulf region improve their cyber security posture
- ❑ Taking Identiproof to market as well as continuing product development
- ❑ Optimise the cross sell opportunities
- ❑ Issue report following survey of 200 Chief Information Security Officers **Strategy and collaboration: a better way forward for effective cybersecurity**

Strong Leadership Team

- ❑ Chair Sir Richard Dearlove KCMG OBE, former head of MI6, Chair of Trustees of University of London
- ❑ CEO and founder Tom Ilube CBE, Chair of RFU, Non-Exec of WPP plc, ex-Goldman Sachs, PwC, former CIO Egg Banking plc, Advisory Fellow St Anne's College & Honorary Fellow Jesus College, Oxford
- ❑ Experienced Non-Executive Directors including Dr. Robert Coles (also Chair of Crossword Consulting Limited) former Chief Information Security Officer of GlaxoSmithKline (GSK), National Grid and Merrill Lynch and of the NHS, with over 30 years commercial experience.
- ❑ Advisory Board: Alison Dyer CISO of Urenco (Chair), Naina Bhattacharya CISO of Danone, General Sir Nick Houghton, Professor David Stupples

Crossword Cybersecurity plc – Products & Services



Product / Service	Description
Rizikon	Enterprise-class Third-party Risk Assurance – originated from City, University of London
Nixer CyberML	Machine-learning based Application protection
Identiproof	Verifiable credentials compatible middleware and wallet technology
Trillion	Breached Account Mining platform
Arc	Account protection for ecommerce platform owners
Consulting	Cyber Security Consulting
Nightingale	Comprehensive Security Monitoring Service
CyberOwl	Intrusion early warning system from Coventry University
ByzGen	Blockchain systems for Defence & Intelligence, from ideas generated at Warwick University and EPFL, Switzerland

Crossword Cybersecurity plc – Products & Services



Function	Products	Managed Services	Consulting Services
Identify	Rizikon	Managed TPAAS	Accreditation, Maturity, Audit, Cyber Strategy, C3PRA, TPAAS
Protect	Identiproof		
Detect	Arc, Trillion, Nixer	Nightingale	Pen-testing
Respond		Nightingale	Forensics, Incident Response
Recover			Post Incident review

Cyber Security – the Opportunity



- Credential Stuffing
- Ransomware Attack
- Phishing
- Phone Spear Phishing
- Data Breaches
- Malware
- Apache Log4j

UK remains the largest cyber security market in Europe, total revenue of £10.15bn, growth of 14% from prior year.

UK biggest exporter of cyber services in Europe, increasing its exports from £3.9bn to £4.24bn. UK Cyber Security Sectoral Analysis 2022

Four in ten businesses (39%) and a quarter of charities (26%) report having cyber security breaches or attacks in the last 12 months. DCMS Cyber Security Beaches Survey Mar 2021

In PwC CEO Survey more than two-thirds of UK CEOs (67%) are planning to increase their investment in cyber security and data privacy.

SolarWinds says dealing with hack fallout cost at least \$18 million. Reuters Apr 2021

Rizikon Assurance



RIZIKON is a secure, encrypted SaaS platform putting organisations in control of managing risks in their supply chain



Launched

Features

Target Market

Sales Cycle

Typical Deals Size

Marketing

Rizikon Enterprise

Sept 2019

Question sets, 360 degree Supplier Scorecard, Creditsafe Integration

Medium to Large, complex enterprises

6 – 18 months

£10-50k pa recurring

Outbound sales activity

Rizikon Pro

July 2020

Modular, out of the box, online subscription

Small to Medium, enterprises

6 – 12 weeks

£1.5k - £6k p.a. (or monthly payment) recurring

Inbound, digital campaigns, direct, membership bodies

Rizikon with Partners

Bespoke

Defence, Government, Critical National Infrastructure

1 – 2 years

Five/six figures plus p.a recurring

Partners/Direct

500+ business users of Rizikon

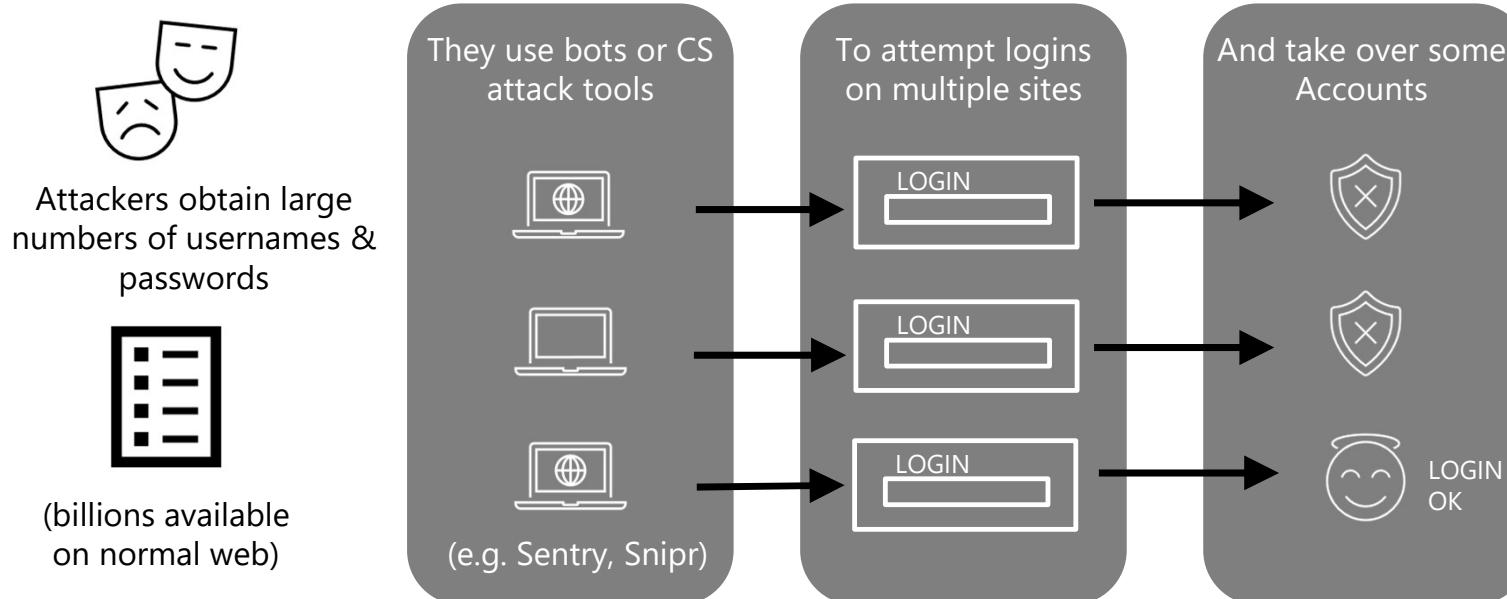


- Over 500 Rizikon users, with 4,000+ end users
- Successful offer of Rizikon Pro to 10,000 members of the Chartered Institute of Information Security (CIISec)
- Rolling out further membership programmes
- Clients across multiple sectors
- IASME, the National Cyber Security Centre's sole Cyber Essential Partner, delivering 3 certifications using Rizikon



Nixer CyberML addresses the growing problem of credential stuffing

- In Q1 of 2020, Akamai saw 26.9 billion credential stuffing attempts — a 256% increase over Q1 of 2019
- Over 80% of hacking-related breaches involved the use of lost or stolen credentials
- Existing application protection solutions help, but not enough, because it is a complex problem to address, requiring real-time analysis to distinguish normal user behaviour from malicious activity
- Nixer CyberML applies Machine-learning to User Behaviour Analysis to detect and prevent credential stuffing and other 'account takeover' attacks
- Enterprises and SaaS vendors will build this capability into their applications using Nixer CyberML



- ❑ The world is moving rapidly from physical certificates to digital credentials of all types, across sectors ranging from digital ticket sales (festivals, concerts, exhibitions), insurance, compliance certificates (standards, accreditations), education and many more
- ❑ These digital credentials must be verifiable to prevent fraud. Hundreds of millions of digital credentials will be produced by all sorts of organisations each year. W3C published a global standard to address this emerging industry need
- ❑ Professor David Chadwick, global authority in this domain and co-author of the W3C verifiable credentials standard, created Verifiable Credentials Limited (VCL) as a University of Kent spin out to implement the W3C standard in a product called Identiproof
- ❑ Crossword supported VCL via the Government based CyberASAP III programme, and helped craft a 'go to market' strategy
- ❑ Seeing the huge potential in this market, Crossword decided to acquire VCL. We completed the acquisition in May 2021, adding Identiproof as Crossword's 3rd product and onboarding Professor Chadwick and his team
- ❑ Identiproof is an easy to use and quick to implement platform that gives a user control of their digital identities to individuals, organisations, or things
- ❑ Crossword is now actively taking Identiproof to market as well as continuing product development. We are currently working on potential pilots, as well as talking to several commercial businesses, including one global training provider that issues over 750,000 certificates a year, on how they might use the identiproof platform to issue verifiable digital certificates

Trillion & Arc – Account Takeover Protection

Trillion is a Breached Account Mining platform that continuously tracks, correlates and analyses billions of stolen usernames and passwords, hunting for Digital Identities that could belong to your customer.

Arc is a credential stuffing protection application that enables customer facing authentication services to query in real time for access attempts using username and password pairs already known to criminals.

Massive data leaks are frequently happening to organisations in the supply chain

Adobe

Application Breached

Over 145m Million accounts stolen

Just three breaches lost nearly ½ Billion of their customer / partner usernames and passwords

Lost secrets as a result of hacking is now numbered in the billions and new compromises occur almost daily

LinkedIn

Application Breached

Over 117 Million Accounts Stolen

The majority of UK Companies have been affected in some way

We Can't Prevent the Leaks But We Can Help Organisations Avoid The Damage

ebay

Application Breached

Over 117 Million Accounts Stolen



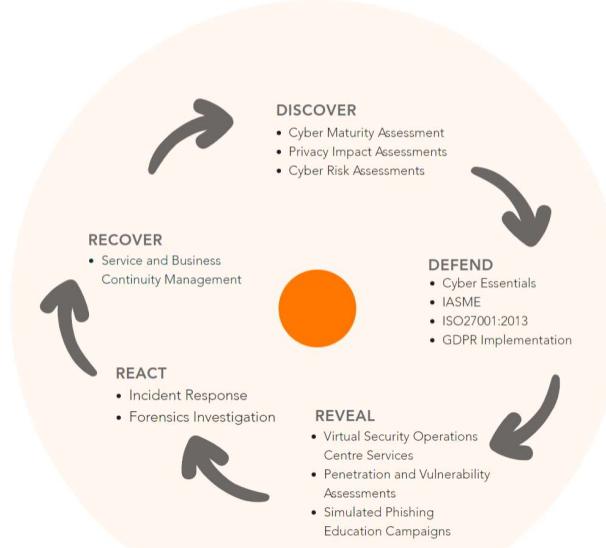
Cyber security - industry insights

- Adopt password testing. Test employees' passwords across exposed credential dumps along with commonly used credentials.

Consulting helps organisations become more resilient to cyber attacks & align to industry standards



- Innovative services across the whole cyber consulting lifecycle including discover, defend, reveal, react, recover services
- High quality consulting team from ex-Big Four Directors and former military and blue chip system integrator backgrounds
- Strategic to our product business, providing market insights and the product business provide consulting opportunities
- CREST accredited for penetration testing services
- Multiple Rizikon Assurance driven, third party risk consulting opportunities



- Worked with over 75 clients across multiple sectors to date, including Insurance, Professional Services, Financial Services, Nuclear, Technology
- Working for one of the world's largest, global S&P500 insurance brokers and several FTSE 250 companies
- Recurring revenue increases driven by vCISO services (virtual Chief Information Security Officer)
- Margin growth following achievement of critical mass

Nightingale – security monitoring



**NIGHTINGALE
PROVIDES A
COMPREHENSIVE
SERVICE, NOT
PIECES OF THE
SOLUTION**



Incident Management	Incident Alerting and Response Incident Analysis and Investigations Incident Containment
Security Reporting	Incident Reporting Executive Summary and Service Reporting Risk and Compliance Reporting
Security Awareness	Security Awareness Materials Advice and Recommendations Email Phishing Campaigns
Security Forensics	Network Activity Repository Security Log and Event Repository Enterprise Data Security Repository
Threat Intelligence	Advanced Threat Intelligence Machine Learning Anomaly Detection Domain Impersonation Monitoring Corporate Dark Web Monitoring
Cloud Threat Monitoring	Public Cloud Infrastructure Monitoring Microsoft 365 Monitoring Dynamics 365 Security Monitoring
Endpoint and Server Threat Monitoring	Endpoint and Server Device Monitoring Customer Security Systems Integration File Integrity Monitoring Application Usage Monitoring Network Intrusion Detection
Network Threat Monitoring	Full Packet Capture Web Activity Monitoring Customer Network Systems Integration
Vulnerability Management	Remote Vulnerability Scanning Internal Vulnerability Management Secure Configuration Monitoring



Facts and Figures



- Founded Mar 2014; Admitted to AIM Dec 2018
- 2 offices; London & Krakow, Poland
- Total staff of 65
- Engaged with 40+ universities
- 5 software products
- Suite of cyber security consulting and threat intelligence services
- 3 acquisitions in less than 12 months
- Strong product and services revenue growth;
 2020 - 39%
 2021 - 56%
 2022 - 75% forecast
- Growing strength in client base – FTSE 100, FTSE 250, S&P500
insurance, CNI

Consolidated Statement of Comprehensive Income

		12 Months ended 31st December	12 Months ended 31st December
	Notes	2021	2020
		£	£
Revenue	2	2,171,137	1,627,611
Cost of Sales	3	<u>(1,957,178)</u>	<u>(1,582,194)</u>
Gross Profit		<u>213,959</u>	<u>45,416</u>
Administrative expenses	3,4	(3,260,139)	(2,320,675)
Other operating income	6	358,727	209,647
Finance income-bank interest income and foreign exchange		4,956	(3,205)
Finance costs-other interest expense	7	(220,545)	(204,679)
Gain on revaluation of financial assets	22	<u>456,803</u>	<u>-</u>
Loss for the year before taxation		<u>(2,446,239)</u>	<u>(2,273,497)</u>
Tax credit / (expense)	9	172,615	(4,840)
Loss for the Year		<u><u>(2,273,624)</u></u>	<u><u>(2,278,336)</u></u>
Other Comprehensive Income			
Items that may be reclassified to profit or loss:			
Foreign exchange translation Gain / (Loss)		<u>(13,220)</u>	<u>9,595</u>
Other Comprehensive Income		<u>(13,220)</u>	<u>9,595</u>
Total Comprehensive Loss		<u><u>(2,286,844)</u></u>	<u><u>(2,268,741)</u></u>
Loss for the period attributable to:			
Owners of the parent		<u>(2,229,296)</u>	<u>(2,249,707)</u>
Non-controlling interests		<u>(44,328)</u>	<u>(28,629)</u>
Total Loss for the Year		<u><u>(2,273,624)</u></u>	<u><u>(2,278,336)</u></u>
Total comprehensive loss for the period attributable to:			
Owners of the parent		<u>(2,242,516)</u>	<u>(2,240,112)</u>
Non-controlling interests		<u>(44,328)</u>	<u>(28,629)</u>
Total Comprehensive Loss		<u><u>(2,286,844)</u></u>	<u><u>(2,268,741)</u></u>

Statement of Financial Position as at 31 December	Notes	Group 2021 £	Group 2020 £	Company 2021 £	Company 2020 £
Non-Current Assets					
Intangible assets	11	1,103,679	-	521,603	-
Tangible assets	12	5,460	70,064	-	38,392
Investments in subsidiaries	14	-	-	1,637,518	458,164
Goodwill	10	875,277	-	-	-
Unlisted investment	13	456,834	31	456,834	31
Intercompany receivable greater than one year		-	-	918,206	653,316
Total non-current assets		2,441,250	70,095	3,534,161	1,149,902
Current Assets					
Trade and other receivables	15	1,066,076	497,912	838,622	275,680
Cash and cash equivalents		3,373,062	958,341	3,106,817	824,667
Total current assets		4,439,138	1,456,253	3,945,439	1,100,347
TOTAL ASSETS		6,880,388	1,526,348	7,479,600	2,250,249
EQUITY					
Attributable to the owners of the Company					
Share Capital	19	374,786	256,605	374,786	256,605
Share premium account	19	14,971,221	8,518,391	14,971,221	8,518,391
Other reserves	21	240,310	181,618	240,310	181,618
Retained earnings		(11,827,351)	(9,598,055)	(10,800,700)	(8,835,874)
Translation of foreign operations		(14,992)	(1,772)	-	-
Attributable to owners of the parent		3,743,974	(643,213)	4,785,617	120,740
Non-controlling interests		(139,127)	(94,799)	-	-
Total equity		3,604,847	(738,012)	4,785,617	120,740
LIABILITIES					
Current Liabilities					
Trade and other payables	16	1,413,658	929,038	1,049,960	794,187
Other current liabilities	17	1,368,638	-	1,351,471	-
Total current liabilities		2,782,296	929,038	2,401,431	794,187
Long Term Liabilities					
Other non-current liabilities	18	493,245	1,335,322	292,552	1,335,322
Total long term liabilities		493,245	1,335,322	292,552	1,335,322
Total Liabilities		3,275,541	2,264,360	2,693,983	2,129,509
Total Equity & Liabilities		6,880,388	1,526,348	7,479,600	2,250,249



Thank you

