

ECSC GROUP PLC INTERIM RESULTS

September 2022

TRUSTED CYBER SECURITY ADVISORS



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Presenters



Ian Mann
Executive Chairman



Matthew Briggs
CEO



Sample organisations Matthew has previously worked with.

New Roles and Responsibilities



Ian Mann
Executive Chairman

- PLC Board Chairman
- Service Innovation
- Media/Promotion



Matthew Briggs
CEO

- Business Strategy and Execution
- Senior Leadership Team Development
- Culture

H1 Highlights

- Revenue of £2.77m
(H1 2021: £3.01m)
- Adjusted EBITDA loss of -£364k
(H1 2021: £19k)
- Assurance delivery resource constraints -
now resolved
- Assurance new business sales resource
constraints - now resolved
- Wage Inflation (7.5% increase in 2021)
- Economic uncertainty potentially impacting client
expenditure
- Implemented price increase 10% (2021),
8% (2022)
- Executed cost reductions of >£500k/year

Progress and Current Trading

- Our mid-September booking level for the month is 30% up on the year-to-date mid-month average
- When combined with a number of recent successful MDR renewals, the order book was up 30% at the end of H1 totalling £2.9m
- 3 new MDR client wins with a combined recurring revenue in excess of £590,000, which will be recognised over 3 years

Market Opportunity

- UK cyber security market reported to be £10.1 billion*
- UK cyber security market growth rate 14% from the previous financial year (2020-2021)
- 8 in 10 businesses (82%) report that cyber security is a high priority for their senior management**
- Only just over half of businesses (54%) have acted in the past 12 months to identify cyber security risks**
- Only just under half of businesses (48%) and approximately 4 in 10 charities report actively seeking information guidance on cyber security from outside their organisation in the past year**

* UK Government Analysis 2022

** UK Cyber Security Breaches Survey 2022

The Problem



More than 80% of UK organisations experienced a successful attack in 2021/2022*

13% of UK organisations ended up paying the ransom*

The average cost of ransomware attacks in the UK was around \$1.08 million*

The UK has issued €44 million worth of GDPR fines*

The average cost of a data breach in 2021 was over \$4.5 million*

The average time to identify a UK data breach is 181 days*

Only 19% of businesses have a formal incident response plan**

Only one third of businesses (34%) and one quarter of charities (26%) have board members or trustees accountable for cyber security as part of their job**

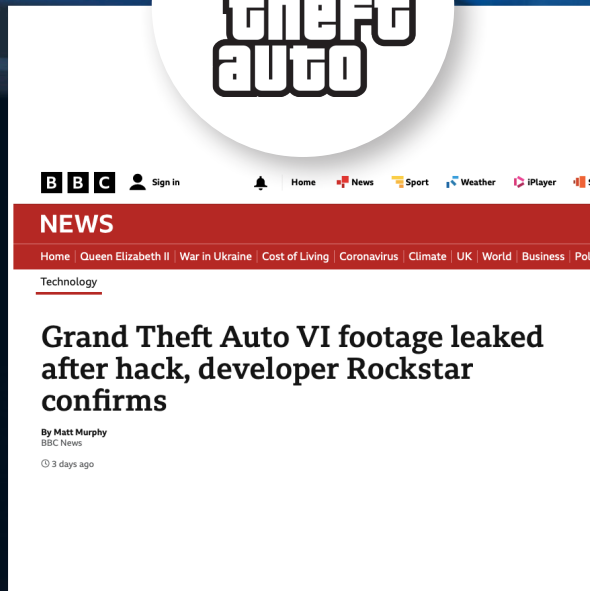
*Comparitech - UK cyber security and cyber crime statistics 2022

**UK Cyber Security Breaches Survey 2022

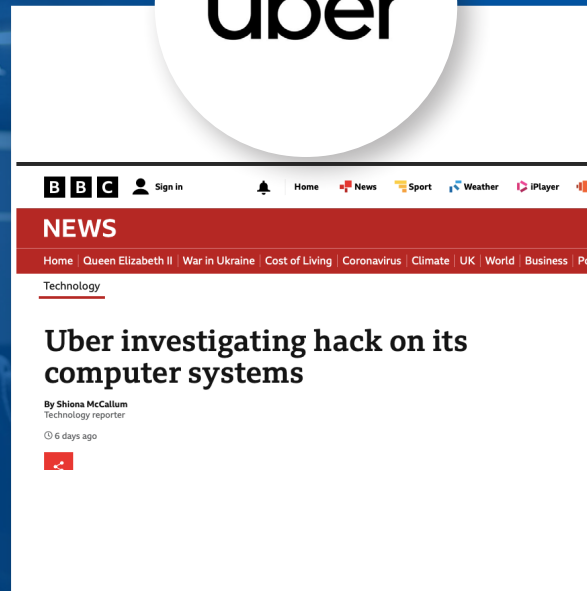
In the News - This Month

Percentages of businesses that have identified breaches or attacks:

Micro - 36% | Small - 48% | Medium - 59% | Large - 72%



20 September 2022



16 September 2022



6 September 2022

Our Solution



PROTECT

- Risk reporting to the C-suite
- Uncovering hidden cyber vulnerabilities
- Achieving cyber certifications



DETECT

- 24/7/365 cyber breach detection
- Contextualised threat intelligence
- Continual system testing



RESPOND

- Cyber emergency service
- Breach management and communications
- Post-breach review and improvements

Our Clients - selected from over 450* organisations

UK LEADING
SIGHT LOSS
CHARITY

UK TRAIN
OPERATOR

BRITISH
SUPERMARKET
CHAIN

ONE OF THE
WORLD'S
LEADING
INDEPENDENT
INSURANCE
BROKERS

LARGEST
INDUSTRIAL
MANUFACTURING
COMPANY IN
EUROPE

BRITISH
SUPERMARKET
INSURANCE
COMPANY

* Refers to organisations that have received a service in the last 2 years

New Technology Stack



Partnered with Securonix in order to offer clients their cyber detection technologies as part of a revised ECSC Managed Detection and Response (MDR) technology stack



Securonix hold the prestigious leader position in the Gartner 'Magic Quadrant' for cyber detection

Securonix received \$1 Billion + growth investment led by Vista Equity Partners in February 2022

CEO Identified Opportunities

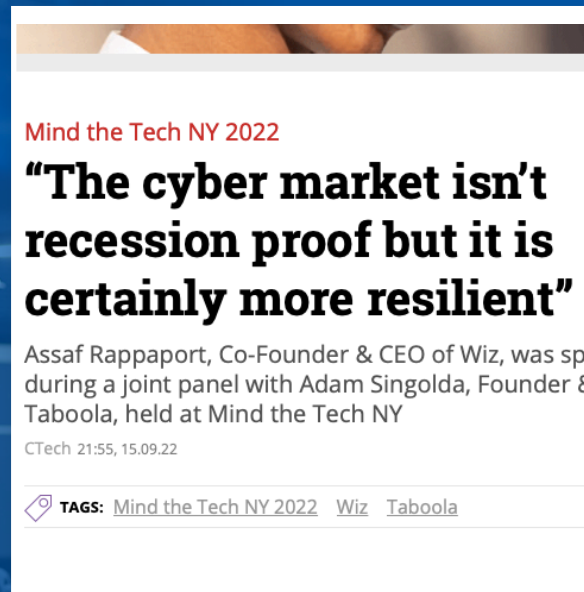
- Refreshed culture
- Improved KPIs and targets
- Co-creation of business strategy
- Introduction of department dashboards and reporting
- Heightened market facing activity and brand promotion
- Identification of key skills and resource gaps
- New partner strategy
- Enhanced sales and marketing operating model
- Improved focus on sales 'hunting'

Cyber Security - Recession Proof?



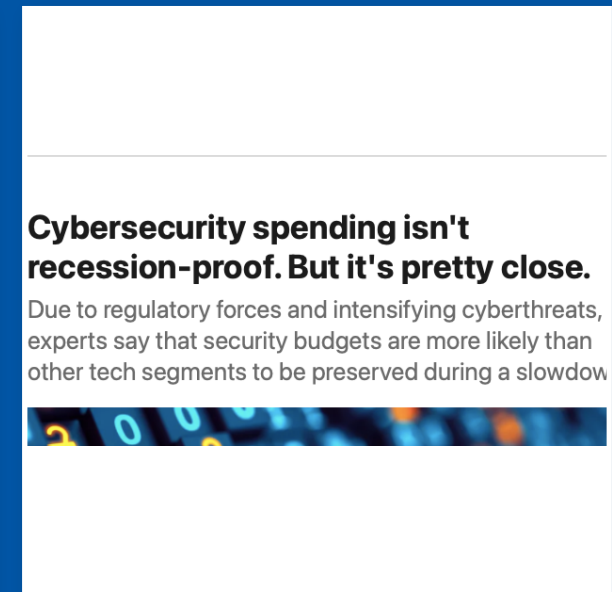
“Why cyber security is the ultimate recession-proof industry”

Fortune Magazine
August 2022



“The cyber market isn't recession proof but it is certainly more resilient”

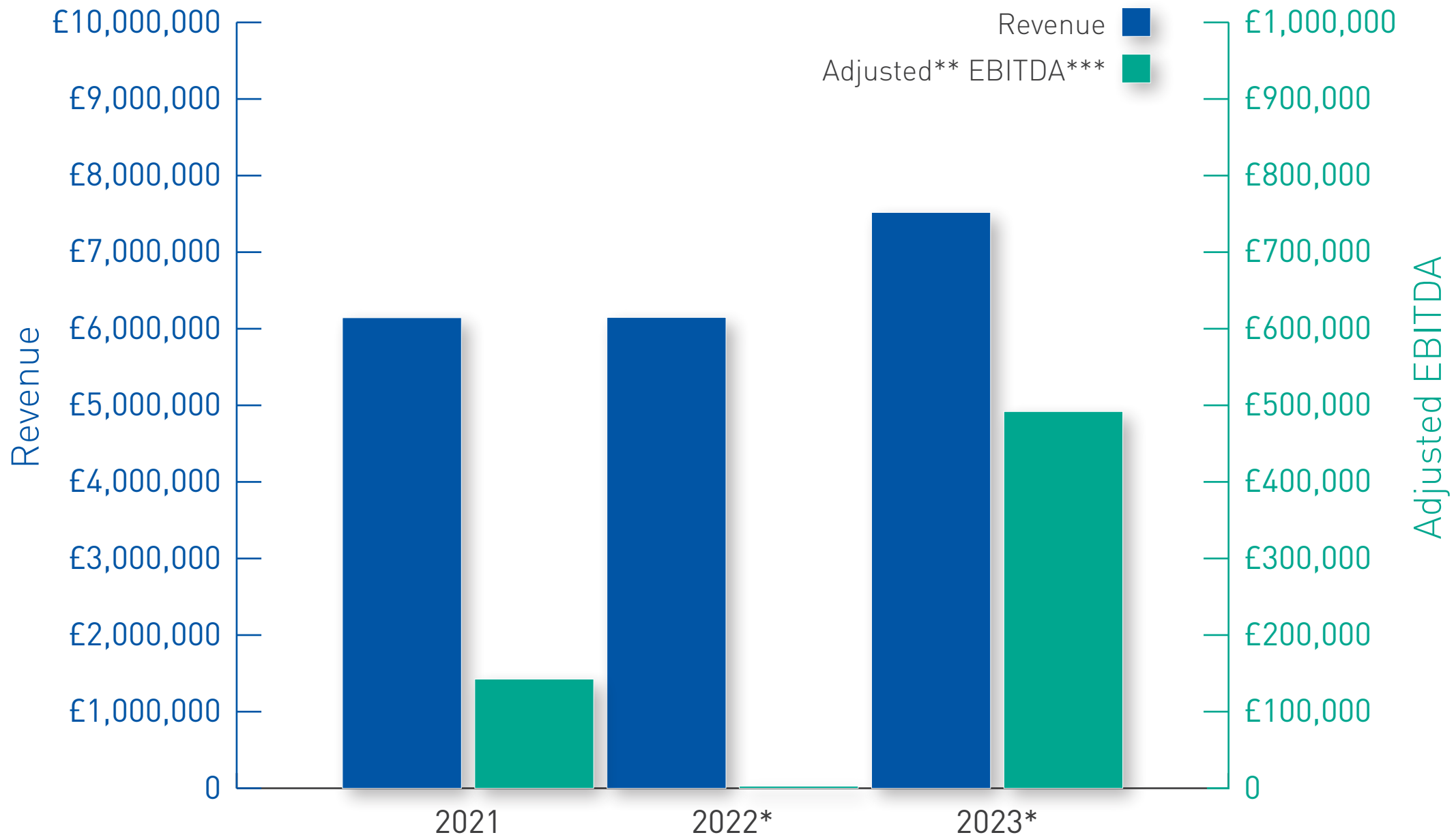
CTech
September 2022



“Cybersecurity spending isn't recession-proof. But it's pretty close”

Protocol
June 2022

Growth Strategy



*Years 2022 - 2023 are Allenby Capital forecasts

**Adjusted EBITDA excludes one-off charges and share based charges

***EBITDA is defined as Earnings before Interest, Tax, Depreciation and Amortisation

THANK YOU

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