



CLAVISTER®

We are Network Security

Q1 Report, 2015

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The World of Internet



IP World – need to be secured

Global risks were defined at the Economic Development Forum in Davos January 2015, one of which was “Digital Disintegration” (Cyber crime).

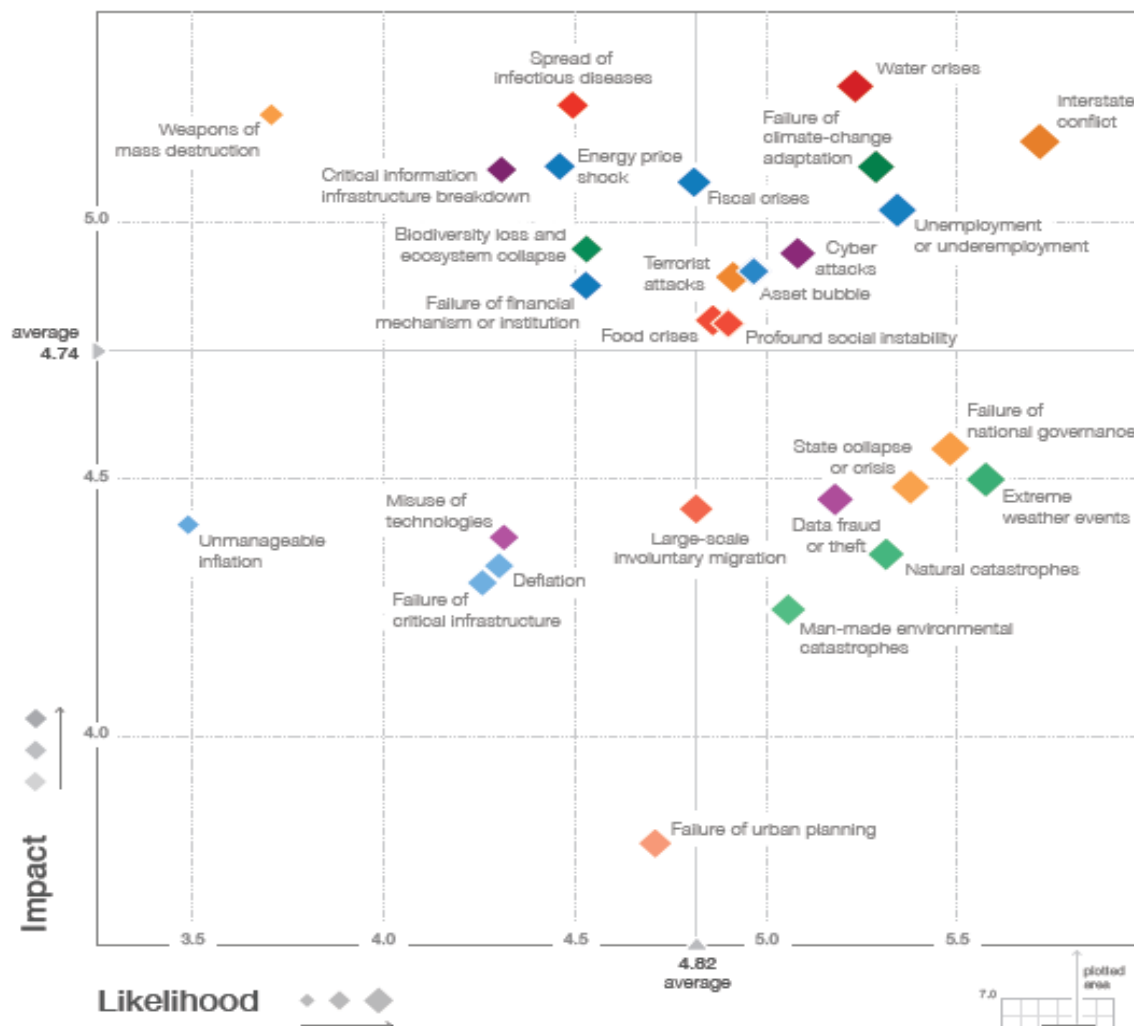
In a relative short timeframe, businesses and individuals are extremely dependent on the Internet and communication making our society rather vulnerable.

Security needs to be integrated into equipment to protect the IP world.



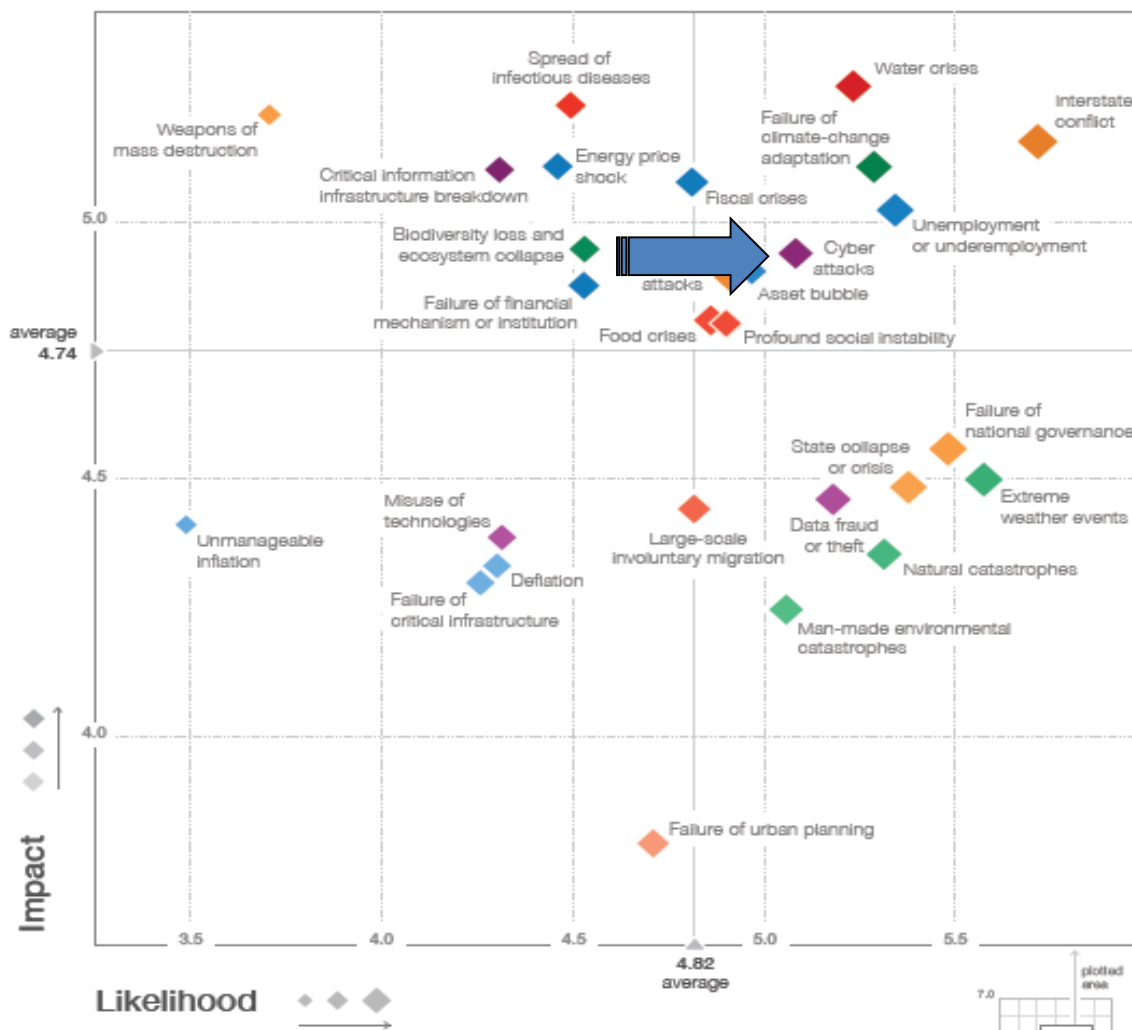
Global Risk Landscape 2015

Figure 1: The Global Risks Landscape 2015

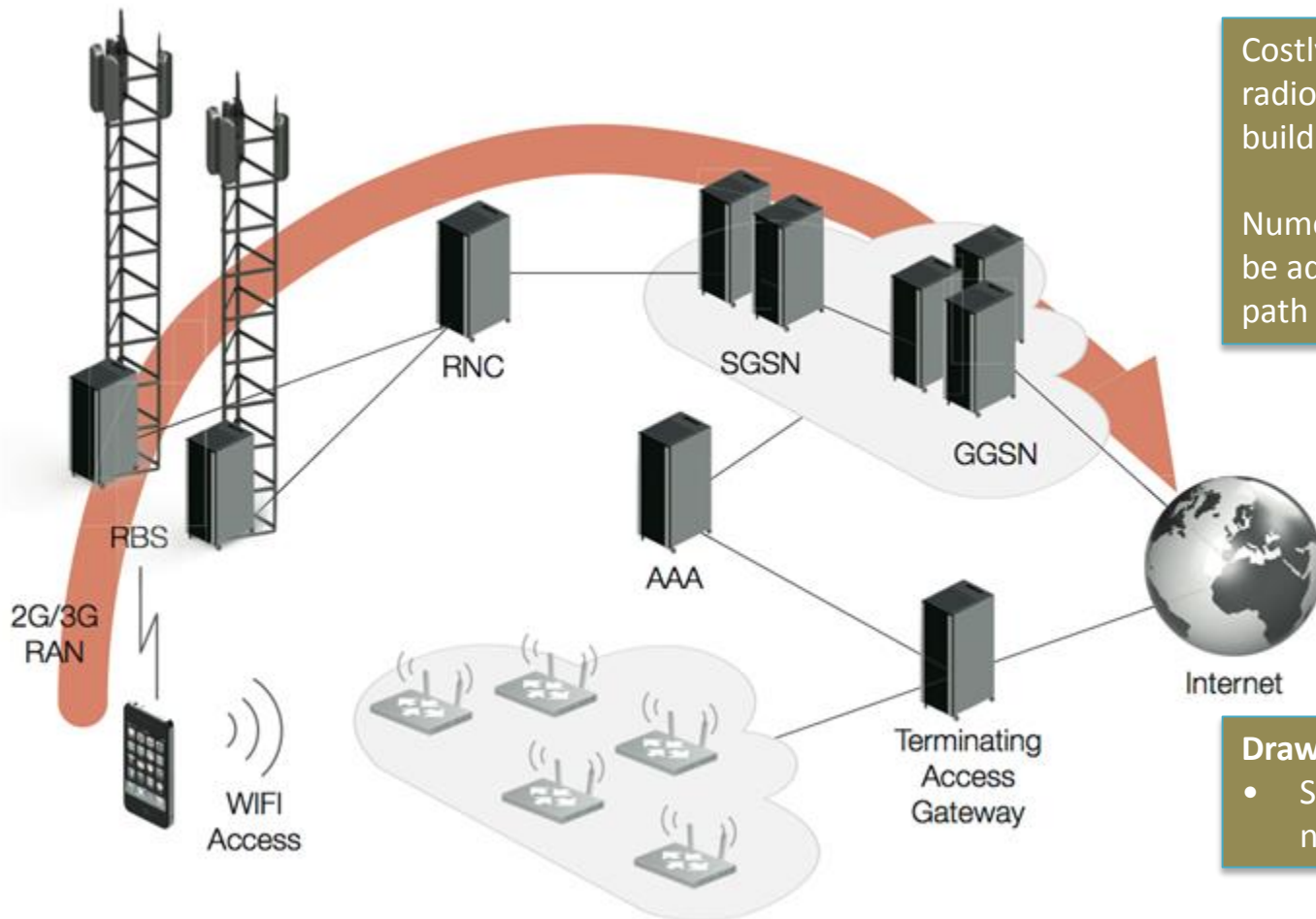


Global Risk Landscape 2015

Figure 1: The Global Risks Landscape 2015



Today's Mobile World



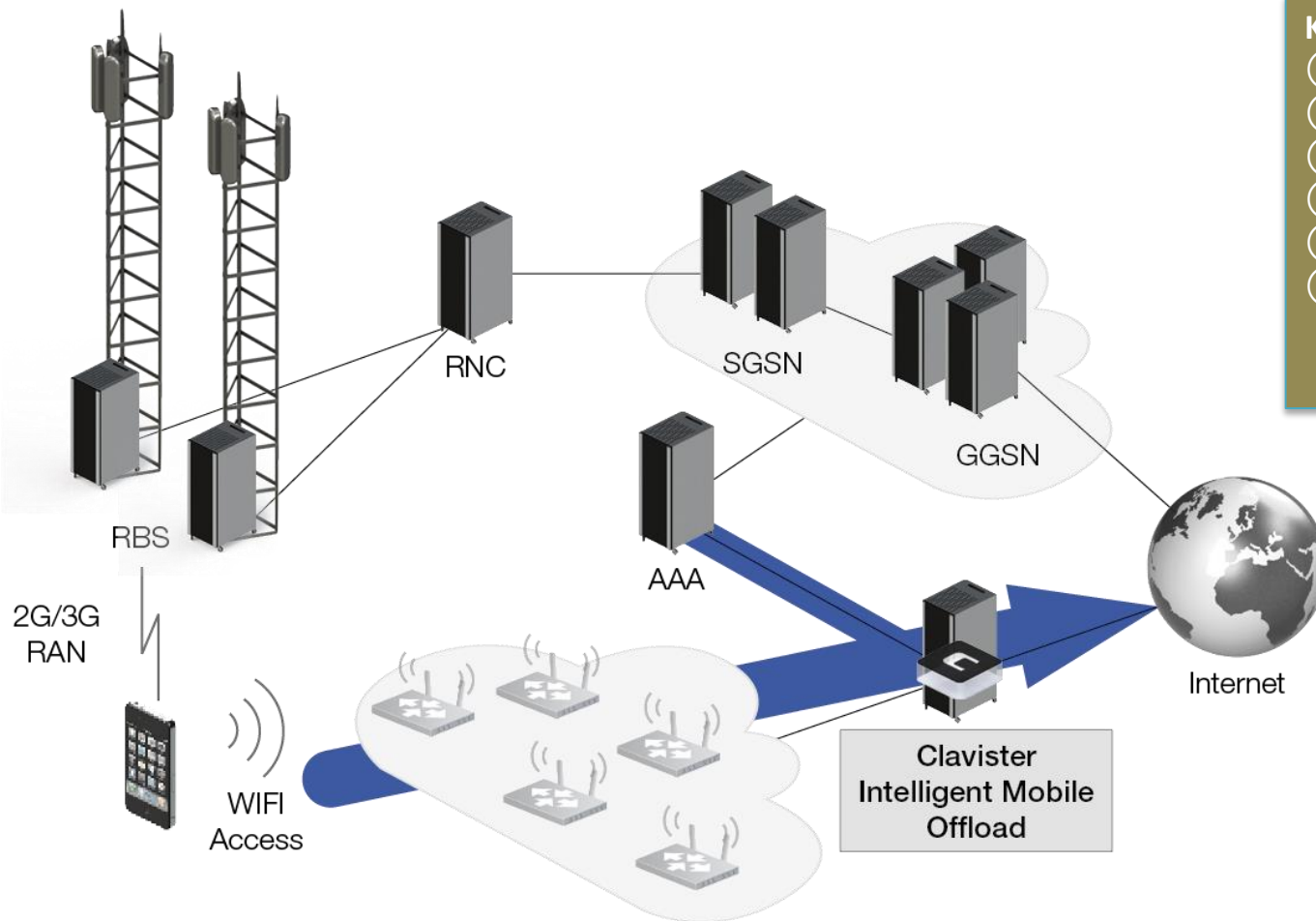
Costly investment to expand radio network in urban areas to build capacity!

Numerous components need to be added or upgraded in data path

Drawbacks

- Strategy requires costly core network expansion.

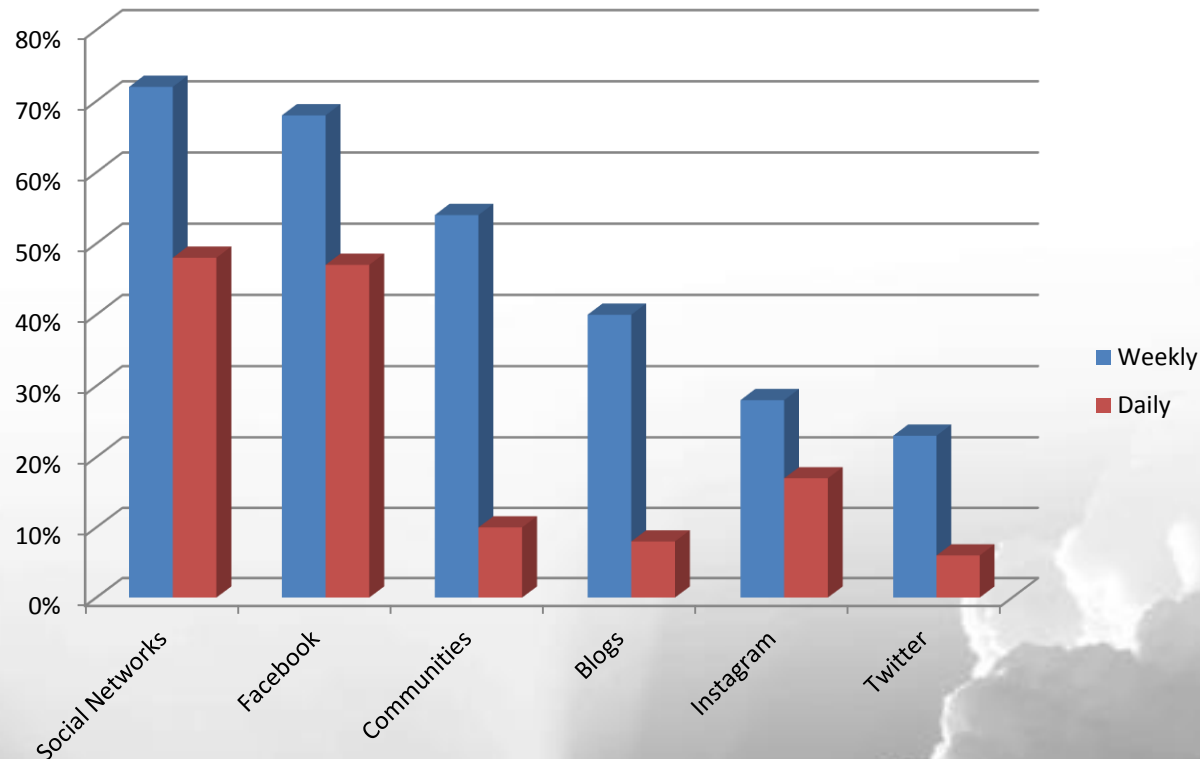
Tomorrows Mobile and “IP World” decentralized



Key Benefits

- ① High cost savings
- ② Full control of subscriber
- ③ New revenue services
- ④ Less support 1/250 ratio
- ⑤ Utilize existing Wi-Fi
- ⑥ Less investment to expand new Wi-Fi access points

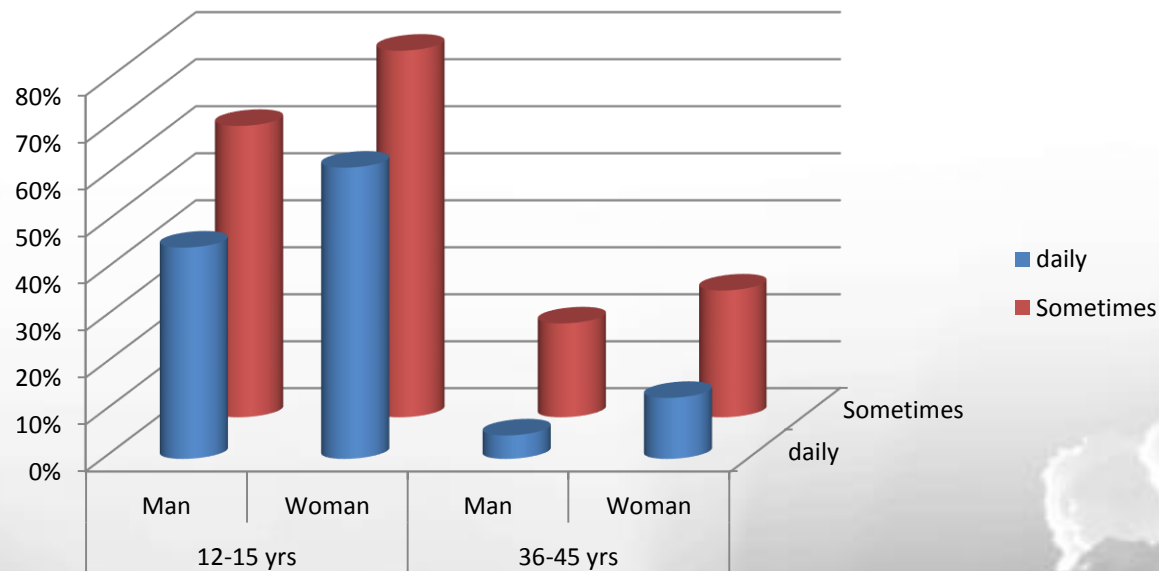
Internet Application Usage from devices



Source: (SCB) Statistics Sweden
"Statistiska Centralbyrån"

Easy Connectivity to Internet basic need

Instagram users based on gender and age



Source: Stiftelsen för internetinfrastruktur

Operator's number 1 headache

Internet of Things

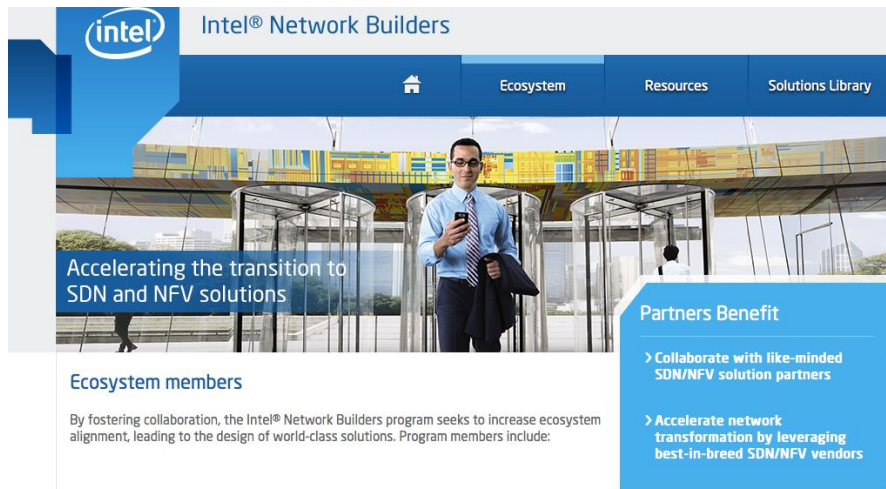
"the biggest challenge for us operators is the IoT. The explosion of connected devices generating enormous data transfers, from positioning, behaviour to personal data. To secure all this and create bandwidth is a challenge for all operators"

Håkan Kvarnström, VP Security at Telia AB

Intel Cooperation

- ✓ ***Clavister deliver the security platform*** to Intel Innovation Centers
 - In Place: Stockholm, London, Munich, Istanbul
 - 2015: Israel, Dubai, Ireland, Moscow
 - 2016: APAC, US/Canada and South America
- ✓ Clavister is part of Intel's Network Builders Ecosystem

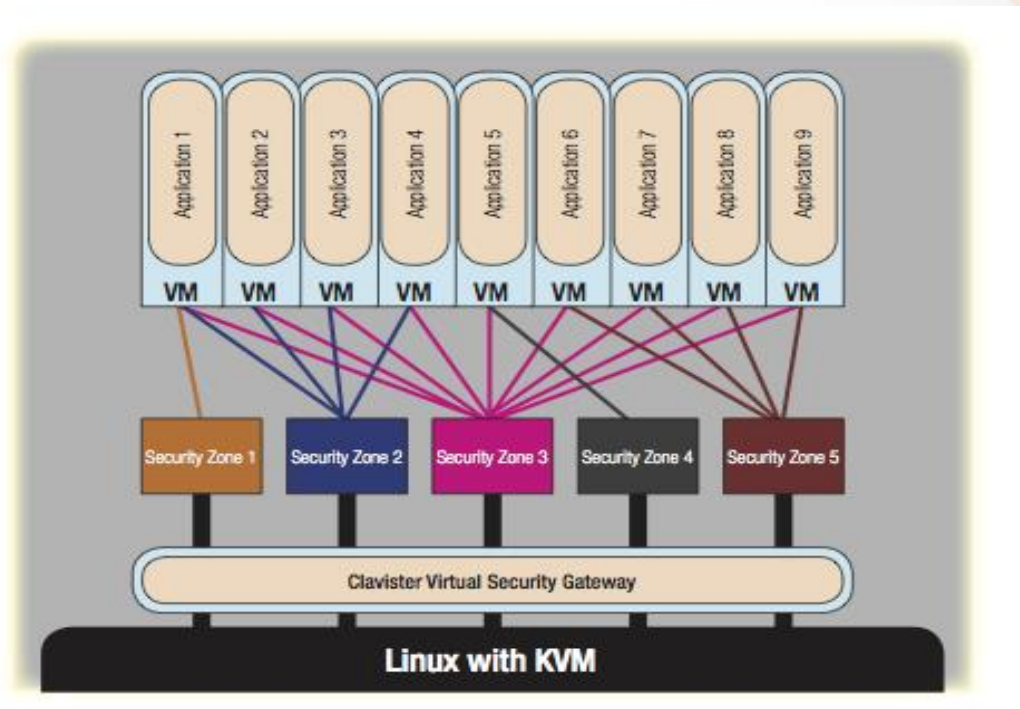
<http://networkbuilders.intel.com/ecosystem>



Smart Cities and IoT, Clavister Technical platform overview

Divide network into security zones – grant access to the right person at the right time with the defined bandwidth accessing the right applications.

Enable IoT over Internet in a controlled and secured manner layer over layer



Secured and Optimized Wi-Fi enjoyed everywhere



“Smart Cities” – for satisfied citizens

- ✓ Give access to secure Wi-Fi at key locations
 - Parks, shopping malls, hospitals, High schools & Universities, touristic areas etc...
- ✓ Increasing democracy
 - Give more people access to a safe Internet
- ✓ Strengthen the brand of the City
 - Give sensitive areas access to Internet
- ✓ Platform to spread important information
- ✓ Future safe – Prepared for a secure Internet of things (IoT)
 - Infrastructure for payment systems, web cameras, sensors electrical charging stations etc.



Reasons for Clavister

1. European Technology

- “No Backdoors”



“Edward Snowdens revealing of the NSA actions”

2. Smallest Footprint

- Unique possibility to built in
- Large Scalability
- Extremely cost-effective



3. Software-based

- Any hardware
- Embedded (built in)
- Virtualized software
- Same management view on all solutions



4. Reliability and Resiliency

- 99,9999 uptime
- Built-in High Availability
- > 10 years experience from Telcom & Defence



Strategic prospects & agreements

Telecom ICT

- Telecom LTE
- Small Cells
- Smart Cities
- IoT – Internet of Things
- Cloud
- Major operators
- Major markets / countries

Public & Military ...

OEM / Enterprise...

- Asia
- Europe
- America

“Global supplier of civil and military communication solutions”

The Multi billion dollar company offers a broad portfolio of products and services in business aviation; combat vehicles, weapons systems and munitions; shipbuilding; and communication and information technology systems and solutions

- Agreement signed after 9 month jointly development activities
- Clavister will deliver secure infrastructure for critical communication
- Large future potential

Q1, 2015 in Figures

P&L Q1(2015)

- Sales flat: Weak! Explained by delayed deals, China weak, 'small figures'...
- Gross margin 74% - increase with 5%-points Y/Y
- OPEX Q4(2014): +20% Y/Y => increased investments (R&D...) with strong customer-demand

	Jan - March	Jan - Dec	
Income statement (TSEK)	2015	2014	2014*
Net sales	10 719	10 985	62 263
COGS	-2 821	-3 372	-12 260
Gross profit	7 898	7 613	50 003
Gross margin, %	74%	69%	80%
Cap. Dev. Expenses	4 246	3 900	13 913
Staff costs	-17 239	-14 780	-63 902
Other external costs	-6 961	-5 421	-29 091
Depreciation and impairment loss	-190	-350	-693
Amortization and impairment loss	-3 630	-3 970	-15 100
EBIT	-15 876	-13 008	-44 870
Resultat after financial items	-16 484	-13 193	-46 041
Net profit - loss	-16 496	-13 221	-35 797
<i>Average number of shares</i>	<i>16 321 646</i>	<i>14 022 125</i>	<i>16 321 646</i>

Balance sheet

Balance sheet (TSEK)	2015-03-31	2014-03-31	2014-12-31
Intangible assets	32 388	32 672	31 772
Tangible assets	2 232	368	2 256
Financial assets	37 911	608	37 468
Inventories	5 876	4 678	5 551
Current receivables	5 222	8 238	12 279
Cash and bank balances *	10 977	27 497	11 655
Total assets	94 606	74 061	100 981
Equity	52 060	29 149	67 830
Provisions	0	4 488	0
Long-term liabilities	9 688	13 876	8 852
Current liabilities	32 858	26 548	24 298
Equity and liabilities	94 606	74 061	100 981
 Pledged assets	 5 095	 16 236	 11 836
Contingent liabilities	13 470	0	13 470

* Cash from loan May would add approx 18MSEK

Thanks!