

CLAVISTER®



An all communicating world, based on trust and security.

Clavister company introduction

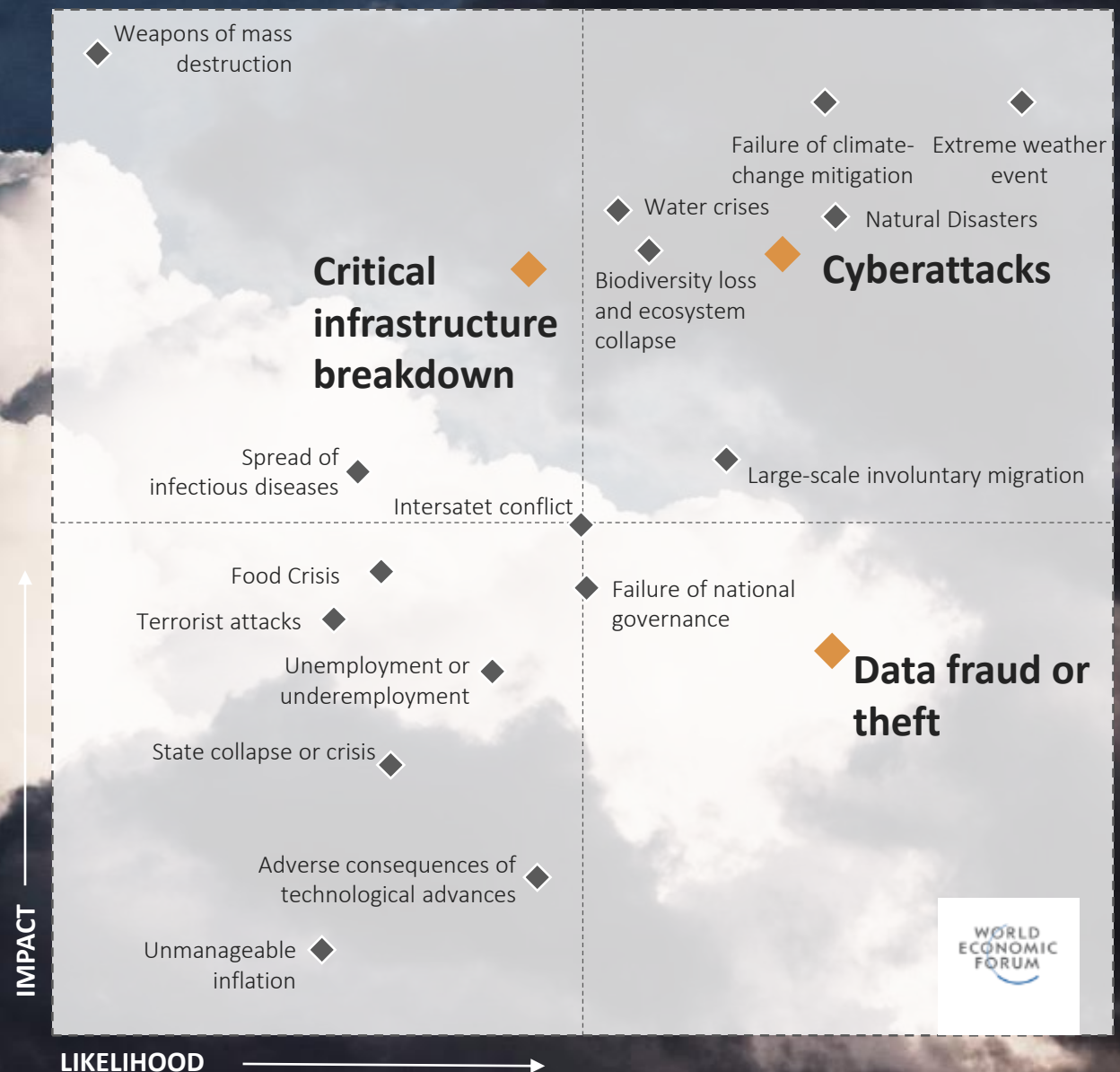
John Vestberg, Co-founder, President and CEO

“Global Risks Report 2018 lists

**cyberattacks as
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compared to Natural Disasters,
Financial Crisis's and Terrorist
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WORLD ECONOMIC
FORUM - GLOBAL
RISKS REPORT 2018



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WORLD ECONOMIC
FORUM - GLOBAL
RISKS REPORT 2018



“Cybercrime damages

will cost the world

6 trillion USD

annually by 2021.”

“Global spending on
cybersecurity will exceed

1 trillion USD

cumulatively over the next five
years.”



World War 3.0

“We rank cyber crime as the No. 1 national security threat, ahead of terrorism, espionage and weapons of mass destruction.”

*- James Clapper
Former U.S. Director
of National Intelligence*



World War 3.0

"A severe cyber attack may be classified as a case for the alliance. Then NATO can and must react."

- *Jens Stoltenberg*
NATO Secretary General



World War 3.0

Prykarpattyaoblenergo control
center, Western Ukraine

December 23rd, 2015



World War 3.0

- Cyber-attack seized control over the control center
- 230,000 people left without electricity for over 6 hours
- Marks the first time (known) a cyber weapon was successfully used against a nation's power grid

World War 3.0

Gundremmingen Nuclear Power
Plant, Germany. April 2016

- Highest output nuclear plant in Germany
- Computer malware caused the plant to an emergency shutdown
- Third time a nuclear facility was stopped following a cyber attack



World War 3.0

Kemuri Water Company (KWC) Plant, US. March 2016

- Hackers infiltrated the control system
- Managed to manipulate chemical levels
- Potentially poisoning tens of thousands of KWC customers



**Clavister delivers
business continuity
through holistic
cybersecurity
solutions, based on
Swedish innovation.**

20 years of cybersecurity innovation
>20 000 deployments in +150 countries
Listed on NASDAQ First North
Headquartered in Örnsköldsvik, Sweden
+170 Employees
30% re-invested in R&D



1997 Founded in Örnsköldsvik Sweden.

1998 First firewall software release.

2002 First Gigabit Firewall with line rate performance.

2008 Fully virtualised product, performing at 10 Gbps.

2014 Listed on NASDAQ First North.

2016 Acquisition of IAM specialist PhenixID.

2016 Launch of virtual security product for CSP market with Nokia.

2018 80-150% growth in core markets.

2019 Launch of cloud security services.

Security By Sweden.

- **#NoBackDoors**
- World-class protection from the **independent alternative**
- **Quality & robustness** part of our **DNA**
- Focused on **customer satisfaction**



The Vikings are here to protect us

Clavister is a Swedish cybersecurity company that believes that robust network security is everybody's business. With an ecosystem approach, both virtual and physical, we protect business continuity and make sure our customers have the best in class security to protect against the growing threat landscape. We may have traded swords for code but still keep our Viking spirit that believes the best cyber defence is a strong security offence.

Find out more at
clavister.com/Vikings

CLAVISTER
CONNECT • PROTECT



CLAVISTER



Our Leadership.

Executive Management Team

John Vestberg

Co-founder, President & CEO

CLAVISTER

Håkan Mattisson

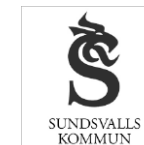
CFO

CGI **Affecto**

Jenny Ramkrans

Chief of Staff

**ÖRNSKÖLDSVIKS
KOMMUN**



Adrianne Edblad

VP People & Culture



SUTHERLAND

Johan Edlund

Chief Marketing & Products Officer

PROCERA



**aptilo
NETWORKS**

Przemek Sienkiewicz

Chief Strategy Officer

ORACLE

Google

Lucient Technologies
DELTA INNOVATIONS



IBM

Andreas Åsander

VP Sales

CLAVISTER

Håkan Wallberg

VP Operations

CGI **logica**

Board of Directors

Viktor Kovacs

Chairman



Jan Frykhammar

Board Member



Staffan Dahlström

Board Member



Kimberly Matenchuk

Board Member



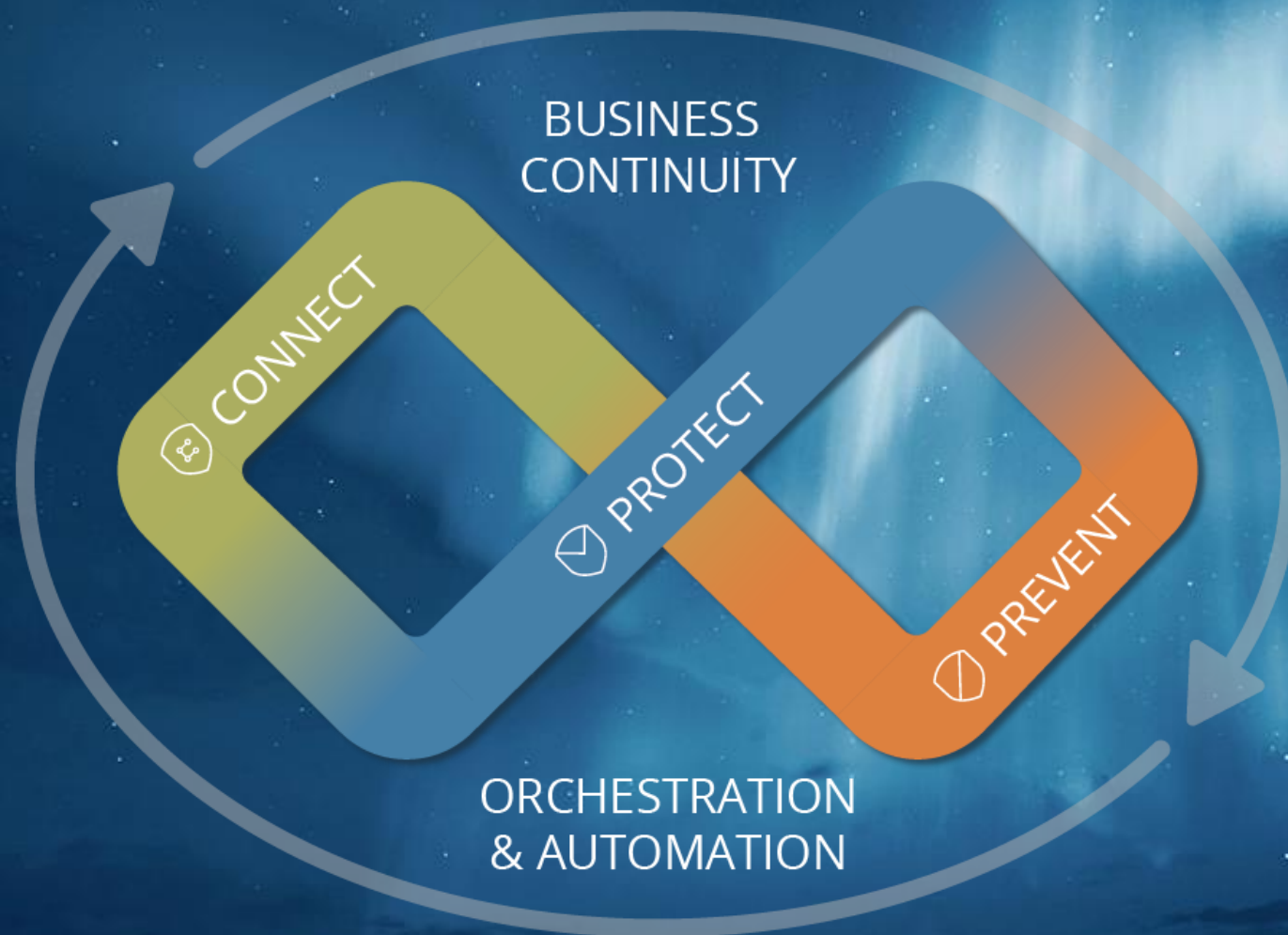
Bo Askvik

Board Member



Clavister Aurora Security Framework.

Connect, Protect and Prevent. Secure connectivity and protection with technologies that work **pro-actively** and **reduce risk** of security incidents.



Clavister Portfolio: From the user to the cloud.

Secure the identity, device and network with one end-2-end centrally managed solution.



MANAGEMENT & ANALYTICS

IDENTITY & ACCESS MANAGEMENT

DEVICE SECURITY

NETWORK SECURITY

CLOUD SERVICES

SERVICES

Clavister 2019 Portfolio: Products & Services.



Clavister InControl
Central management with zero-touch

MANAGEMENT & ANALYTICS



Clavister InCenter
Security Operations Centre

IDENTITY & ACCESS MANAGEMENT



Clavister EasyAccess
Authentication & Single Sign-on



Clavister EasyPassword
Password self service



Clavister EasySigning
Signing of docs and transactions

DEVICE SECURITY



Clavister OneConnect
Endpoint security client including VPN



Clavister OneTouch
MFA Authenticator



Clavister Endpoint Client
Protection & Data Leakage Prevention

NETWORK SECURITY



Clavister NetWall
Next-Generation Firewalls



Clavister NetShield
Service-Based Firewalls



Clavister NetEye
Advanced Threat Protection

CLOUD SERVICES



Clavister InCenter Cloud
Security Operations Centre - aaS



Clavister NetEye Cloud
Advanced Threat Protection - aaS



Clavister SandBox Cloud
Controlled Detonation - aaS



Clavister EasyAccess Cloud
Authentication & Single Sign-on

SERVICES

Clavister Training

Clavister Care

Clavister Consulting

Clavister NetWall – Firewall Appliances



Verticals and selected reference customers.



**Education & Public
Sector**



**Retail &
Distributed offices**



**Critical
Infrastructure**



**Industrial IoT &
Transportation**



**Communication
Service Providers**



Go-to-Market channel model.

CLAVISTER

End-Customer



Education & Public Sector



Retail & Distributed
offices



Critical Infrastructure



Industrial IoT &
Transportation



Communication Service
Providers

Partner



Distributor



CLAVISTER
CONNECT. PROTECT

Go-to-market Model

Focus Markets



Nordics



DACH



Japan



Education & Public Sector



Retail & Distributed offices



Critical Infrastructure



Industrial IoT & Transportation



Communication Service Providers



Global channel partner network with +450 partners

Centralized Sales

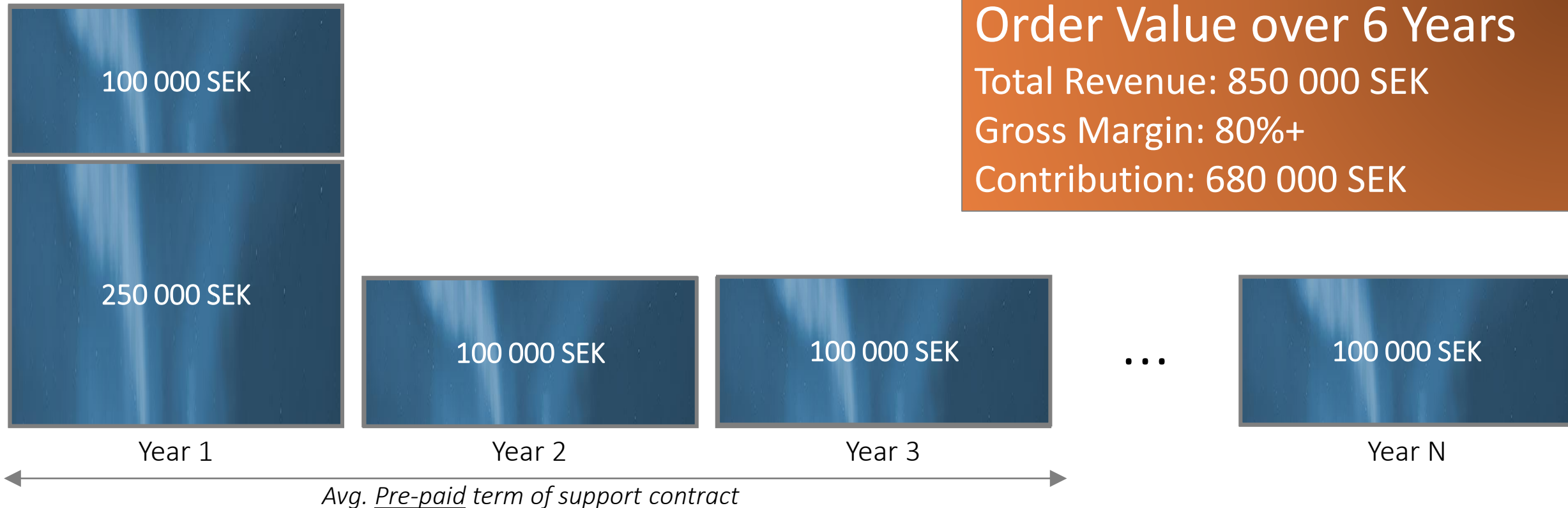


Global Key Accounts



Global Sales Support

Sales Order Example.



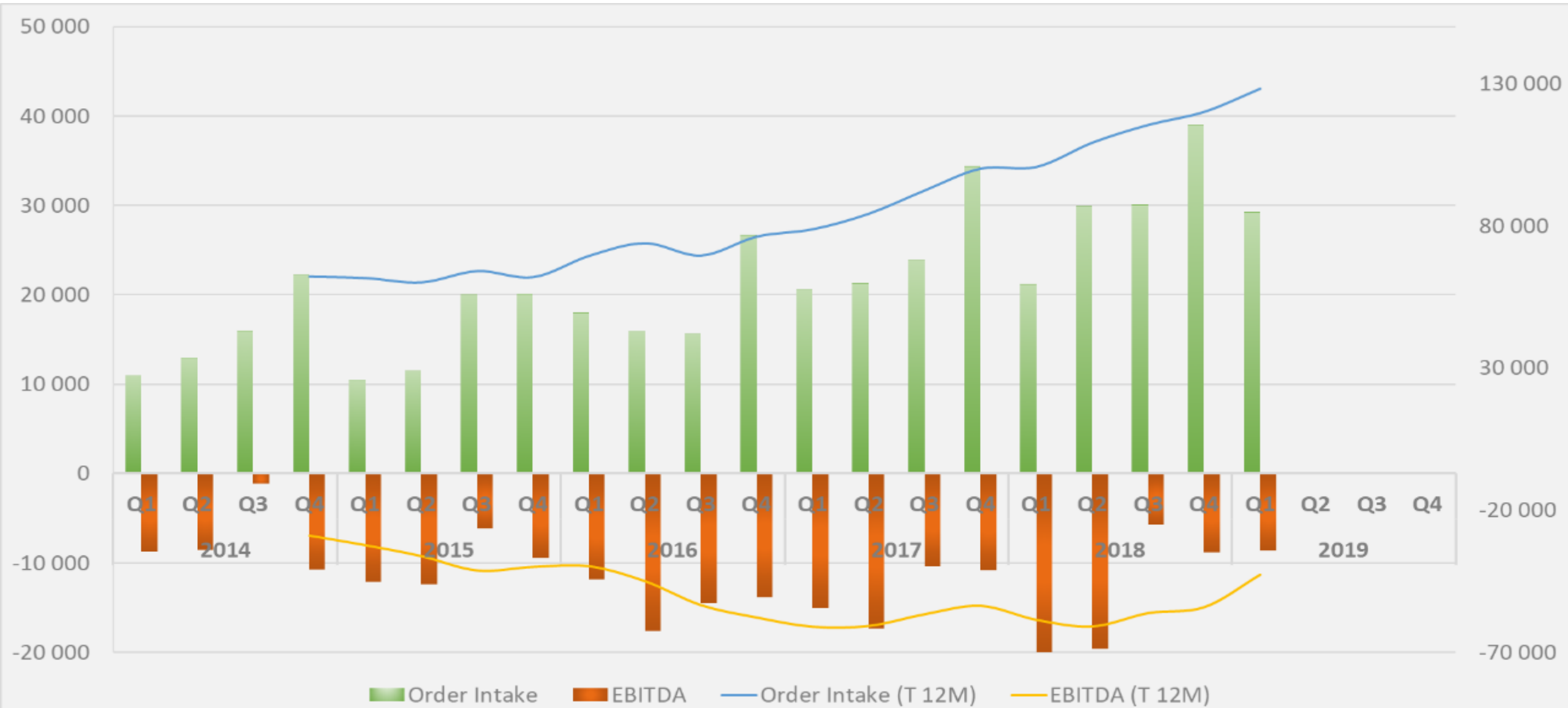
Clavister W50 Pro (x2)

List Price: 416 000 SEK

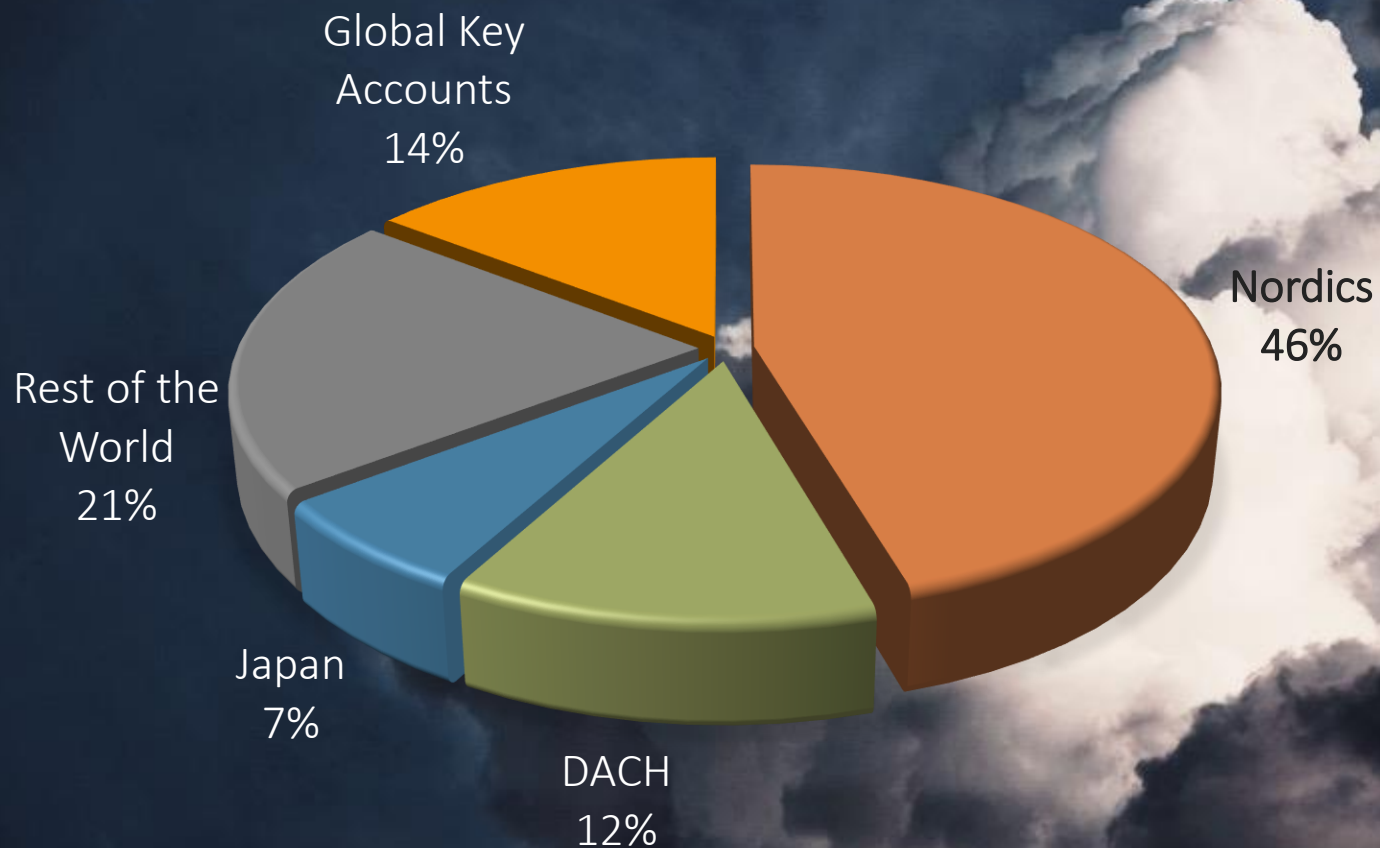
Discount: 40%

Sales Price: 250 000 SEK

Order Intake and EBITDA Development 2014 – 2019 Q1



Order Intake by Market - 2018



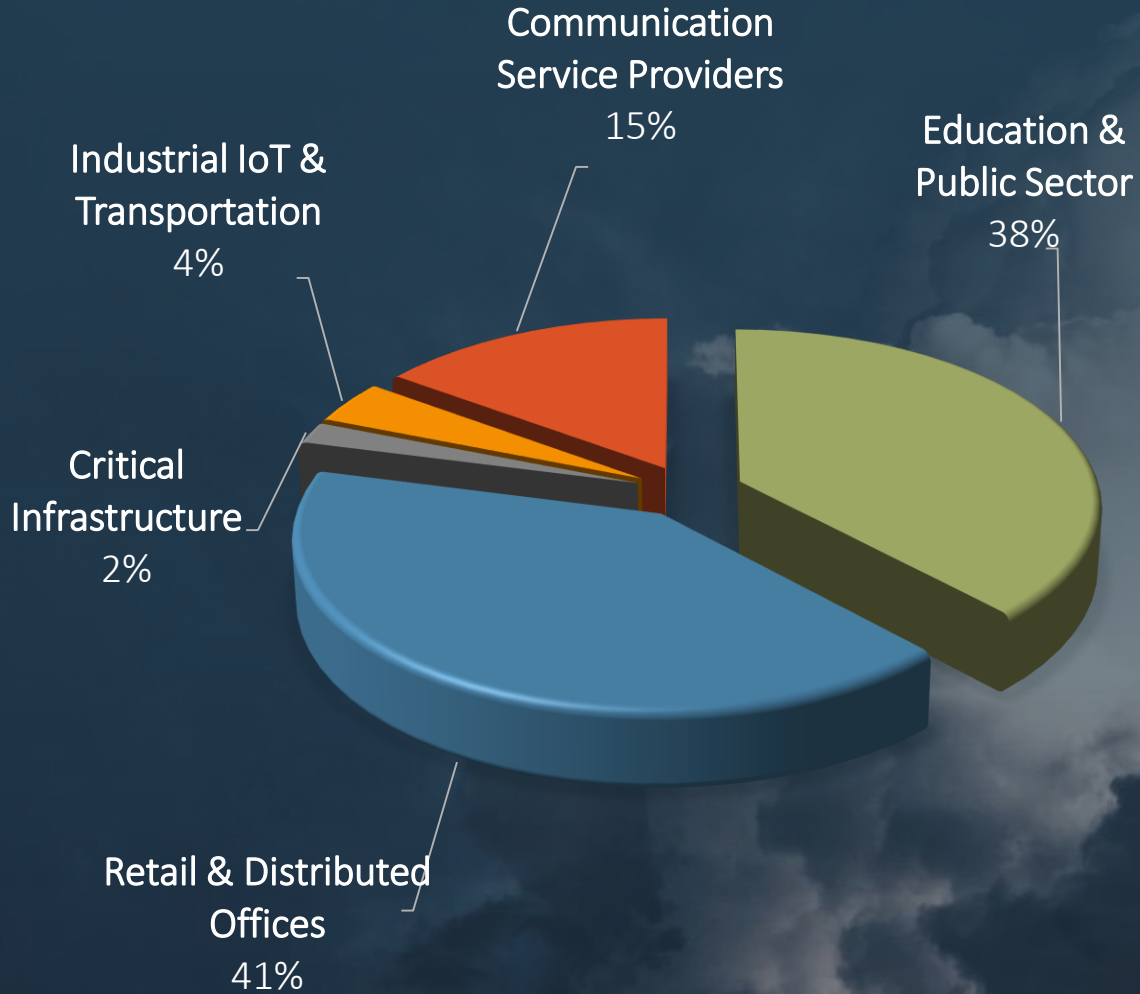
Nordics grew order intake with

33% Y/Y

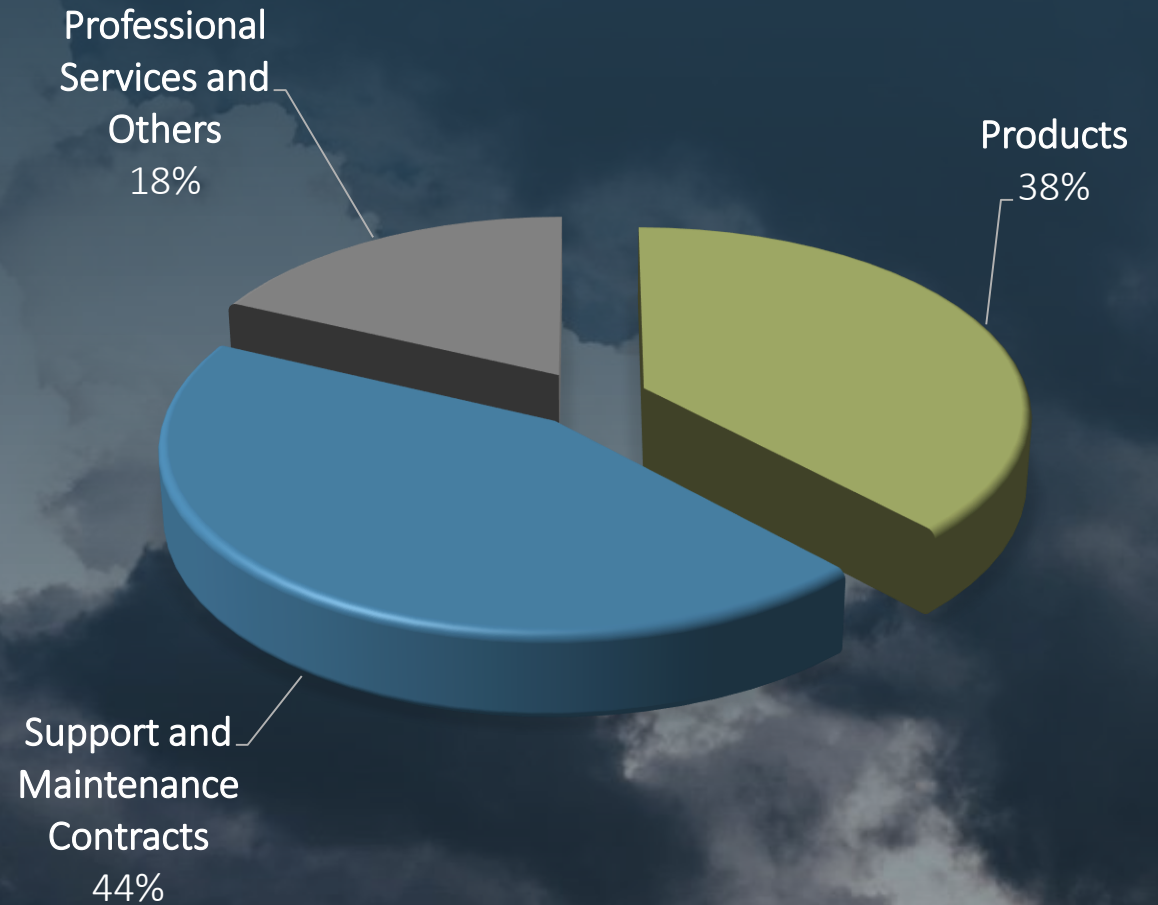
DACH grew order intake with

62% Y/Y

Sales by End-Customer Vertical



Revenues by Type



Customer Satisfaction
Survey 2018

4.7 (4.7)
out of 6.0

96%
would recommend Clavister
to others

Employee Satisfaction
Survey 2018

4.34 (4.17)
out of 6.0

Summary and investor considerations

CLAVISTER

Exciting Market Space

25 BUSD addressable market

~10% Y/Y growth

Key inflection points:

- Virtualization
- Security-as-a-Service

Disruptive Technology

SEK +500m invested in R&D

Extensive software IPRs

Best-in-class virtualization capabilities

Existing technology applicable to new disruptive markets

Business Model

Highly scalable, transaction oriented business model

Gross Margins 70%+ (80% Q1'19)

Recurring revenues 40%+

Foundation

Backed by the EIB (European Investment Bank)

Leadership team and structure in place to execute strong growth phase

Highly diversified workplace to understand the challenges of today's global business



SECURITY BY
SWEDEN

A large group of approximately 100 employees of Clavister are posed on a sandy beach. They are arranged in many rows, with the front rows standing and the back rows sitting or kneeling. Most of the employees have their hands raised in the air, some with palms facing forward and others with fingers spread. They are all smiling and looking towards the camera. The background shows the ocean with gentle waves and some green coastal vegetation. The overall atmosphere is one of a happy, team-oriented group.

Big enough to deliver. Small enough to care.

With passion for customer support, we are proud to achieve high customer satisfaction year after year.



Clavister - Becoming the leading European cybersecurity expert.