Investment Opportunities
ICT: Internet of Things (IoT) Security Platform

Investment Highlights

- **Smart lightweight IoT security platform**: Our lightweight Internet of things (IoT) security platform that can be applied to various IoT environments can provide total end-to-end IoT security services, such as data protection and authentication solutions. Our company is unique in South Korea as it provides solutions that meet government guidelines yet goes beyond expectations.

- **IT security education platform**: This is Korea’s first education platform designed to train cybersecurity experts, and it consists of high-quality educational content provided by IT security experts. It analyzes users’ viewing patterns to recommend suitable content and allows them to perform collective intelligence activities, such as sharing and discussing with each other.

- **IoT security industry**: According to MarketsandMarkets, the IoT security market has been growing because of more frequent ransomware attacks on IoT devices, stricter IoT security regulations, and growing security issues on critical infrastructure. The global IoT security market size is projected to reach USD 32.3 billion by 2023 from USD 8.2 billion in 2018, growing at a compound annual growth rate (CAGR) of 32% during the forecast period.

Products and Services

**Products and Technology**

- **Key features of core technology**
  - Prevents IoT devices from accessing unauthorized IPs and ports or being exploited for malicious code or information leakage
  - Increases the security of data in IoT devices by storing data in discontinuous memory addresses through pseudorandom numbers
  - The management server monitors multiple IoT devices to check the duration of usage, scheduled maintenance, usage count, and availability. It also provides various functions, such as self-checking, shutdown, reporting results, and push notifications, according to the settings, thereby contributing to the effective management of multiple devices.

- **Competitiveness of core technology**
  - The existing unit for managing IoT devices is designed to manage only a single device, but our product can simultaneously manage multiple data.
  - Different from the existing integrity verification, our product can accurately detect the fabrication or falsification of important assets in devices, making it especially suitable for verifying the integrity of IoT devices that lack computing power.
  - In contrast with complex conventional technology, our product can simplify a configuration only with an IoT device and its policy file server and also set policy files for each device or group, thereby ensuring more flexible access control.

Brief History

- **2017**: Founded the company
- **2018**: Selected as a participant in Tech Incubator Program for Startup Korea (TIPS)
  - Attracted foreign investments
- **2019**: Selected to participate in a smart home demonstration project by the Ministry of Trade, Industry and Energy
- **2020**: Attracted foreign investments
  - Acquired the Certificate of Software Quality (Level 1 – Good Software [GS])
Company Profile

Date of Establishment • March 2017

Investment Performance • Attracted an investment of KRW 100 million from ETRI Holdings in November 2018
• Attracted an investment of KRW 300 million from Samsung Venture Investment in January 2020

Listed or Unlisted • N/A

Patents and Certificates • Registration (application) of 14 domestic patents, including an apparatus for the Internet access control of IoT devices and a method therefor

Financial Figures

(Unit: USD million)

<table>
<thead>
<tr>
<th>Division</th>
<th>2017 (Unaudited)</th>
<th>2018 (Unaudited)</th>
<th>2019 (Unaudited)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>0.17</td>
<td>0.40</td>
<td>2.27</td>
</tr>
<tr>
<td>Operating Income</td>
<td>(0.06)</td>
<td>(0.30)</td>
<td>(0.30)</td>
</tr>
<tr>
<td>EBITDA</td>
<td>(0.06)</td>
<td>(0.30)</td>
<td>(0.29)</td>
</tr>
</tbody>
</table>

Business Plan

(Unit: USD million)

<table>
<thead>
<tr>
<th>Division</th>
<th>2020 (Forecast)</th>
<th>2021 (Forecast)</th>
<th>2022 (Forecast)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>1.92</td>
<td>5.00</td>
<td>9.99</td>
</tr>
<tr>
<td>Working Capital</td>
<td>0.25</td>
<td>0.42</td>
<td>0.17</td>
</tr>
<tr>
<td>R&amp;D</td>
<td>0.42</td>
<td>0.83</td>
<td>1.25</td>
</tr>
</tbody>
</table>

• Sales plan: Currently, our company is participating in IoT projects hosted by local governments and public organizations, along with collaborative partnerships with medium and large information operators. Our plan is to provide an IoT security video license to different organizations, such as colleges/universities, governmental authorities, and national defense agencies. Meetings are in progress with national agencies in Southeast Asia, including those of Singapore, Vietnam, and Thailand. As a result, it is expected to achieve sales of USD 2.3 million in 2022.

• Investment required: The promotion of sales requires the recruitment of more personnel engaged in diverse areas, such as sales and marketing, technical support, technology development, etc. In achieving the target sales, our company is planning to invest a total of USD 3.3 million (USD 0.8 million in working capital and USD 2.5 million in R&D) for the next 3 years.

Investment Requirements

<table>
<thead>
<tr>
<th>Investment Structure</th>
<th>Financial investment (minority)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Amount</td>
<td>USD 1.5 million</td>
</tr>
<tr>
<td>Region</td>
<td>Europe, Southeast Asia</td>
</tr>
</tbody>
</table>

For more detail Teaser Memorandum and information please contact below Project Manager
ICT PM: ikmp@kotra.or.kr