

CORERO FY 2023 Results

Carl Herberger, CEO

Phil Richards, CFO

March 2024



About Corero Network Security

- ◎ A leading provider of **Distributed Denial of Service 'DDoS'** software solutions
- ◎ Delivers **tailored** intelligently automated solutions that protects from DDoS attacks in under a second
- ◎ **Key strategic and technology** partnerships with global companies including **Akamai Technologies, Juniper Networks and GTT.**
- ◎ Actively servicing **Internet Service providers, Hosting providers, SaaS providers, Cloud providers, and Edge providers**
- ◎ Headquartered in London with offices near Boston and in Edinburgh.
- ◎ Listed on London AIM (Ticker: **CNS**) and US OTCQB (Ticker: **DDOSF**)



FY 2023 – a year of ongoing progress

- ◎ Secured strategic go-to-market partnership with Akamai
- ◎ Announced Carl Herberger as new CEO in H2 2023
- ◎ Launched Smartwall ONE™ platform and product update 12.0 during H2 2023
- ◎ Secured \$1 million plus contract with new channel partner customer, TechEnabler, in Brazil
- ◎ Continued growth in the Company's subscription-based products and DDoS Protection-as-a-Service ("DDPaaS") offering, underpinning revenue and earnings predictability



Our business in numbers

\$22.3m

Revenue

+11% YOY

\$2.2m

Adjusted
EBITDA

+29% YOY

\$16.9m

ARR

+17% YOY

90%

Gross
Margin

97%

Customer
renewal rate

80

People
worldwide

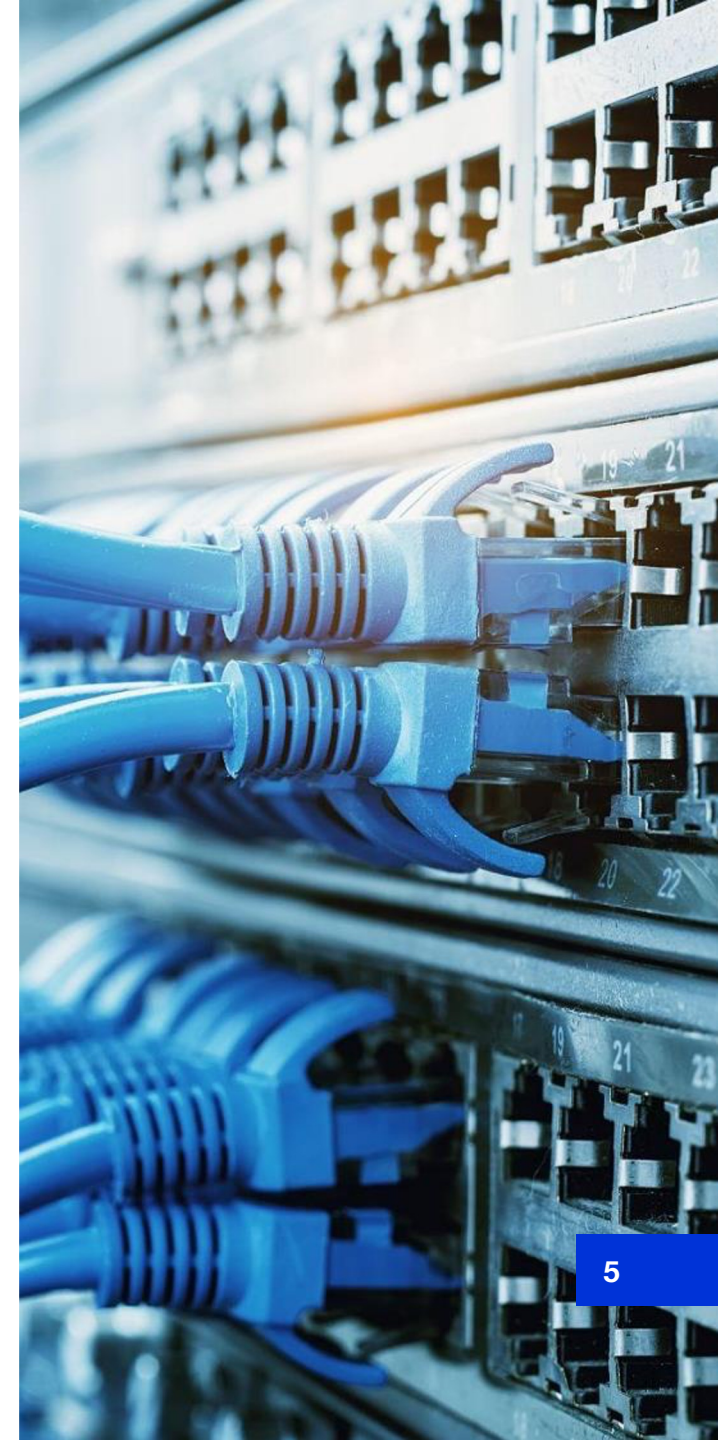
50+

Country
footprint

Investment Case

- ◎ \$3.6bn addressable market and growing at pace
- ◎ Next gen market-leading, disruptive technology
- ◎ Significantly enhanced unique capability compared to competition
- ◎ Experienced management team with **extensive market and competitor knowledge** and experience
- ◎ Ongoing R&D investment propelling new services & product deployments
- ◎ Growing channel partner footprint, notably with Akamai, capable of accelerating growth

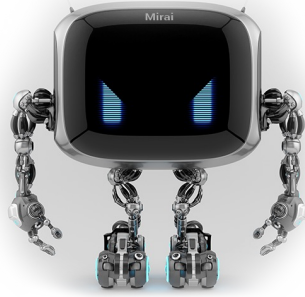
‘Service availability is fundamental for all businesses in today’s world’



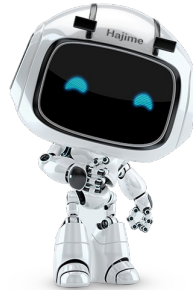
Botnets fueling cyber attacks globally



**Bricker
Bot**

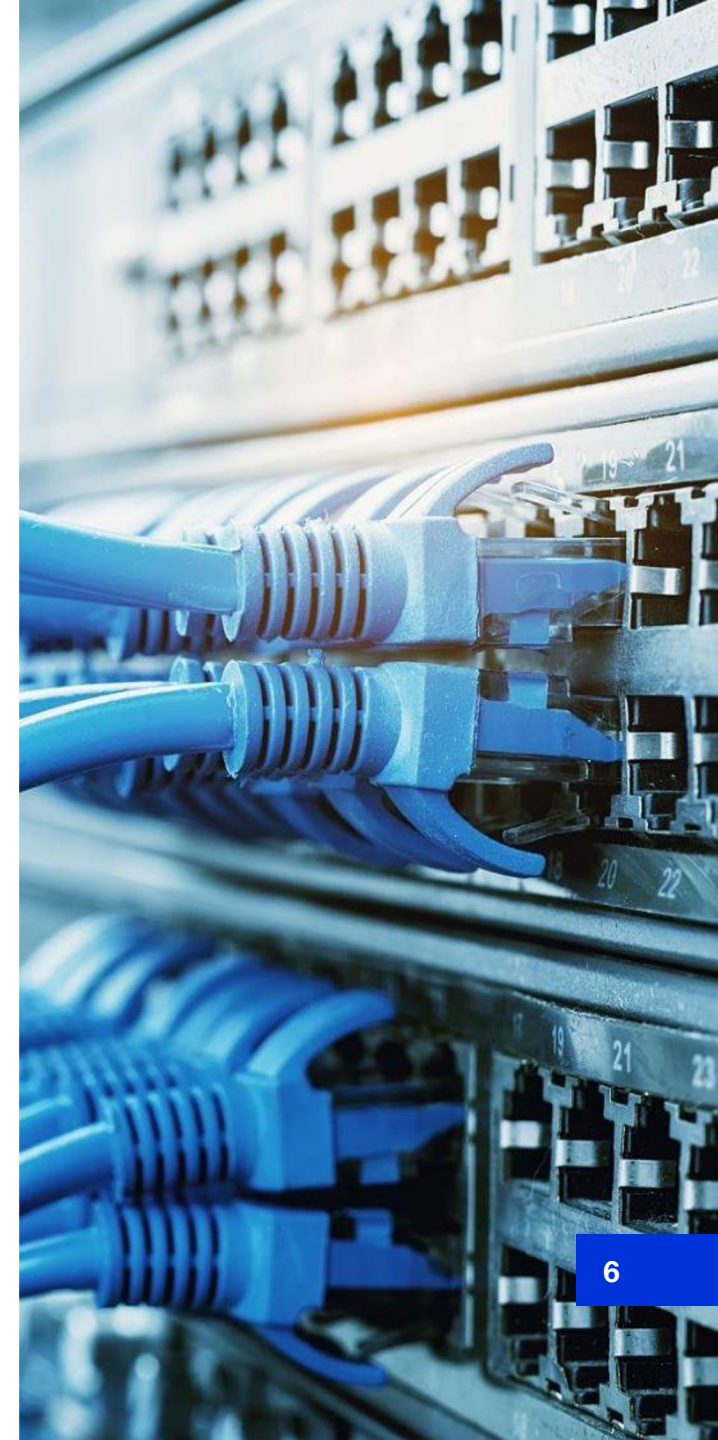


Mirai



Hajime

- ◎ Botnets can initiate illegal tasks including sending spam, data theft and DDoS attacks.
- ◎ Corero provides cost-effective solutions to ensure customer uptime and availability.



Example of a DDoS Botnet Attack



1

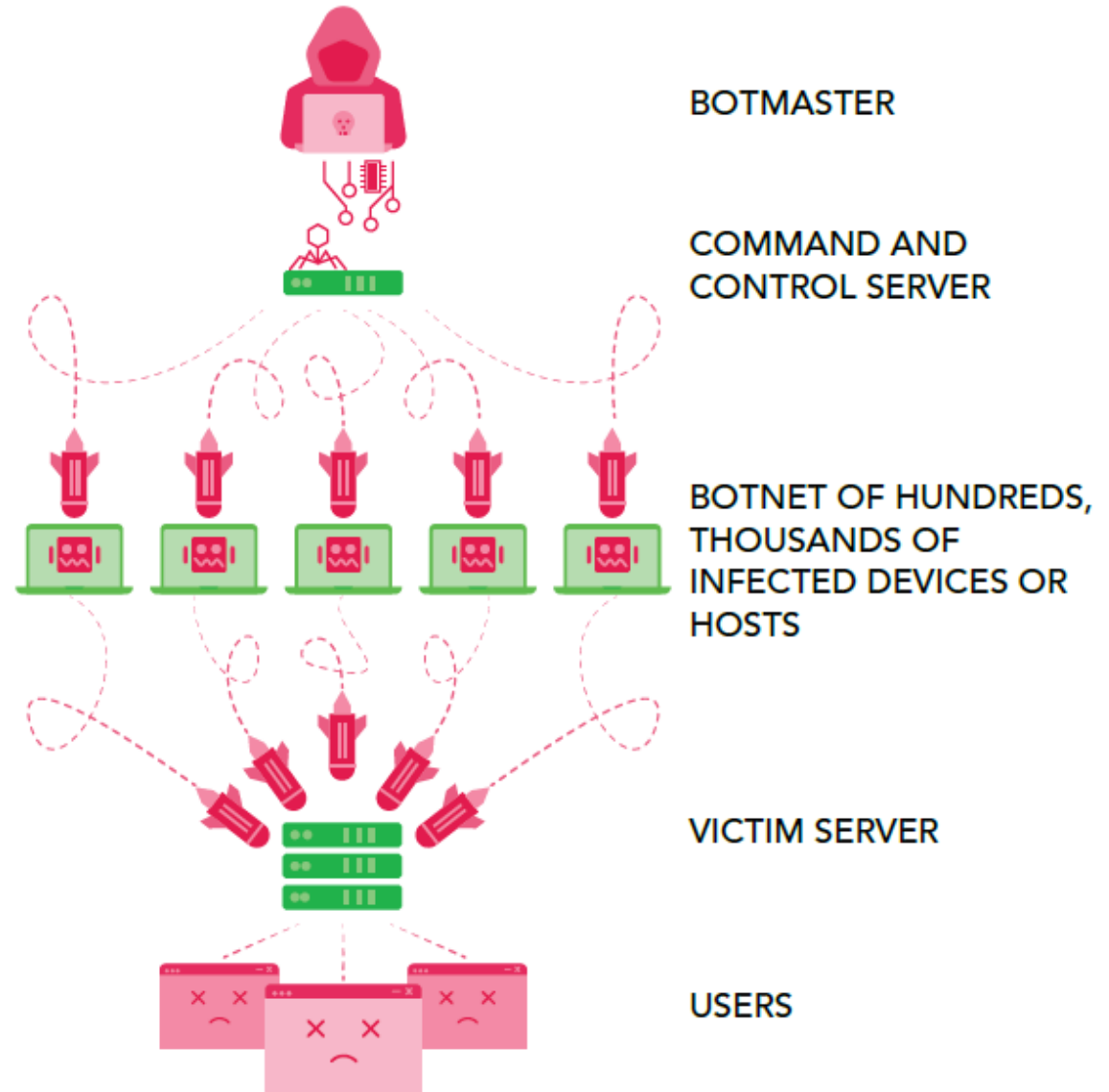
Botmaster sends “LAUNCH” command.

2

Bots send attack traffic to victim.

3

Attack traffic overwhelms the victim server or network.







Our product proposition



SmartWall ONE





Hybrid Cloud

Our Hybrid Cloud solution is all about making things seamless and giving you that sturdy shield against DDoS attacks, no matter how you slice it.

-  Scale-proof protection
-  Fast & automated mitigation
-  Lower ownership costs
-  Full attack visibility

On-Premises

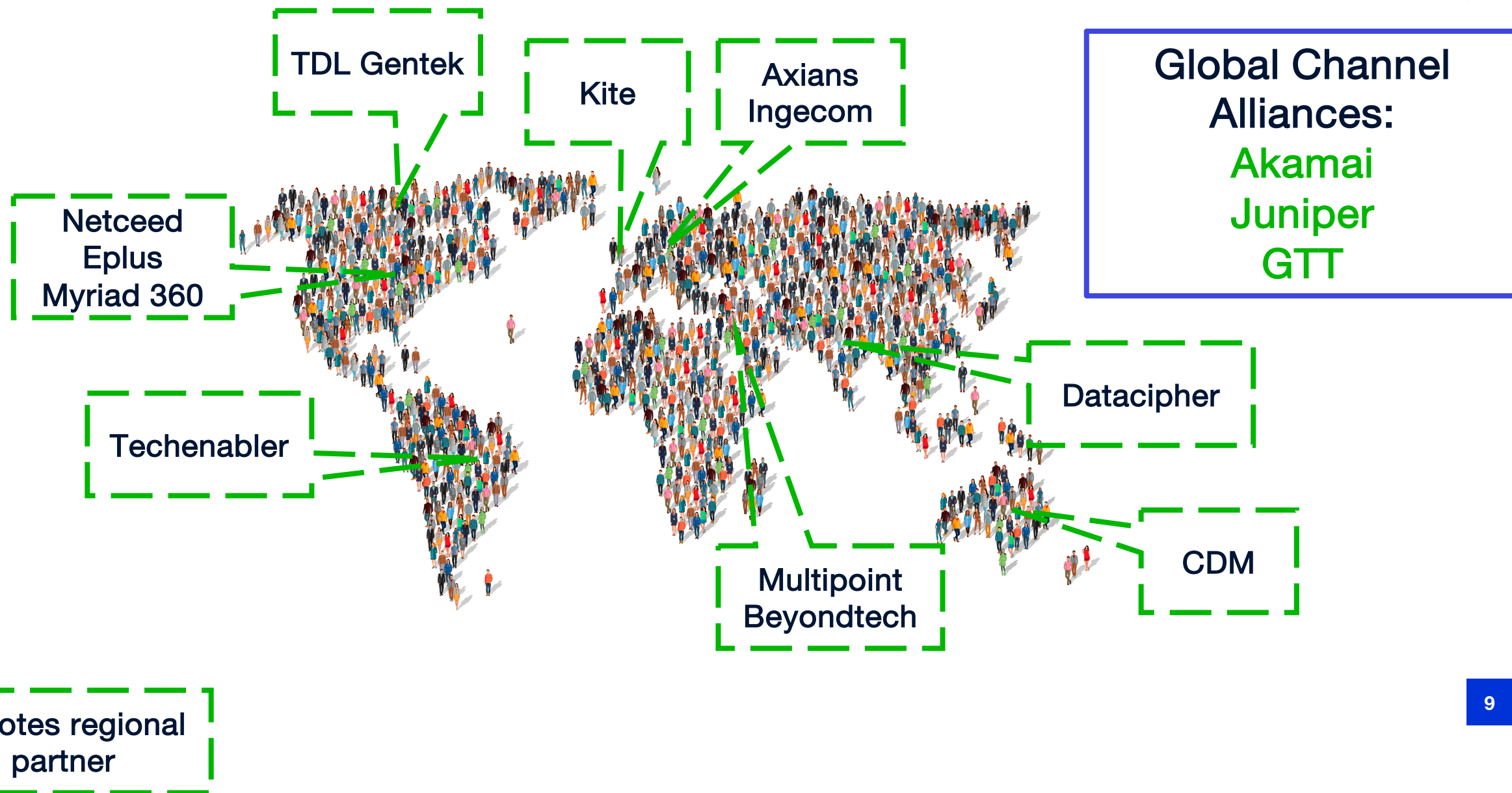
Fast, automated DDoS protection that fits any setup, hardware or virtual. With seamless integration, keep your services smooth and uninterrupted, no matter your network.

-  Near-instant defense
-  Comprehensive network visibility
-  Uninterrupted business continuity
-  24/7 expert support

Q1 2024 Launch of Corero DDoS Intelligence Service:

- Automated, AI-assisted subscription service for Corero SmartWall ONE customers
 - Delivers pre-emptive attack mitigation before the first attack is even detected.

Channel Partnerships & Sales Partners



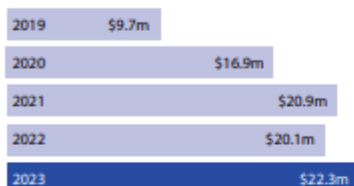
Financial Summary

Financial highlights



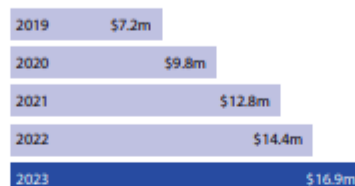
REVENUE

\$22.3m



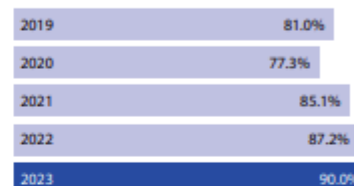
ARR¹

\$16.9m



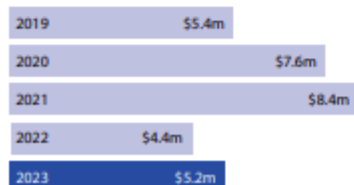
GROSS MARGIN

90.0%



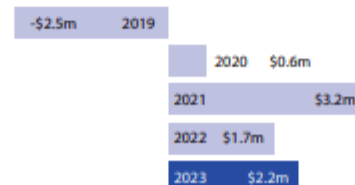
NET CASH

\$5.2m



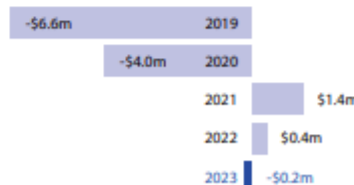
ADJUSTED EBITDA²

\$2.2m



PROFIT/(LOSS) BEFORE TAXATION

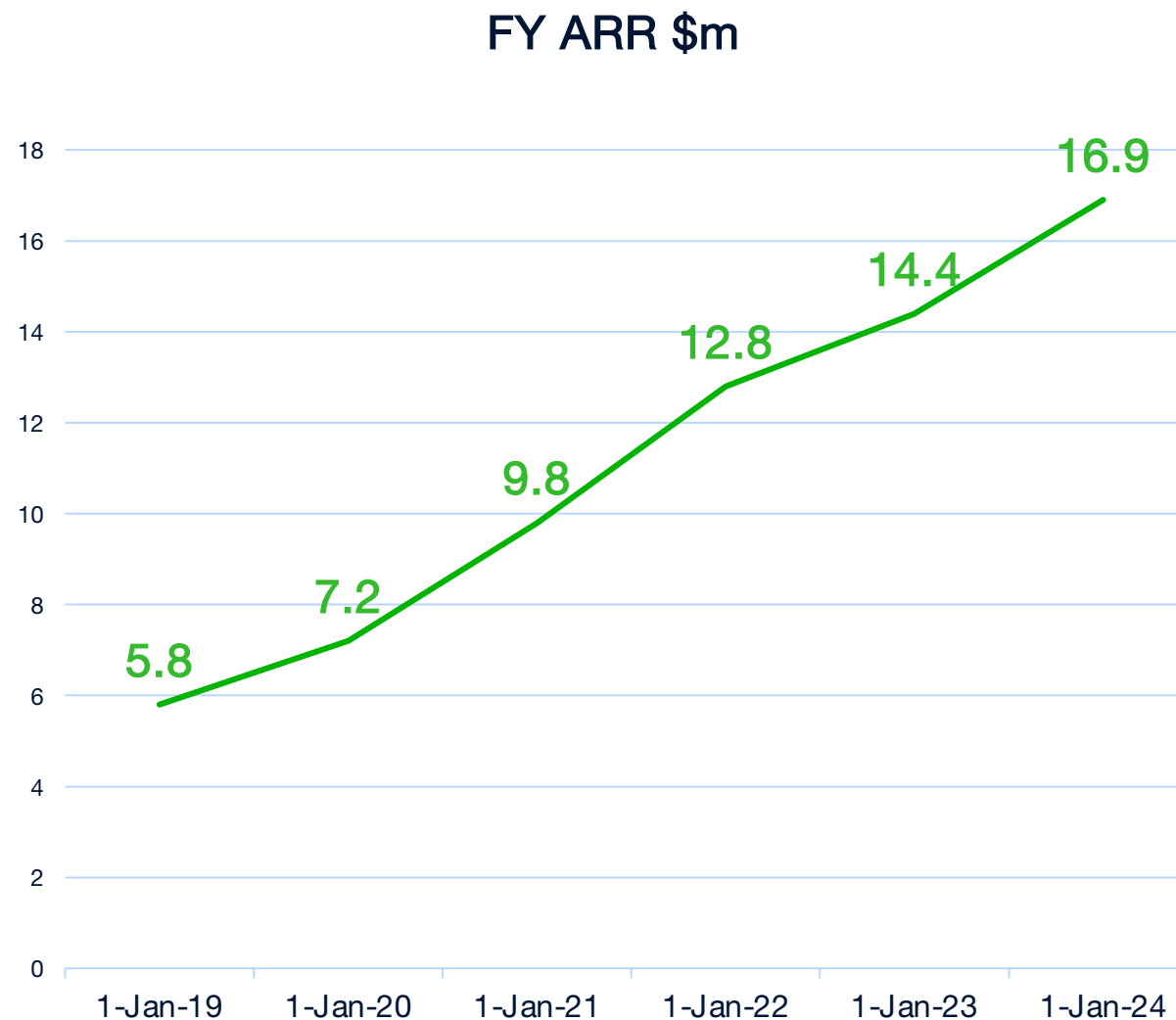
-\$0.2m



Key Financial Metrics- FY 2023 (audited)



- ◎ ARR CAGR of 24% 1 Jan 2019 – 1 Jan 2024
- ◎ 11% YOY revenue increase to \$22.3m
- ◎ 2023 EBITDA: \$2.2m
- ◎ Cash generative, Debt free
- ◎ YE cash balance: \$5.2m

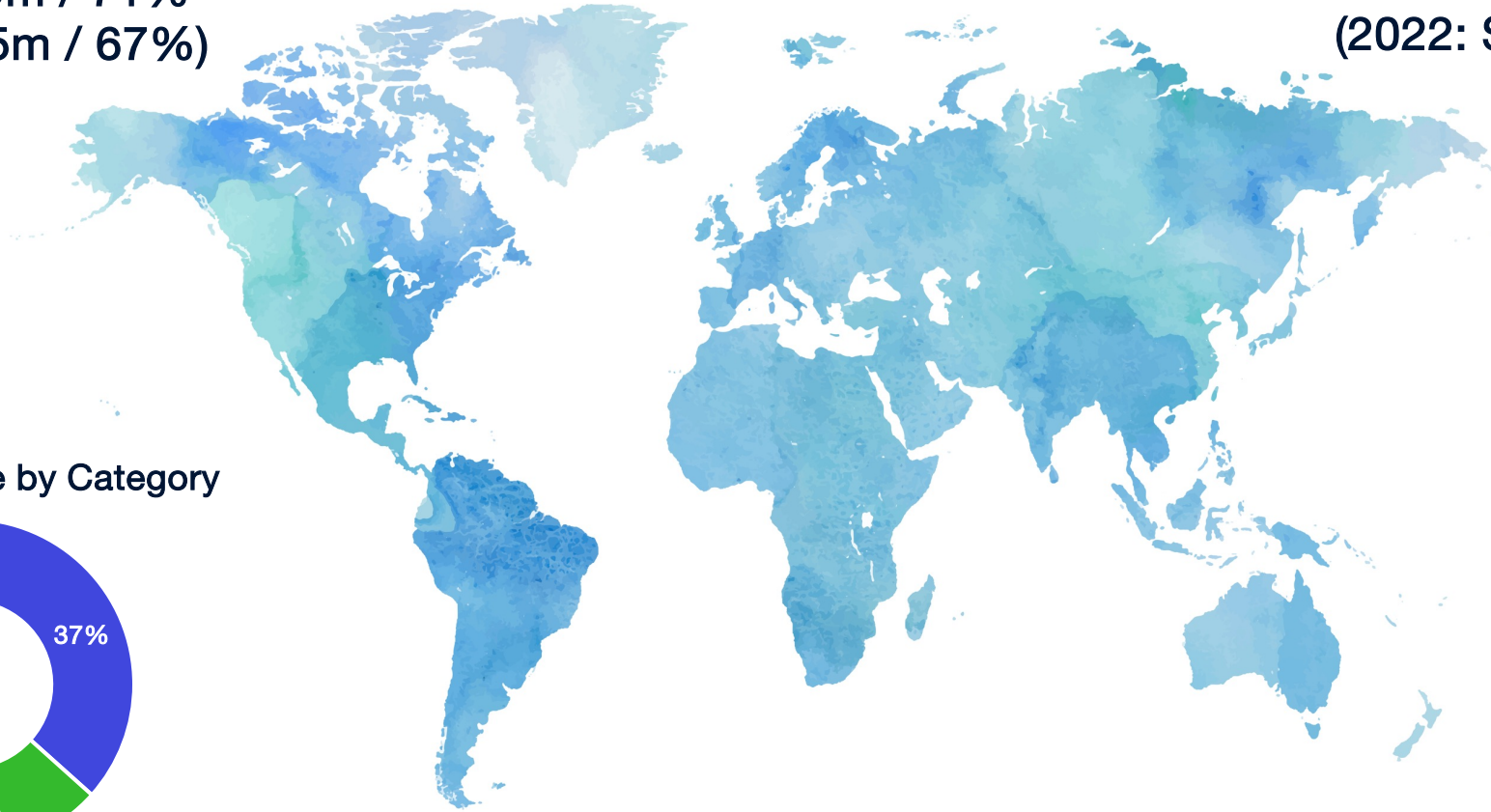


Key Financial Metrics- Revenue 2023

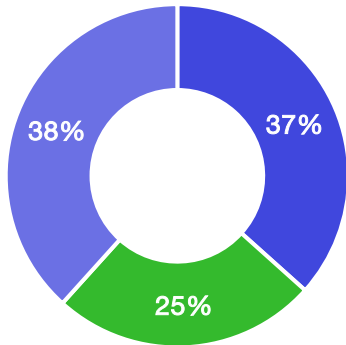


USA: \$15.9m / 71%
(2022: \$13.5m / 67%)

UK/ROW: \$6.5m / 29%
(2022: \$6.6m / 33%)



2023 Revenue by Category



- Software license and appliances
- DDoS Protection as-a-Service
- Maintenance and support

Strategy & Outlook

Delivering across four revenue generating activities



Investment in targeted marketing and sales initiatives



Expand sales partnerships and global alliances



Upsell opportunities within current installed base



Renewals and current customer expansion

Outlook

- ◎ **Strong start to 2024** with robust new business pipeline already delivering results in H1 2024
- ◎ Expansion of strategic partnership with Ingecom, allowing Corero to **enhance its European footprint**
- ◎ Commenced trading on the **US OTCQB venture market** under ticker symbol "DDOSF" in February 2024
- ◎ **Demand remains strong** across the market driven by the relentless growth in DDOS attacks globally





THANK YOU

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