Genians

INVESTOR RELATIONS 2021

Trust Your People. Genians Will Verify.

Genians Cybersecurity Platform for Enabling Digital Trust in the 5G/IoT era

Disclaimer

Agenda

Cybersecurity Market in South Korea

The Market Leader, Genians

Genians Success

Competitiveness and Innovation for the Global Market

Cybersecurity Market in South Korea

Cybersecurity Market in South Korea

Korea information security industry market size was estimated to be USD 10B in 2020 (up 6.4% year on year)
Cybersecurity market accounts for 32%, CARG 8%

*Survey for Information Security Industry in Korea : Year 2020

Genians
AhnLab

Cyber
Security
2.7B

Physical
Security
7.1B

S-1 CORPORATION
ADT
kt telecop

The Nation's Cybersecurity

Digital
Trust

New Growth Engine

Digital Transformation

[Information Security Market Leader in Korea]

[Key Characteristics of the Market]

Genians, Cybersecurity Market Leader in South Korea

Korean government has proposed spending about USD $62 billion over the next five years on the Korean "New Deal" to prepare new digital economy by making 5G and AI centerpieces. Sustaining digital trust is one of the key requirements for success in the digital transformation.

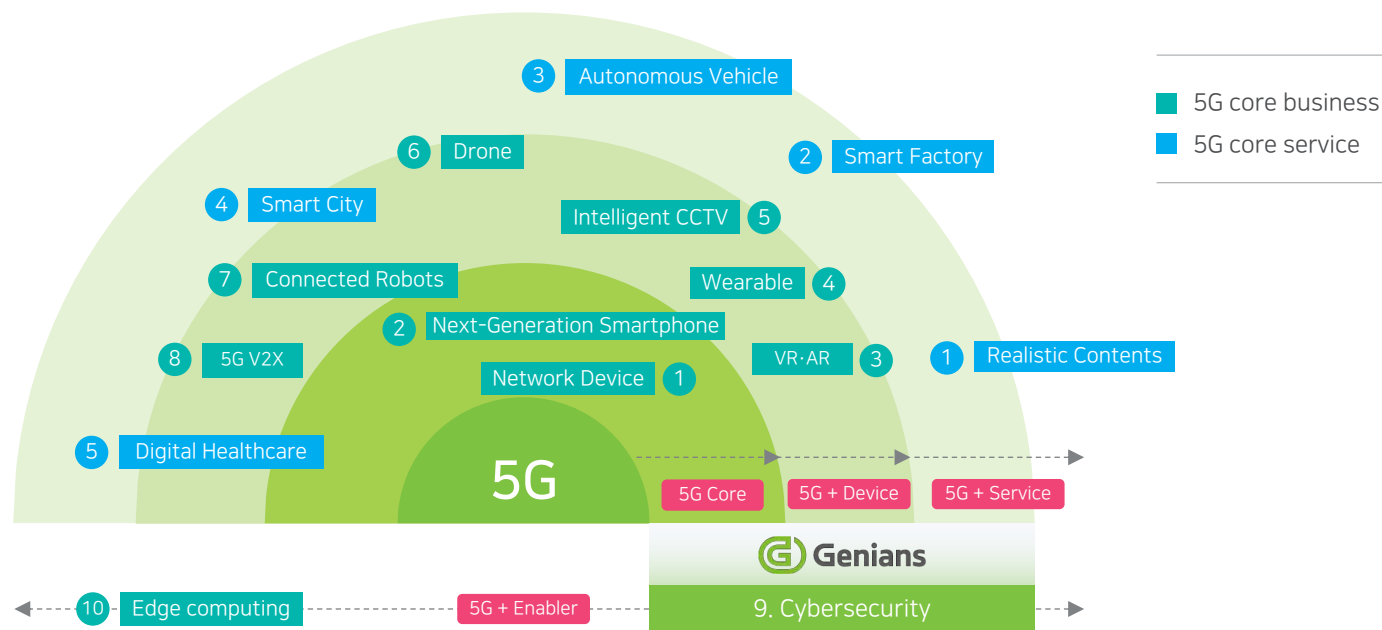| Cybersecurity	Physical Security	Security Convergence
Data and Privacy Protection, Cyber Threats/Hacking, Vulnerability	Surveillance, Biometrics, Unmanned Security Systems	Nation's Security, Infrastructure, Healthcare, Transformation

The Market Leader, Genians

About Genians

Genians delivers a cybersecurity platform to ensure full network surveillance for all connected devices and provides dynamic access control to maintain compliance with IT security policies. It then leverages automation to orchestrate an organization's entire security portfolio in concert with Network Access Control (NAC) and Endpoint Detection and Response (EDR) to achieve an optimally-secure network edge.
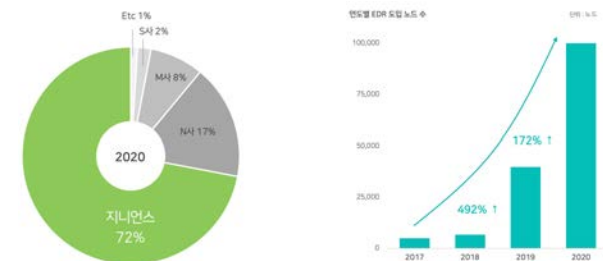
01. Proven Technology.

- ISO 27001 certified
- Over 1,600 customers worldwide
- Genians named a representative vendor in Gartner and Frost & Sullivan
- Business and technology partnerships with global leading vendors
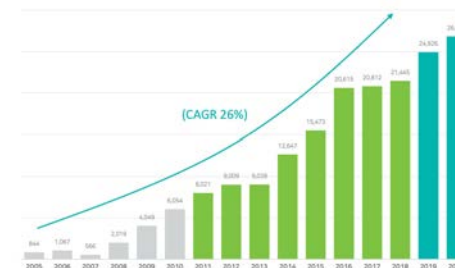
02. #1 NAC Solution Provider and EDR market Leader.

- NAC : 72% Market share (as of 2020)
- EDR : The first Korean EDR solution, the largest number of customers,
  The first registration for Korean Public Procurement Service

03. 16 Years Consecutive Success.

- A profitable company since it was founded in 2005
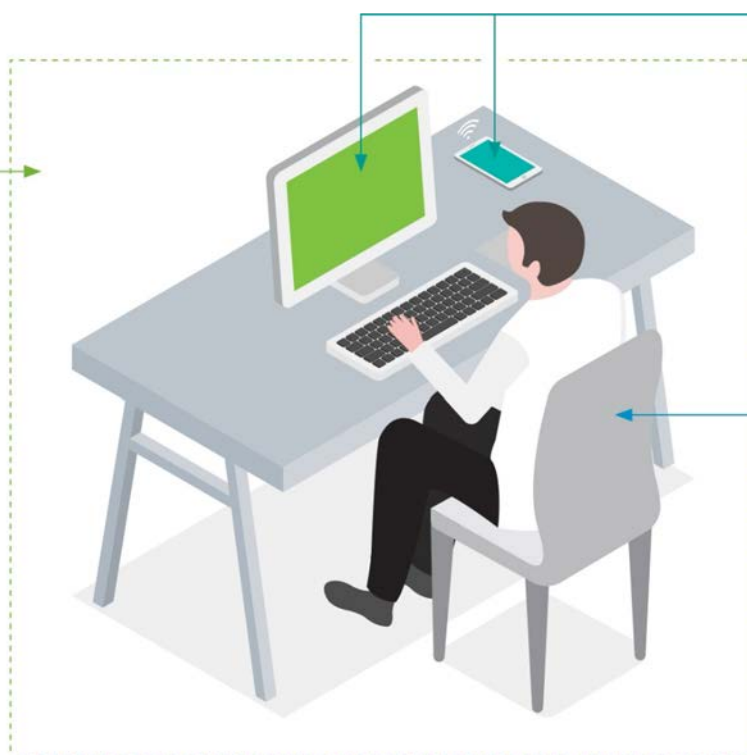- Listed on KOSDAQ in 2017

Genians Cybersecurity Platform

Genians delivers a cybersecurity platform to ensure full network surveillance for all connected devices and provides dynamic access control to maintain compliance with IT security policies. It then leverages automation to orchestrate an organization's entire security portfolio in concert with Network Access Control (NAC), Cybersecurity Awareness solutions, and Endpoint Detection and Response (EDR) to achieve an optimally-secure network edge.

Genian NAC

Network Access Control

- Non-disruptive sensing & access control at the edge
- Device Platform Intelligence and dynamic access control for Device, User, and Services
- Fast Deployment & Scalability In IoT, Cloud, 5G

Genian Insights **E**

Endpoint Detection and Response

- Actionable Threat Intelligence
- Threat detection with Indicators of Compromise (IOC), Machine Learning (ML), X Behavior Analysis (XBA)
- Incident Response Automation

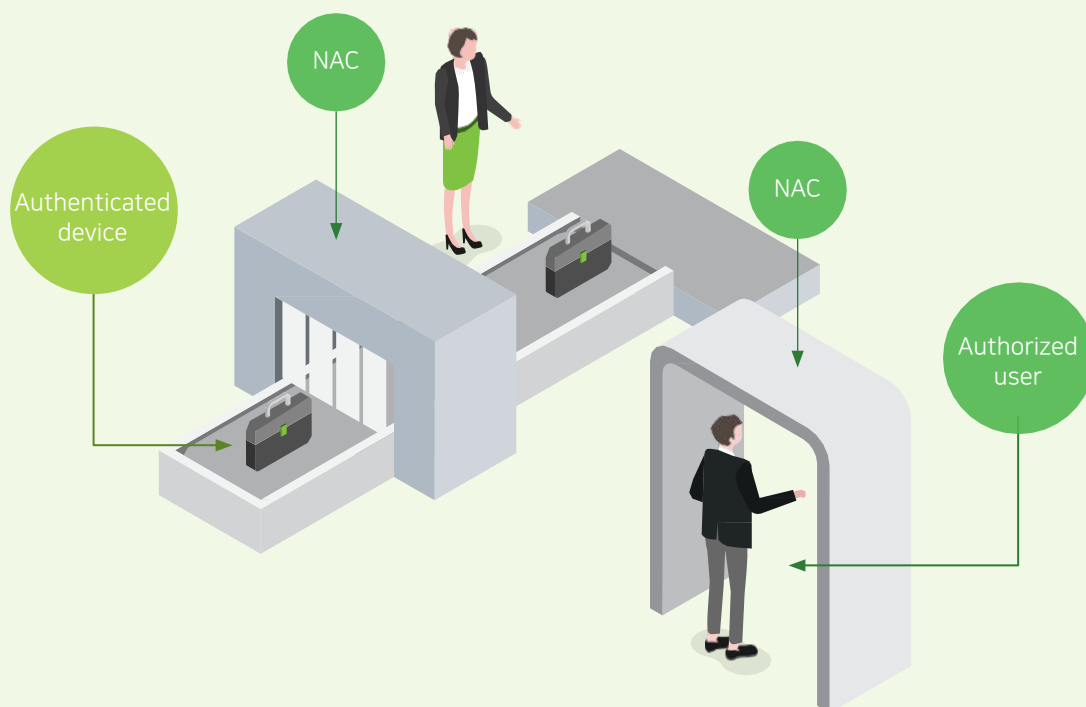**Genian** GPI

Cybersecurity Awareness Metrics

- Security rules and guides for PC users
- Measurement and corrective action via ongoing monitoring and reports
- Various interactive security awareness training and education programs

Genian NAC

Network Access Control

Secure Any Connected Devices, No Matter What.

Basic Concept

Main Features
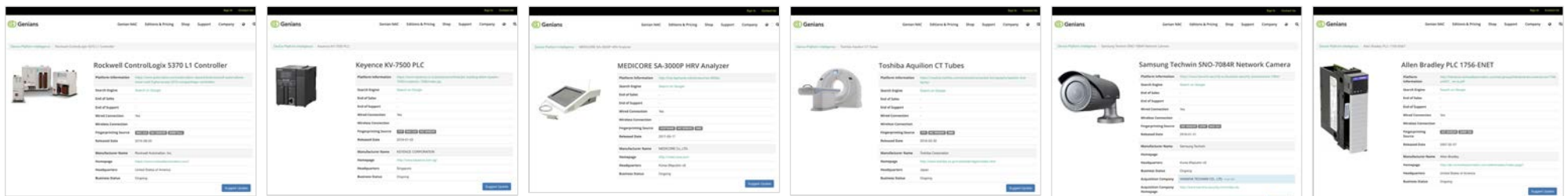
NAC

Authenticated device

NAC

Authorized user

- Network Surveillance

- Network Access Control

- Mobile, BYOD, Guest, WFH

- IP Address Management

- Switch Port Management

- WLAN Security

- Endpoint Security

- IT Security Automation

Genian NAC

Network Access Control

Genian NAC helps maintain network visibility and access control of all connected devices and ensures they are operating at the highest level of security and compliance agility.

Genian NAC
Secure Any IP-Enabled Devices, No Matter What.

Genian Insights E

Endpoint Detection and Response (EDR)

Lock Down Anomalous Endpoint Behaviors

Lock Down "X"

Misconfigurations, Malicious Code, Fileless Threats, Abnormal User Behaviors, Ransomware, APT, and whatever else is threatening your digital assets.

Detect "X" Behavior in Real-time

Proactively detect any connected devices' abnormal behavior, however it Is caused: by misconfigured settings, policy violations, security vulnerabilities, threats, and attacks both internal and external.

Take Action Before "X" Become Critical

Instantly trigger alerts only for the abnormal activities deemed most Critical and promptly remediate any non-compliant or compromised devices to mitigate risks in your business.

Endpoint Detection and Response (EDR)

EDR is improved when built by a leading NAC vendor, Genians

[Threat monitoring]

[Attack storyline]

Cybersecurity Awareness Metrics

Encourage a better security mindset.

Provides a holistic approach to building security awareness and risk consciousness through various human-oriented training and education programs. These ongoing services promote user self-awareness of cybersecurity risks, and encourage working together peacefully in a more productive and safe work environment.

Cultural change within the organization by developing an individual's own reasons for being positive about IT policy compliance

Awareness

Self-regulation

Progress reports regularly and guidance to people in the right direction to comply with IT security policy

Increased
security level
+
Compliance

Integration with NAC and EDR for policy enforcement

Enforcement

Participation

Provide various interactive security awareness training and education programs

Genians Cybersecurity Platform Orchestration

Cloud

Corporate Network

User

Devices

File, Module, Etc...

Genian NAC
Network Access Control

Genian GPI
Cybersecurity Awareness Metrics

Genian Insights E
Endpoint Detection and Response

Network Surveillance

Dynamic Access Control

Ongoing Compliance Checks

Actionable Threat Intelligence

Genians Success

16 Years of Consecutive Success

Steadily growing and profitable company since 2005
Net profit margin increased by 15% since 2016 (v. industry average 10%)

Business Growth
Million KRW

(CAGR 26%)

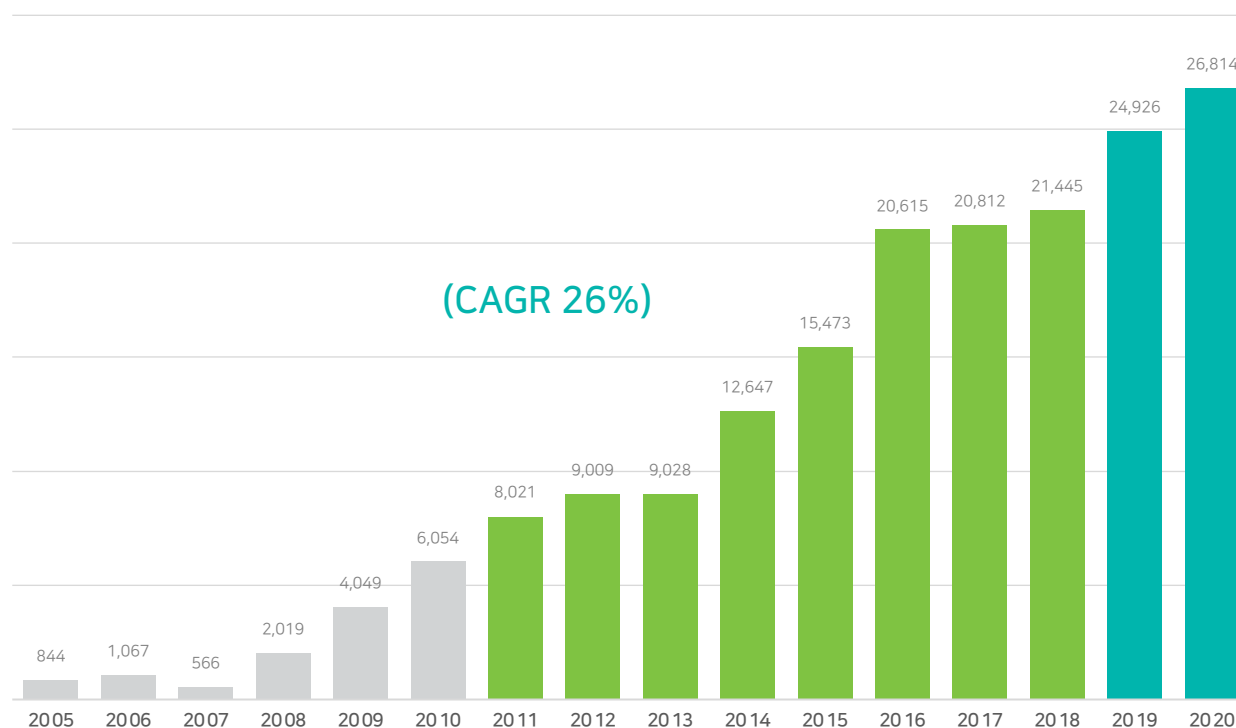| Year	Value
2005	844
2006	1,067
2007	566
2008	2,019
2009	4,049
2010	6,054
2011	8,021
2012	9,009
2013	9,028
2014	12,647
2015	15,473
2016	20,615
2017	20,812
2018	21,445
2019	24,926
2020	26,814

*consolidated financial statement

Sales Revenue
Million KRW

Year	Value
2016	3,811
2017	3,852
2018	2,365
2019	2,295
2020	2,592

- Decrease in operating profit rate due to new business and global investment
- Main business has an operating profit margin of over 20%

Genian NAC

#1 Market Share in South Korea

The history of Genians is the history of NAC technology in South Korea

Etc 1%
S사 6%
M사 8%
N사 13%
2019
Genians 72%

01. Market Recognition

02. Market Creation

03. Market Leader

Etc 1%
S사 2%
M사 8%
N사 17%
2020
Genians 72%

[NAC Market Share – Public Procurement Service]

Quantitative Growth (As of 2020)

- 1,600 customers
- Market expansion to North & South America, APAC, EMEA

Qualitative Growth

- Key customers from global fortune 500 companies, the government, the military, energy industry
- Many closed won to competition against global NAC vendors

Challenges

- Misconceptions of NAC
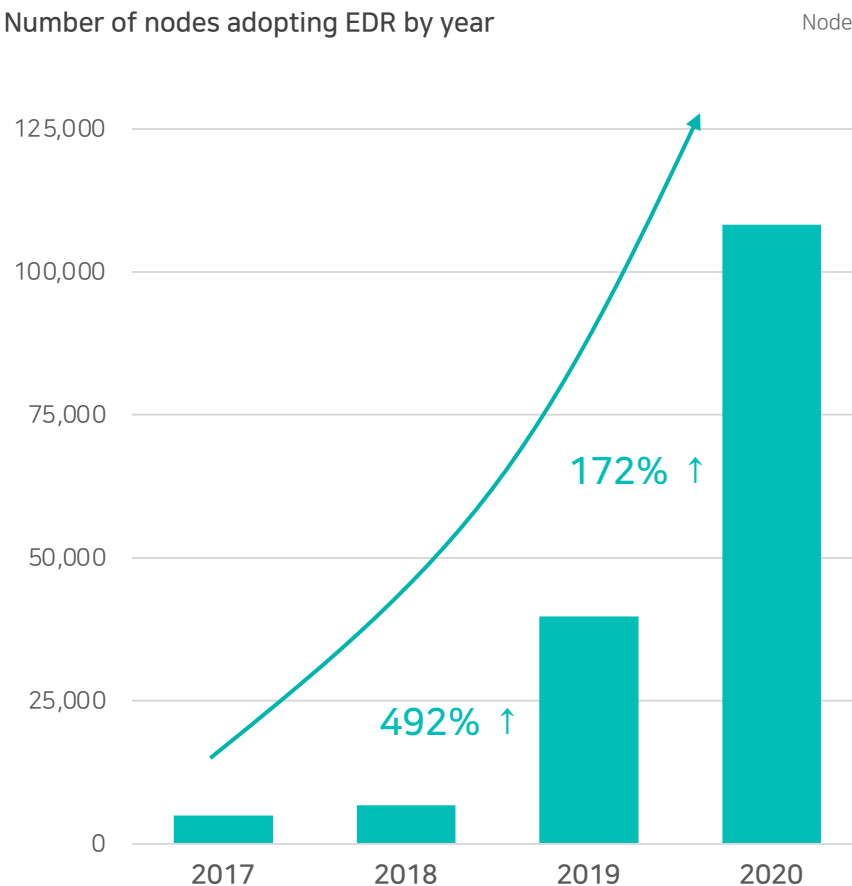- Digital Transformation from On-prem to Cloud

Customer Reference Sites

Genians has over 1,600 customers around the world It secures millions of various endpoints in organizations of all sizes and in all industries, including global Fortune 500 companies, the government, the military, energy, finance, healthcare, education, and more.

Enterprise		Financial		Gov/Military	Infra/Energy	Healthcare	Education
HYUNDAI	CJ ENM	ING LIFE INSURANCE	Hana Bank	Ministry of the Interior and Safety	KEPCO / KHNP	SAMSUNG MEDICAL CENTER	
BMW	HYUNDAI ENGINEERING & CONSTRUCTION	Prudential	THE BANK OF KOREA	검찰 PROSECUTION SERVICE	K water / KR		
Starbucks	SK hynix	MG Community Credit Cooperatives	MIZUHO Mizuho Financial Group	KCCI	GS Caltex	G	
SAMSUNG	ebay	BCcard	Industrial Bank of Korea		KNOC		
Domino's	LG	Mitsui Sumitomo Insurance	WOORI BANK	Ministry of National Defense Republic of Korea	ex Korea Expressway Corporation	UNIVERSITY OF KOREA	
THAI	LG Chem	Cigna		USFK	KOGAS	CHA HEALTH SYSTEMS	HU
				KOREA POST	5678 SMRT	DIIIC	
					KORAIL 한국철도공사	KOREA UNIVERSITY MEDICINE	
						ASAN Healthcare System	

Genian Insights E

#1 Market Leader in South Korea

Acquired the most customers and sales in South Korea (16M Nodes)

Number of nodes adopting EDR by year

Node

172% ↑

492% ↑

Quantitative Growth (As of 2020)

- 61 customers
- 10M nodes

Qualitative Growth

- Key customers in each vertical
- Many closed won to competition against global EDR vendors

Challenges

- Technology complexity and market saturation
- Global vendors' aggressive sales and marketing

Customer Reference Sites

Endpoint Detection and Response (EDR) Is improved when built by a leading NAC vendor, Genians

Competitiveness and Innovation
for Global Market

Genian NAC

Global NAC Market

- NAC will grow at 10.4% CAGR from 2018-2024, reaching $2.1 billion.
- All NAC product types / services will experience significant growth.
- NAC as SaaS will grow at a 26.8% CAGR from 2019 to 2024.

Global NAC Market $ Milions

10.4%
(CAGR2019 ~ 2024)

Source: 2020 Frost & Sullivan

Product Types / Service $ Milions

■ P-Appliance ■ V-Appliance ■ Software ■ Managed ■ Nac as Saas

Source: 2020 Frost & Sullivan

Genian NAC

Global NAC Market Drivers

- Capitalize on use cases of BYOD, Work From Home (WFH)
- IT and OT Convergence, Digital Transformation to Cloud
- NAC as a Service
- Instrumentalize the concept of zero trust security

Key Market Drivers, Global, 2020 – 2024

	1–2 years	3–4 years	5th years
Endpoint growth driven by the IoT and BYOD			
Shortage of skilled security professionals			
Organizations move to the cloud			
Convergence of IT and OT			
Security orchestration and ZTN			

Impact: H High   M Medium   L Low

Relative Significance in a Vendor 's Product Offering

Company	Physical Appliance	Virtual Appliance	Software	Managed - Professional	NAC as SaaS
Cisco					
Forescout					
Aruba					
Auconet					
Fortinet					
Portnox					
OPSWAT (Impulse)					
PulseSecure					
Extreme Networks					
InfoExpress					
Netshield					
macmon					
Genians					

Source: 2020 Frost & Sullivan

Genian NAC

Competitiveness

Foundation

- 1,600 customers worldwide from SME to larger organizations.
- Proven and patented technology: Device Platform Intelligence (DPI), Multi-layered Access Control
- Transparent business and pricing models

Innovation

- Non-intrusive network sensing and access control technology
- Pragmatic implementation: Visibility, Control, Automation
- Flexible deployment options: On-premise, Cloud, and NAC as a Service
- Open API to integrate with other IT/security products and services
- Genians.com as a gateway to experience free trials, docs, and instant online support

Expansion

- Zero Trust Network Access Control (The foundation of Zero Trust Security)
- Enhance Secure Access Service Edge (SASE) architecture
- Fast Deployment & Scalability in VPN, xDSL, and 5G Environments

Genian Insights E

Global EDR Market

Rapid growth: EDR will grow at 45.27% CAGR from 2015

$ Milions

45.27%
(CAGR 2015 ~ 2020)

Source: Gartner, Forecast Snapshot: Endpoint Detection and Response, Worldwide, 2017

Global EDR Market Drivers

Real-time incident response and management solution is required for evolving network environments

01. Exponential increase in the types of endpoints

- Endpoint visibility and classification
- Vulnerability detection and behavior analysis

02. Increasing cybersecurity threats

- Unknown, file-less threats and AI-based cyber attacks
- Abnormal user behavior detection

328.36 **123.97% ECX ↑**

eCRIME INDEX, FEB. 22, 2021

03. Legacy endpoint security limitation

- Lack of comprehensive and holistic approach
- Impossible for root cause analysis and rapid response

04. The value of EDR solution

- The endpoint security marketplace has changed dramatically with the introduction of EDR.
- The market value of a young EDR company exceeds that of a traditional antivirus market leader.

Genian Insights E

Competitiveness

#1 EDR solution in South Korea

Foundation

- Genians' dedicated team has built the most comprehensive device platform and threat intelligence since 2005 (two-third of Genians' employees are engineers)
- Genian NAC customers become a potential customer base for GIE because of simple addition, less investment, and effective results

Innovation

- Optimize the complexity of EDR, Indicators of Compromise (IoC), Machine Language (ML)+YARA, and X Behavior Analysis (XBA)
- Integrated with Genian NAC to prevent the expansion of threats at the edge
- Genians Ecosystem: Sharing file reputations, whitelists, alerts, and malicious data information among Genians' customers to increase the accuracy of detection and decrease remediation time

Expansion

- Genian EDR extends to XDR integrating with ZT-NAC
- Genian EDR provides a framework and security compliant policy in accordance with its business security level

Global Market Strategy

Genians will deliver the most comprehensive and affordable cybersecurity **platform** to enable digital trust as a centerpiece of cybersecurity.

Overcome Technology Challenges

Genians can

- secure more than devices but nodes, which is every single connecting point logically or physically. Securing nodes becomes the key foundation of Zero Trust Security architecture

- consolidate the complexity of NAC and EDR into a **single cybersecurity platform** and deliver the **platform as a service**

- share the intelligence for devices and threats with global leading cybersecurity vendors

Overcome Business Challenges

Wide market spectrum covered

- Each region (e.g. EMEA, APAC, NA/SA) or vertical requires different deployment options, such as on-prem, cloud, and hybrid. Only Genians can cover various deployment requirements.

- ·Genians' service model can help turn CAPEX to OPEX for less worrying about budget issues

- ·Genians can offer white label service to cybersecurity vendors (even competitors) to enhance their network visibility and access control

Business
Performance

The Path of
High Performers

3rd. Leading
Business

Service
Platform

2nd. Leading
Business

EDR

1ST. Leading
Business

NAC

Time

Genians Journey

Genians at a Glance

Genians Named a Representative Vendor in Gartner's 2018 Market Guide for Network Access Control

Business Name	Genians Inc.
Established	January 6th, 2005
Employees	129
Address	Headquarters and R&D center 12F A, Pyeongchon HIFIELD Knowledge industrial Center, 66 Beolmal-ro, Dongan-gu. Anyang-si, Gyeonggi-do, 14057, South Korea Global Business 3003 North 1st St, #210 San Jose, CA, 95134
CEO	Dong-bum Lee
Initial Capital	2.4M USD
Business Domain	Cybersecurity (Network Access Control)
Major Product	Genian NAC, Genian Insights E, Genian Device Platform Intelligence, Genian GPI
Business Name	Genians Inc.

CEO Dong-bum Lee

2005 ~ 2021	CEO, Genians Inc.
2018	Senior Vice President, KISIA
2016	Awarded the Korean Prime Minister's Commendation
2002 ~ 2004	Advisory Board member of Korean Supreme Prosecutors' Office
1998 ~ 2004	CTO, Oullim Security, Inc.
1995 ~ 1997	Doosan Corporation I&C

263860:KS KOSDAQ	Stakeholders	Ownership
Major	Dong-bum Lee and 5 co-founders	30.32%
Affiliate	Co-founders	6.82%
Investor	Premier Growth-M&A Investment	6.33%

APPENDIX – Achievements

Global Expansion

2021
02 Partnership with TIA(OT security Biz)

2020
12 Genians Global Business Office related to Silicon Valley
11 Sales Partnership with C Platform(EDR)
10 Partnership with Cisco(SDA Biz)
10 Genian NAC registered in AWS Marketplace
10 Genians named as a representative vendor in Gartner
09 ISO 27001 certified
08 Next-Gen NAC released to Korean Market
06 Genians named as a representative vendor in Frost &
05 Sullivan's "Global NAC Market Guide
01 Genian Insights E v2.0 released

2019
12 The major customers of Genian Insights E in Government,
    Finance, Manufacturing verticals acquired.
12 The largest NAC deployment for Korea Post
11 Genian Cloud-managed NAC service open to global market
    (North and South America, EMEA)
10 NAC Solution of the Year Award from Security Award Korea 2019
09 34 Business partners over 30 countries
08 Sales Partnership with SK Infosec (Genian Insights E)
06 Genians APAC Partner Summit 2019
03 Genian Insights E registered to Korean Public Procurement Service
03 NAC for SD-WAN released

2018
12 NAC Solution of the Year Award from Security Award Korea 2018
02 Genian NAC v5.0 released for IoT/Cloud
01 Genian Insights E enhanced with Machine Learning Engine

2017
08 Listed on KOSDAQ (A263860)
03 The company name changed to Genians
02 EDR Solution, Genian Insights E released

Leading South Korean Market

2016
02 RSA 2016 exhibited
01 GENIANS, USA. INC. established

2015
10 Joint tech partnership with Trend Micro for APT

2014
11 Partnership with Palo Alto Networks established
02 Genian NAC Suite v4.0 CC certified

2013
10 Genian v3.0 GS certified

2012
07 Genian NAC Suite v4.0 released

2011
12 DDoS evasion related technology patents acquired

2010
07 Excellent employment company(Seongnam-si)
03 Genian CAM (Compliance Management
    Solution) released

2009
06 Genian NAC v3.0 CC certified

2008
10 Selected as an excellent security technology
    company (Ministry of Knowledge Economy)

Foundation

2007
07 NAC related technology patents acquired
01 Genian NAC v1.5 GS certified

2006
03 Genian NAC v1.5 released

2005
06 Excellent new technology certification
04 ((Ministry of Information and Communication)
01 Geni Network established

![Genians logo]

Genians

hello@genians.com