



SAFETECH
INNOVATIONS

APPLIED CYBER INTELLIGENCE

Investor Presentation

November 2025



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Therefore, the final results achieved may vary significantly from the forecasts, and the variations may be material.



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About Safetech Innovations



Key expertise



Organizational and Technical Control Implementation

We assist organizations in implementing comprehensive organizational and technical controls to address information security risks and ensure compliance with relevant regulations.



Security Testing and Audit

Our engineers excel in conducting thorough security testing and audits, identifying vulnerabilities and weaknesses in systems to ensure robust protection against potential threats.



Monitoring and Cybersecurity Incident Response

We possess extensive experience in monitoring and responding to cybersecurity incidents, enabling organizations to detect and mitigate threats promptly, minimizing the impact of potential breaches.



Information Security and Risk Management

We specialize in effectively managing of information security and risk, providing strategic guidance and implementing organizational and technical controls to address information security risks and achieve compliance with regulations.



Critical Infrastructure Security

Our expertise extends to securing critical infrastructures, including Industrial Control Systems (ICS) and Supervisory Control and Data Acquisition (SCADA) systems, safeguarding them against cyber threats.

Rich services portfolio



Manage, Detect & Respond

We help companies speed up threat detection and response times using STI – CERT: the only private operational CERT on the Romanian market.



Security-as-a-service

Through STI – CERT, we secure immediate response for security monitoring, incident analysis, incident response, threat hunting, and threat intelligence.



Security compliance audit

The audit helps companies address the adequacy of the existing strategy by testing the cybersecurity posture.



Cybersecurity testing

Cybersecurity testing increases security defenses as our specialists help identify potential breaches and take immediate action.



Governance, Risk & Compliance

We improve business by strengthening GRC through risk mitigation and cybersecurity posture enhancement.



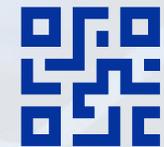
CISO-on-demand

On-Demand Consulting Services provides businesses with a Chief Information Security Officer who employs the leading skills and knowledge to envision, plan and execute a security strategy.



Penetration testing

We help companies detect and remedy potential weaknesses and commonly overlooked threads.



Vulnerability assessment

We offer cutting-edge network vulnerability scanning in collaboration with global leaders such as Nessus and Rapid7 proprietary tools.

Research & Development

The **R&D department** was established in 2016 using Company's own financial resources. Currently, the Company has several proprietary cybersecurity products under development or intended for development.

Safetech's R&D portfolio comprises several products and solutions:

- **STI-CERT** (Safetech Computer Emergency Response Team) - a private CERT/CSIRT that provides continuous cyber security threats and incidents monitoring services for private and public sector clients.
- **iSAM** (Information Security Automation Manager) enables companies' information security managers to better manage cybersecurity within their organizations.
- **ToR-SIM** - utilization in the form of either a perpetual license or subscription (annual service on-premises) to the integrated software platform for malware analysis of mobile terminals.
- **SafePic** - aims to increase the response capacity of STI-CERT to cybersecurity attacks and incidents through automation and interoperability with similar structures at national and international levels.



Business indicators

+ 31.8 %

Turnover CAGR
between 2019-2024

+ 53.4 %

Operating results
CAGR between 2019-
2024

+ 63 %

Net profit CAGR
between 2019-2024

1,153%

Stock price appreciation
since first capital raise in
October 2020

220+

Customers

80+

Employees

1000+

Projects

10+

Security vendors

Board of Directors



Victor Gansac

Chairman of the Board of Directors

Victor Gansac is a co-founder of Safetech Innovations, a technology company established in 2011, being actively involved in the company's growth and success. Over his professional career spanning 23 years in the technology field, Victor Gansac has dedicated 18 years to cybersecurity. Prior to co-founding Safetech Innovations, Victor Gansac garnered valuable experience in security management and computer networks within the banking sector.



Margareta Mucibabici

Independent Board member

Margareta Mucibabici has a solid background in public affairs, innovation, and social impact, strengthened by leadership roles in organizations such as UiPath. Throughout her career, she has contributed to developing positioning strategies, institutional relations, and ESG initiatives. Since 2025, she has been working as an independent consultant, supporting organizations in addressing complex topics at the intersection of technology and public policy.



Alexandru Mihailciuc

Independent Board member

Alexandru Mihailciuc has 20 years of experience in the technology field. Since 2022, he has been a non-executive and independent member of Safetech Innovations' Board of Directors. Throughout his career, Alexandru has made significant contributions to renowned multinational companies, including UiPath and Genpact.

Corporate structure



**SAFETECH
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APPLIED CYBER INTELLIGENCE

67%

**SAFETECH INNOVATIONS GLOBAL
SERVICES LIMITED**

Entity headquartered in London,
the UK, established in 2022.

49%

**SAFETECH CYBERSECURITY
LIMITED CYBER RISK
MANAGEMENT SERVICES L.L.C.**

Entity headquartered in Abu Dhabi,
United Arab Emirates, established in
2022. Without operational activity.

67%

SAFETECH INNOVATIONS US, INC

Entity headquartered in Reston,
Virginia, the USA, established in
2023. Without operational activity.

100%

SAFETECH INNOVATIONS LLC

Entity headquartered in Riyadh,
United Arab Emirates,
established in 2024.



Market context

Cybersecurity is a significant concern within the EU as it faces a range of cyber threats and attacks. The EU has taken several initiatives to address cybersecurity challenges and improve the overall security posture within its member states:

- **Directive on Security of Network and Information Systems (NIS Directive)** - the first EU-wide legislation on cybersecurity, introduced in 2016 and updated by the NIS2 Directive that came into force in 2023.
- **Data Governance Act** - the first legislative act of the European data strategy, that aims to create a framework which will facilitate data-sharing; it came into force in 2022.
- **Cyber Resilience Act** – proposal for a regulation on cybersecurity requirements for products with digital elements, was announced in 2021.
- **General Data Protection Regulation (GDPR)** – it plays a crucial role in data protection and security; it applies since 2018.



Investment thesis

1

Strong Market Potential

operating in a lucrative market, where the demand for comprehensive and innovative cybersecurity solutions is high

2

Track Record and Client Base

having a proven track record of successfully mitigating cyber risks and protecting valuable assets for a diverse range of clients across industries

3

Expansion Opportunities

having opportunities for expansion both geographically and in terms of service offerings

4

Differentiated Offerings

setting itself apart from competitors through its comprehensive and tailored cybersecurity solutions

5

Financial Performance and Growth Potential

having demonstrated consistent revenue growth and a strong financial performance, with increasing revenues and a focus on profitability.

6

Innovation and Technological Advancements

fostering a culture of innovation, constantly pushing the boundaries of cybersecurity

SAFE on BVB

Safetech Innovations was listed on the AeRO market of the Bucharest Stock Exchange on January 29th, 2021, after successfully raising RON 2.5 million from BVB investors in October 2020 for 20% of the Company. Between December 2021 and January 2022, Safetech raised additional RON 10.6 million for development.

After its capitalization increased 3.4 times within two years, on February 6th, 2023, the Company transferred to the Main Market of the Bucharest Stock Exchange and is currently included in the BET Plus index.

PRICE EVOLUTION



DIVIDEND

Dividend policy envisages profit reinvestment and small annual payout:

2024 DivY: **1.11%**

2022 DivY: **0.96%**

2021 DivY: **1.95%**

2020 DivY: **0.17%**

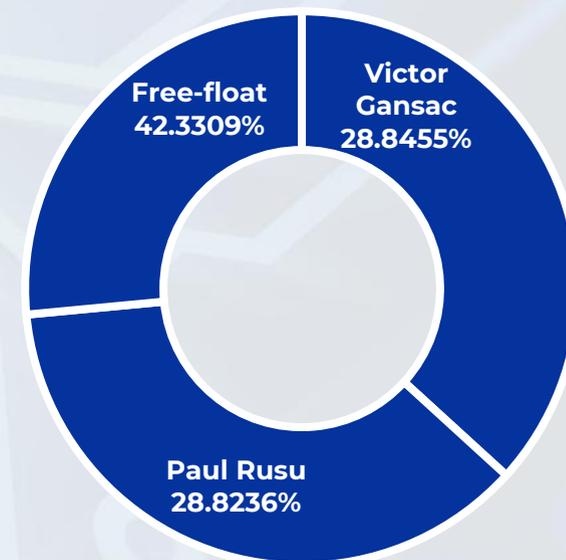
VENUE



ANALYST COVERAGE

ipopema

SHAREHOLDING STRUCTURE



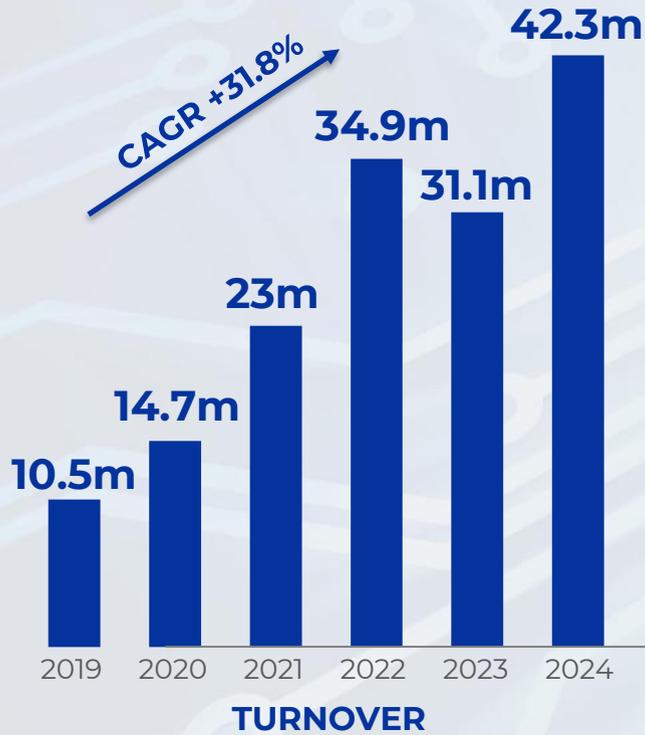


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Historical Financial Performance



Key financial indicators



Net profit margin in 2024:

32%

+21pp vs. 2019

Key trends in 2024

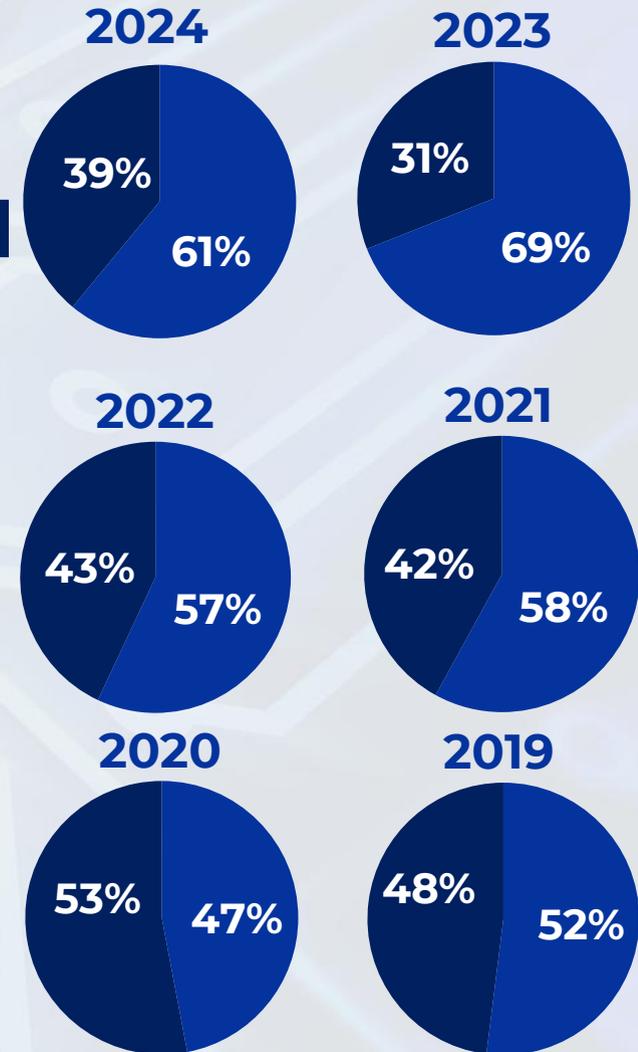
- The signing of two significant contracts with a total value exceeding 2 million euros;
- 35 new clients;
- In 2024, Safetech Innovations continued to adapt to a challenging economic and geopolitical environment, focusing on streamlining operations and optimizing costs, particularly within its UK subsidiary. The company recorded solid financial performance, with consistent increases in revenue and profitability, reflecting the maturity of its business model and the team's ability to respond to the increasingly complex demands of the market;
- These results were supported by accelerated growth in both cybersecurity solution sales and service delivery, with the company attracting new clients and strengthening its position in the local market.



Turnover contribution

IMPLEMENTATION OF
CYBERSECURITY SOLUTIONS

CYBERSECURITY SERVICES



Data presented at individual level, in RON, according to IFRS. The 2019– 2024 individual results were audited by Company's auditor, Baker Tilly.



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9M 2025 Financial Performance



Key financial indicators

CONSOLIDATED

REVENUES

RON 41.3 MILLION

-6% vs. 9M 2024

TURNOVER

RON 26.8 MILLION

-13% vs. 9M 2024

GROSS PROFIT

RON 9.9 MILLION

+16% vs. 9M 2024

NET PROFIT

RON 8.3 MILLION

+20% vs. 9M 2024

INDIVIDUAL

REVENUES

RON 40.5 MILLION

-6% vs. 9M 2024

TURNOVER

RON 26 MILLION

-13% vs. 9M 2024

GROSS PROFIT

RON 10.9 MILLION

~0% vs. 9M 2024

NET PROFIT

RON 9.3 MILLION

-1% vs. 9M 2024

Main achievements in 9M 2025

3

New clients for the UK subsidiary

2

Significant contracts with a total value of 10.8 million lei



78 employees, an increase of 11 new colleagues compared to 9M 2024



Obtaining CREST membership

Key consolidated financial result

UK entity in 9M 2025:

- **Revenues** of RON 802k (RON 734k in 9M 2024);
- **Expenses** of RON 1,6 million (RON 2,9 million in 9M 2024);

Main costs were generated by :

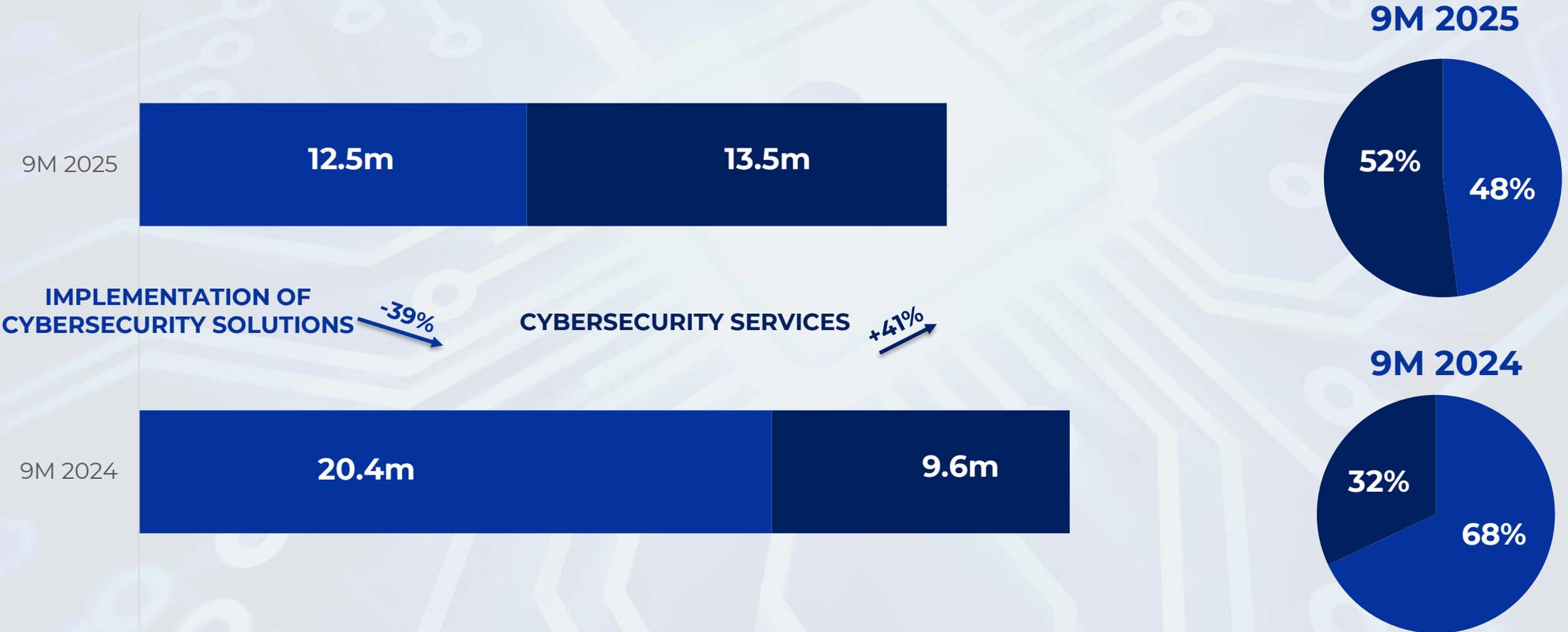
- **Salaries** – RON 750k (RON 1,9 million in 9M 2024);
- **Other operating expenses** – RON 765k (RON 805k in 9M 2024).

PROFIT AND LOSS ACCOUNT(RON)	30.09.2025	30.09.2024	Δ%
TURNOVER	26,844,988	30,738,554	-13%
Other operating revenues	792,088	533,683	48%
Revenue from the production of fixed assets	13,697,206	12,763,277	7%
Expenses	-31,307,744	-35,349,239	-11%
Operational result	10.193.124	8,906,475	14%
Gross result	9,932,282	8,540,705	16%
Net Result	8,318,252	6,960,010	20%

Key individual financial results



TURNOVER SPLIT





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2025 Budget



Context

Taking into account the current growth rate, damages caused by cyberattacks are estimated to reach approximately 11 trillion dollars annually by 2025, representing a 300% increase compared to 2015, according to a report published by Global Data in August 2022.

The cybersecurity market was valued at 220 billion dollars in 2021 and is estimated to record a compound annual growth rate (CAGR) of approximately 9% between 2021 and 2026, reaching 2 trillion dollars, according to the same report.

Safetech's ambition is to grow at a faster pace than the market. In this context, for 2025, the Company aims to:

- strengthen its business in Romania, both by increasing the number of new clients and by expanding its portfolio of recurring contracts;
- develop its UK subsidiary so that it generates significant results;
- enhance its technical capabilities by continuing to develop proprietary products and by introducing new solutions into its portfolio.



2025 Budget

2025 REVENUES AND EXPENSE BUDGET (RON)	CONSOLIDATED BUDGET	ROMANIA BUDGET	UK BUDGET	SAUDI ARABIA BUDGET
Turnover	48,010,000	45,350,000	2,160,000	500,000
Revenue from intangible assets	13,000,000	13,000,000	-	-
Other operating revenues	1,050,000	1,050,000	-	-
Total revenues	62,160,000	59,500,000	2,160,000	500,000
Gross salary expenses	16,100,000	15,000,000	1,100,000	-
Material expenses	24,882,000	23,750,000	732,000	400,000
Depreciation and amortization	4,488,000	4,200,000	288,000	-
Gross Profit	16,350,000	16,300,000	0	50,000
Net Profit	14,068,000	14,018,000	0	50,000
EBITDA	20,838,000	20,500,000	288,000	50,000



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Thank you!

For any further questions, please contact:

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