



COMPANY PRESENTATION

SKKŸNET™

THE CHALLENGE

Securely connecting IIoT



Real-time knowledge and control of industrial processes, infrastructure and devices can drive higher efficiency, increased productivity and lower costs



Accessing this knowledge (data) is fundamental to the Industrial Internet of Things (IIoT)



Safe, bi-directional data access to IIoT systems is a **difficult** problem, especially while segregating networks



PROBLEM

Safe remote access to
industrial data



Security

No attack
surfaces



Performance

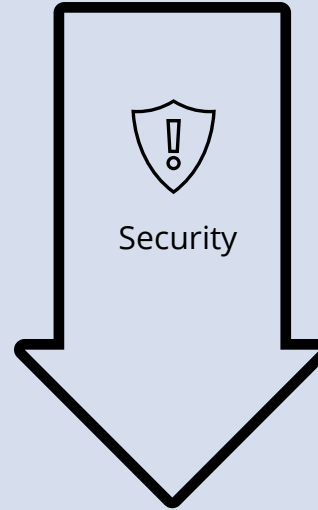
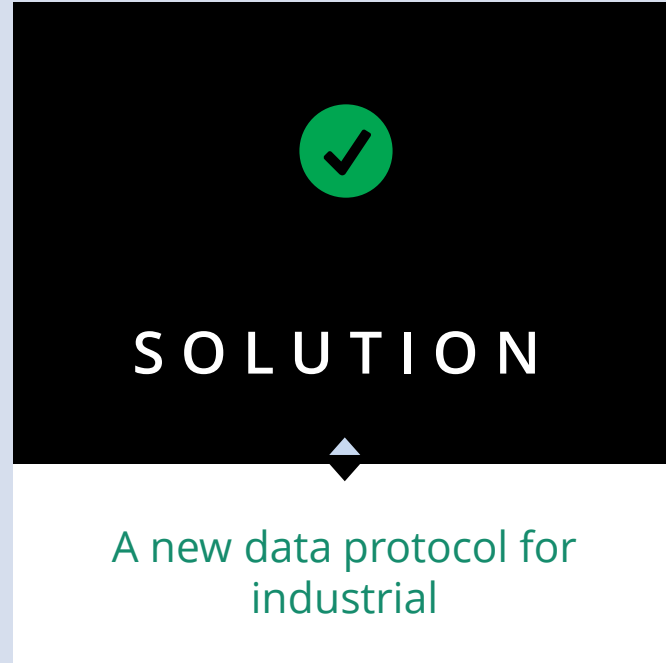
No slow
downs



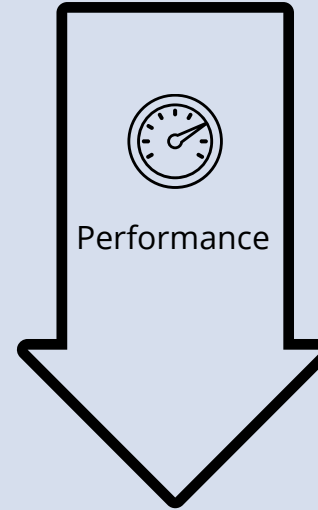
Flexibility

No costly
integration

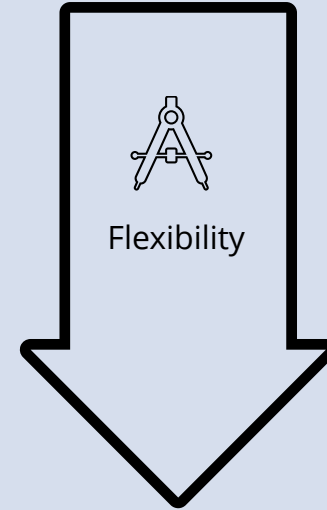
We invented a software protocol to network industrial data in a new way that reverses the server-client paradigm



**Closed
firewalls
at the plant
and device**



**Real time at
plant scale,
robust QoS**



**Standards-based
solution deployed
in minutes,
without costly
integration**

WHAT ARE THE RISKS IN IIoT?

Constant industrial
cyber-attacks

Forbes

Honda Hacked:
Japanese Car Giant
Confirms Cyber Attack
On Global
Operations

June 10, 2020

B B C

Hacker tries to
poison water supply
in Florida

Feb 8, 2021

The Washington Post

Leaked Pentagon
documents claim
hackers breached a
Canadian gas
network

Apr 11, 2023

OT / IT (IN)SECURITY

A growing problem



Connecting Operational Technology (OT) and Information Technology (IT) networks

Victims of hacks failed to implement robust security architecture:

- Poor segmentation between OT and IT networks
- Resulting in Windows-based assets on both the IT and OT networks being compromised:
 - HMIs, data historians, and polling servers
- For international companies, impact is not geographically limited

GOVERNMENTS GET INVOLVED

New legislation is requiring
better cybersecurity

October 24, 2020



In a rare joint release
both NSA and CISA
recommend
immediate actions to
reduce exposure
across operational
technologies and
control systems

January 16, 2023



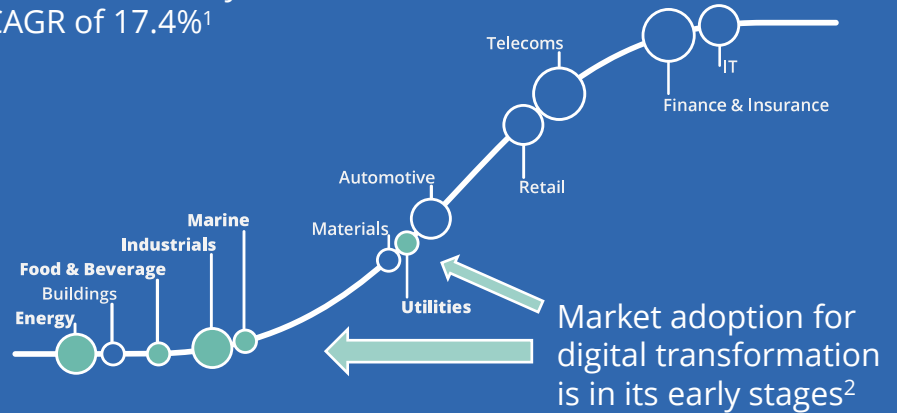
Directive on Security of
Network and Information
Systems (NIS2)

Key Guideline: One or more
DMZs are needed for the
most secure, manageable,
and scalable segregation of
control and corporate
networks – **to become law
in member countries by
Oct 24, 2024**

MARKET GROWTH

Digital transformation
for industrial assets

Industrial IoT spending is expected to grow from \$209B in 2022 to \$398B by 2026 at a CAGR of 17.4%¹



1. IoT in Manufacturing Global Market Report, Research and Markets, February 2023

2. Aveva GCS Connect EMEA Conference keynote presentation, May 20, 2019

BUSINESS MODEL & PRODUCT PORTFOLIO



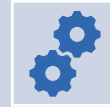
Hybrid SaaS for secure
IIoT connectivity



On-premise middleware
software (DataHub®)



Cloud-based service for remote
connections (on MS Azure)



Embedded code base for
equipment manufacturers (ETK)

OUR MARKET TRACTION

25+ years of critical
infrastructure expertise

27,000+ software
installations in 86
countries

Used by 10 of 10 top
automation providers
worldwide

Certified AVEVA
Technology Partner with
officially endorsed
product

OEM relationships with
many hardware and
software providers

Covering green energy,
discreet manufacturing,
water/waste-water,
building automation, oil
& gas, minerals & mining

Demonstrated
effectiveness of solutions
with real-world
case studies

BUSINESS HIGHLIGHTS



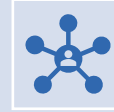
Cash-flow positive and
profitable



Track record of
double-digit sales
growth, at an
accelerating rate,
across several
market segments



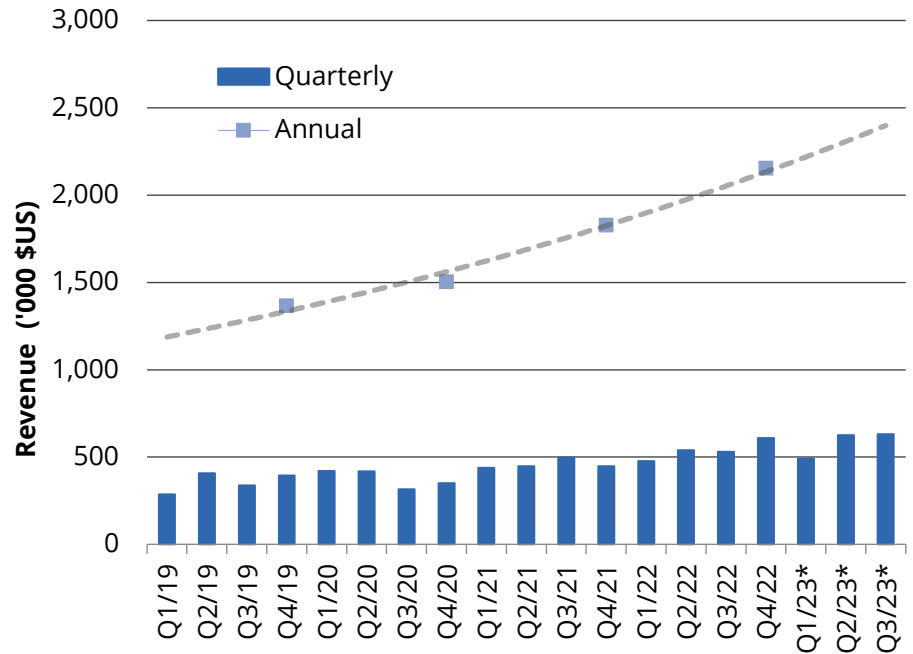
Very sticky, large
customer base,
including OEMs
requesting SaaS
pricing model



Diversified
enterprise
customers base
which accelerates
growth by a
factor of 3-5X
due to data
sharing to
suppliers

BUSINESS HIGHLIGHTS

Cash-flow positive and profitable



* unaudited, reported at sec.gov

COMPETITIVE ADVANTAGES



Reputation, proven product
and intellectual property

- Unique software: field-proven code base of 10M+ lines of code representing 25+ years of development, making duplication extremely difficult to achieve
- Patented security architecture model: 10 U.S. patents and counting
- Established reputation for quality products, and trust with industrial vendors

KEY CONSIDERATIONS

In an ever-more connected world, secure data access is key

- We live in an ever-more connected world, dependent on industrial processes, infrastructure and devices
- Knowledge and control of this infrastructure, in the form of real-time data = opportunities for continuous improvement from dynamic process optimization, to lower costs from predictive maintenance, increase speed to market through production chain management, increase reliability and security through anomaly detection, etc.
- There is a clear market need for a safe connectivity solution specifically designed for the IIoT that provides for bi-directional data access and control: it is a complex problem

BUSINESS GOALS IN JAPAN



Growth opportunity

1.

Find new reseller and system integration partners in Japan

2.

Significantly grow Asia sales, and boost product awareness

3.

Attract growth capital investment, potential up-list to NASDAQ

MANAGEMENT

Executive team



Andrew Thomas

CEO, Founder

Inventor of the communication technology, over three decades in process control, system integration and software development of real time data communications systems



Paul Thomas

President, Founder

A patent attorney and engineer with extensive experience in intellectual property development, litigation strategies and protection of patented products and services



Paul Benford

COO, Founder

Process control and applications engineer with deep experience in customer development and communication strategies in a variety of our client industries



Lowell Holden

CFO

Experienced financial manager with broad experience in securing financing, structuring of transactions, and managing relationships with customers, financing institutions and stockholders



Xavier Mesrobian

VP Sales & Marketing

Seasoned sales executive with a strong foundation of focusing on net new business in SaaS business environments, direct experience with cutting edge venture-backed software start-ups, and possesses extensive experience in technical sales

BOARD

Experienced advisors



Norman Evans

Independent Board
Member

Former Chief Financial Officer of Cipher Pharmaceuticals Inc (TSX:CPH). Norm has over 30 years of business experience, including roles as VP Finance at MDS Pharma Services, and as a Partner at Ernst & Young



Kenneth Jennings

Independent Board
Member

Former VP, Manufacturer Solutions & Consulting, VP of Marketing, and VP of Sales at ADP Dealer Services, a division of ADP Inc. Ken's has over 30 years of experience in business development, strategy, and in leading business-to-business software sales and marketing teams



John Adiletta

Independent Board
Member

Former CEO of EMR Technology Solutions, Inc., a U.S. holding company that acquires technology-related products and services. John has vast experience in mergers and acquisitions, and has served on boards for technology companies as a member of audit and corporate governance committees



Dr. José Fernandez

Advisor, Security

Professor at the Department of Computer & Software Engineering at the École Polytechnique de Montréal. José is an expert in computer security for Internet applications and SCADA systems, intrusion detection systems, malicious software and botnets, with over 50 publications



Minoru Yamazaki

Advisor, Japan

Former President of Lantronix (Japan), extensive experience in business development and marketing, having also held various senior positions such as general manager of the wireless data division of Nippon Motorola, and former president of Toyo Microsystems

THANK YOU

Secure Real-Time Data
Communication for the
Industrial IoT and Industry 4.0



SECURE INDUSTRIAL IoT REDEFINED

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