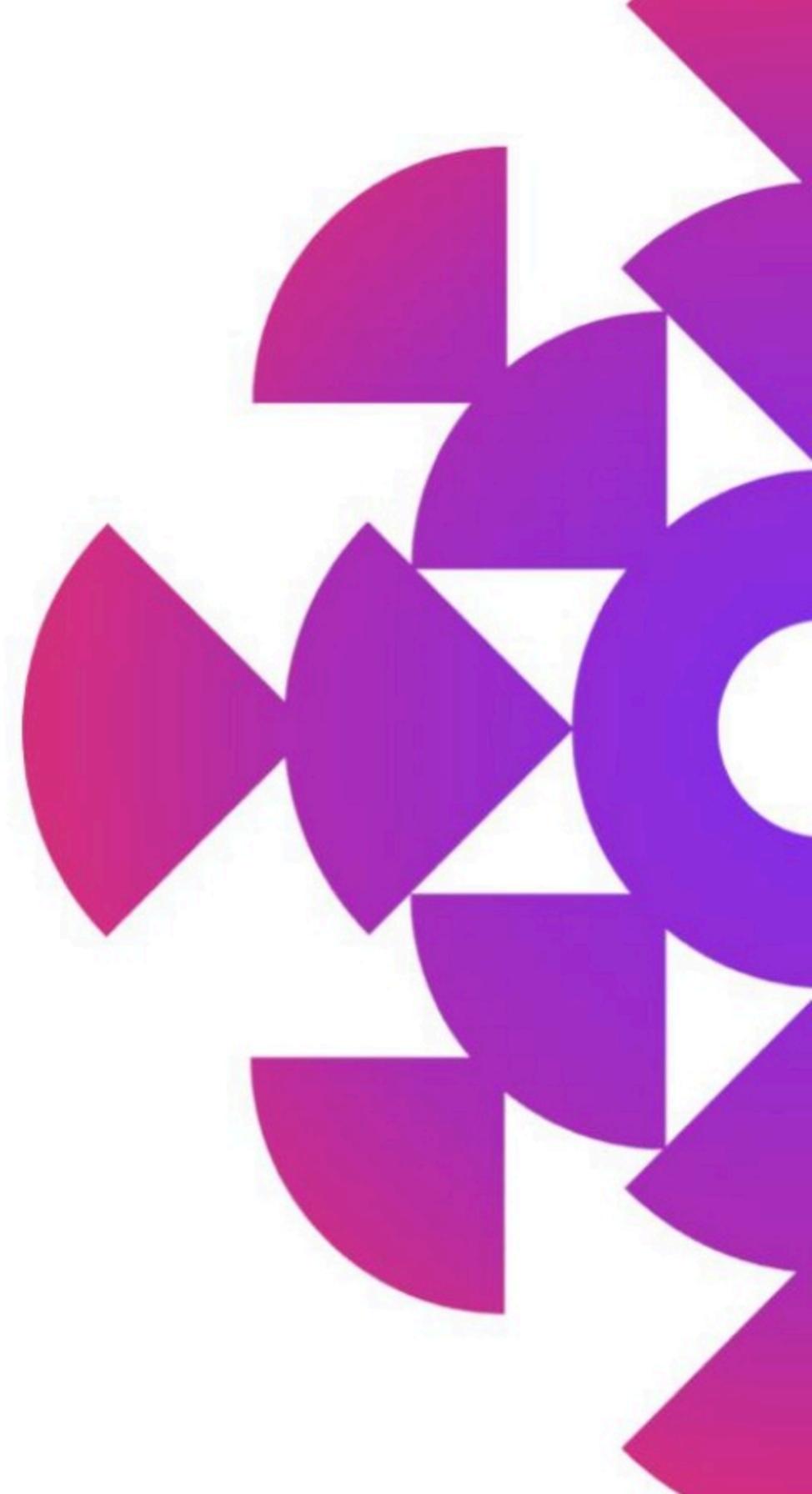


CLAROTY

**SECURING THE
INDUSTRIAL ECONOMY**



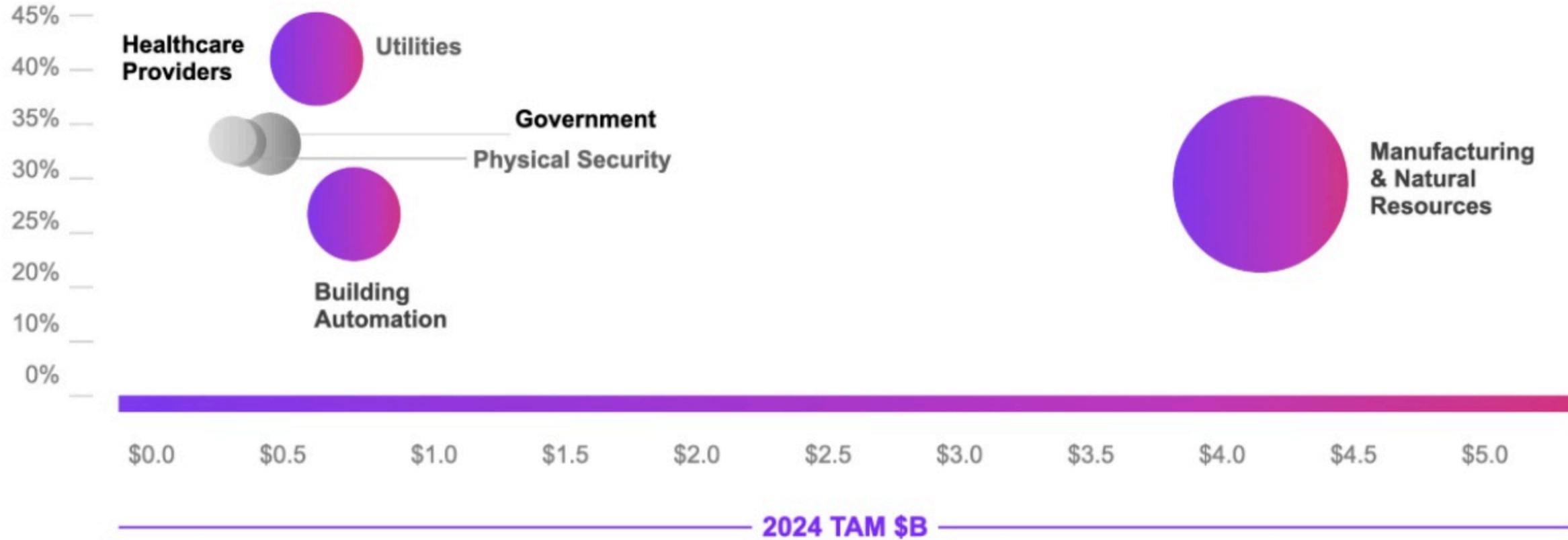


Digital transformation & **the perfect storm**



Digital transformation is accelerating

Enterprise IoT spending is expected to exceed \$4B in 2024



Yet, increased connectivity leaves **OT networks vulnerable**



Insecure Systems

Industrial control systems are **insecure by design**

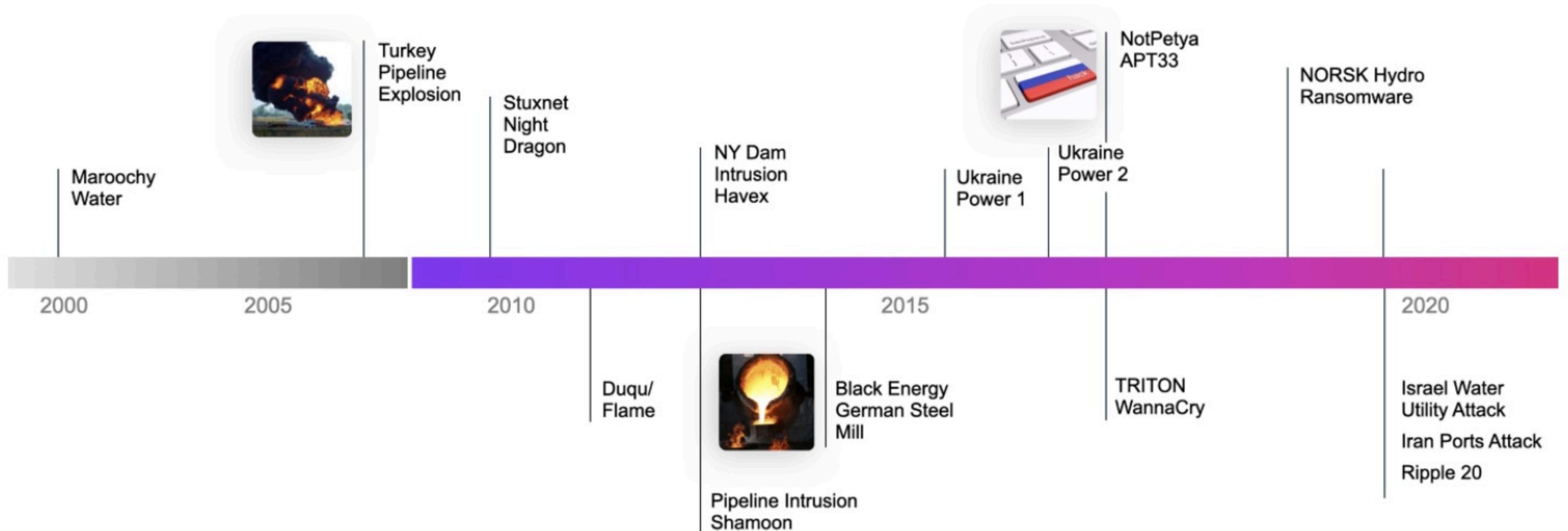


Increased Connectivity

Yet, they're **increasingly being connected** to each other and to IT networks

No visibility into OT network

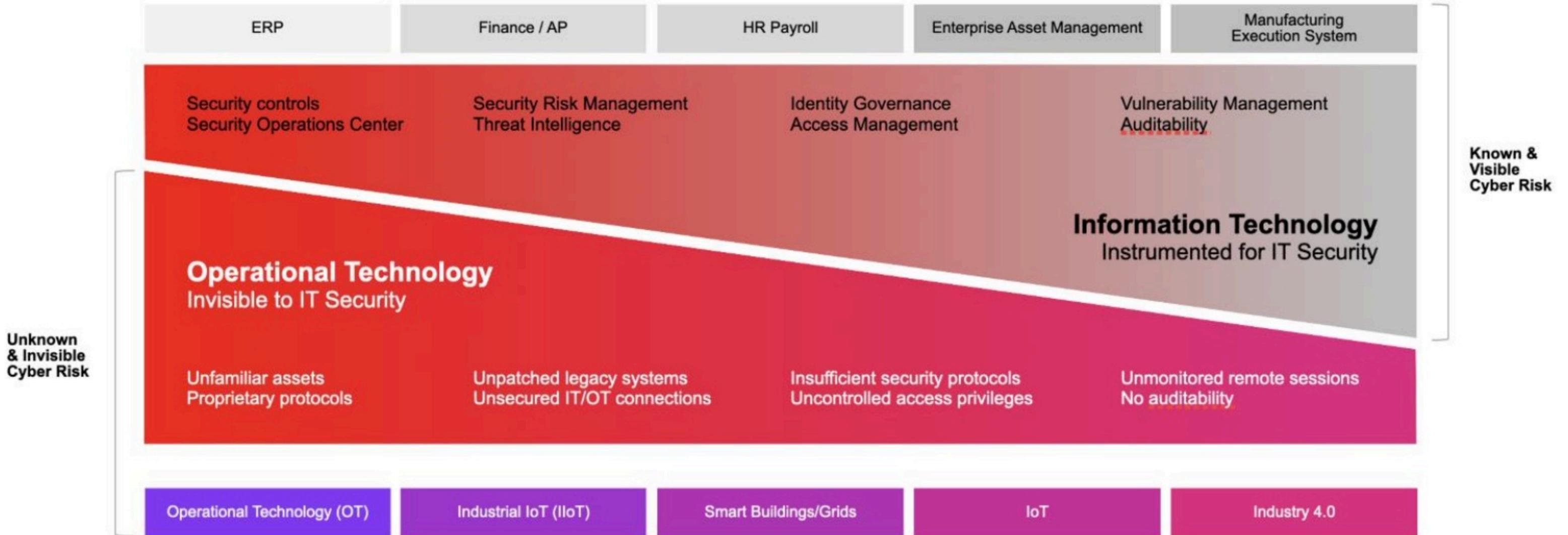
And cyber attacks are only increasing in frequency and impact – Resulting in the perfect storm



Source: History of Industrial System Cyber Incidents, Hemsley, INL, 2018

IT can't protect what they can't see

OT risk is invisible to IT security



CLAROTY

As the leading Industrial
Cybersecurity Platform we help
**organizations identify,
manage, and protect their OT,
IoT, and IIoT assets.**



With leading investors & partners

HQ: New York City

Founded: 2015

Funding: \$100M total (Series C)

Employees: 270+

INVESTORS

Rockwell
Automation



Schneider
Electric



TEMASEK

SIEMENS



POWERFUL PARTNERSHIPS ECOSYSTEM

ICS/Automation

Rockwell
Automation

SIEMENS

Schneider
Electric

YOKOGAWA
Co-innovating tomorrow

Services

NTT

Deloitte.

KPMG

pwc

Strategic Integration

CROWDSTRIKE

Check Point
SOFTWARE TECHNOLOGIES LTD

tripwire

And a robust, differentiated product

We're the only solution that protects everything within four walls - IoT, OT, IIoT



"RIGHT FOR ME" UX



DELIVERED YOUR WAY



ECOSYSTEM INTEGRATED

Vulnerability Management

Threat Detection

Threat Intelligence

Risk Management

Secure Remote Access

Asset Visibility

The Claroty Platform

Historian RTU SCADA DCS

Autonomous Things Sensors

Elevator Smart Grid

Physical Intrusion Card Access

Cloud Services Supply Chain

HMI PLC CNC

Embedded Devices IIoT Gateway

BMS/BAS HVAC

Video Lighting & Energy

CAV

Operational Technology (OT)

Industrial IoT (IIoT)

Smart Buildings/Grids

IoT

Industry 4.0

How do I optimize my process?

How do I optimize my factory?

How do I optimize my infrastructure & assets?

How do I optimize everything else?

How do I optimize economy & society?

We're the market leader with a strong competitive advantage



DEEP PROTOCOL LIBRARY

- Library of proprietary protocols and assets to discover assets and communications
- Researchers and automation vendor relationships to rapidly support new protocols for customers
- All of this creates a strong barrier to entry for competitors



BEST-IN-CLASS SECURITY RESEARCH

- Industrial Control System (ICS) research to help customers detect and remediate flaws
- Threat Research to provide insights and produce threat reports
- Claroty leads the ICS market in 2020 in terms of new vulnerabilities disclosed in the market
- Thought leadership to create and nurture market demand



BROADEST PORTFOLIO

- Broad set of capabilities in industrial cyber security
- Demonstrated ability to protect OT remotely as well as through continuous threat detection
- Opportunity to add new adjacencies to expand portfolio through APIs

Meeting Customers on their Industrial Cybersecurity Journey

Selecting the Right Onramp Based on Enterprise Maturity and Priorities

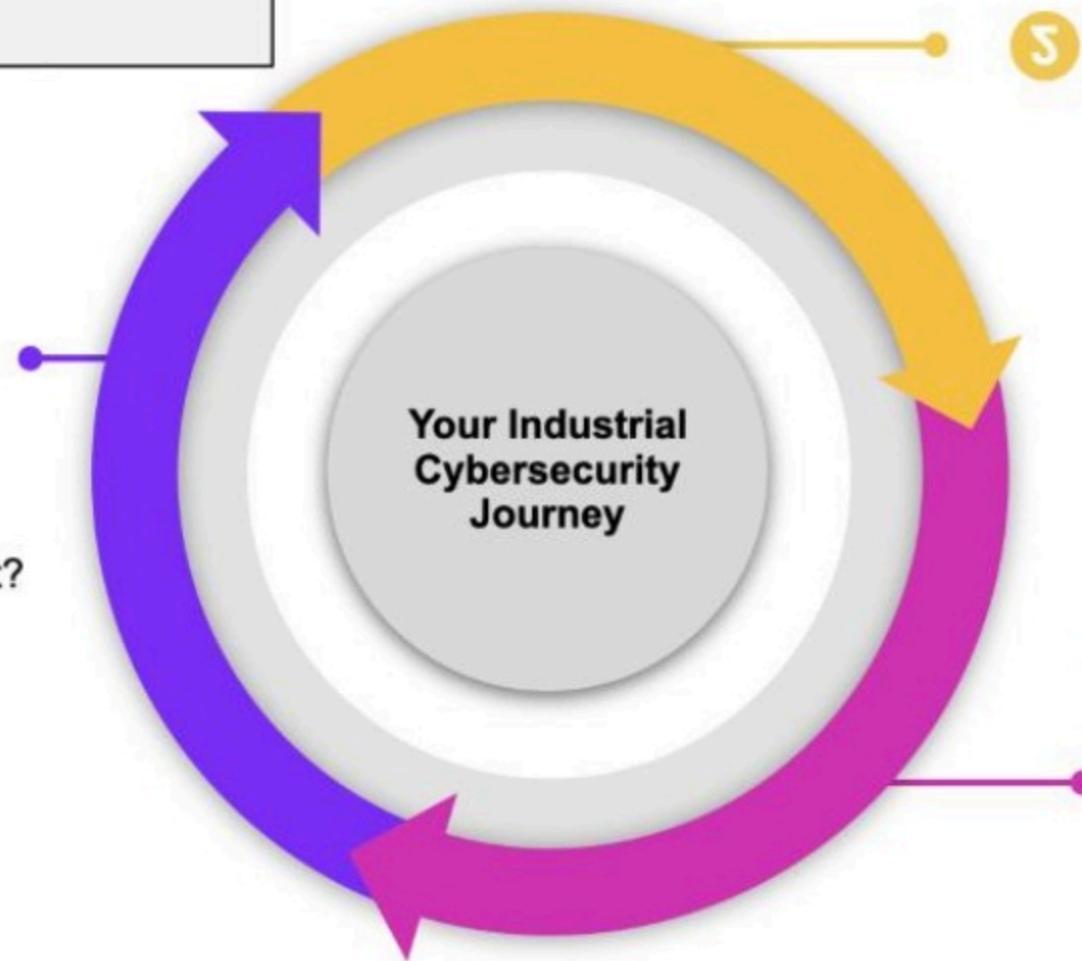
Leveraging Claroty's Platform, Customer Can Choose the "Right for Me" Onramp

Recommendation:  1  2  3

↓

Priority: Understand Your Network

- What assets are in your network?
- How is your network structured?
- What vulnerabilities and risks are present?
- How can you manage those risks?



Priority: Detect Threats

- What threats are you most concerned about?
- How should your staff manage alerts?
- How can your existing IT security tech stack support your industrial network?

3

Priority: Control Access

- How can you provide internal and third-party personnel with remote access to your network?
- How should you manage the risks posed by their access?
- How should you respond to incidents related to their access?

A Portfolio of Offerings for All OT Security Needs

Claroty's Platform to Enable Every Company's Cybersecurity Journey

1 CLAROTY EDGE

- Fast Deployment - No Network Changes
- Fast Time to Value
- Risk and Vulnerability tied to Asset Data
- The industry's first zero-infrastructure OT security solution



5 CLAROTY CONTINUOUS THREAT DETECTION

- "Right for Me" Collection Architecture
- Sophisticated Threat Detection Capabilities
- Threat Intelligence to Stay on Top of Current Threats

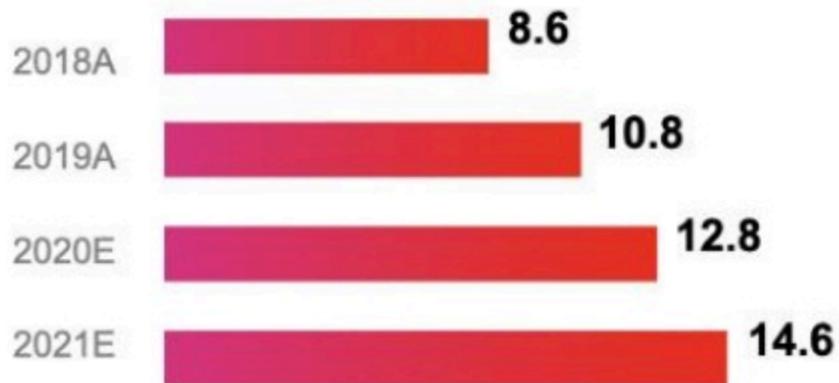
3 CLAROTY SECURE REMOTE ACCESS

- Zero Trust Network Architecture for OT
- Compensating Controls for Insecure OT Assets
- Optimized for usability, TCO and security

In a rapidly growing market

Increased connectivity

Global Number of IoT-Connected Devices (billions)



Increased security spending

OT & IloT Security Market (\$, millions)



- 93% of companies will augment/ replace OT monitoring systems due to IoT adoption within 3 years
- More enterprise security spending will go to OT Security as aging systems reveal more vulnerabilities

And expand across verticals, geographies and services

Today



Direct & Channel Partners

Near-term



Channel & Strategic Partners

Long-term



Strategic Technology & Service Partners

Our team



Yaniv Vardi
Chief Executive Officer
Centrica Business Solutions, Panoramic Power, Sparta Systems



Galina Antova
Co-Founder, Chief Business Development Officer
Siemens, IBM



Benny Porat
Co-Founder, Chief Technology Officer
Israeli Defense Force, 8200 Unit



Udi Bar Sela
Chief Financial Officer
Ormat Technologies, Danaher, AVT



Grant Geyer
Chief Product Officer
RSA Security, Symantec, Riptech



Simon Chassar
Chief Revenue Officer
NTT, Actifio, VMware



Amir Zilberstein
Chairman Board of Directors, Co-Founder
Waterfall Security Solutions, Gita Technologies



Nadav Zafrir
Board Director, President
Managing Partner, Team8 Platform



Admiral (ret.) Michael Rogers
Chairman Board of Advisors
National Security Agency, U.S. Cyber Command



Dave DeWalt
Board Advisor
FireEye, McAfee, EMC