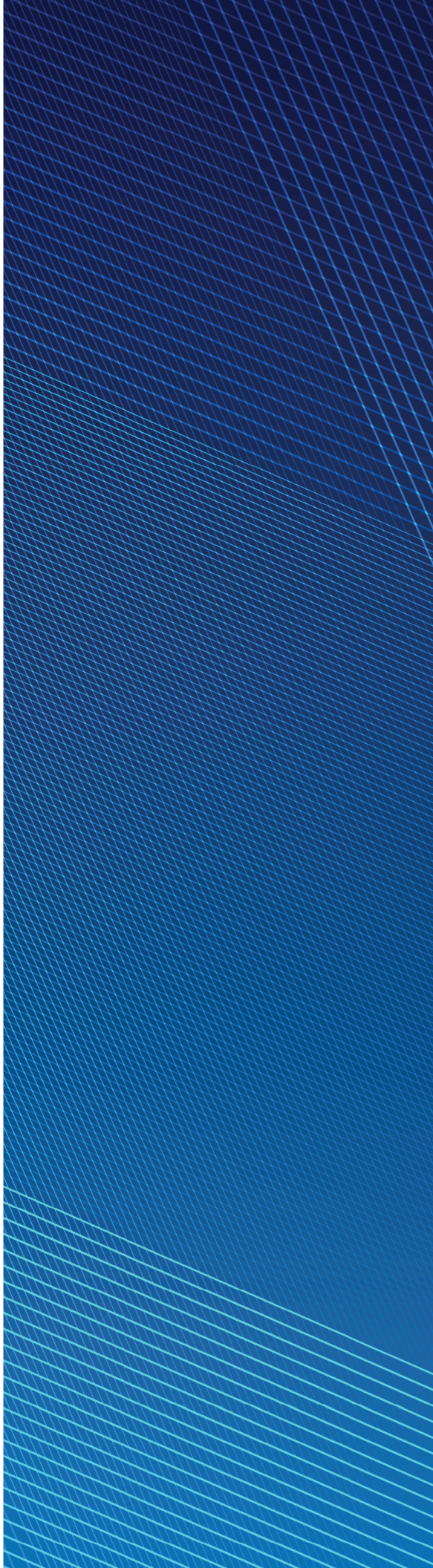
FROST & SULLIVAN

CYBERINT RECEIVES THE 2023 COMPANY OF THE YEAR AWARD

Identified as best in class in the global external risk mitigation & management industry



Best Practices Criteria for World-Class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each award category before determining the final award recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. Cyberint excels in many of the criteria in the External Risk Mitigation & Management (ERMM) space.

Scaling for Success

Cyberint primarily serves large and mid-market enterprises across the finance, government, retail, and technology industries to provide better visibility of their digital footprint and protect their external attack surface. The cybersecurity vendor is headquartered in Petah Tikva, Israel, but has established a global presence with additional offices in the USA, UK, Netherlands, Mexico, Philippines, Japan and Singapore. Leveraging a dedicated global customer success team, Cyberint stays apprised of cybersecurity market developments and works closely with its clients across various functional departments to gain better insights into critical performance metrics. These metrics include user experience, quality of findings, time-to-remediate, service level agreement (SLA) performance, and alert closure reasoning. This collaborative approach enables the vendor to fine-tune and automate heuristics to optimize the product and meet unique customer needs.

> *"In today's threat landscape, organizations face a multitude of challenges, including limited resources, visibility, and scalability. Cyberint recognized these unmet needs early on and capitalized on new growth opportunities to consolidate CTI, DRP, and EASM solutions into a unified framework and provide organizations with a holistic security posture."*
>
> ***- Martin Naydenov***
> ***Sr. Industry Analyst***

While most cybersecurity vendors follow a narrow go-to-market (GTM) strategy that focuses on only a few regions and industries, Cyberint has adopted a more balanced expansion plan; it is active globally across numerous sectors, cultivating a diverse growth pipeline in North America, Europe, the Middle East, and Africa (EMEA), Asia-Pacific (APAC), and even the underserved region of Latin America (LATAM). To amplify

its growth potential and penetrate new markets that rely heavily on localized knowledge and strategies, Cyberint has expanded its partner network and is increasingly working with managed security service providers (MSSPs). Additionally, Cyberint has adopted a unique marketing program that blends interactive webinars, large conferences, and smaller thought leadership events. This approach enables the company to attract a global audience, build international brand equity, share best practices, showcase thought leadership, and foster networking opportunities. As a result, the vendor has experienced steady double-digit growth rates over the last three years, surpassing the industry average, and has extended its global reach to almost 400 customers.

Argos: Unlocking End-to-End Visibility with a Hundred Eyes

Global transformation efforts – notably cloud migration, remote work adoption, IoT deployments, and increased reliance on 3rd party applications – have eliminated the traditional security perimeter. This shift has drastically increased the average digital footprint of an organization and introduced numerous potential attack vectors. To make matters worse, the COVID-19 pandemic caused some businesses to rush their digital transformation efforts, leaving behind exposed shadow IT, vulnerabilities, and blind spots in their IT infrastructure. The proliferation of attack vectors on the external digital footprint presents low-hanging fruit that is a readily accessible target for cybercriminals, especially with the help of modern technology. With AI, even threat actors without significant prior hacking expertise can find vulnerabilities, write exploits, and orchestrate sophisticated phishing campaigns at a scale. In today's threat landscape, organizations increasingly struggle to secure their digital assets, customers, and employees because they lack the resources, visibility, and ability to deal with multi-vector attacks.

With keen foresight, Cyberint has built its ERMM platform, Argos, from the ground up, natively integrating cyber threat intelligence (CTI), digital risk protection (DRP), and external attack surface management (EASM) capabilities. Cyberint's ERMM security stack supports various use cases, including phishing, brand, fraud, social media, data leakage, malware intelligence, and vulnerability protection. Similar to the mythical giant with his vigilant 100 eyes, namesake Argos protects customers from external threats by offering end-to-end visibility of the entire attack surface with the help of a centralized data lake that ingests and contextualizes millions of data points from thousands of sources.

While many cybersecurity vendors provide threat intelligence data, few can provide a complete picture as the sources are primarily limited to indicators of compromise (IoCs) and open-source intelligence (OSINT) data points. In contrast, Cyberint has continuously extended the number of threat intelligence sources it collates, including closed dark web forums and social media platforms, to improve contextual understanding and gain deeper insights into threats. Furthermore, the vendor recognized early on the need for a holistic security posture and for organizations to have visibility into their supply chain, which prompted Cyberint to enhance its EASM module to include 3rd party risk management capabilities that

> *"Argos and Cyberint's managed remediation offering serve as a business enabler, significantly improving an organization's security posture, MTTR, and overall productivity, fulfilling the vendor's vision of 'Impactful Intelligence', and providing an optimal solution for customers that often do not possess the wider cybersecurity expertise in-house."*
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are reflected in a dedicated supply chain intelligence module. These improvements empower customers to continuously monitor and evaluate the risk profile of their suppliers, partners, and vendors to take actionable steps in case of a data breach.

An Impact-Driven Approach to Cyber Risk Management

The dynamic threat landscape has prompted many organizations to implement a myriad of point solutions to protect their external attack surface effectively. Unfortunately, deploying more cybersecurity solutions does not necessarily translate to better security. In fact, it often introduces its own challenges, such as increased total cost of ownership (TCO), tool fatigue, IT complexity, and information overload. Moreover, most security teams still operate in silos, with discrete workflows, information, tools, and objectives that present inherent blind spots and hinder the overall effectiveness of their security efforts.

With business interactions increasingly conducted virtually, phishing attacks have spiked over the last three years, posing significant risks such as brand erosion, increased customer churn, revenue loss, and hefty legal fines. Aware of the common pain points experienced by organizations, Cyberint has prioritized the contextualization of its data by utilizing a unique combination of AI and human analytics to filter out the noise and distinguish between actionable threats and irrelevant data. Equipped with better and actionable insights, customers can gain an attacker's viewpoint and identify unknown assets, risks, and vulnerabilities to fix any chinks in their armor. In addition, Cyberint's managed takedown services offer a dedicated in-house remediation team that automates removing malicious content, such as phishing sites and fraudulent social media accounts; this solution boasts a remarkable success rate of over 95%. The combination of Argos' centralized ecosystem, actionable intelligence, and automated remediation capabilities provides organizations with the ability to improve security operations and boost productivity. This has typically resulted in the mean time to resolve (MTTR) being reduced by almost 100 days, significantly cutting the costs and times associated with dealing with a phishing attack.

Conclusion

In today's threat landscape, organizations face many challenges, including limited resources, visibility, and scalability. Cyberint recognized these needs early on and capitalized on new growth opportunities to consolidate CTI, DRP, and EASM solutions into a unified framework and provide organizations with a holistic security posture. The vendor's commitment to innovation, collaborative customer approach, and balanced expansion plan has earned Cyberint a leadership position in the external risk mitigation and management market. Furthermore, its exceptionally high touch-point customer service strategy has contributed to consistent double-digit growth rates over the last three years, exceeding the industry average. Argos and Cyberint's managed remediation offering serves as a business enabler, significantly improving an organization's security posture and overall productivity, reducing MTTR, fulfilling the vendor's vision of "Impactful Intelligence", and providing an optimal solution for customers that often do not possess the wider cybersecurity expertise in-house. For its strong overall performance, Cyberint is recognized with Frost & Sullivan's 2023 Global Company of the Year Award in the external risk mitigation & management market.

What You Need to Know about the Company of the Year Recognition

Frost & Sullivan's Company of the Year Award is its top honor and recognizes the market participant that exemplifies visionary innovation, market-leading performance, and unmatched customer care.

Best Practices Award Analysis

For the Company of the Year Award, Frost & Sullivan analysts independently evaluated the criteria listed below.

Visionary Innovation & Performance

Addressing Unmet Needs: Customers' unmet or under-served needs are unearthed and addressed by a robust solution development process

Visionary Scenarios Through Mega Trends: Long-range, macro-level scenarios are incorporated into the innovation strategy through the use of Mega Trends, thereby enabling first-to-market solutions and new growth opportunities

Leadership Focus: Company focuses on building a leadership position in core markets and on creating stiff barriers to entry for new competitors

Best Practices Implementation: Best-in-class implementation is characterized by processes, tools, or activities that generate a consistent and repeatable level of success

Financial Performance: Strong overall business performance is achieved in terms of revenue, revenue growth, operating margin, and other key financial metrics

Customer Impact

Price/Performance Value: Products or services provide the best value for the price compared to similar market offerings

Customer Purchase Experience: Quality of the purchase experience assures customers that they are buying the optimal solution for addressing their unique needs and constraints

Customer Ownership Experience: Customers proudly own the company's product or service and have a positive experience throughout the life of the product or service

Customer Service Experience: Customer service is accessible, fast, stress-free, and high quality

Brand Equity: Customers perceive the brand positively and exhibit high brand loyalty

About Frost & Sullivan

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The Growth Pipeline Engine™

Frost & Sullivan's proprietary model to systematically create ongoing growth opportunities and strategies for our clients is fuelled by the Innovation Generator™.
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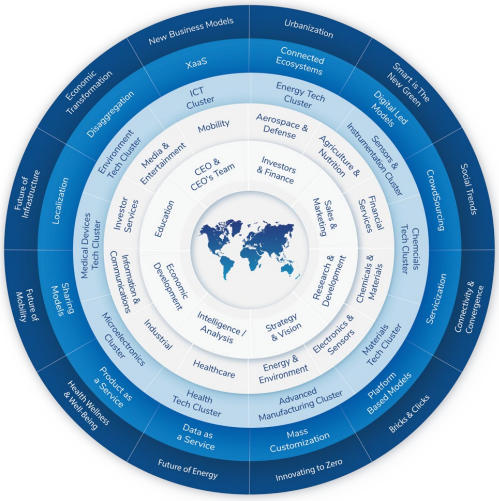
Key Impacts:

- **Growth Pipeline:** *Continuous Flow of Growth Opportunities*
- **Growth Strategies:** *Proven Best Practices*
- **Innovation Culture:** *Optimized Customer Experience*
- **ROI & Margin:** *Implementation Excellence*
- **Transformational Growth:** *Industry Leadership*

The Innovation Generator™

Our 6 analytical perspectives are crucial in capturing the broadest range of innovative growth opportunities, most of which occur at the points of these perspectives.



Analytical Perspectives:

- Mega Trend (MT)
- Business Model (BM)
- Technology (TE)
- Industries (IN)
- Customer (CU)
- Geographies (GE)