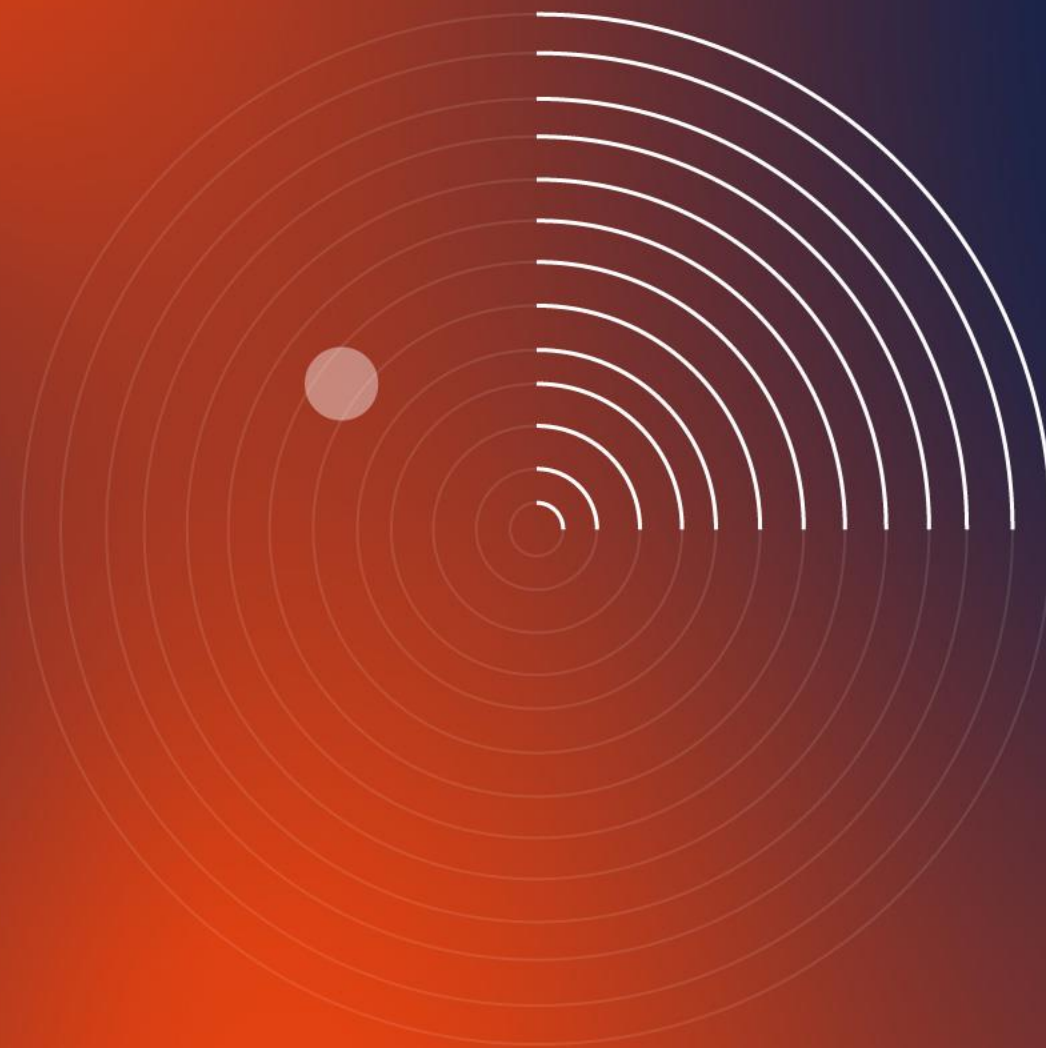




NRD Cyber Security offers
cybersecurity solutions,
consulting, and other
services

Results for 2023



Project geography

FOCUS

Cybersecurity operations build-out, incident detection and handling, establishment and support of Computer Security Incident Response Teams (CSIRTs) and Security Operation Centres (SOCs), and cyber capacity enhancement for organisations, sectors, and nations.

CUSTOMERS

Governments, public, and private sector organisations.



We are based in
Lithuania



Services and products



24/7 managed SOC



Preparation for NIS2



IT security audits



ISO 27001 standard implementation



CISO advisory



Technology solutions



Cybersecurity capacity building



CSIRT/SOC services



Matrix

Matrix is a centralised cybersecurity monitoring and threat hunting platform



**Cyber
Set**

CyberSet is a CSIRT or SOC services automation toolkit

NRD Cyber Security financial results

- Key items in the income statement and balance sheet
- Key financial data (revenue, EBITDA)
- Revenue by country
- Revenue by sector and operational coverage

Main items of the income statement (thous. Eur)*

	2022 m.	2023 m.
Revenue	6 079	7 411
Gross profit	2 979	3 994
EBITDA	653	1 138
EBIT	564	999
Net profit	526	821

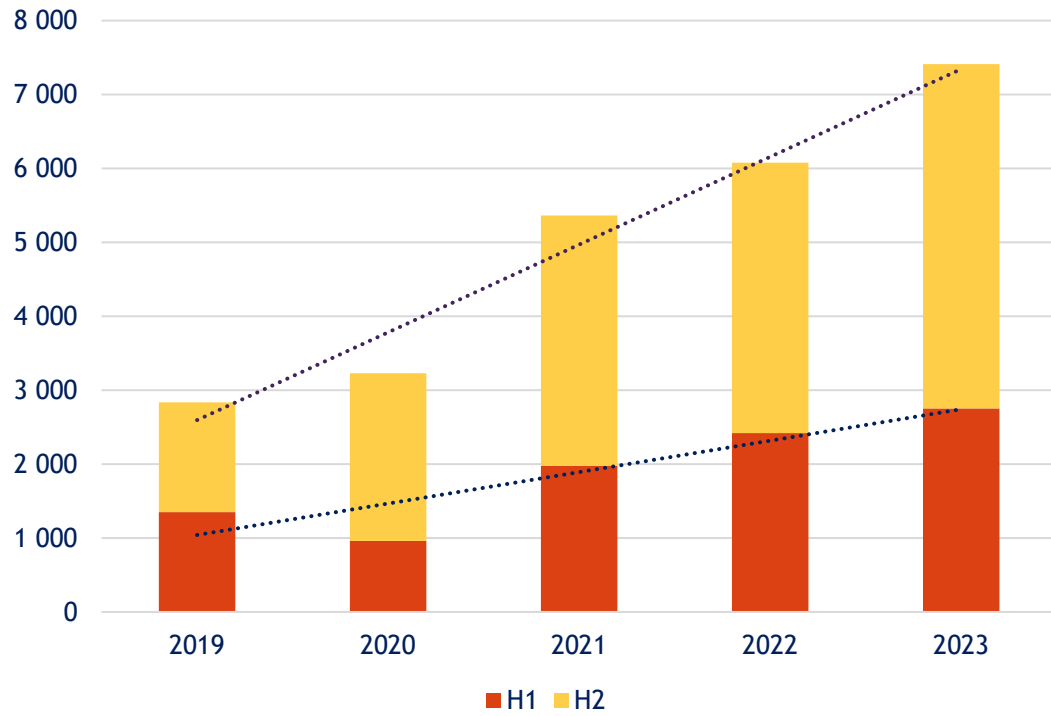
Main balance sheet items (thous. Eur)*

	2022 m.	2023 m.
Tangible assets	401	350
Intangible assets	23	19
Other non-current assets	199	49
Current assets	3 226	5 748
Of which cash	1 332	3 640
Total assets	3 849	6 166
Equity	1 509	1 824
Non-current liabilities	606	924
Of which financial debt	196	149
Current liabilities	1 734	3 418
Of which financial debt	54	60
Total liabilities and equity	3 849	6 166

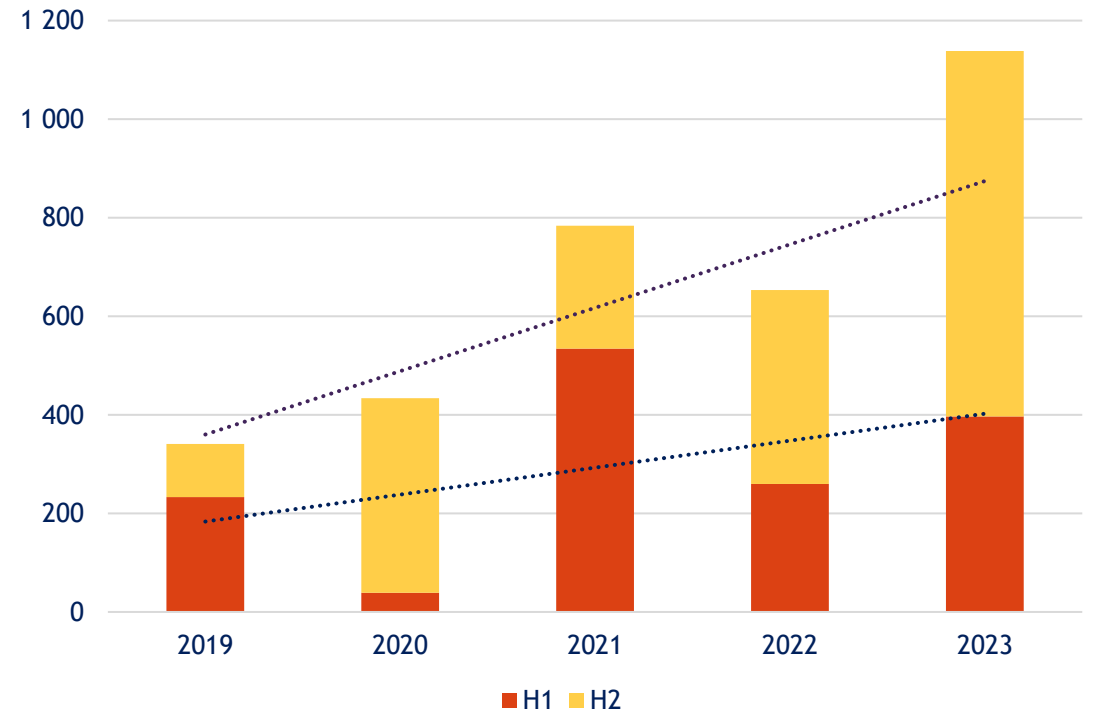
**The unaudited consolidated results of the NRD Cyber Security group are presented. The results of NRD CS and NRD Bangladesh are included in the results of the NRD Cyber Security group. Standalone financial statements of companies for 2023 and 2022 are audited.*

Key financial data

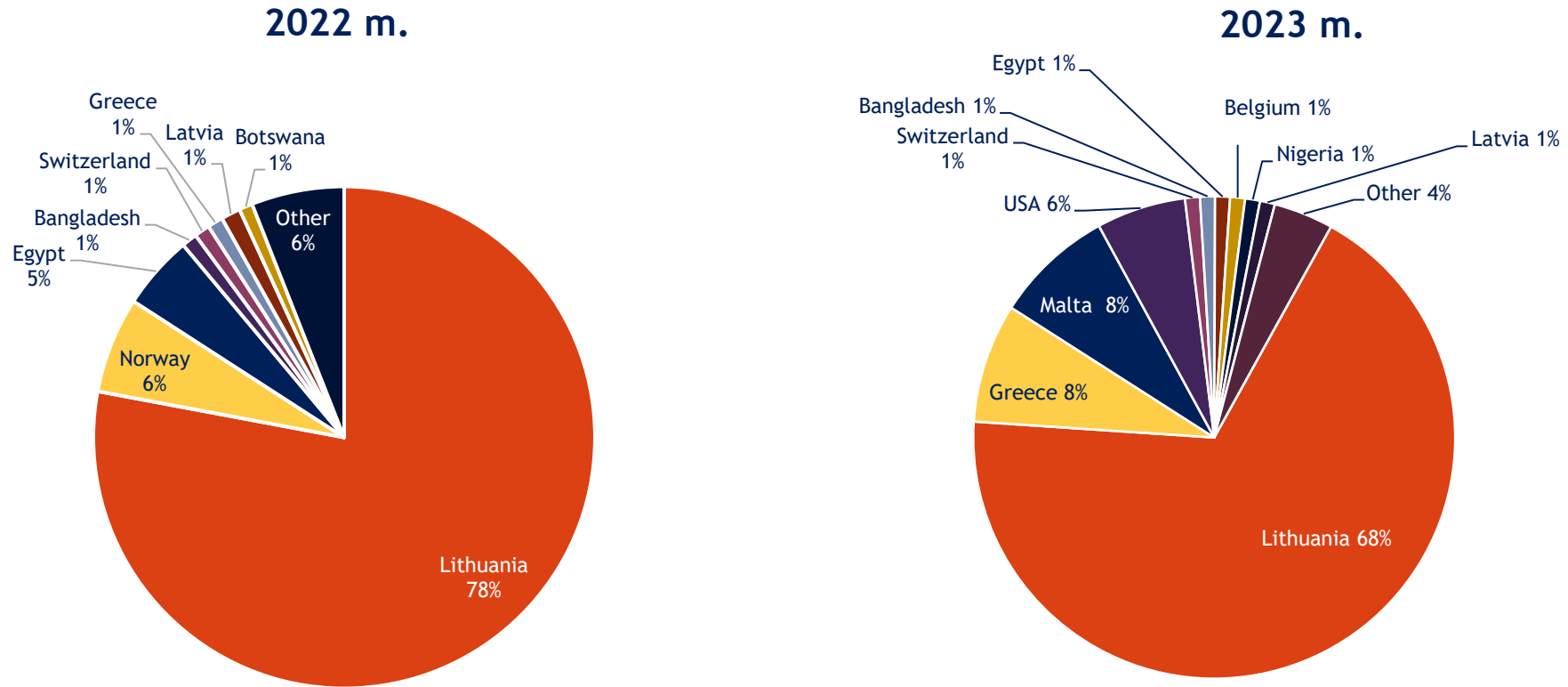
Revenue (thous. Eur)



EBITDA (thous. Eur)

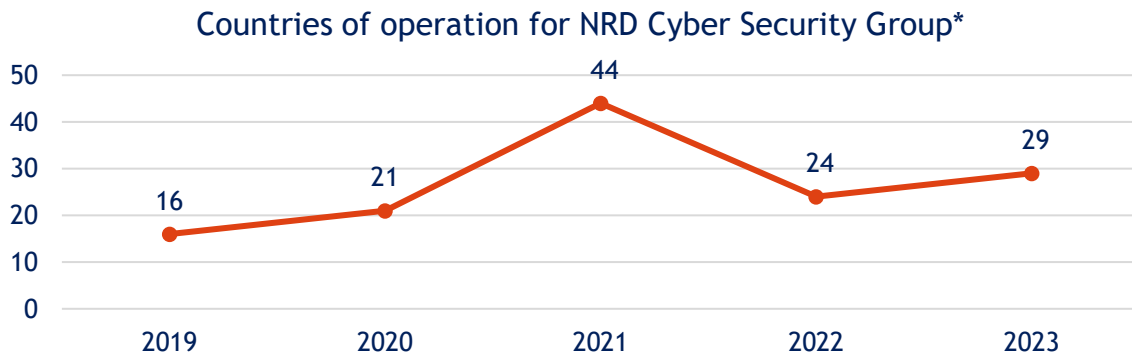
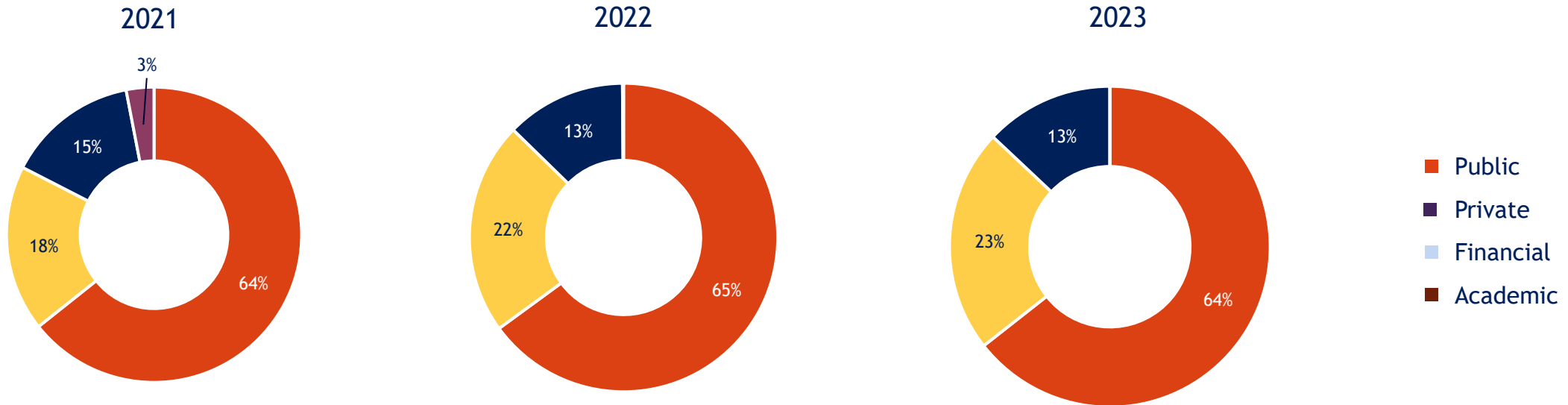


Revenue by country



Thous. Eur	2022	2023	Change
Lithuania	4 749	5 038	289
Other countries	1 330	2 373	1 043
Total	6 079	7 411	1 332

Revenue by sector and operational coverage



Compared to the previous year, the share of NRD Cyber Security Group's revenues coming from the private and public sector increased in 2023, while the share of revenues coming from the public sector decreased slightly and the share of revenues coming from the financial sector remained unchanged.

In 2023, NRD Cyber Security expanded its project portfolio geography with Armenia, Uzbekistan, USA, Sao Tome and Principe, Luxembourg, Saudi Arabia, Mongolia, Tajikistan and Romania.

* The number of countries is calculated by origin of the project, not by country of the client. As of 2022, NRD Cyber Security consists of NRD CS Ltd and NRD Bangladesh Ltd.

Key NRD Cyber Security projects in 2023

- Development of CSIRTs
- National cybersecurity capacity building
- Natrix and CyberSet
- MSS CyberSOC

Project geography for 2023



Svarbiausi NRD Cyber Security projektai 2023 m.



Development of CSIRTs

- **Kosovo**
Energy sector CSIRT design
- **Malawi**
Preparing for the establishment of a CSIRT in the Bank of Malawi
- **Egypt**
Helping EG-FinCIRT become a member of FIRST.org



National cybersecurity capacity building

- **São Tomé and Príncipe**
Preparation for the development of a national cybersecurity strategy
- **Kingdom of Bhutan**
Identification of the country's Critical Infrastructure, updates on National Cybersecurity Strategy and development of the action



Matrix and CyberSet

- **Malta**
Both solutions installed in CSIRTMalta
- **Egypt**
Matrix sensors installed for existing customer EG-FinCIRT
- **Trinidad and Tobago**
CyberSet deployed in a national CSIRT



MSS CyberSOC

- **Lithuania**
More contracts with SOC clients were signed and 24/7 SOC option has been launched
- **Botswana**
SOC services launched for Bank of Botswana

Let's cooperate on
securing the digital
environment!

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