

SecureNet Defense GmbH - Q3 2024 Investor Update

Direct Investment: SecureNet Defense GmbH

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Period: Q3 2024

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Highlights:

- Detected and prevented 10,000+ cyber attacks
- Achieved EU Cloud Code of Conduct certification
- Expanded SOC to 24/7 operations
- Signed 5 STOXX Europe 50 customers

Lowlights:

- False positive rate higher than target (5% vs 2%)
- Competition from CrowdStrike and SentinelOne
- Security analyst retention at 75%

Milestones:

- Raised €20M Series B led by Northzone
- Launched AI-powered threat detection
- Achieved ISO 27001 and ENS High certifications
- Expanded across continental Europe

Metrics Snapshot:

Revenue: €2,800,000

ARR: €3,400,000

MRR: €285,000

Gross Margin: 80.0%

Burn: €180,000

Runway (months): 26

Headcount: 95

CAC: €20,000

LTV: €110,000

NRR: 138.0%

Cash Balance: €3,600,000