

# **SERIES C INVESTOR PRESENTATION DECK**

**DeepShield Systems, Inc.**

**Confidential Information Memorandum**

**March 2024**

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## **EXECUTIVE SUMMARY**

DeepShield Systems, Inc. is seeking to raise \$75 million in Series C financing to accelerate market expansion and product development in the industrial cybersecurity sector. Founded in 2016, the Company has demonstrated strong growth with current annual recurring revenue of \$32.5 million and a compound annual growth rate of 87% over the past three years.

## **INVESTMENT HIGHLIGHTS**

### **Market Leadership**

- Proprietary deep-layer security architecture for industrial control systems
- Patent-protected AI-driven threat detection technology
- First-to-market with integrated maritime/subsea security solutions
- 187 employees across engineering, sales, and customer success

### **Financial Performance**

- FY2023 Revenue: \$32.5 million
- Gross Margin: 78%
- Net Revenue Retention: 129%

- Customer Acquisition Cost (CAC): \$125,000
- Lifetime Value (LTV): \$2.1 million
- Current ARR Growth Rate: 92% YoY

## **USE OF PROCEEDS**

The \$75 million Series C funding will be allocated as follows:

Product Development (40%): \$30 million

- Enhanced AI/ML capabilities
- New maritime security modules
- API ecosystem expansion

Go-to-Market (35%): \$26.25 million

- International sales team expansion
- Channel partner program
- Marketing initiatives

Operations (25%): \$18.75 million

- Infrastructure scaling
- Security certifications
- Working capital

## **MARKET OPPORTUNITY**

The industrial cybersecurity market is projected to reach \$32.4 billion by 2027, with a CAGR of 16.8%. Key growth drivers include:

- Increasing frequency and sophistication of cyber attacks
- Regulatory compliance requirements
- Digital transformation of industrial operations
- Critical infrastructure protection mandates

## **COMPETITIVE POSITIONING**

DeepShield's differentiated approach includes:

- Purpose-built OT security architecture

- Proprietary anomaly detection algorithms
- Specialized maritime/subsea expertise
- Comprehensive API integration capabilities
- Industry-leading threat response times

**CUSTOMER BASE**

Current customer portfolio includes:

- 47 Fortune 1000 companies
- 12 government agencies
- 28 maritime operators
- 35 critical infrastructure providers
- 89 manufacturing enterprises

**MANAGEMENT TEAM**

- Dr. Marcus Chen, CEO: 20+ years in industrial automation
- Sarah Blackwood, CTO: Former DARPA cybersecurity lead
- James Morrison, VP Engineering: Ex-Cisco security architect
- Dr. Elena Rodriguez, Chief Security Architect: PhD in AI/ML
- Robert Kessler, CFO: Previous IPO experience

**FINANCIAL PROJECTIONS**

(USD millions) | FY2024 | FY2025 | FY2026

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Revenue | 55.0 | 98.0 | 165.0

Gross Profit | 43.5 | 78.4 | 134.5

EBITDA | (12.0) | 5.9 | 29.7

**RISK FACTORS**

Investment involves significant risks including but not limited to:

- Competitive market dynamics
- Technological changes

- Regulatory environment
- Cybersecurity threats
- Economic conditions
- Execution risks

## **CONTACT INFORMATION**

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