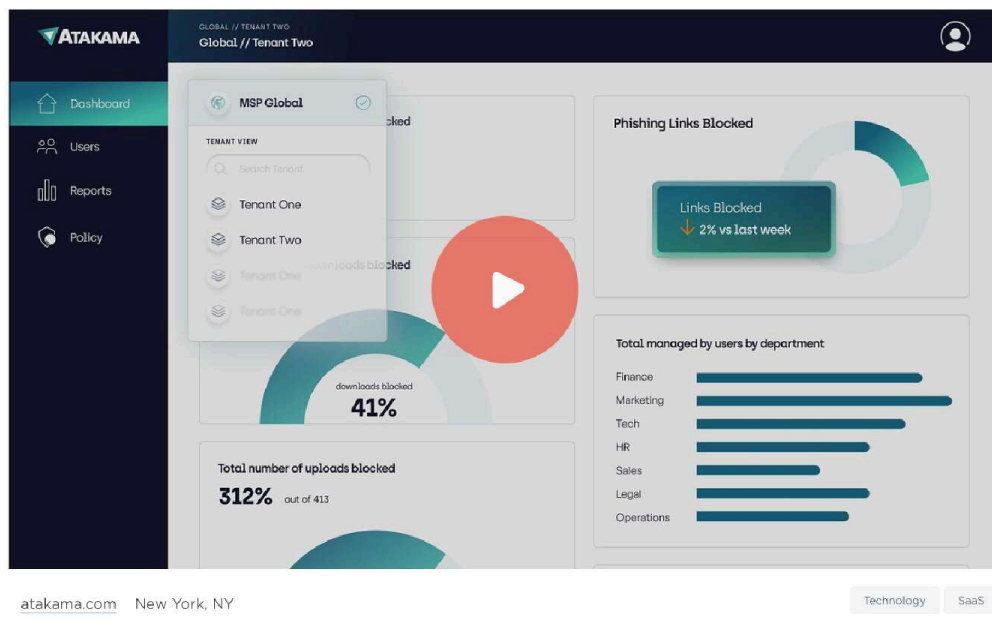


## Atakama transforms the web browser into a secure workspace, protecting against Phishing and Malware



## Highlights

- 1 Atakama successfully raises \$11M from the crowd over the last 18 months (via Reg CF and Reg D)
- 2 Atakama expands its product portfolio and targets the \$329B Managed Service Provider (MSP) market.
- 3 MSPs service Small and Medium-sized Businesses (SMBs) representing \$370B in tech spend.
- 4 18+ months spent with over 30 MSP design partners influencing product and go-to-market strategy.
- 5 Early Access Beta Program announced in January 2024 - over 40 deployments to date.
- 6 The general availability of the Atakama Browser Security Platform is to be announced in March 2024.
- 7 The Atakama Browser Security Platform enables monthly recurring revenue for the business.

## Our Team



**Daniel H. Gallancy** CEO and co-founder

A security-obsessed tech entrepreneur doing bitcoin and crypto-related projects for a decade. Hacked together a bitcoin cold wallet in 2012. Built a wireless ethernet system using lasers, long before wifi existed. Physics and EE

degrees from UPenn.

Atakama was born through its founders' experience in the Bitcoin and cryptocurrency world, where the best-in-class security mechanisms distribute pieces of data across numerous devices. The concept is similar to having a paper password and splitting it across a dozen safe deposit boxes: it's inherently far more difficult to attack. If this approach exists to protect the most valuable financial assets on the planet, why not apply the same concept to protecting privacy and enhancing security for sensitive data?



**Dimitri Nemirovsky** COO and co-founder

A confessed technology nerd and recovering attorney. Dimitri spent 12 years practicing law. After discovering bitcoin and blockchain technology in 2013, Dimitri left the legal practice to become an entrepreneur.



**Scott Glazer** CRO

Scott has more than 20 years of experience leading outperforming sales organizations. His roster of achievements includes increasing annualized revenue by 60 percent at a prior startup, which enabled an exit to a Fortune 500 company.



**Stephanie Weagle** CMO

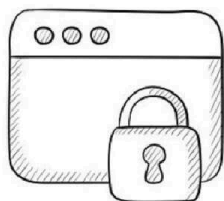
Stephanie builds and leads high-performing global marketing organizations. Stephanie has held leadership positions at B2B technology companies in cybersecurity, IT networking, and infrastructure and physical security domains.

## Why Atakama Browser Security?

**New Product  
...Market  
...Opportunity**

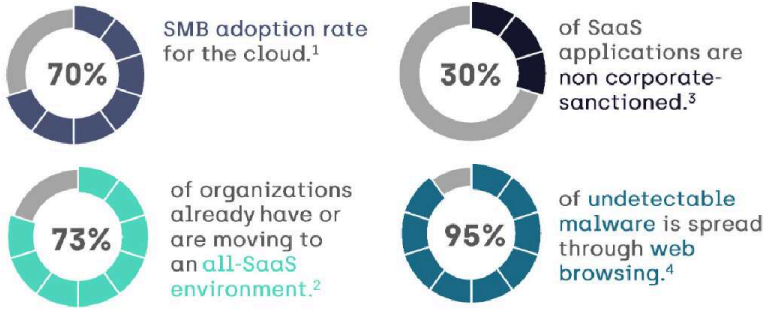


The browser is the only **consumer application** used in every **commercial context**.



The **browser** is today's Window of Work,  
but **its security** has been **underserved**.  
**Until now...**

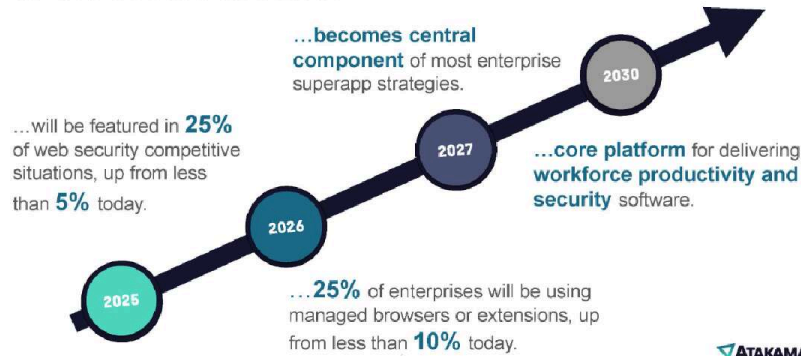
## Acceleration of SaaS fuels risk...



1. Global SaaS Adoption Rate by Region - Statista  
2. Global SaaS Adoption Rate by Region - Statista  
3. Global SaaS Adoption Rate by Region - Statista  
4. Global SaaS Adoption Rate by Region - Statista

## The unprecedented rise of the secure browser

Gartner®

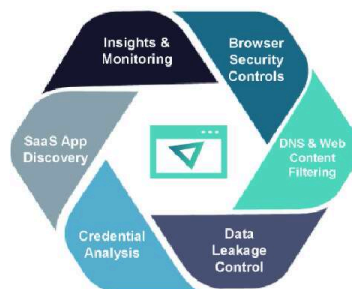


## The Atakama Managed Browser Security Platform

Transform **any browser** into a **secure and easily managed** workspace.

Protect **people, data, and applications** by embracing **user-centric safeguards**.

Securing Today's Window of Work.



## Browser Security Market on Fire





2023  
LAUNCHED IN 2021

2023  
LAUNCHED IN 2020

## Go to Market Strategy

### Small and Mid-Market Business Trends



SMBs account for **99%** of all US companies – half of all US employees

**\$370B**

Small Businesses represent \$370B in Tech Spend

**3X**

Small businesses are three times more likely to be targeted by criminals

### What is an MSP?

- **Managed Service Provider hired to:**
  - Become the IT and Security team for the Small to Mid-Sized organization
- **What do they offer?**
  - Network, application, infrastructure and security services
  - Ongoing and regular support and active administration
  - Implementation management and support of tech stack
- **What's their business model?**
  - Monthly subscription-based service packages inclusive of IT and security software and services



### MSP Market in High Growth Mode



**\$329B**  
**Market by**  
**2025<sup>1</sup>**

**3 out of 5**  
**MSPs saw an**  
**increased revenue**  
**in the past 12**  
**months<sup>2</sup>**



## \$9M Revenue Opportunity at Launch

### ATAKAMA BROWSER SECURITY DESIGN PARTNERS



Note: future revenues are not guaranteed

## Monthly Recurring Subscription Revenue



**Minimum annual commitment**



**Tiered, volume-based pricing**



**Land and Expand**



Raising capital from forward-thinking investors like you, allows us to continue our mission to disrupt the status quo of the cybersecurity industry, with purpose-built solutions.

Still have questions? We've got answers!

Email us at [investors@atakama.com](mailto:investors@atakama.com)



