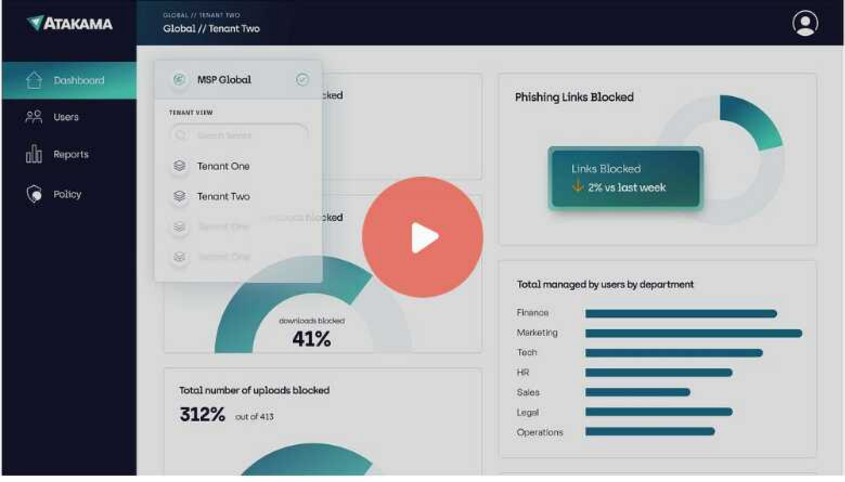


ATAKAMA

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

atakama.com New York, NY Technology SaaS

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.

Featured Investor

Marc McGehan Follow Invested $15,000

Syndicate Lead

20+ year investor with experience in real estate, early-stage investing and crypto

"Joining forces with Atakama as the lead investor has been nothing short of exhilarating. I have been consistently impressed with the management team's commitment to pushing the boundaries of innovation, expanding their product horizons, and doubling down on recurring revenue streams, we are poised to redefine what's possible in the world of cybersecurity. Together, we're not just investing in a company; we're shaping the future of security technology."

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.

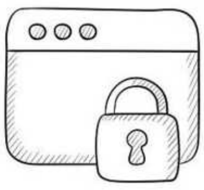
Scott Glazer CRO

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.

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...

SMB adoption rate for the cloud.[1]

of SaaS applications are non corporate-sanctioned.[3]

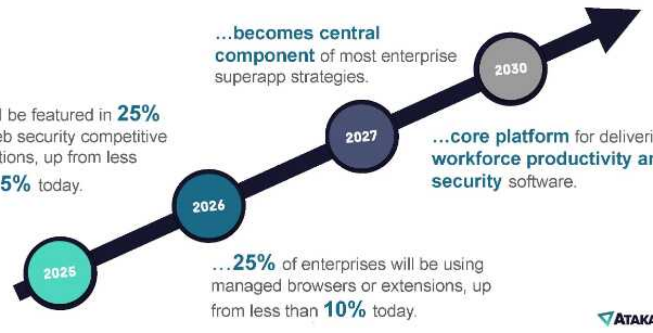
of organizations already have or are moving to an all-SaaS environment.[2]

of undetectable malware is spread through web browsing.[4]

[1] [illegible]
[2] [illegible]
[3] [illegible]
[4] [illegible]

The unprecedented rise of the secure browser

Gartner



...will be featured in **25%** of web security competitive situations, up from less than **5%** today.

...**25%** of enterprises will be using managed browsers or extensions, up from less than **10%** today.

...**core platform** for delivering **workforce productivity and security** software.

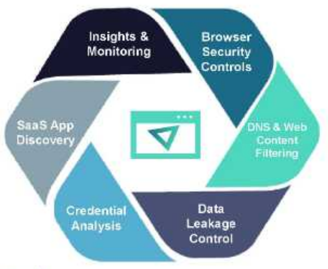
...**becomes central component** of most enterprise superapp strategies.

The Atakama Managed Browser Security Platform

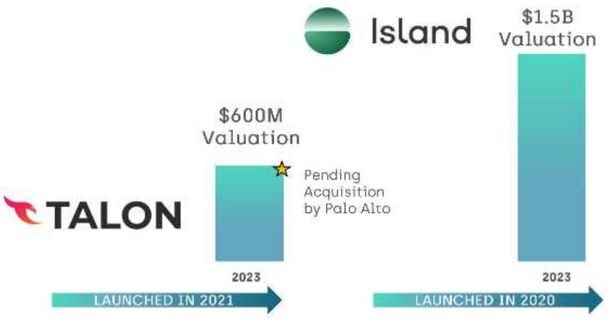
Transform any browser into a secure and easily managed workspace.

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

Securing Today's Window of Work.



Browser Security Market on Fire



Go to Market Strategy

Small and Mid-Market Business Trends

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

$370B

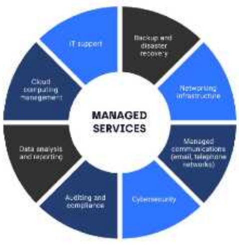
Small Businesses represent $370B in Tech Spend

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



MANAGED SERVICES

IT support
Backup and disaster recovery
Networking infrastructure
Managed communications (email, telephone networks)
Cybersecurity
Auditing and compliance
Data analysis and reporting
Cloud computing management

MSP Market in High Growth Mode

$329B Market by 2025[1]

3 out of 5 MSPs saw an increased revenue in the past 12 months[2]

$9M Revenue Opportunity at Launch

ATAKAMA BROWSER SECURITY DESIGN PARTNERS

DATAPRISE
BLUE ALLIANCE IT
1PATH
SOLARUS TECHNOLOGIES
solis
kme systems inc
Z TECH
Cpi Commputercations
RFA
Pixel Health
PACIFIC OFFICE AUTOMATION
ECI
NAKA
nexustek
TeamLogicIT
CORETEK
iDt integratedData Technologies Inc.
Atlantic PC, Inc.
Synoptek
CloudHesive
PC Progressive Computing
BRITECITY

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