

# INVESTMENT OPPORTUNITY

Manufacturer and supplier of powerful, fast and trusted forensic hard- and software to help in the detection of crime

To accelerate growth, the company is seeking an investor to support inorganic expansion initiatives. As part of a structured long-term succession plan, a majority stake or full acquisition may be considered at a later stage.

## ABOUT

- 1993: founded
- 1999: Establishment GmbH
- 2021: ISO 9001:2015 certification
- One of today's leading providers and suppliers of products and services related to IT forensics.
- Its customers includes federal and state governments, European and international authorities as well as partners/customers from business and science. The development services range from handhelds and mobile devices to workstations, servers and fully equipped laboratories.

## PRODUCT

As a partner of all current market leaders of forensic hard- and software, the company can provide the full range of high-end storage and network solutions from a single source. The company offers solutions from smaller devices, through to workstations, servers, right up to fool-proof Unix multiprocessor clusters of the highest performance for research and science applications, furthermore the company configures full forensic labs, either on site or on wheels.

Current new developments includes:

- Easy flight unmanned aircraft systems for applications such as object monitoring, search and rescue operations, aerial photography and creation of digital maps, delivery of small cargo etc.
- Car forensic software to capture user data from vehicles and supports forensic specialists and investigators in order to execute an analysis fast and intuitively.
- Platform for rapid and collaborative investigation of cyber threat events.

## TEAM

With an extraordinary experienced and highly motivated team the company possess excellent economic and technological know how in the areas management/finance, international sales/marketing, software development, eDiscovery and web/darknet analysis.

### Founder, shareholder & CEO:

Within his career he proved to have an excellent instinct for emerging business opportunities and to professionally exploit them into the market.

### CO:

Former LKA officer, Head of Digital Forensics & Incident Response – Europe & ME.

### CTO:

Responsible for technical development and training. Has a tremendous experience in the IT security and forensics sector as well as in soft-/hardware development.

## COMPANY PROFILE

- Founded 1993
- Global presence:
  - Germany (Headquarters)
  - U.A.E.
  - Saudi Arabia
  - India
  - Malaysia
  - Bulgaria
  - Sweden
- Shareholder: 100% Founder

## BUSINESS MODEL

Primarily based on the following revenue sources:

- Hardware:** Production and component assembly, maintenance
- Software:** Development and maintenance
- User training seminars** for digital forensics, mobile phone forensics and data recovery
- Direct sales as provider for digital forensic solutions
- Indirect sales by international sales partners

## MARKET & POTENTIAL

The forecast market growth (CAGR) for digital forensics is 15.20% by 2028, reaching \$ 16.6bn by 2028. The increasing rate of cybercrimes and security concerns and rise in the insider attacks act as the major factors driving the growth of digital forensics market. The increasing level of applications employing internet of things – IoT and the rise in demand for cloud computing and remote device monitoring and data transmission through wireless devices accelerate the digital forensics market growth. The high adoption of BYOD culture combined with remote working and digitalization of the business processes and the growing amount of sensitive and confidential data which are stored on various devices further influence the digital forensics market. Europe and ME are one of the markets with the highest volumes.

## COMPETITION

With 30 years' experience, the company is one of today's leading providers and suppliers of products and services related to IT forensics, mobile phone and audio-visual forensics.

The company is Europe's only forensics supplier with its own hardware development and manufacturing departments.

The company has 25 years business to government experience and established high level contacts to decision makers and users.

## DEAL STRUCTURE

To accelerate growth, the company is seeking an investor to support inorganic expansion initiatives. As part of a structured long-term succession plan, a majority stake or full acquisition may be considered at a later stage.

The discounted cash flow method (DCF) was used as the earnings-oriented method in the present case and the determined enterprise value was checked for plausibility by means of a second calculation using the multiple method.

## EARNINGS FORECAST

€M	2024	2025	2026	2027	2028	2029
Rev.	24,5	21,2	29,9	39,4	49,4	60,2
EBITDA	0,57	1,6	1,3	1,9	2,5	3,2

## WHY INVEST

- ✓ Unique investment opportunity in the rapidly growing market of cyber security
- ✓ Remarkable international reputation through a global reseller network in 42 countries
- ✓ Overwhelming market feedback from governmental authorities and agencies, corporations, banks and insurances as well as SMEs