



Transforming Cybersecurity  
Through Collective Defense  
**Management Presentation**

March 2021

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# Transaction Overview

## Overview

- PIPE to facilitate LGL Systems Acquisition Corp. (“LGL”, NYSE: DFNS) business combination with IronNet Cybersecurity, Inc. (“IronNet”) at a total pro forma enterprise value of \$927mm



## Financing

- Existing shareholders will roll the entirety of their equity holdings into the combined company and are expected to receive ≈72% of the pro forma equity
- ≈\$173mm LGL cash held in trust, assuming no redemptions
- \$125mm, additional PIPE equity, 11% of pro forma equity
- ≈\$267mm of cash on balance sheet expected at closing



## Use of Proceeds

- Sales and marketing expansion, research and development to accelerate product offerings, and inorganic growth through accretive M&A
- Funded solely by LGL cash in trust and proceeds from the PIPE



## Valuation

- Total pro forma enterprise value of \$927mm
  - Represents 17.1x FY22E and 8.4x FY23E Revenue<sup>(1)</sup>
  - Implied pro forma equity value of \$1.2bn
- Attractive valuation with transformational cybersecurity platform uniquely positioned to defend against rising threats



(1) Fiscal year ends Jan 31. CY21 approximates FY22, CY22 approximates FY23, etc. FY22E revenue of \$54.2mm. FY23E revenue of \$110.8mm.

# LGL Systems Acquisition Corp.: Strong and Experienced Sponsor Partner

NYSE:DFNS

www.dfns.ai



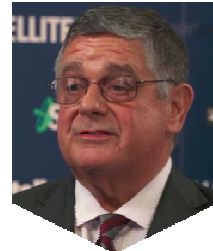
LGL SYSTEMS  
ACQUISITION CORP.



**Bob LaPenta**

*45 years of experience*

*Co-Founding Principal, L3 Technologies;  
Founder of L-1 Identity Solutions;  
Former Director of Leap Wireless*



**John Mega**

*40 years of experience*

*Founding Member,  
L3 Technologies*



**Robert LaPenta**

*25 years of experience*

*Co-Founder, Boundary Group;  
Former VP of M&A and Corporate Strategy,  
L-1 Identity Solutions*



**Marc Gabelli**

*30 years of experience*

*President, GGCP*

## LGL Systems Sponsor Partner Group



**Patrick Huvane**

*LGL Group*



**Timothy Foufas**

*LGL Group*



**Hendi Susanto**

*Cyber Technology,  
Gabelli*



**Tony Bancroft**

*Aerospace & Defense,  
Gabelli*



**Bob Jacobsen**

*Ex-President, Systems Division ("GCS") of L3*



**Matthew Moynahan**

*Ex-CEO, Forcepoint Cyber Security*



**Alan Carson**

*President, Envistacom*



**Nathan Miller**

*Portfolio Manager Aerospace Defense*



**Les Daniels**

*Operating Partner, AE Industrial*



**Jason Lamb**

*CEO, Hard Yards; DARPA*



**John Vonglis**

*A&D, Gabelli; Ex-CFO, DoE; Ex-CFO USAF*

## Independent Board



**Mary Gallagher**



**Michael Martin**



**Michael Ferrantino**

# Our Mission



IronNet addresses a problem decades in the making with a differentiated solution - AI-driven behavioral analytics and Collective Defense

**“We are on the brink of a digital arms race, where adversaries are using cybersecurity attacks as an element of national power for everything from destruction, to intelligence-gathering, to extortion-an existential economic threat. Attacks continue to grow in sophistication, size, and number, and are emerging as the biggest crisis of our generation.”**

*- Former Director of NSA and Founder of U.S. Cyber Command*



# Exceptional Public Company Ready Leadership

## Management



**General (Ret.) Keith Alexander**  
Co-CEO and Chairman

*World-leading cybersecurity expert;  
founder of U.S. Cyber Command*



**Bill Welch**  
Co-CEO and Board Member

*Former President of Duo and  
COO of ZScaler*



**Jamie Gerber**  
Chief Financial Officer

*Experienced financial leader*

## Board of Directors



**Don Dixon**  
Co-Founder, Managing  
Director, ForgePoint  
Capital



**Ted Schlein**  
Managing Partner,  
Kleiner Perkins



**Mike McConnell**  
Former Director,  
National Intelligence,  
Former Director, National  
Security Agency



**Mike Rogers**  
Former Chairman,  
House Permanent  
Select Committee on  
Intelligence



**Jack Keane**  
Chairman, Institute for the  
Study of War,  
Retired Four-Star  
General, Former Vice  
Chief of Staff, US Army



**André Pienaar**  
Managing Partner, C5  
Capital



**Jan Tighe**  
Retired Vice Admiral,  
Former Deputy Chief of  
Naval Operations for  
Information Warfare and  
Director, Naval  
Intelligence, US Navy



**Mary Gallagher<sup>(1)</sup>**  
Board of Directors  
& Audit Committee  
Chairwoman, LGL  
Former CFO of  
Sikorsky Aircraft



**New Director**

(1) Mary Gallagher is not currently a member of the board, but she is expected to be should the contemplated transaction consummate.

# IronNet at a Glance

IronNet is transforming cybersecurity through AI-driven behavioral analytics and Collective Defense

- 

**Introducing a fundamentally new layer of defense to address a \$25B+ market**
- 

**The first network effect applied to the cybersecurity industry**
- 

**Leadership team uniquely capable of transforming the cybersecurity industry**
- 

**A powerful new business model**



*Committed blue-chip investors*



*Recognized by industry experts*



Note: Fiscal Year ends January 31.  
(1) Indicators of Compromise.

# Current State of Security

## Confluence of factors in cybersecurity driving need for IronNet's Network Detection Response solution



### Increased Velocity of Attacks

- Cyber is an element of national power
- Cyber attack toolkits are easily available to malicious actors and constantly evolve making it nearly impossible to keep up



### Network No Longer the Perimeter

- Cloud, IoT and SaaS applications have expanded the attack surface and cyber vulnerabilities
- Legacy methods of protecting the network perimeter like firewalls or endpoint security are no longer sufficient



### Defense in Isolation is Failing

- Cyber is the only threat landscape in which individual enterprises defend against nation-states and criminals without help from the government or their peers
- Today's threat sharing is slow, manual, and selectively poor for forward defense



### Current tools are rear-facing and insufficient

- \$100B is spent on outdated tools that cannot identify or stop today's attacks
- Today's attackers target log managers, firewall, endpoints and other standard cyber security equipment, and most security analytics tools lack the ability to detect stealthy attacks

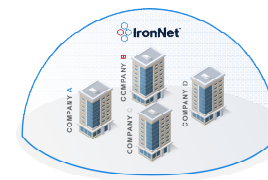


### Scarcity of Qualified Human Capital

- 4 million+ estimated gap in demand for security professionals worldwide
- Enterprises cannot hire the talent needed to scale and keep up with advanced attacks

# IronNet's Vision: Transforming Cybersecurity

A problem decades in the making is now addressed with a differentiated solution—AI-driven behavioral analytics and Collective Defense



## U.S. Cyber Command

- Deep analysis of network data
- Cross-agency information sharing

## Founded

- Collective Defense taken to private sector
- First patents filed

## IronDefense

- AI-driven Behavioral analytics applied to network detection
- Proof of value

## IronDome

- First companies join IronDome
- Cornerstone customers for mission

## Movement to Scale

- Expand commercial footprint
- Cornerstone to Community customer momentum



**2010–2015**  
**Advanced Persistent Threats**

Buckshot Yankee

Deep Panda

**2015–2020**  
**+Ransomware**

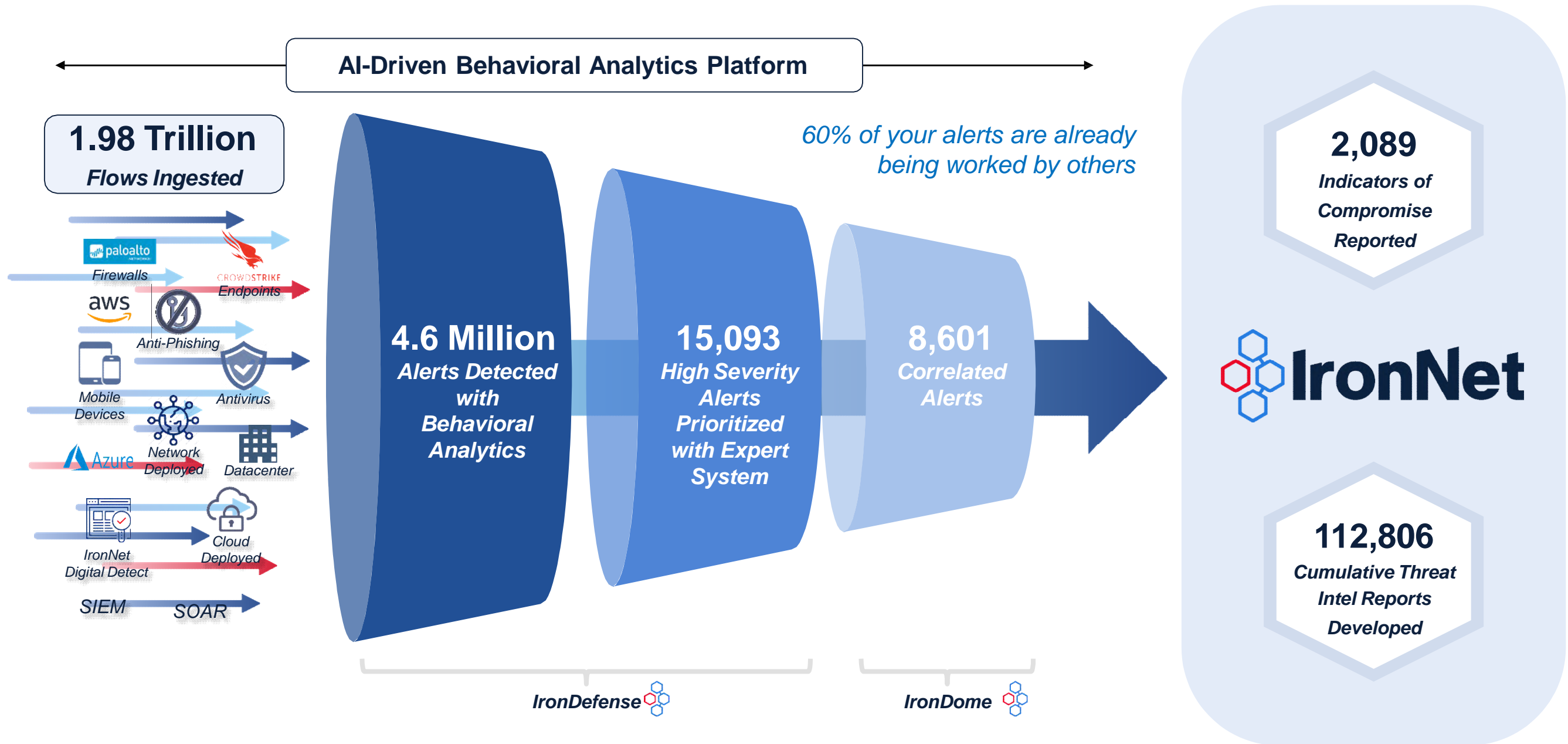
WannaCry

NotPetya

**2020+**  
**+Supply Chain Attack**

SolarWinds / SUNBURST

# The Value of Collective Defense



Notes: Represents full-year data for calendar year 2020 except for cumulative number.

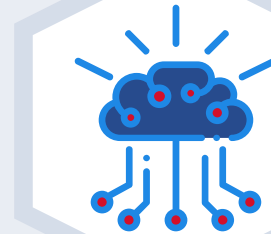
# Why IronNet Wins



## Behavioral Analytics That Find What Others Cannot

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- The most advanced attacks are new and can only be detected by identifying anomalies in how IT systems operate
- IronNet AI-driven behavioral analytics identify attack patterns that have penetrated the first line of network defense that signature-based detection cannot



## Real-Time Sharing Across Companies That Others Cannot

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- Unique IronDome Collective Defense enables automated, real-time and massively scalable sharing of behavioral intelligence across companies and sectors
- The unique characteristics of an attack are automatically shared with all members so the community can mutually aid in detection, remediation and mitigation of a threat at an enterprise, industry, and nation level



## Adds Value to the Cyber Ecosystem That Others Cannot

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- IronNet works with names like CrowdStrike, Zscaler, and Palo Alto Networks to identify behavioral threats that IronNet can see centrally from their source data
- Adds value by getting SOC analysts working together to defend in real time

# IronNet Real-Time Success

## Case Study: SolarWinds / SUNBURST Attack



**The Situation:** First reported on December 13th, a widespread network intrusion based on a software supply chain compromise of SolarWinds. This attack targeted U.S. Government and U.S. commercial entities and continues to evolve

### IRONNET RESULTS:

#### Increased visibility:

- ✓ In May 2020, IronNet detected the initial SUNBURST behavior on a customer's network using a DNS tunneling analytic. This same behavior was correlated across three customer environments at network speed. Customers were notified

#### Reduced impact:

- ✓ Based on IronNet analysis and continued assessment, no customer networks were compromised by the second stage deployments of SolarWinds. If such an attempt had been made, it likely would have been detected and actionable

#### Improved effectiveness

- ✓ This situation has provided a real world opportunity to work more closely with customer SOCs to upskill their use of AI-driven behavioral analytics and to broaden their situational awareness

*“IronNet is a partner, not a vendor. You are the first call I make when I need support and a second set of eyes to help determine ‘what’s next’.”*

LARGE ENERGY UTILITY COMPANY

*“We are trying to get Dome across 600 assets (in our portfolio). IronNet is 6x more accurate and faster at identification of threats... I’m actually turning off other tools in the data center because 80% of my processing is now cloud... IronNet detected a sinister BotNet intrusion attempt into our [Global Investment Fund] perimeter. The alert allowed us to act fast and catch it on our Firewall before it got inside. None of our other threat hunting tools sparked an alarm which may suggest we can turn some of them off and save some money as well by using IronNet.”*

GLOBAL INVESTMENT FUND

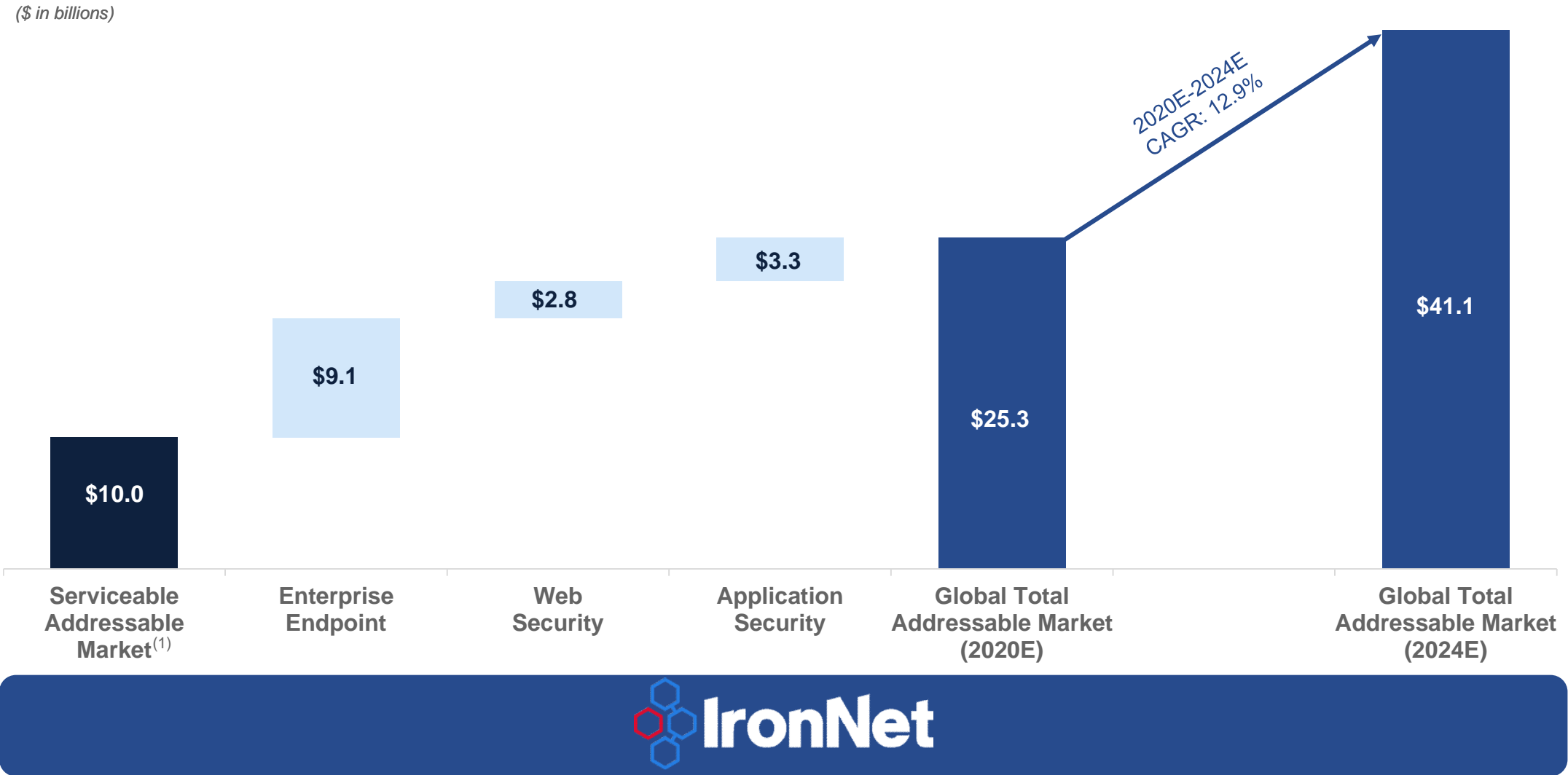
# IronNet is the Future of Security for the Enterprise

Transforming Cybersecurity through Collective Defense



# IronNet Addresses a Large and Rapidly Growing Market Opportunity

IronNet is a core security platform based on sophisticated AI-driven behavioral analytics powered through Collective Defense



Source: Gartner: Forecast: Information Security and Risk Management, Worldwide, 2018-2024, 4Q20 Update

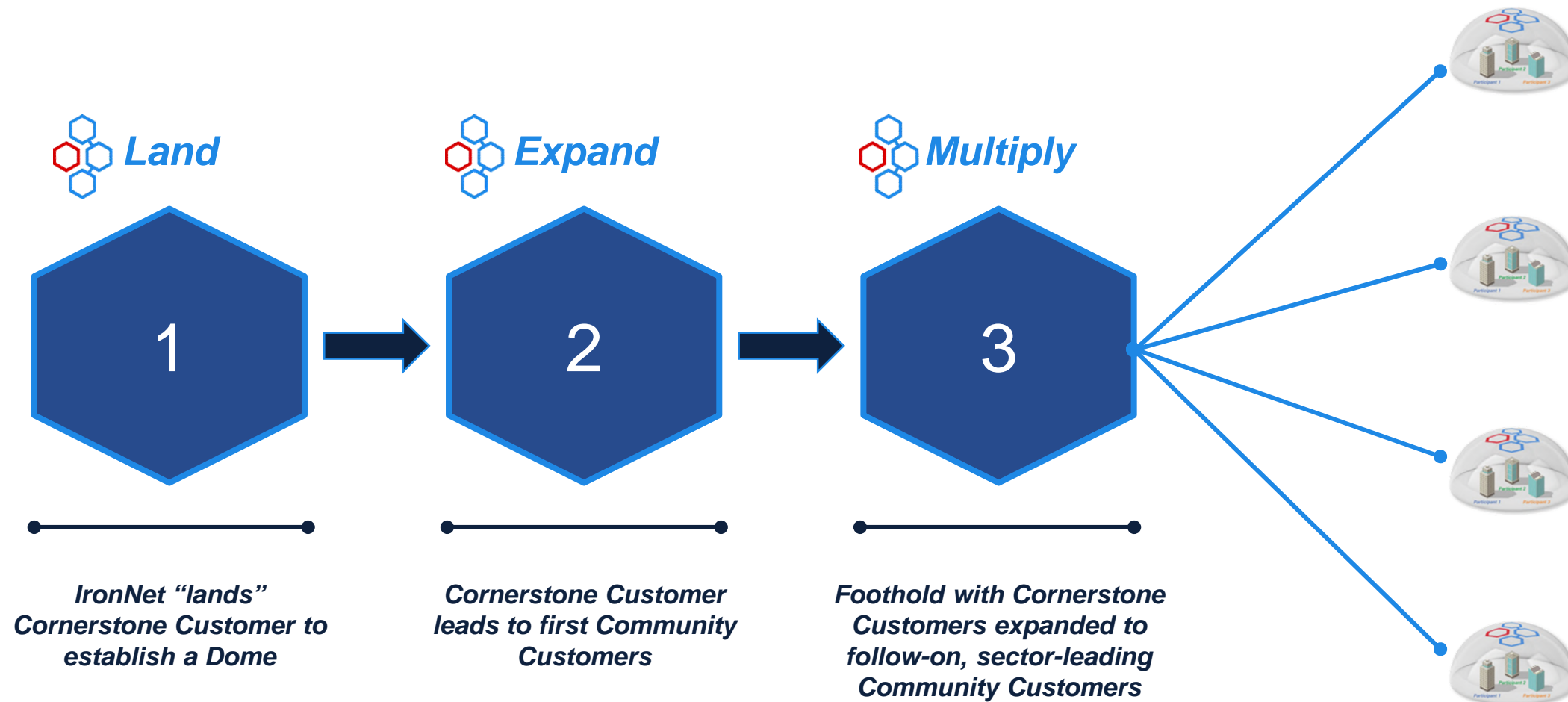
(1) Summation of revenues generated from solutions for Security Information and Event Management (SIEM) Software, IDPS Equipment, Enterprise Data Loss Prevention, Threat Intelligence Software, Network Detection and Response, and Network Access Control.

# A Cybersecurity Company with Proven Network Effects



# IronNet's Go-to-Market Strategy

“Cornerstone Customer first” approach to dome-building encourages rapid adoption by Community Customers



# Dome Creation: Cornerstone and Community Customers

10,000+ potential Cornerstone customers with 100,000+ potential Community customers

## Current & Identified Domes



**Energy**



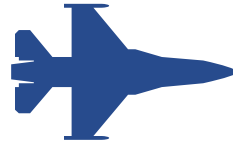
**Finance**



**Multinational  
Software**



**US States**



**Defense**



**Insurance**

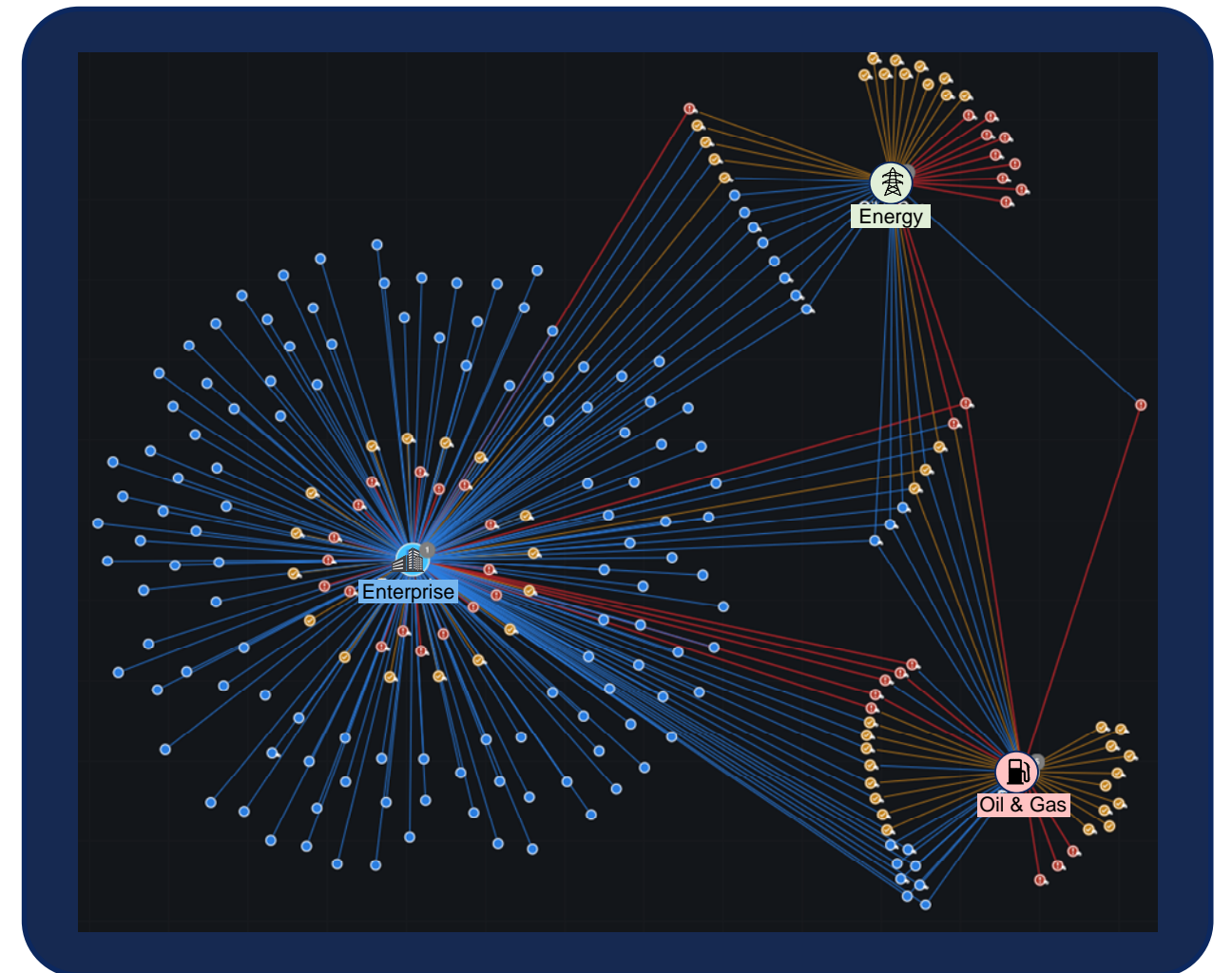


**Telecom**



**Nations**

## IronDome



# Relied on by Nations, States, and Enterprises for Cyber Defense

Both private and public sector customers trust IronNet for AI-driven behavioral analytics and Collective Defense

## Enterprises

*Top Global  
Technology Company*

*A Top 5 Largest  
Investment Manager*

*Global Consumer  
Products Company*

*2 of the Top 3 Largest  
Hedge Funds*

*8 of the Top 10  
Energy Companies*

*Top Asian Mobile  
Phone Operator*

*Large APJ Investment  
Fund with Portfolio  
Companies*

*Global European  
Bank*

*Mid-size Bank  
Conglomerate*

## Government



*Two DoD  
Branches*

*Four U.S. State  
Agencies*

## Partners

Carbon Black.

JUNIPER  
NETWORKS



aws



splunk>



DEMISTO  
A PALO ALTO NETWORKS COMPANY

ixia

SentinelOne™



ForeScout™

chronicle

SWIMLANE

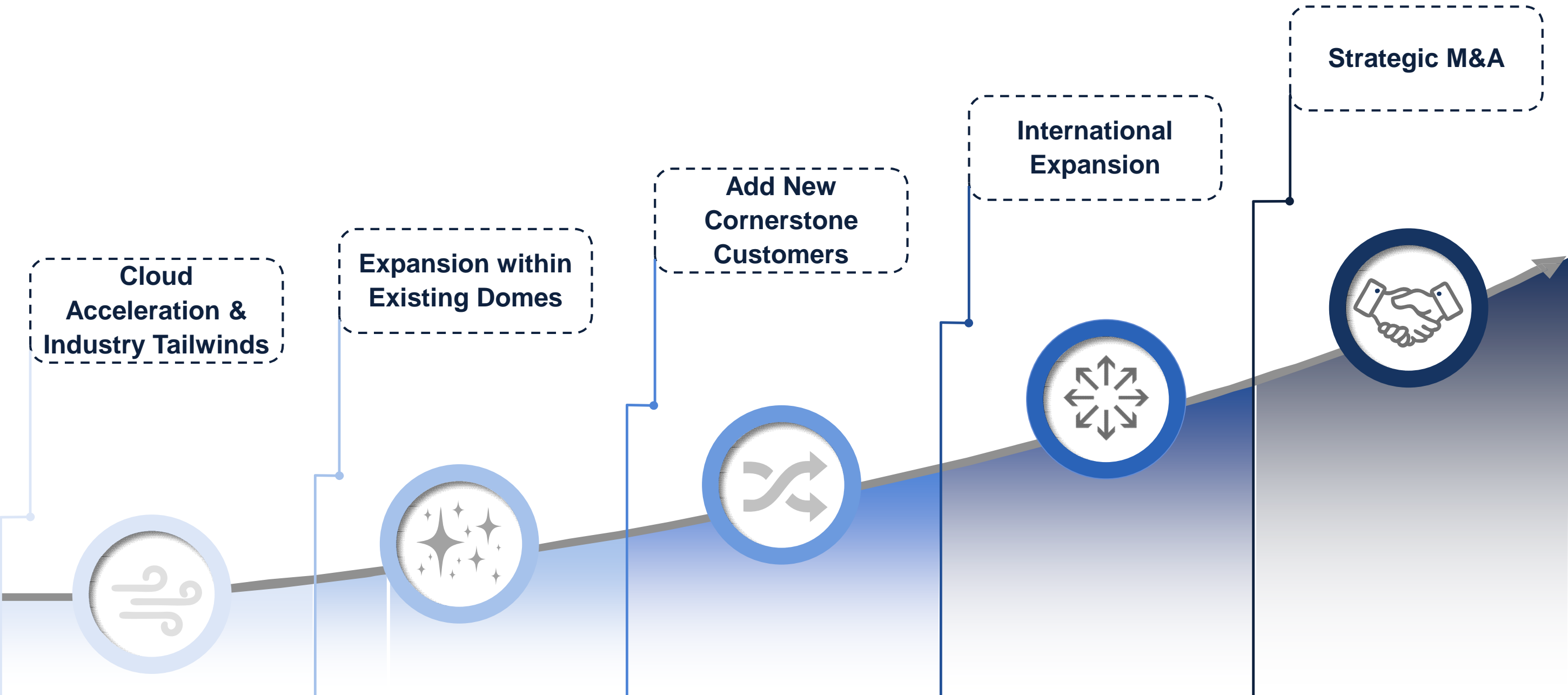
servicenow



Check Point  
SOFTWARE TECHNOLOGIES LTD



# Multi-Dimensional Innovation and Growth Strategy



# Financial Highlights

## Commentary

**Memo: Fiscal Year Ends January 31; therefore, FY22 approximates CY21, FY23 approximates CY22, etc.**

- Scaling and repeatable recurring revenue model
- Natural expansion within customers and Domes drives strong net retention
- High gross margins with falling cost structure
- Fully ramped sales force with rapidly expanding pipeline
- Efficient unit economics underpinned by unique “double flywheel”

## KPIs

**5.1x**  
LTV / CAC Ratio in  
FY22E

**74%**  
Gross Profit Margin  
FY22E

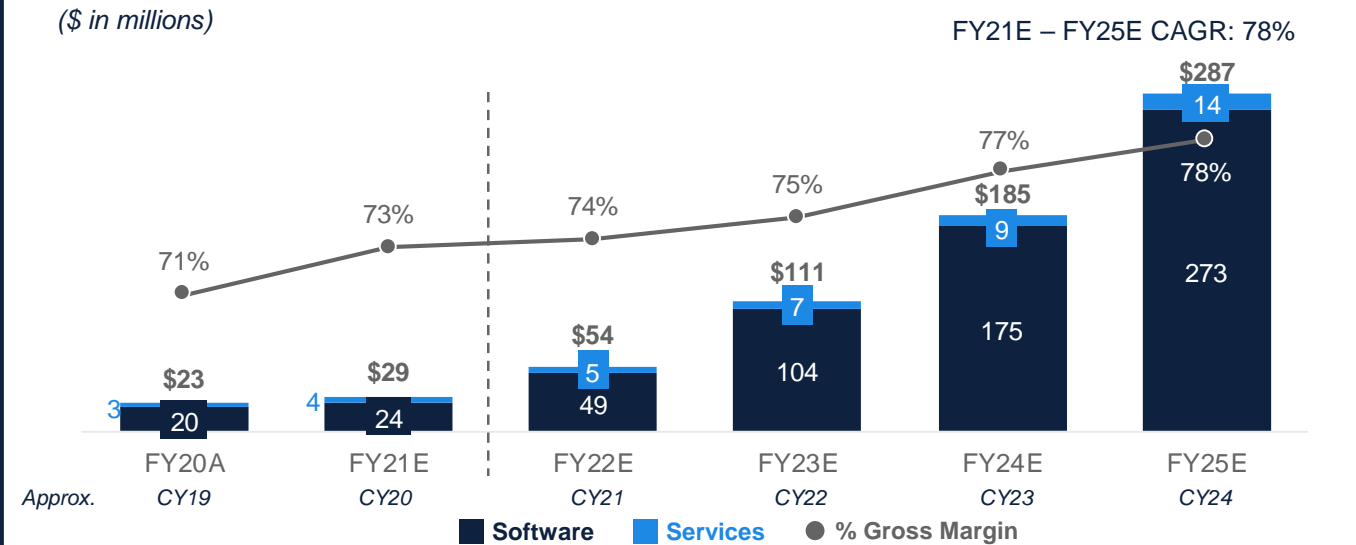
**100%**  
Net Retention Rate  
FY22E

**27**  
Cornerstone Customers

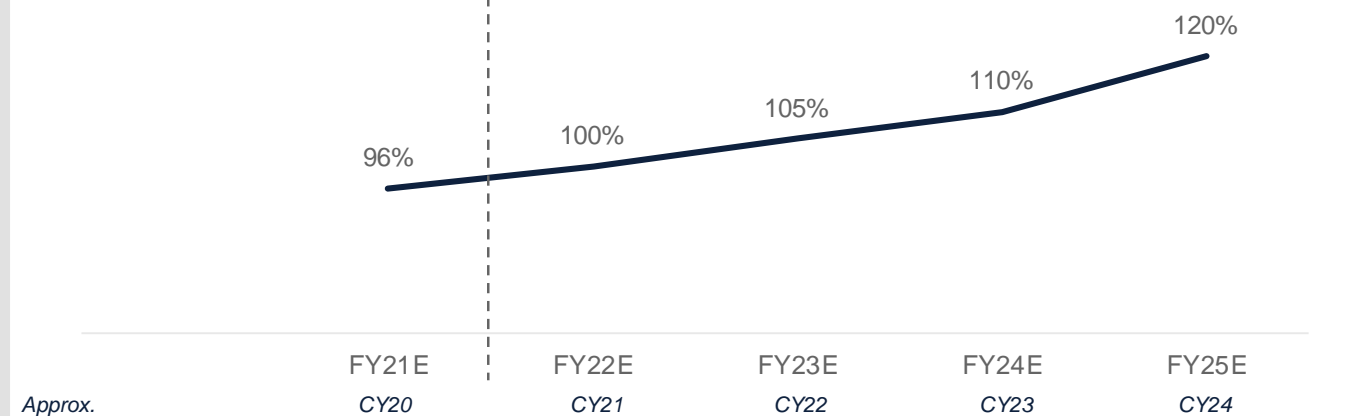
**3.2**  
Average Contract Length (years)

Note: Fiscal Year ends January 31.  
Source: Management projections.

## FY Revenue



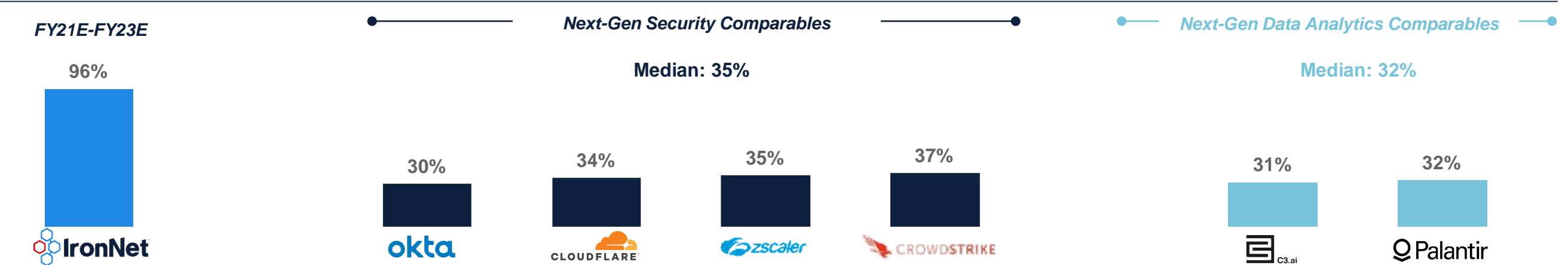
## Net Retention Rate



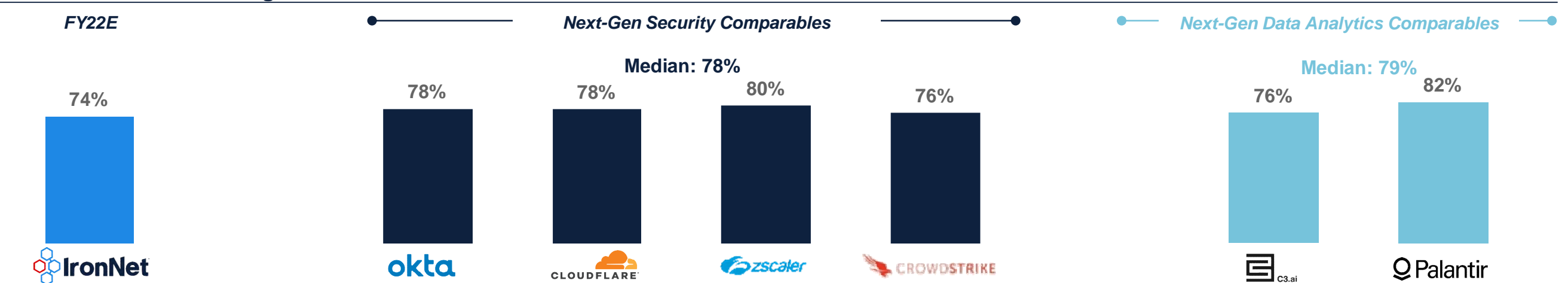
# Operational Benchmarking

## Comparable High Growth Security and Data Analytics Companies

### CY20E – CY22E Revenue CAGR<sup>(1)</sup>



### CY21E Gross Profit Margin<sup>(2)</sup>



Source: Management projections, comparable company SEC filings, FactSet as of March 5, 2021.

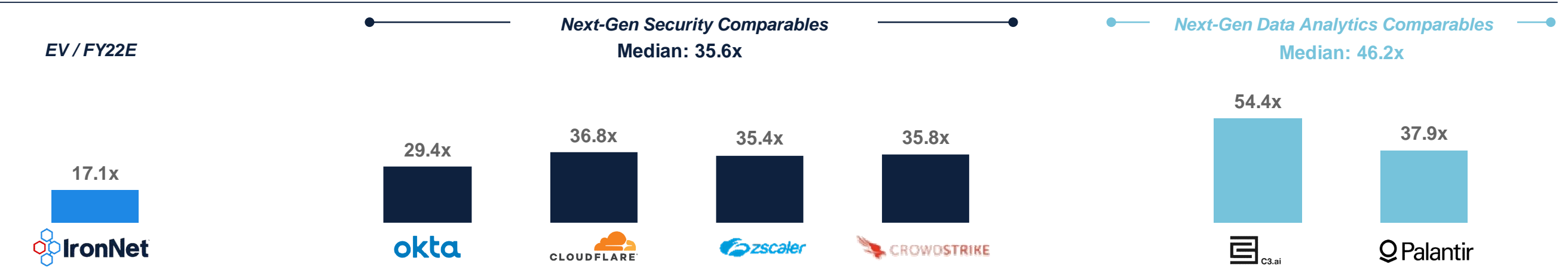
(1) IronNet FYE January 31; for IronNet, revenue growth represents FY21E – FY23E CAGR. For comparable companies, revenue growth represents CY20E – CY22E CAGR.

(2) IronNet FYE January 31; for IronNet, gross margin represents FY22E. For comparable companies, gross margin represents CY21E.

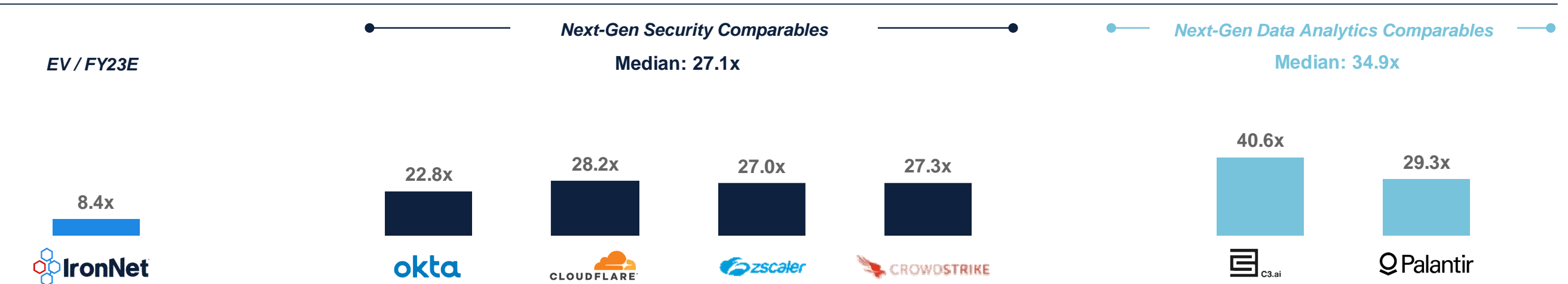
# Valuation Benchmarking

## Comparable High Growth Security and Data Analytics Companies

### EV / CY21E Revenue<sup>(1)</sup>



### EV / CY22E Revenue<sup>(2)</sup>



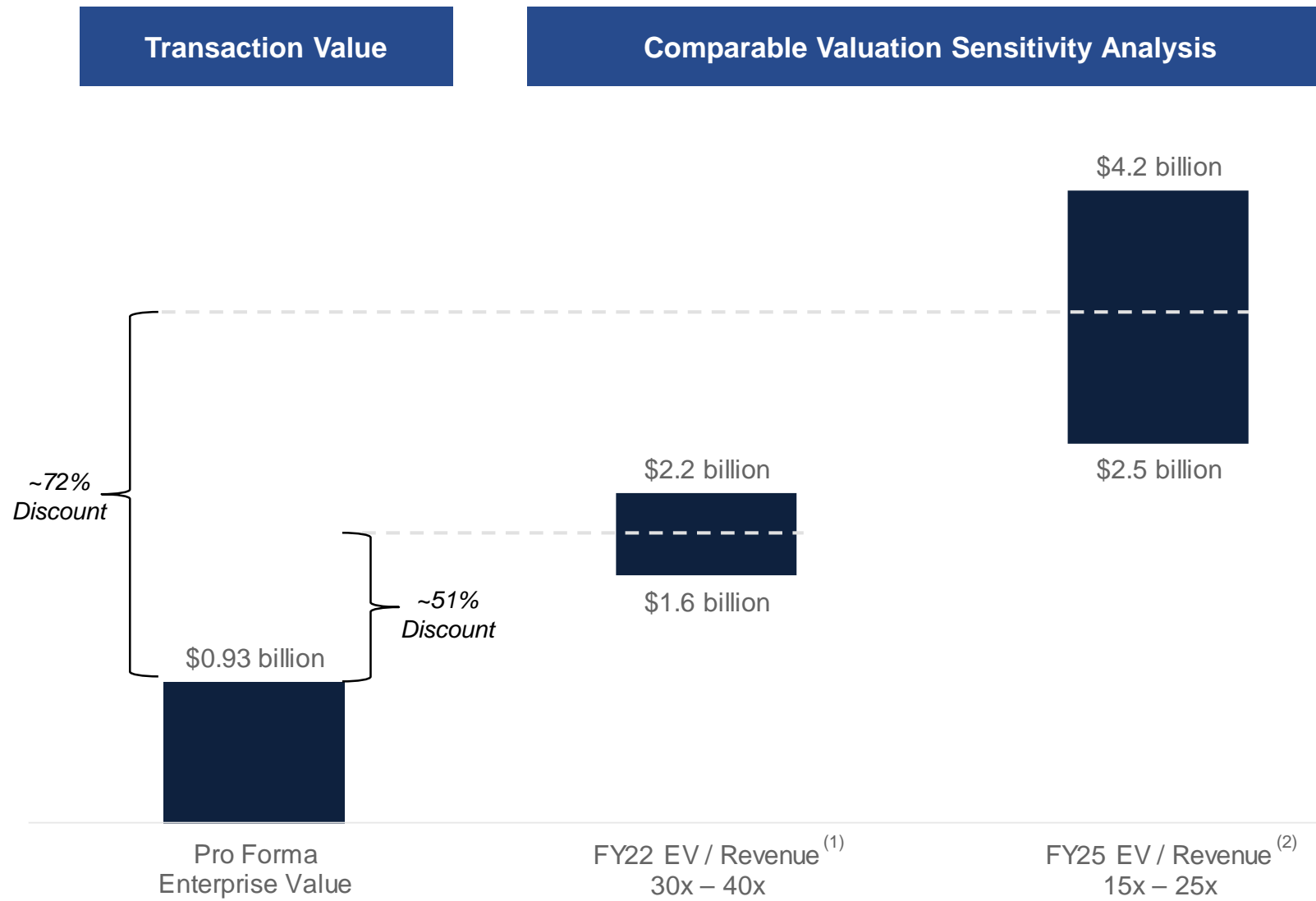
Source: Management projections, comparable company SEC filings, FactSet as of March 5, 2021.

(1) IronNet FYE January 31; for IronNet, revenue represents FY22E of \$54.2mm. For comparable companies, revenue represents CY21E.

(2) IronNet FYE January 31; for IronNet, revenue represents FY23E of \$110.8mm. For comparable companies, revenue represents CY22E.

# Illustrative IronNet Transaction Value Bridge

Current valuation provides opportunistic entry point



## Methodology Applied

- Applies a range of multiples to 1-year forward and 4-year forward revenue
- Future Enterprise Value is discounted back at 20% to arrive at an implied discount to Enterprise Value

(1) IronNet FYE January 31; for IronNet, revenue represents FY22E of \$54.2mm.  
 (2) IronNet FYE January 31; for IronNet, revenue represents FY25E of \$287.5mm.

# Equity Ownership at Business Combination

## \$172.5mm cash-in-trust and a proposed \$125mm PIPE

### Sources and Uses

Sources of Funds	
IronNet Rollover Equity	\$863.4
LGL Cash-in-Trust <sup>(1)</sup>	172.5
Cash from 3rd Party PIPE <sup>(2)</sup>	125.0
<b>Total Sources of Funds</b>	<b>\$1,160.9</b>

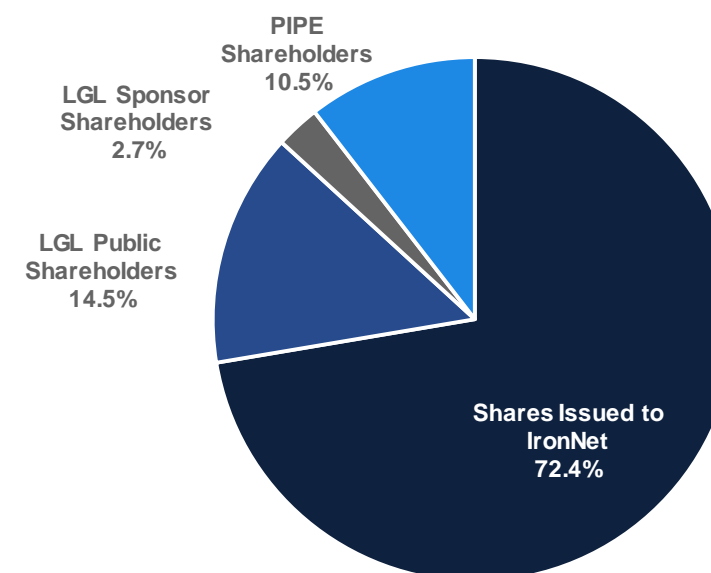
Uses of Funds	
IronNet Rollover Equity	\$863.4
Cash to Balance Sheet <sup>(1)</sup>	266.5
Estimated Fees & Expenses	31.0
<b>Total Uses of Funds</b>	<b>\$1,160.9</b>

### Pro Forma Enterprise Value Build<sup>(2)</sup>

	Initial Valuation
Illustrative Share Price	\$10.00
Pro Forma Shares Outstanding	119.3
<b>Implied Pro Forma Equity Value</b>	<b>\$1,193.2</b>
Less: Projected Net Cash at Close	(266.5)
<b>Total Pro Forma Enterprise Value</b>	<b>\$926.7</b>
<i>EV / FY22E Revenue<sup>(4)</sup></i>	<i>17.1x</i>

### Pro Forma Shares and Ownership<sup>(3)</sup>

Pro Forma Ownership	Shares	%
Shares Issued to IronNet	86.3	72.4%
LGL Public Shareholders	17.3	14.5%
LGL Sponsor Shareholders	3.2	2.7%
PIPE Shareholders <sup>(2)</sup>	12.5	10.5%
<b>Pro Forma Shares Outstanding</b>	<b>119.3</b>	<b>100.0%</b>



Note: All figures in millions except per share amounts.

(1) Assumes no SPAC investor redemptions.

(2) PIPE shareholders assuming a \$10.00 per share investment price.

(3) Ownership does not give effect to 1.1 million deferred IronNet shares that price vest at \$13.00 or, to 8.6 million public-shareholder out of the money warrants, or to 5.2 million sponsor out of the money warrants.

(4) IronNet FYE January 31; for IronNet, revenue represents FY22E of \$54.2mm.

# Investment Highlights

## Transforming Cybersecurity through Collective Defense





# Appendix

# Financial Plan – Fiscal Year Ends January 31

*Memo: Fiscal Year Ends January 31; therefore, FY22 approximates CY21, FY23 approximates CY22, etc.*

P&L Summary							(\$ in millions)
	For the 12 months ending January 31,						CAGR '21E-25E
	FY20A	FY21E	FY22E	FY23E	FY24E	FY25E	
Approximate Calendar Year	CY19	CY20	CY21	CY22	CY23	CY24	
<b>Total Revenue</b>	<b>\$23.2</b>	<b>\$28.9</b>	<b>\$54.2</b>	<b>\$110.8</b>	<b>\$184.5</b>	<b>\$287.5</b>	77.5%
<i>% Growth</i>	18.7%	24.9%	87.2%	104.5%	66.5%	55.8%	
<b>Total Gross Profit</b>	<b>\$16.5</b>	<b>\$21.2</b>	<b>\$39.9</b>	<b>\$82.8</b>	<b>\$141.8</b>	<b>\$224.9</b>	80.5%
<i>% of Total Revenue</i>	71.2%	73.3%	73.7%	74.7%	76.8%	78.2%	
Sales and Marketing	\$17.4	\$30.3	\$34.1	\$83.1	\$124.5	\$172.5	
<i>% of Total Revenue</i>	75.2%	104.6%	62.9%	75.0%	67.5%	60.0%	
Research and Development	25.5	31.1	35.2	55.4	73.8	93.4	
<i>% of Total Revenue</i>	110.1%	107.3%	64.9%	50.0%	40.0%	32.5%	
General and Administrative	21.0	17.4	18.6	35.5	46.1	57.5	
<i>% of Total Revenue</i>	90.5%	60.0%	34.3%	32.0%	25.0%	20.0%	
<b>Total Operating Expenses</b>	<b>\$63.9</b>	<b>\$78.7</b>	<b>\$87.8</b>	<b>\$173.9</b>	<b>\$244.5</b>	<b>\$323.4</b>	42.4%
<i>% of Total Revenue</i>	275.9%	271.9%	162.1%	157.0%	132.5%	112.5%	
<b>Operating Income / (Loss) — EBITDA</b>	<b>(\$47.4)</b>	<b>(\$57.5)</b>	<b>(\$47.9)</b>	<b>(\$91.2)</b>	<b>(\$102.7)</b>	<b>(\$98.5)</b>	
<i>% of Total Revenue</i>	(204.7%)	(198.6%)	(88.5%)	(82.3%)	(55.7%)	(34.3%)	
<b>Free Cash Flow</b>	<b>(\$49.8)</b>	<b>(\$38.2)</b>	<b>(\$27.9)</b>	<b>(\$57.5)</b>	<b>(\$61.3)</b>	<b>(\$41.5)</b>	
<i>% of Total Revenue</i>	(215.0%)	(132.0%)	(51.5%)	(51.9%)	(33.2%)	(14.4%)	

Source: Management projections.

# What is Network Detection and Response?

## What is NDR?

*Network Detection and Response is a framework by which network traffic is monitored for threats, threats are analyzed and prioritized, and responses are developed*



**Monitor Network Traffic Across Multiple Data Sources**



**Detect and Expose Threats**



**Investigate Threats with Real-Time Insights**



**Automate Threat Response**

## IronDefense: Advanced NDR Platform

*IronDefense improves visibility across the threat landscape while amplifying detection efficacy within the network environment. IronDefense gives security teams complete visibility, faster response, and advanced behavioral detection*



### Superior Behavioral Detection

IronDefense uses proven analytics based on machine learning and artificial intelligence techniques used in real-world defense against sophisticated cyber criminals and nation-state-level threat actors



### Unparalleled Scalability

IronDefense scales from small companies to Fortune 100 companies to deliver unmatched detection of threats at enterprises of all sizes



### Real-Time Visibility

IronDefense works with the IronDome Collective Defense solution to deliver dynamic, real-time visibility to threats targeting the supply-chain, industry, or region



### End-To-End Visibility Across Environments

IronDefense leverages a broad range of cloud-deployed sensors for public/private cloud, virtual networks, and on-premise networks to help secure infrastructure and provide the flexibility to accommodate distributed teams