



Secured Data Fabric Platform The Trust Layer for the Enterprise

Nasdaq: HUBC

Noah Hershcoviz, CEO

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HUB-TECHNOLOGIES.COM





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Executive Summary



- **Trusted Secured Data Fabric Provider:** HUB delivers an enterprise-grade platform unifying AI, cybersecurity, and compliance automation—powering the next generation of digital trust for global financial institutions and governments.
- **Scalable, High-Margin Model:** Transitioned to a software-first approach with 80%+ margins, positioning for sustained growth and profitability.
- **AI & Cyber Synergy:** BlackSwan acquisition drives \$12.9B+ TAM and enhances SDF with cutting-edge AI.
- **Global Footprint:** Serving Tier-1 banks in the US, Europe, and beyond, with a proven track record of success.
- **Next-Gen Solution:** SDF reduces compliance costs by 50%, scaling rapidly across industries.

OVER \$50M IN CONTRACTS FOR 2025

The IT service arm, boasts over 300 experts delivering a broad range of advanced software, testing, cybersecurity, and ICT services, protecting global blue-chip customers' critical information and assets.

\$31.5M REVENUE FY24

2024 was a transitional year, optimizing operations and reducing debt. Now, HUB enters 2025 lean, scalable, and primed for profitability.

BLUE CHIP CUSTOMERS



GLOBAL FOOTPRINT

- US
- Israel
- Poland
- Sri Lanka
- UK
- Germany



Focused Execution – 2026/2027



Target Verticals

Top Tier Banks & Mid-Tier banks, custody providers

Geographies

U.S. entry (2025), APAC expansion (2027)

Core Modules

AI-driven compliance, secure multiparty custody solution

Immediate growth priority



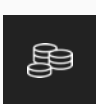
Scale with existing banking clients, leverage as anchor accounts

Revenue Bridge & Margin Walk



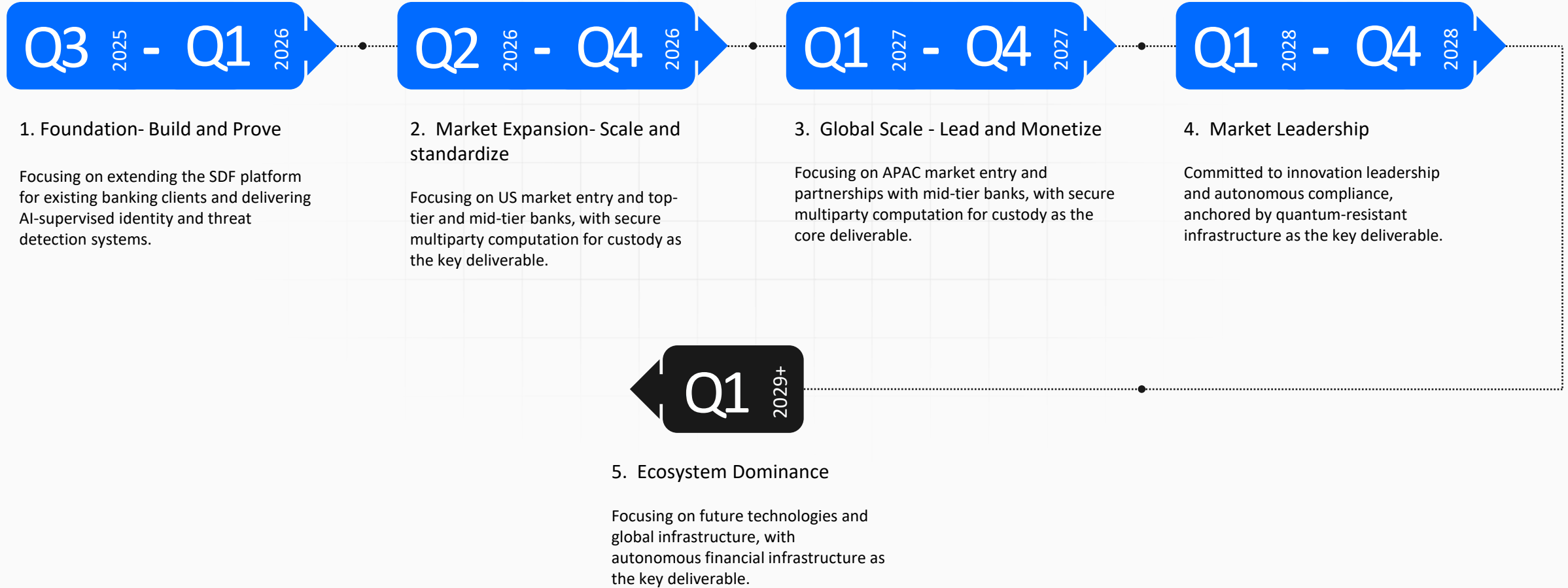
FY24 Revenue	\$31.5m
Contracted Backlog (SDF multi-year agreements through 2027):	\$25m
Pipeline (weighted probability):	\$25m
Services Revenue (2024):	\$31.5m → Cyber Consulting (2026): \$35m

Gross Margin Expansion

-  Cyber Consulting ~15% (FY24) → Cyber Consulting ~25% (FY26)
-  SDF Product Line: Fixed ~50% (FY25), Fixed ~60% (FY27), providing stable profitability and scalability
-  Contracted Revenue: \$50m (FY25), \$85m (FY26)

Five-Phase Growth Expansion

ROADMAP



Competitive Positioning

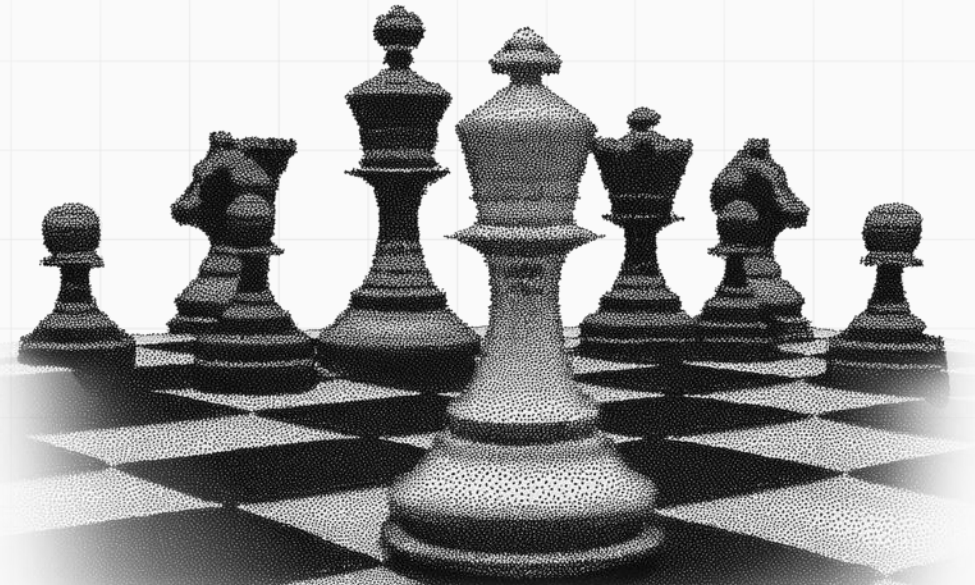
FINANCIAL PROJECTIONS



HUB believes that its unique combination of AI capabilities, regulatory expertise, and banking relationships create significant competitive advantages that are difficult for competitors to replicate.

The Company's AI-native architecture provides a substantial advantage over traditional vendors attempting to retrofit AI capabilities into legacy systems.

HUB's strong relationships with Tier-1 banks open direct access to the primary market for advanced infrastructure services, creating a clear pathway for adoption



Cap Table



As of	October 2025
Ticker (NASDAQ)	HUBC
Shares Outstanding	23,886,640
Options and Warrants (exercise price between \$3-10)	13,943,629
Fully Diluted Shares Outstanding	37,830,269



INSTITUTIONAL ADOPTION MOMENTUM

- 75% of financial institutions need to advance data monitoring capabilities within 2 years
- 49% feel more positive about digital assets than a year ago
- 77% recognize importance of finding secured data management services

REGULATORY CLARITY DRIVING ADOPTION

- EU's MiCA legislation now in full effect
- Proactive regulatory frameworks in Brazil and UAE. 96% of institutions say well-defined regulatory frameworks are urgently needed

AI-DRIVEN COMPLIANCE REVOLUTION

- Compliance increasingly powered by AI
- Real-time risk monitoring tools emerging
- Leading analytics firms offering AI-powered compliance solutions
- Regulators adopting AI tools for enforcement

Capital Market Comparable



Cybersecurity Comparable

Company	Market Cap	EV/Revenue	EV/EBITDA	Revenue Growth
CrowdStrike	\$68.3B	15.2x	52.8x	35%
Palo Alto	\$85.7B	12.4x	38.5x	25%
Zscaler	\$32.1B	18.7x	78.3x	42%
SentinelOne	\$7.8B	10.5x	N/A	48%
Average	\$48.5B	14.2x	56.5x	37.5%
HUBC Current	\$47.8M	1.52x	N/A	50-60%

Data Infrastructure Comparables

Company	Market Cap	EV/Revenue	EV/EBITDA	Revenue Growth
Palantir	\$58.2B	18.7x	133.8x	39%
Snowflake	\$69.6B	18.1x	N/A	26%
C3.ai	\$7.9B	7.3x	N/A	26%
MongoDB	\$15.3B	7.6x	N/A	22%
Databricks*	\$62.0B*	16.8x*	N/A	50%
Average	\$42.6B	13.7x	N/A	32.6%
HUBC Current	\$47.8M	1.52x	N/A	50-60%

Competitive Positioning



UNIQUE ADVANTAGES VS. TRADITIONAL VENDORS

- AI-native architecture vs. retrofitted AI capabilities
- Regulatory compliance expertise vs. technical focus
- Order-of-magnitude cost advantage over competitors

BANKING RELATIONSHIPS AS COMPETITIVE MOAT

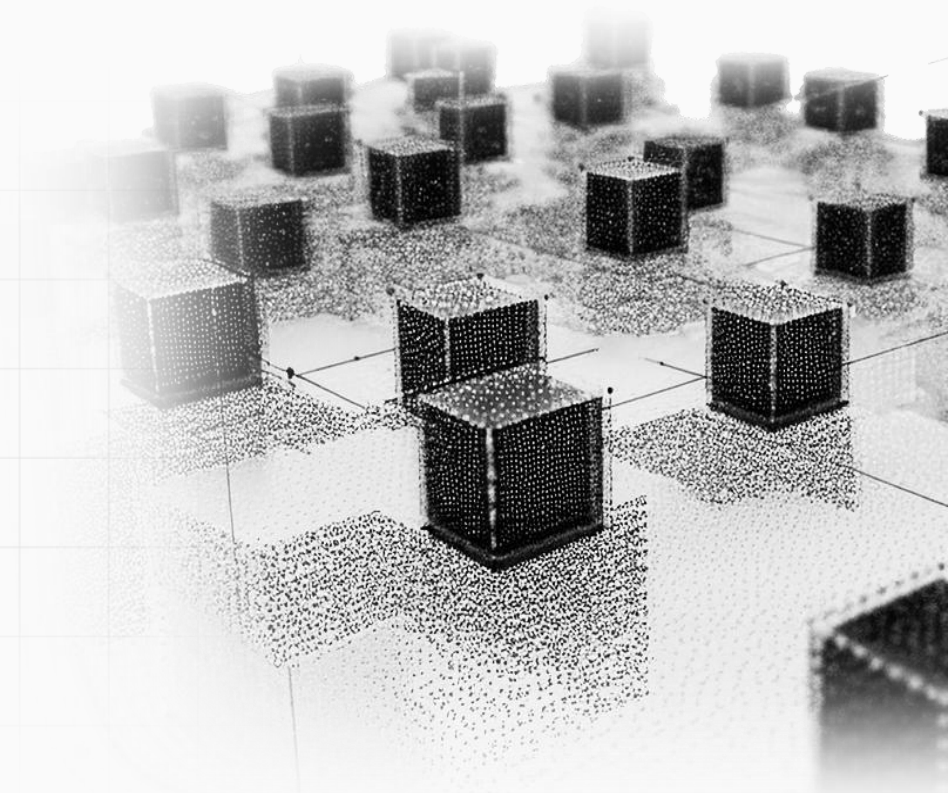
- Access to Top Tier financial institutions
- Trusted vendor status
- Reduced sales cycle and implementation barriers
- Cross-sell and upsell opportunities

AI AND REGULATORY EXPERTISE AS BARRIERS TO ENTRY

- BlackSwan AI capabilities provide significant advantage
- Deep understanding of financial regulations
- Experience with KYC, AML, risk scoring systems
- Proven compliance in highly regulated industries

WHY THE MODEL IS HARD TO REPLICATE?

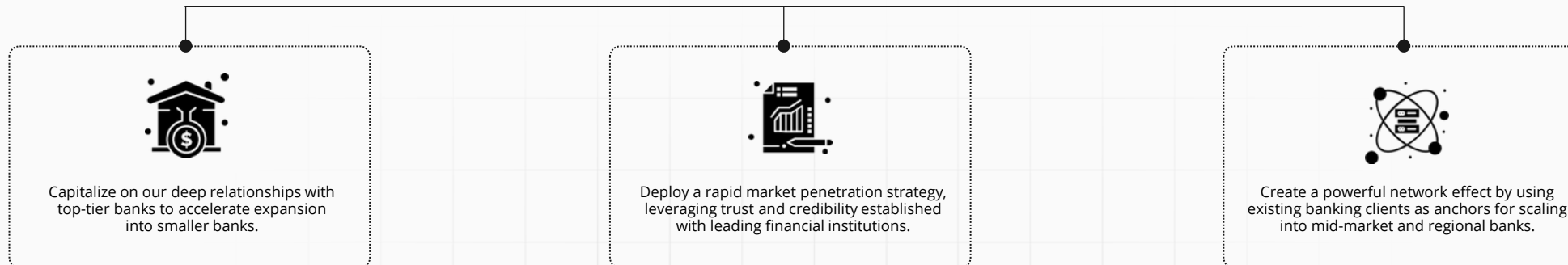
It isn't one element but the stacked combination—proprietary AI, hard-won regulatory capital, entrenched banking trust, and cost-advantaged cloud delivery—that makes HUB's positioning difficult to clone.



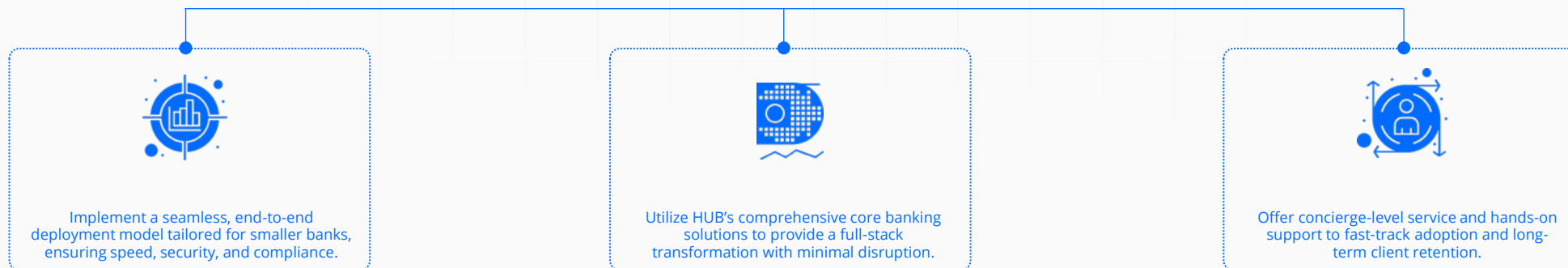


Growth Strategy

LEVERAGE TIER-1 BANKING RELATIONSHIPS FOR HYPER-EXPANSION



FAST-TRACK CORE BANKING DEPLOYMENTS WITH HUB'S 360° WHITE-GLOVE APPROACH



HUB's Secured Data Fabric (SDF)

HARNESSING THE FULL POTENTIAL OF
ENTERPRISE DATA

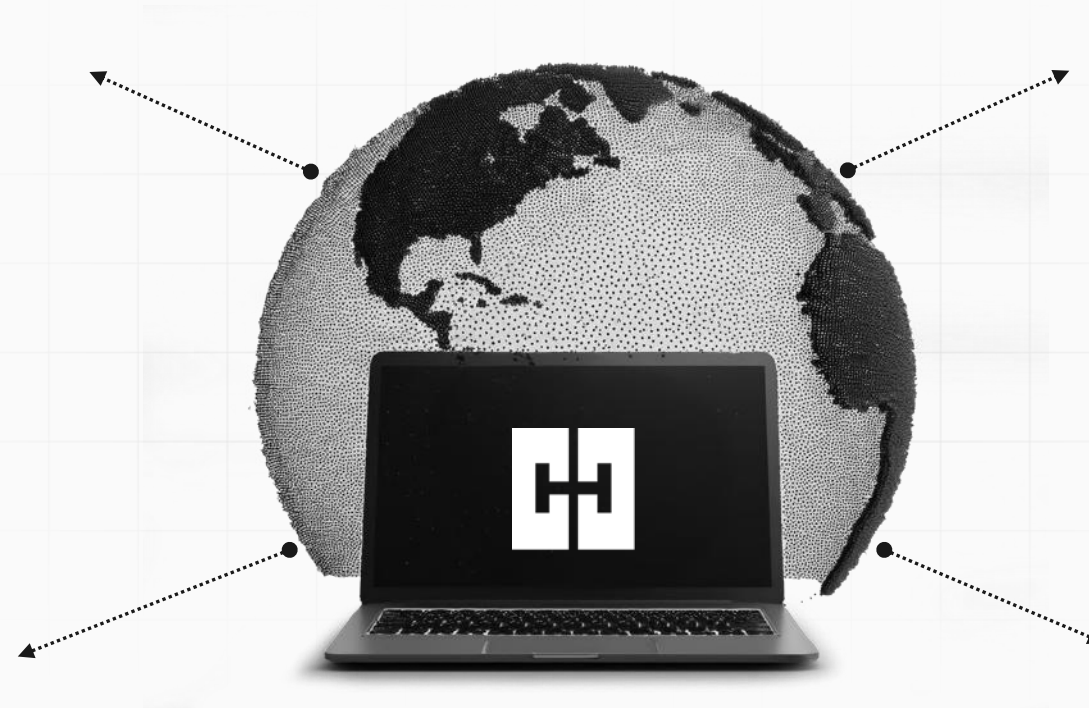


OWN, CONTROL, MANAGE AND PERSONALIZE ASSETS

Unify all policies and business logic in a
single location

DISCOVERY & DATA VISUALIZATION

Facilitates human interaction with
information processes



CONSTRUCTING A FULL- KNOWLEDGE GRAPH UNIVERSE

































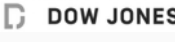









Applies AI to understand, analyze
and exploit data

BIG DATA COLLECTION IN CONTEXT

Capture, filter and automatically
process any type of data from
any source

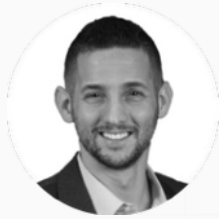
Competitive Landscape



HIGH-LEVEL BUSINESS CAPABILITIES		ALTERNATIVE VENDORS
Onboarding/Customer Due Diligence	<input checked="" type="checkbox"/>	      
Monitoring	<input checked="" type="checkbox"/>	     
Screening	<input checked="" type="checkbox"/>	      
Case Management	<input checked="" type="checkbox"/>	     
Reporting	<input checked="" type="checkbox"/>	   
Data Acquisition and Enhancements	<input checked="" type="checkbox"/>	       
Data Analytics and Investigation Insights	<input checked="" type="checkbox"/>	  

Each of these vendors delivers an independent, dedicated solution

Management Team



Noah Hershcoviz
CEO and Board Member



Paul Parisi
CRO



Nachman Geva
CTO



Lior Davidsohn
CFO



Shai Schiller
Head of Strategy



Aviv Eyal
Head of Data Infrastructure



John C. Rogers
President of Growth' Americas



Board of Directors



Renah Persofsky
Chairman of the Board

Renah Persofsky, ICD.D, is a seasoned business leader with over 40 years of experience in banking, consumer goods, technology and adjacent sectors. She serves as Executive Chairman of Green Gruff and sits on the boards of Tilray Brands, Hydrofarm Holdings, and Greenlane Holdings. Renah's background includes executive roles at the Bank of Montreal and consulting for major institutions such as CIBC, Canadian Tire, and Interac, alongside advising government bodies on digital commerce and innovation strategy.



Major Gen (Ret.) Uzi Moscovici
Board Member

Uzi is an accomplished executive with a strong background in technology and defense, having held leadership roles at Interionet, Wave Guard Technologies, and Israel Aerospace Industries. He has also served on the boards of BrandShield, Migdal Insurance, and HUB, where he was previously CEO and Chairman.



Ilan Flato
Board Member

Ilan is an experienced economist, lawyer, and financial advisor who has held senior roles in government, banking, and public companies. He currently serves as President of the Association of Publicly Traded Companies in Tel Aviv and sits on the boards of HUB, Tower Semiconductor, and Leumit Health Services. Previously, he was Economic Advisor to the Prime Minister of Israel and VP at United Mizrahi Bank.



Kari Amelung
Advisory Board

Kari is a retired CIA veteran and SIS-4 (3-Star equivalent) with 33 years of service, including leadership roles in critical national security operations. One of the few women to reach this rank, she now consults for the entertainment, tech, and security industries.



Granger Whitelaw
Advisory Board

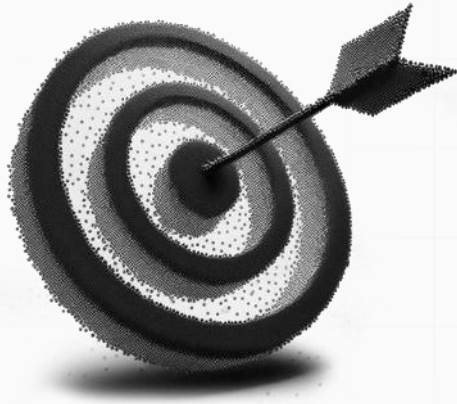
Granger is an entrepreneur, investor, and FinTech innovator who began his career on Wall Street, raising over \$10B in capital. He has since launched ventures across tech, media, and motorsports, and currently leads companies focused on emerging markets. Today, he leads the Raybar Group, The Vietnam Group, and Elliptical Partners, focused on emerging markets.



Shlomo Bibas
Board Member

Shlomo is SVP of Operations and CTO at the Woodbridge Group, with a track record of leading global tech and operations teams at companies like Celestica and Apotex. He began his career at Accenture, where he became a Partner in the Systems Integration and High Tech practice.

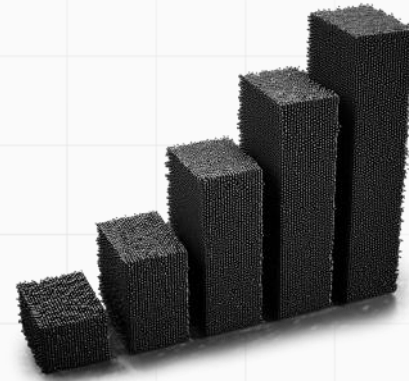
Governance Stability & Financial Controls



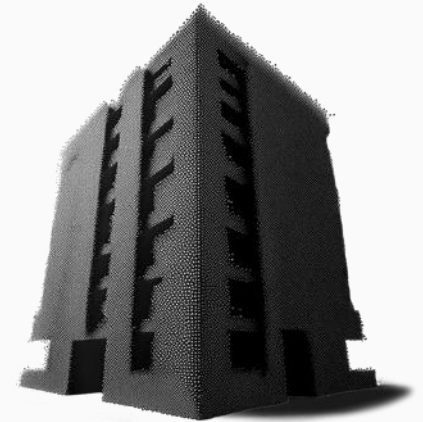
Current CEO in place since 2024 with renewed strategic focus



Strengthened finance and audit controls across Israel, EU, UK, and APAC operations



Board Audit & Risk Committee established to oversee compliance and financial reporting



Continuity plan ensures leadership and operational stability



Building a Solid Foundation for Growth

1. Debt Reduction via Legal Settlements:

Significantly reduced overall liabilities by closing legal claims through structured, long-term settlements — current debt levels are now manageable.

2. Signed Long-Term Contracts with Strategic Clients:

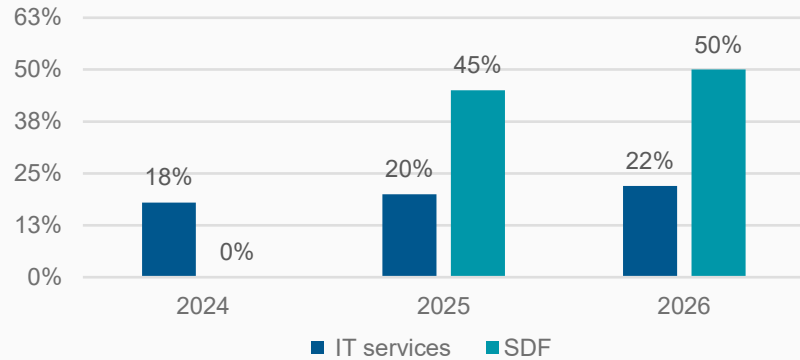
Secured multi-year agreements with top-tier international clients, including Deutsche Bank and ING. Currently in advanced negotiations with additional major banks across Europe to further strengthen recurring revenue.

3. Two Strategic Acquisitions:

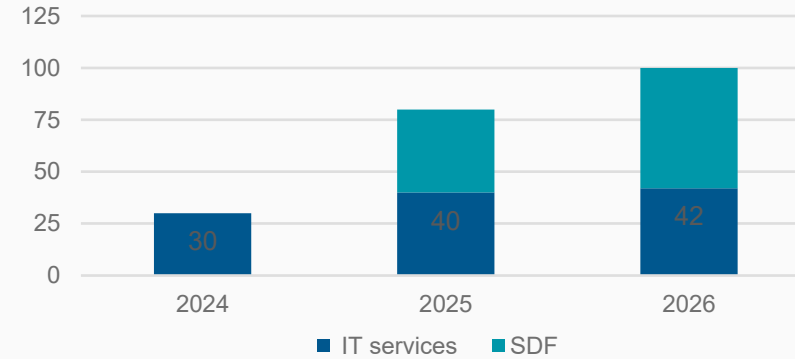
Completed the merger with Qpoint and acquired BlackSwan assets, expanding our operational scale and technological capabilities.



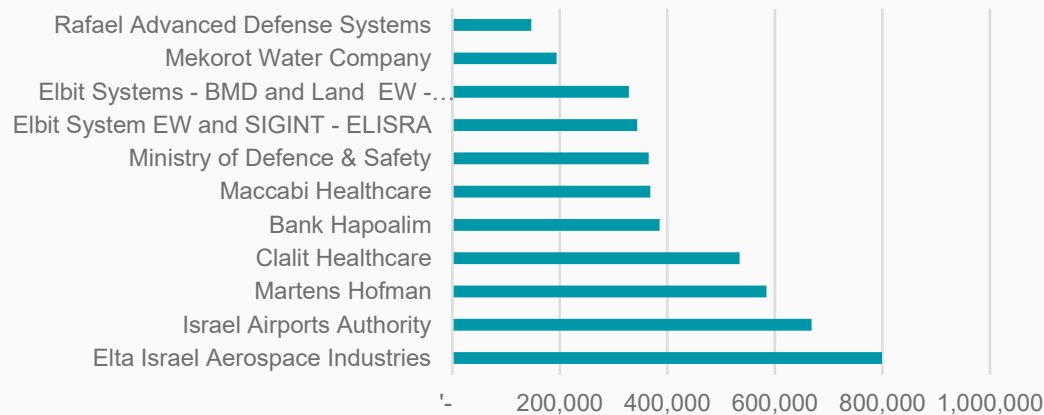
Gross Margin Allocation



Revenues blend 2024-2026 (\$m)



largest contracts 2025 (\$)



EVOLVING REVENUE BLEND | 18-24 MONTH OUTLOOK

2024 - 100% IT Services with \$3.5 m revenues
 2025-2026: 58% Cybersecurity Consulting | 42% IT Services
 Total Revenue forecast: \$85m
 Gross Margin: Expected to increase significantly driven by high-margin cybersecurity

Strategic Goal:

- Shift towards scalable, high-value consulting
- Improve profitability without sacrificing core IT revenue



T H A N K Y O U

This is what finance looks like when AI governs,
assets tokenized, and infrastructure Holds.

● [HUB-TECHNOLOGIES.COM](https://www.hub-technologies.com)

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Ben Shamsian
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shamsian@lythampartners.com



Appendix Slides

Analyst Recognition

#BLACKSWAN TECHNOLOGIES



Pioneer and Market Leader
Composite AI

Top 40 Vendor
Data & Analytics Governance
Platforms

2021 Market Guide for Data and Analytics
Governance Platforms
2021 Hype Cycle for Artificial Intelligence
2021 Hype Cycle for Data Science and Machine
Learning 2020 Hype Cycle for Emerging
Technologies
2020 Hype Cycle for Artificial Intelligence



Best in Big Data AI

2021 AI Tech Awards
“BlackSwan Technologies’ ELEMENT™ is a great example
of the newest AI and machine learning technologies now
allowing developers and engineers to build upon the
burgeoning AI industry,”



Operational Risk - Product of the Year
Anti-Fraud

Operational Risk - Product of the Year
Anti-Money Laundering

2021 Risk Technology Awards



Top 100 Winner

2021 Red Herring Awards Winner - Top
100 Europe Leading Private Companies



Most Innovative Use of
Knowledge Graphs

2022 A-Team Awards



Independent. Insightful. Actionable.

Category Leader KYC Solutions Category
Leader AML Solutions

Rising Star Buy Side Risk and Regulatory
Compliance

2022 RiskTech BuySide50
2020 RiskTech Quadrant



Winner KYC Solutions for Client
Onboarding

2021 RegTech Insight Awards

“ELEMENT of Compliance™ dramatically improves
screening accuracy and reduces the CapEx and OpEx for
organisations with extensive regulatory and reputational
demands.”

Peer Analysis



SECTOR	Company	Stock Exchange	Ticker	Market Cap (\$M)	Enterprise Value (\$M)	Revenue (\$M)	EBITDA (\$M)	Adjusted EBITDA	EV/Sales	EV/EBITDA
IT & prof. services	Exponent, Inc.	Nasdaq	EXPO	\$5,493	\$5,365	\$502	\$139		10.7 x	38.7x
	Kainos Group plc	LSE	KNOS	\$1,194	\$1,074	\$391	\$76		2.7 x	14.1x
	Secunet Security Networks Aktiengesellschaft	XTRA	YSN	\$655	\$651	\$389	\$61		1.7 x	10.7x
Sector Average				\$2,447	\$2,363	\$428	\$92		5.0 x	21.2x
Software centric cyber	Qualys, Inc.	Nasdaq	QLYS	\$4,608	\$4,103	\$555	\$254		7.4 x	16.2x
	Varonis Systems, Inc.	Nasdaq	VRNS	\$6,349	\$5,866	\$497	\$37		11.8 x	156.5x
	N-able, Inc.	NYSE	NABL	\$2,383	\$2,595	\$420	\$140		6.2 x	18.6x
Sector Average				\$4,447	\$4,188	\$491	\$144		8.5 x	63.8x
Identity, fraud, risk analytics, & compliance	Riskified Ltd.	NYSE	RSKD	\$883	\$490	\$298	(\$14)		1.6 x	-
	Sector Average				\$883	\$490	\$298	(\$14)		1.6 x
Sector Average		NYSE	CWAN	\$5,422	\$5,289	\$368	\$104		14.4 x	50.8x
Vertical solutions & ERP (fin, govt, & infra)	Clearwater Analytics Holdings, Inc.	Nasdaq	NCNO	\$3,462	\$3,456	\$478	\$65		7.2 x	52.8x
	nCino, Inc.	Nasdaq	INTA	\$3,451	\$3,268	\$391	\$29		8.4 x	114.2x
	Sector Average				\$4,112	\$4,004	\$412	\$66		10.0 x
Sector Average		NYSE	NOTE	\$181	\$31.8	\$133	(\$8)		2.4 x	-
Analytics / AI	FiscalNote Holdings, Inc.			\$181	\$318	\$133	(\$8)		2.4 x	-
Sector Average			EXPO	\$5,493	\$5,365	\$502	\$139		10.7 x	38.7x