Enabling true digital transformation through Knowledge Automation
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About WISEKey

A Global Cybersecurity & AI Leader

We remove the complexities of securing people, data, applications, and objects in the connected world. Adding Trust to Knowledge Automation, we deliver next-gen business process automation that you can have confidence in.

Over two decades of experience developing innovative digital security solutions that use highly secure elements, secure software, trusted services, knowledge automation to protect users, devices, data and transactions in the connected world.
Markets We Serve

WISeKey’s platform of Trust protects against threats and allows for automation across the whole digital landscape, enabling a broad set of use cases across numerous industry verticals.
Technology Leadership

WISeKey has introduced the world’s first integrated Cybersecurity Trust Platform that uses the combination of Secure Chips and Trust Services to create, protect, and manage the complete life-cycle of digital identities and secure transactions.

**STRONG ID PROTECTION - SECURE CHIPS**
Semiconductors used for the protection of digital identities on device

**ROBUST ID MANAGEMENT - TRUST SERVICES**
Trusted provisioning and management of digital identities and transactions

**TRUST SOURCE - ROOT OF TRUST**
A secure trust anchor, publicly recognized by applications and operating systems world-wide
Our Combined Technologies Deliver Unprecedented Value to Customers

**WISEKEY WITH ITS TRUST TECHNOLOGY**
- Leader in cybersecurity
- Core technology used to generate digital identities and authenticate data and IoT
- Enabling trust in IoT, data and identification

**ARAGO WITH ITS AI AND DATA TECHNOLOGY**
- Leader in business process automation
- Next generation Knowledge Automation enables up to 3x higher automation at lower ownership cost
- Enables full digitization of end-to-end processes and establishes customer data platform to support AI and analytics

**OUR COMBINED TECHNOLOGY**
- Adding Trust to Knowledge Automation - delivering next generation business process automation with the Trust required
- A cloud based SaaS offering designed for an unclear cyberthreat environment - customer data secured and authenticated
- Delivering unprecedented value to customers
IT Automation: Competitive Landscape

Source: Zinnov Zones (2021)

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Use Case Analysis, Technical Capabilities, Integration with Enterprise Applications, Business Model, Vision and Roadmap, Market Visibility, Voice of Customers and Developers
Our Combined Portfolio

Knowledge Automation

- Workflow Automation
- Business Processes Automation
- Digital Transformation
- Automatically Action Data Insights
- Automated Brand Protection
- Automated Digital Identities
- Automated Secure Elements

Trust

AI

Data
Knowledge Automation Breaks Through Current Limitations

....We Are the Next Automation Wave after RPA

Automation powered by Advanced AI based on data and insights – not on scripted instructions to automate a specific task; reducing effort to automate

AI engine automatically selects knowledge to apply based on contextual data – adapting dynamically to change and lowering maintenance costs (TCO)

True Digital Transformation through Knowledge Automation

Automation is via secure APIs and data secured by Trust technologies, enabling a SaaS model and cloud based automation, lowering costs

Reliance on data enables automation of complex and variable tasks enabling full end-to-end process automation and true digital transformation
World First NFT Auction of Luxury Watch

....... with Hublot and Jacobs

WISeKey and Jacob & Co join forces to NFT a Masterpiece – Astronomia Sky – the epitome of 21st century haute horlogerie

Both companies successfully conducted last week world premieres to auction both physical and virtual NFTs with an unprecedented attention to their combined leadership

2020 Financial & Operational Highlights
FY 2020 Operational Highlights

**REFOCUSED EFFORTS AND RESOURCES**
on cybersecurity/IoT market and a larger footprint in the U.S., less affected by COVID
North America sales:
$56% of total net sales in 2020 = $8,3M
43% of total net sales in 2019 = $9,7M

**SIGNIFICANT R&D INVESTMENTS MAINTAINED**
for the development of new products, IP, maintain leading-edge technology position and the competitive advantage of offerings
R&D expenses:
$6,0M in 2020 = 25% of OpEx
$6,4M in 2019 = 21% of OpEx

**STRONG LIQUIDITY POSITION**
cash and cash equivalents together with restricted cash increased to $21.8 million at December 31, 2020, from $16.6 million at December 31, 2019.

**EXPANDED SALES FORCE**
to take advantage of higher demand for strong security, authentication, brand protection & anti-counterfeiting services for segments such as connected devices, luxury products, drones, pharmaceuticals and banking/financial
S&M expenses:
$7,4M in 2020 = 31% of OpEx
$7,9M in 2019 = 26% of OpEx
FY 2020 Operational Highlights

**G&A COST SAVINGS**

$10.7M in 2020 = 44% of OpEx  
$15.8M in 2019 = 53% of OpEx

**M&A ACTIVITY**

FY 2020 investment in, and subsequent FY 2021 acquisition of arago GmbH ("arago"), a leading AI company, and more strategic investments and partnerships anticipated in 2021.
## FY20 RESULTS

<table>
<thead>
<tr>
<th></th>
<th>12 months ended December 31, 2020</th>
<th>12 months ended December 31, 2019</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>USD'000</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Net sales</strong></td>
<td>14,779</td>
<td>22,652</td>
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<tr>
<td><strong>Gross profit</strong></td>
<td>5,465</td>
<td>9,456</td>
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<tr>
<td><strong>Other operating income</strong></td>
<td>43</td>
<td>180</td>
</tr>
<tr>
<td><strong>Research &amp; development expenses</strong></td>
<td>(6,012)</td>
<td>(6,422)</td>
</tr>
<tr>
<td><strong>Selling &amp; marketing expenses</strong></td>
<td>(7,355)</td>
<td>(7,929)</td>
</tr>
<tr>
<td><strong>General &amp; administrative expenses</strong></td>
<td>(10,673)</td>
<td>(15,789)</td>
</tr>
<tr>
<td><strong>Total operating expenses</strong></td>
<td>(23,997)</td>
<td>(29,960)</td>
</tr>
<tr>
<td><strong>Operating loss</strong></td>
<td>(18,532)</td>
<td>(20,504)</td>
</tr>
<tr>
<td><strong>Total Non-operating expenses</strong></td>
<td>(13,566)</td>
<td>(2,513)</td>
</tr>
<tr>
<td><strong>Loss from continuing operations before income tax expense</strong></td>
<td>(28,898)</td>
<td>(23,017)</td>
</tr>
<tr>
<td><strong>Income tax expense</strong></td>
<td>(9)</td>
<td>(13)</td>
</tr>
<tr>
<td><strong>Loss from continuing operations, net</strong></td>
<td>(28,907)</td>
<td>(23,030)</td>
</tr>
<tr>
<td><strong>Income / (loss) on discontinued operations</strong></td>
<td>-</td>
<td>30,484</td>
</tr>
<tr>
<td><strong>Net income / (loss)</strong></td>
<td>(28,907)</td>
<td>7,454</td>
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</tbody>
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Growth Avenues
Three-Fold Growth Strategy

Driving the Digital Transformation

1. **Organic Growth**
   - Investing in embedded technology to stay at the market forefront
     - Trusted Non-Fungible Token (NFT) Platform
     - Trusted Automation
     - NanoSeal
     - VaulitIC for secure radios
     - Drone solutions
     - Foresight
     - WISeID
     - WISeShelter
     - WISeTravel

2. **Joint Ventures**
   - Expanding the ecosystem and opening adjacent technology and geographic markets
     - India JV
     - Saudi Arabia JV

3. **Acquisitions**
   - Expanding portfolio through acquisitions focused on:
     - Technology advancements
     - Market relevance
     - Integrated futures
     - Supporting the vertical integration of IoT solutions
Serving the RAPIDLY-GROWING IoT cybersecurity and digital brand protection markets

UNIQUE CHIP-TO-AI-CLOUD PLATFORM simplifies connected objects, decisions and security

Core technology has HORIZONTAL ADOPTION across a wide range of industries

LARGE installed base of REPEAT & LONG-TERM blue-chip customers

Digital transformation (AI + IoT = AIoT) is increasing cybersecurity spending in every sector

SOLID FINANCIAL POSITION; Unique Trust Model and THREE-FOLD GROWTH STRATEGY
Contact us

Investor Relations

Lena Cati
Vice President
The Equity Group, Inc.
Email: lcati@equityny.com
Phone: +1 212 836 9611