

CYBER RISK PITCH BOOK

SFA CYBER RISK MEMBERS' PITCH BOOK

SFA is driving efforts at showcasing our Cyber Risk & Security members' solutions to other industries, enterprises/SMEs and other industry bodies and relevant agencies.

This is in line with our mission to:

- (i) Increase our members' chances of success, and
- (ii) Uplift our industry, and FinTechs in the Singapore ecosystem.

Our mission is to encourage the development and adoption of cyber risk management best practices.

We aim to:

- a. Promote the awareness of potential financial loss or damage related to use of technology, technical infrastructure or business reputation resulting from a cyber-attack or data breach.
- b. Promote the adoption of industry-accepted approaches, frameworks and standards to assess, monitor and mitigate systemic and macro-critical risk while representing the interest of stakeholders on technological innovation and development relating to Cyber Risk in Singapore and abroad.


AIRES APPLIED TECHNOLOGY PTE. LTD

	<p>Pitch</p> <p>At Aires Applied Technology, we provide new age and innovative data encryption solutions for Cybersecurity. Our main focus and value proposition is proprietary Deep Tech that is researched and developed in-house. As of End 2022, we have obtained our first Patent on Quantum Resistant Data Encryption and have filed for a second and third Patent. Based on our research and development works, our target will be to obtain 4 Patents by the end of 2023.</p>
<p><u>Company Details</u></p>	<p>Problem/Opportunity and Solution/Product</p>
<p>Cyber Security Category Data Encryption (Post Quantum Cryptography)</p>	
<p>Business Model B2B & B2C</p>	<p>Our Quantum Resistant Solutions</p> <ul style="list-style-type: none"> - Software (Windows, Apple, Android) - Mobile Phones and Tablets - Cloud Servers - Hardware (Car Keys, Medical Devices etc) - IOT Devices 
<p>Website https://airesatech.com/</p>	
<p>Contact Person Ken Lin</p>	
<p>Business Email kenlin@airesatech.com</p>	
<p>Business Phone Number +65 81210889</p>	
<p>Founded 2022</p>	
<p>SFA-Fintech Certified?</p>	
<p>Other information (provide URL if any)</p>	


CALLSIGN

	Pitch Callsign makes digital identity seamless and secure, helping organizations build digital trust and accountability into every online transaction. Our highest-fidelity AI models build a digital DNA profile for every user, working simultaneously with our ML-driven fraud models which detect bad actors – helping people get on with digital life.
<u>Company Details</u>	
Cyber Security Category Identity/ Fraud Prevention	
Business Model B2B	
Website http://www.callsign.com/	
Contact Person Namrata Jolly	
Business Email namrata.jolly@callsign.com	
Business Phone Number	
Founded 2012	
SFA-Fintech Certified?	
Other information (provide URL if any) https://vimeo.com/295352690	Problem/Opportunity and Solution/Product Account takeover protection – Callsign provides ATO protection for web / mobile channels and payment cards. It combines industry-recognized AI / machine learning with expert judgment from data science to tackle the world's largest fraud vector. Using a unique dual-synergy model methodology, Callsign identifies genuine users by their digital DNA profile while simultaneously detecting fraud. Authorized push payment (APP) / scam protection – Callsign provides a 3-in-1 solution to detect, intervene and protect against APP fraud. Callsign can detect scam behavior using market-leading behavioral biometrics, device fingerprinting and location analysis. We intervene with dynamic, contextual warning messages to consumers. New account opening protection (NAO) – Callsign helps organizations defend themselves against NAO fraud. Callsign's advanced device intelligence can detect NAO attempts and devices previously associated with fraud long before it becomes an issue. Mobile authentication – Callsign gives organizations the ability to authenticate their customers using a mobile device, allowing the app to become the hub of a customer's identity. Callsign's mobile authentication includes a range of active authenticators including transaction signing, behavioral PIN, behavioral path and support for FIDO2-based authentication. Orchestration – Callsign's no-code orchestration gives organizations the ability to create digital experiences for their end-users. It's a single place to flexibly manage decisioning across user segments, user journeys, fraud vectors and third-party vendors.

CYBER SIERRA

	<p>Pitch</p> <p>Cyber Sierra is a Singapore-based technology cyber risk management and governance compliance provider which helps businesses grow their security posture and insure against cyber risk.</p>
<p style="text-align: center;"><u>Company Details</u></p>	<p>Problem/Opportunity and Solution/Product</p>
<p>Cyber Security Category Cyber Insurance</p>	<p>Cyber Sierra is a Singapore-based Governance, Risk, Compliance and Insurance (GRC-I) provider which helps businesses globally grow their security posture and insure against risk.</p>
<p>Business Model</p>	<p>Cyber Sierra offers a platform with a comprehensive suite of technology, insurance offerings to help companies compliantly strengthen their security posture as well as gain access to expert response and apt insurance coverage when needed. These include, but are not limited to, catalyzing compliance programs (ISO 27001, SOC 2, GDPR, PDPA), third party risk assessment, cyber-attack surface management, forensics analytics, vulnerability assessment and cyber advisory value-added services.</p>
<p>Website https://www.cybersierra.co/</p>	
<p>Contact Person Mr Pramodh Rai</p>	
<p>Business Email pramodh@cybersierra.co</p>	
<p>Business Phone Number +65 97453614</p>	
<p>Founded 2021</p>	
<p>SFA-Fintech Certified? Yes</p>	
<p>Other information (provide URL if any)</p>	


HERON

	<p>About Us</p> <p>Heron partners with you to safely integrate technology into your operations, making the future of security a reality. Our agility as a future-forward tech company is your advantage in all the ways we define it— keeping you ahead with emergent technology, helping you pivot with changing regulations, adapting your systems as needs evolve and grow.</p>
<p><u>Company Details</u></p>	
<p>Cyber Security Category Managed Security Service Provider</p>	
<p>Business Model B2B</p>	<p>Across cyberspace, we are your first line of defense against the unseen threats of data theft, financial crime, and operational disruption in an ever-more complex, interlinked, and digitalised world. Trusted by high-trust organisations—government agencies, multinational companies, financial institutions, and critical service providers—we perform on a global level against high-risk cyber threats.</p>
<p>Website www.heron-technology.com</p>	
<p>Contact Person Ryan Lee</p>	<p>Our Services</p> <p>We provide end-to-end managed security services across an organisation's value chain to defend against today's ever evolving and complex threats.</p>
<p>Business Email lee.ryan@heron-technology.com</p>	<ul style="list-style-type: none"> - Advisory & Consultancy - CISO-as-a-Service
<p>Business Phone Number +65 68058174</p>	<ul style="list-style-type: none"> - Managed Security Operations Centre (SOC) - Vulnerability Assessment & Security Testing
<p>Founded 2017</p>	<ul style="list-style-type: none"> - Data Protection - Insider Threat Management
<p>SFA-Fintech Certified?</p>	<p>Since 2017, we have delivered trusted services to customers in the banking, financial and insurance services industry to address the ever-changing nature of cybersecurity threats.</p>
<p>Other information:</p> <ol style="list-style-type: none"> 1. CREST accredited in Penetration Testing 2. Licensed by Singapore Cybersecurity Services Regulatory Officer (CSRO) in Managed SOC Monitoring Services and Penetration Testing Service 	<p>Our approach understands your cybersecurity and business objectives before tailoring our services to suit you. Customers entrust their cybersecurity to us because we listen, understand, and deliver what matters most to them.</p>

MITTO

<p><Company Logo></p> 	<p>Pitch</p> <p>Mitto is a leading provider of global, omnichannel communications solutions, supporting business growth with advanced customer engagement technology and messaging enablement. Offering easy-to-integrate SMS, Voice, and Chat App APIs, next-generation business messaging, and end-to-end phone number management, Mitto's platform ensures the world's largest brands and MNOs are ready for what's next.</p>
<p><u>Company Details</u></p>	
<p>Cyber Security Category MFA/2FA/OTP Provider</p>	<p>Our extensive global reach, enabled by strong relationships with over 1,000 MNOs worldwide, allows businesses in APAC to expand into key markets across the globe, including the Americas, the Middle East, and Europe. And our proprietary AI routing platform ensures messages are optimized for cost and quality.</p>
<p>Business Model B2B</p>	
<p>Website www.mitto.ch</p>	
<p>Contact Person Tyler McLaughlin – tyler@mitto.ch (Press) Dylan Chia – dylan@mitto.ch (Sales)</p>	
<p>Business Email info@mitto.ch</p>	
<p>Business Phone Number</p>	<p>Problem/Opportunity and Solution/Product</p> <p>To achieve long-term success, brands need to build lasting connections with their customers. These connections need to be secure and authentic. Multi-factor authentication using SMS, Voice, or Chat Apps creates a safety net that protects both businesses and their customers. Our customers trust Mitto to deliver reliable, cost-effective one-time passcodes due to our sophisticated routing platform and strong relationships with global MNOs. Mitto is capable of powering a cost-effective MFA solution for brands of all sizes and industries – delivering high quality SMS to ensure fast and secure account registration for users anywhere in the world.</p> <p>Mitto has also set itself apart from our competitors not only with our technology, but with the level of customer service we provide. With regional support in over 30 locations worldwide, we know how to provide your brand with the resources it needs to succeed.</p>
<p>Founded 2013</p>	
<p>SFA-Fintech Certified?</p>	
<p>Other information (provide URL if any)</p>	


PROTOS LABS

 <h1 style="text-align: center;">PROTOS LABS</h1>	<p>Pitch</p> <p>Protos Labs is a Singapore-based cyber insurtech company founded by ex-Booz Allen cybersecurity leaders. Our cyber insurance analytics solution enables insurers to (1) Better price their cyber insurance policies; and (2) Offer active protection to policyholders to reduce the risk of a cyber incident.</p> <p>Protos Labs is supported by the cybersecurity regulator in Singapore (the Cybersecurity Agency of Singapore).</p> <p>Problem/Opportunity and Solution/Product</p> <p><u>PROBLEM</u></p> <p>Cyber insurers face 4 major challenges:</p> <ol style="list-style-type: none"> 1) Risk assessments done by insurers prior to policy issuance are lengthy, laborious and expensive (take 3-6 mths). 2) Corporates in Asia have a high likelihood of breach due to the lack of ongoing prevention and cyber hygiene. 3) Traditional actuarial models do not take into account the evolving cyber threat landscape. 4) Datasets used for underwriting are largely Western-centric, with a lack of localised costs. <p><u>SOLUTION</u></p> <p>We have built a Cyber Risk Analytics solution that enables 4 key outcomes for insurers.</p> <ol style="list-style-type: none"> 1) Increased assessment speed. We leverage AI/ML to read technical reports for automated assessment within 15 mins. This also allows technical accuracy without being intrusive. 2) Accurate pricing using Asian and Global datasets to ensure costs used for underwriting are specific to a region. 3) Reduced underwriting risk. We model both current and historical cyber data to account for volatility in the cyber landscape and prevent blindspot risks. 4) Decreased likelihood of claims. We actively protect policyholders throughout their policy lifetime so as to prevent the risk of a cyber incident.
<p style="text-align: center;"><u>Company Details</u></p>	
<p>Cyber Security Category Cyber Insurance / Cyber Risk Quantification</p>	
<p>Business Model</p> <p>B2B2B for insurance, and B2B for risk quantification</p>	
<p>Website https://protoslabs.sg</p>	
<p>Contact Person Joel Lee</p>	
<p>Business Email Joel_lee@protoslabs.sg</p>	
<p>Business Phone Number N/A</p>	
<p>Founded 2021</p>	
<p>SFA-Fintech Certified? Yes</p>	
<p>Other information (provide URL if any)</p> <ul style="list-style-type: none"> • We are the first cybersecurity company in Asia to provide end-to-end risk services for a live cyber insurance product 	


RAION LABS PTE. LTD.

 RAION LABS	Pitch Raion Labs analyses between the blocks and provides better blockchain intelligence and crypto analytics solutions and services for investigations, law enforcement and compliance.
<u>Company Details</u>	
Cyber Security Category Investigation and Compliance	Problem/Opportunity and Solution/Product Raion Labs provide the following products and services:
Business Model B2B	<ol style="list-style-type: none"> 1. Training to become a certified blockchain investigation expert with our standard certified blockchain investigation trainings. Customised trainings are also available. Recommended for law enforcement, investigation and compliance officers. 2. Conducting investigation and due diligence on digital assets and transactions with the most appropriate software tools and solutions. Fast and flexible application, proprietary data and methodology, and 24/7 monitoring and automation. Recommended for law enforcement agencies and financial institutions. 3. Creating and providing detailed and customisable reports on digital assets and transactions for investigation and/or compliance purposes. Recommended for financial institutions, forensic consultants, digital asset managers, and investors.
Website www.raionlabs.com	
Contact Person Xiaoyin Shen Mark Koh	
Business Email hello@raionlabs.com	
Business Phone Number	
Founded 2022	
SFA-Fintech Certified?	
Other information (provide URL if any)	

VANTAGE POINT SECURITY PTE. LTD.

	Pitch <p>At Vantage Point we specialize in securing high risk projects in the financial services industry.</p>
<u>Company Details</u>	
Cyber Security Category <p>CREST certified Vulnerability Assessment and Penetration Testing</p>	<p>We have a decade of experience as a trusted partner for the largest financial services firms in Southeast Asia and are relied upon to help these firms maintain the highest standards of security and safety for their critical applications.</p> <p>As a CREST member firm, we have a deep understanding of web and mobile application security, including both web 2 and web 3 technologies.</p>
Business Model <p>B2B</p>	<p>Whether you need web or mobile application testing, or an audit of your smart contracts (EVM compatible chains) Vantage Point is the team to trust.</p>
Website <p>https://www.vantagepoint.sg/</p>	
Contact Person <p>Murali Ayyappan</p>	
Business Email <p>murali.ayyappan@vantagepoint.sg</p>	Problem/Opportunity and Solution/Product <p>Cybersecurity is a daunting field, with countless providers claiming to have the right solution.</p>
Business Phone Number <p>+65 9248 7767</p>	<p>At Vantage Point, we cut through the noise by specializing in one thing: expert, CREST-accredited security testing for web/mobile apps,</p>
Founded	<p>Our proven methodology adheres to global standards, and we provide critical advice and support to help you eliminate risks from your applications.</p>
SFA-Fintech Certified?	<p>Don't take chances with your security - choose Vantage Point for quality, competence, and peace of mind.</p>
Other information (provide URL if any)	<p>Contact us today to learn more about how we can help you protect your applications.</p>

V-KEY

	<p>Pitch</p> <p>V-Key is a software-based digital security company whose technology powers security solutions that deliver the highest level of defense and control for digital identity, user authentication, access, and authorization without compromising user experience. It is trusted by government, banking, and meg-app clients across the region to connect people, organizations, and devices everywhere by securing the global digital economy.</p> <p>At the heart of V-Key's product suite is its internationally patented V-OS, the world's first Virtual Secure Element whose advanced cryptographic and cybersecurity protections comply with standards (EAL 3+ rating and FIPS 140-2) previously reserved only for expensive hardware solutions. V-OS has secured more than 250 million mobile apps globally. Clients include DBS, UOB, OCBC, SCB, KBank, KTB, Robinhood, Grab, Gojek and Zodia.</p>
<p><u>Company Details</u></p>	
<p>Cyber Security Category</p> <p>Mobile Application Security, MFA, eKYC for BFSI and Fintech verticals</p>	
<p>Business Model</p> <p>B2B</p>	
<p>Website</p> <p>www.v-key.com</p>	
<p>Contact Person</p> <p>Peter Mah</p>	
<p>Business Email</p> <p>peter.mah@v-key.com</p>	
<p>Business Phone Number</p> <p>+65 97921001</p>	
<p>Founded</p> <p>2011</p>	
<p>SFA-Fintech Certified?</p>	
<p>Other information (provide URL if any)</p>	<p>Problem/Opportunity and Solution/Product</p> 