



Cybersecurity attacks on the rise – Marriott's 500 million customers

- *HAN-GINS Global Innovative Technology UCITS ETF (ITEK)*
- *HAN-GINS Global Cloud Technology UCITS ETF (SKYY)*

Los Angeles, December 2018

Cybercrime damages will cost the world \$6 trillion annually by 2021 - up from \$3 trillion in 2015. (Cybersecurity Ventures).

- Cybersecurity spending is rapidly rising, with spending on course to exceed US\$124bn by 2019 (Accenture).
- It remains amongst the top concerns in most CEOs surveys.
- In 2017, cybercrime costs accelerated with organizations spending nearly 23 percent more than 2016 — on average about \$11.7 million. (Accenture)
 - The average cost of a malware attack on a company is \$2.4 million. (Accenture)
 - The average cost in time of a malware attack is 50 days. (Accenture)
 - From 2016 to 2017 there was a 22.7 percentage increase in cybersecurity costs. (Accenture)
 - The most expensive component of a cyber attack is information loss, which represents 43 percent of costs. (Accenture)
 - The Equifax breach cost the company over \$4 billion in total. (Time Magazine)
- With the move to Cloud Computing – the big 3 players (Amazon, Apple and Microsoft) are beefing up their cybersecurity protocols.
 - Microsoft: continues to invest over \$1 billion annually.
 - Bank of America: on the record stating it has an unlimited budget.
 - JP Morgan: doubling annual 2017 budget to \$500 million.

Source: CyberSecurity Ventures

- Since May 2018 the EU's General Data Protection Regulation (GDPR) has been in force. Data breaches will now result in huge fines. Equifax's suffered a breach of 150m US credit records and were fined just £500K. If this took place after GDPR, the fine would have been much higher.
- Marriott, the hotel group is now facing multiple class action lawsuits as a result of the mega-breach affecting 500 million customers.
- BA's recent hack breached around 380,000 transactions were affected.
- TalkTalk's customer database resulted in the loss of sensitive data belonging to 156,959 customers.
- Cybersecurity issues are becoming a day-to-day struggle for businesses. Trends show a huge increase in hacked and breached data from sources that are increasingly common in the workplace, like mobile and IoT devices.
- Demand for cybersecurity professionals will increase to approximately 6 million globally by 2019 (Palo Alto Networks Research Center).

The HAN-GINS Global Innovation Technology ETF includes Cybersecurity as one of its key themes. It provides low-cost access to the Top 15 Global Cybersecurity leaders – at just 75bps.

ETF holding case: Akamai Technologies, Inc. - provides cloud services for delivering, optimizing, and securing content and business applications over the Internet in the United States and internationally. It is essentially a CDN (Content Delivery Provider) provider – focusing largely on internet security.

Microsoft is the first major cloud provider to adopt the world's first international standard for cloud privacy. The standard establishes a uniform, international approach to protecting privacy for personal data stored in the cloud. It forms a core holding in the HAN-GINS Cloud Technology ETF - currently the only European ETF focused on Cloud themed companies. It provides low-cost access to the Top 50 Global Cloud leaders – at just 75bps.

BACKGROUND

EXCHANGE	BLOOMBERG CODE	RIC	ISIN	CURRENCY	SEDOL
ITEK	75 bps TER	GLOBAL INNOVATION TECHNOLOGY ETF			

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London Stock Exchange	ITEK	ITEK.L	IE00BDDRF700	USD	BYVJ8Y3
London Stock Exchange	ITEP	ITEP.L	IE00BDDRF700	GBP	BYVJ9D9
SKYY	75 bps TER	CLOUD TECHNOLOGY ETF			
London Stock Exchange	SKYY	SKYY.L	IE00BDDRF924	USD	BYVJ8T8
London Stock Exchange	SKYP	SKYP.L	IE00BDDRF924	GBP	BYVJ9B7

The **HAN-GINS Cloud Technology UCITS ETF (SKYY)** tracks the Solactive Cloud Technology Index, an index of leading companies that are active in the field of cloud-based software and services. The fund uses an artificial intelligence process to identify and capture a global cloud technology opportunity set with constituents weighted by market capitalization and capped at 4%. The fund has a TER of 75 bps.

The **HAN-GINS Global Innovative Technology UCITS ETF (ITEK)** tracks the Solactive Innovative Technologies Index, a diversified, global index of pioneering companies that are poised to create and benefit from tomorrow's industrial revolutions. The fund targets companies involved in Robotics & Automation, Cloud Computing & Big Data, Cyber Security, Future Cars, Genomics, Social Media, Augmented and Virtual Reality and Blockchain, enabling investors to gain exposure to many world-changing, high-growth sectors in a single trade. The fund has TER of 75 bps.

Ends

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