ENGLISH 2/2022

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EDITORIAL

SOLIDARITY



DEAR READERS,

I would like to take this opportunity to draw your attention to a project recently launched by the BUHLMANN GROUP and HANSA FLEX AG: the Solidarity Ukraine Foundation. The aim of this foundation is to create a financial basis in order to reconstruct the destroyed social infrastructure and help the war-damaged population to build their future after the end of hostilities. From our perspective as a family business, the grounds for a new start in Ukrainian society include, in particular, kindergardens, schools, hospitals and care facilities.

The catastrophic footage from the war zones in the heart of Europe are very upsetting for me personally and my family and I feel extremely

committed to supporting the Ukrainian people in building a new future. If your company is also in a position to help by donating funds, we would be very pleased to hear from you. You can read more about this on page XY of this issue. Doing something to counteract the terrible injustice and suffering and showing solidarity with the people on the ground is a matter close to my heart.

Yours sincerely,

Jr. O. Su Par

Jan-Oliver Buhlmann

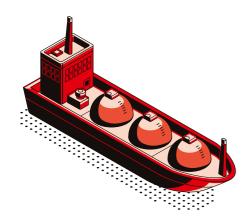
ENERGY TRANSPORT BY SHIP:

A CLOSER LOOK AT LNG



LNG-Tanker Arctic Princess

Russia's attack on Ukraine and its consequences are forcing Europe to adopt new strategies in the energy industry. Liquefied natural gas, transported by ship, is one way to help secure supplies.



What is LNG?

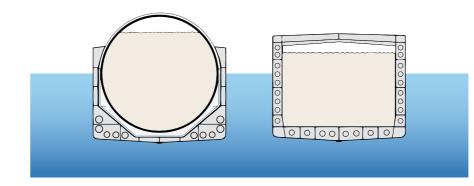
LNG stands for Liquid Natural Gas. It is colorless, odorless and non-flammable and, in the event of accidental leakage, it vaporizes. LNG is produced by pressurizing and cooling natural gas to -162°C. This causes the gas to change into a liquid aggregate. Another source of LNG is biogas. The advantage of liquefaction is that the volume is reduced by a factor of 600, while the energy content is increased.

Because LNG is liquid, large quantities of natural gas can be transported by ship and tanker from other countries and regions, independent of gas pipelines.

When the LNG is returned to its gaseous state, it can be used in heating systems to generate heat. In liquid form, it is, among other things, suitable as fuel for heavy-haulage engines or marine fuel, as well as for combined heat and power generation.

Floating terminals

It will probably be several years before Germany has its own LNG terminals, and completion will take at least until 2024 or 2025.



> Sectional view of tanker types

For the time being, therefore, the German government, together with major importers such as Uniper and RWE, is relying on the floating option. These are also known as FSRU terminals (Floating Storage and Regasification Unit). These ships transport liquefied gas, store it, and also convert it back into gas. Since the start of the Ukraine war, there has been a veritable run on these ships, of which there are currently 48 worldwide.

Why doesn't Germany have an LNG terminal yet?

Almost every country with sea access in Europe has terminals for handling liquefied natural gas; at the beginning of May 2022, there were 41 LNG port facilities in Europe, with another 32 terminals in the planning stage. Dutch state-owned Gasunie and a partner operate such a terminal for LNG in Rotterdam, for example. Belgium also has a terminal. In France, there are several facilities on the Atlantic and Mediterranean coasts, including in Dunkirk and the town of Montoir de Bretagne. Spain has six terminals and Lithuania, for example, has had a floating terminal called "Independence" in the port city of Klaipèda since 2014.

In Germany, the construction of an LNG terminal has been under discussion for years. Industry experts have long pointed out that a terminal would be a safeguard in the event that deliveries via pipeline from Russia fail. Critics countered that the European neighbors still had plenty of free terminal capacity for importing LNG and that there was therefore no need for a terminal of their own. However, the transport infrastructure is proving problematic: European neighbors do have large capacities for importing LNG. But according to the association 'Zukunft Gas', there is a lack of pipeline capacity to transport the gas in large quantities from Spain or Portugal, for example, to northern Europe.

As far as environmental protection is concerned, there is of course criticism from those who want to abandon fossil fuels as quickly as possible, especially gas from the U.S. obtained through

fracking. In 2019, the German Environment Agency examined the climate impact along the process chain for the import of LNG. The greenhouse gas emissions are highly dependent on the supplier country, but in all the scenarios studied, the use of LNG is significantly more environmentally friendly than the use of lignite and hard coal.



LNG tanker anchoring in Trinidad

Future plans for hydrogen projects

In line with Germany's climate protection goals, the LNG plant licenses will be extended until December 31, 2043 at the latest. Further operation of the plants beyond this date can only be permitted for climate-neutral hydrogen and its derivatives. The

aim here is to ensure that the goal of climate neutrality can be achieved by 2045 at the latest.

German companies want to work with local partners to test how hydrogen-based energy sources can be supplied to Germany. The Umweltinstitut München e.V. has summarized which pilot projects have been agreed with the United Arab Emirates as part of LNG terminal expansion following the start of the Russian war of aggression:

Uniper, together with Abu Dhabi National Oil Company (ADNOC), will trial the transport of hydrogen to Wilhelmshaven by ship using

LOHC. With this technology, hydrogen is chemically bonded to an oil, making it easier to transport the gas.

Hamburg-based copper producer Aurubis and energy companies RWE, Getec and STEAG have reached an agreement with ADNOC to supply ammonia (NH3), which is also produced from hydrogen.

Siemens Energy and Lufthansa want to produce kerosene from hydrogen with partners. However, these are comparatively small pilot projects to gain initial experience.

Text: Gabriele Wiesenhavern



FROM WILHELMSHAVEN TO MISSISSIPPI

WILHELMSHAVEN AND PLAQUEMINES



Reducing energy dependency is currently the number one political and economic challenge in Europe. Liquefied natural gas (LNG) is one building block in the broader positioning of natural gas supply sources: In Wilhelmshaven, the green light was given for the start of construction of the first German terminal in May this year. The energy supplier Uniper will invest around € 65 million as builder and operator.

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Uniper's CEO Klaus-Dieter Maubach put it in a nutshell in a press statement at the beginning of May: "Russia's war against Ukraine has turned the world we live in upside down – this is particularly true for the energy industry. We are doing our utmost to support the German government in its plan to diversify Germany's sources of supply for natural gas and, in the long term, also for hydrogen. With our LNG terminal, we are taking an important step together with the German government toward the shared goal of energy independence."

As a supplier to the Düsseldorf-based DAX company Uniper, the BUHLMANN GROUP is also involved with materials in the construction of the floating LNG terminal. Jürgen Olbrich, Senior Team Manager of the Energy Projects Department, on the current status: "We are in phase 1 and contracted to supply pipes and pipe accessories. Deliveries will start at the end of August 2022 and are expected to be completed by October 2022."

Another major LNG project in which the Global Projects Department of the BUHLMANN GROUP is involved is being built in the US state of Mississippi. Senior Team Manager Adrian Windmann: "We are supplying transition pieces in Alloy 625 for the Plaquemines LNG terminal. The parts are needed to create a joint or weldability between the 'Invar' and '304L' materials." The Plaquemines is being prefabricated in France.

The more recent BUHLMANN Group member, DYLAN UK, has also been involved in an LNG project: Managing Director Graham Smith reports that deliveries were made between 2011 and 2013 for the Gorgon LNG project on Barrow Island in Western Australia. The operator of the giant plant, which went into operation in 2016, is Chevron Corporation. At that time, DYLAN delivered to the US construction and engineering company KBR – incidentally also now the client for the Plaquemines LNG project in Mississippi. Gorgon remains one of the largest LNG plants in the world today.

Back to Wilhelmshaven: If everything goes ahead as planned, the first tankers carrying cryogenic liquefied gas are scheduled to dock as early as the end of 2022. The frozen gas will then be heated on site and fed into the gas grid. The facility is a FSRU (Floating Storage and Regasifaction Unit). Terminals for importing LNG are also planned at other locations in Germany, including Stade in Lower Saxony and Brunsbüttel in Schleswig-Holstein.

Text: Gabriele Wiesenhavern

Anchored tanker Sten Suomi at the Circle K storage facility in Stockholm



FOUNDATION AND JOB EXCHANGE

SOLIDARITY WITH UKRAINE

It's hard to get the pictures out of our heads: bombed buildings, including schools and hospitals, desperate people and refugees in search of safety in neighboring European countries. A perspective for the future is urgently needed – for the people in Ukraine as well as for those who will not be able to return to their country for the foreseeable future. Two BUHLMANN projects provide hope: the Solidarity Ukraine Foundation and the employment platform Robota Germany.



Foundation Solidarität Ukraine

Providing unbureaucratic help where it is needed most: this is the aim of the non-profit foundation Solidarity Ukraine which was founded in May 2022. BUHLMANN Rohr-Fittings-Stahlhandel GmbH + Co. KG and HANSA-FLEX AG have joined forces and would also like to offer partner companies the opportunity to contribute to the reconstruction of social infrastructure through the Solidarity Ukraine Foundation. "With the help of Ukrainian contacts, a reliable local partner and a board of trustees with close ties to the country, we can provide help tailored to actual needs," says Jan-Oliver Buhlmann. "This also gives our customers and partners the security of knowing that their monetary donations are really making a difference." For more information and bank details, visit www.stiftung-solidaritaet-ukraine.de. Help us help!





Robota Germany

The keyword "unbureaucratic" also applies to the Robota Germany project: this internet job platform was developed by BUHLMANN in cooperation with the Dialog PR agency and the BResearch job-finding institute. The bilingual website, on which job seekers can enter their professional qualifications on the one hand and companies can present their job offers and contact details on the other, is free of charge for job seekers. As the British writer Sir Arthur Conan Doyle once observed, "Work is the best cure for despair." Having a job may not undo the injustice in Ukraine, but it does offer a degree of normalcy and a financial foundation in hard times. And workers are needed in many different industries. More information can be found at *Robota-Germany.com*.





A RESOUNDING SUCCESS:

WEBINARS GO LIVE



> The new Webinar Dock in the Port

The BUHLMANN Port has expanded: since May 2022, a new area in the digital BUHLMANN world invites users to engage in learning and exchange. Introducing the Webinar Dock! Here you'll not only experience a virtual fresh breeze, there are also new and exciting impulses for our customers and partners in the form of exclusive webinars.

Four webinars, around 150 participants

Which trade barriers result from the sanctions against Russia? How does a company protect itself effectively against cyber attacks? How do rising commodity prices affect international trade?

These and other questions were discussed by industry experts in interesting presentations at various online events. Room for follow-up questions was provided by the Q & A sessions after presentations. With around 150 participants, the response to the first round of webinars was very pleasing.

Jörg Feger, Head of Research at Bundesverband Deutscher Stahlhandel (German Steel Trade Association) and also one of the webinar speakers, gave a positive summary: "The BUHLMANN Port is a great tool for finding out about current topics with comparatively little effort. I found the professional exchange extremely enriching, both as a webinar participant and as a speaker."

There was also praise for the choice of topics, which was geared to the needs of our customers – a conscious decision for the future as well. Ronald Speidel, Director of the Corporate Business Division and initiator of the webinars at BUHLMANN: "The feedback survey afterwards confirms that we hit the nerve of our customers with this newly created webinar series. We want to offer genuine added value by attracting experts to the events who share their assessments of current industry and business topics."

Outlook: Webinars to continue in fall

The next webinars are scheduled for the fourth quarter of 2022, until then BUHLMANN will invest further in the development of the specially programmed software.

If your interest is piqued and you would like to be invited to future webinars, simply get in touch with your contact person

at BUHLMANN. A tour of the new dock in the port is also worthwhile – take a look at https://buhlmann-port.com/virtual and enjoy the sea breeze!

Text: Aylin Krieger

Jörg Feger from the German Steel Trade Association conducted the webinar "Trade Barriers – Steel Markets Worldwide and the Russia Sanctions Package"

"KEEPING THE SEA FROM THE BEACH"



The battle against fraud and extortion is a tedious and never ending task. Of the 14,000 emails received daily by the BUHLMANN GROUP on average 85 percent are spam or malware. How do you build a dike that protects against this flood?

Let's take April 2022 as an example: 85 percent of the mails received by the BUHLMANN GROUP were spam and malware e-mails, which were blocked immediately. Of the mails which made it through the automatic security systems, more than 4,000 suspicious mails had to be manually checked by IT staff. A total of 2,283 of these checked mails contained malware that was not detected at the gateway. Incidentally, the previous top mail volume record was a day in January 2021 with nearly 180,000 incoming mails.

While these figures may not be representative, they clearly indicate the challenge that every company faces. The number of attacks is increasing, and the nature of the assaults is

changing rapidly. According to the May 2022 practice

report of the German DsiN* alliance, although as many as 86 percent of the respondents are aware of their own company's vulnerability, protective measures are often inadequate. Marco Niebur, Head of the BUHLMANN IT Department, has an explanation: "take the example of a homeowner, he or she knows that there are burglars, yet many hous-

es are not sufficiently protected – no alarm system, no burglar-proofing, etc. This stance is justified with the argument, 'What's the point? I've locked up...and there's nothing worthwhile stealing in my house anyway'."

the auspices of the German Federal Ministry of the Interior. Its 30 members include leading companies from the telecommunications and IT industries, including Deutsche Telekom, Ericsson. Facebook, Google, Huawei and SAP. The latest survey took place among 1300 companies from May 2020 to January 2022.

*DsiN: Association under



TIPS FOR RECOGNIZING TYPICAL ANOMALIES IN MAILS:

- > The sender is completely unknown
- > The sender is known, but no mail/invoice/order/etc. is expected from this sender
- > Errors in design: an email with distorted or irregularly shaped or outdated logos
- > Poor grammar and incorrect spelling
- > Sense of urgency: alarming messages demanding immediate action, such as "Your customer number will be overridden within 24 hours." or "Contact us immediately to claim your package or prize."
- > Unexpected requests: a request intended to obtain money, financial information (for example, account numbers or payment card numbers), confidential data (for example, PINs and TANs), or personal information in exchange for delivery of a package or other item
- > Communication gaps: an email that does not provide an alternative method to communicate the requested information (for example, telephone, mail, or physical locations).
- > The greeting is impersonal ("Dear Customer" instead of "Dear Ms. Smith")
- > Fraudulent links: These are links in an email that seem to lead to a familiar and supposedly safe site. In fact, you will be directed to another website, probably an unsafe and fraudulent one. Basically, you should only click on a link in an email if you are really one hundred percent sure that the sender and the link are harmless. It is better to call up the website manually in the browser.

Laissez-faire with consequences

The motive behind the attacks – excluding military targets or high-tech research – is almost always money. "Hackers do not usually operate alone. Rather, they have company-strength and can clearly be assigned to organized crime. That goes as far as offering to commission an individual, custom-made extortion Trojan on the darknet, including service and maintenance."

In Niebur's opinion, small and medium-sized companies quite often lack the financial resources. "IT security spending is constantly in-

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creasing. In addition, it is difficult to find suitable personnel. Some administrators still apply the principle 'never change a running system'. This is music to attackers' ears."

Senior IT manager Frank Heymann warns of the consequences of a successful attack: "IT has to work around the clock for four to eight weeks to repair the damage. That means business is at a standstill during that time: no Internet, no orders, invoices, incoming and outgoing goods, no e-mails and so on."

Emails with malware as a file attachment or download link account for 90 percent of all attacks, in Heymann's words: it's like having to "keep the sea away from the beach." Malware gives

attackers undetected remote access to the network. You don't notice it right away, Heymann says, because the encryption

doesn't start until one to four months after the infiltra-

tion. And then it gets expensive: The hackers demand high sums to release the hijacked systems. Training employees is therefore a must, says Marco Niebur. "It's not just the IT department that bears the responsibility; everyone has to stay alert." At BUHL-MANN, this happens mainly through education: "Through awareness training and simulated attacks in

which users receive a fake e-mail," says Marco Niebur, "in other words, by trying to trick employees." Whereby he emphasizes that the aim is explicitly not to embarrass anyone, but to sharpen awareness." Unfortunately, a thoughtless click on a link can be enough to get infected.

SUCCESSFUL PENETRATION – WHAT TO DO:

- > Document the fraud process in detail
- > Inform everyone in the company
- > Report the attack at your local police cyber crime unit

Another fraud scheme was described by Head of BUHLMANN IT Marco Niebur in one of the BUHLMANN Port webinars: so-called "fake president" attacks, also known as CEO fraud, caused more financial damage in 2021 than any other form of cyber crime. CEO fraud is a variant of social engineering in which the attacker impersonates the head of a company via email, for example, to initiate a supposedly urgent and highly confidential money transfer. "That actually almost worked once at BUHLMANN," Niebur says. (Photo from slide/lecture). And this method is not limited to mail traffic: messenger services can also be abused by fraudsters. The webinar with the "Fake President" presentation will soon be available in the BUHLMANN port archive.

Text: Gabriele Wiesenhavern

Fake President



HOW TO PROTECT YOURSELF

- > Keep systems up to date
- Security forums
- > Security audits
- > External + internal penetration tests
- > Principle of dual control for bank transfers / change of bank details
- > Train / test employees
- > Smartphones used for company business are also gateways

LESS CO₂ AND OTHER SAVING MEASURES

Charging points for electric and hybrid vehicles are already in operation at BUHLMANN's German sites in Bremen and Duisburg, and Burghausen will follow soon: measures to reduce the CO₂ footprint of mobility at BUHLMANN are making headway.

Gradually, as the leasing contracts expire, the fleet vehicles will be replaced by electric models. Employees whose company vehicle leasing contract expires can also switch to an electric vehicle if they wish. Those who want to recharge their private vehicles can of course do the same. Refueling is charged to the monthly payroll via the company chip. BUHLMANN visitors can refuel free of charge.

At DYLAN, electric vehicles have been part of the company fleet since 2018 thanks to the excellent charging station infrastructure in the Netherlands. Now, for

example, DYLAN Managing Director Jean-Philippe van den Berg can recharge directly on site when he visits the headquarters in Bremen.

Monitoring of the energy consumption of the RFS sites is in the hands of the QEHS department at BUHLMANN. QEHS Manager Taoufik El Bakri also highlighted the other measures taken by the company to reduce its carbon footprint: "Some of our buildings are equipped with geothermal systems, which significantly reduces gas and electricity consumption. In addition, photovoltaic systems on roof surfaces are currently being planned for individual sites to generate green electricity." Recycling has also recently been successfully optimized with new disposal concepts. And the leasing of bicycles and e-bikes for employees, a project which has been running at BUHLMANN for three years now, also ensures lower emissions. With the

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Jean Philippe van den Berg recharging in Bremen

procurement of company vehicles with lower CO2 emissions and the future renunciation of combustion engines, a further step has now been initiated.

Text: Gabriele Wiesenhavern

BUHLMANN SITES FROM A DIFFERENT PERSPECTIVE

A VISIT TO MANNHEIM

Congratulations on the 25th anniversary: on September 1, 1997, the Mannheim branch started as a just-in-time supplier for BASF. Today, BUHLMANN is still one of the main suppliers of piping materials for the world's largest chemical group, "whose history has also been shaped by Mannheim", as Senior Team Manager Ralph Kirstätter explains: "The Badische Anilin & Sodafabrik was in fact originally founded by Friedrich Engelhorn in Mannheim, Baden, in 1865. However, the Mannheim city fathers were against expansion and so the company moved to the other side of the Rhine to Ludwigshafen, where the BASF site, which today covers ten square kilometers, was built."

Ralph Kirstätter and his team are proud of their performance in the Quality Review 2021: At 99.7 percent, performance for BASF was rated as almost perfect. Nevertheless, the Mannheim-based company remains modest: "Of course, we were very pleased about the appreciation from such an important customer, but we didn't celebrate. That may be due to the high standards we set ourselves as a team in terms of the quality of our work."

"Dem Manne kann geholfen werden..." ("This man can be

Not a working motto, even if it would fit, but a quote from one of the most famous German poets: not everyone is aware that Friedrich Schiller's career began at the National Theater in Mannheim. The drama "Die Räuber" ("Robbers"), from which the phrase is taken, premiered here in 1782.

The linguistic highlights of Friedrich Schiller are in sharp contrast to the names of local specialties: "Mannemer Dreck" (Dirt) and the alcoholic drink "Mannheimer Hafenwasser" (Harborwater) exude a rather questionable culinary appeal for those unfamiliar with the place. "Mannemer Dreck" is a sweet specialty in the form of a 'heap'. It actually doesn't sound very tasty at first, but together with 'Mannheimer Hafenwasser', a clear schnapps, it is apparently not bad at all," laughs Ralph Kirstätter.

Another special feature of Mannheim also needs further explanation. This city is known as the 'city of squares'. "The original city center, i.e. downtown Mannheim, does not have street names, but is divided into a total of 144 squares. So, if you live in one of the square blocks, your address might be 'U2, 2-4,' like that of our local vocational training school, for example." It all goes back to the city's founding in 1606, Kirstätter says, when this checkerboard



Above left: Reiss-Engelhorn museum, above right: Convention Center "Rosengarten"

Comapy

building in

Mannheim

Senior Team

Manager Ralph



Palace square

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pattern was planned. And - another surprise - that planning later served as a model for New York's Manhattan district, he explains. "The fact that a Palatine elector and a Dutch architect were responsible for this planning should not serve as an excuse when sometimes even a Mannheim resident gets lost in the city despite supposedly logical rules."

Innovationhub Mannheim

22 employees, including three trainees, work at the Mannheim site in work preparation, warehouse, quality assurance and domestic sales. The regional warehouse for welded stainless steel pipes and fittings as well as stainless steel bends and flanges is designed to meet the needs of the chemical industry. This site in Baden-Württemberg's second-largest city after Stuttgart has long been home to innovation: Karl Drais, for example, invented the original bicycle, the draisine, in 1817. In 1880, Werner von Siemens presented the world's first electric elevator in Mannheim. In 1886, Carl Benz patented his motor car, which is considered the birth of automobiles with an internal combustion engine. After World War I, Heinrich Lanz AG introduced the Bulldog, the most successful heavy oil tractor in the world. These indestructible machines - nowadays marketed under the John Deere brand – still chug across the fields today.



Friedrichsplatz with water tower

Of course, a few leisure tips from Ralph Kirstätter are called for: "Beside the VfR Mannheim soccer team other sports highlights include ice hockey, handball and hockey premier league teams. The city is located on the scenic Rhine and Neckar rivers, there are beautiful parks and national nature reserves. Next year, Mannheim will also be hosting the Federal Garden Show 2023." In addition, theaters, museums, the Baroque castle along with the water tower

"There's a very active nightlife with clubs and concerts. Musically, scape in Mannheim is as diverse as its people.

Text: Gabriele Wiesenhavern

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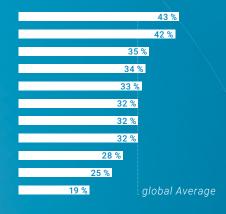
in a beautiful Art Nouveau complex are further cultural highlights. Mannheim is considered the secret capital with its Musikhochschule and the Popakademie." So it's clear to see, the cultural land-

RANSOMWARE

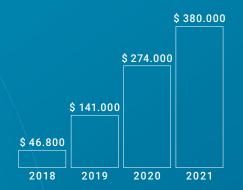
NUMBERS AND FACTS IN INTERNATIONAL COMPARISON

PERCENT OF INDUSTRIES THAT PAID TO RETRIEVE DATA

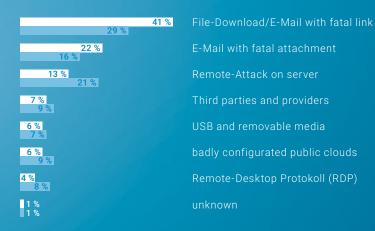
Energy, oil/gas & utilities
Local government
Education
Healthcare
IT, technology & telecoms
Business & professional services
Other
Retail
Construction & property
Financial services
Manufacturing & production



AVERAGE COST OF RANSOMWARE-CAUSED DOWNTIME PER INCIDENT



HOW RANSOMWARE ENTERS COMPANIES



DATA RETRIVAL



REPORTED RANSOMWARE ATTACKS IN 2021

