VIDEO SURVEILLANCE

ACCESS CONTROL

PERIMETER SECURITY

LABOUR PROTECTION, PERSONAL PROTECTIVE EQUIPMENT

FIRE PROTECTION

ALARM AND WARNING

BUILDING AUTOMATION

INFORMATION SECURITY

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Moscow

16–18 APRIL 2024

MOSCOW, CROCUS EXPO

29TH INTERNATIONAL EXHIBITION OF SECURITY AND FIRE PROTECTION EQUIPMENT AND PRODUCTS

SECTION "INFORMATION SECURITY" AT SECURIKA MOSCOW 2024

CYBER SECURITY

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DATA PROTECTION

RUSSIAN INFORMATION SECURITY MARKET

Based on the results of 2022, the cyber security market of the Russian Federation is estimated at RUB 193.3 billion, the increase in the total cyber security market (products and services) compared to 2021 was slightly under 4%

Against the backdrop of geopolitical events in 2022 and the introduction of sanctions, almost all significant foreign vendors have left the Russian market. However, despite the rapid departure, there are a number of remaining foreign vendors in the market, and they continue their presence in many segments. According to the Ministry of Digital Development, as of the end of June 2023, the Russian market for information security products is dominated by indigenous solutions, which share is 90%. The remaining 10% of non-substituted domestically cyber security products include security tools in cloud services, as well as high-load intelligent firewalls, which in Russia do not yet have such powerful characteristics in comparison with the Western ones.

Share of Russian and foreign security equipment vendors

2023 (as of the end of June)

| 90% | 10% |

2022

| 70% | 30% |

2021

| 61% | 39% |

- Russian
- Foreign

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CONTINUED DEMAND FOR INFORMATION SECURITY PRODUCTS FROM FOREIGN VENDORS

New domestic solutions often lack functionality at first. To replace the functionality of one foreign solution, several domestic ones are used

Unreadiness of some Russian developments for industrial loads. This is due to the fact that Russian vendors previously neither had access to the infrastructure of large customers, nor set out to adapt their solutions to high loads

There are areas in which Russia lags behind. In particular, the narrow niche of next-generation firewalls (NGFW). Major customers traditionally spend a lot of money on such solutions, as this is an important element of the IT infrastructure

Limitations associated with the availability of hardware platforms (processors and other system elements) and the predictability of their delivery times. If for Western companies the delivery time for microelectronic components is limited to roughly two months, then for Russian companies it is up to six months or more

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CHINESE INFORMATION SECURITY TOOLS GAIN POPULARITY IN THE RUSSIAN FEDERATION

Due to the departure of the largest Western providers of cyber security solutions, the demand for Chinese solutions has increased among Russian companies.

Chinese solutions in which Russian companies are most interested:

70%
look for firewalls

47%
need intrusion
prevention systems (IPS)

16%
consider monitoring
systems
and security scanners

The current strengthening of relations between the countries should have a positive impact on the penetration of Chinese technologies into the Russian IT sector.
Having a FSTEC certificate will allow Chinese companies to work with the public sector and subjects of critical information infrastructure (CII). It is not prohibited to certify products from a friendly country. The requirements will be the same as for Russian products, i.e. design documentation in Russian and source codes. If Chinese solutions pass the examination, they may be certified.

It is expected that in 2026 the share of foreign vendors in the domestic market will settle down at **5%**. Due to interest in Chinese solutions, their share may increase to **8%**.

According to K2Tech integrator, which surveyed 120 companies in the key sectors of economy:

before 2022
5%
of respondents
used Chinese information security solutions

now
60%
of respondents
plan to use them to replace products from departed Western vendors (Cisco, Palo Alto, etc). Sangfor and Eltex are already "known" on the market

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SECURIKA MOSCOW – FIND INFORMATION SECURITY CUSTOMERS AT THE LARGEST EXHIBITION OF SECURITY PRODUCTS IN RUSSIA

Participation in Securika Moscow is an excellent opportunity to get to know the Russian market of security and fire safety equipment and technologies and find new clients and partners among consumers of information security products - both exhibitors and visitors to the exhibition.

222
exhibitors
from Russia
and 7 countries

19 555
industry
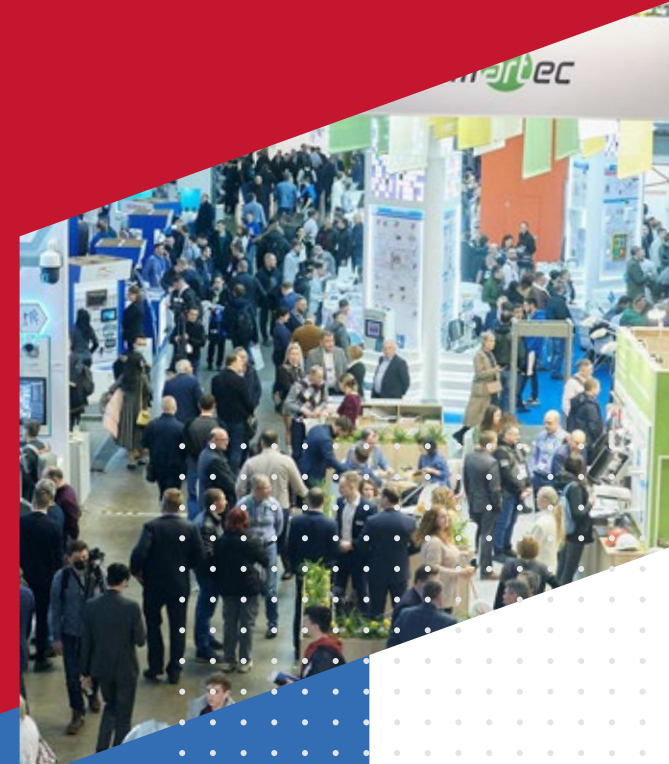specialists

27
countries

79
regions
of Russia

Every year, the exhibition is visited by heads of the largest Russian and foreign companies, business owners, security directors, and representatives of end customers from various industries

4620
visitors

are interested in information security products and services
(based on the results of 2023)

Among the exhibitors are manufacturers and suppliers of video surveillance, access control systems, security alarm and notification systems, fire extinguishing equipment and perimeter security systems, who are also consumers of information security products and services and can become your clients and partners

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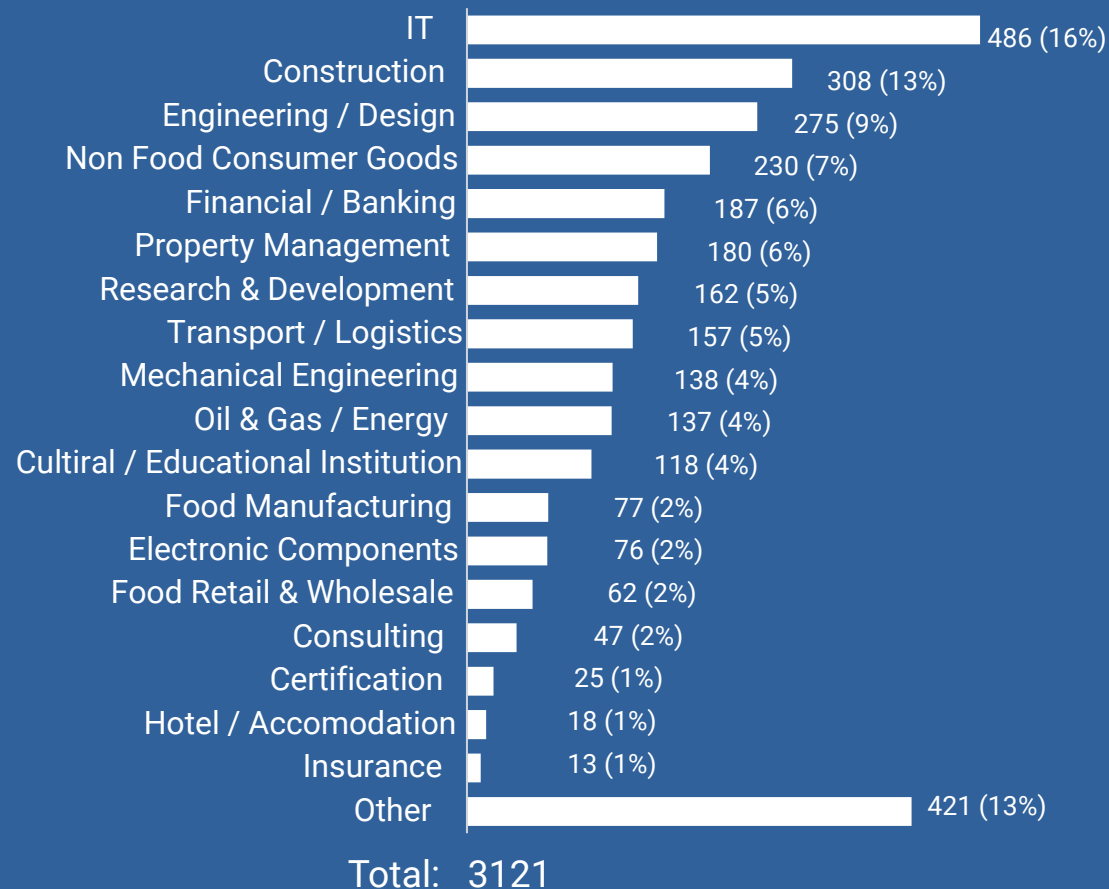Moscow

END USERS AT SECURIKA MOSCOW

Participation in Securika Moscow is an excellent opportunity to get to know the Russian market of security and fire safety equipment and technologies and find new clients and partners among consumers of information security products - both exhibitors and visitors to the exhibition.

8% have sole responsibility for purchasing decision in their companies

58% have joint responsibility for purchasing decision

32% of them considered company's annual purchasing budget to be more than 20 ml RUB

Among visitors: Moscow Metro (state unitary enterprise), RZD Russian Railways, Airports, Gazprom, Surgutneftegaz, Norilsk Nickel, ROSTELEKOM, KROK, MegaFon, MGTS, The Central Bank of Russian Federation, Gazprom Bank, Alfa Bank, Sberbank, X-5 Retail Group and many others.

Industry	Value
IT	486 (16%)
Construction	308 (13%)
Engineering / Design	275 (9%)
Non Food Consumer Goods	230 (7%)
Financial / Banking	187 (6%)
Property Management	180 (6%)
Research & Development	162 (5%)
Transport / Logistics	157 (5%)
Mechanical Engineering	138 (4%)
Oil & Gas / Energy	137 (4%)
Cultiral / Educational Institution	118 (4%)
Food Manufacturing	77 (2%)
Electronic Components	76 (2%)
Food Retail & Wholesale	62 (2%)
Consulting	47 (2%)
Certification	25 (1%)
Hotel / Accomodation	18 (1%)
Insurance	13 (1%)
Other	421 (13%)

Total: 3121

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LEARN THE PARTICIPATION CONDITIONS

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BY JOINING SECURIKA MOSCOW AS A PARTICIPANT, YOU WILL GET AN OPPORTUNITY TO:

Expand your sales geography Exhibition visitors come from 79 regions of Russia and 27 countries around the world. Securika Moscow is also visited by representatives of all countries that are members of the EAEU

Present equipment and technologies in the Information Security sector: application security, cloud security, personal data protection, data security, infrastructure protection, comprehensive risk management, network security equipment, information security services, consumer software, etc.

Meet thousands of the industry end customers. In addition to almost 20 000 thousand professionals, you will be able to negotiate with 4 242 end customers from various industries. An important fact: 34% of them estimate the annual volume of procurement in their companies at 20 million rubles or more.

Build business contacts directly with company leaders. 93% of specialists visiting the exhibition influence the decisions on product purchases, and 63% of them occupy management positions

Get specific feedback directly from consumers of information security products and services to refine and improve your offering in accordance with customer requirements

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ORGANISER