

| FAIR-MAM v3.1 CUSTOMER INPUT  | H1 Category Question Input       | H2 Category Question  | H2 Category Question Input | H3 Category Question | H3 Question Input Format |
|---|----------------------------------|---|----------------------------|----------------------|--------------------------|
| <b>Group Page</b>   |                                  |   |                            |                      |                          |
| Customer Name   | string                           |   |                            |                      |                          |
| Total Annual Revenue  | number (with comma) - not in \$M |   |                            |                      |                          |
| Total Employees (number of full-time and part-time employees including contractors, counted separately - not as full-time equivalents)  | number (with comma)              |   |                            |                      |                          |
| Industry Sector   | string                           |   |                            |                      |                          |
| NAICS Code (Industry sector)  | number                           |   |                            |                      |                          |
| Corporate Headquarters  | string                           |   |                            |                      |                          |
| <b>Financial Impact Questionnaire (FIQ)</b>   |                                  |   |                            |                      |                          |
| <b>Group Categorization</b>   |                                  |   |                            |                      |                          |
| Group (select one)  | select an option                 |   |                            |                      |                          |
|   |                                  | Enterprise  | string                     |                      |                          |
|   |                                  | Non-Enterprise Group  | string                     |                      |                          |
|   |                                  | Entity-3P   | string                     |                      |                          |
| <b>Revenue</b>  |                                  |   |                            |                      |                          |
| <b>Income Statement</b>   |                                  |   |                            |                      |                          |
| What percent of total Annual Revenue comes from Delayed Revenue?  | percent                          |   |                            |                      |                          |
| What is your Gross Profit Margin as a percent of Revenue?   | percent                          |   |                            |                      |                          |
| What is your Gross Profit Margin as a percent of Revenue from DDoS targeted services only?  | percent                          |   |                            |                      |                          |
| <b>Business Resources</b>   |                                  |   |                            |                      |                          |
| <b>Personally Identifiable Data</b>   |                                  |   |                            |                      |                          |
| What is the approximate number of unique recordholders for whom Sensitive Personal Data is stored or archived?  | number (with comma)              |   |                            |                      |                          |
| Do you process PCI transactions for PCI DSS members?  | Boolean                          |   |                            |                      |                          |
|   |                                  | If yes, how many PCI transactions do you process annually for PCI DSS members?                    | number (with comma)        |                      |                          |
|   |                                  | For how many unique record holders do you store or archive PCI data processed by PCI DSS members? | number (with comma)        |                      |                          |
| If Sensitive Personal Data is stolen, is only PCI data processed by PCI DSS members stolen?   | Boolean                          |   |                            |                      |                          |
| How many of the total unique record holders of Sensitive Personal Data would you notify if their records were compromised?  | number (with comma)              |   |                            |                      |                          |
|   |                                  | What percentage of unique recordholders will require notification by postal service?              | percent                    |                      |                          |
| How many of the total unique record holders of Sensitive Personal Data would be offered credit monitoring and ID protection if their records were compromised?                        | number (with comma)              |   |                            |                      |                          |
| How many of the total unique record holders for whom Sensitive Personal Data is stored or archived could participate in a class action legal challenge if their data was compromised? | number (with comma)              |   |                            |                      |                          |
| Would customer retention decrease if Sensitive Personal Data was compromised?   | Boolean                          |   |                            |                      |                          |
|   |                                  | If yes, how many annual retail customers do you have?   | number (with comma)        |                      |                          |
|   |                                  | If yes, what is your annual revenue per retail customer?  | currency                   |                      |                          |
|   |                                  | If yes, what is your total Sensitive Personal Data B2B contract revenue?                          | currency                   |                      |                          |
| <b>Proprietary Data</b>   |                                  |   |                            |                      |                          |
| What is the estimated total discounted Future Net Revenue to be generated by IP & Trade Secrets Data in the next 5 years?   | currency                         |   |                            |                      |                          |
| What is your monetary share of the estimated total discounted Future Net Revenue to be generated by Co-Owned Proprietary Data in the next 5 years?                                    | currency                         |   |                            |                      |                          |

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|  |                            | Are there contractual penalties for the theft or accidental loss of Co-Owned Proprietary Data?   | Boolean                    |  |                          |
|  |                            |  |                            | If yes, what is the total cost of the penalties for the theft or accidental loss of Co-Owned Proprietary Data? | currency                 |
|  |                            |  |                            | If no, what percent of Co-Owned Proprietary Data is owned by one or more Third Parties?                        | percent                  |
| <b>Business Processes</b>  |                            |  |                            |  |                          |
| What is the total annual revenue from Business Processes impacting Third Party's revenue?  | currency                   |  |                            |  |                          |
|  |                            | Are there contractual penalties for revenue interruption from one or more Business Processes Impacting Third Party Revenue?  | Boolean                    |  |                          |
|  |                            | If yes, what is the total cost of the penalties for revenue interruption of one or more Business Processes impacting Third Party Revenue?                                | currency                   |  |                          |
|  |                            |  |                            |  |                          |
|  |                            |  |                            |  |                          |
| Do you incur cloud compute resource abuse due to cryptomining?   | Boolean                    |  |                            |  |                          |
|  |                            | If yes, how many total 'units' of cloud computing do you have under contract?  | number (with comma)        |  |                          |
|  |                            | If yes, what is your contractual cost per 'unit' for cloud computing?  | currency                   |  |                          |
| Do you incur hardware compute resource abuse due to cryptomining?  | Boolean                    |  |                            |  |                          |
|  |                            | If yes, how many servers are subject to compute resource abuse by cryptominers?  | number (with comma)        |  |                          |
| <b>Cash</b>  |                            |  |                            |  |                          |
| What is the total value of Cash and Equivalents accounts you manage that are owned by customers?                                       | number (with comma)        |  |                            |  |                          |
|  |                            | What is the total number of customer account holders that would require breach notification if Cash and Equivalents were stolen from their accounts?                     | number (with comma)        |  |                          |
|  |                            | What is the total number of customer account holders that would be offered credit monitoring and ID protection after Cash & Equivalents were stolen from their accounts? | number (with comma)        |  |                          |
|  |                            | Are there contractual penalties requiring customers to be compensated if Cash and Equivalents you are managing for them are stolen from your network?                    | Boolean                    |  |                          |
| What is the total value of internal (company-owned) Cash and Equivalents accounts that could be accessed by attackers on your network? | currency                   |  |                            |  |                          |
| Do you pay vendors by wire transfer that could be vulnerable to a social engineering BEC (Business Email Compromise) attack?           | Boolean                    |  |                            |  |                          |

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|  |                            | If yes, what is your wire transfer threshold amount that triggers additional validation and authorization? | currency                   |                      |                          |
| <b>LIABILITY</b>   |                            |  |                            |                      |                          |
| Is your business at risk of legal liability related to media content?                                | Boolean                    |  |                            |                      |                          |
| <b>IT Assets (Attack Surface)</b>  |                            |  |                            |                      |                          |
| How many servers are in this group?  | number (with comma)        |  |                            |                      |                          |
| How many computers/laptops are in this group?  | number (with comma)        |  |                            |                      |                          |
| <b>Questions - Regulation</b>  |                            |  |                            |                      |                          |
| Are you regulated by HSS OCR for HIPAA compliance?   | Boolean                    |  |                            |                      |                          |
| Are you a publicly traded company in the US?   | Boolean                    |  |                            |                      |                          |
| Are you regulated by the NYDFS?  | Boolean                    |  |                            |                      |                          |
| Are you subject to GDPR in Europe?   | Boolean                    |  |                            |                      |                          |
| Are you subject to The Digital Personal Data Protection Bill in India?                               | Boolean                    |  |                            |                      |                          |
| Are you subject to the Office of the Australian Information Commissioner (OAIC)?                     | Boolean                    |  |                            |                      |                          |
| <b>Impact Controls</b>   |                            |  |                            |                      |                          |
| Would you pay a Ransom even if you have data backup that is offsite or is immutable if it is onsite? | Boolean                    |  |                            |                      |                          |