Infopercept | INVINSENSE

The State of Threat Exposure Management: India CISO Survey Report

(Jan–June 2025)

A Survey of 500 CISOs from Large Enterprises across India

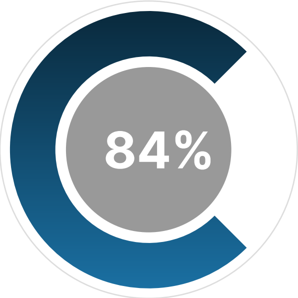
Executive Summary

Between January and June 2025, Infopercept surveyed 500 Chief Information Security Officers (CISOs) from large enterprises across India to understand the maturity, challenges, and priorities in Threat Exposure Management (TEM). The findings paint a stark picture: CISOs are overwhelmed by volume, underwhelmed by current tooling, and increasingly concerned about aligning security decisions with business imperatives.

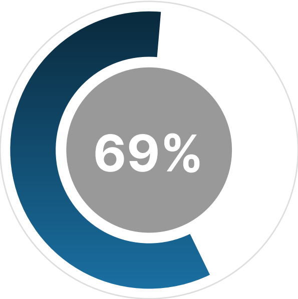
From the unchecked growth of exposures to ownership gaps in remediation, from the influx of Gen Z into the workforce to the limited value of risk scoring without validation—CISOs are sounding the alarm. This report distills their concerns and aspirations into data-driven insights for 2025–26.

Key Findings

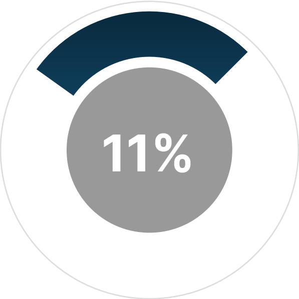
1. Visibility Gaps: CISOs Can’t Manage What They Can’t See



1. **84%** of CISOs reported they **do not have complete visibility into all types of exposures,** including:
   - Vulnerabilities
   - Misconfigurations
   - Human-related risks
   - Unauthorized or counterfeit assets

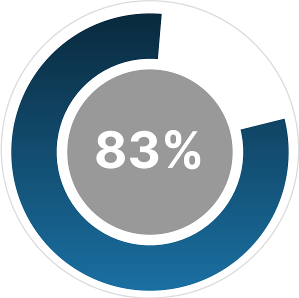


2. **69%** rely on multiple disconnected tools to get partial views of different exposure types.

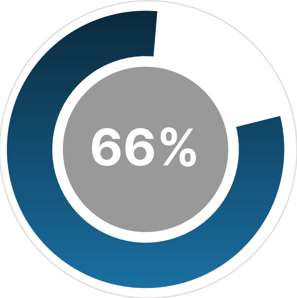


3. **Only 11%** claimed to have a **unified inventory and risk visibility platform.**

2. Known Exposures Are Increasing Rapidly



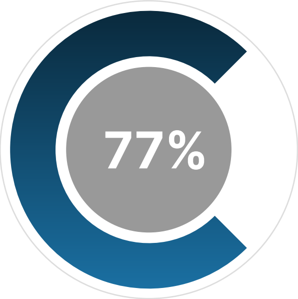
1. **83%** of CISOs reported a sharp increase in known exposures over the past year.



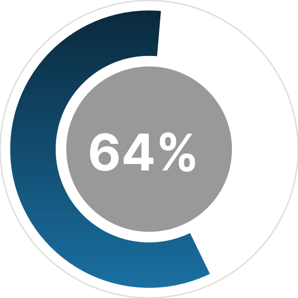
2. **66%** said they are unable to act on time for more than half of the exposures detected by tools.

The rise is largely attributed to expanded attack surfaces, continuous scanning, and compliance audits.

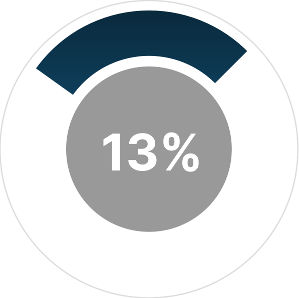
3. Remediation Responsibility Remains Unclear



1. **77%** of CISOs say that despite significant investment in cybersecurity tools, **there is no clear ownership of remediation** across their organization.

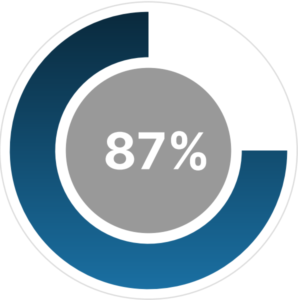


2. **64%** report delays because IT, **DevOps, and Business Application owners often push remediation responsibility back to security.**

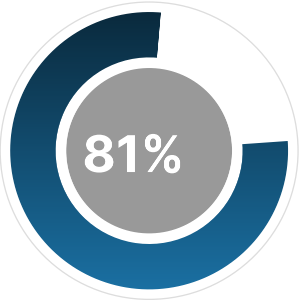


3. Only **13%** of CISOs feel their organization has a **defined workflow linking discovery, validation, and remediation.**

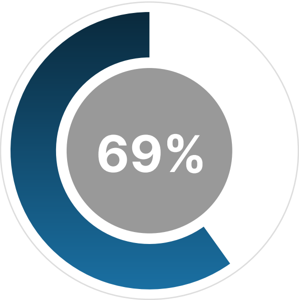
4. Custom Applications: High Risk, Low Remediation



1. **87%** of CISOs listed custom applications as their top exposure concern.

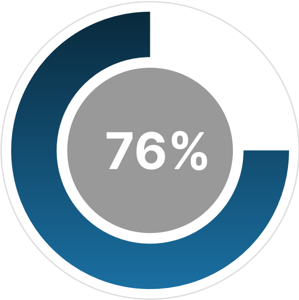


2. **81%** find remediation of custom app vulnerabilities slow and dependent on overburdened dev teams

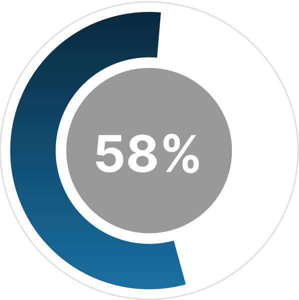


3. **69%** cite **poor translation of red team findings into actionable engineering changes.**

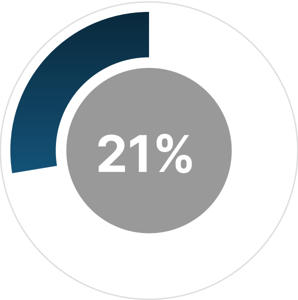
5. No Unified View Across Exposure Vectors



1. **76%** lack **a consolidated view of external, internal, and control exposures.**

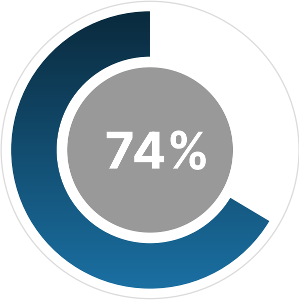


2. **58%** operate in siloed teams **with fragmented tools,** leading to poor risk correlation.

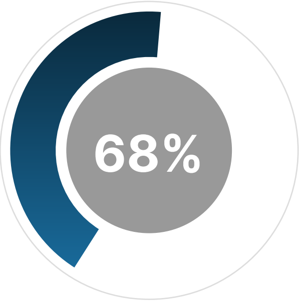


3. Only **21%** have an **integrated dashboard** for exposure visibility.

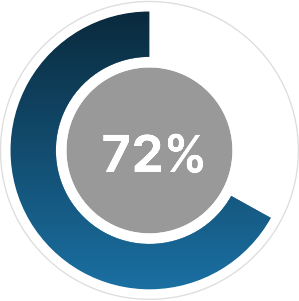
6. Scoring Alone Isn’t Enough



1. **74%** say **risk scoring models (like CVSS) fail to reflect real-world urgency.**

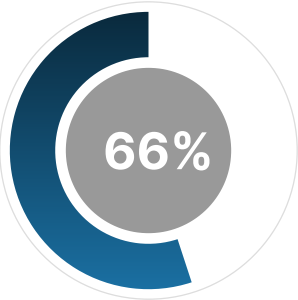


2. **68%** say **low-severity issues often create high-risk situations when viewed in business context.**

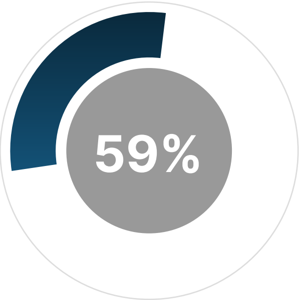


3. **72%** believe **exposure validation via adversary emulation, red teaming, or BAS should precede prioritization.**

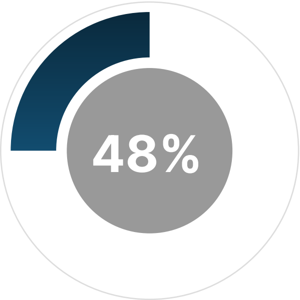
7. Security vs. Business: A Constant Tug-of-War



1. **66%** of CISOs say they **face resistance from business teams** when recommending exposure remediation.

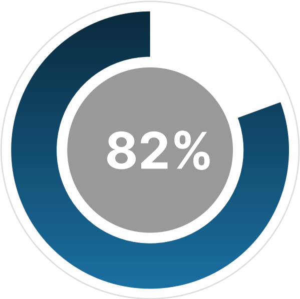


2. **59%** have had to **delay security controls or remediation due to business availability concerns.**

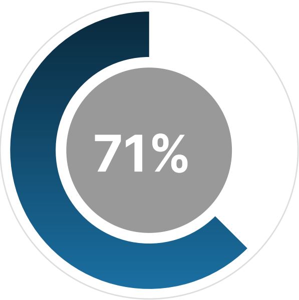


3. **48%** say **business risk tolerance often overrides technical risk severity,** creating long-term exposure.

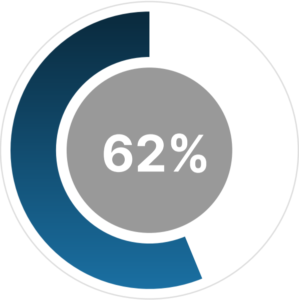
8. Remediation is the Bottleneck



1. **82%** say **remediation is the most delayed phase** in the TEM lifecycle.

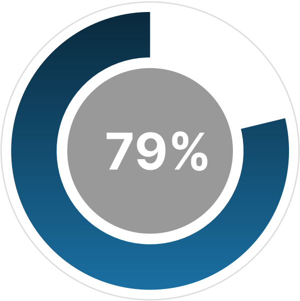


2. **71%** cite **lack of integration between security findings and IT workflows.**

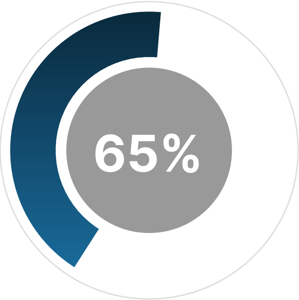


3. **62%** say **remediation processes are still largely manual, lacking automation or feedback loops.**

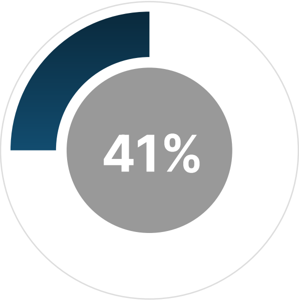
9. Business Context Is the Missing Link



1. **79%** want **TEM platforms to map exposures to business impact, not just technical risk.**

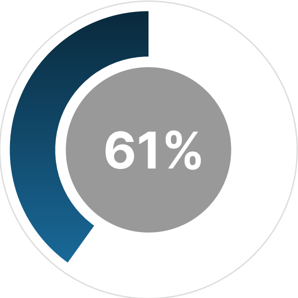


2. **65%** lack clarity on **which exposures affect revenue-critical processes.**

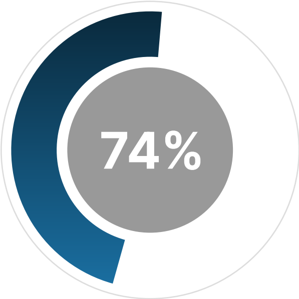


3. **41% say risk perception mismatch with business teams delays risk response.**

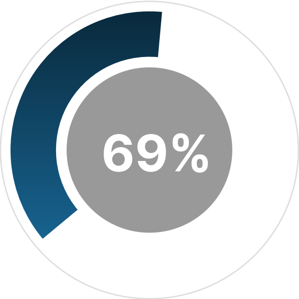
10. Gen Z: The New Exposure in Human Risk



1. **61%** of CISOs believe **that Gen Z users bring unique exposure challenges** due to lifestyle and digital behavior.

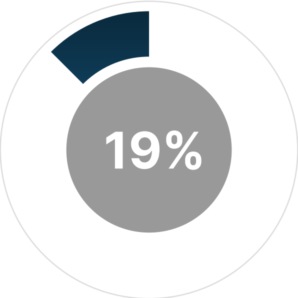


2. **74%** say **traditional security awareness programs are ineffective for younger employees.**

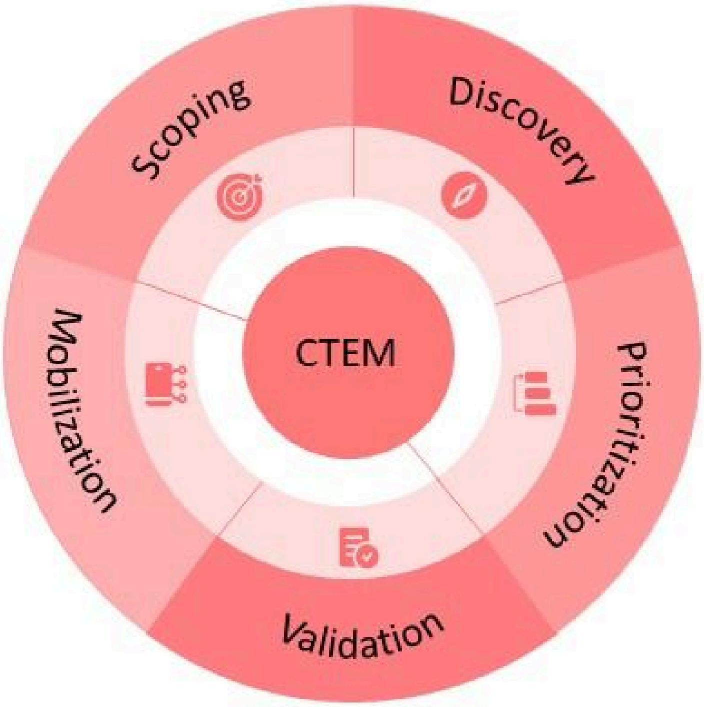


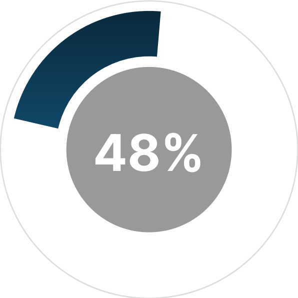
3. **69%** demand **new formats of training** aligned to **short attention spans, gamified learning, and mobile-first content.**

11. CTEM Adoption Is Still Nascent

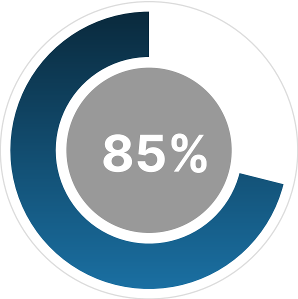


1. **19%** have a **mature Continuous Threat Exposure Management (CTEM) program.**

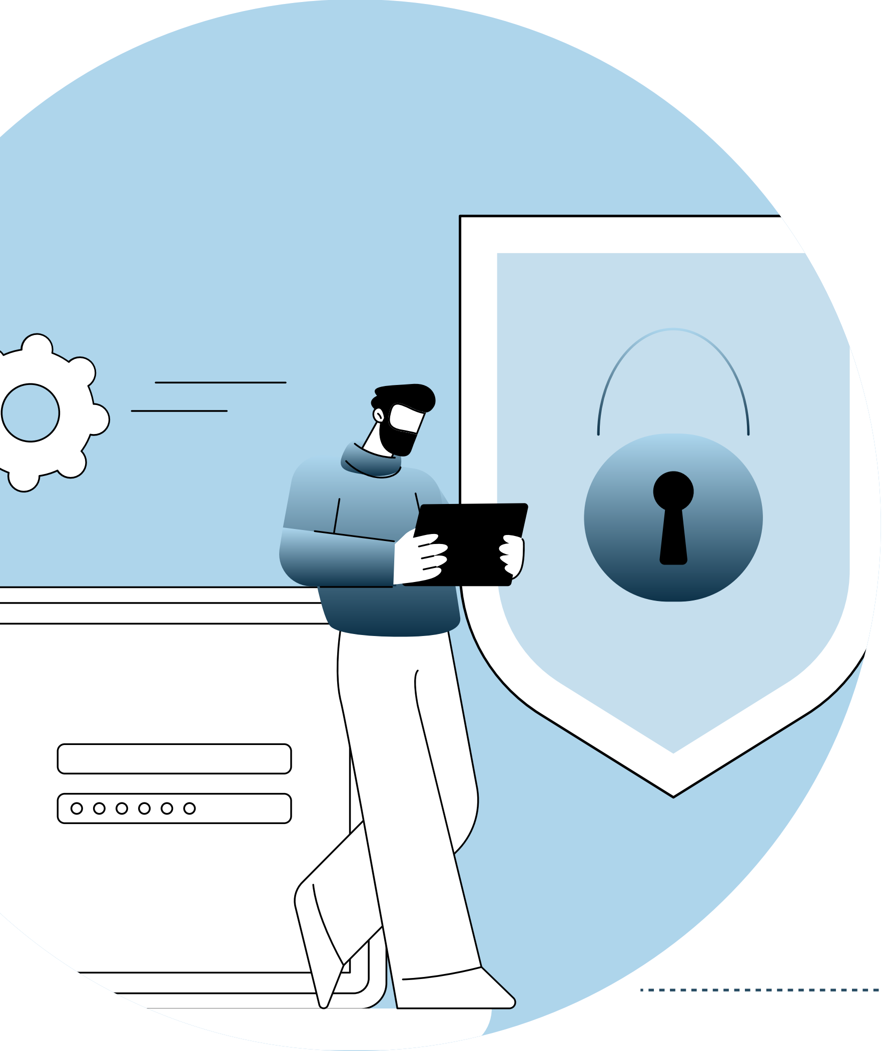




2. **48%** are in **early adoption or pilot phases.**



3. **85%** agree that **CTEM will be central to security maturity by 2026.**

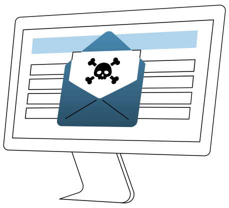


Top 7 Exposure Management Priorities for Indian CISOs in 2025–26

1. Remediation of Custom Application Exposures

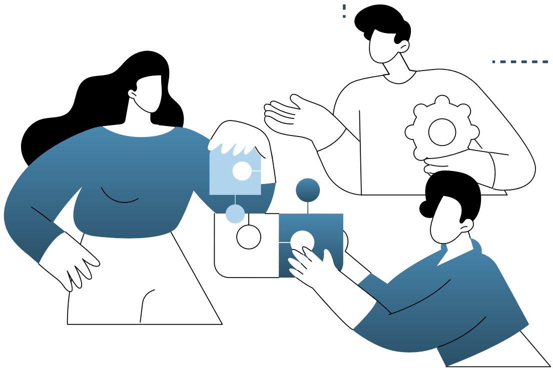
2. Unified View of All Exposure Types (External, Internal, Controls)

3. Clear Ownership of Remediation Across Teams



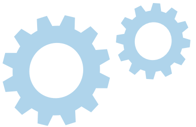
4. Business-Context-Driven Risk Prioritization

5. Gen Z–Focused Cybersecurity Awareness & Training



6. Validation of Exposure Severity via Red/Purple Teaming

7. Platform-Based CTEM Implementation



Survey Methodology

Sample Size:

500 CISOs

Industry Sectors:

BFSI, Healthcare, Manufacturing, Telecom, Technology, Energy, Public Sector

Enterprise Size:

Organizations with ≥1,000 employees

Method:

Mixed-method (online + telephonic interviews)

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