

# CYBEROO

SECURE SOUL



«The information security market will grow at an annual rate of 11.2% until 2025, reaching a global value of about \$233 billion.»

«By 2025, 60% of all organizations (vs. the current 30%) will make active use of the threat disruption and containment functions provided directly by their MDR providers.»

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GARTNER



**«We have a well-oiled organization that is running fast thanks to our widespread commitment to and investments in innovation and in our organization over the years. Our path forward has been clearly set and confirmed to be valid.»**

FABIO LEONARDI – CEO DI CYBEROO



# CYBEROO IS THE FIRST AND ONLY ITALIAN COMPANY NAMED «REPRESENTATIVE VENDOR» IN THE 2021 AND 2023 «GARTNER MARKET GUIDE FOR MDR SERVICES»

*Scansiona il QR Code per scaricare la «Market Guide for  
Managed Detection & Response Services 2023» di Gartner:*



FOR GARTNER CYBEROO IS AMONG  
THE TOP 12 EUROPEAN COMPANIES  
AND 50 WORLDWIDE SPECIALIZED IN  
THE MDR SERVICES MARKET.



# I-SOC AMONG EUROPE AND ONE TOP-CLASS SERVER FARM

**1** Datacenter STACK Infrastructure  
Milan

**25+** Cyber Security Specialist 3° L-IR & PM & Dev  
Reggio Emilia

**50+** Cyber Security Specialist 1° L & Dev  
Ternopil



I-SOC IS THE HEART OF OUR OPERATIONS.  
THIS IS THE PLACE WHERE PEOPLE AND TECHNOLOGY COME  
TOGETHER TO DEFEND COMPANIES ALL DAY, EVERYDAY - 24/7.

# I-SOC

## 0 LEVEL

### ARTIFICIAL INTELLIGENCE

It receives and manages a remarkable quantity of alerts generated by the security systems.

**Its job is to screen the false positives from the real alarms,** in this way exponentially increasing the other level effectiveness.

## 1<sup>st</sup> LEVEL

### CYBER SECURITY ANALYST

Active analysts H24.

Specialists in analysis.

## 2<sup>nd</sup> LEVEL

### CYBER SECURITY SPECIALIST

Vertical specialists of the individual solutions.

They support analysts in case they need specialized product investigations.

## 3<sup>rd</sup> LEVEL

### EXPERT CYBER SECURITY SPECIALIST

Extremely specialized personnel who are vertical in investigation and Incident Response activities.



# CONTINUOUS IMPROVEMENTS AND STEADY INVESTMENTS IN R&D

In 2022 we completed the development of Cypeer and CSI.

 **CYPEER**

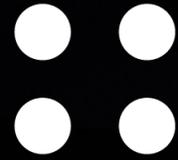
 **CSI**

 **CY** PURE

 **CY** SONIC

SUPPLY  
SCANNER





CYBEROO

DOCETZ



RISK  
ASSESSMENT



CYBER SECURITY  
ADVISORY  
& vCISO



INCIDENT  
RESPONSE



VULNERABILITY  
ASSESSMENT &  
PENETRATION  
TEST



A dark, top-down view of a desk. In the upper left, a pair of round glasses with thin frames lies on the surface. To the right, a black pen rests on a lined notebook. In the lower right, a smartphone is visible, its screen dark. The overall aesthetic is professional and minimalist.

**THE CYBEROO BLOG IS  
THE REFERENCE POINT  
FOR THE CYBER  
SECURITY COMMUNITY.**



# CYBEROO HAS SIGNED IMPORTANT PARTNERSHIP AGREEMENTS ALL OVER THE COUNTRY

1 DISTRIBUTION AGREEMENT

61 PARTNERSHIP AGREEMENTS



# CYBEROO SALES NETWORK

CYBEROO, thanks to an effective and performing sales network, oversees the **entire Italian territory** through activities in order to qualify new opportunities within prospect companies.

**1** Commercial & Channel Director

**1** Head of Business Developer

**12** Key Account Manager

**3** Partner Account Manager

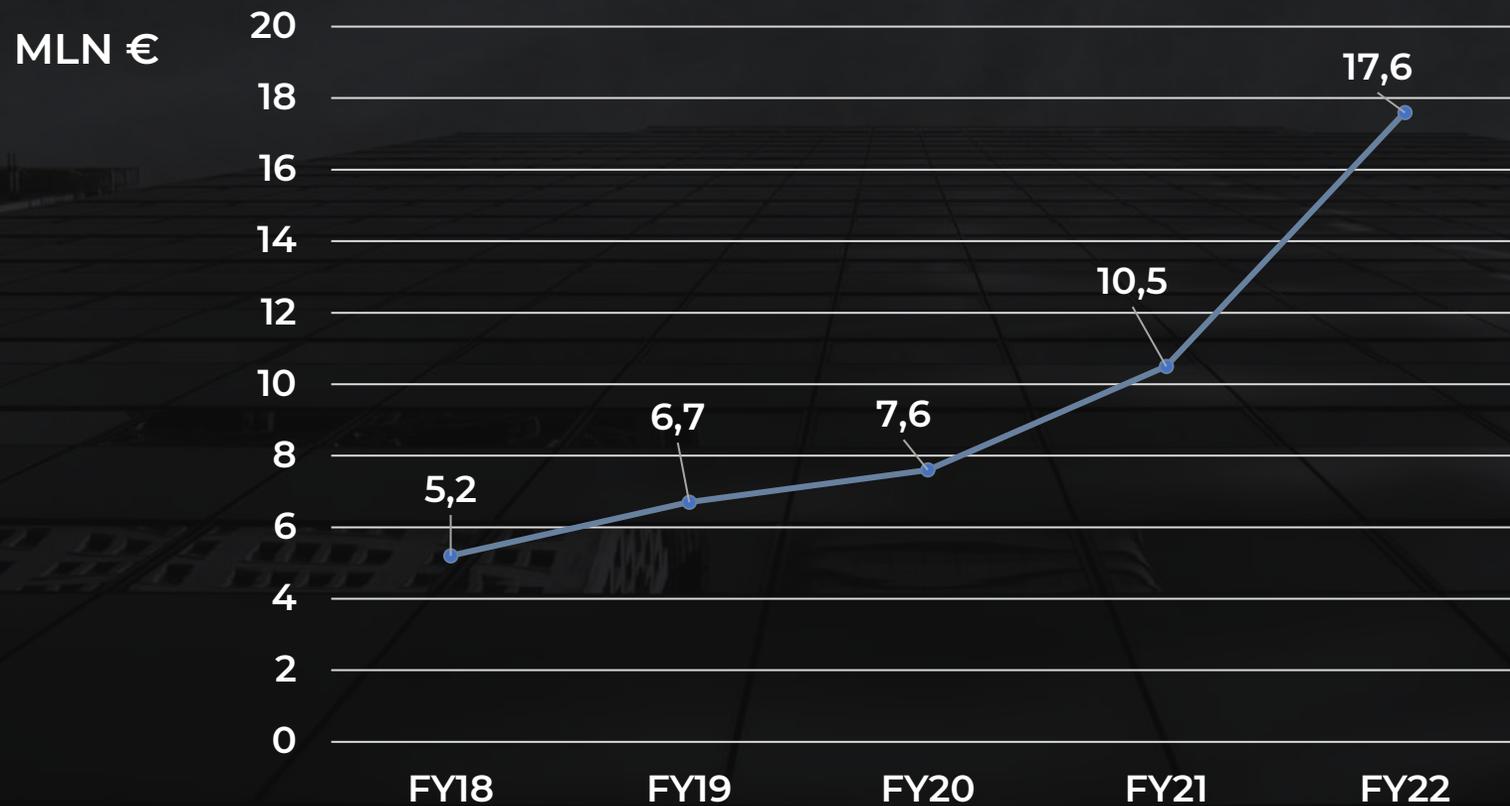
**5** Business Developer Manager



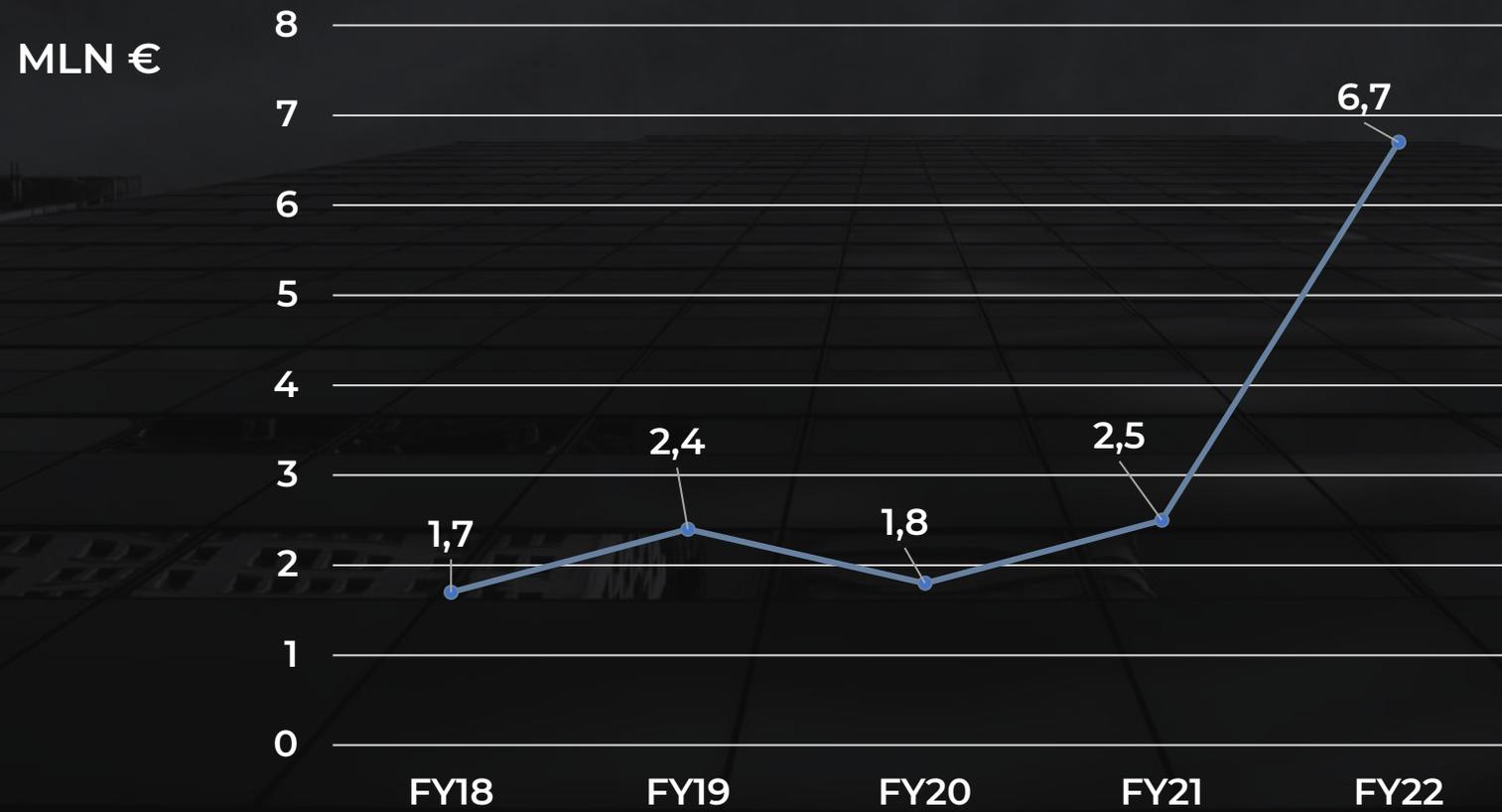
**MANY COMPANIES  
CHOOSE US**



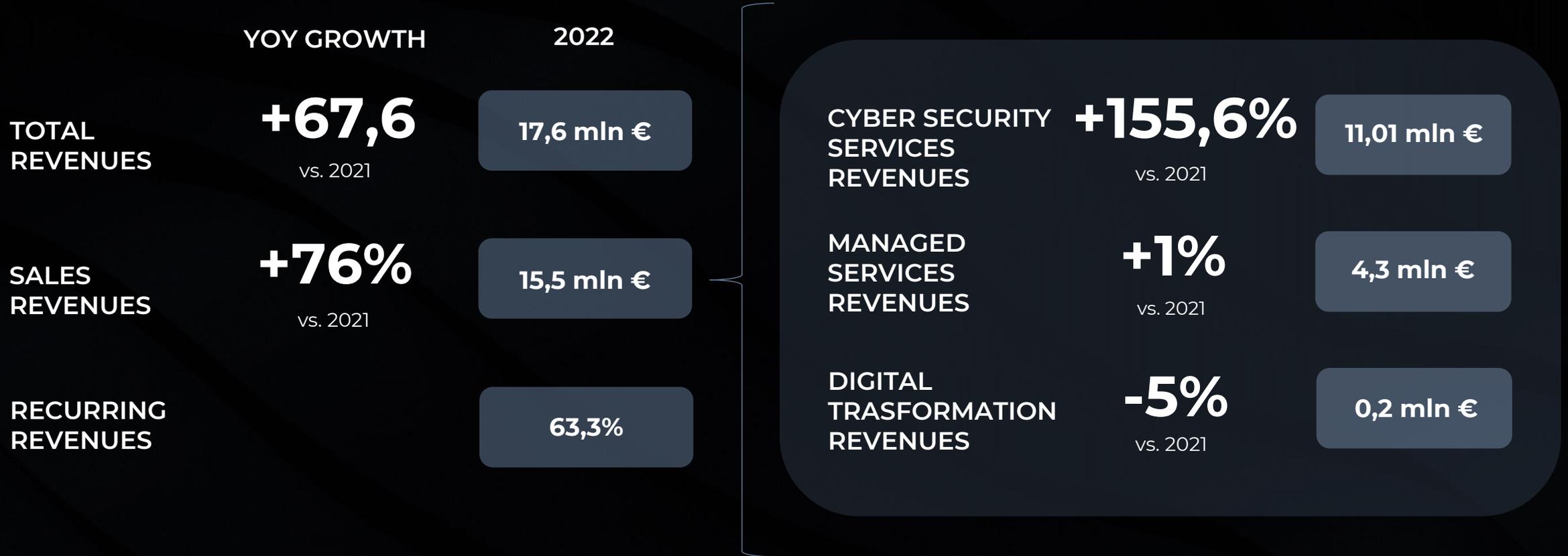
# HIGHLIGHTS: SALES 2018 – 2022



# HIGHLIGHTS: EBITDA 2018 – 2022



# CYBEROO SALES & REVENUES 2022



# CYBEROO HIGHLIGHTS 2022

2022

TOTAL  
REVENUES

17,6 mln €

EBITDA

6,7 mln €

EBITDA MARGIN

+38%

NET PROFIT

2,8 mln €

NFP (CASH)

- 1,9 mln €



**APRIL 2023:  
RELEASE OF THE  
SUSTAINABILITY  
REPORT.**



**«We are on the right path to growth, and investors are recognizing that, so we will continue moving fast. The outlook for 2023, and for the years to come, is for continued rapid growth.»**

FABIO LEONARDI – CEO DI CYBEROO



# CONTACT US

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