

CYBEROO

SECURE SOUL



**We are Disruptive. We are Expert.
We are Trustworthy.**

WE ARE CYBEROO

*«We are committed to creating a strategy for protecting, monitoring and managing the immeasurable value of your Information.
We manage and simplify your complexity.»*



1st company in the Cybersecurity sector to be listed on the Italian Stock Exchange



1st and only Italian company named «representative vendor» in the «Gartner Market Guide for MDR Services» in 2021 and 2023 and included in the Gartner research «2022 Emerging Tech for MDR»



Certified Innovative SME



Over 200 new customers per year



5 offices across the EMEA region



Over 150 highly qualified employees



3 proprietary and certified technologies



CYB

EURONEXT

GROWTH

EXCELLENCE SINCE IPO'S FIRST DAY

On the 7th of October CYBEROO has been listed on the Euronext Growth Milan (ex AIM Italia) of Italian Stock Exchange with the biggest **oversubscription** since 2009



IPO Market Cap
€ 27 mln



Order record
€ 40 mln



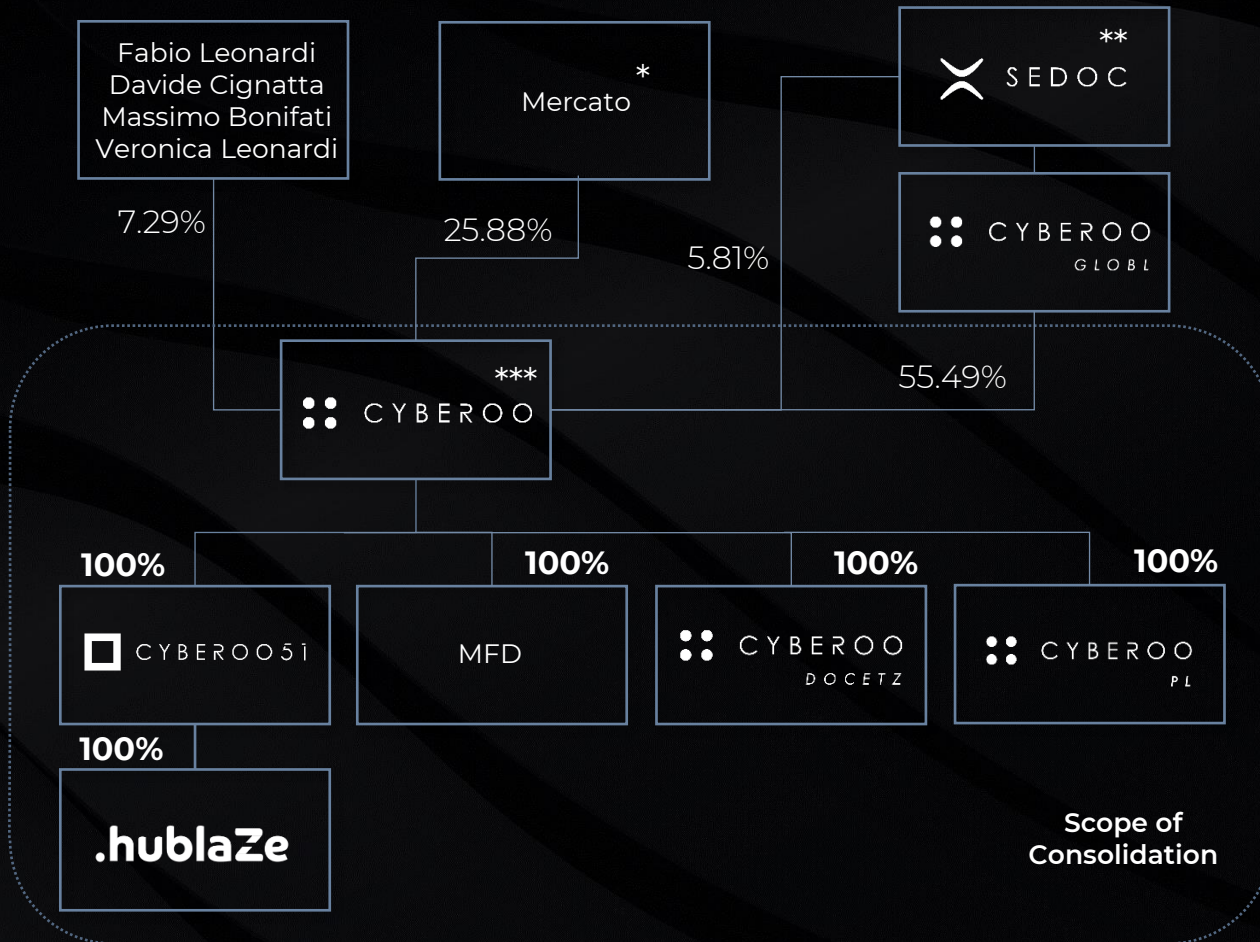
Final order
collection
€ 7 mln



Stock trade on 1st
day of listing:
over € 6 mln

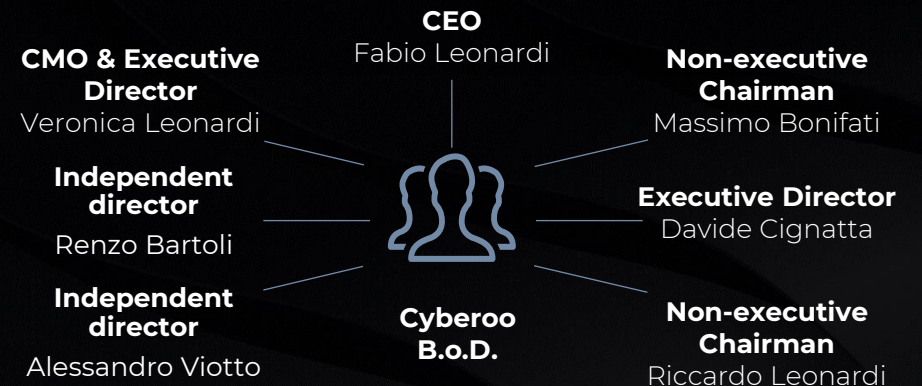


SHAREHOLDERS AND BOARD



SEDOC Digital Group offers consultancy, services and products in the Information Technology industry.

- 50 years of experience
- Over 150 resources
- Over 1.500 clients
- Over 30.000 managed devices
- Ranked #1 Technology Company in Italy



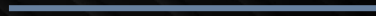
* Anthilia Capital Partners Sgr S.p.A. holds 5.04% of CYBEROO

** SEDOC is owned 65% by Fabio Leonardi, 15% by Massimo Bonifati, 20% by Davide Cignatta

*** CYBEROO holds 0.49% treasury shares

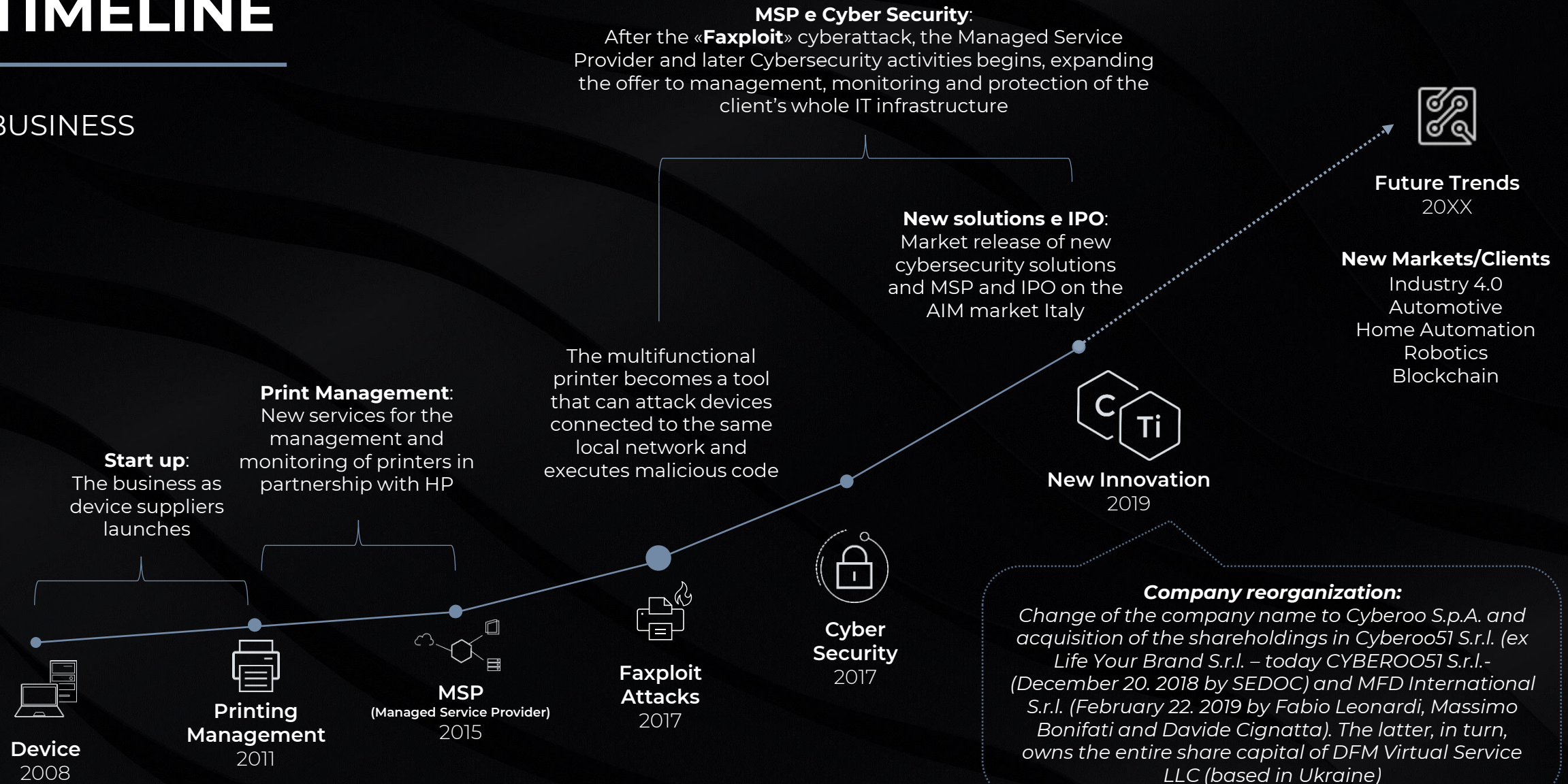


COMPANY



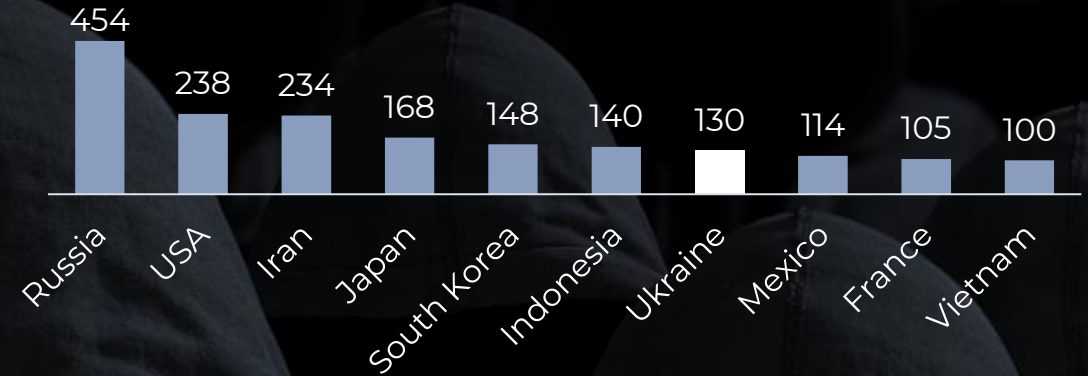
TIMELINE

BUSINESS



CYBEROO LAB

Ukraine is a technological center with a high potential and great availability of human resources, with first-class technical skills in the cybersecurity field.



Number of computer engineers (k) graduates per year

In 2016 the classification of the best IT developers was compiled, and in the cybersecurity sector this was the rank.

1	Ukraine
2	China
3	Switzerland
4	Czech Republic
5	Colombia



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

15+ Cyber Security Specialist 2° L

Warsaw



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.

1st LEVEL

CYBER SECURITY ANALYST

Active analysts H24.

Specialists in analysis.

2nd LEVEL

CYBER SECURITY SPECIALIST

Vertical specialists of the individual solutions.

They support analysts in case they need specialized product investigations.

3rd LEVEL

EXPERT CYBER SECURITY SPECIALIST

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



SERVICES

MARKET OPPORTUNITY

«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.»

GARTNER



CYBEROO IS AN MDR PROVIDER THAT FULLY MEETS ITS FUNDAMENTAL REQUIREMENTS



ADVANCED TECH

360-degree view



PEOPLE

Cyber Security Specialist



ALWAYS ON

24/7/365





**CYBER
SECURITY
SUITE**

**WE DON'T LEAVE ROOM FOR GRAY AREAS.
WE PROTECT YOU FROM INTERNAL AND EXTERNAL THREATS
WITH OUR MDR SERVICE**



CYPEER

Next Gen Intelligent Detection Platform

Manage your Internal Security

Cypeer Pure and Cypeer Sonic integrate and monitor all critical IT systems and services within your corporate ecosystem to protect you on all fronts.



CSI

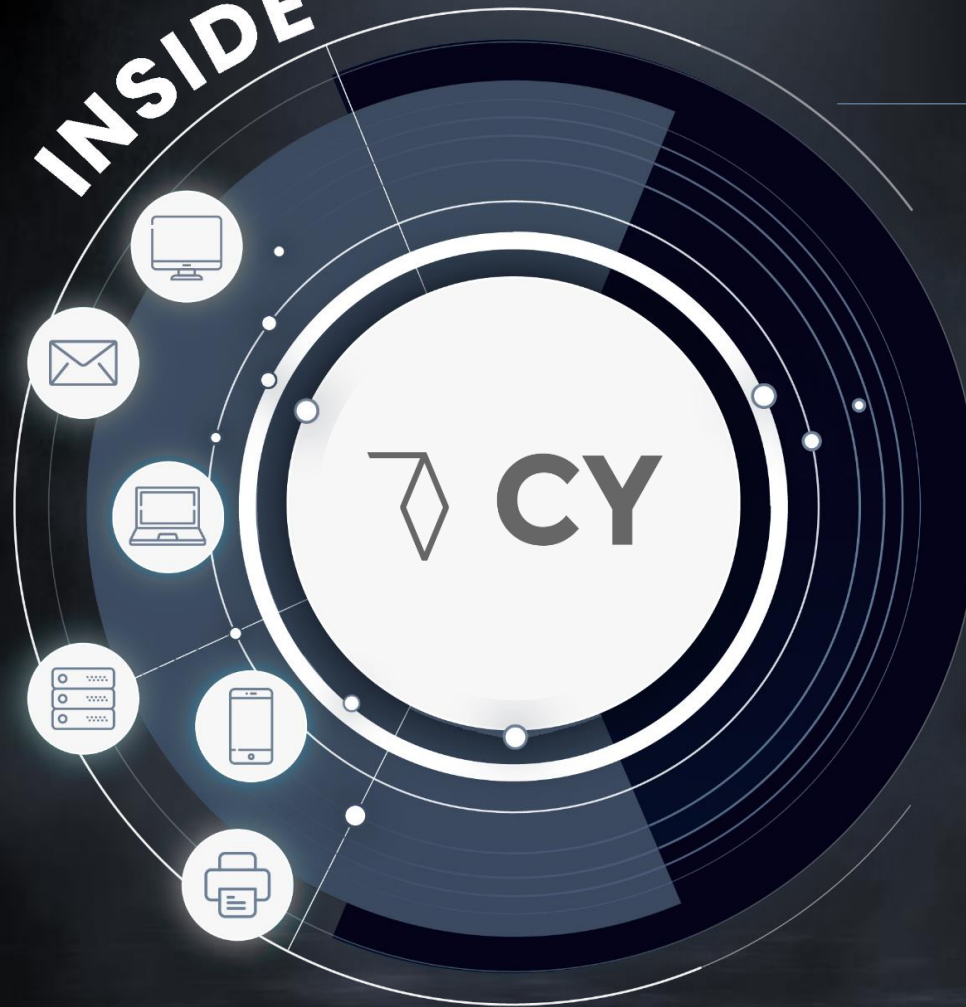
Cyber Threat Intelligence Solution

Protect from External Threats

Our ethical hackers scan the world of the Deep and Dark web undercover to identify possible threats and defend your borders.



INSIDE



DESCRIPTION

The service is based on a proprietary **Intelligent Detection Platform**, which collects and correlates all events and syslogs from existing security applications in the customer's IT ecosystem.

1

DETECTION

We integrate and monitor all data from the existing systems and services in your **company IT ecosystem**.

2

ANALYSIS

The CYBEROO I-SOC team analyzes data.

3

RESPONSE

In case of a threat, the customer receives an **alert**.

AUTOMATIC REMEDIATION

Depending on the chosen method: Cypeer Pure or Cypeer Sonic.



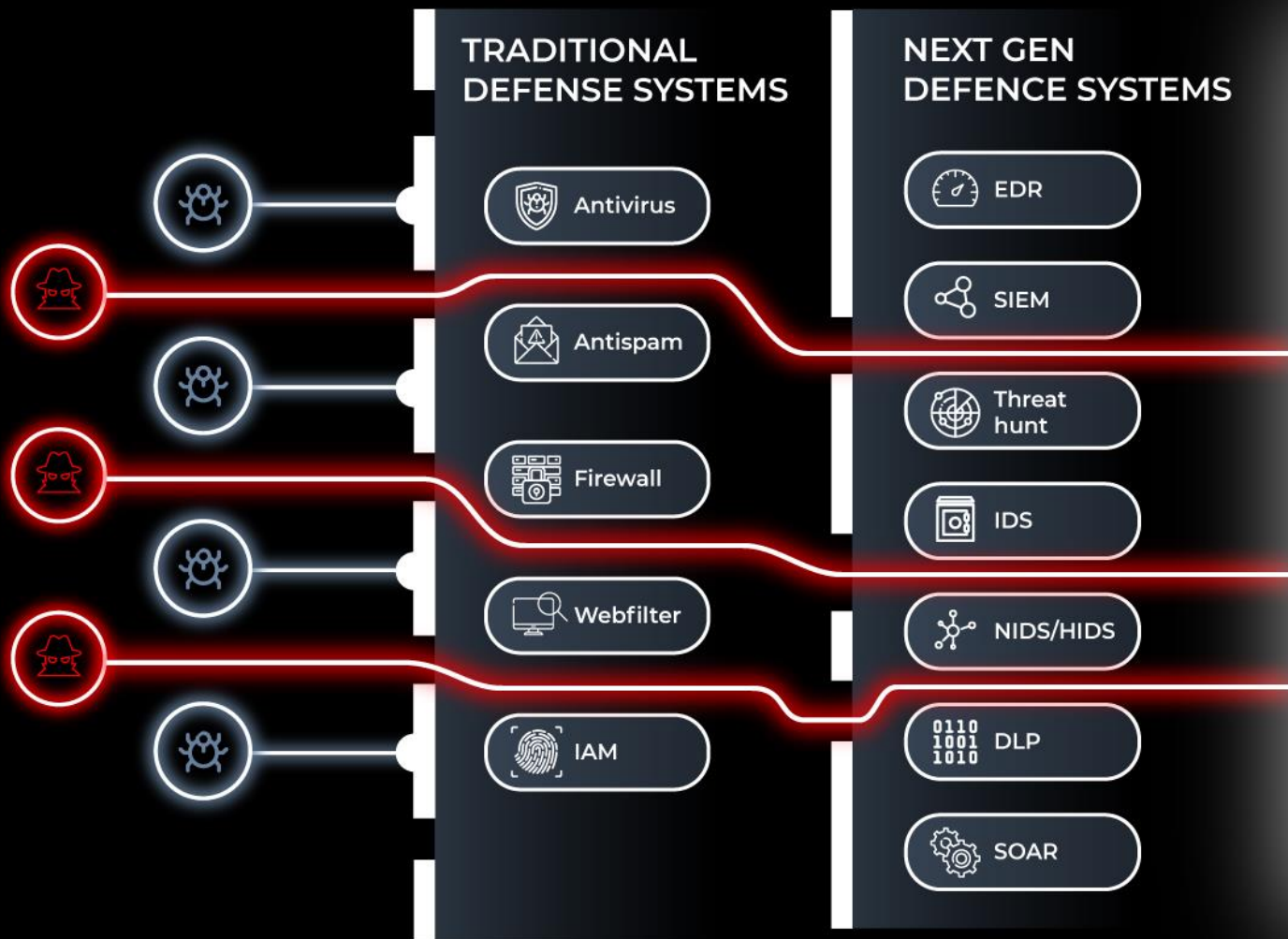
CYPEER FOR A TOTAL PROTECTION OF THE COMPANY PERIMETER



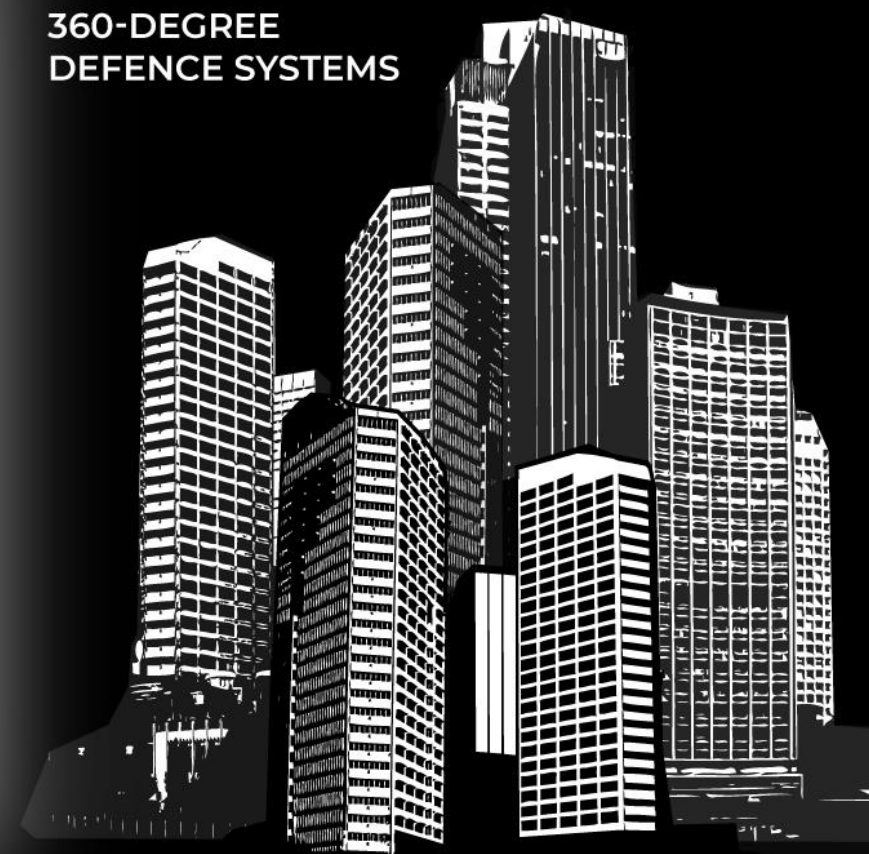
Known threats



Advanced threats



360-DEGREE DEFENCE SYSTEMS



AUTOMATIC REMEDIATION

Cypeer Pure & Cypeer Sonic decide whether to take Automatic Remediation and using which parameters thanks to a revolutionary algorithm based on conditional logic.



AUTOMATIC REMEDIATION WITH OUR CYPEER AGENT

The Cypeer Agent runs a script to isolate the affected machine, for example, by disabling the operating system's network card.



ALONG WITH THE CYPEER AGENT, LIMITLESS AUTOMATIC REMEDIATION FOR THE CUSTOMER'S TECHNOLOGIES

Firewall
Endpoint Solution
Electronic mail
Active Directory

NIDS
HIDS *Web Filtering*
IAM *IaaS/SaaS*
VPN *Database*



OUTSIDE

DESCRIPTION

Threat Intelligence service carried out by our team of **Cybersecurity Specialists** and **Ethical Hackers** based on **OPEN-SOURCE INTELLIGENCE** and involving collection and analysis of data and threats from the deep and dark web.



1

DETECTION

Data from the **Deep & Dark Web** that represents a threat to your company is identified by our Ethical Hackers.

2

ANALYSIS

The **CYBEROO I-SOC** team analyzes data.

3

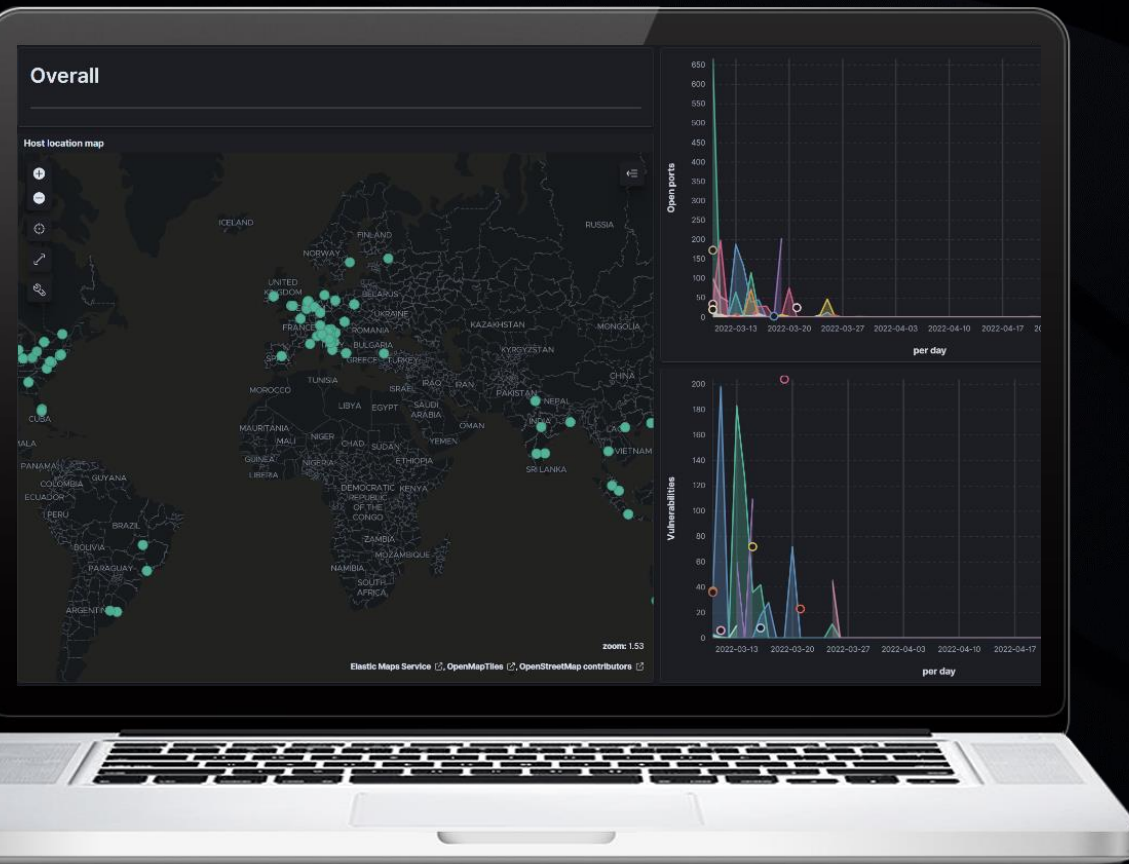
RESPONSE

In case of a threat, the customer receives an **alert**.





SUPPLY SCANNER



Passively monitors the Internet exposure of services and applications and identifies any vulnerabilities or new services for suppliers' security posture.



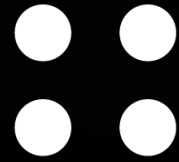
CYBEROO IS THE FIRST AND ONLY ITALIAN COMPANY NAMED «REPRESENTATIVE VENDOR» IN THE 2021 AND 2023 «GARTNER MARKET GUIDE FOR MDR SERVICES»

*Scan the QR Code to download the Gartner "2023 Market
Guide for Managed Detection & Response Services":*



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





CYBEROO

DOCETZ



RISK
ASSESSMENT



CYBER SECURITY
ADVISORY
& vCISO



INCIDENT
RESPONSE



VULNERABILITY
ASSESSMENT &
PENETRATION
TEST



ADVANTAGES & PRICING



CSI

CONTROLS DEEP AND DARK WEB ACTIVITIES



Up to date with the newest threats



Proactiveness and prevention in the exposure management



Elimination of false positives



Competitiveness



CY

DETECTION SYSTEM AND ADVANCED ATTACK RESPONSE



Visibility of all security services in one Dashboard



Straightforward and user-friendly Dashboard



Elimination of grey areas within security services



Proactiveness and prevention in the exposure management



Elimination of false positives



Competitiveness

Server + Client	Annual Fee
Up to 5.000	€ 6.000 – € 50.000
Over 5.000	Per project

Start-up cost 10% of the total annual fee of the first year of contract

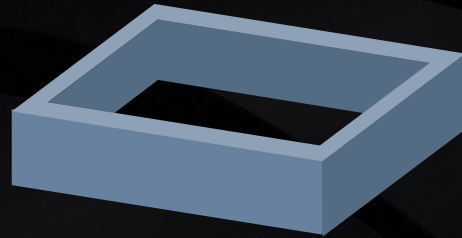
Server + Client	Annual Fee
Up to 5.000	€ 7.200 – € 185.000
Over 5.000	Per project

Start-up cost 10% of the total annual fee of the first year of contract

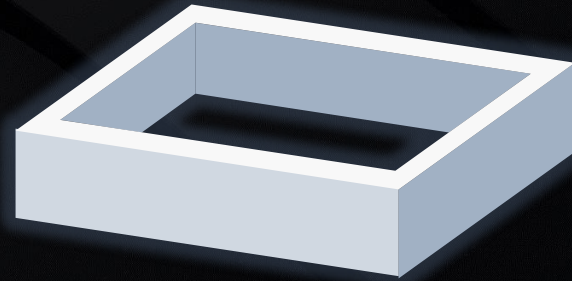


MARKET POSITIONING

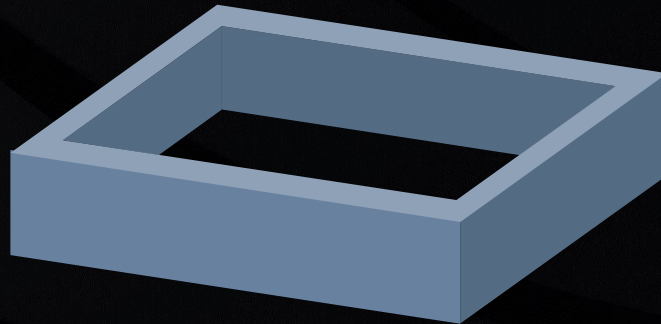
Large enterprises



Medium-sized enterprises



Small enterprises



Big Player corporation: possibility of consultancy by CYBEROO

- Devices: Up to 10.000
- Price for ICT high and supported
- Internal sourcing (internal cybersecurity team)

CYBEROO

- Devices: Up to 5.000
- Price for ICT average
- No internal cybersecurity team
- Necessity to protect own data through complete and secure systems
- Ideal target for cybercrime, because not yet properly protected, but with a substantial quantity of data

Vendor with standard products

- Devices: Up to 100
- Price for ICT low
- No internal cybersecurity team
- Low data relevance for the internal security services and technological development
- Use of standard and low cost solutions



SOME TOP CUSTOMERS



Revenues: 9,6 Billion €
Employees (Italy): 2.500



Revenues: 2 Billion €
Employees: 5.000



Revenues: 600 Million €
Employees: 2.000



Revenues: 200 Million €
Employees: 1.000



Revenues: 1,7 Billion €
Employees: 6.000



GO TO MARKET

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



CYBEROO HAS SIGNED IMPORTANT PARTNERSHIP AGREEMENTS ALL OVER THE COUNTRY

1 DISTRIBUTION AGREEMENT

66 PARTNERSHIP AGREEMENTS



**WE ARE DEVELOPING THE BEST
INTERNATIONALIZATION STRATEGY
TO ACCESS THE FOREIGN MARKET**



CYBEROO PARTNERS

CYBEROO has signed **important partnership agreements** with well-distributed dealers throughout the country, which it now covers entirely.

- 3 Puntozero
- Adora ICT S.r.l.
- Bearit S.r.l.
- Bellucci S.p.A.
- Capgemini Italia S.p.A.
- Cyber-bee (RI Group)
- Cybertech S.r.l. – Engineering Ingegneria Informatica S.p.A.
- Dabbicco Telecomunicazioni S.r.l.
- Dastech S.r.l.
- Digipoint S.r.l.
- Digisoft S.p.A.
- EDIST Engineering S.r.l.
- Energent S.p.A.
- ESC2 S.r.l.
- Enwenta S.r.l.
- Ergon S.r.l.
- Euro Informatica S.p.A.
- Eurosystem S.p.A.
- Horsa S.p.A.
- Go InfoTeam S.r.l.
- Gruppo 3C S.r.l.
- Gruppo Trade S.r.l.
- IT Impresa S.r.l.
- Itechscout di G.M.P.C.
- ITI Sistemi S.r.l.
- I.T.M. Informatica Telematica Meridionale S.r.l.
- iCom S.r.l.
- Infoteam S.r.l.
- MPG System S.r.l.
- Naquadria S.r.l.
- Intent S.p.A.
- Key Investigation & Intelligence S.r.l.
- Kuik S.r.l.
- Ledwork S.r.l.s.
- Ricca IT S.r.l.
- Magnetic Media Network S.p.A.
- Npo Sistemi S.r.l.
- NPO Torino S.r.l.
- Omicron Consulting S.r.l.
- Planetel S.p.A.
- Securbee S.r.l.
- Retelit Digital Service S.p.A.
- Reti S.p.A.
- RTC S.p.A.
- S2E S.r.l.
- Safe Network S.r.l.
- Scai Solution Group S.p.A.
- Scai Tecno S.p.A.
- Silverlake S.r.l.
- SMEUP ICS S.r.l.
- SMS Engineering S.r.l.
- Sogesi S.r.l.
- Tech2 S.r.l.
- Techedge S.p.A.
- Yotta Core S.r.l.
- Techlan
- Tecno 3 S.a.s.
- Tecnologica S.r.l.
- Teleconsys S.p.A.
- Tormalina S.r.l.
- Vidata S.r.l.
- WindTre S.p.A.
- Workteam S.r.l.
- Zerouno Informatica S.p.A.
- Information Consulting S.r.l.
- Mister Web S.r.l.

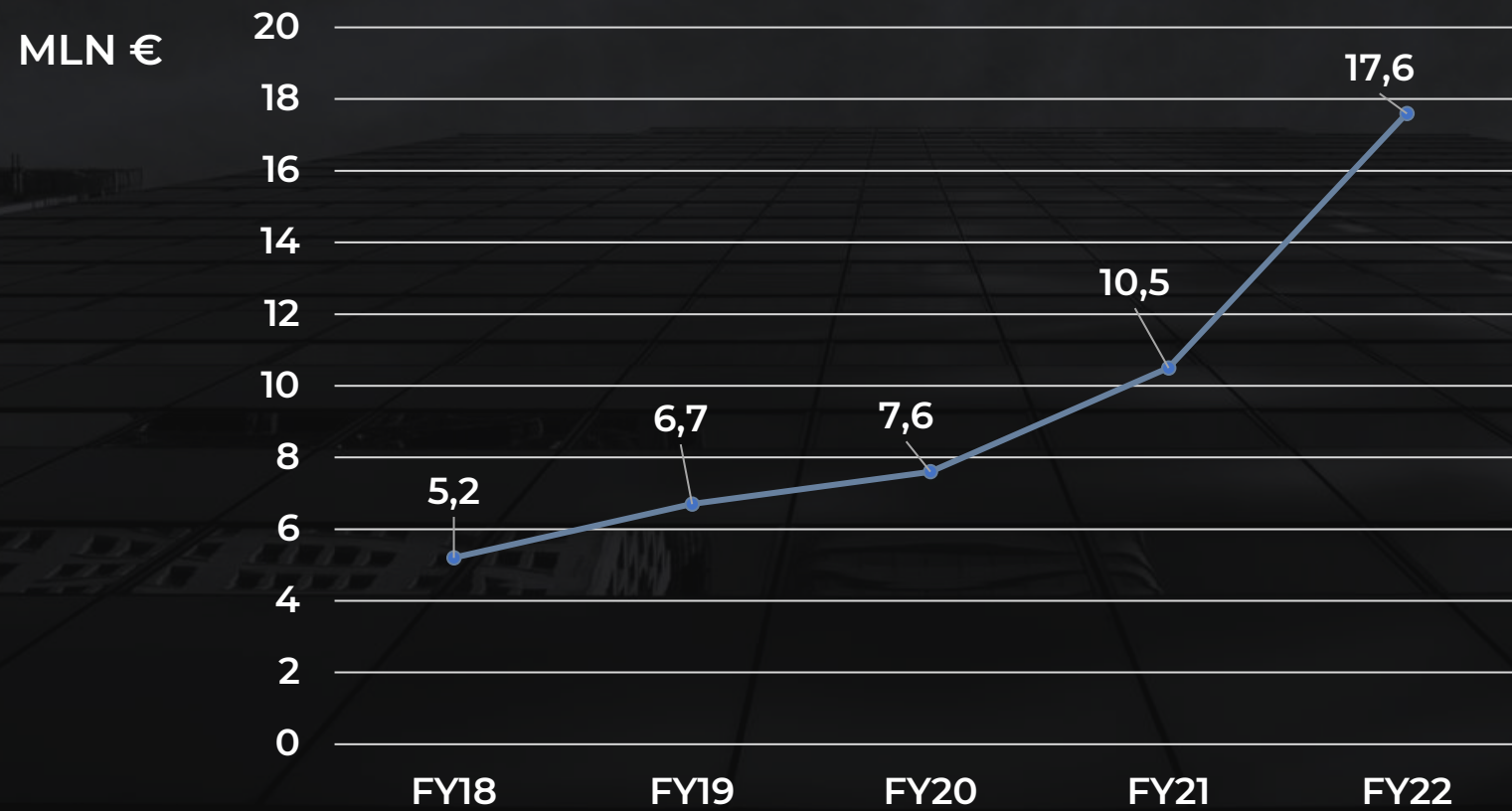


A dark, moody photograph of a desk. In the top left, a pair of round-rimmed glasses with dark frames and thin temples is visible. To the right, a black pen lies diagonally across a lined notebook. In the bottom right, the top corner of a smartphone is visible. The background is a dark, textured surface, possibly a desk or a wall.

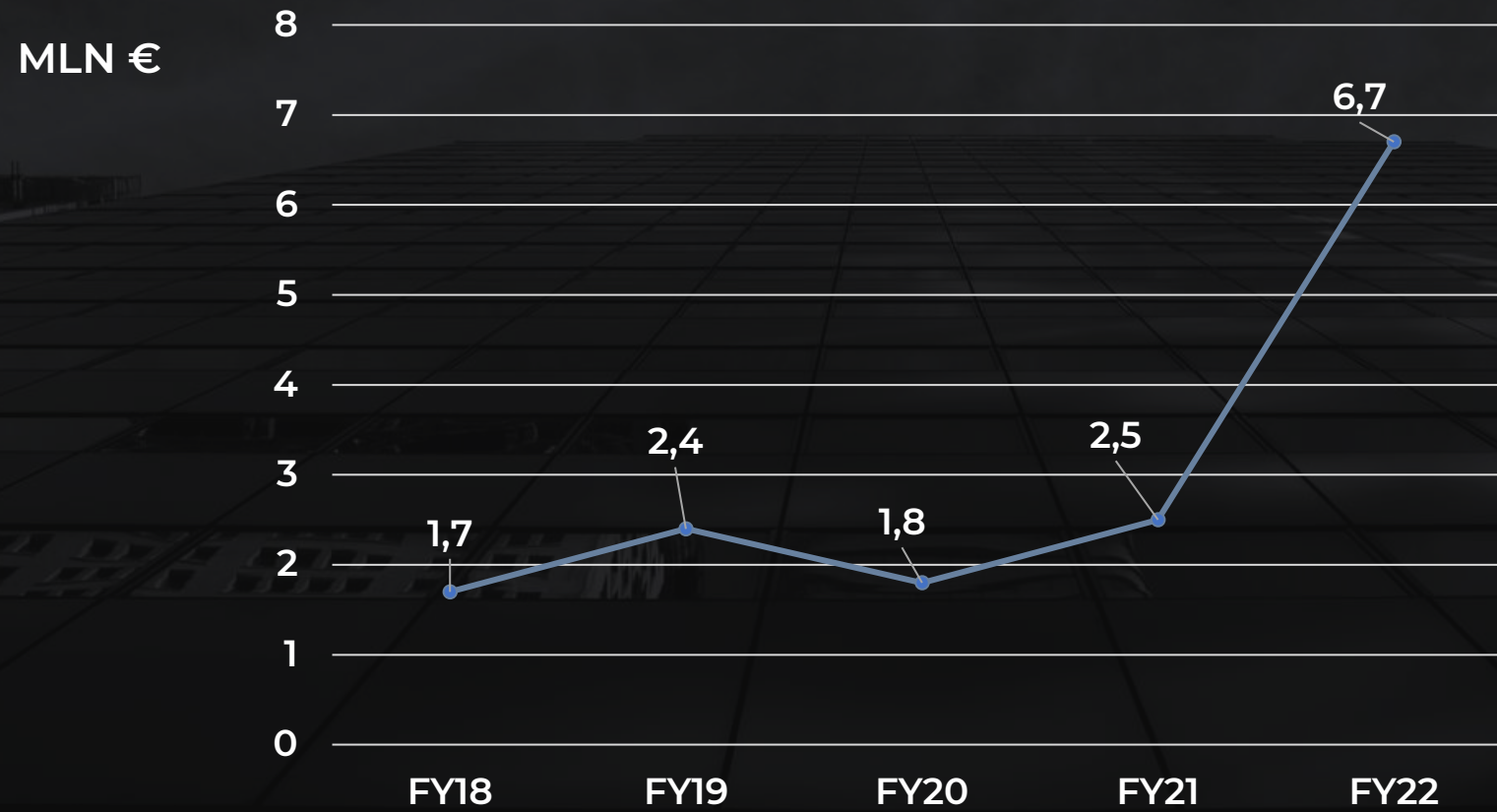
**THE CYBEROO BLOG IS
THE REFERENCE POINT
FOR THE CYBER
SECURITY COMMUNITY.**



HIGHLIGHTS: SALES 2018 – 2022



HIGHLIGHTS: EBITDA 2018 – 2022



SUSTAINABILITY REPORT HIGHLIGHTS

HUMAN CAPITAL

100% permanent contracts

75% full-time contracts

87% employees under 50 years of age

67% senior managers hired from the local community

ENVIRONMENTAL CAPITAL

-64% waste produced by 2022

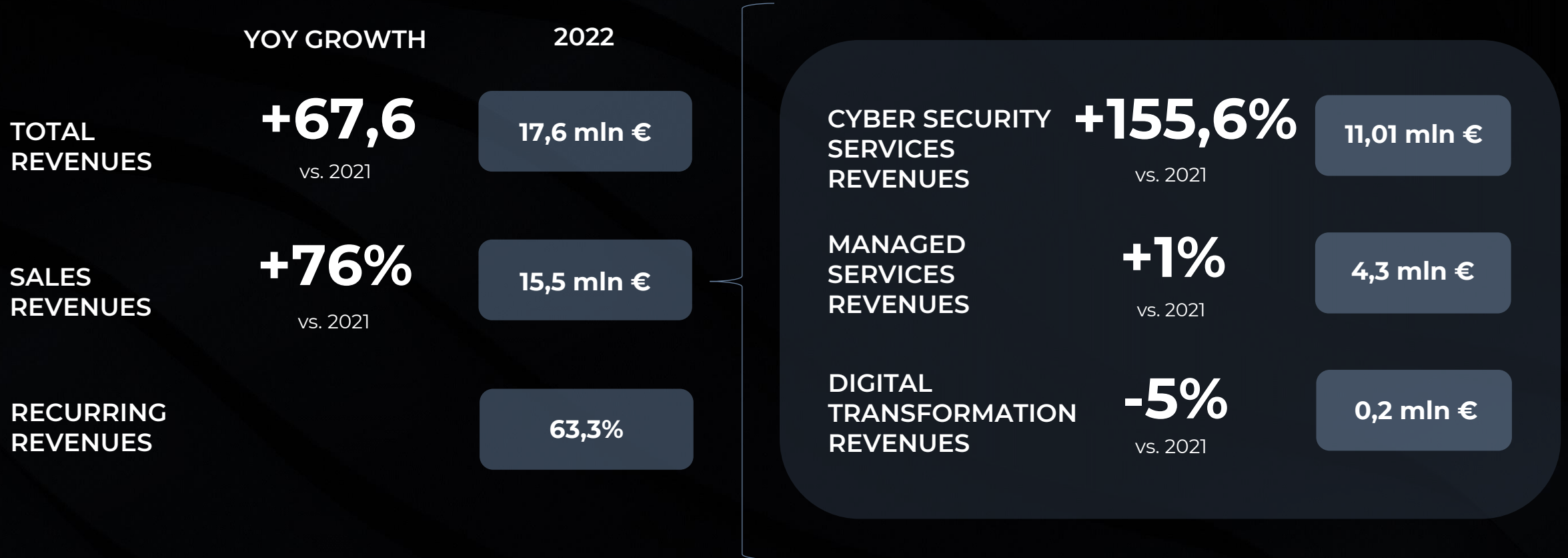
Offsetting emissions: planting with Treedom

179 tCO₂ (Scope 1+2) produced in 2022

-31% water resource used in 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 €



«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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