

CYBEROO

«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's business is progressing very well, solid and organic growth rewarding the business model and collaboration with increasingly structured companies»

FABIO LEONARDI – CYBEROO CEO



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 «Market Guide for
Managed Detection & Response Services 2023»*



CYBEROO IS CERT



Computer Emergency Response Team

TRUSTED INTRODUCER- SIM 3

24/7
SOC



IR
experience



Secure
infrastructure



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

1 Datacenter STACK Infrastructure

Milan

35+ Cyber Security Specialist 3° L-IR & PM, SAM & 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

LEVEL 0 TECNOLOGY

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 i-SOC

CYBER SECURITY ANALYST

Active analysts H24.
Specialists in analysis.

2nd LEVEL h-SOC

CYBER SECURITY SPECIALIST

Vertical specialists of the individual solutions.
They support analysts in case they need specialized product investigations.

3rd LEVEL α-SOC

EXPERT CYBER SECURITY SPECIALIST

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



CONTINUOUS IMPROVEMENTS AND STEADY INVESTMENTS IN R&D

MOBILE APP FOR IRT

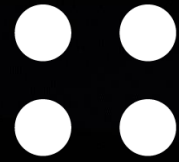
MOBILE APP CYPEER

DEVELOPMENT OF NEW CSI FEATURES

V-NOC

INTERNATIONALIZATION IN POLAND





CYBEROO

DOCETZ



**RISK
ASSESSMENT**



**CYBER SECURITY
ADVISORY
& vCISO**



**INCIDENT
RESPONSE**



**VULNERABILITY
ASSESSMENT &
PENETRATION TEST**



THE **INCIDENT RESPONSE** TEAM HAS BEEN FURTHER UPGRADED TO STRENGTHEN THE RESPONSE ACTIVITY TO CYBER ATTACKS.



THE "**BLACK BUTTON**" HAS BEEN INTRODUCED TO SUPPORT ALL THOSE WHO ARE VICTIMS OF CYBER ATTACKS.



CYBEROO HAS SIGNED IMPORTANT PARTNERSHIP AGREEMENTS ALL OVER THE COUNTRY

1

DISTRIBUTION AGREEMENT

70

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

15

Key Account Manager

3

Partner Account Manager

4

Business Developer Manager





**MAJOR INVESTMENTS IN POLAND LEAD TO THE INAUGURATION
OF THE NEW SOC, OPENING THE DOOR TO A NEW
COMMERCIAL FRONT.**

EXPECTED A NEW NETWORK OF INTERNATIONAL PARTNERS.



CYBEROO NEW WEBSITE RECEIVES THE HONORABLE MENTION FROM AWWWARDS

THE MOST PRESTIGIOUS PLATFORM
THAT REWARDS THE TOP WORLD
WEBSITES FOR TALENT AND
CREATIVITY.

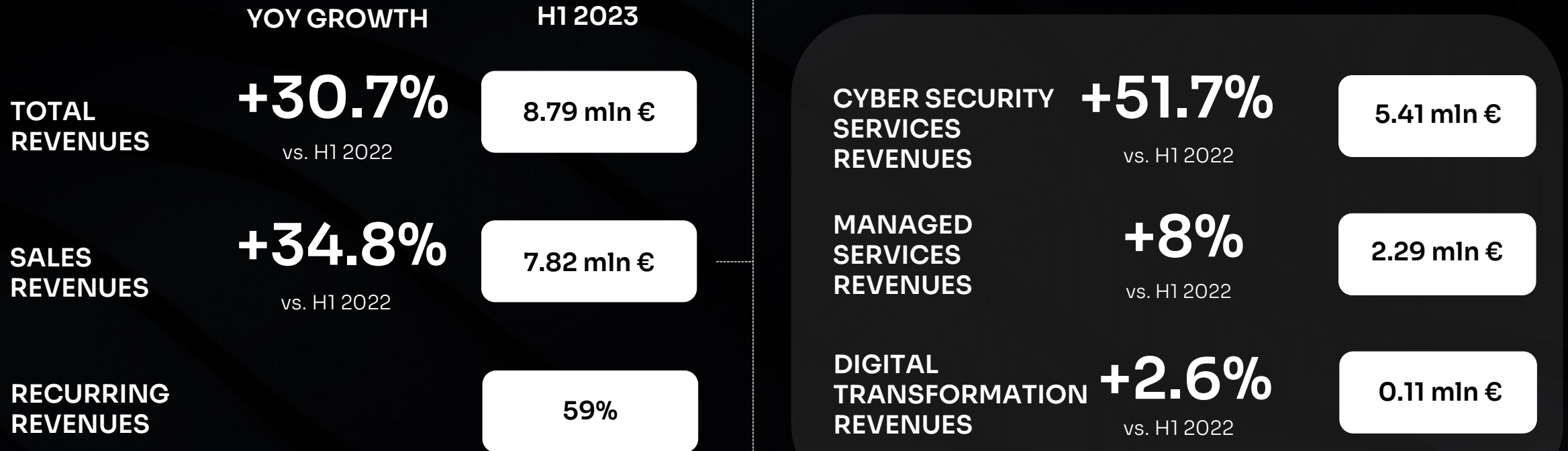


The background of the slide features a dark, atmospheric scene with silhouettes of several people. The central figure is a person in a full-body protective suit, including a hood and mask, walking away from the viewer. Other silhouettes of people are visible in the background, some appearing to be in uniform or also in protective gear. The lighting is low and moody, with a bright, hazy light source in the distance creating a misty or smoky effect.

MANY COMPANIES CHOOSE US



CYBEROO SALES & REVENUES H1 2023



CYBEROO HIGHLIGHTS H1 2023

**TOTAL
REVENUES**



8.79 mln €

EBITDA



2.96 mln €

EBITDA MARGIN



+33.7%

NET PROFIT



1.15 mln €

NFP (CASH)



- 1.37 mln €



SUSTAINABILITY REPORT HIGHLIGHTS

HUMAN CAPITAL

100% permanent contracts

75% full-time contracts

87% employees under the age of 50

67% senior managers hired by the local community

ENVIRONMENTAL CAPITAL

-64% waste generated in 2022

Offsetting emissions: planting with Treedom

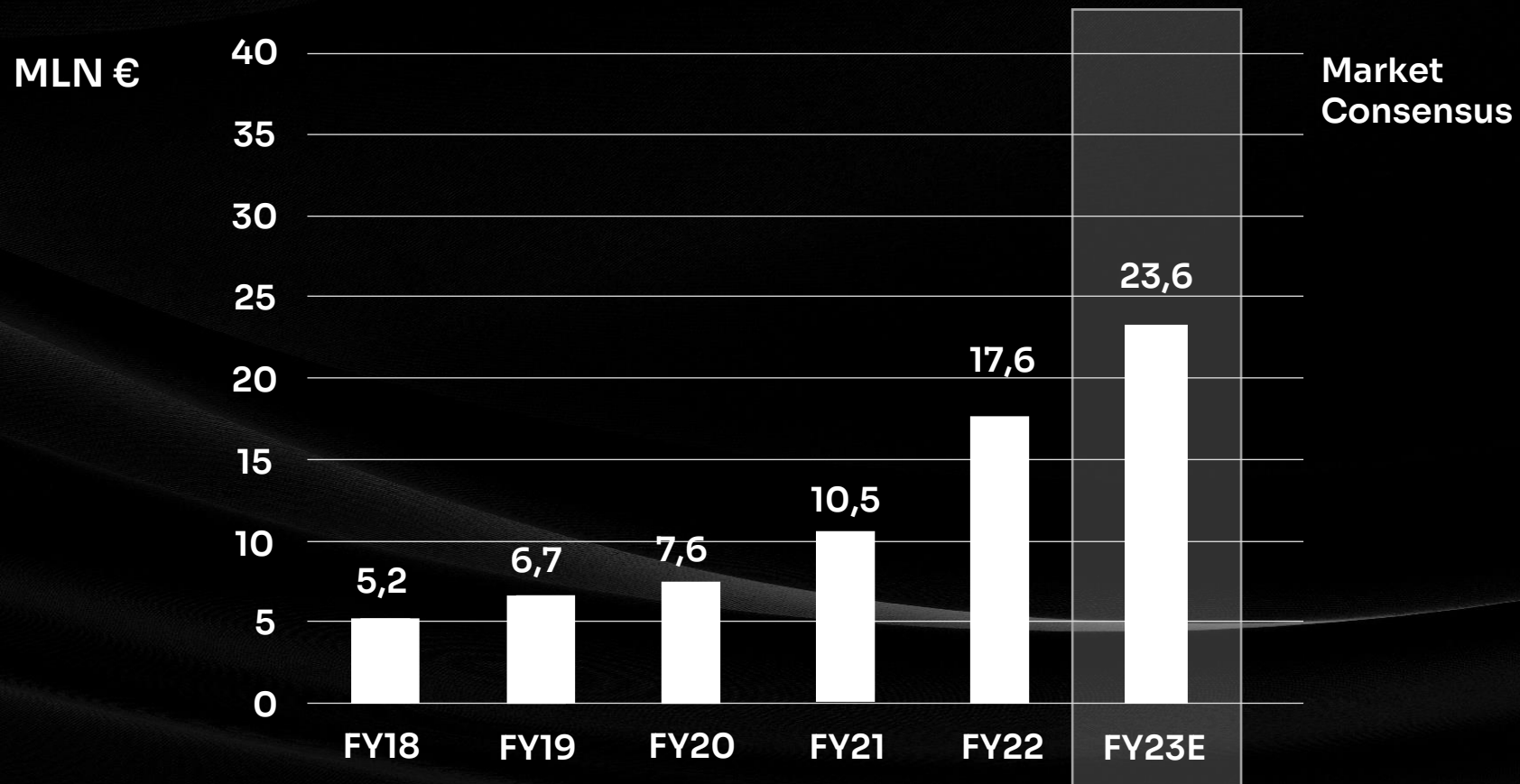
179 tCO₂ (Scope 1+2) produced in 2022

-31% water resource used in 2022



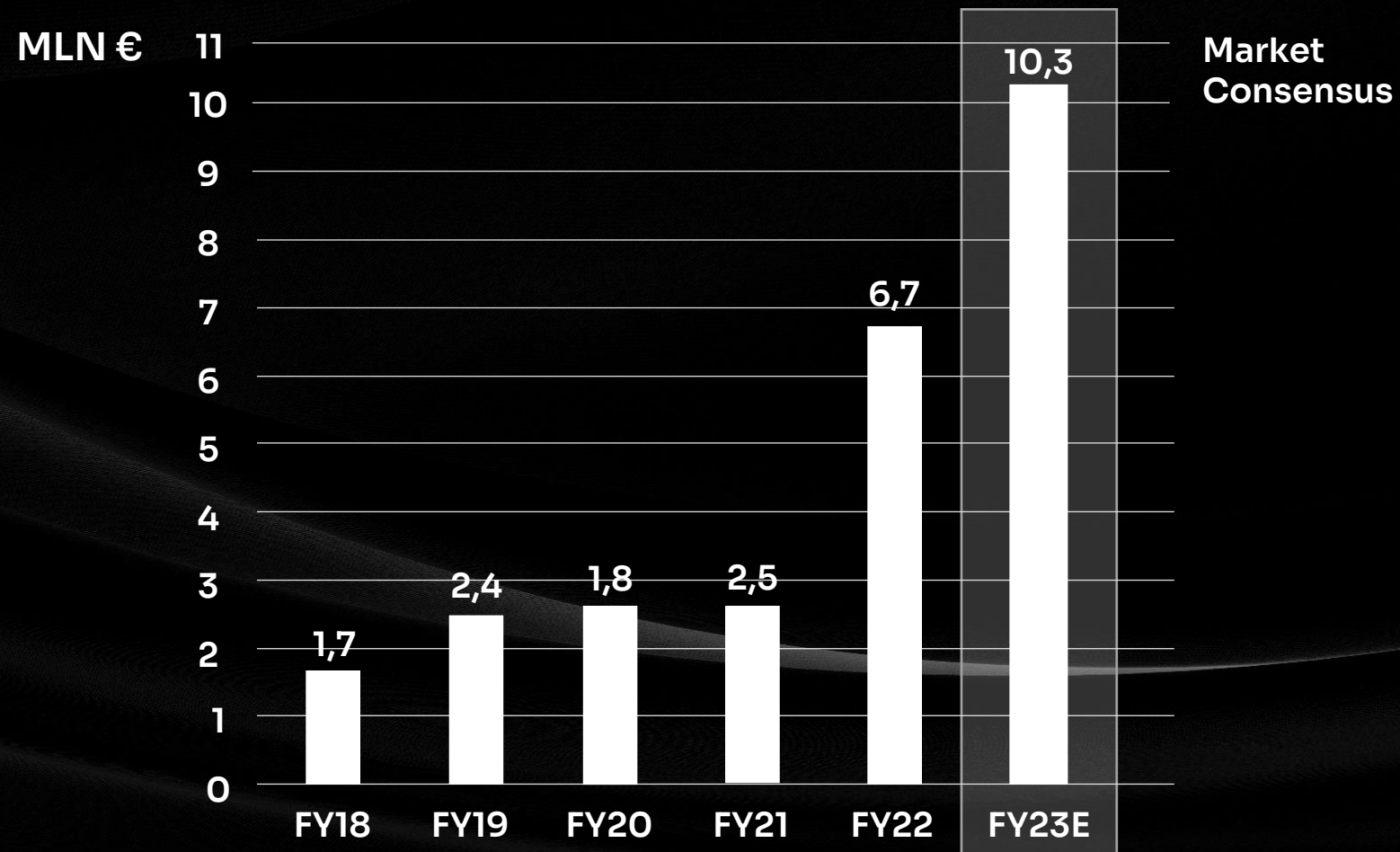
HIGHLIGHTS: VALUE OF PRODUCTION 2018 – 2023

DATA & EXPECTATIONS



HIGHLIGHTS: EBITDA 2018 – 2023

DATA & EXPECTATIONS



«We will continue to create value and reinvest in order to consolidate our market position both in the short term and especially in the long term, with the intention of developing the company as an international enterprise that can be the ideal partner for improving the security posture of client companies»

FABIO LEONARDI – CYBEROO CEO



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