

CYBEROO



# WE ARE CYBEROO



1st Cyber Security vendor  
listed on the Italian Stock  
Exchange



Certified  
Innovative SME



Over 150 highly  
qualified employees



3 proprietary  
and certified technologies



«Gartner Market Guide for  
MDR Services»  
2021 and 2023



CYBEROO is CERT



Over 200 new  
customers per year



5 offices in EMEA





## EXCELLENCE SINCE IPO'S FIRST DAY

On the 7th of October 2019 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**



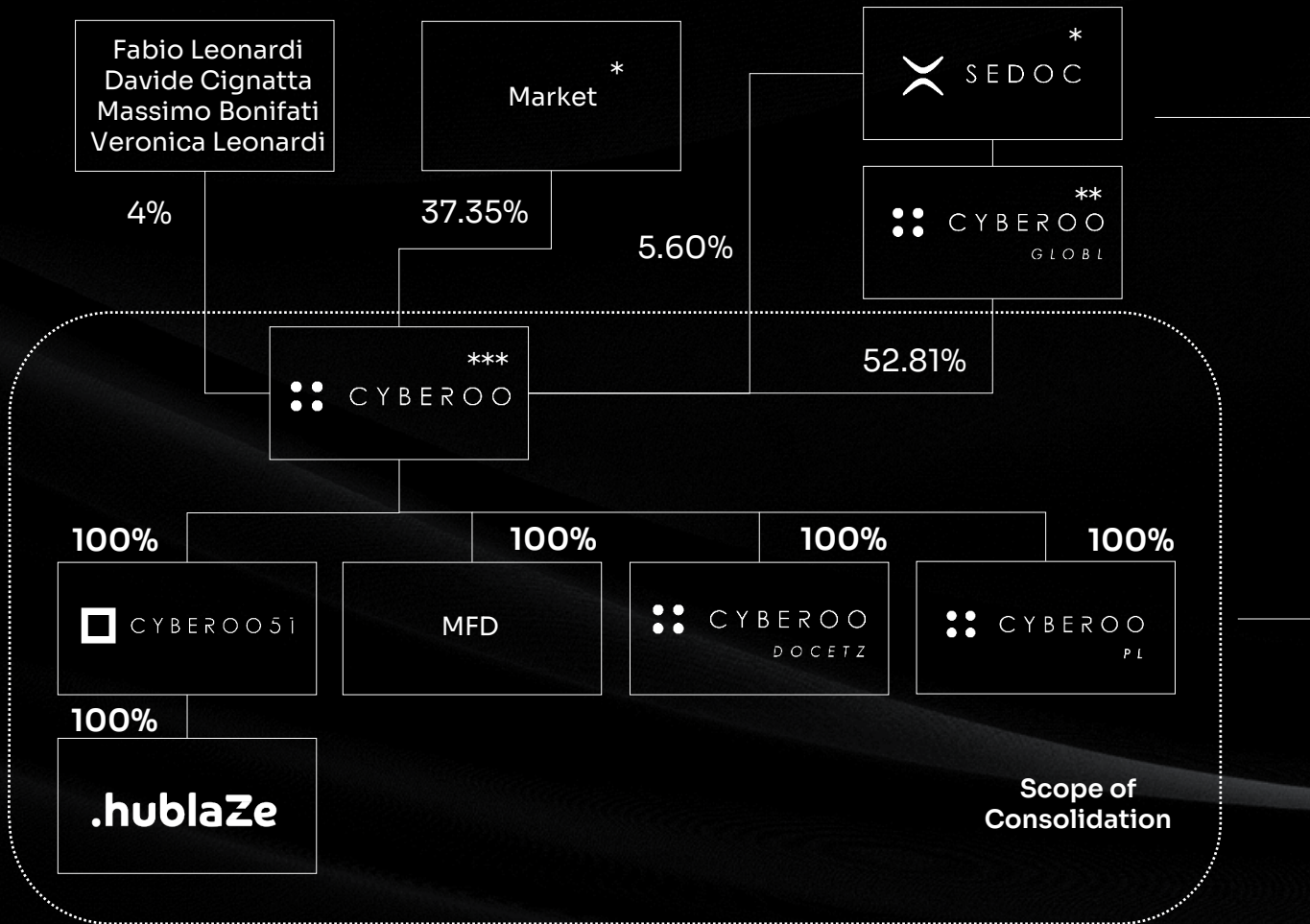
Final order  
collection  
**€ 7 mln**



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

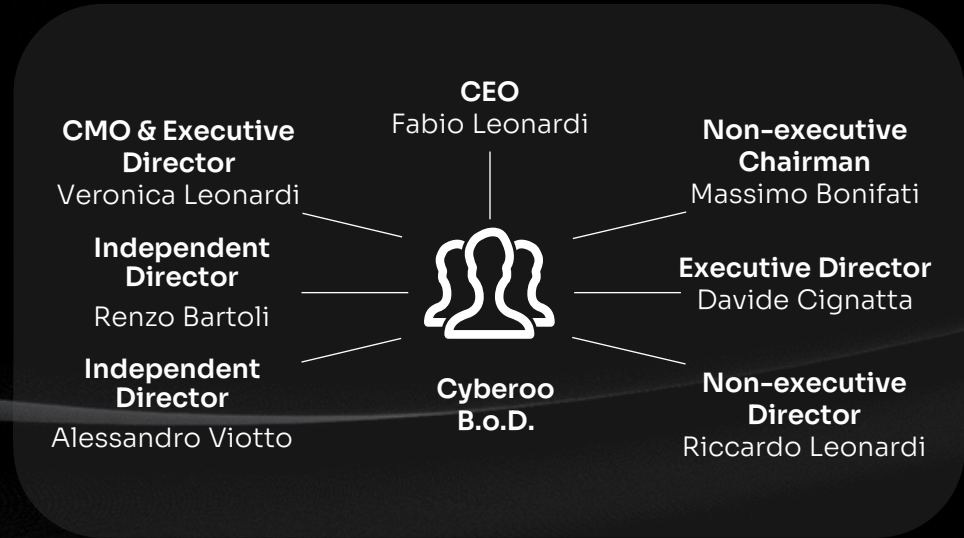


# SHAREHOLDERS AND BOARD



**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



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

\*\* Cyberoo Globl is entirely owned by Sedoc Digital Group S.r.l.

\*\*\* CYBEROO holds 0.24% treasury shares

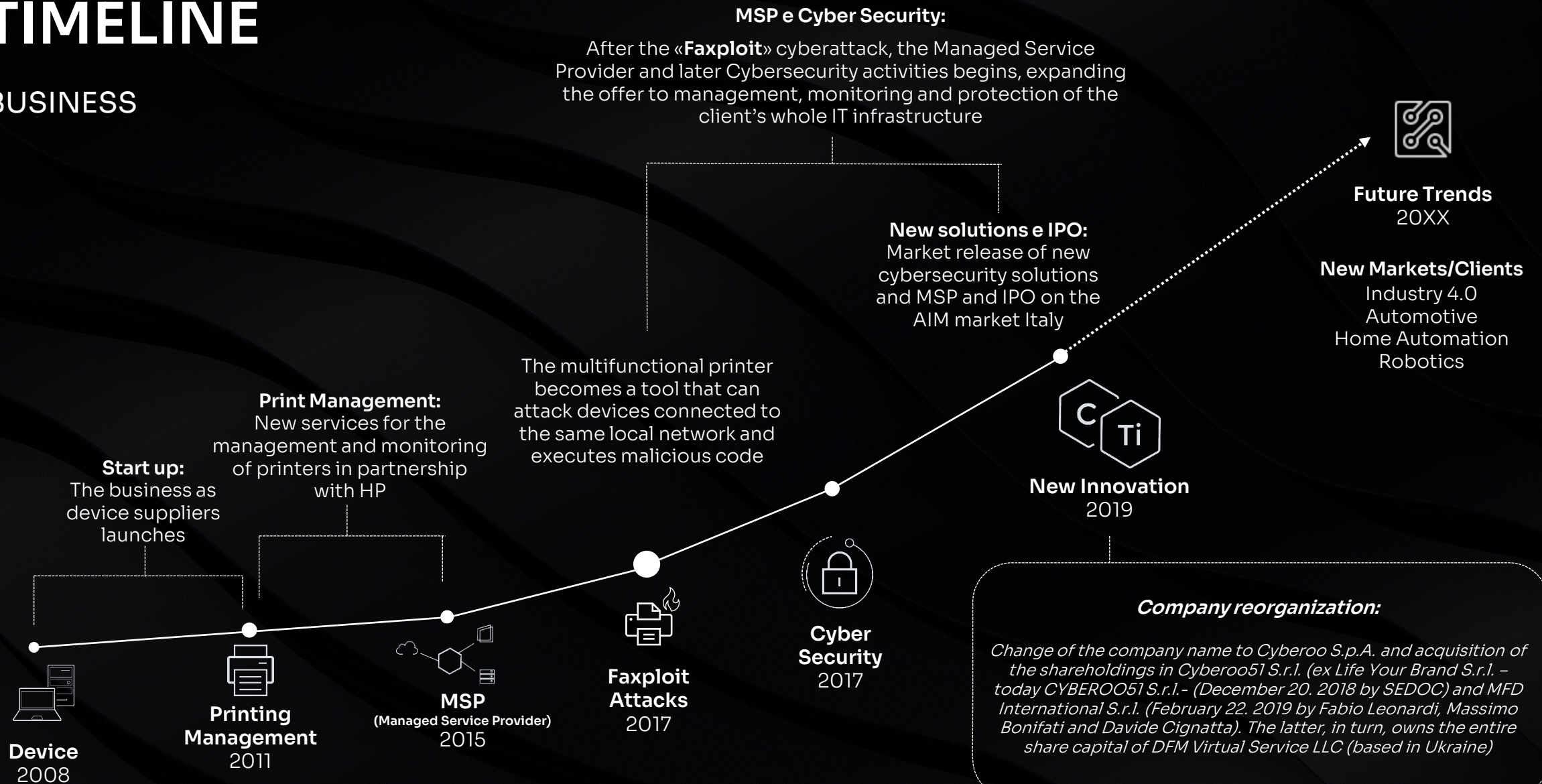




**COMPANY**

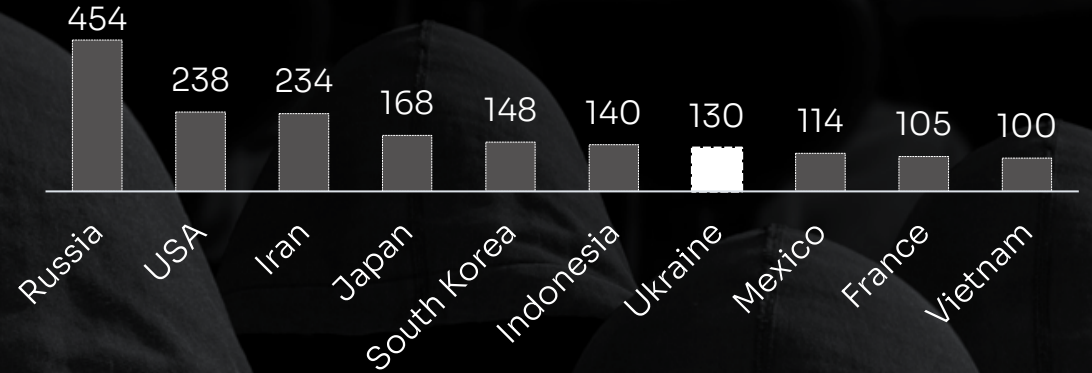
# TIMELINE

## 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

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







**SERVICES**

# MARKET OPPORTUNITY

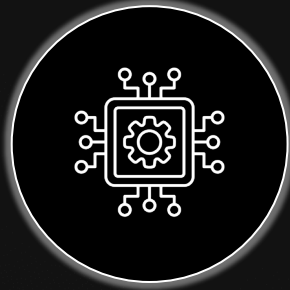
«The information security market will grow at an annual rate of 11.2% until 2025, reaching a global value of about \$233 billion.»

«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



# THE THREE ESSENTIAL PILLARS FOR YOUR CYBERSECURITY PROCESS



## ADVANCED TECH

### Agnostic Technology

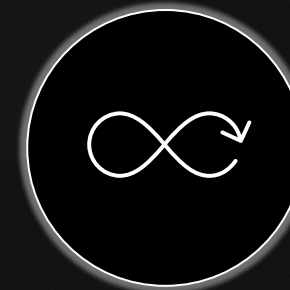
Only a system based on a completely agnostic technology, allows the correlation of countless sources of information, and thus a holistic view.



## PEOPLE

### Cyber Security Specialist

Cybersecurity is no longer just about IT. Specific competences are needed to identify and mitigate all threats within a given business environment.



## ALWAYS ON

### 24/7/365 Process

The 76% of ransomware attacks, happened between 2017 and 2019, took place at night or over the weekend.





CYBER  
SECURITY  
SUITE

**OUR MDR PROTECTS YOU FROM INTERNAL AND EXTERNAL THREATS.  
WE DON'T LEAVE ROOM FOR SHADOW AREAS.**

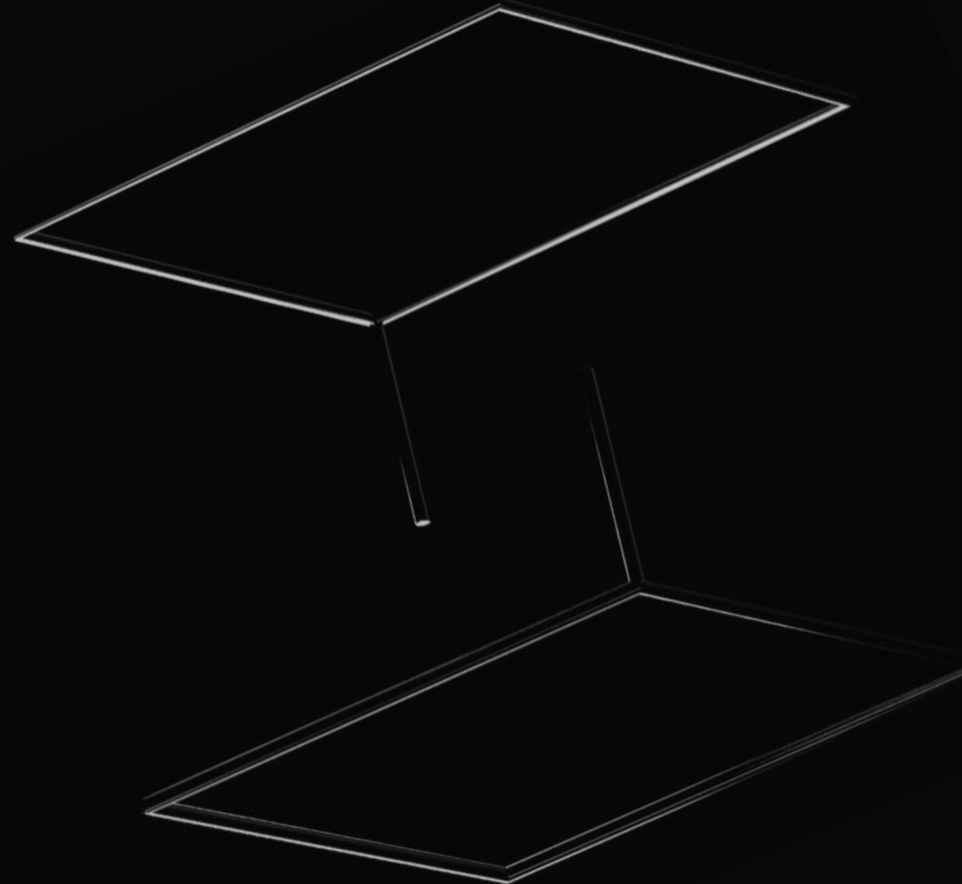


**CY**

**Next Gen Intelligent Detection Platform**

*Manages your internal security*

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



**CSI**

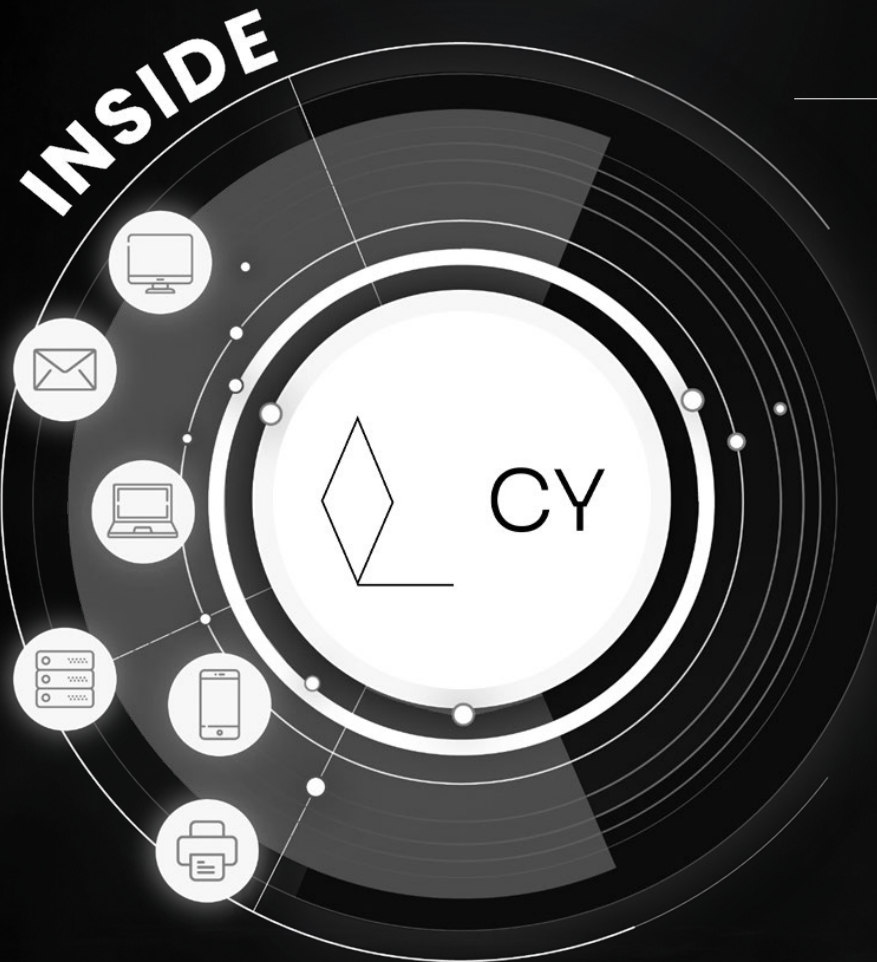


**Cyber Threat Intelligence Solution**

*Protects from external threats*

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





## 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.



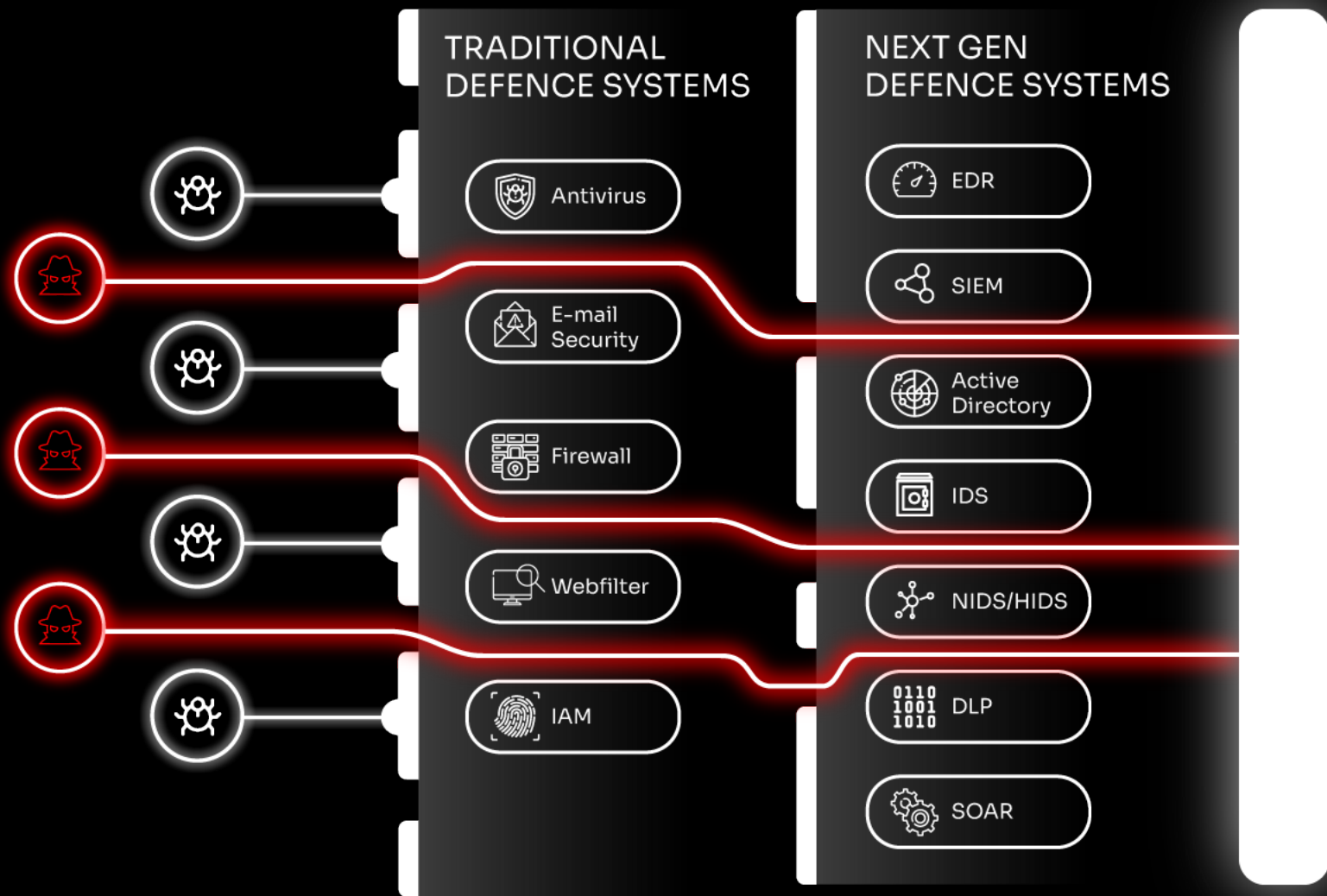
# CYPEER FOR A TOTAL PROTECTION OF THE COMPANY PERIMETER



Known threats

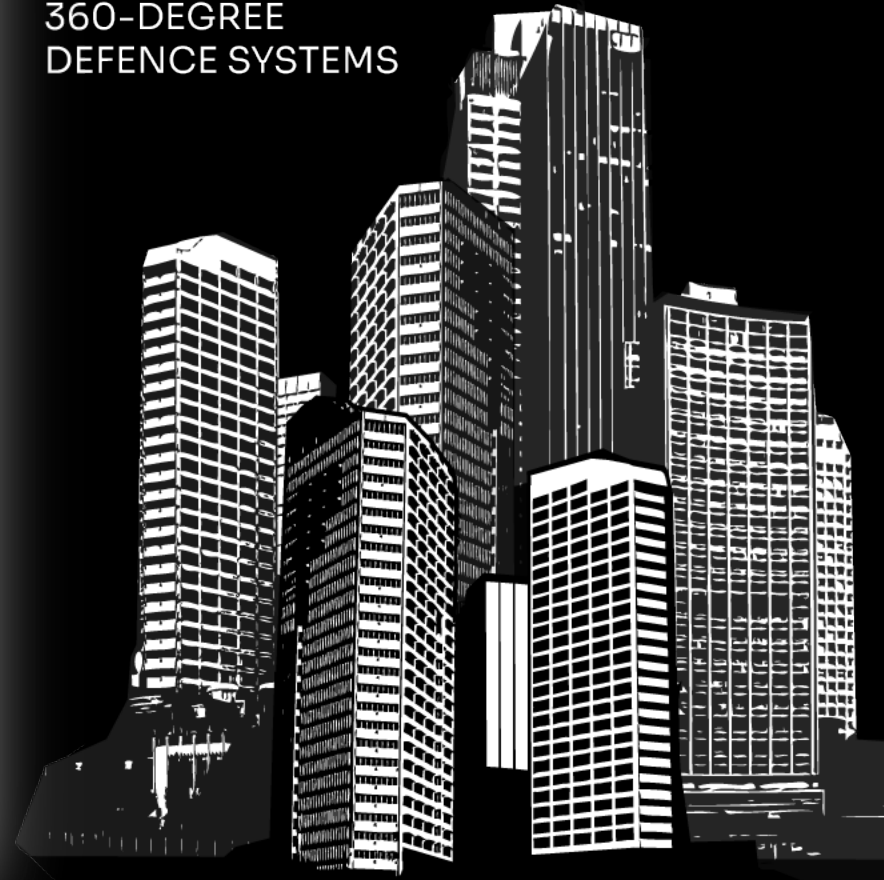


Advanced threats



## CYBEROO

360-DEGREE DEFENCE SYSTEMS



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

## TIER 0 AUTOMATION

### ARTIFICIAL INTELLIGENCE

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

**It distinguishes real alarms from false positives**, therefore, exponentially increasing the effectiveness of levels 2 and 3, which are formed of staff.

## TIER 1 i-SOC

### CYBER SECURITY ANALYST

Active analysts H24.

Specialists in analysis.

## TIER 2 h-SOC

### CYBER SECURITY SPECIALIST

Vertical specialists of the individual solutions.

They support analysts in case they need specialized product investigations.

## TIER 3 α-SOC

### EXPERT CYBER SECURITY SPECIALIST

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



# 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.



**CY**  
PURE

## AUTOMATIC REMEDIATION WITH OUR CYPEER AGENT

The Cypeer Agent executes scripts to perform actions on the endpoint.



**CY**  
SONIC

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

*Firewall*  
*Endpoint Solution*  
*E-mail*  
*Active Directory*

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





## 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**.



**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



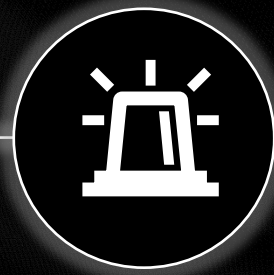
*Computer Emergency Response Team*

TRUSTED INTRODUCER- SIM 3

24/7  
SOC

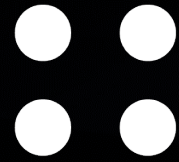


IR  
experience



Secure  
infrastructure





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







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

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

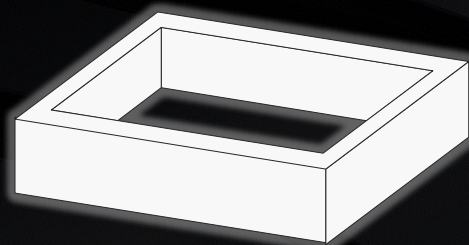
Server + Client	Annual Fee
Up to 5.000	€ 7.200 – € 185.000
Over 5.000	Per project

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

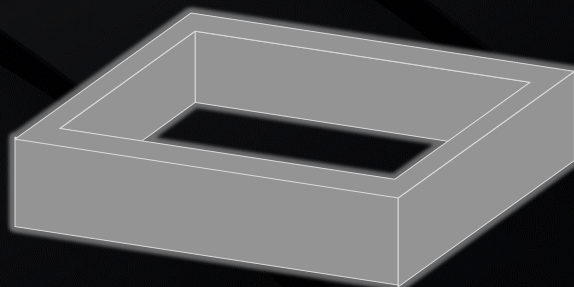


# MARKET POSITIONING

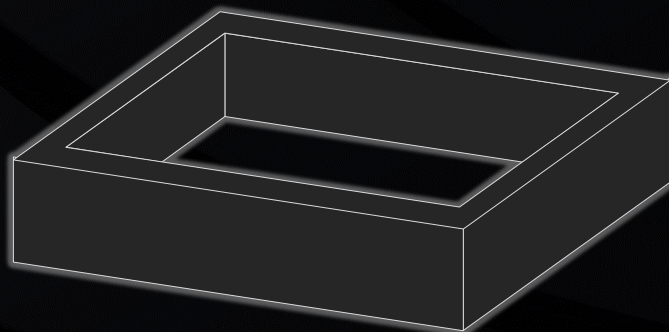
**Large enterprises**



**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**

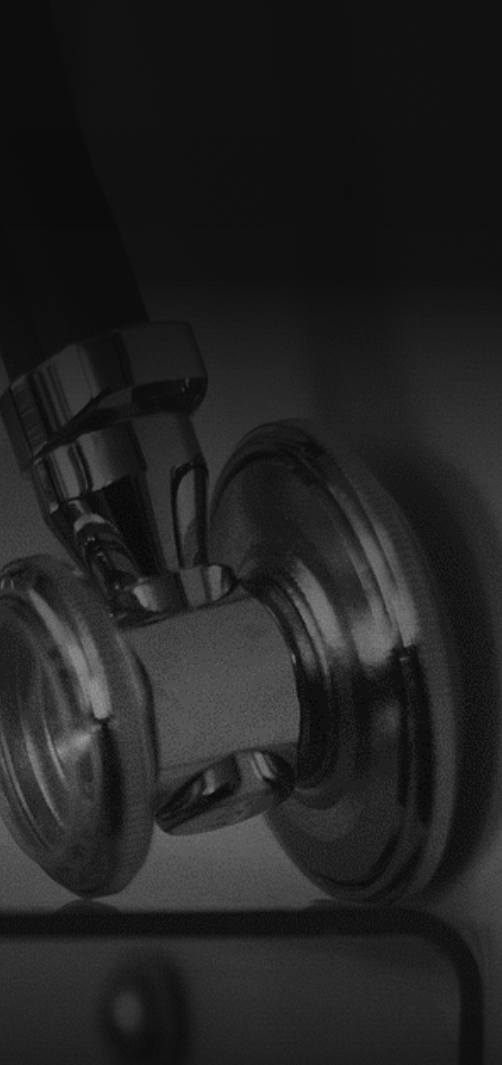
- Devices: Up to 5.000
- Price for ICT average
- No internal cybersecurity team
- Necessity to protect own data through complete and secure systems
- Ideal target for cybercrime, because not yet properly protected, but with a substantial quantity of data

## **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: 1,9 Billion €  
Employees: 9.200



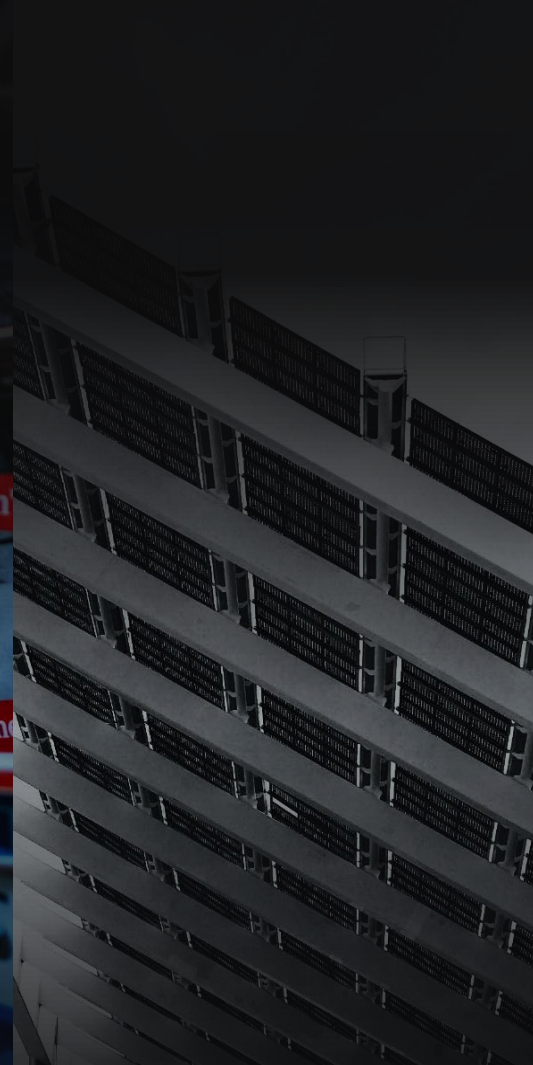
Revenues: 538 Million €  
Employees: 13.000



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 IN ITALY

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 Development
- 15 Key Account Manager
- 3 Partner Account Manager
- 4 Business Developer Manager



# CYBEROO HAS SIGNED IMPORTANT PARTNERSHIP AGREEMENTS ALL OVER THE COUNTRY

1

DISTRIBUTION AGREEMENT

73

PARTNERSHIP AGREEMENTS



# CYBEROO PARTNERS-Italy

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



- 3 Puntozero
- Athena S.r.l.
- Avvale S.p.A. (Ex Techedge S.p.A)
- Bearit S.r.l.
- Bellucci S.p.A.
- Capgemini Italia S.p.A.
- Cyber-bee (R1 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.
- Enwenta S.r.l.
- Ergon S.r.l.
- ESC2 S.r.l.
- Euro Informatica S.p.A.
- Eurosystem S.p.A.
- Go InfoTeam S.r.l.
- Go 2Tec S.r.l.
- Gruppo 3C S.r.l.
- Gruppo Trade S.r.l.
- Horsa S.p.A.
- I.T.M. Informatica Telematica Meridionale S.r.l.
- iCom S.r.l.
- Information Consulting S.r.l.
- Infoteam S.r.l.
- Intent S.p.A.
- IT Impresa S.r.l.
- Itechscout di G.M.P.C.
- ITI Sistemi S.r.l.
- KII-Key Investigation & Intelligence S.r.l.
- Kuik S.r.l.
- Ledwork S.r.l.s.
- Magnetic Media Network S.p.A.
- Mister Web S.r.l.
- MPG System S.r.l.
- Naquadria S.r.l.
- NPO Sistemi S.r.l.
- NPO Torino S.r.l.
- Omicron Consulting S.r.l.
- Planetel S.p.A.
- Posdata S.r.l.
- Pucciufficio S.r.l.
- RAD S.r.l.
- Red Frog S.r.l.
- Retelit Digital Service S.p.A.
- Reti S.p.A.
- Ricca IT S.r.l.
- RTC S.p.A.
- S2E Sprint S.r.l.
- Safe Network S.r.l.
- Scai Solution Group S.p.A.
- Scai Tecno S.p.A.
- Securbee S.r.l.
- Silverlake S.r.l.
- System line S.r.l.
- SMEUP ICS S.r.l.
- SMS Engineering S.r.l.
- Sogesi S.r.l.
- Tech2 S.r.l.
- Techlan S.r.l.
- Tecno 3 S.a.s.
- Tecnologica S.r.l.
- Teleconsys S.p.A.
- Tormalina S.r.l.
- Training 4U S.r.l.
- Vidata S.r.l.
- WindTre S.p.A.
- Workteam S.r.l.
- Yotta Core S.r.l.
- Zerouno Informatica S.p.A.



# CYBEROO SALES NETWORK IN POLAND

1

Sales Manager

1

Business Developer Manager

2

Key Account Manager

1

Marketing Manager



# CYBEROO PARTNERS – Poland

During 2023, Cyberoo began the development of the partners network in Poland, resulting in the onboarding of the following companies.

- PROSYSTEM SA.
- INTEGRITY PARTNERS SP. Z O. O.
- CC Otwarte Systemy Komputerowe Sp. z o.o



# CYBEROO NEW WEBSITE IS ONLINE

## CYBEROO WEBSITE

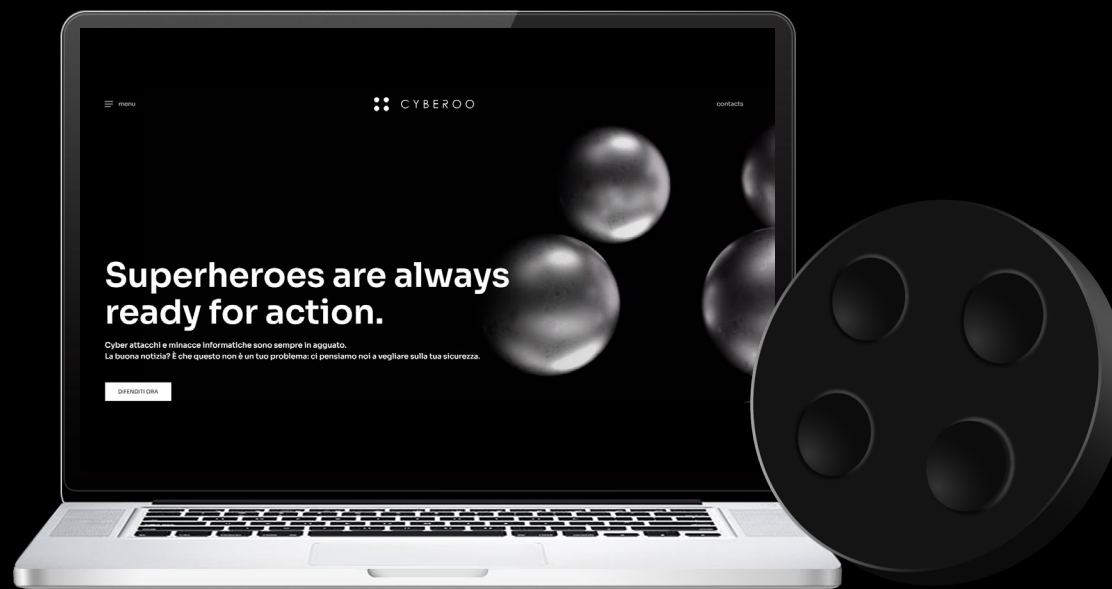
receives the honorable mention di AWWWARDS, the most prestigious platform that rewards the top world websites for talent and creativity.

## CYBEROO BLOG

it has always been the reference point for cyber security communities.

## THE BLACK BUTTON

innovative service that allows the team of specialists to be contacted immediately via online form or toll-free number available 24/7 in the event of a cyber attack.



# CONTINUOUS IMPROVEMENTS AND STEADY INVESTMENTS IN R&D

MOBILE APP FOR IRT

MOBILE APP CYPEER

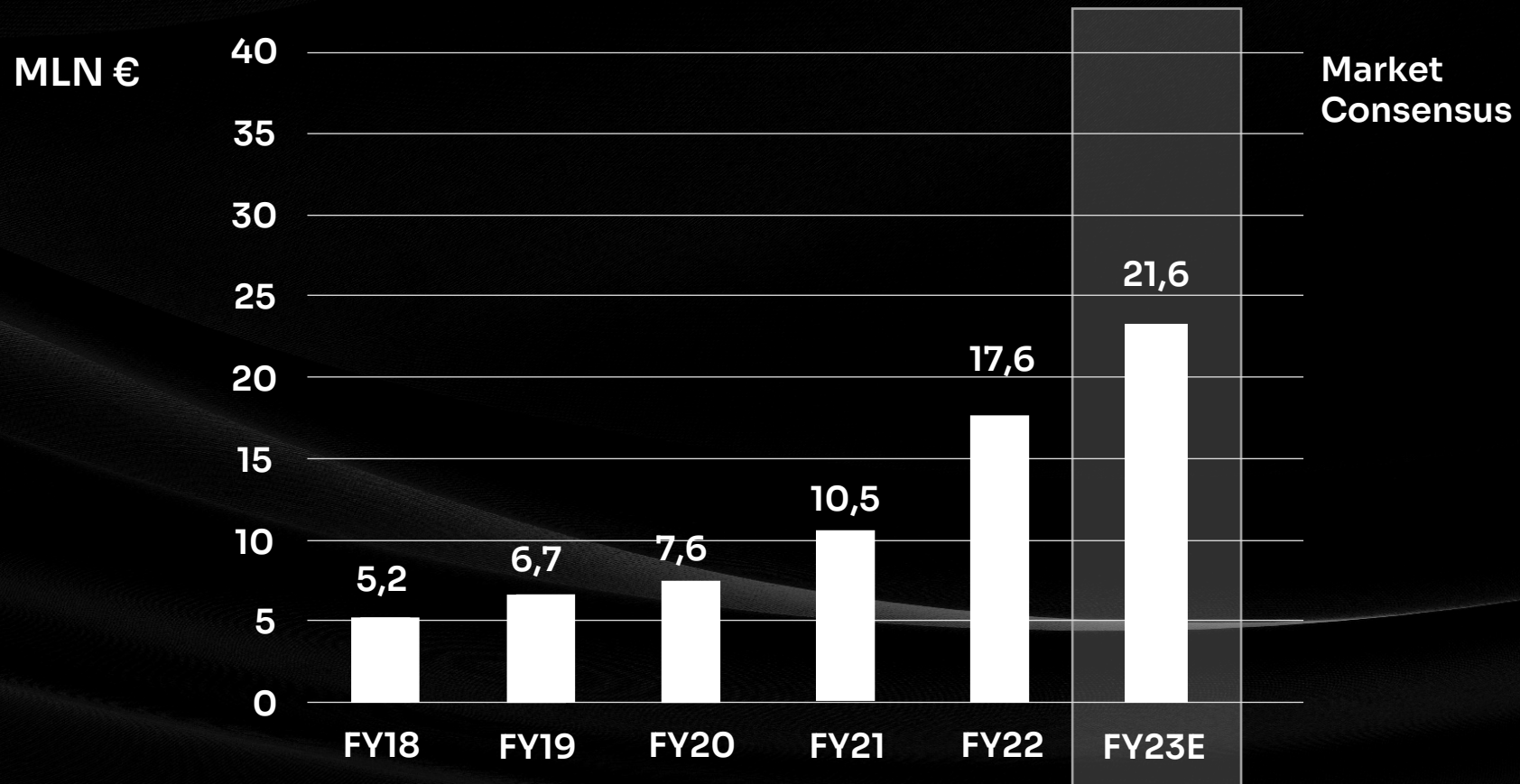
DEVELOPMENT OF NEW CSI FEATURES

V-NOC



# HIGHLIGHTS: VALUE OF PRODUCTION 2018 – 2023

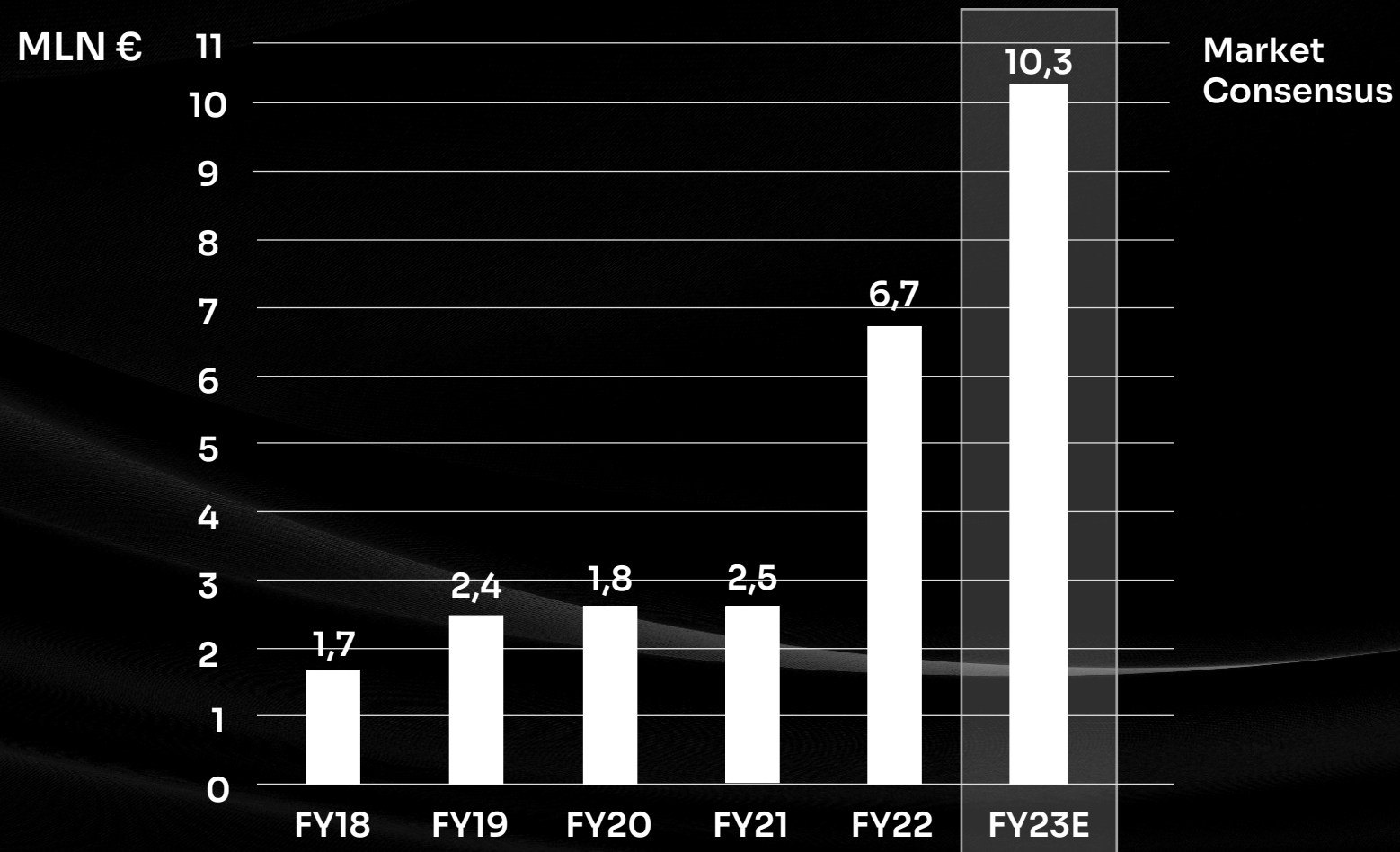
## DATA & EXPECTATIONS





# HIGHLIGHTS: EBITDA 2018 – 2023

## DATA & EXPECTATIONS



# 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

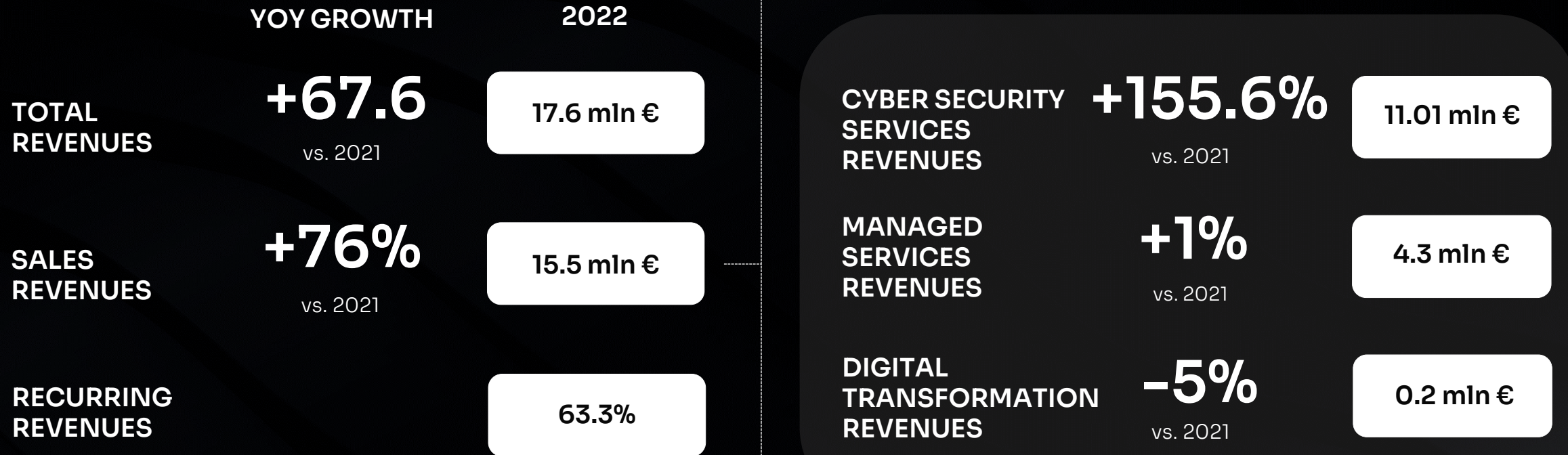
**Offsetting emissions:** planting with Treedom

**179 tCO<sub>2</sub>** (Scope 1+2) produced in 2022

**-31%** water resource used in 2022



# CYBEROO SALES & REVENUES 2022



# CYBEROO HIGHLIGHTS 2022

**TOTAL  
REVENUES**

**17.6 mln €**

**EBITDA**

**6.7 mln €**

**EBITDA MARGIN**

**+38%**

**NET PROFIT**

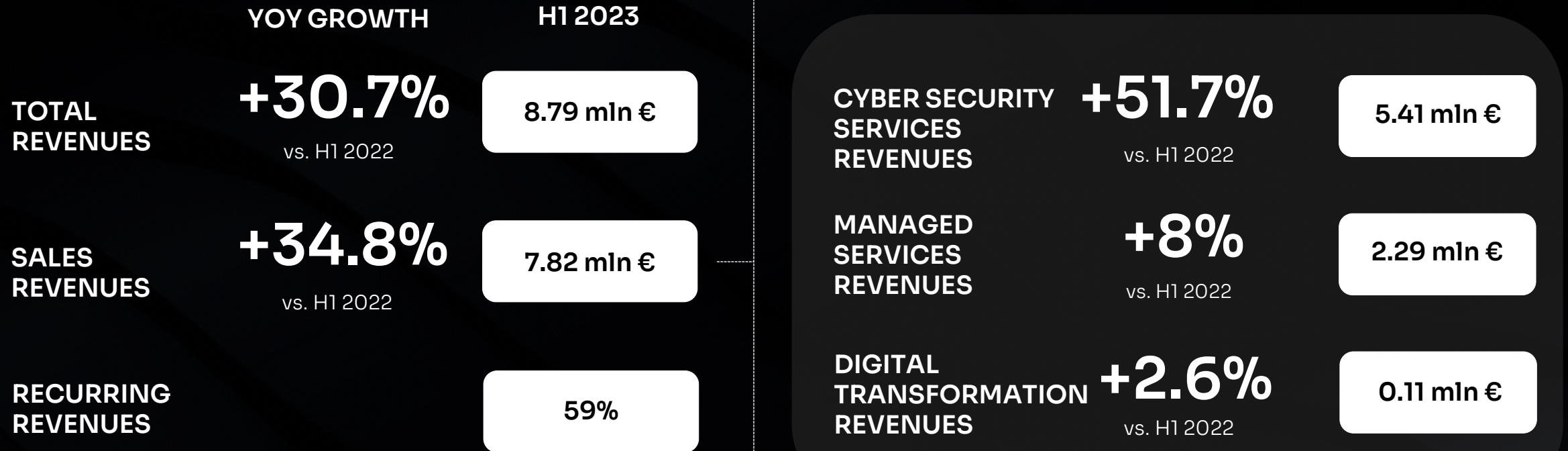
**2.8 mln €**

**NFP (CASH)**

**- 1.9 mln €**



# 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 €**



# CONTACT US



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**Web:** [www.cyberoo.com](http://www.cyberoo.com)



**Twitter:** CYBEROO

