


CYBEROO





«In 2023, **29% of organizations** were harmed by security incidents. In addition, **54% of organizations** still report an **insufficient understanding of cyber vulnerabilities** related to their supply chain.»

WORLD ECONOMIC FORUM

Since the beginning of the Ukrainian conflict in 2022, Clusit pointed out that Italy is in the crosshairs of cybercrime. In 2023, **Italy remained a particularly easy target**, having received the 11% of attacks detected globally (compared to 3.4% in 2021 and 7.6% in 2022).

CLUSIT



«The cybersecurity market in Europe in 2023 exceeded \$32.43 billion dollars and is expected to reach over \$57.75 billion dollars by 2028, with **an annual growth rate of 12.23%**»

BEDISRUPTIVE

«By **2025, 60% of organizations** (up from 30% today) will actively use disruption capabilities and threat containment provided directly by MDR vendors.»

GARTNER



«The year 2023 was full of initiatives and activities and, despite the complex economic environment, the business generated results that met expectations, affirming the company's strategic choices, and consolidating our leadership in the market. »

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»

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



CYBEROO IS CERT



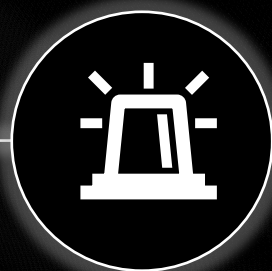
Computer Emergency Response Team

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

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.

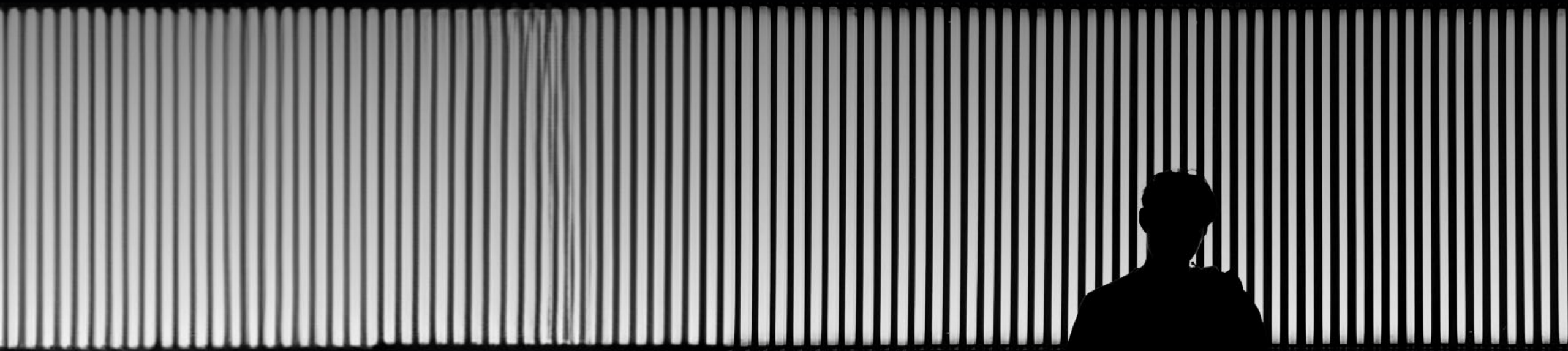
TIER 3 α-SOC

EXPERT CYBER SECURITY SPECIALIST

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



2000 INTEGRATIONS



CONTINUOUS IMPROVEMENTS AND CONSTANT INVESTMENT IN R&D

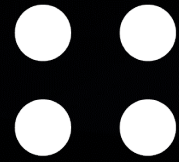
New remediation service

Features for Improved Detection

Features to improve the service and quality of i-SOC analysis

Usability Enhancement Features





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 SALES NETWORK-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

1 Area Manager Central-South

18 Key Account Manager

3 Partner Account Manager

4 Business Developer Manager

4 Inside Sales



CYBEROO HAS SIGNED IMPORTANT PARTNERSHIP AGREEMENTS ALL OVER THE COUNTRY

1

DISTRIBUTION AGREEMENT

80

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.)
- A.Z. Info S.r.l.
- 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.
- Easytech S.r.l.
- Ecotel Italia S.r.l.
- 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.
- GAMTECH
- 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.
- LikeDigital S.r.l.
- Magnetic Media Network S.p.A.
- Mauden S.r.l.
- 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.
- Show.IT 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 & CZECHOSLOVAKIA

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





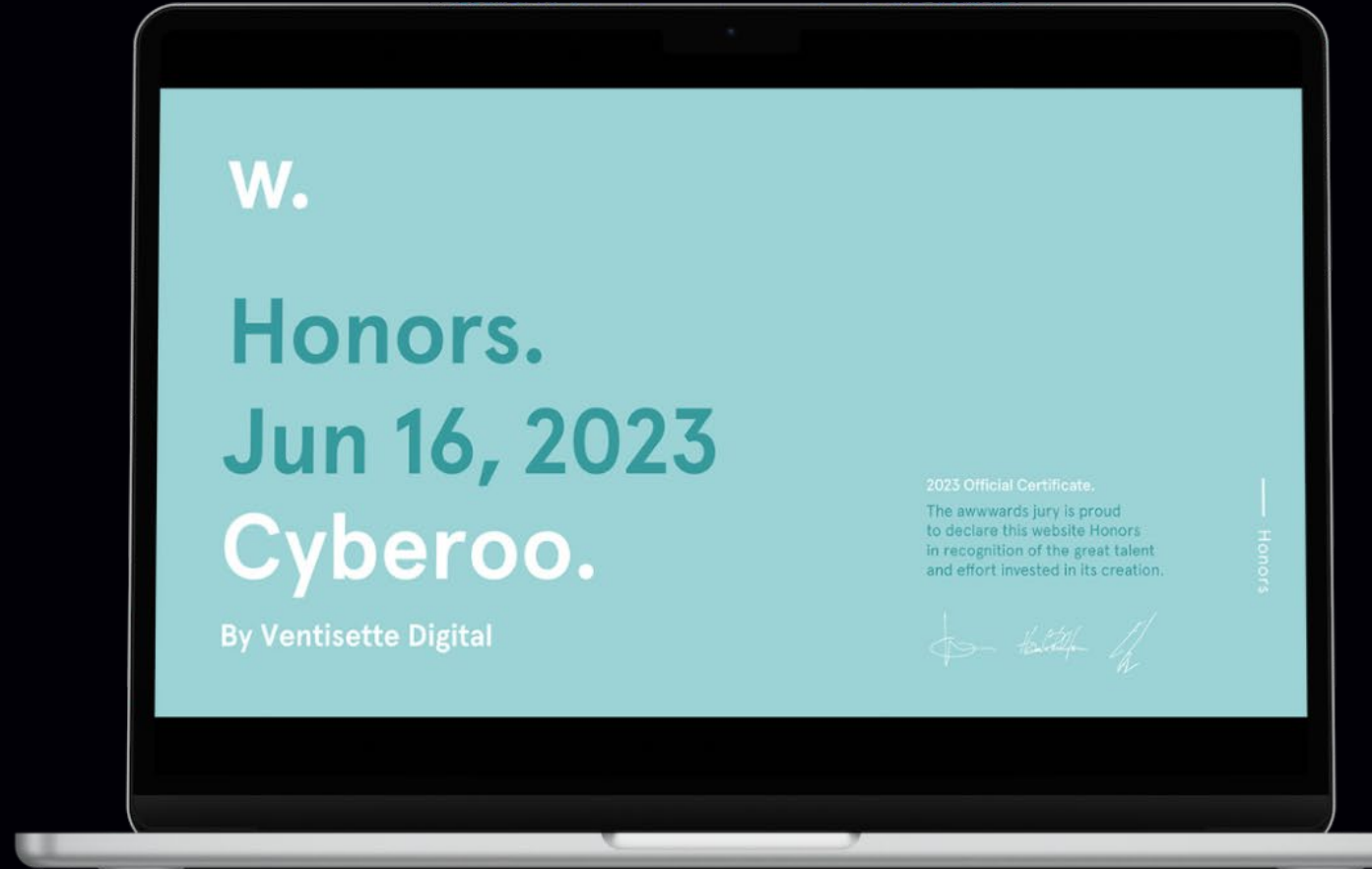
December 2023, POLOND

**THE FIRST CONTRACT OPENS THE DOOR
TO THE POLISH TRADE FRONT.**



CYBEROO NEW WEBSITE RECEIVES THE HONORABLE MENTION FROM AWWWARDS

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

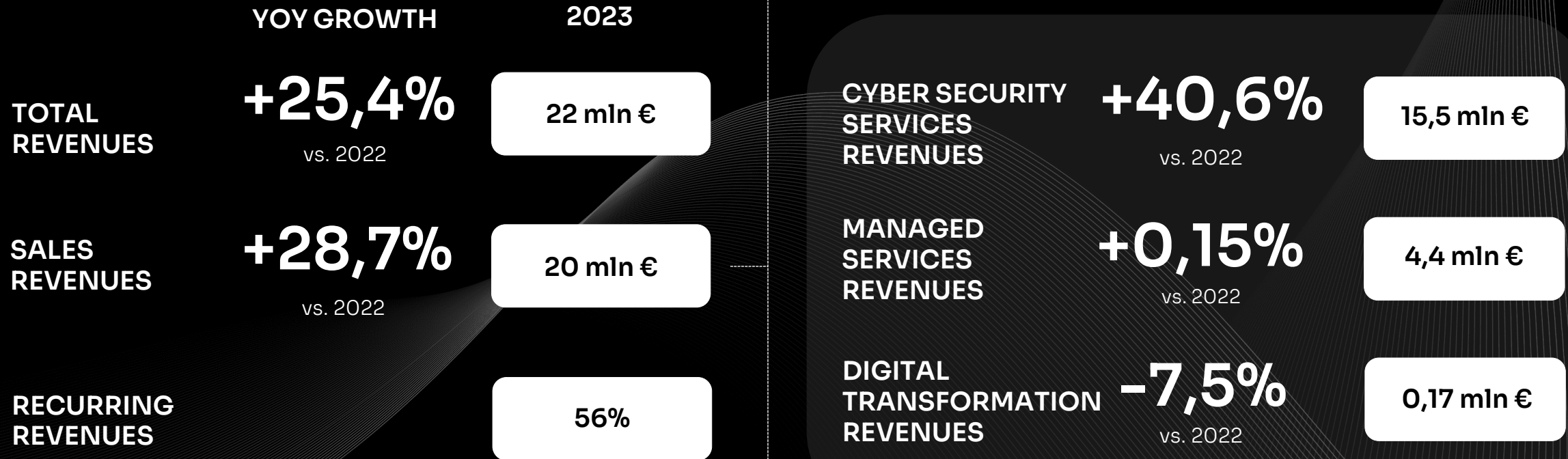


A dark, atmospheric background featuring the silhouettes of several people, possibly in tactical gear, walking away from the viewer through a misty or smoky environment. The central figure is more prominent, wearing a helmet and carrying equipment. The overall mood is mysterious and professional.

MANY COMPANIES CHOOSE US



CYBEROO SALES & REVENUES 2023



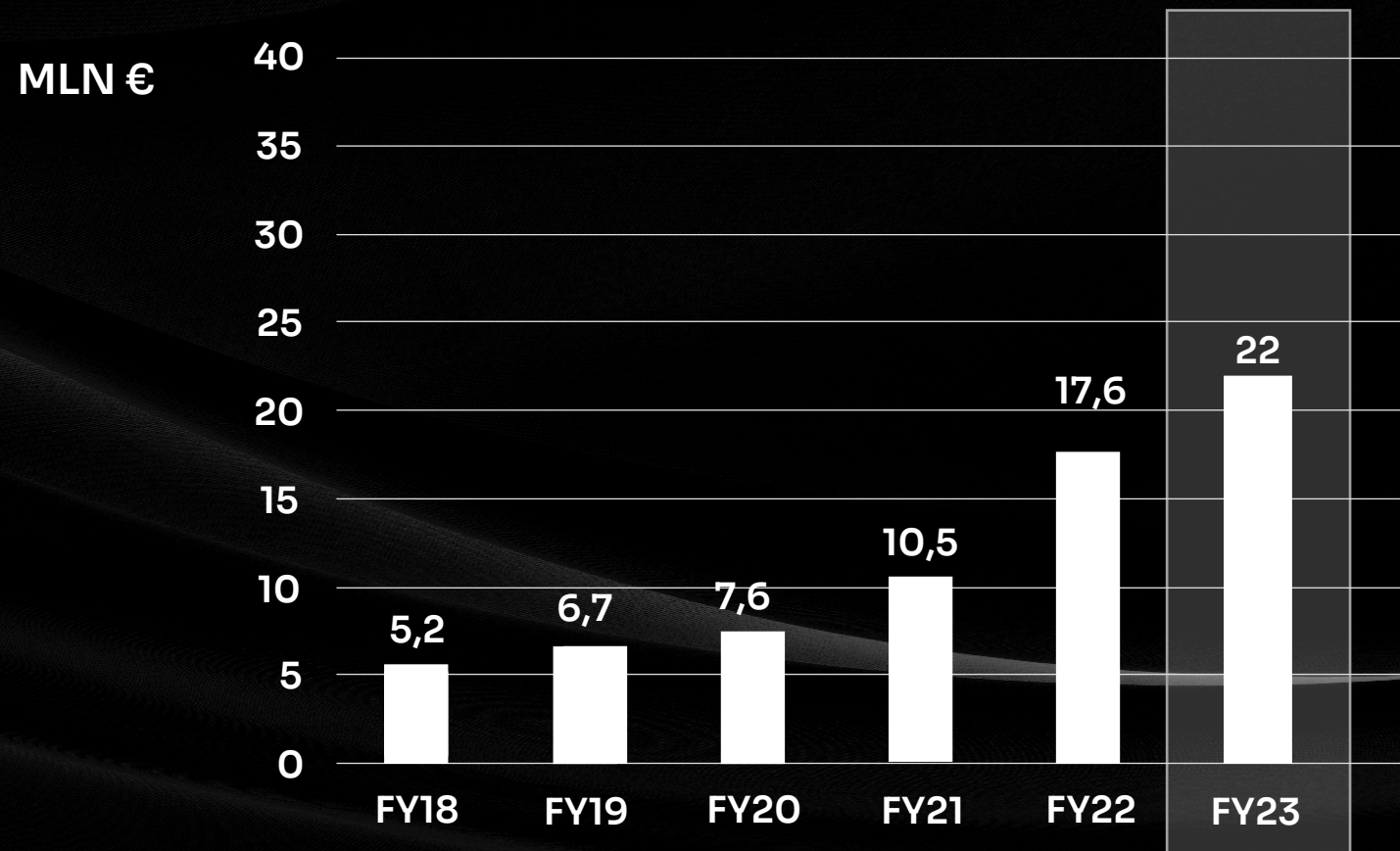
CYBEROO HIGHLIGHTS 2023

	YOY GROWTH vs. 2022	2023
TOTAL REVENUES	+25,4%	22 mln €
EBITDA	+37,8%	9,3 mln €
EBITDA MARGIN	+3,8pp	+42,2%
NET PROFIT	+42%	3,9 mln €
NFP (CASH)	+103,5%	- 3,9 mln €



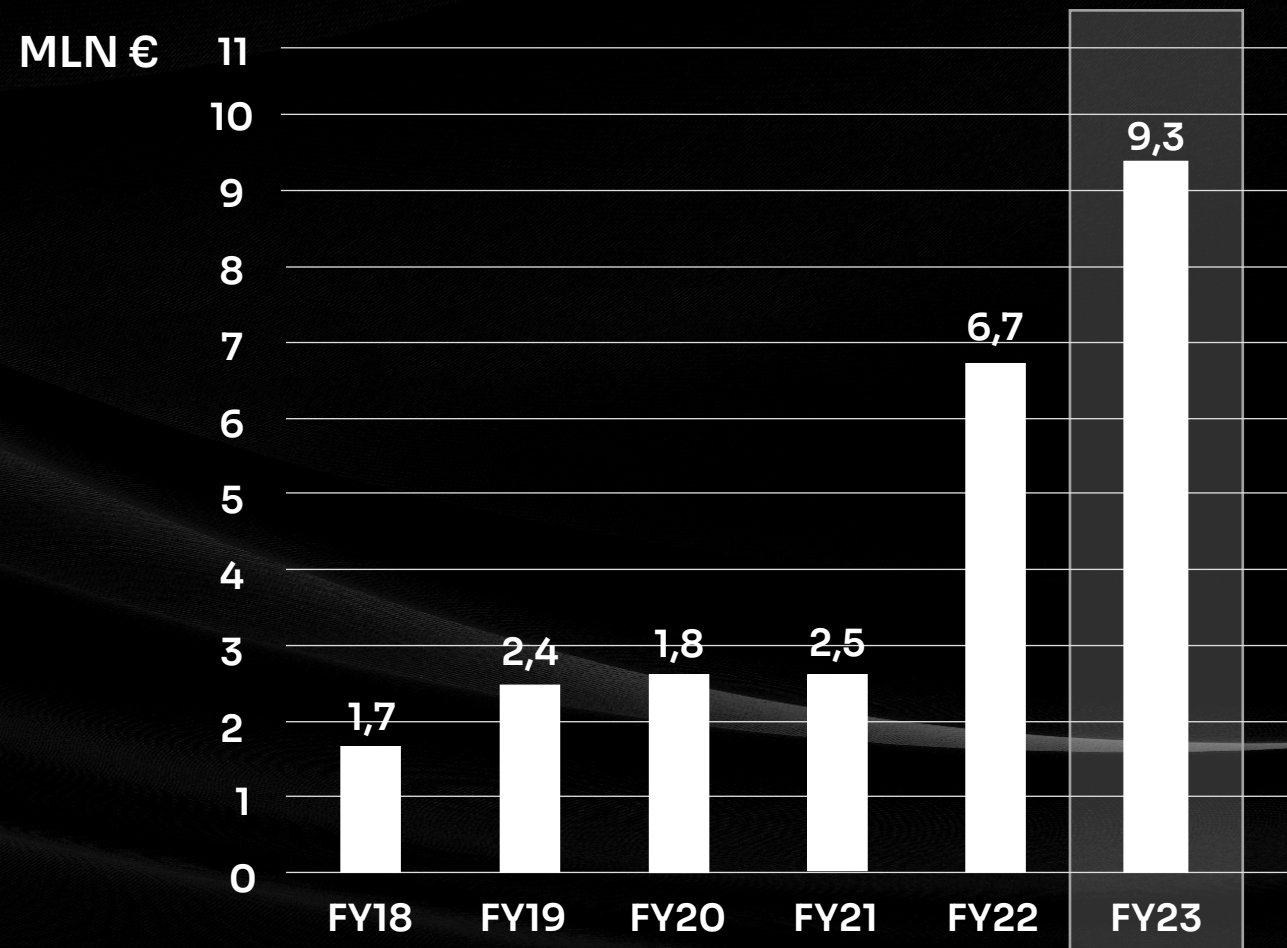
HIGHLIGHTS: VALUE OF PRODUCTION 2018 – 2023

DATA



HIGHLIGHTS: EBITDA 2018 – 2023

DATA



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



THE 2023 SUSTAINABILITY REPORT WILL BE RELEASED IN JUNE 2024





«Thanks to what has been done to date, its strong characterization and the investments made, Cyberoo is increasingly recognized in its role as a key player in the cyber security landscape, among the most innovative in the European market, and is ready, increasingly so, to meet market demand, both in Italy and on the European commercial front.

We expect our journey to continue along its bright path in the near future.»

FABIO LEONARDI – CEO DI CYBEROO



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