

CYBEROO

WE ARE CYBEROO



1st vendor of
Cyber Security listed
on the Italian Stock Exchange



Over 200
Highly qualified
resources



Over 700
Mid Size customers
Enterprise



5 locations
in EMEA



«Gartner Market Guide for
MDR Services»



CYBEROO
is CERT



Proprietary
and certified
technologies



GDPR
Compliant





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



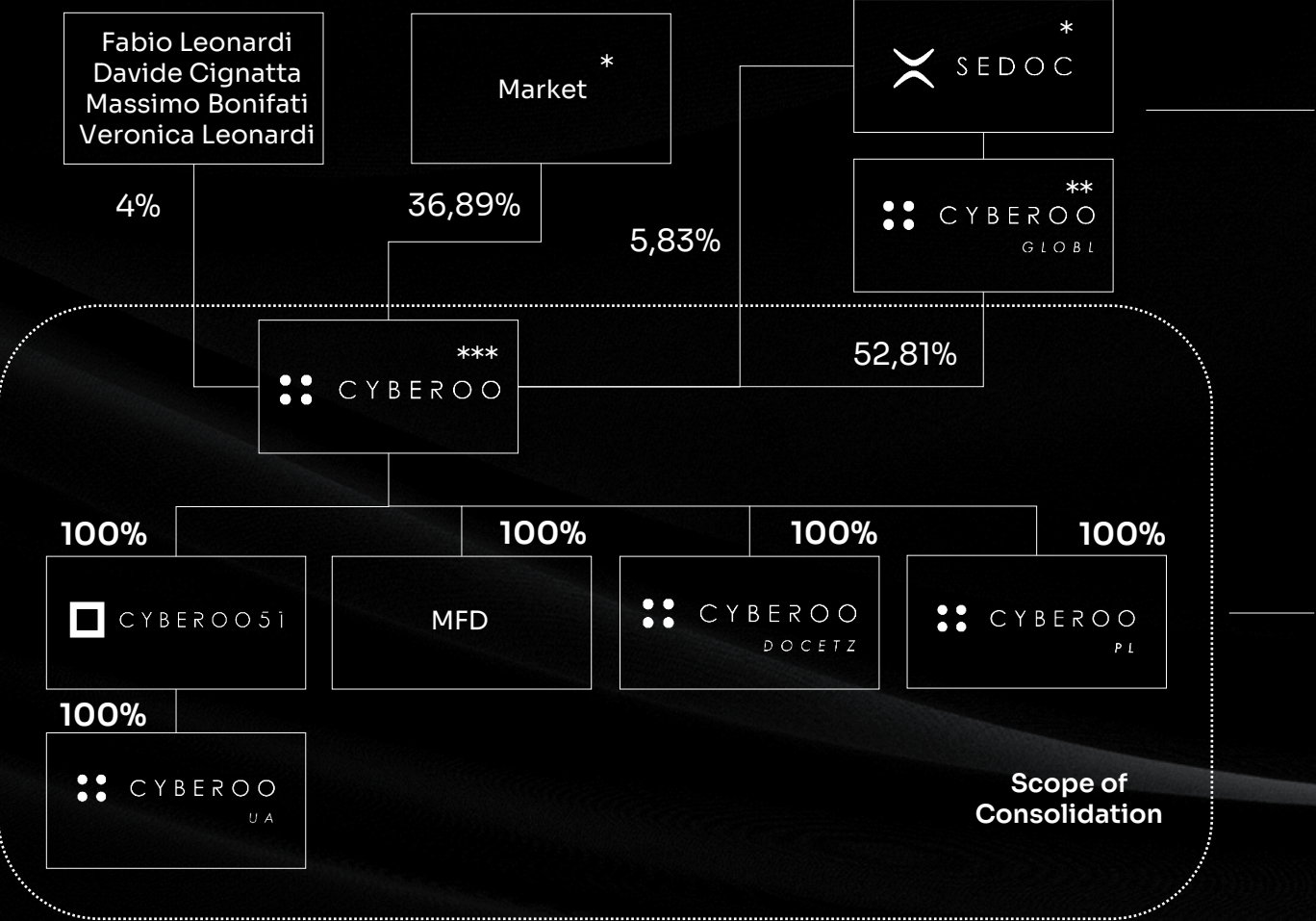
Final order
collection
€ 7 mln



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

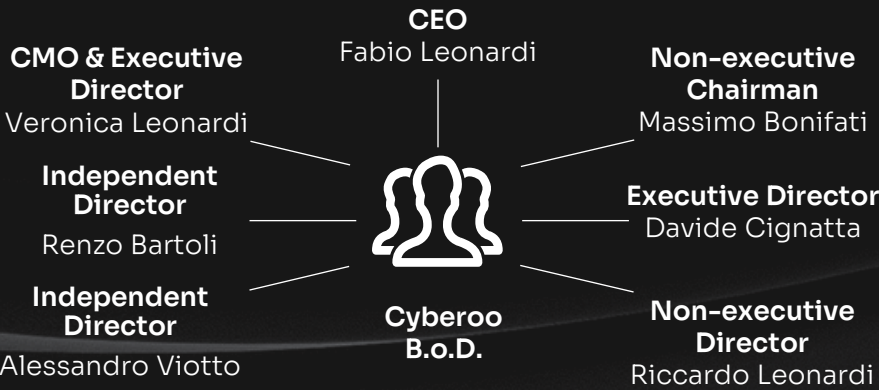


SHAREHOLDERS AND BOARD



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 0.47% treasury shares

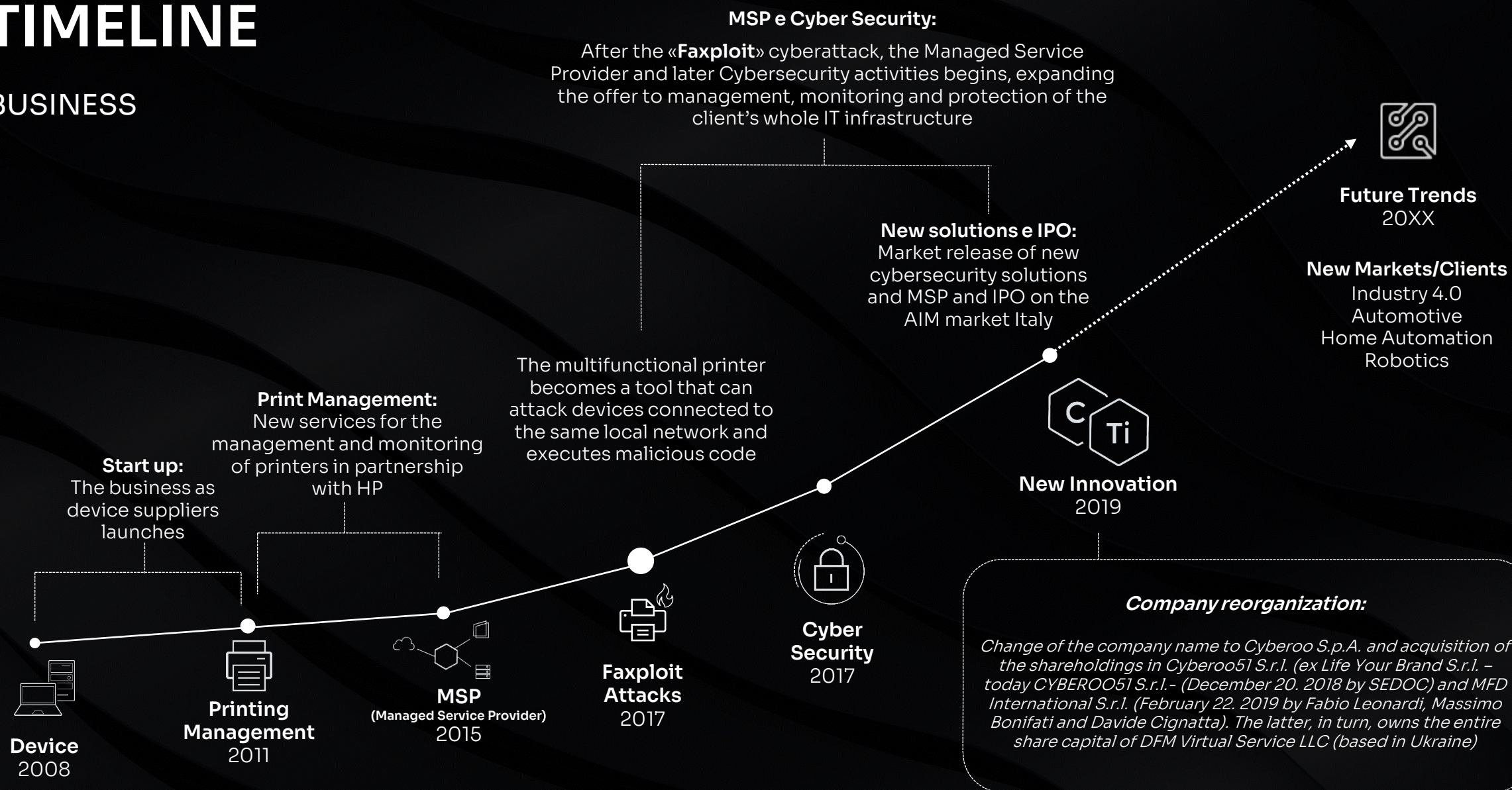




COMPANY

TIMELINE

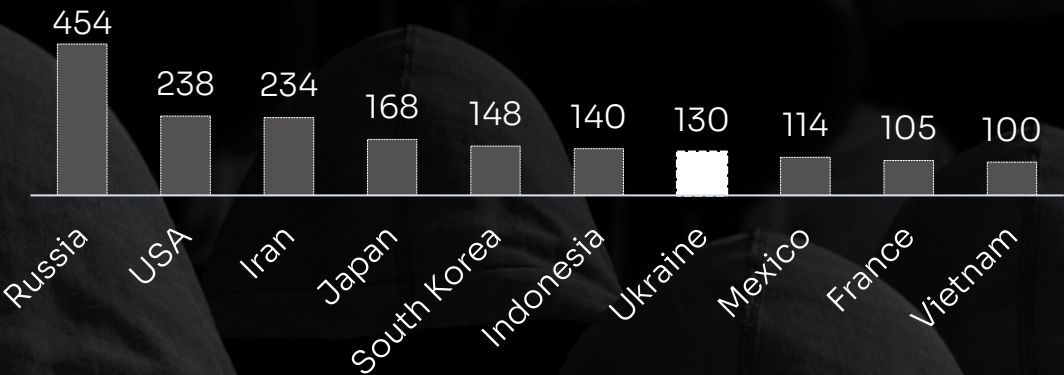
BUSINESS



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.

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



Number of computer engineers (k) graduates per year

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



The background of the image is a dark, glossy, abstract shape that resembles a modern car body or a stylized letter 'S'. It has smooth, flowing lines and a high-reflective surface that catches the light, creating bright highlights and deep shadows. The shape is centered and occupies most of the frame. Overlaid on this shape is the word "SERVICES" in a bold, white, sans-serif font. The text is centered horizontally and vertically within the frame.

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.»

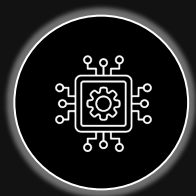
GARTNER



ACCORDING TO GARTNER, THERE IS A NEED FOR AN ADVANCED SERVICE THAT MERGES THESE THREE PILLARS TOGETHER



*Scan the QR Code
to download Gartner report*



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.**

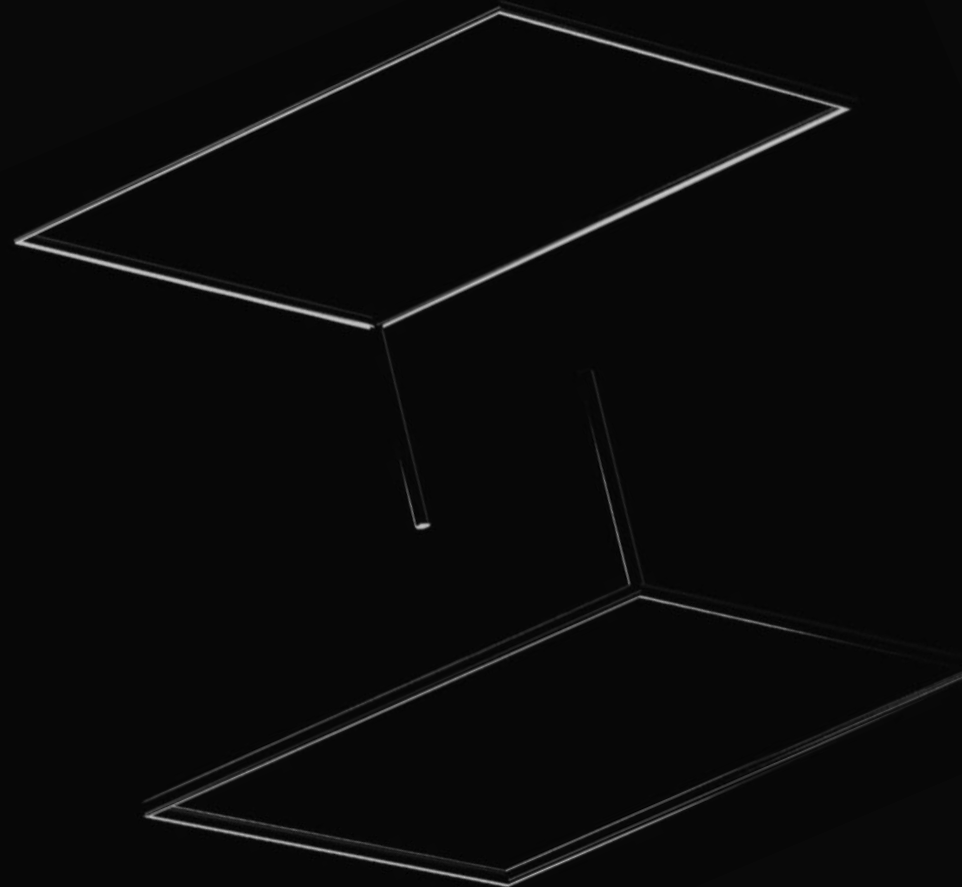


CY

Next Gen Intelligent Detection Platform

Manages your internal security

Cypeer integrates and monitors critical IT systems and services within your corporate ecosystem to protect you on all fronts.



CSI



Cyber Threat Intelligence Solution

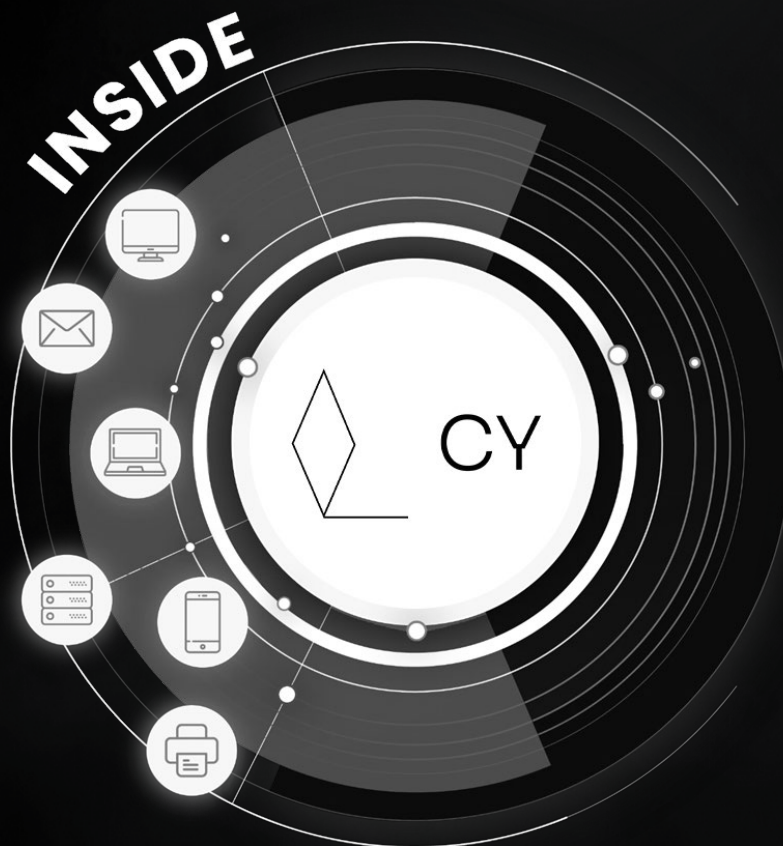
Protects from external threats

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



DESCRIZIONE

Il servizio si basa su una piattaforma di **Detection intelligente** che **raccoglie e correla** tutte le informazioni e log provenienti da applicativi di sicurezza già esistenti nell'ecosistema IT del cliente.



1

DETECTION

Integriamo e monitoriamo tutti i dati provenienti dai sistemi e i servizi esistenti all'interno del tuo **ecosistema IT aziendale**.

2

ANALYSIS

Il team **i-SOC** di CYBEROO analizza i dati.

3

RESPONSE

MANUAL
REMEDiation

AUTOMATIC
REMEDiation



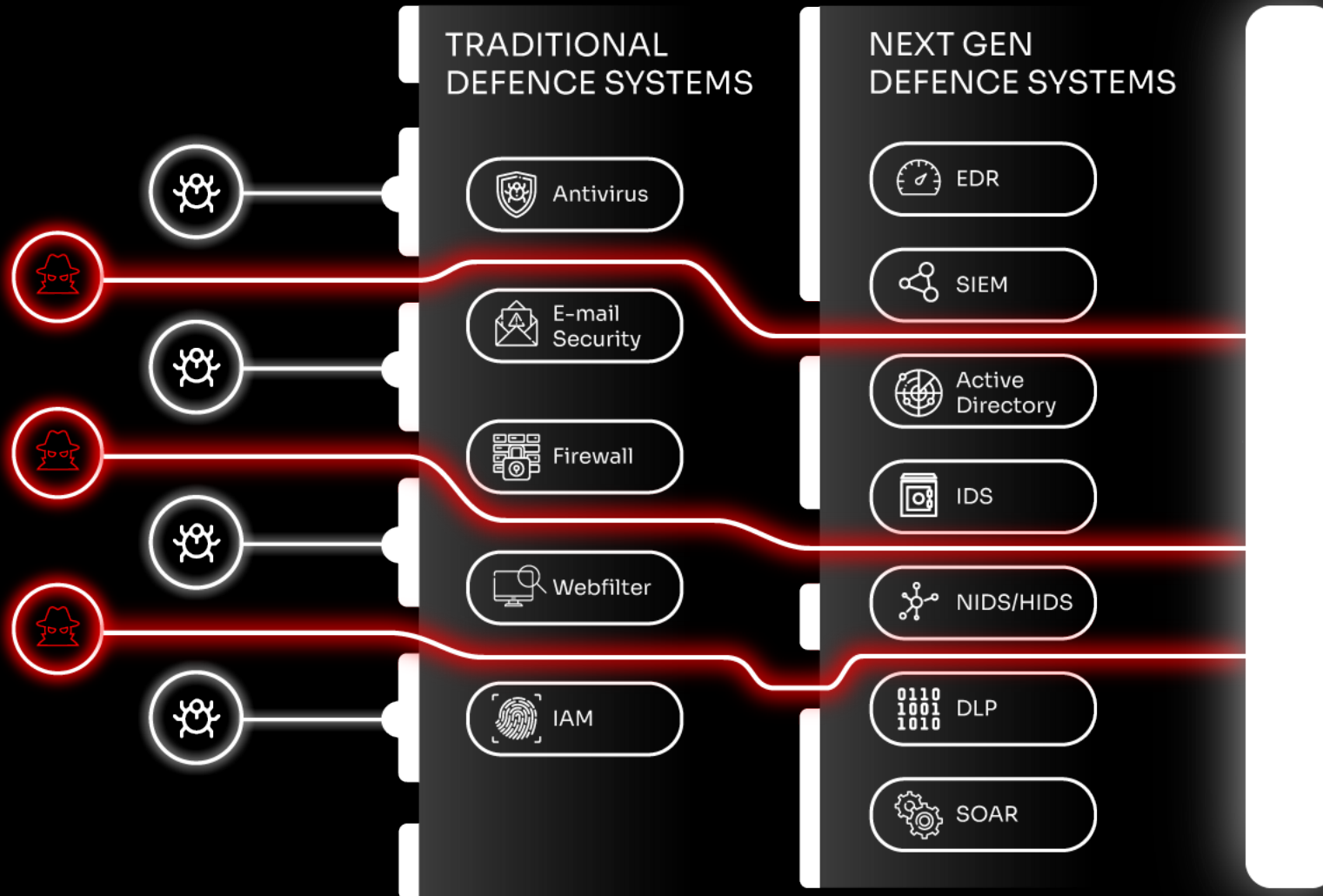
CYPEER FOR A TOTAL PROTECTION OF THE COMPANY PERIMETER



Known threats

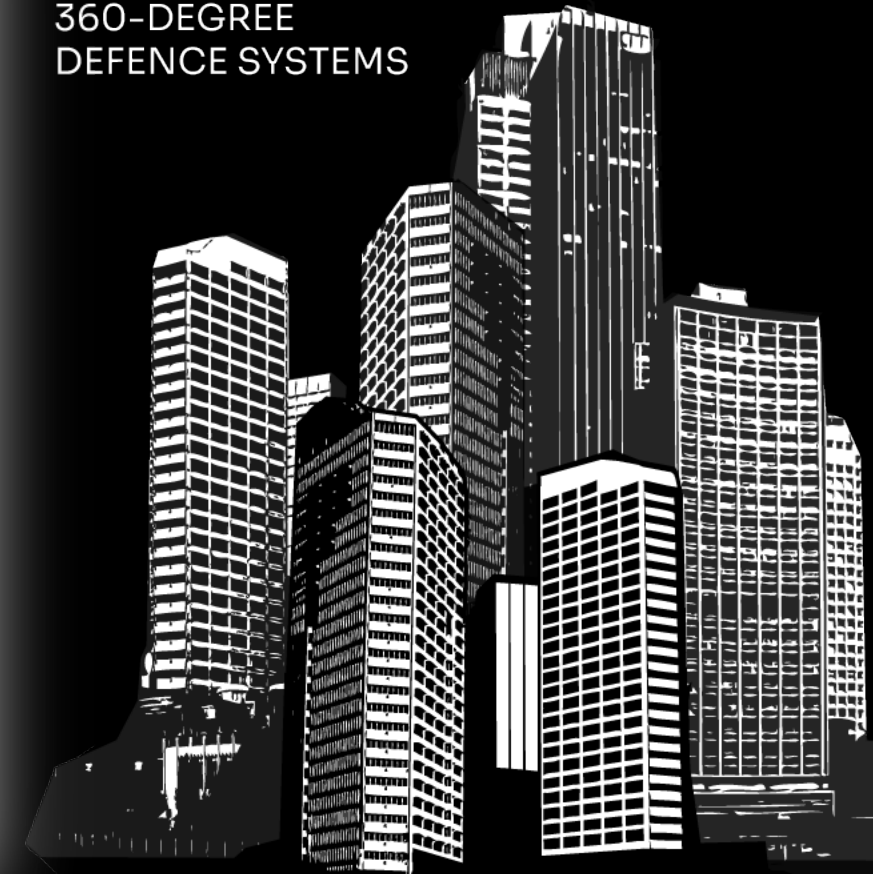


Advanced threats



●● CYBEROO

360-DEGREE DEFENCE SYSTEMS



I-SOC IS THE HEART OF OUR OPERATIONS.
THE PLACE WHERE PEOPLE AND TECHNOLOGY COME TOGETHER TO DEFEND YOU 24/7/365.

I-SOC

LIVELLO 0 AUTOMAZIONE

ARTIFICIAL INTELLIGENCE ANALYSIS

Identifies attack patterns by correlating multiple data generated by customer systems, reducing **false positives**.

TIER 1 i-SOC

CYBER SECURITY ANALYST

Analysts active 24 hours a day, capable of understanding attack patterns and locate the response.

TIER 2 h-SOC

CYBER SECURITY SPECIALIST

They support analysts in case they need specialized product investigations.

LIVELLO 3 α-SOC

EXPERT CYBER SECURITY SPECIALIST

Highly specialized and vertical staff in investigation and pre-incident activities.

INCIDENT RESPONSE

INCIDENT RESPONSE TEAM

Incident intervention experts with forensic analysis capabilities.



SAME DETECTION DIFFERENT REMEDIATION



CY
DEK



CY
SONIC







CY
KEERA



CY
KEERA⁺



	 CY <small>DEK</small>	 CY <small>SONIC</small>	 CY <small>KEERA</small>	 CY <small>KEERA+</small>
i-SOC 1° Tier 2° Tier 3° Tier	✓	✓	✓	✓
Contact Email Call Portal	✓	✓	✓	✓
Automatic Remediation	✗	✓	✓	✓
1° Step Supply Chain NIGHT & WEEKEND	✗	✗	✓	✓
1° Step Supply Chain 24/7	✗	✗	✗	✓



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»

ON JUNE 24, 2024, CYBEROO IS NAMED IN THE NEW
MARKET GUIDE FOR MDR SERVICES OF GARTNER.

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



CYBEROO IS CERT



Computer Emergency Response Team

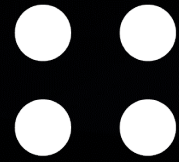
TRUSTED INTRODUCER- SIM 3

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

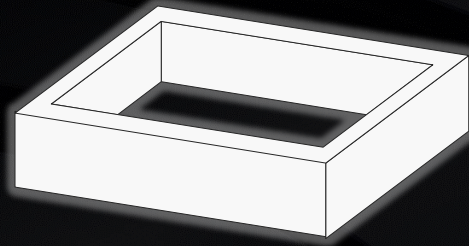
Server + Client	Annual Fee
Up to 5.000	€ 7.200 – € 185.000
Over 5.000	Per project

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



MARKET POSITIONING

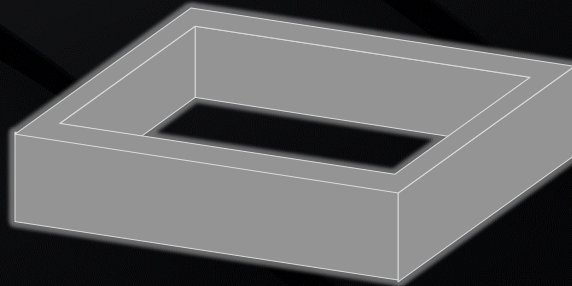
**Large
enterprises**



Big Player corporation: possibility of consultancy by CYBEROO

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

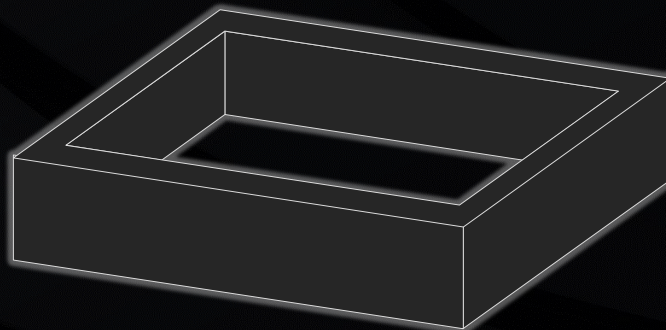
**Medium-sized
enterprises**



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

**Small
enterprises**

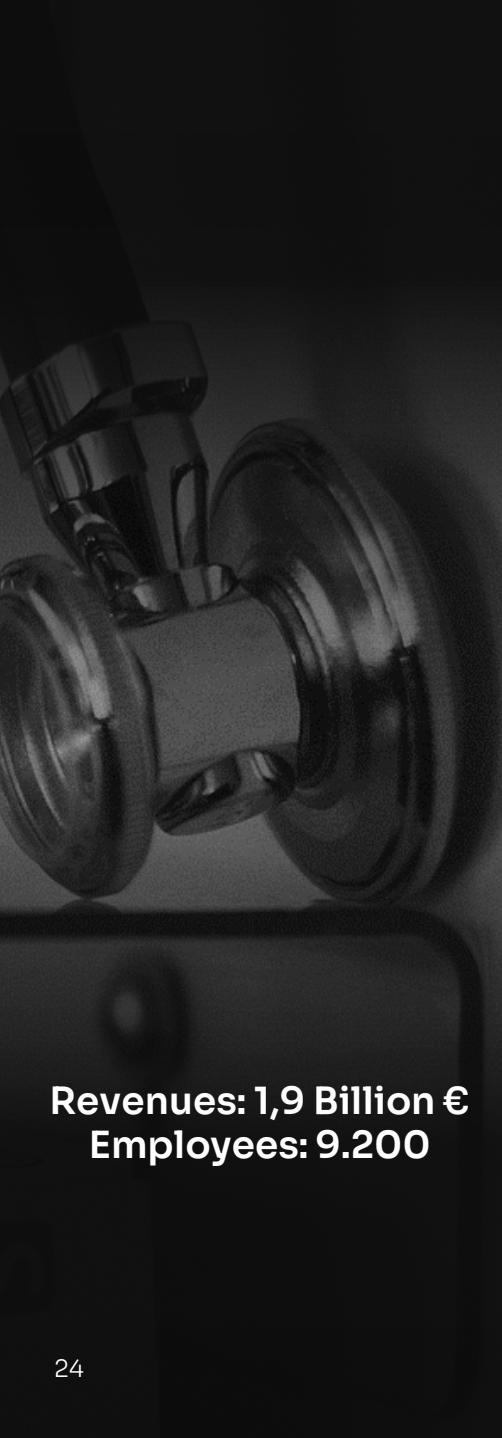


Vendor with standard products

- 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



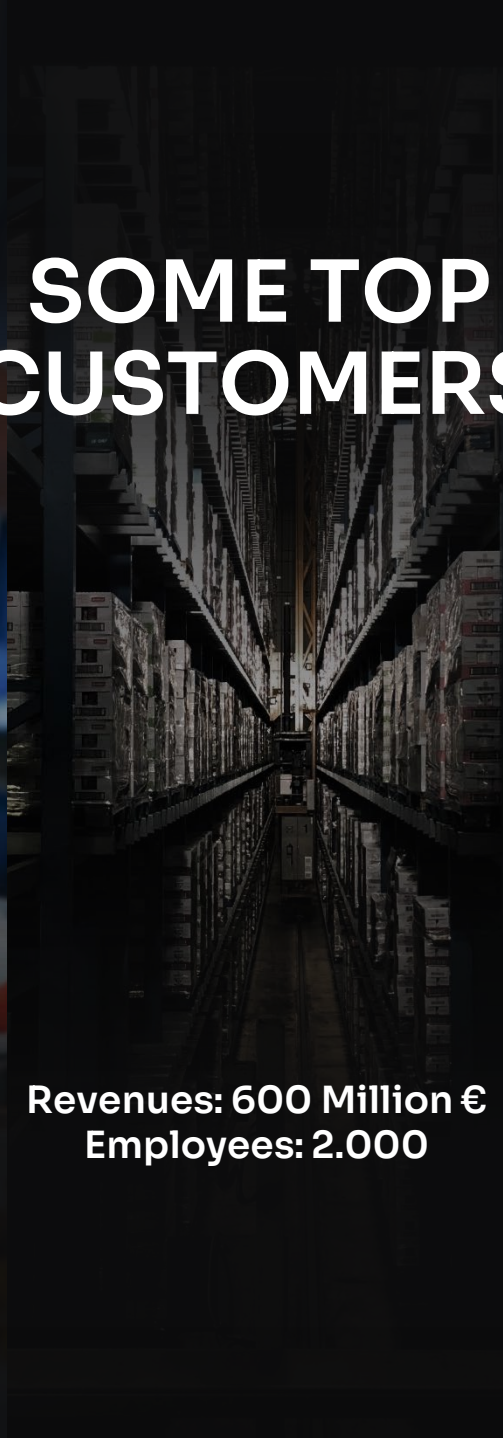
SOME TOP CUSTOMERS



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 – 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

85

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.
- CONNECT S.p.A.
- Cyber-bee (R1 Group)
- 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.
- Engineering Ingegneria Informatica 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.
- Information Consulting 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.
- Ledwork S.r.l.s.
- LikeDigital S.r.l.
- Magnetic Media Network S.p.A.
- Mauden S.r.l.
- MPG System S.r.l. N3TCOM S.R.L.
- Naquadria S.r.l.
- Novanext S.R.L.
- NPO Sistemi S.r.l.
- NPO Torino S.r.l.
- Omicron Consulting S.r.l.
- OPEN KOMM S.R.L.
- Planetel S.p.A.
- Posdata S.r.l.
- Pucciufficio S.r.l.
- QUANTICO S.R.L.
- RAD S.r.l.
- R.B. Impianti tecnologici 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.
- SMARTNET S.R.L.
- SMAU – GFI 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

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
- VERNITY SP. Z O.O
- ASCOMP SA.
- SPRINTTECH SP. Z O.O.



CYBEROO LANDS IN SPAIN & PORTUGAL

June 2024, almost a year after the opening of the Polish office,
CYBEROO LANDS IN SPAIN and PORTUGAL.

The internationalization activities are just beginning in this new country, where Cyberoo's market horizon is meant to get wider and wider.



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



ABOVE THE REST

CYBEROO ISN'T JUST
ABOUT CYBERSECURITY
AND TECHNOLOGY.
CYBEROO IS MUCH MORE.

We have created the new
ABOVE THE REST campaign.

Through a new commercial and a series of
10 podcasts, with the voice of Federico Buffa,
Cyberoo is **represented through different
eyes**, made up of great stories and new ideas.

WATCH THE NEW COMMERCIAL



CLICK TO LISTEN TO THE PODCAST



Spreaker★



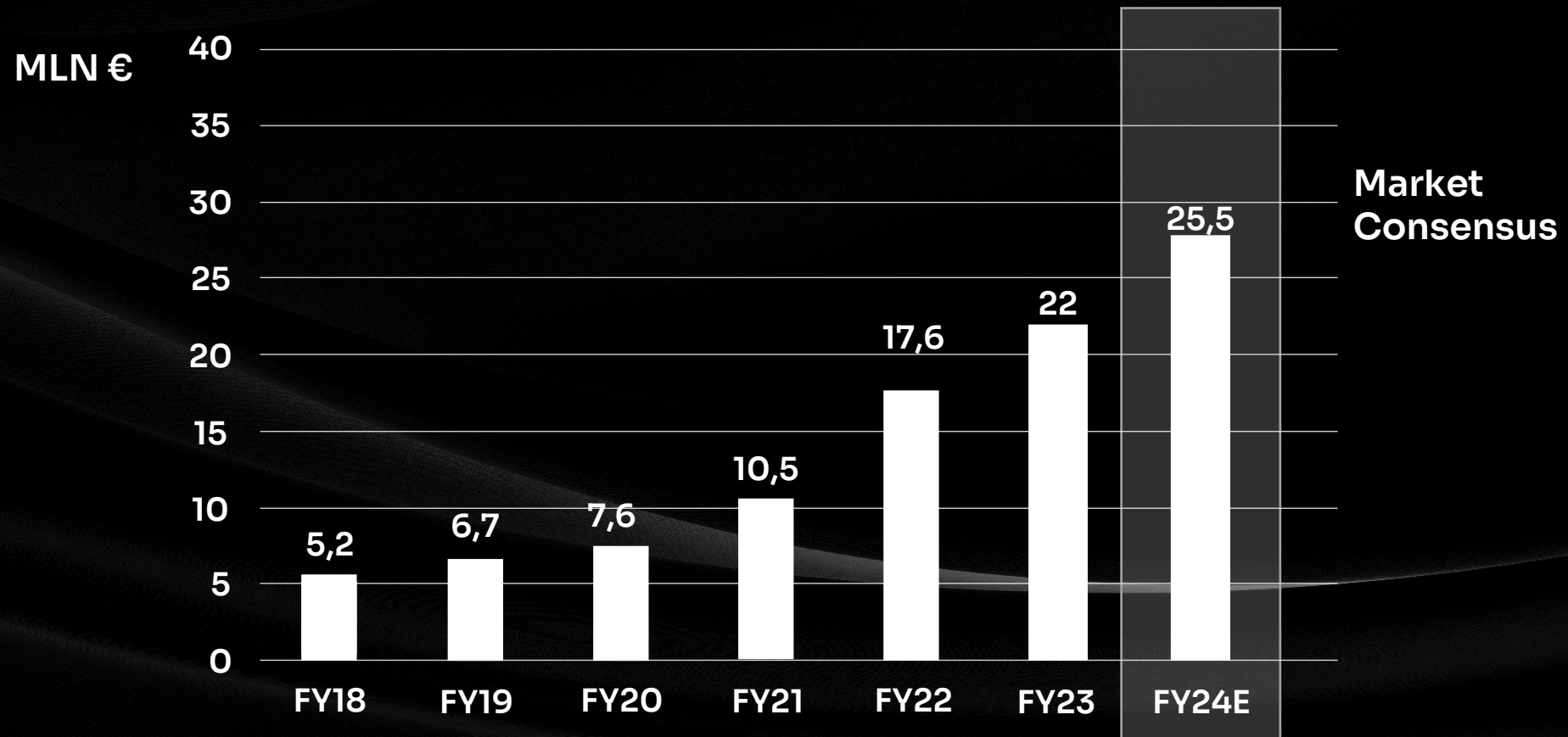
Apple Podcasts

amazon music



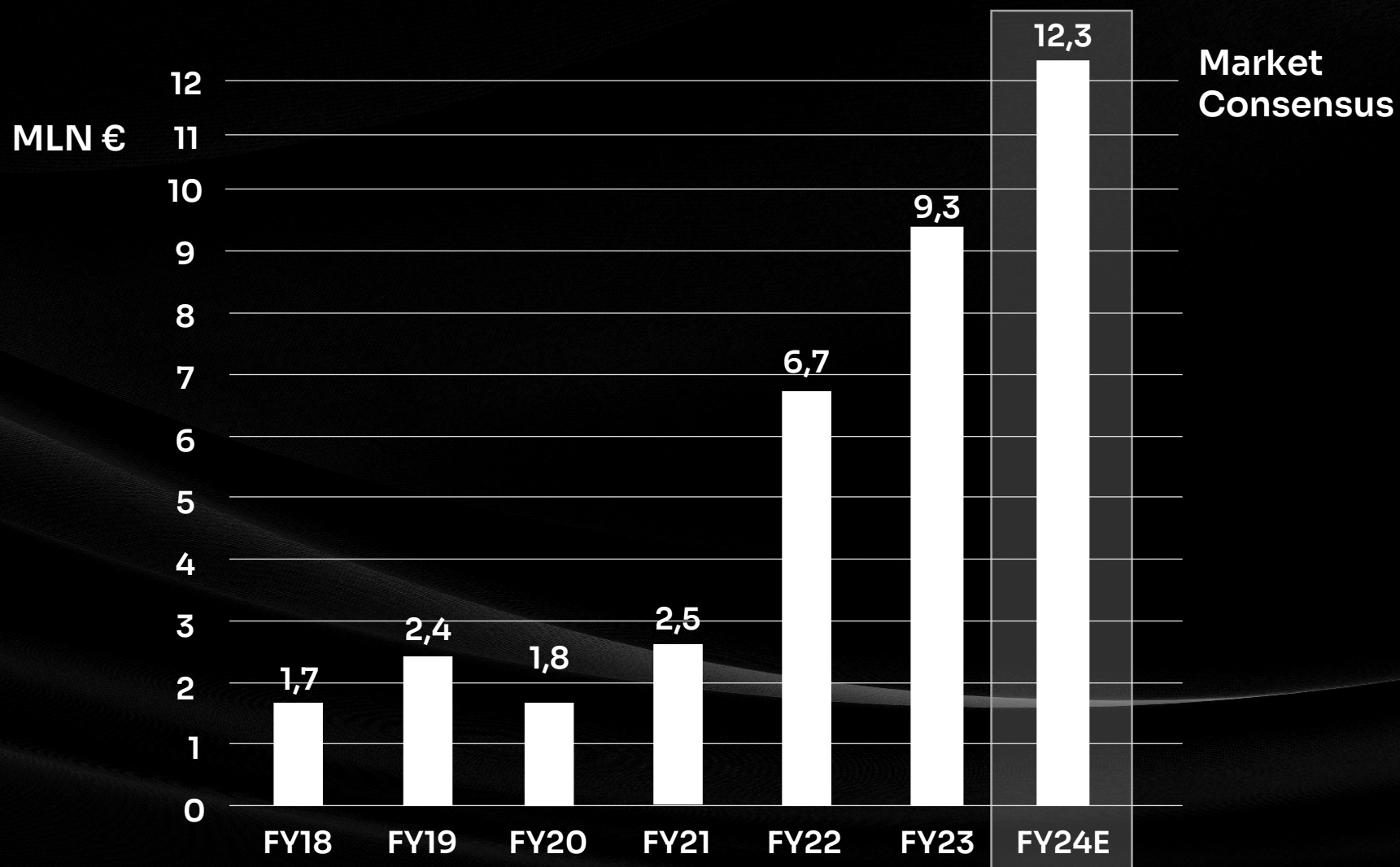
HIGHLIGHTS: VALUE OF PRODUCTION 2018 – 2023

DATA & EXPECTATIONS

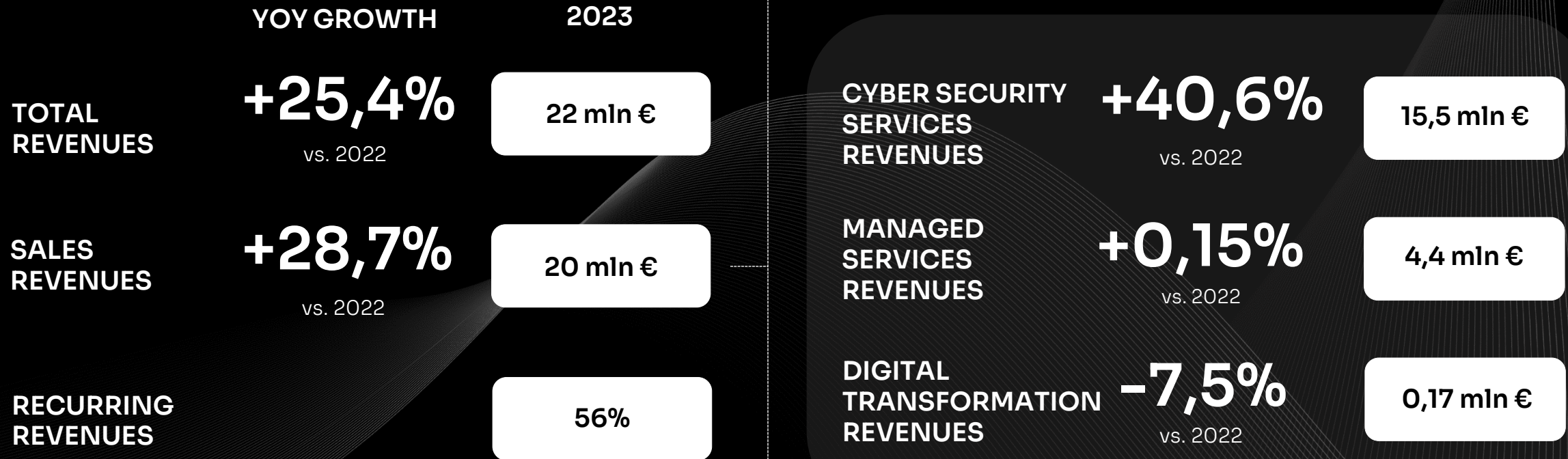


HIGHLIGHTS: EBITDA 2018 – 2024

DATA & EXPECTATIONS



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 €



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



THE 2023 SUSTAINABILITY REPORT WILL BE RELEASED IN JULY 2024



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[@cyberoo_official](https://www.instagram.com/cyberoo_official)

