



# **PRESS RELEASE**

# CYBEROO SIGNS A NEW STRATEGIC PARTNERSHIP WITH ICOS ENTERING AMONG THE FIRST VENDORS OF CYBER SECURITY SOLUTIONS FOR THEIR NEW DIVISION FOCUSED ON THE ENTERPRISE MARKET.

The partnership agreement between Cyberoo and ICOS aims to respond to the rapid evolution of the digital transformation landscape, thanks to Cyberoo's innovative Cyber Security solutions.

Milan, 11 December 2019 - Cyberoo S.p.A. ("Cyberoo" or the "Company"), an innovative SME specialized in cyber security for businesses, announces the signing of the partnership agreement with ICOS S.p.A. (ICOS), one of the leading companies in the value-added distribution of IT solutions, controlled by the Gruppo SeSa S.p.A. listed on the STAR Italian Market.

A win-win solution that allows ICOS and Cyberoo to offer companies complete and effective protection through a large network of dealers in the national territory.

For Cyberoo this represents the first distribution agreement, which enhances the role of ICOS as Value Added Distributor: Cyberoo has in fact been chosen as the first supplier that proposes an advanced Cyber Security and Detection & Response technology with an I-SOC. This solution will strengthen the newly announced ICOS division, which will market a set of Cyber Security solutions aimed at the enterprise market.

This agreement, that follows the previous public statement (please refer to the press release of 24 September 2019, available on the website of the Issuer – www.Cyberoo.com, Investor Relations / Press Releases section), confirms the company strategy based on commercial partnerships with adjacent companies for the distribution of Cyberoo solutions and it is in line with what was stated during the Roadshow.

Fabio Leonardi, CEO and co-founder of Cyberoo said: "We are proud of the partnership signed with ICOS, given its strategic importance as one of the leading companies in the distribution of IT solutions and services throughout the country. ICOS plays a crucial role thanks to its technological partnerships and the fact that we have been selected as the first retailer of Cyber Security solutions for their new division confirms the quality of the solutions we bring to the market. This agreement will also allow us to grow within the enterprise market, since it will guarantee a wide connection with the big players of the same. The combination of ICOS and Cyberoo will make it possible for a more extensive coverage for businesses, as well as generating multiple opportunities for Cyberoo."





In expressing satisfaction in turn for the agreement reached, Riccardo Maiarelli, President and CEO of ICOS commented as follows: "We created the business unit dedicated to Cyber Security with the specific objective of enhancing companies characterized by a high level of innovation, with which to develop successful growth strategies in concert. Cyberoo fully responds to our vision, thanks to an offer that includes a mix of cutting-edge technologies with few comparisons in the current market. Add to this the pleasure of collaborating with an Italian hitech company that opened up to international markets, reversing a usual paradigm in our sector. I am sure that with Cyberoo we will be able to give the correct initial push to the newly formed ICOS division, responding in the most effective way to the growing security needs of companies "concluded Maiarelli.

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#### Cyberoo

Cyberoo is an Emilian Innovative SME specialized in cyber security for businesses, intended not only as protection of IT systems from external attacks but mainly as the creation of a real strategy capable of protecting, monitoring and managing the information of the IT ecosystem.

Cyberoo addresses the medium-sized market with a broad and deep portfolio of enterprise solutions, developed through the usage of the most advanced technologies and with a value chain that allows to offer to the market prices in line with spending capacities.

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#### **ICOS**

ICOS operates as a value-added distributor (VAD) offering IT solutions and services to the market designed to allow customers to successfully face the most complex business challenges. Today the company is able to provide a complete range of solutions in the field of enterprise data centers, the cloud and Cyber Security, paying particular attention to the trends that are characterizing the Digital Transformation. Thanks to its technological partnerships, ICOS offers a market leader set of solutions, integrating them with technical, marketing and training services. With the headquarters located in Ferrara, ICOS addresses the entire national territory through the presence of commercial offices in Milan and Rome.

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