



CYBEROO

SECURE SOUL

This is a significant moment for cyber security market and for companies in the industry. Especially for CYBEROO because its offer is in line with market trends.

«Demand for cloud-based detection and response solutions will soar in coming years».

GARTNER



CYBEROO CONTINUED IN THE FIRST HALF OF THIS
YEAR ITS INVESTMENT STRATEGY.

«WE INVEST TODAY TO BE STRONGER TOMORROW».



HUMAN CAPITAL

H1 2021

ITALY
HUMAN RESOURCES

+21

vs. H1 2020

89

UKRAINE
HUMAN RESOURCES
(KIEV & TERNOPIL)

+8

vs. H1 2020

60



CONTINUOUS IMPROVEMENTS AND CONSTANT INVESTMENTS IN R&D

In H1 2021 CYBEROO released new features and modules of Cypeer and CSI Solutions:

- CYBER PROBE
- NEW INTEGRATION MODULES (MDMs, Rare Anti-spam system, Voip...)
- IMPROVEMENT OF ALGORITHMS which define the level of alert, priority and risk for the I-SOC



4 I-SOC AMONG EUROPE

1 TOP-CLASS SERVER FARM

1 Datacenter SUPERNAP Tier IV
Milano

15 Cyber Security Specialist & PM & Developer
Reggio Emilia

50 Cyber Security Specialist & Developer
Kiev & Ternopil

5 Incident Response Specialist
Novara - Powered by Cyber Division acquired at 51% on July 28, 2021



INCIDENT RESPONSE SERVICES ALLOW CYBEROO TO EXPAND ITS CUSTOMER BASE

This is because it allows us to offer a service even to those companies that have not yet decided to invest in prevention services such as MDR, but that need help during a cyber attack.





**CYBEROO OPENS
THE TECH HUB
OF PIACENZA**



THE TWO NEW RESOURCES THAT HAVE
CONTRIBUTED TO CREATING THE CURRENT
CYBEROO SALES NETWORK IN 2021



GIUSEPPE VITALI
Channel Director



DAVIDE CARLESI
Commercial Director



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 Director

1 Channel Director

10 Key Account Manager

3 Partner Account Manager

4 Business Developer Manager



CYBEROO HAS SIGNED IMPORTANT PARTNERSHIP AGREEMENTS ALL OVER THE COUNTRY

1 DISTRIBUTION AGREEMENT

34 PARTNERSHIP AGREEMENT

6 PARTNERSHIP AGREEMENT BY OPPORTUNITY



CYBEROO PARTNERS

CYBEROO has signed **important partnership agreements** with resellers well distributed throughout the country, which today it covered entirely.



- Enwenta
- GTI S.r.l.
- Horsa S.p.A
- IT Impresa S.r.l.
- Npo Sistemi S.r.l
- Retelit
- S2E: Solutions to Enterprises
- Safe Network S.r.l.
- Tech2
- Yotta Core S.r.l.
- Workteam S.r.l.
- Zerouno Informatica S.p.A.
- Magnetic Media Network S.p.A.
- Naquadria S.r.l.
- Fastlane S.r.l.
- Itechscout di G.M.P.C.
- Adora ICT S.r.l.
- Bearit S.r.l.
- Cybertech - Engineering Ingegneria Informatica S.p.A.
- MPC S.r.l.
- Netgroup S.r.l.
- SMS Engineering
- Teleconsys S.p.A.
- Esc 2 S.r.l.
- Ricca IT S.r.l.
- Experta S.r.l.
- I.T.M. Informatica Telematica Meridionale S.r.l.
- ITI Sistemi
- Omicron Consulting S.r.l.
- Scai Solution Group S.p.A.
- Securbee S.r.l.
- Tormalina S.r.l.
- Silverlake S.r.l.
- Tecno 3 SAS



**MANY COMPANIES
CHOOSE US**



«For Cyberoo it was and still is important to invest strongly in the definition and development of a structure capable of guiding the leadership of the industry».

FABIO LEONARDI – CEO OF CYBEROO

WE HAVE ACHIEVED WHAT IS EXPECTED BY 2023.



CYBEROO REVENUES H1 2021



CYBEROO HIGHLIGHTS

H1 2021

H1 2021

TOTAL
REVENUES

4,5 mln €

EBITDA

0,5 mln €

NET
PROFIT

- 0,52 mln €

NFP

0,22 mln €



WHAT HAS SLOWED OUR GROWTH?

1

Slowdown in Q1 due to Covid-19.

2

In the first semester of 2021 all associates of Confindustria continued to benefit from «Cyberoo Defence For Italy».

3

Delay relating to start-up and activation of the service, followed by the start of billing.



BACK LOG

CYBEROO has **75** customers Cyber Security contracts backlog for a counter value equal to **€108,000** of monthly fees and **€1,296,000** of annual recurring contracts.



«Thanks to the investments mentioned above, due to the commitment of the channel and the seasonality of the sector more shifted in the second half of the year, we expect an important closure in 2021 and an excellent 2022».

FABIO LEONARDI – CEO OF CYBEROO



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