

## PRESS RELEASE

Communication pursuant to article 11 of the Euronext Growth Milan Issuers' Regulation  
(price sensitive disclosure)

### **CYBEROO: THE BOARD OF DIRECTORS APPROVES THE CONSOLIDATED HALF-YEARLY FINANCIAL STATEMENTS AS OF JUNE 30, 2022**

**Revenues in the Cyber Security market up 192%.**

**Value of production and of sales revenues increases.**

**EBITDA and net profit grow as a result of the strategic choice made by  
the company in the past year**

- **Value of Production: €6.72 million (up 50% compared to €4.48 million in H1 2021)**
- **Total revenues: €5.80 million (up 67% compared to €3.47 million in H1 2021)**
- **Cyber Security revenues: €3.57 million (up 192% compared to €1.22 million in H1 2021)**
- **EBITDA: €1.92 million (up 328% compared to €0.45 million in H1 2021)**
- **Operating profit: €0.49 million (-€0.52 million in H1 2021)**

Reggio Emilia, September 29, 2022 – Cyberoo S.p.A. ("**Company**" or "**Cyberoo**"), an innovative SME listed on the EGM (Euronext Growth Milan) market, specialized in cyber security for companies, announces that today the Board of Directors of the company examined and approved the consolidated half-yearly report for the period ended June 30, 2022.

**Fabio Leonardi**, CEO of Cyberoo, commented: *"The six-month period is again very positive, as we continue to see significant growth, to our great satisfaction. The company is expanding both overall in the value of production and more importantly in revenues in the cyber security market where, with a further leap of 192%, we have almost tripled our turnover.*

*This is because, despite the uncertainties related to the geopolitical and economic difficulties of the period, awareness and momentum on the issue of cyber security are still mounting, and many new customers choose us because of the solutions we provide in response to market needs.*

*In the face of the ongoing Russian-Ukrainian crisis, we have taken timely, determined and flexible steps to reorganize ourselves in order to ensure that we successfully provide the best possible service.*

*Looking ahead to the second half of the year, we expect even more growth, as is customary. This is also by virtue of the further strengthening of our partner network, which is still working extremely well, showing excellent synergies, and which has seen the particularly relevant entry of WindTre, endowed with a powerful grassroots presence throughout Italy. We also expect to benefit from the recent launch of Cypeer Pure and Cypeer Sonic, the new MDR (Managed Detection & Response) solutions, and thus automatic remediation, which puts Cyberoo in an*

*ideal position to provide customers with constant state-of-the-art systems in line with their needs. A further boost is expected from Cyberoo's inclusion in another important Gartner Inc. document, following the one in the Market Guide, which sees us confirmed among the major international players with highly advanced and emerging technologies, in a sector that, according to Gartner, should reach its peak take-up within the next five years.*

*As for internationalization, we have resumed activities in Germany with a new and improved strategy that will yield results as early as this year but especially from 2023 onward.*

*We have also begun drafting a Sustainability Report, which will be published in 2023 in accordance with best international standards, in order to guarantee maximum transparency and emphasis not only to the company's non-financial business performance but also to the way it deals with the most material issues in terms of principles, values, policies and management systems.*

*In conclusion, with reference to the scenario outlined, and also taking into account the seasonal nature of the industry, compared to the first half of the year we expect a more positive second half of the year”.*

## **Main events of H1 2022**

The first half of 2022 was extremely positive, despite continuing geopolitical complexities related to the Russian-Ukrainian crisis. During the period, cyber attacks rose even further and there was a strong focus on cyber security resulted.

In line with the growth trend of past years, investment in research and development continued. In addition to the constant improvement of existing algorithms and features, this led to the launch of the new Cypeer Pure and Cypeer Sonic solutions in July.

The company's Net Financial Position as of June 30, 2022, amounting to €0.82 million, was affected by the purchase of 98,100 treasury shares by Cyberoo S.p.A. in the early months of the year.

The consolidated financial statements were prepared based on the June 30, 2022 separate financial statements of the companies Cyberoo S.p.A., Cyberoo51 S.r.l., MFD International S.r.l. and Cyber Division S.r.l., all of which fall within the scope of consolidation of the Cyberoo Group.

Total revenues for the first half of the year amounted to €5.80 million, up 67% compared to €3.47 million in the same period of 2021. Particularly noteworthy is the growth of the Cyber Security & Device Security business area, resulting in an increase in recurring fees thanks to the acquisition of important new customers.

To date, the Cyber Security & Device Security and Managed Services business areas account for 98% of overall revenues, in line with the strategy of focusing on high-margin activities and pricing based on recurring revenues.

Below is a breakdown of revenues by business line highlighting the growth of Cyber Security and Managed Services:

Revenues from sales and services	06/30/2022	06/30/2021	Change %
Cyber Security & Device Security	3,567,426	1,223,047	192%
Managed Services	2,121,497	2,154,596	-2%
Digital Transformation	112,634	95,522	18%
<b>Total</b>	<b>5,801,556</b>	<b>3,473,165</b>	

The Value of Production amounted to €6.72 million, up 50% compared to €4.48 million in H1 2021. The growth is mainly connected to the item “Revenues from sales and services” amounting to €5.80 million in H1 2022.

EBITDA was €1.92 million, with an EBITDA margin of 29% of the Value of Production, up compared to 10% in the same period of 2021 (€0.45 million).

Values in € million	06/30/2022	06/30/2021
Value of Production	6,727	4,486
EBITDA	1,925	449
<i>Margin %</i>	<i>29%</i>	<i>10%</i>

Pre-tax income was €0.8 million, up from -€0.4 million in H1 2021.

Net profit for the period amounted to €0.49 million compared to -€0.52 million in H1 2021.

As of June 30, 2022 net fixed assets amounted to €9.78 million, up 3% compared to December 31, 2021, mainly due to the increase in intangible assets as a result of significant investments in software technologies and research and development during the year. Industrial patents and rights to use intellectual property amounted to €2.09 million and are represented by software (registered with the SIAE) aimed at improving supply and services. This includes projects such as “OSINT Open Source Intelligence”, “CYPEER” and “DATA MINING” – “TITAAN” PROJECT. Fixed assets under construction and advances amounted to €3.91 million (€2.99 million in 2021) and are attributable to capitalized costs for the study and development of the “OSINT,” “TITAAN,” and “CYPEER” software.

Net working capital increased from €3.22 million as of December 31, 2021 to €3.72 million as of June 30, 2022 following an increase in trade receivables related to the growth in sales from major new customers.

The consolidated Net Financial Position as of June 30, 2022 amounted to €0.82 million compared to €0.27 million as of December 31, 2021.

## **Main significant events during H1 2022**

On February 8, 2022, Cyberoo S.p.A. announced that it had initiated the treasury share buyback program in accordance with and in execution of the terms and conditions set forth in the resolution of the Shareholders' Meeting of April 29, 2021.

The company has mandated Intermonte Sim S.p.A. as an independent broker to execute the buyback program in full independence and without interference from the company.

With regard to the very serious events that have broken out in Ukraine, where the company has operational offices, on February 25, 2022 Cyberoo S.p.A. confirmed full business continuity, and also reorganized and bolstered its activities in Italy. In line with best international standards and ISO 27001 certification, Cyberoo S.p.A.'s Security Operation Centers (SOC) are tailored according to the concept of "Security by Design", in order to provide services that are highly reliable at all times thanks to their geographical diversification over four different areas, two in Ukraine and two in Italy. This measure was adopted in order to protect the continuity of services even in the event of extreme unforeseeable circumstances (earthquakes, adverse weather conditions, wars, and so forth) which could threaten the operational capability of one or more locations. The infrastructure and personnel present in Italy are therefore perfectly capable of guaranteeing full business continuity for Cyberoo S.p.A., regardless of the circumstances in Ukraine. Furthermore, and solely with a view to providing additional reassurance, the work of Cyberoo people in Italy was nevertheless reorganized and stepped up pre-emptively, as mentioned above.

Cyberoo S.p.A.'s business continuity and its growth and development plans have been fully confirmed.

On April 11, 2022, the Board of Directors of Cyberoo S.p.A. resolved to submit for approval to the extraordinary Shareholders' Meeting a proposal for a stock split in the ratio of 2 shares for every 1 share held.

The transaction, which was approved on April 29, 2022, involved the withdrawal of 9,882,383 ordinary shares and the allocation of 2 newly issued shares for each ordinary share withdrawn and canceled.

The stock split resulted in a reduction in the book value of each share, but had no effect on the company's share capital or the characteristics of the shares.

The proposed split in the 2:1 ratio was carried out taking into consideration the market value of the stock with an eye on facilitating the trading of the stock itself, fostering greater liquidity and thus rendering the stock appealing to a wider range of investors.

The approval of the split also resulted in a change in the regulations of the "2019-2023 Cyberoo Warrants".

The annual Cyberoo partner event was held at the end of May and saw the direct involvement of the network in 2022 strategies and the strengthening of relations with each member.

## **Significant events after June 30, 2022**

In July, the new MDR integrating enhanced and state-of-the-art automatic remediation functions was unveiled at the company's annual meeting with partners. Cypeer Pure and Cypeer Sonic are the two configurations of the new MDR, which works with extensive use of artificial intelligence and machine learning, marking another major step change for Response and Automatic Remediation activities. Algorithms that simplify the threat mitigation process and authorize decisions in total autonomy according to conditional logic. An innovation that enables instant remediation actions without operator intervention. Human-machine integration, already present in detection with the joint work of i-SOC

analysts and artificial intelligence, is thus being extended to response services. An innovation made possible through extraordinary investments of approximately 1.5 million euros, and the work of an international task force that also included Gartner.

Again in July, after the slowdowns related to the COVID-19 pandemic, the drive towards internationalization resumed, particularly toward the German market. The landing of Cyberoo's evolved MDR services in Germany was made possible thanks to our distributor partner ICOS, which has been substantially expanding its organization in that key EU country. Also in the same period, the preparation of the first Cyberoo ESG Report was initiated on a voluntary basis and in accordance with the Global Reporting Initiative (GRI) Guidelines, as well as with the provisions of Legislative Decree No. 254/2016. Path initiated with the aim of giving maximum transparency and significance not only to non-financial business performance but also to how the company deals with the most material issues in terms of principles, values, policies and management systems. The document should be published in April 2023.

On September 6, 2022 an important partnership was announced with WindTre - through its WindTre Business brand - which, thanks to its powerful nationwide reach, will enable Cyberoo to strengthen further, especially in the MDR services segment. Additional significant partnerships were signed during the same period.

Also in September, in a study of the MDR services market Gartner Inc. cited Cyberoo as being among the top 50 or so global companies specializing in this specific area.

As regards the ongoing Russian-Ukrainian crisis, the company reorganized its presence in Ukraine by concentrating local operations in Ternopil, an area close to the Polish border and not affected by the conflict.

## **Business Outlook**

Despite the complexity of the geopolitical and economic situation, there are no signs of recession in our industry at this stage. Rather, there is an greater and growing sensitivity of companies to cyber attacks and a consequent willingness to protect themselves in order to ensure business continuity.

The development in particular of Cyberoo's two new MDR solutions, Cypeer Pure and Cypeer Sonic, and thus of automatic remediation, puts Cyberoo in an ideal position to provide customers with state-of-the-art systems in line with their needs.

By the end of the year, new partners are also expected in Germany.

In the above study, which features Cyberoo, the Gartner company estimates the MDR information security market to be one of the most dynamic sectors in the cyber security industry. Having grown by 48.9% from 2020 to 2021, MDR services are expected to reach their peak take-up within the next five years.

With reference to the scenario outlined, thanks to the consolidation of the distribution and sales channel, as well as investments in R&D, technology and human resources, and considering that Q4 is a time traditionally abundant in deal close-outs, we expect even more marked growth in the second half of the year compared to the first.

## Other information

Together with the limited audit report of the independent auditors BDO Italia S.p.A., the Consolidated Financial Statements as of June 30, 2022 are available to the public at the company's registered office and on its website.

## INCOME STATEMENT

Income Statement	06/30/2022	06/30/2021
Revenues from sales and services	5,801,556	3,473,165
Increases in fixed assets for internal work	750,878	943,247
Other revenues and income	174,573	69,762
<b>Value of Production</b>	<b>6,727,007</b>	<b>4,486,174</b>
Raw materials, subsidiary materials, consumables and goods	1,428,458	1,145,674
Services	874,733	857,982
Rental, lease and hire	135,576	121,084
Personnel costs	2,279,280	1,856,131
Changes in inventories of raw materials, subsidiary materials and goods	- 12,709	26,146
Other operating costs	96,644	29,242
<b>Cost of Production</b>	<b>4,801,982</b>	<b>4,036,259</b>
<b>EBITDA</b>	<b>1,925,025</b>	<b>449,915</b>
Amortization, depreciation and write-downs	1,024,993	863,945
<b>EBIT</b>	<b>900,032</b>	<b>- 414,030</b>
Financial income and expenses	- 99,798	- 60,619
Value adjustments to financial assets	-	899
<b>Earnings before Taxes</b>	<b>800,235</b>	<b>- 473,750</b>
Income taxes	317,989	47,209
<b>Consolidated profit (loss) for the period</b>	<b>482,246</b>	<b>- 520,959</b>
<b>Profit (loss) pertaining to minority interests</b>	<b>- 16,958</b>	
<b>Attributable to the group</b>	<b>499,204</b>	

## STATEMENT OF FINANCIAL POSITION

Balance Sheet	06/30/2022	12/31/2021
Intangible Fixed Assets	8,065,646	7,842,531
Tangible Fixed Assets	1,550,899	1,518,109
Financial Fixed Assets	162,384	162,384
<b>Net Fixed Assets</b>	<b>9,778,929</b>	<b>9,523,024</b>
Trade Receivables	6,565,895	6,407,084
Trade Payables	- 2,147,325	- 1,943,348
Other current assets	1,725,646	1,383,232
Other current liabilities	- 2,427,320	- 2,630,122

<b>Net working capital</b>	<b>3,716,897</b>	<b>3,216,846</b>
Provisions for risks and charges	- 16,913	- 16,912
Employee severance indemnities	- 367,797	- 385,915
Other receivables and non-current payables	35,557	92,583
<b>Non-current assets and liabilities</b>	<b>- 349,153</b>	<b>- 310,244</b>
<b>Net invested capital</b>	<b>13,146,673</b>	<b>12,429,626</b>
Share capital	988,238	988,238
Reserves	10,805,977	10,981,848
Reserve for hedging transactions of expected financial flows	32,673	418
Profit (Loss) carried forward	-	-
Profit (Loss) for the period	499,204	174,023
Total consolidated equity	12,326,093	12,144,527
Shareholders' equity attributable to minority interests	365	17,323
<b>Total Shareholders' Equity</b>	<b>12,326,458</b>	<b>12,161,850</b>
Cash and cash equivalents	- 1,938,058	- 1,607,171
Financial payables	2,450,764	2,586,956
Securities	-	- 1,053,837
Trade payables and other non-current payables	307,511	341,828
Net Financial Position	820,217	267,776
<b>Borrowings</b>	<b>13,146,310</b>	<b>12,412,303</b>

## NET FINANCIAL POSITION

	06/30/2022	12/31/2021
A Cash and cash equivalents	1,912,262	1,606,407
B Equivalents to liquid assets	25,796	764
C Other current financial assets	-	1,053,837
<b>D Liquidity (A + B + C)</b>	<b>1,938,058</b>	<b>2,661,008</b>
E Current financial debt	937,853	870,900
F Current portion of non-current financial debt	-	-
<b>G Current financial debt (E + F)</b>	<b>937,853</b>	<b>870,900</b>
<b>H Net current financial debt (G - D)</b>	<b>- 1,000,205</b>	<b>- 1,790,108</b>
I Non-current financial debt (excluding current portion and debt instruments)	1,512,911	1,716,056
J Debt instruments	-	-
K Trade payables and other non-current payables	307,511	341,828
<b>L Non-current financial debt (I + J + K)</b>	<b>1,820,423</b>	<b>2,057,884</b>
<b>M Total financial debt (H + L)</b>	<b>820,217</b>	<b>267,776</b>

\*\*\*

**Cyberoo S.p.A.**

Cyberoo S.p.A., a company listed on the Euronext Growth Milan stock exchange of Borsa Italiana, is an innovative Reggio Emilia-based SME specialized in cyber security for businesses, intended not only to protect IT systems from external attacks but also to implement a real strategy capable of protecting, monitoring and managing IT ecosystem information. Cyberoo addresses the medium-sized enterprise market with a broad and deep portfolio of enterprise solutions developed using the most advanced technologies and with a value chain that allows it to set prices that are in line with our customers' spending power.

\*\*\*

**FOR INFORMATION:****CYBEROO S.p.A.****Chief Marketing Officer & Investor Relator**

Veronica Leonardi | [veronica.leonardi@cyberoo.com](mailto:veronica.leonardi@cyberoo.com) +39 0522 385011

**CYBEROO PRESS OFFICE****ReputationValue, communication & public affairs**

Federico Ziller | [ziller@reputationvalue.it](mailto:ziller@reputationvalue.it) +39 335 7555508

Fabio Pandolfini | [pandolfini@reputationvalue.it](mailto:pandolfini@reputationvalue.it) +39 339 7214602

**NOMAD****EnVent Capital Markets**

42 Berkeley Square - London W1J 5AW

Italian Branch, Via Barberini 95 - 00187 Rome

Giancarlo D'Alessio | [gdalessio@enventcapitalmarkets.uk](mailto:gdalessio@enventcapitalmarkets.uk)