


# CYBEROO

SECURE SOUL



«The MDR market is one of the most dynamic sectors of the cybersecurity market and shows strong growth at 48.9% from 2020 to 2021.

The MDR market is rapidly growing and is expected to reach a plateau within the next five years».

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GARTNER



**WE HAVE FOLLOWED UP ON THE INVESTMENTS  
MADE, IMPROVING THE STRUCTURE AND SERVICE.  
THE SIX-MONTH PERIOD IS VERY POSITIVE, AS WE  
CONTINUE TO SEE SIGNIFICANT GROWTH.**



# CYBEROO IS THE FIRST AND ONLY ITALIAN COMPANY NAMED «REPRESENTATIVE VENDOR» IN THE «2021 GARTNER MARKET GUIDE FOR MDR SERVICES»

*Scan the QR Code to download Gartner's «2021 Market Guide  
for Managed Detection & Response Services» :*



FOR GARTNER CYBEROO IS AMONG  
THE TOP 50 GLOBAL COMPANIES  
SPECIALIZING IN THE MDR SERVICES  
MARKET.



**«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.**

**We have reorganized our presence in Ukraine by concentrating local operations in Ternopil, an area close to the Polish border and not affected by the conflict».**

FABIO LEONARDI – CEO OF CYBEROO



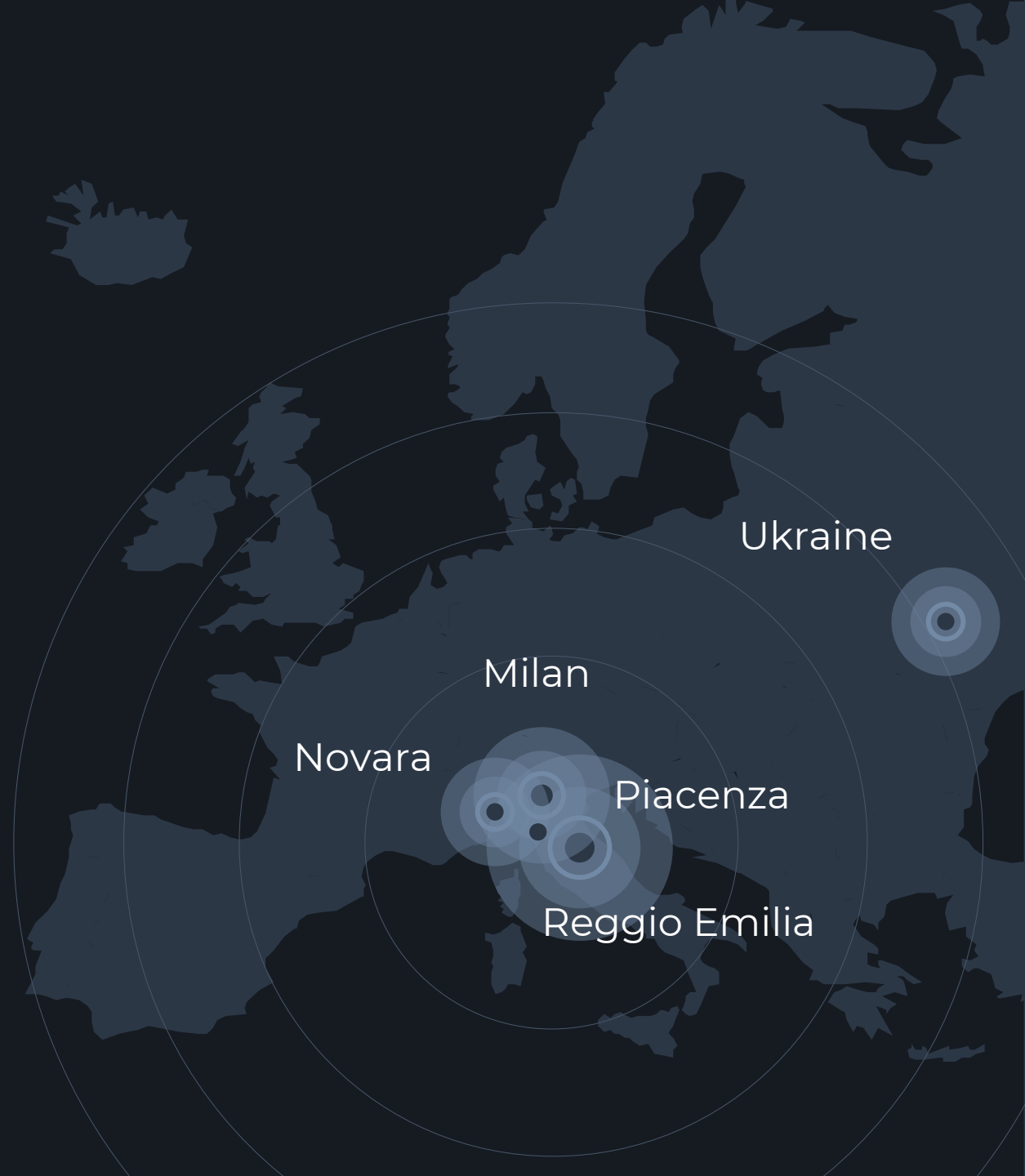
# 4 I-SOC AMONG EUROPE 1 TOP-CLASS SERVER FARM

**1** Datacenter SUPERNAP Tier IV  
Milan

**25** Cyber Security Specialist & PM & Developer  
Reggio Emilia

**50** Cyber Security Specialist & Developer  
Ukraine

**5** Incident Response Specialist  
Novara - Powered by Cyber Division acquisita al 51% il 27 luglio 2021



# CONTINUOUS IMPROVEMENTS AND STEADY INVESTMENTS IN R&D

In the first half of 2022, we completed the development of Cypeer and CSI.

 **CYPEER**

 **CSI**

 **CY** PURE

 **CY** SONIC

SUPPLY  
SCANNER





## **INCIDENT RESPONSE TEAM GROWING**

During the period, cyber attacks further increased, and the Incident Response service found tremendous success helping all those companies that had not yet invested in prevention services such as MDR.



# THE NEW COMMERCIAL DIRECTION IN ITALY AND ABROAD



GIUSEPPE VITALI

**Commercial & Channel Director**



DAVIDE CARLESI

**EMEA Commercial Director**



# CYBEROO SALES NETWORK IN ITALY

CYBEROO, thanks to an effective and performing sales network, presides over the **entire Italian territory** through activities to qualify new opportunities on prospect companies.

**1** Commercial & Channel Director

**1** Head of Business Developer

**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

**50** PARTNERSHIP AGREEMENT





# 5 FOREIGN PARTNERS EXPECTED BY THE END OF THE YEAR



# CYBEROO PARTNERS

CYBEROO has signed **important partnership agreements** with well-distributed dealers throughout the country, which it now covers entirely.

- Wind Tre S.p.A.
- Enwenta S.r.l.
- Horsa S.p.A.
- IT Impresa S.r.l.
- Npo Sistemi S.r.l.
- NPO Torino S.r.l.
- S2E S.r.l.: Solutions to Enterprises
- Safe Network S.r.l.
- Tech2 S.r.l.
- Yotta Core S.r.l.
- Workteam S.r.l.
- Zerouno Informatica S.p.A.
- Magnetic Media Network S.p.A.
- Naquadria S.r.l.
- Adora ICT S.r.l.
- Bearit S.r.l.
- Digisoft S.p.A.
- RTC S.p.A.
- 3 Puntozero Società consortile a responsabilità limitata
- Energent S.p.A.
- Ergon S.r.l.
- Dabbicco Telecomunicazioni S.r.l.
- Capgemini Italia S.p.A.
- Digipoint S.r.l.
- Cybertech S.r.l. – Engineering
- Ingegneria Informatica S.p.A.
- MPG S.r.l.
- SMS Engineering S.r.l.
- Teleconsys S.p.A.
- Ricca IT S.r.l.
- I.T.M. Informatica Telematica Meridionale S.r.l.
- ITI Sistemi S.r.l.
- Omicron Consulting S.r.l.
- Scai Solution Group S.p.A.
- Tormalina S.r.l.
- Silverlake S.r.l.
- Tecno 3 S.a.s.
- Retelit Digital Service S.p.A.
- Gruppo Trade S.r.l.
- Gruppo 3C
- Ledwork S.r.l.s.
- Eurosystem S.p.A.
- Vidata S.r.l.
- Infoteam S.r.l.
- iCom S.r.l.
- Reti S.p.A.
- Sogesi S.r.l.
- EDIST Engineering S.r.l.
- Planetel S.p.A.
- Go InfoTeam
- Euro Informatica S.p.A.



**WE HAVE ALSO  
BEGUN DRAFTING  
A SUSTAINABILITY  
REPORT**



# CYBEROO REVENUES H1 2022





# CYBEROO HIGHLIGHTS

## H1 2022

YOY GROWTH

H1 2022

TOTAL  
REVENUES

**+50%**

vs. H1 2021

6,72 mln €

EBITDA

**+328%**

vs. H1 2021

1,92 mln €

NET  
PROFIT

**+193%**

vs. H1 2021

0,49 mln €

NFP

**+206%**

vs. H1 2021

0,82 mln €



**«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».**

FABIO LEONARDI – CEO OF CYBEROO



# CONTACT US

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