

# CYBEROO

SECURE SOUL



**We are Disruptive. We are Expert.  
We are Trustworthy.**

## **WE ARE CYBEROO**

*«We are committed to creating a strategy for protecting, monitoring and managing the immeasurable value of your Information.  
We manage and simplify your complexity.»*



1st company in the Cybersecurity sector to be listed on the Italian Stock Exchange



1st and only Italian company named «representative vendor» in the «2021 Gartner Market Guide for MDR Services»



Certified Innovative SME



Over 600 customers



5 offices across the EMEA region



Over 150 highly qualified employees



3 proprietary and certified technologies



Recurring revenue





CYBEROO



## EXCELLENCE SINCE IPO'S FIRST DAY

On the 7th of October 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**

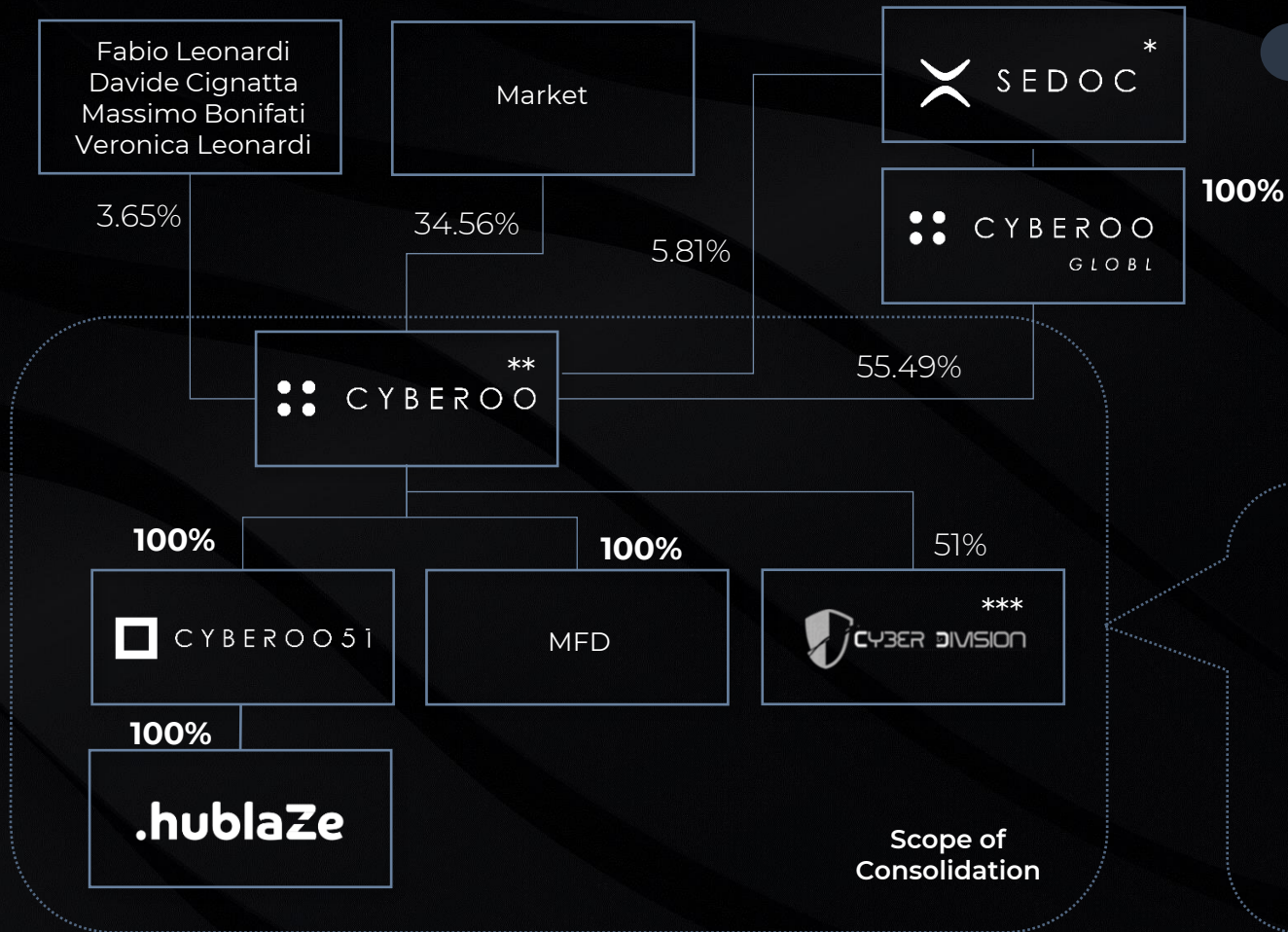


Stock trade on 1st day of listing:  
**over € 6 mln**



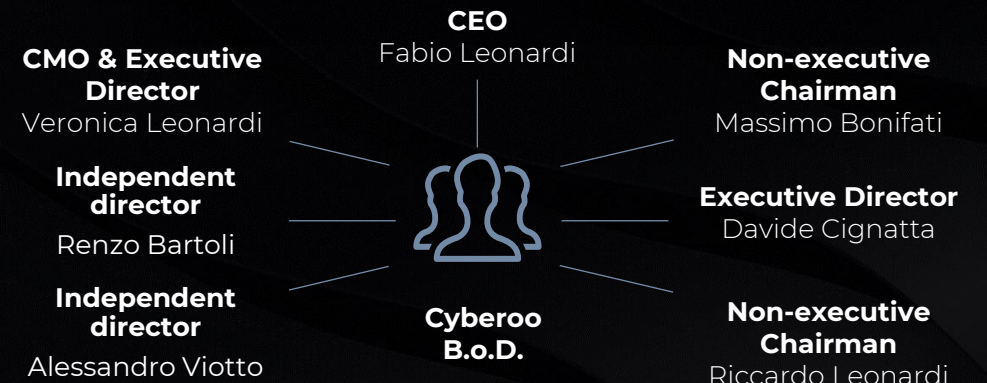


# SHAREHOLDERS AND BOARD



**SEDOC Digital Group** offers consultancy, services and products in the Information Technology industry.

- 49 years of experience
- Over 150 resources
- Over 1.500 clients
- Over 30.000 managed devices
- Ranked #1 Technology Company in Italy



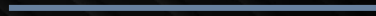
\* SEDOC is owned 65% by Fabio Leonardi, 15% by Massimo Bonifati, 20% by Davide Cignatta

\*\* CYBEROO holds 0.49% treasury shares

\*\*\* Cyber Division has been acquired on July 27, 2021



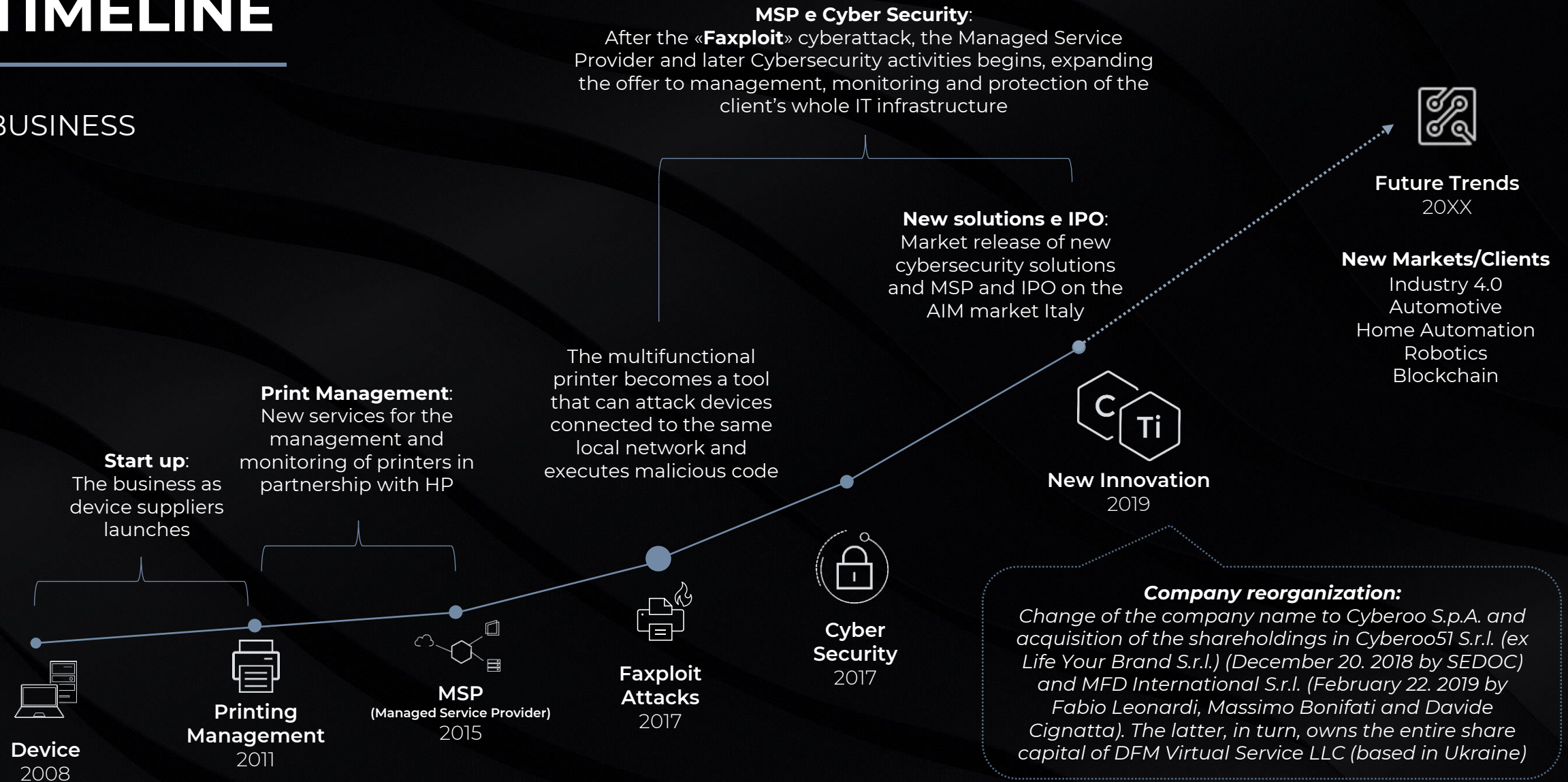
COMPANY





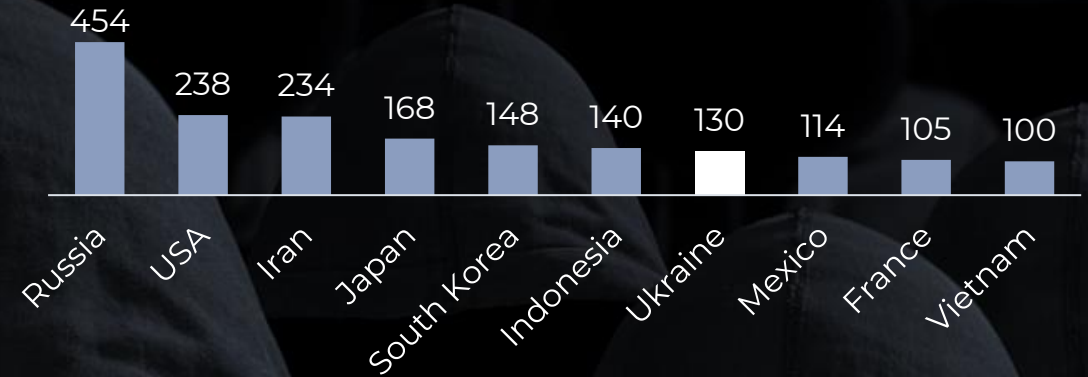
# TIMELINE

## 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.



Number of computer engineers (k) graduates per year

1	<b>Ukraine</b>
2	China
3	Switzerland
4	Czech Republic
5	Colombia

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



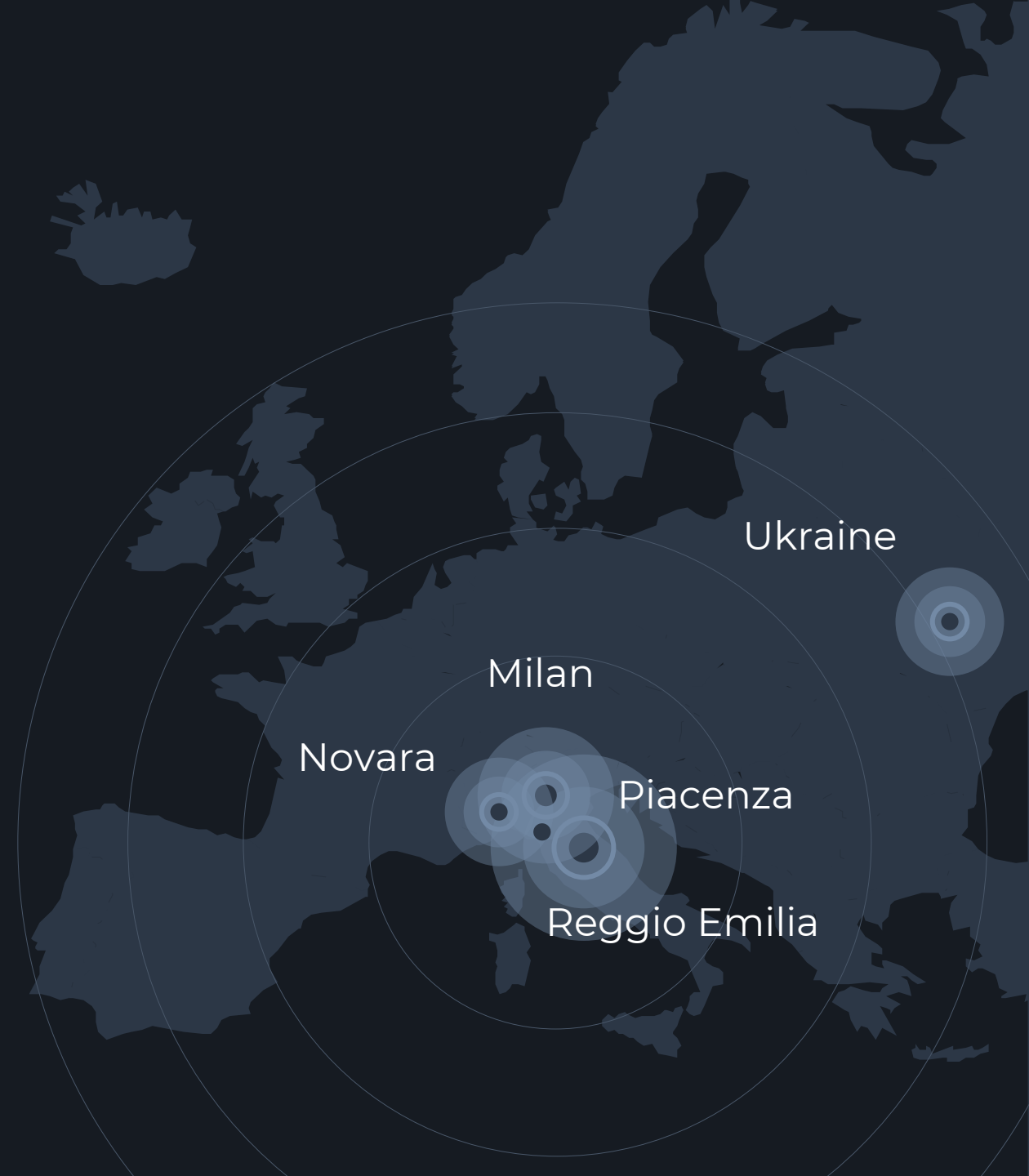
# 4 I-SOC AMONG EUROPE 1 TOP-CLASS SERVER FARM

**1** Datacenter SUPERNAP Tier IV  
Milan

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

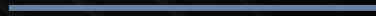
**50** Cyber Security Specialist & Developer  
Ukraine

**5** Incident Response Specialist  
Novara - Powered by Cyber Division acquired at 51% on July 27, 2021





# SERVICES



# MARKET OPPORTUNITY

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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.

In particular, Gartner states:

*««By 2025, **50%** of organizations will use MDR services that offer threat mitigation capabilities»»*





# CYBEROO IS AN MDR PROVIDER THAT FULLY MEETS ITS FUNDAMENTAL REQUIREMENTS



## ADVANCED TECH

360-degree view



## PEOPLE

Cyber Security Specialist



## ALWAYS ON

24/7/365







**CYBER  
SECURITY  
SUITE**

**WE DON'T LEAVE ROOM FOR GRAY AREAS.  
WE PROTECT YOU FROM INTERNAL AND EXTERNAL THREATS  
WITH OUR MDR SERVICE**



**CYPEER**

**Next Gen Intelligent Detection Platform**

*Manage your Internal Security*

Cypeer Pure and Cypeer Sonic integrate and monitor all critical IT systems and services within your corporate ecosystem to protect you on all fronts.



**CSI**

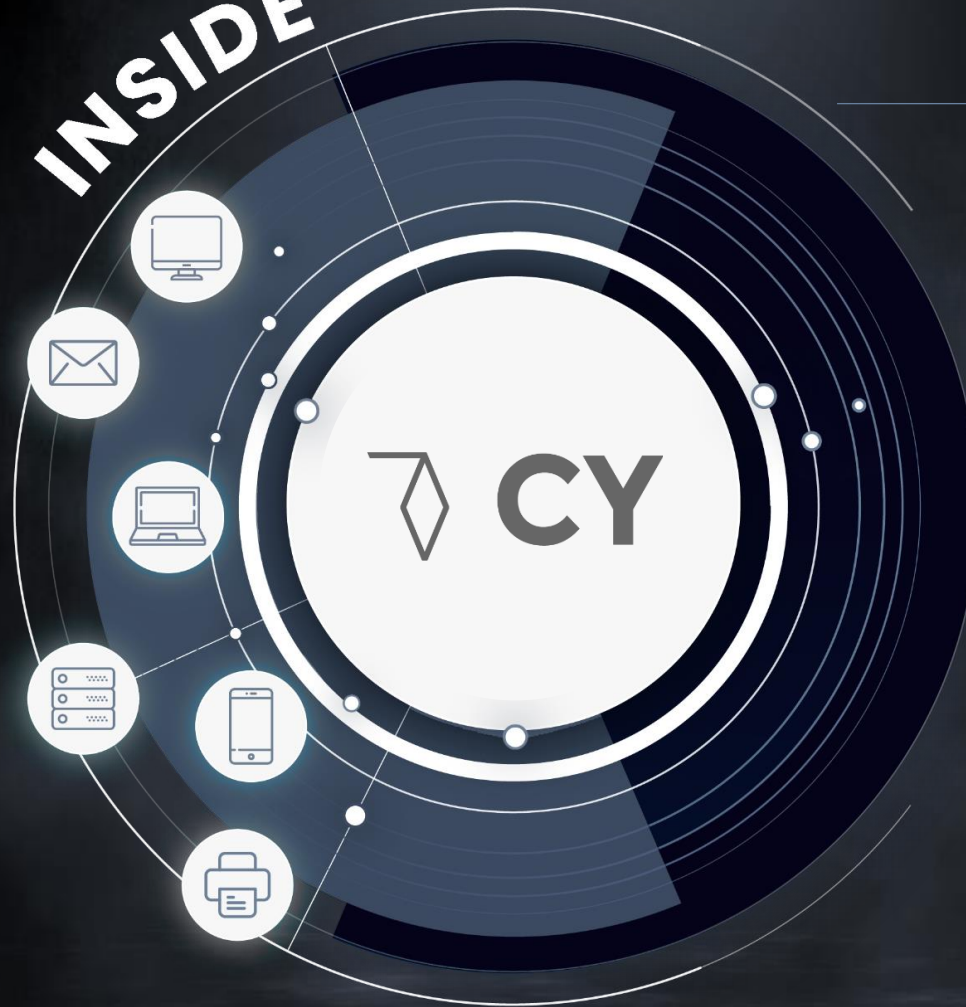
**Cyber Threat Intelligence Solution**

*Protect from External Threats*

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



INSIDE



## DESCRIPTION

The service is based on a proprietary **Intelligent Detection Platform**, which collects and correlates all events and syslogs from existing security applications in the customer's IT ecosystem.

1

## DETECTION

We integrate and monitor all data from the existing systems and services in your **company IT ecosystem**.

2

## ANALYSIS

The CYBEROO I-SOC team analyzes data.

3

## RESPONSE

In case of a threat, the customer receives an **alert**.

## AUTOMATIC REMEDIATION

Depending on the chosen method: Cypeer Pure or Cypeer Sonic.



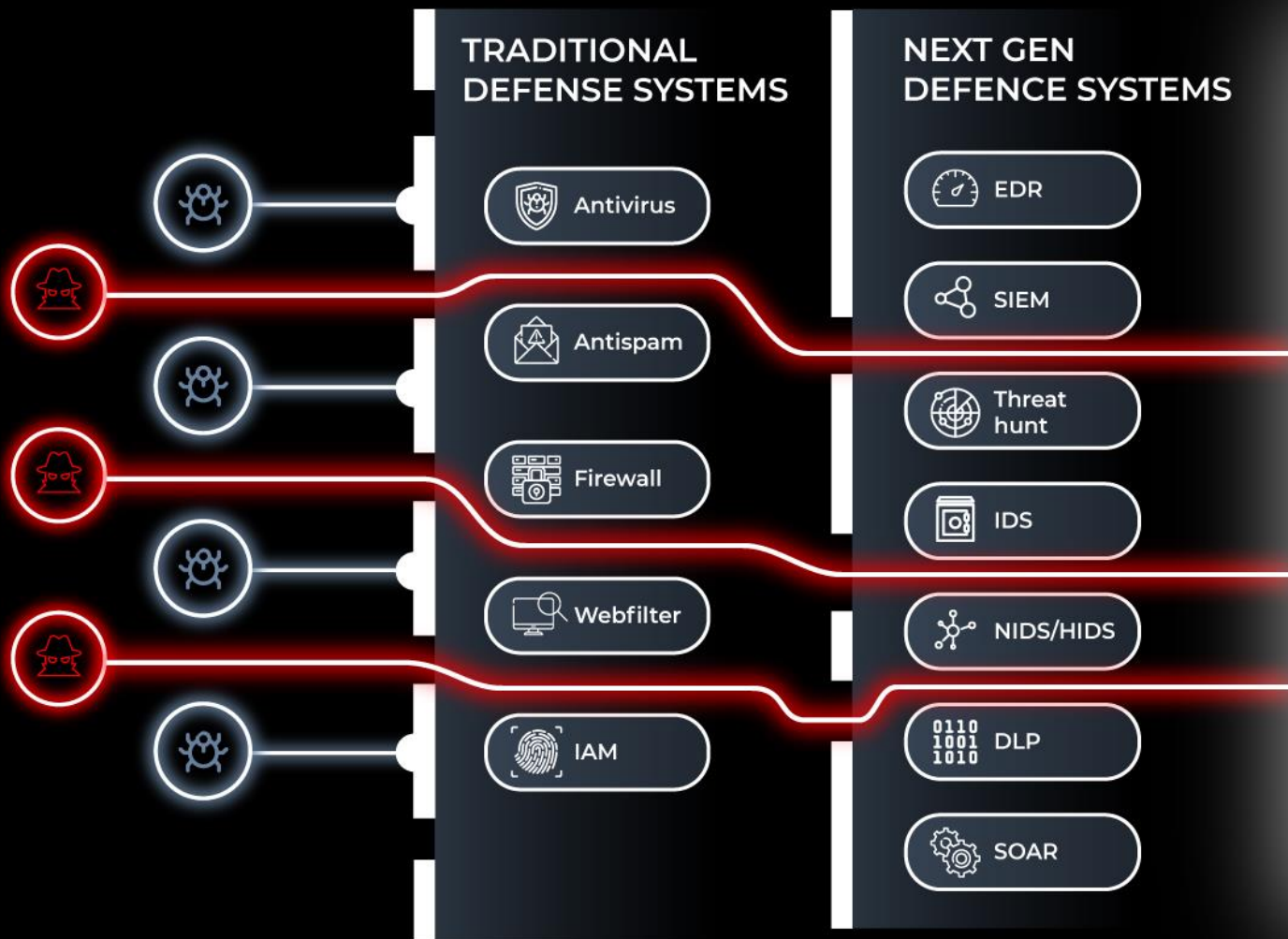
# CYPEER FOR A TOTAL PROTECTION OF THE COMPANY PERIMETER



Known threats



Advanced threats



**CYBEROO**

360-DEGREE DEFENCE SYSTEMS





# AUTOMATIC REMEDIATION

Cypeer Pure & Cypeer Sonic decide whether to take Automatic Remediation and using which parameters thanks to a revolutionary algorithm based on conditional logic.



## AUTOMATIC REMEDIATION WITH OUR CYPEER AGENT

The Cypeer Agent runs a script to isolate the affected machine, for example, by disabling the operating system's network card.



## ALONG WITH THE CYPEER AGENT, LIMITLESS AUTOMATIC REMEDIATION FOR THE CUSTOMER'S TECHNOLOGIES

*Firewall*  
*Endpoint Solution*  
*Electronic mail*  
*Active Directory*

*NIDS*  
*HIDS*  
*IAM*  
*VPN*  
*Web Filtering*  
*IaaS/SaaS*  
*Database*



OUTSIDE

## 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

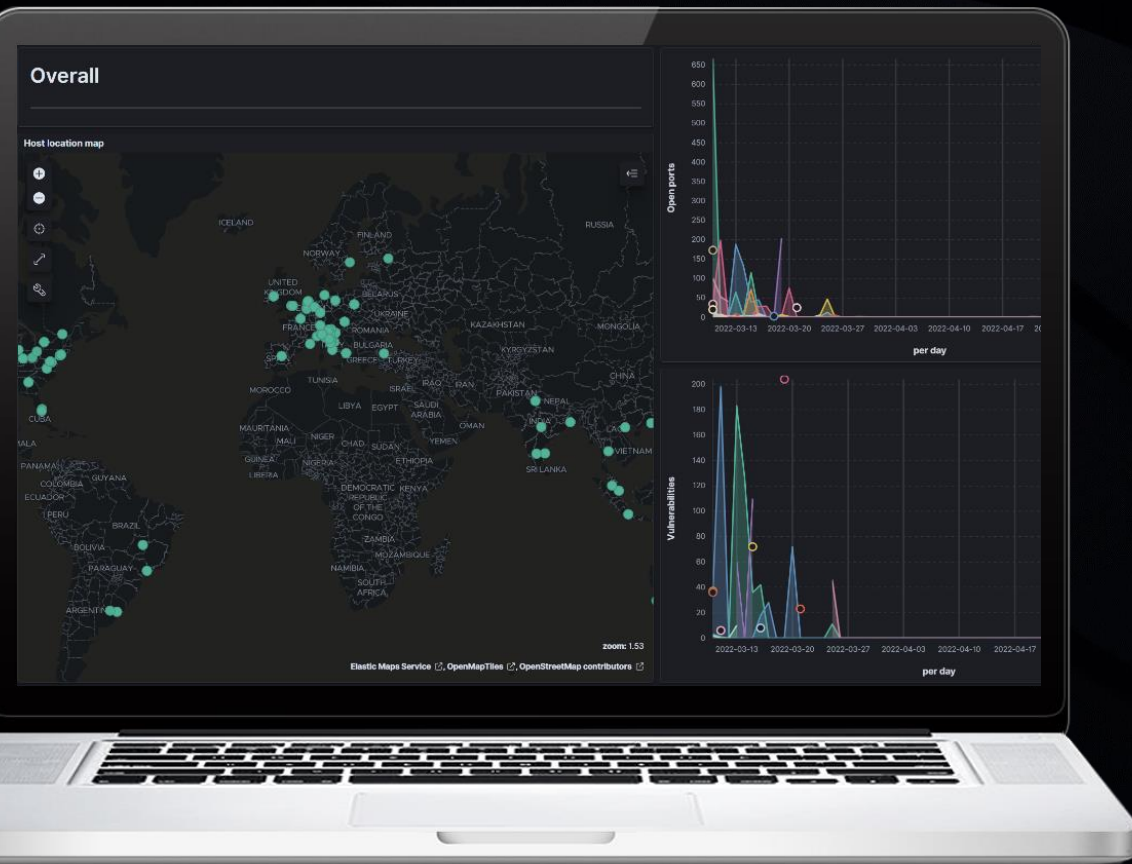
In case of a threat, the customer receives an **alert**.





CSI

# SUPPLY SCANNER



**Passively monitors** the Internet exposure of services and applications and identifies any vulnerabilities or new services for suppliers' security posture.





# 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.



## **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.





# 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



**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	€ 6.000 – € 50.000
Over 5.000	Per project

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

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

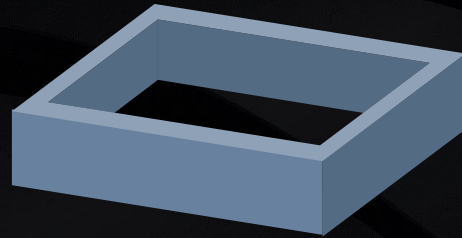
Start-up cost 10% of the total annual fee of the first year of contract



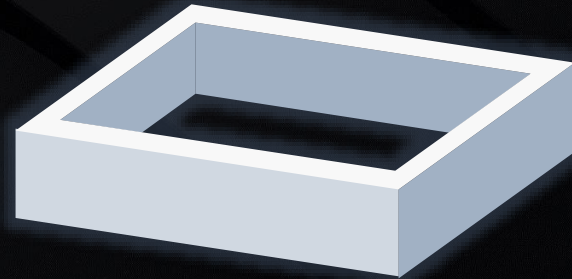
# MARKET POSITIONING

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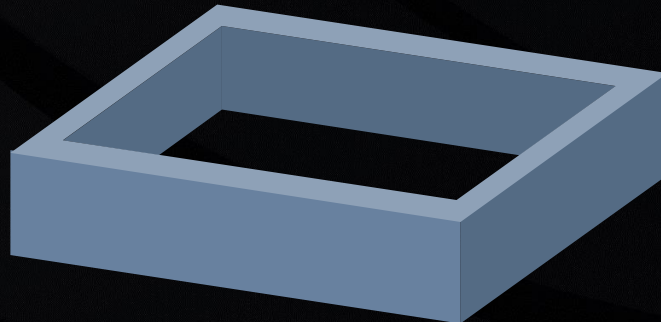
**Large enterprises**



**Medium-sized enterprises**



**Small 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)

## **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

## **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: 9,6 Billion €  
Employees (Italy): 2.500



Revenues: 2 Billion €  
Employees: 5.000



Revenues: 600 Million €  
Employees: 2.000



Revenues: 200 Million €  
Employees: 1.000



Revenues: 1,7 Billion €  
Employees: 6.000





GO TO MARKET

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# 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

**57** PARTNERSHIP AGREEMENTS







# 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.



- WindTre 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.
- 3C Informatica S.r.l.
- 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 S.r.l.
- Euro Informatica S.p.A.
- ESC2 S.r.l.
- Key Investigation & Intelligence S.r.l.
- Scai Tecno S.p.A.
- Securbee S.r.l.
- Tecnologica S.r.l.
- Kuik S.r.l.
- Itechscout di G.M.P.C.



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





# REVENUES 2021



# HIGHLIGHTS 2021

2021

TOTAL  
REVENUES

10,5 mln €

EBITDA

2,5 mln €

NET  
PROFIT

0,17 mln €

NFP

0,23 mln €



# REVENUES H1 2022





# 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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