

CYBEROO



«In 2023, **29% of organizations were harmed** by security incidents. In addition, **54% of organizations** still report an **insufficient understanding of cyber vulnerabilities** related to their supply chain.»

*WORLD ECONOMIC FORUM*

Since the beginning of the Ukrainian conflict in 2022, Clusit pointed out that Italy is in the crosshairs of cybercrime. In 2023, **Italy remained a particularly easy target**, having received the 11% of attacks detected globally (compared to 3.4% in 2021 and 7.6% in 2022).

*CLUSIT*




«The cybersecurity market in Europe in 2023 exceeded \$32.43 billion dollars and is expected to reach over \$57.75 billion dollars by 2028, with **an annual growth rate of 12.23%**»

*BEDISRUPTIVE*

«By **2025, 60% of organizations** (up from 30% today) will actively use disruption capabilities and threat containment provided directly by MDR vendors.»

*GARTNER*





«The results achieved in this first half of the year, in line with our expectations and expected growth, confirm the soundness of our strategies and our propensity to the market»

FABIO LEONARDI – CEO OF CYBEROO



# THE NIS2 DIRECTIVE



The **NIS2 Directive** was born from the update of the previous NIS Directive, **approved in 2016**, with the aim of reducing the risk related to **cybersecurity**.

The European Commission update of the NIS directive aims to determine specifically the obligations, timing and entities covered by NIS2.



# CYBEROO

## CERTIFICATIONS AND QUALITY



*Computer Emergency  
Response Team*

TRUSTED INTRODUCER- SIM 3

**Gartner**<sup>®</sup>

Cyberoo is the first and only Italian company named "REPRESENTATIVE VENDOR" in the "GARTNER MARKET GUIDE FOR MDR SERVICES"



*Scan the QR Code to download the Gartner «Market Guide for Managed Detection & Response Services 2024»*



# I-SOC AMONG EUROPE AND A TOP-CLASS SERVER FARM

Datacenter STACK Infrastructure

Milan

**35+** Cyber Security Specialist 3° L-IR & PM, SAM & Dev

Reggio Emilia

**50+** Cyber Security Specialist 1° L & Dev

Ternopil

Datacenter Equinix WA2 IBX

**15+** Cyber Security Specialist 2° L

Warsaw

**30+** Group company controlled by Cyberoo Global and supporting Cyberoo business

Tirana



# CONTINUOUS IMPROVEMENTS AND CONSTANT INVESTMENT IN R&D

New remediation service

Features for Improved Detection

Features to improve the service and quality of I-SOC analysis

Usability Enhancement Features





# SAME DETECTION DIFFERENT REMEDIATION



CY  
DEK



CY  
SONIC



CY  
KEERA



CY  
KEERA<sup>+</sup>



 **CY**  
D E K

 **CY**  
SONIC

 **CY**  
KEERA

 **CY**  
KEERA

<b>I-SOC</b> 1° Tier 2° Tier 3° Tier	✓	✓	✓	✓
<b>Contact</b> Email Call Portal	✓	✓	✓	✓
<b>Rescue chain via partner/customer</b>	✓	✓		
<b>Automatic Remediation</b>		✓	✓	✓
<b>Cyberoo certified Rescue Chain</b> NIGHT & WEEKEND			✓	✓
<b>Cyberoo certified Rescue Chain</b> 24/7				✓



 CYBEROO  
DOCETZ



RISK ASSESSMENT



CYBER SECURITY ADVISORY & vCISO



INCIDENT RESPONSE



VULNERABILITY ASSESSMENT & PENETRATION TEST



COMPLIANCE NIS2: CONSULTANCY ACTIVITIES



2025

**CYBEROO**  
**BREAKS A NEW GROUND**

**CODE NAME: KEATING PROJECT**  
**WITH GENERATIVE AI**



# CYBEROO SALES NETWORK – Italy

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 & Channel Director
- 1 Head of Business Development
- 1 Area Manger Central-South
- 13 Key Account Manager
- 2 Partner Account Manager
- 3 Business Developer Manager
- 4 Inside Sales



# CYBEROO HAS SIGNED IMPORTANT PARTNERSHIP AGREEMENTS ALL OVER THE COUNTRY

1

DISTRIBUTION AGREEMENT

85

PARTNERSHIP AGREEMENTS



# CYBEROO PARTNERS – Italy

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

- 3 Puntozero
- Athena S.r.l.
- Avvale S.p.A. (Ex Techedge S.p.A)
- A.Z. Info S.r.l.
- Bearit S.r.l.
- Bellucci S.p.A.
- Betacom S.r.l.
- Capgemini Italia S.p.A.
- CONNECT S.p.A.
- Cyber-bee (R1 Group)
- Cybertech S.r.l.
- Dabbicco Telecomunicazioni S.r.l.
- Dastech S.r.l.
- Digipoint S.r.l.
- Digisoft S.p.A.
- Easytech S.r.l.
- Ecotel Italia S.r.l.
- EDIST Engineering S.r.l.
- Energent S.p.A.
- Enwenta S.r.l.
- Euro Informatica S.p.A.
- Eurosystem S.p.A.
- Gamtech
- Go InfoTeam S.r.l.
- Go 2Tec S.r.l.
- Gruppo 3C S.r.l.
- Gruppo E (Ergon S.r.l.)
- Gruppo Trade S.r.l.
- Horsa S.p.A.
- I.T.M. Informatica Telematica Meridionale S.r.l.
- Information Consulting S.r.l.
- Intent S.p.A.
- IT Impresa S.r.l.
- ITI Innovazione Tecnologica Italiana S.r.l.
- KII-Key Investigation & Intelligence S.r.l.
- Ledwork S.r.l.s.
- LikeDigital S.r.l.
- LYNX CS S.r.l.
- Logical System S.R.L.
- Magnetic Media Network S.p.A.
- Mauden S.r.l.
- MPG System S.r.l. N3TCOM S.R.L.
- N3tcom S.r.l.
- Naquadria S.r.l.
- Novanext S.R.L.
- NPO Sistemi S.r.l.
- NPO Torino S.r.l.
- Omicron Consulting S.r.l.
- OPEN KOMM S.R.L.
- Planetel S.p.A.
- Posdata S.r.l.
- Pucciufficio S.r.l.
- QUANTICO S.R.L.
- RAD S.r.l.
- R.B. Impianti tecnologici S.r.l.
- Red Frog S.r.l.
- Retelit Digital Service S.p.A.
- Reti S.p.A.
- Ricca IT S.r.l.
- RTC S.p.A.
- S2E Sprint S.r.l.
- SafeNetwork S.r.l.
- Scai Solution Group S.p.A.
- Scai Tecno S.p.A.
- Selcom S.p.A
- Show.IT S.r.l.
- Silverlake S.r.l.
- SMARTNET S.R.L.
- SMAU – GFI S.R.L.
- SMEUP ICS S.r.l.
- SMS Engineering S.r.l.
- Sogesi S.r.l.
- System Line S.r.l
- Tech2 S.r.l.
- Techlan S.r.l.
- Tecno 3 S.a.s.
- Tecnologica S.r.l.
- Teleconsys S.p.A.
- Training 4U S.r.l.
- Vidata S.r.l. WindTre S.p.A.
- Wetech's S.p.A
- Windtre S.p.A
- Workteam S.r.l.
- Yotta Core S.r.l.
- Zerouno Informatica S.p.A.





**CYBEROO SIGNS  
THE DISTRIBUTION  
AGREEMENT  
WITH ARROW  
ELECTRONICS**





# CYBEROO SALES NETWORK - Poland

1

Sales Manager

1

Business Developer Manager

1

Key Account Manager

1

Marketing Manager



# CYBEROO PARTNERS – Poland and Slovak Republic

During 2023, Cyberoo began the development of the partners network in Poland, resulting in the onboarding of the following companies.

- PROSYSTEM SA.
- INTEGRITY PARTNERS SP. Z O.O.
- CC Otwarte Systemy Komputerowe Sp. Z O.O
- VERNITY SP. Z O.O
- ASCOMP SA.
- SPRINTTECH SP. Z O.O.
- XCOMP SPÓŁKA Z OGRANICZONĄ ODPOWIEDZIALNOŚCIĄ SP. K.
- AIRO S.R.O.



# CYBEROO PARTNERS – Spain & Portugal

June 2024, almost a year after the opening of the Polish office, **CYBEROO LANDS IN SPAIN and PORTUGAL.**

Internationalization activities are at the beginning in this new country, where the horizon of Cyberoo market is destined to expand more and more.

**CYBEROO SIGNS THE DISTRIBUTION AGREEMENT WITH ZALTOR**



# ABOVE THE REST

We have created the new  
**ABOVE THE REST** campaign.

With the new commercial Cyberoo is  
**represented through different eyes.**



*Watch the  
new spot*

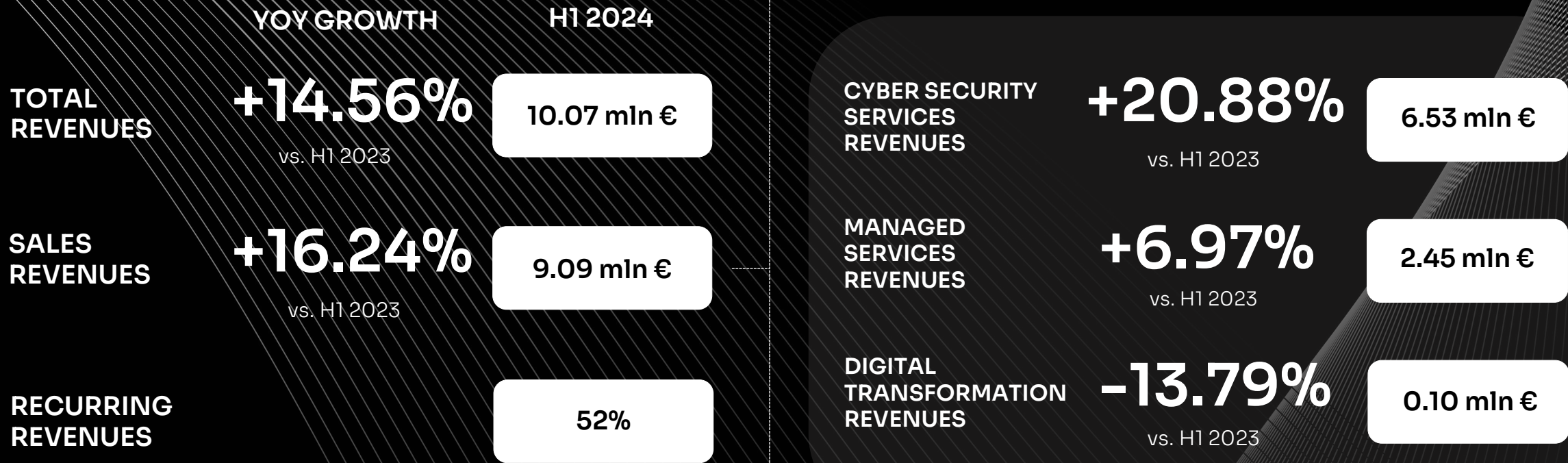


A black and white photograph showing the silhouettes of a group of people walking away from the camera in a dark, smoky or hazy environment. The central figure is the most prominent, walking directly towards the viewer. The text "MANY COMPANIES CHOOSE US" is overlaid in white, bold, sans-serif font across the middle of the image.

**MANY COMPANIES CHOOSE US**



# CYBEROO SALES & REVENUES H1 2024



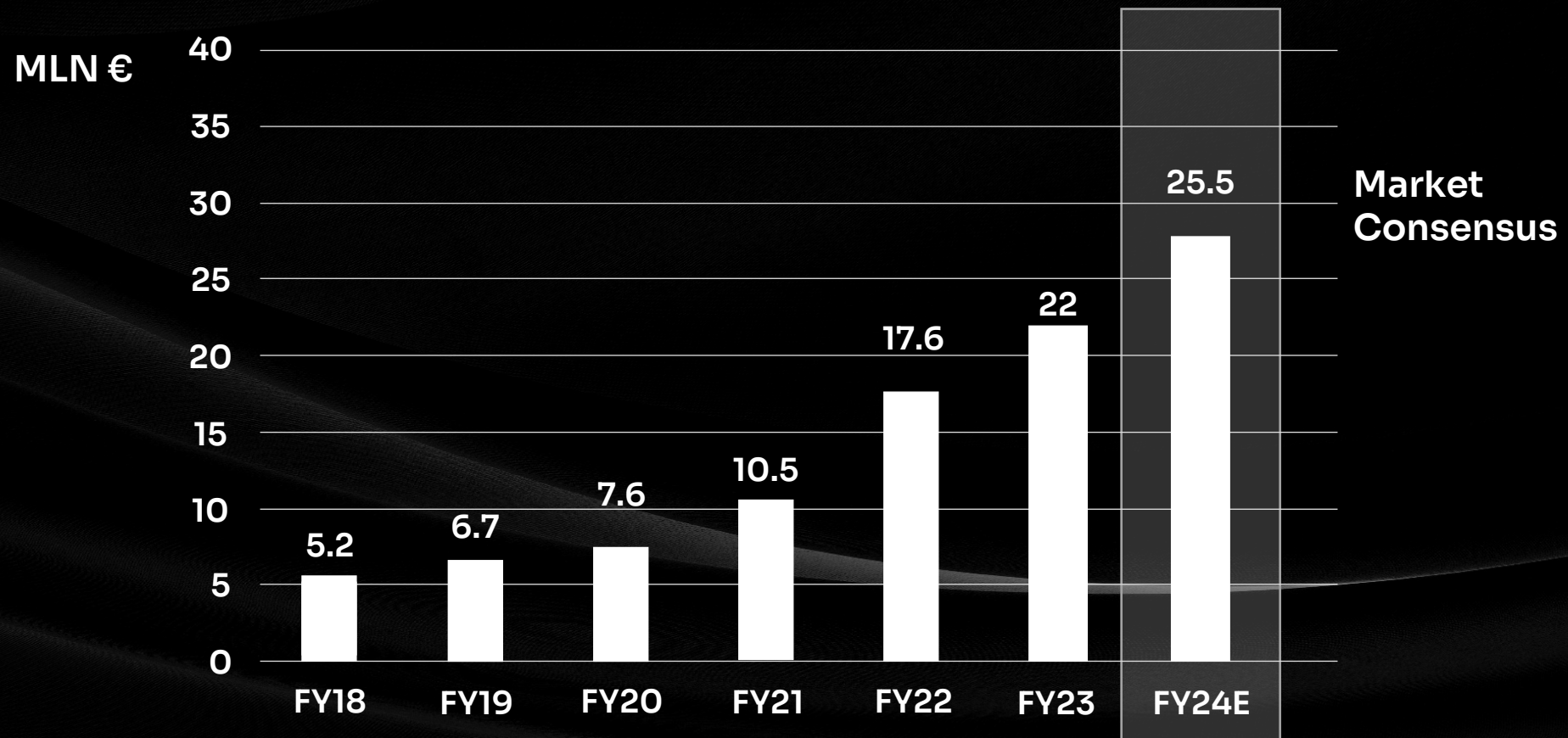
# CYBEROO HIGHLIGHTS H1 2024

	YOY GROWTH vs. H1 2023	H1 2024
TOTAL REVENUES	+14.56%	10.07 mln €
EBITDA	-0.05%	2.81 mln €
EBITDA MARGIN	-5.82pp	+27.88%
NET PROFIT	-33.81%	0.87 mln €
NFP (CASH)	-91.67%	-0.32 mln €



# HIGHLIGHTS: VALUE OF PRODUCTION 2018 – 2024

## DATA & EXPECTATIONS

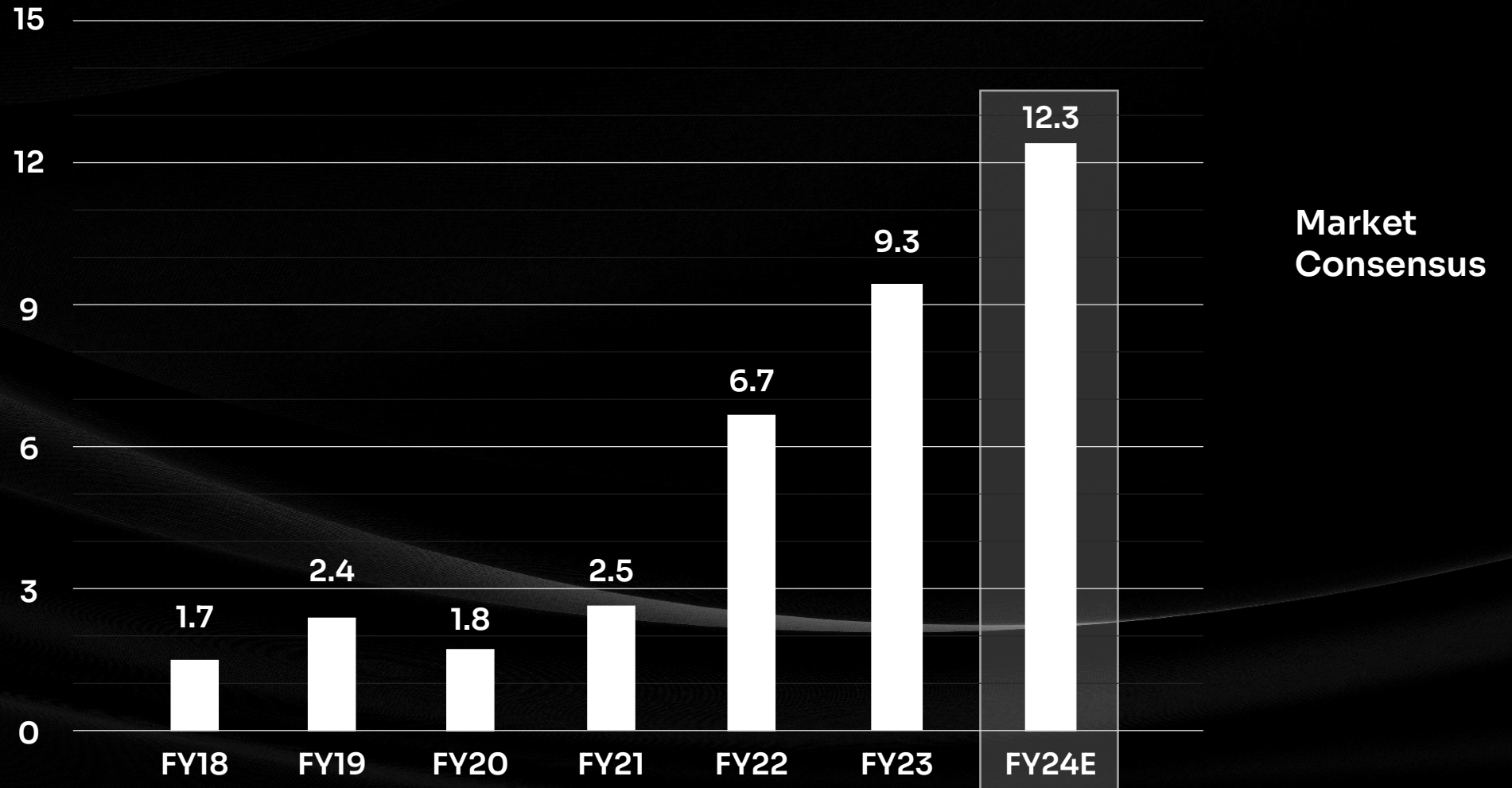




# HIGHLIGHTS: EBITDA 2018 – 2024

## DATA & EXPECTATIONS

MLN €



# SUSTAINABILITY REPORT HIGHLIGHTS 2023

## HUMAN CAPITAL

**100%** permanent contracts

**97%** full-time contracts

**62%** employees between the age of 30 and 50

**50%** senior managers hired by the local community

## ENVIRONMENTAL CAPITAL

**20.30** tons of waste produced (-51% vs 2022)

**Emission compensation:** reduction of 80 grams/  
per employee of CO<sub>2</sub> emissions into the atmosphere, with 24 bottles

**203 tCO<sub>2</sub>** (Scope 1+2) produced in 2023





«The progress made over time and the soundness of the strategy, with a focus on international expansion and innovation, put us in a position to seize the future opportunities that are increasingly emerging in a high-growth market, allowing us to further strengthen our positioning in the industry»

FABIO LEONARDI – CEO OF CYBEROO



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