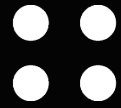


CYBEROO



WE ARE



CYBEROO



1st vendor of
Cyber Security listed
on the Italian Stock Exchange



Over 200
Highly qualified
resources



Over 700
Mid Size customers
Enterprise



5 locations
in EMEA



Gartner Market Guide
for MDR Services



CYBEROO
is CERT



Proprietary
and certified
technologies



GDPR
Compliant





EXCELLENCE SINCE IPO'S FIRST DAY

On the 7th of October 2019 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



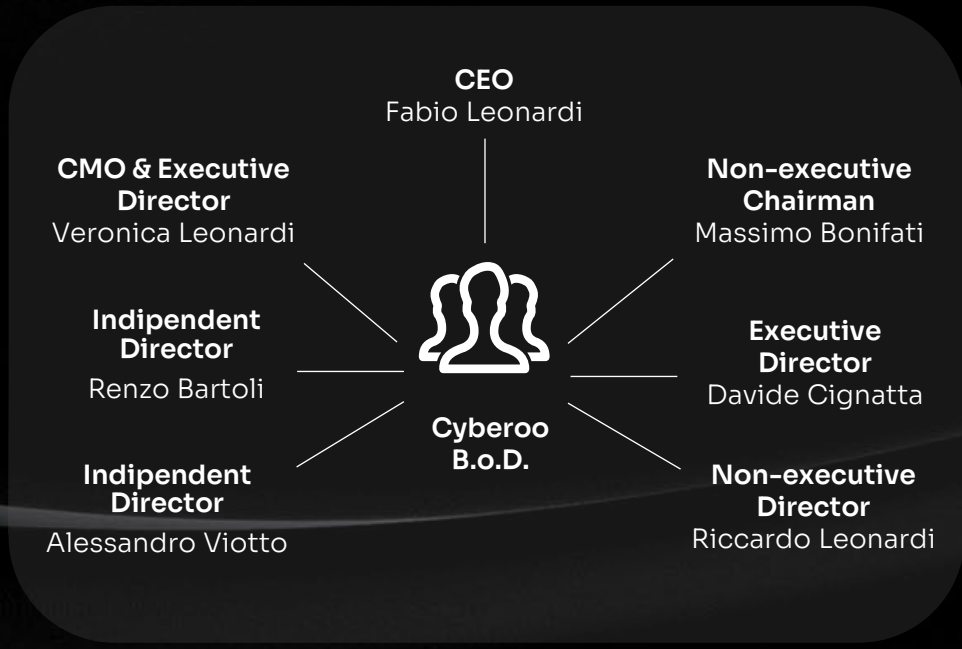
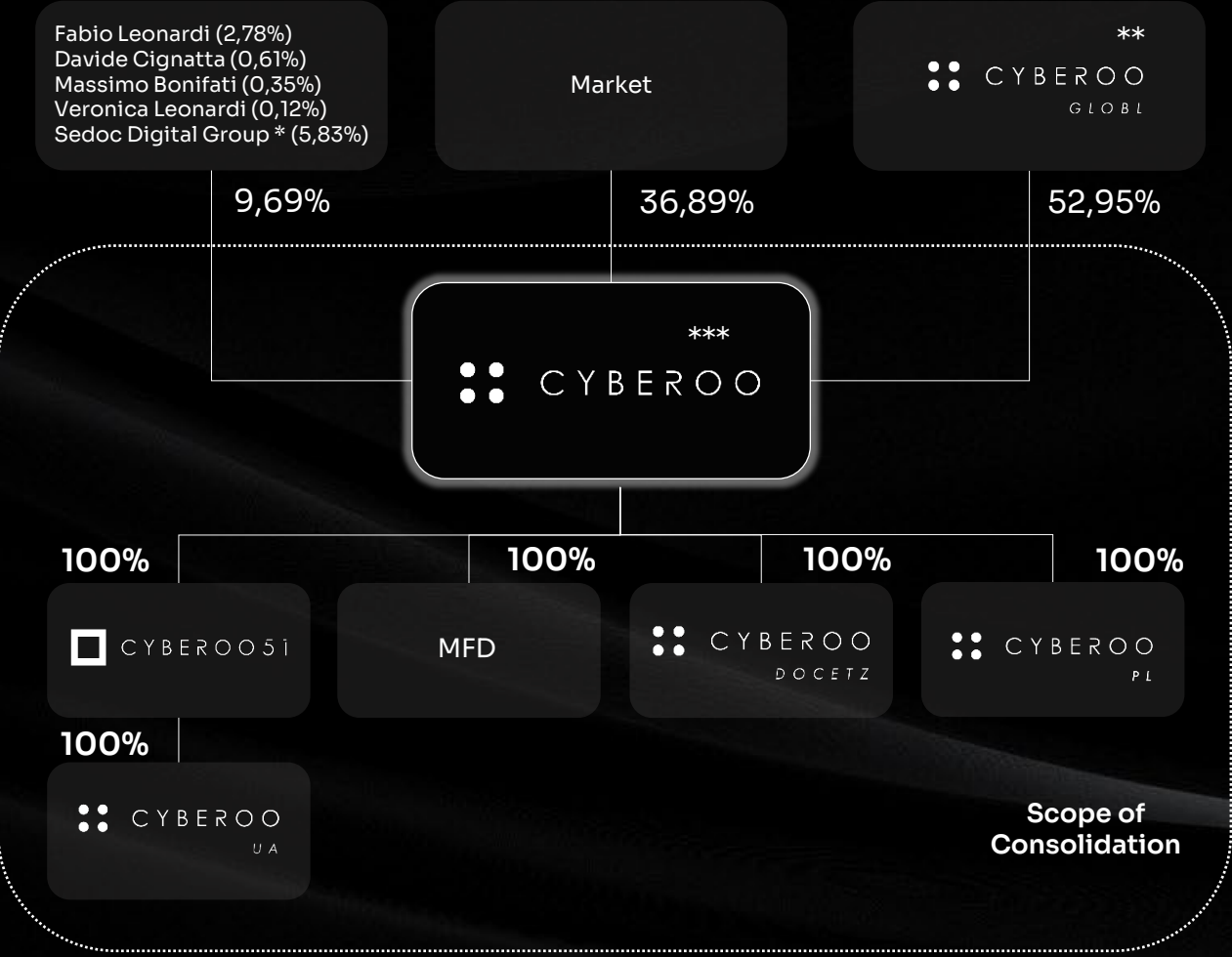
Final order
collection
€ 7 mln



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



SHAREHOLDERS AND BOARD



* SEDOC is owned 65% by Fabio Leonardi, 15% by Massimo Bonifati, 20% by Davide Cignatta
 ** Cyberoo Globl is entirely owned by Sedoc Digital Group S.r.l.
 *** CYBEROO holds 0.47% treasury shares

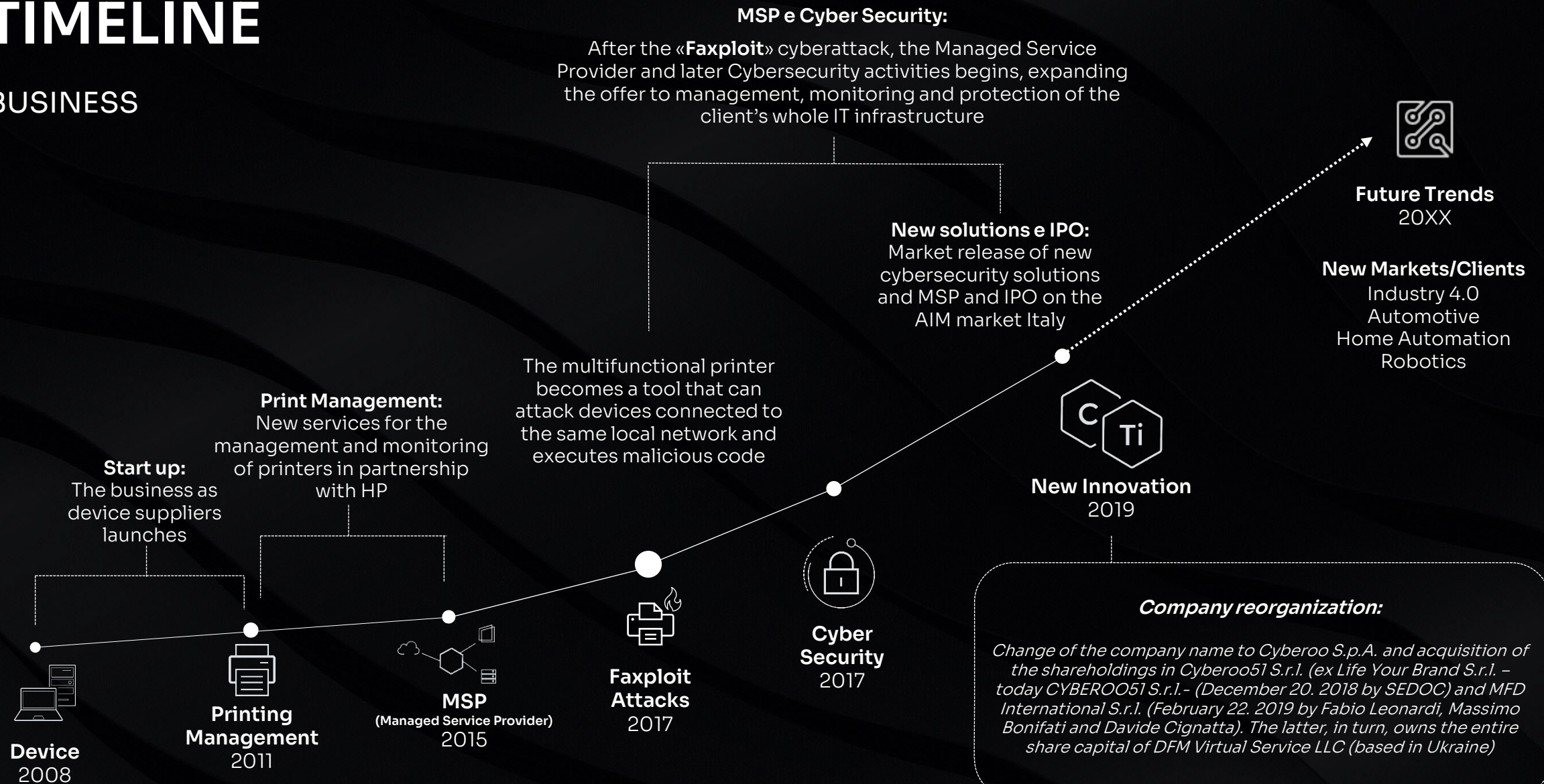




COMPANY

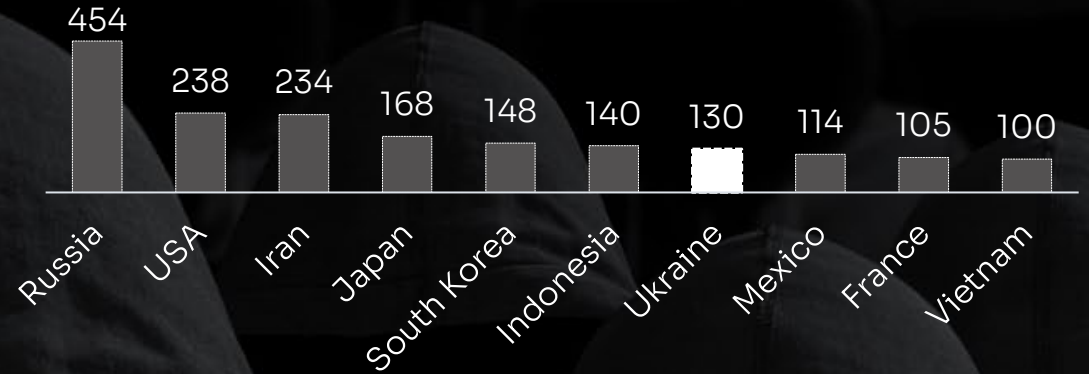
TIMELINE

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

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

1	Ukraine
2	China
3	Switzerland
4	Czech Republic
5	Colombia



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





SERVICES

MARKET OPPORTUNITY

«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.»

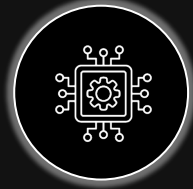
GARTNER



ACCORDING TO GARTNER, THERE IS A NEED FOR AN ADVANCED SERVICE THAT MERGES THESE THREE PILLARS TOGETHER



Scan the QR Code to download Gartner report



ADVANCED TECH

Agnostic Technology

Only a system based on a completely agnostic technology, allows the correlation of countless sources of information, and thus a holistic view.



PEOPLE

Cyber Security Specialist

Cybersecurity is no longer just about IT. Specific competences are needed to identify and mitigate all threats within a given business environment.



ALWAYS ON

24/7/365 Process

The 76% of ransomware attacks, happened between 2017 and 2019, took place at night or over the weekend.





CYBER
SECURITY
SUITE

**OUR MDR PROTECTS YOU FROM INTERNAL AND EXTERNAL THREATS.
WE DON'T LEAVE ROOM FOR SHADOW AREAS.**

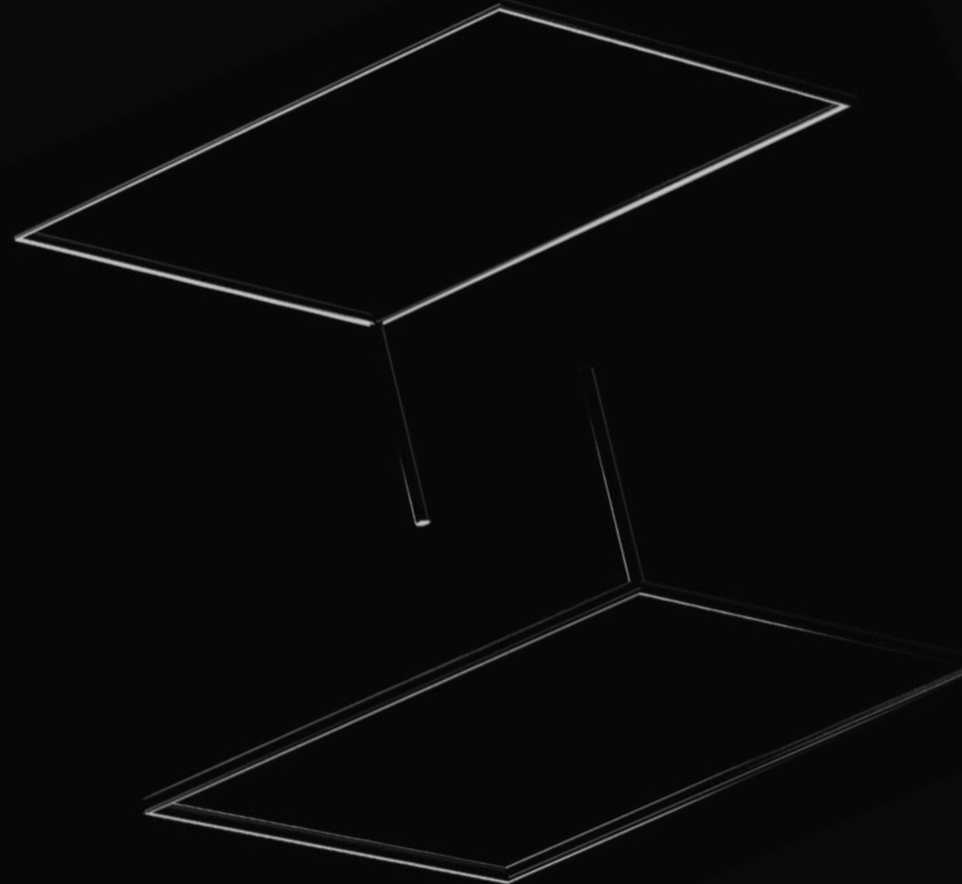


CY

Next Gen Intelligent Detection Platform

Manages your internal security

Cypeer integrates and monitors critical IT systems and services within your corporate ecosystem to protect you on all fronts.



CSI



Cyber Threat Intelligence Solution

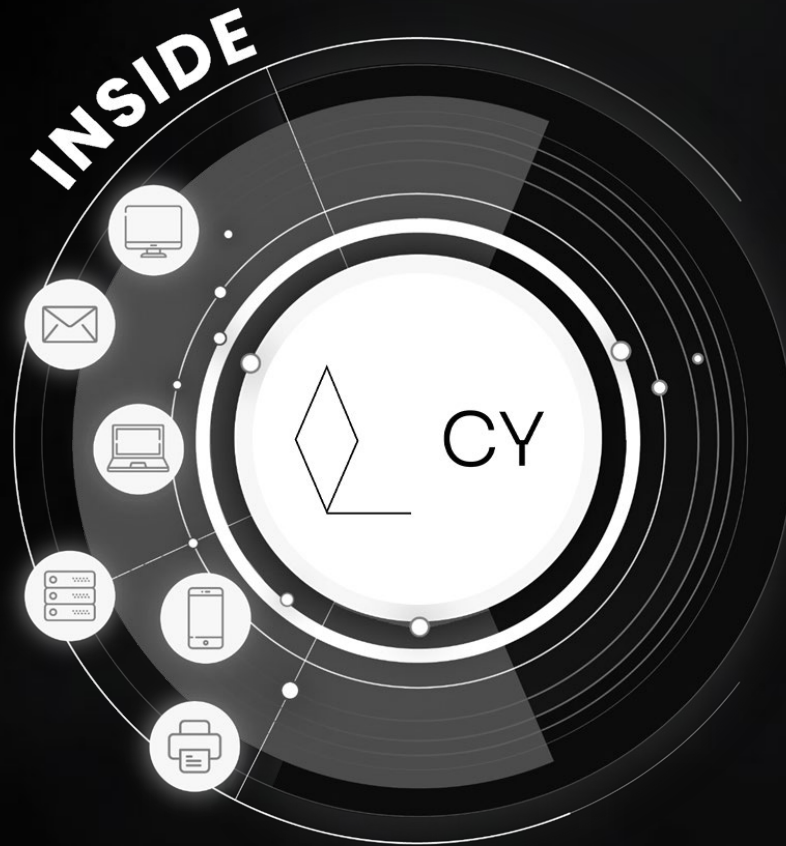
Protects from external threats

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



DESCRIPTION

The service is based on a proprietary **Intelligent Detection Platform**, which collects and correlates all events and syslog 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

MANUAL
REMEDIATION

AUTOMATIC
REMEDIATION



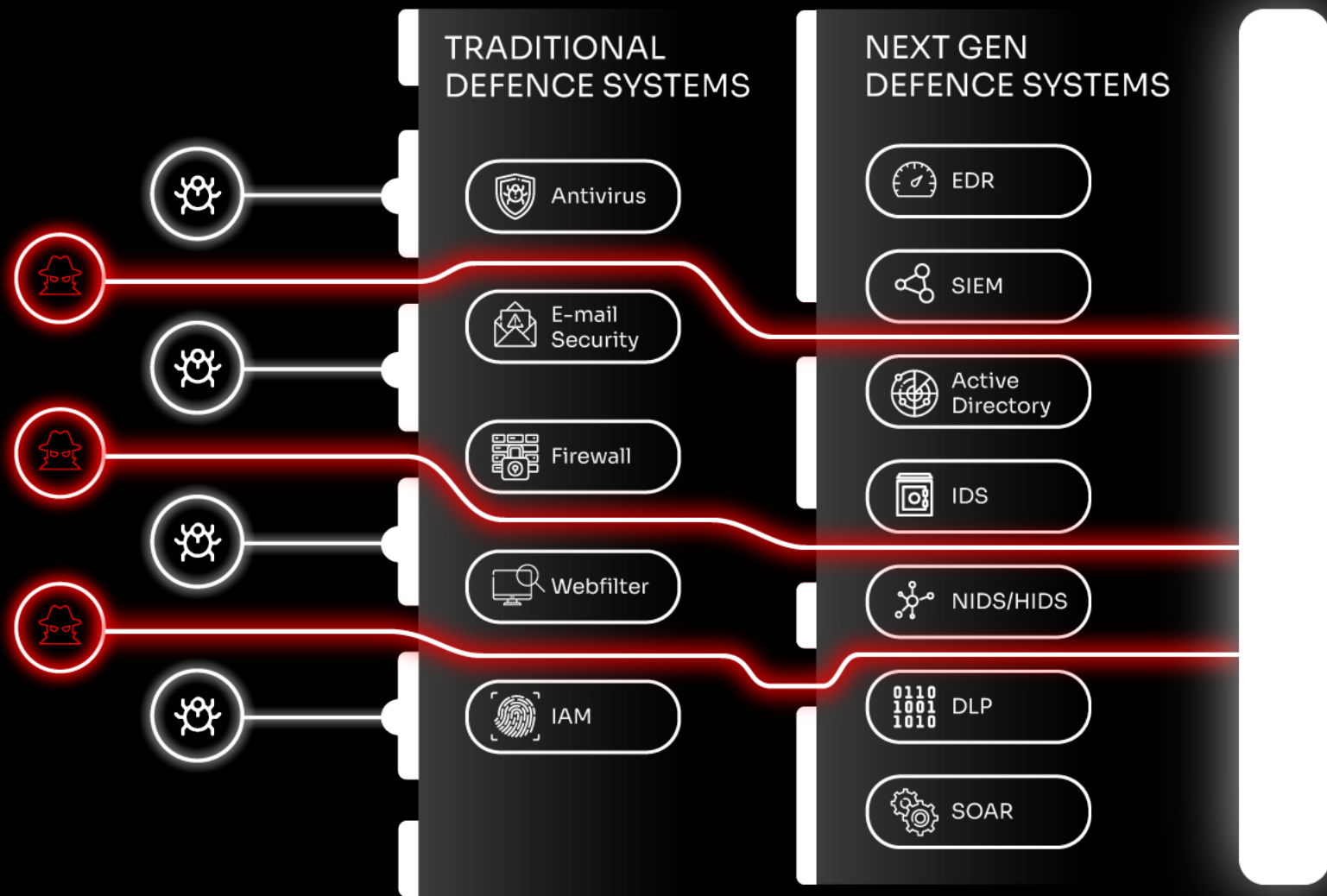
CYPEER FOR A TOTAL PROTECTION OF THE COMPANY PERIMETER



Known threats

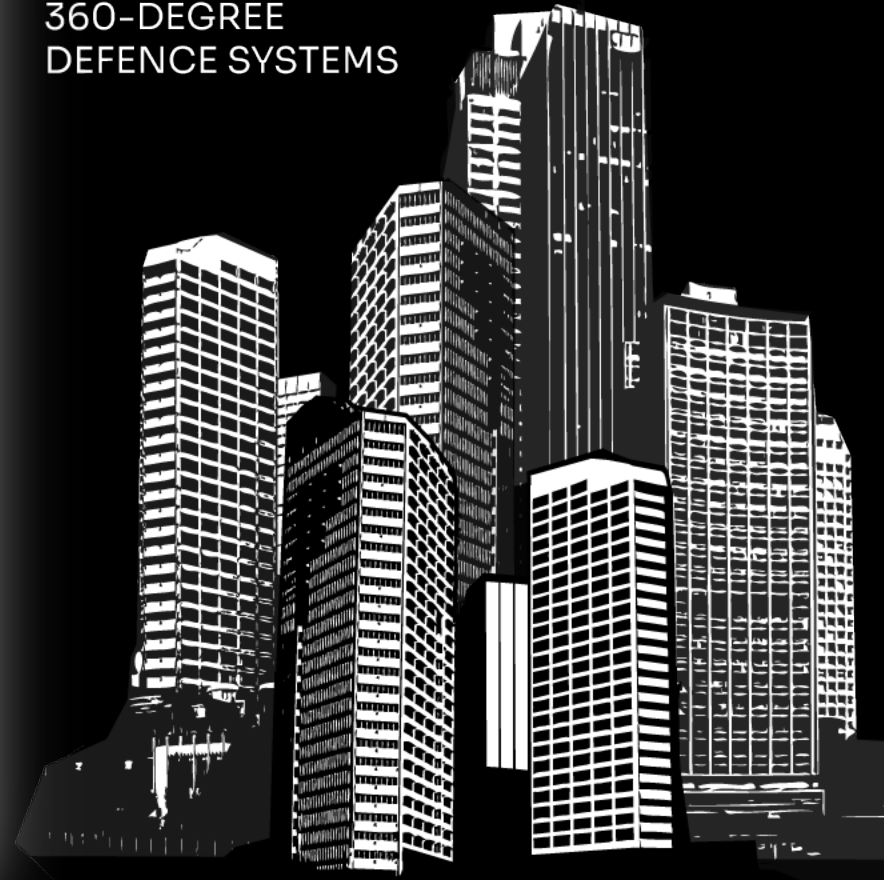


Advanced threats



●● CYBEROO

360-DEGREE DEFENCE SYSTEMS



I-SOC IS THE HEART OF OUR OPERATIONS.
THE PLACE WHERE PEOPLE AND TECHNOLOGY COME TOGETHER TO DEFEND YOU 24/7/365.

I-SOC

TIER 0 AUTOMAZIONE

ARTIFICIAL INTELLIGENCE ANALYSIS

Identifies attack patterns by correlating multiple data generated by customer systems, reducing **false positives**.

TIER 1 i-SOC

CYBER SECURITY ANALYST

Analysts active 24 hours a day, capable of understanding attack patterns and locate the response.

TIER 2 h-SOC

CYBER SECURITY SPECIALIST

They support analysts in case they need specialized product investigations.

TIER 3 α-SOC

EXPERT CYBER SECURITY SPECIALIST

Highly specialized and vertical staff in investigation and pre-incident activities.

INCIDENT RESPONSE

INCIDENT RESPONSE TEAM

Incident intervention experts with forensic analysis capabilities.



SAME DETECTION DIFFERENT REMEDIATION



CY
DEK



CY
SONIC



CY
KEERA



CY
KEERA⁺



 **CY**
D E K

 **CY**
SONIC

 **CY**
KEERA

 **CY**
KEERA

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



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**.



CYBEROO

CERTIFICATIONS AND QUALITY



*Computer Emergency
Response Team*

TRUSTED INTRODUCER- SIM 3

Gartner[®]

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»*





RISK ASSESSMENT



CYBER SECURITY ADVISORY & vCISO



INCIDENT RESPONSE



VULNERABILITY ASSESSMENT & PENETRATION TEST



COMPLIANCE NIS2: CONSULTANCY ACTIVITIES







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







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



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

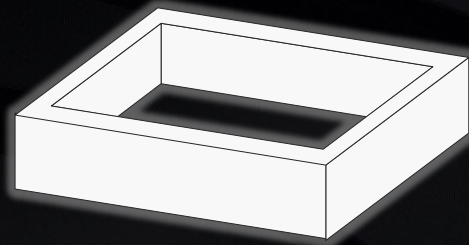
Server + Client	Annual Fee
Up to 5.000	€ 7.200 – € 185.000
Over 5.000	Per project

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

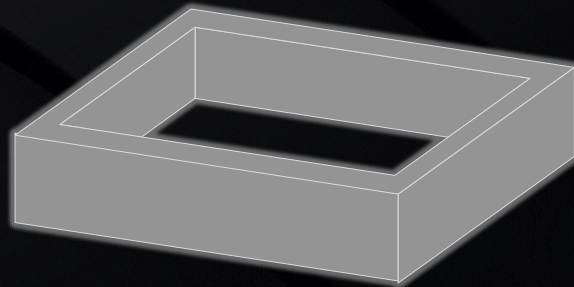


MARKET POSITIONING

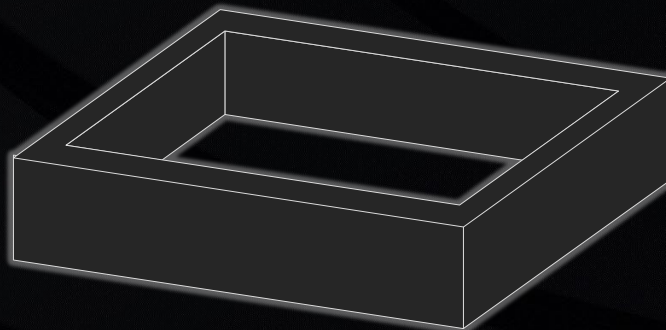
Large enterprises



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

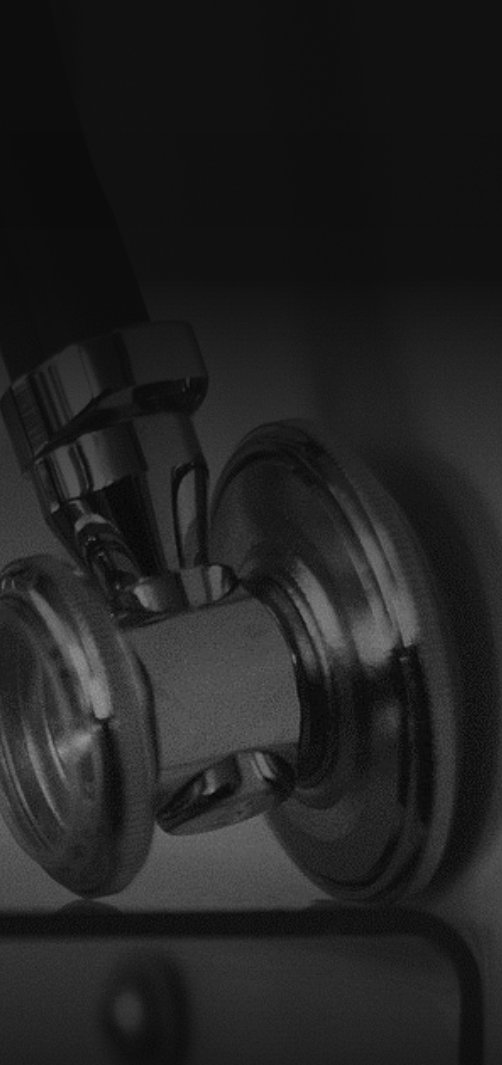
- Devices: Up to 5.000
- Price for ICT average
- No internal cybersecurity team
- Necessity to protect own data through complete and secure systems
- Ideal target for cybercrime, because not yet properly protected, but with a substantial quantity of data

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: 1,9 Billion €
Employees: 9.200



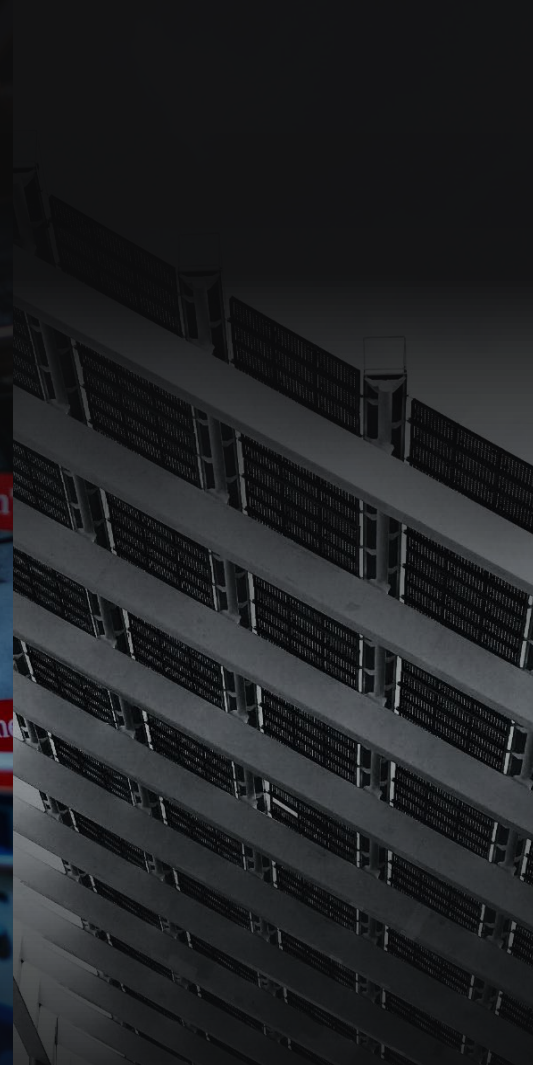
Revenues: 538 Million €
Employees: 13.000



Revenues: 600 Million €
Employees: 2.000



Revenues: 200 Million €
Employees: 1.000



Revenues: 1,7 Billion €
Employees: 6.000





GO TO MARKET

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

88

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
- Global Sistemi S.r.l.
- GFX S.R.L.
- 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.
- Limonta Informatica 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.



PURPOSE: INTERNATIONALIZATION

In the five-year period 2025-2029, 5-6 openings are expected through a mix of organic growth and strategic M&A.





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



CYBEROO SALES NETWORK Poland and Slovak Republic

1

Sales Manager

1

Business Developer Manager

3

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.
- SEVENET S.A.



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



CYBEROO PARTNERS – Spain

During 2024, Cyberoo began the development of the partners network in Spain, resulting in the onboarding of the following companies.

- OMEGA PERIPHERALS S.L.
- COS MANTENIMIENTO
- GLOBAL DIGITAL CONSULTING



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



2025

CYBEROO
BREAKS A NEW GROUND

CODE NAME: KEATING PROJECT
WITH GENERATIVE AI



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*





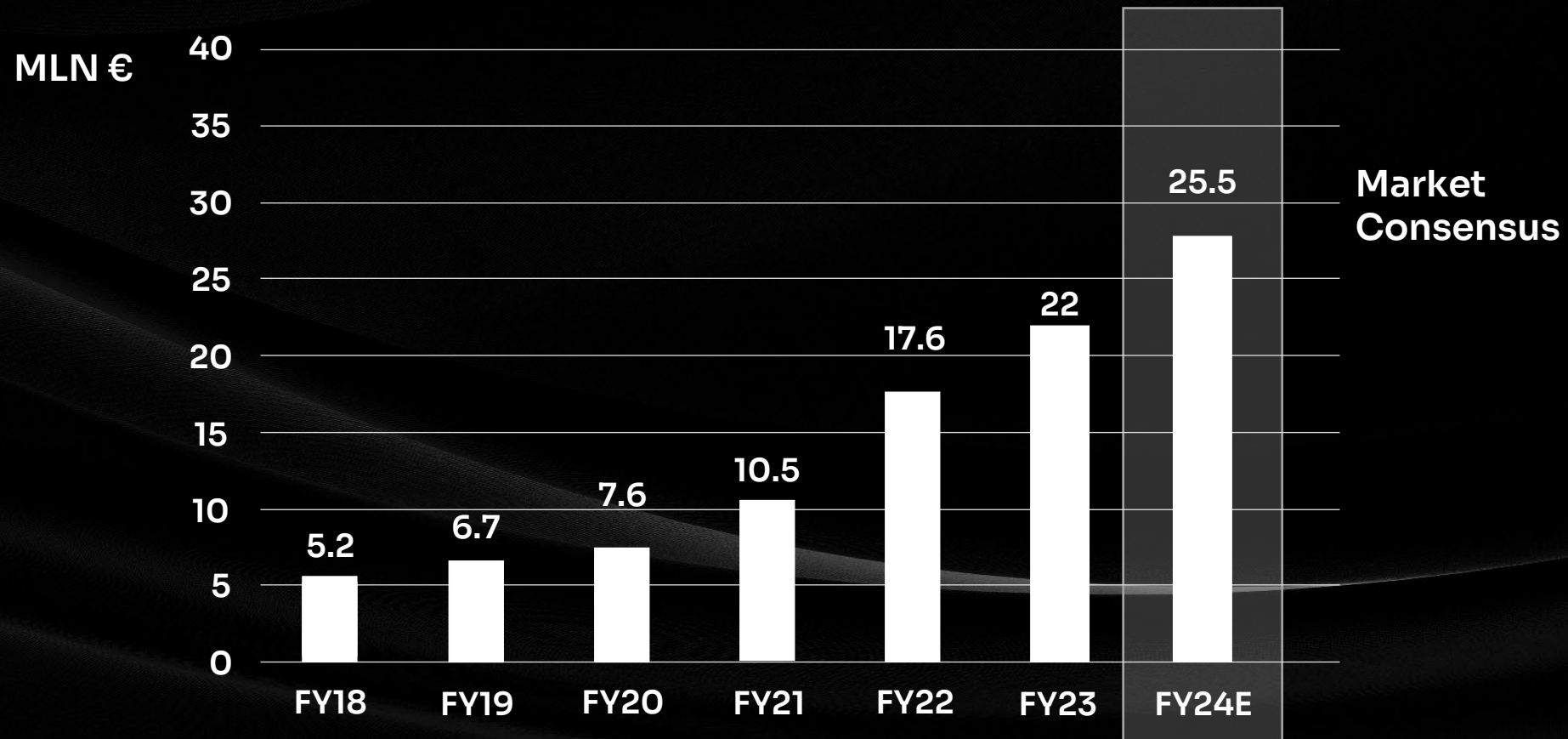
ALANTRA

FROM JANUARY 2025
**ALANTRA WILL BE
THE COMPANY'S NEW
CORPORATE BROKER**



HIGHLIGHTS: VALUE OF PRODUCTION 2018 – 2024

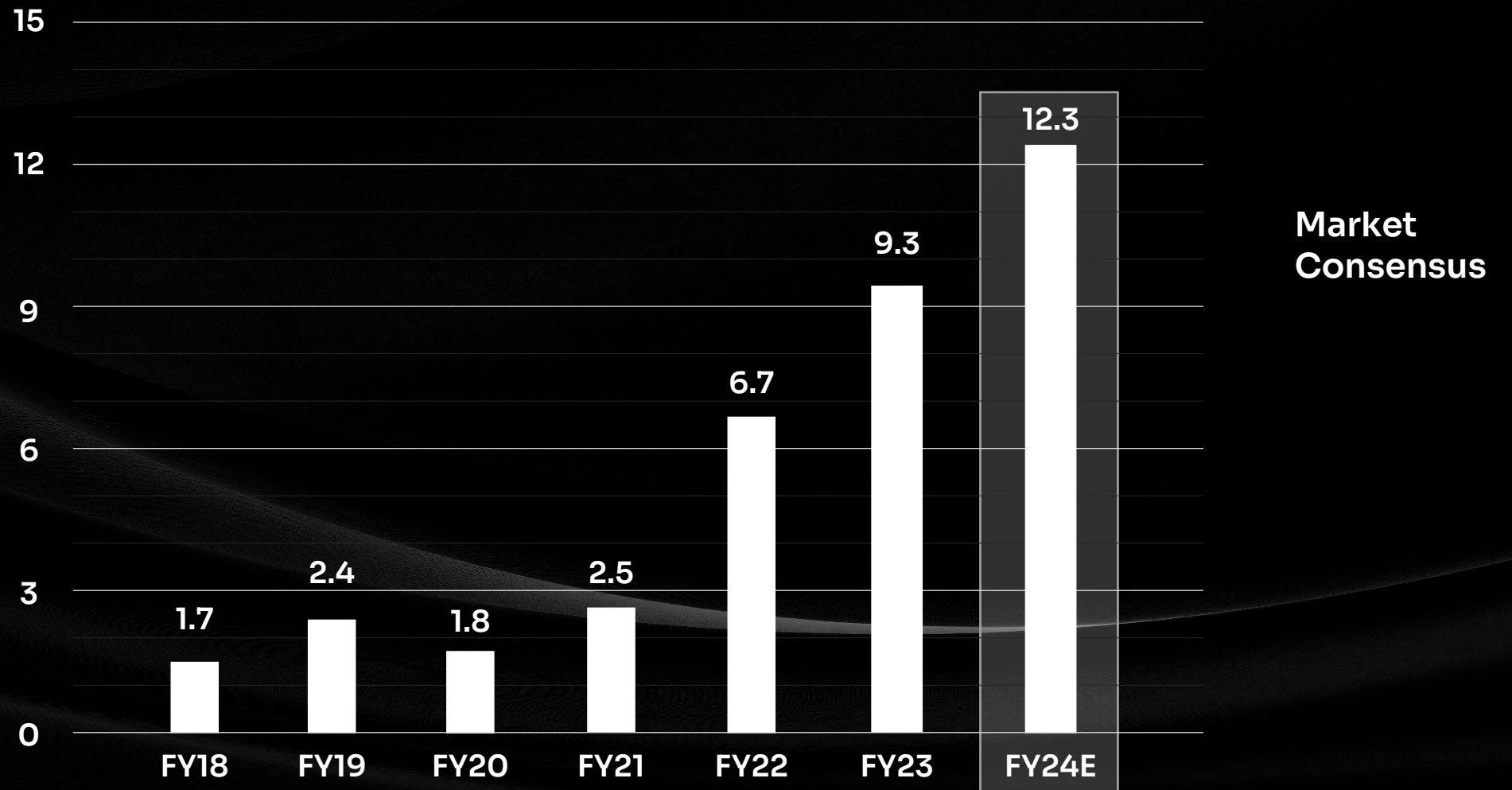
DATA & EXPECTATIONS



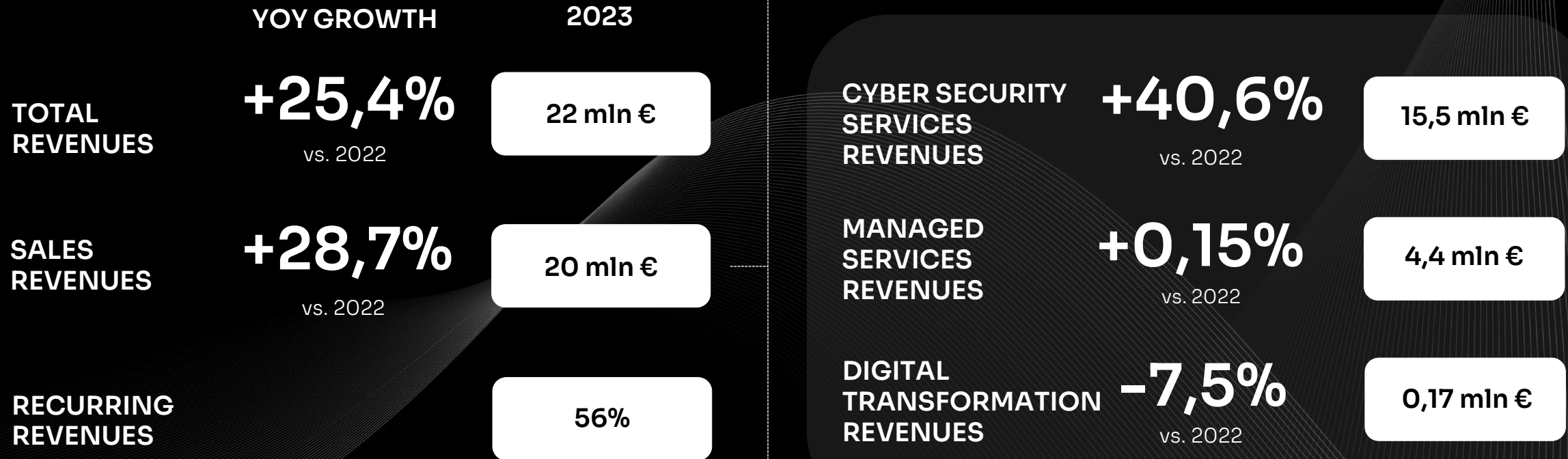
HIGHLIGHTS: EBITDA 2018 – 2024

DATA & EXPECTATIONS

MLN €



CYBEROO SALES & REVENUES 2023

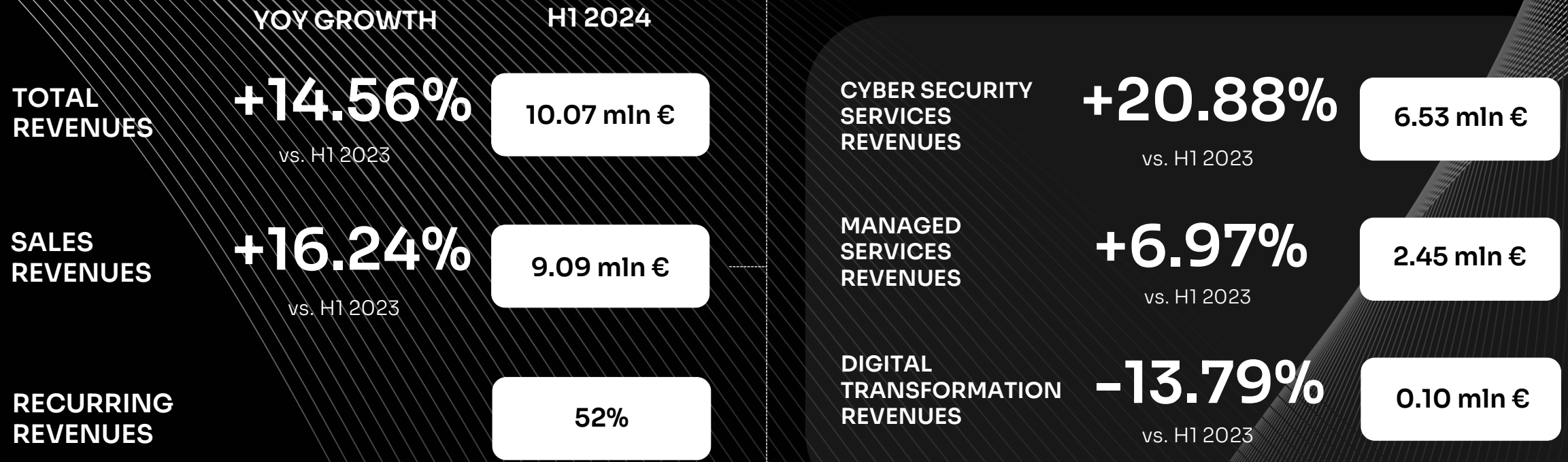


CYBEROO HIGHLIGHTS 2023

	YOY GROWTH vs. 2022	2023
TOTAL REVENUES	+25,4%	22 mln €
EBITDA	+37,8%	9,3 mln €
EBITDA MARGIN	+3,8pp	42,2%
NET PROFIT	+42%	3,9 mln €
NFP (CASH)	+103,5%	- 3,9 mln €



CYBEROO SALES & REVENUES H1 2024



CYBEROO HIGHLIGHTS H1 2024

	YOY GROWTH vs. H1 2023	H1 2024
TOTAL REVENUES	+14.56%	10.07 mln €
EBITDA	-5%	2.81 mln €
EBITDA MARGIN	-5.82pp	27.88%
NET PROFIT	-33.81%	0.87 mln €
NFP (CASH)	-91.67%	-0.32 mln €



Sedoc Digital Group

the main shareholder and one of the main business partner, acquires Cyberoo solutions through the national distribution system starting July 1st, 2024.

This method will facilitate the reduction and consequent extinction over time of Sedoc overdue credit to Cyberoo, through the repayment plans already defined.



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 CO₂ emissions into the atmosphere, with 24 bottles

203 tCO₂ (Scope 1+2) produced in 2023



CONTACT US



Cyberoo S.p.A.
Via Brigata Reggio, 37
42124 Reggio Emilia



Tel. 0522.388111



LinkedIn: CYBEROO



Mail: info@cyberoo.com



YouTube: CYBEROO



Web: www.cyberoo.com



X: CYBEROO



Instagram:
[@cyberoo_official](https://www.instagram.com/cyberoo_official)

