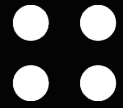


CYBEROO



# WE ARE



# CYBEROO



1st vendor of  
Cyber Security listed on the  
Italian Stock Exchange in  
2029 with an over  
subscription



Over 200  
Highly qualified  
resources



Over 700  
Mid Size customers  
Enterprise



5 locations  
in EMEA



Gartner Market Guide  
for MDR Services



CYBEROO  
is CERT



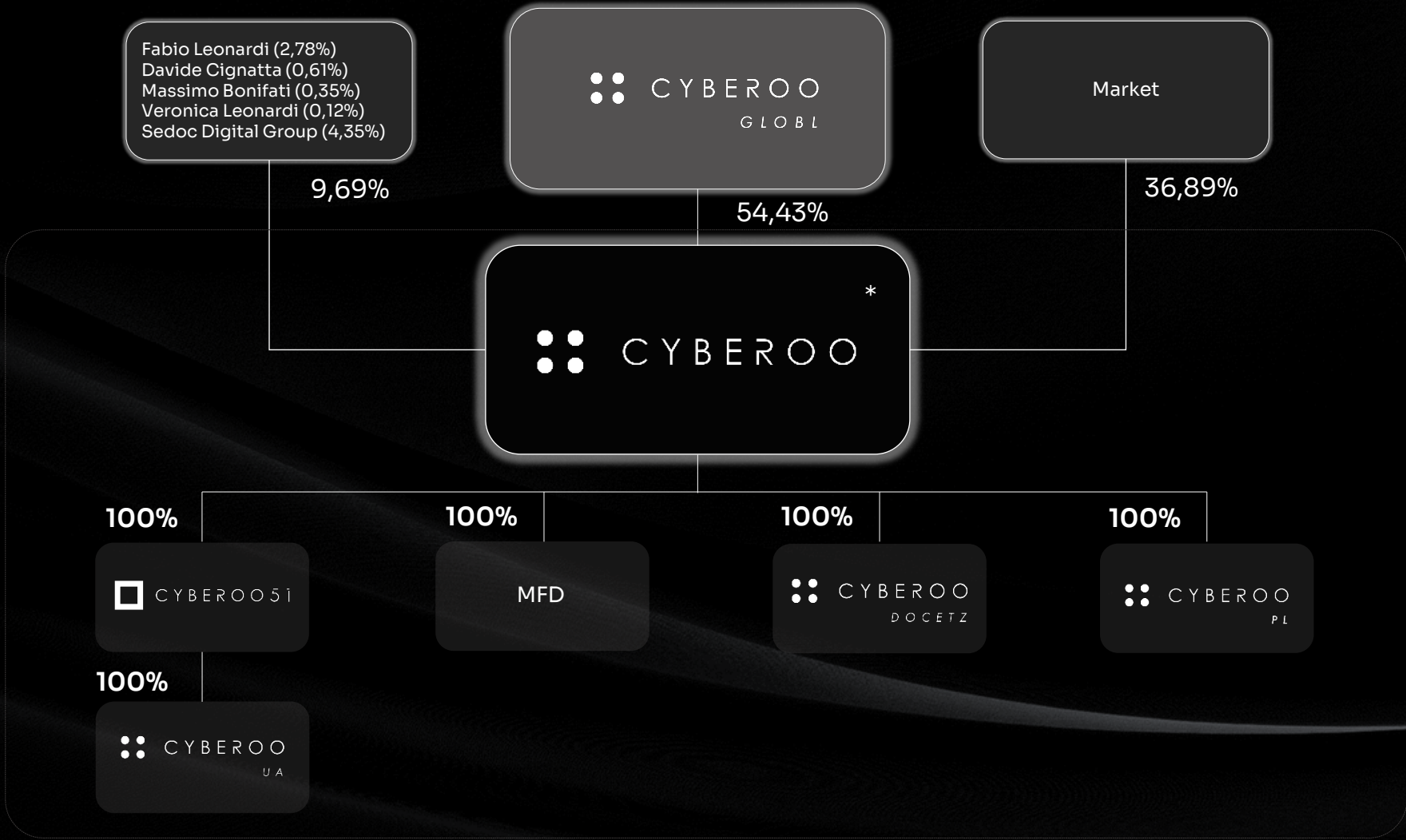

Proprietary  
and certified  
technologies



GDPR  
Compliant



# SHAREHOLDERS AND BOARD

**CYBEROO  
B.O.D.**

**CEO**  
Fabio Leonardi

**Non-executive Chairman**  
Massimo Bonifati

**Executive Director**  
Davide Cignatta

**CMO & Executive Director**  
Veronica Leonardi

**Non-executive Director**  
Riccardo Leonardi

**Independent Director**  
Renzo Bartoli

**Independent Director**  
Alessandro Viotto

Scope of Consolidation

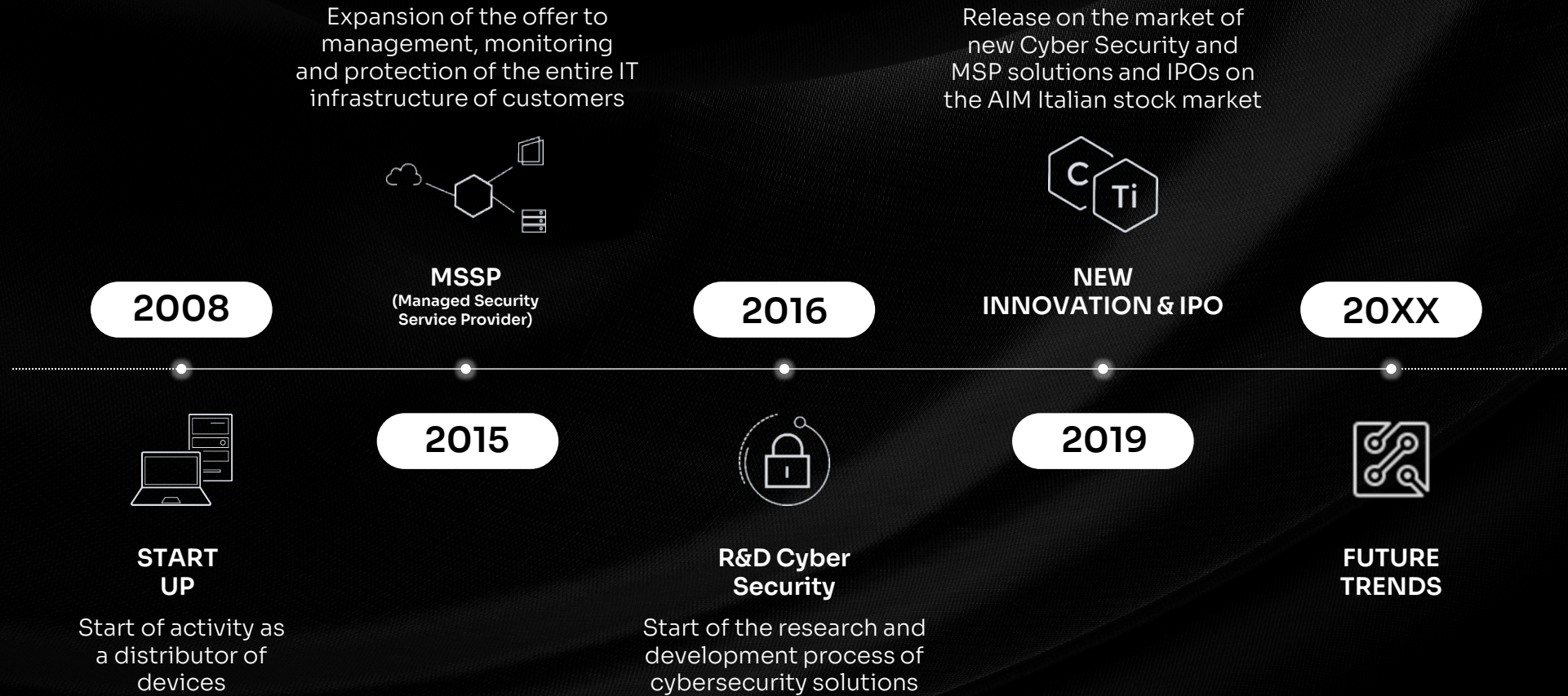




**COMPANY**

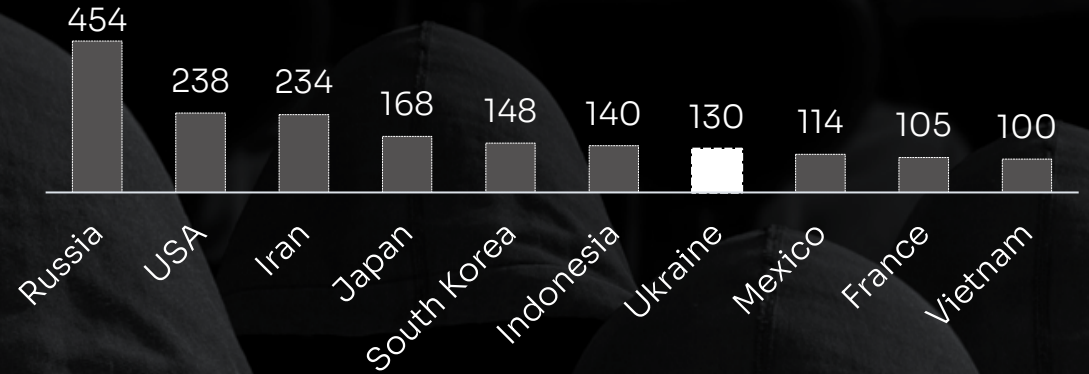
# TIMELINE

## 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 T4

Milan

**50+** 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.»

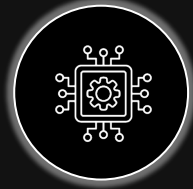
*GARTNER*



# 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

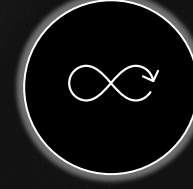
Only a system based on a completely agnostic technology, allows the correlation of countless sources of information, and thus a holistic view.



## 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.**

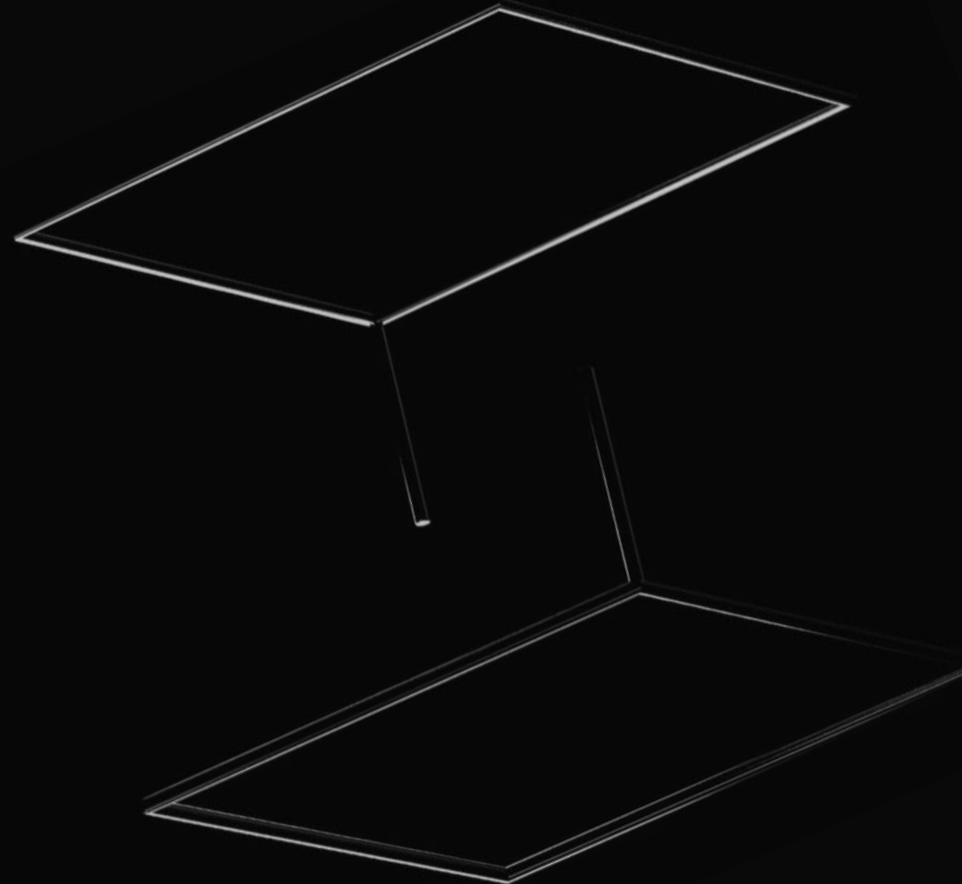


**CY**

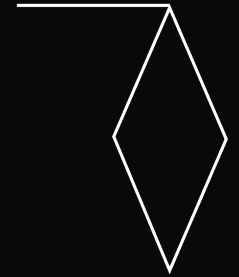
**Next Gen Intelligent Detection Platform**

*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**

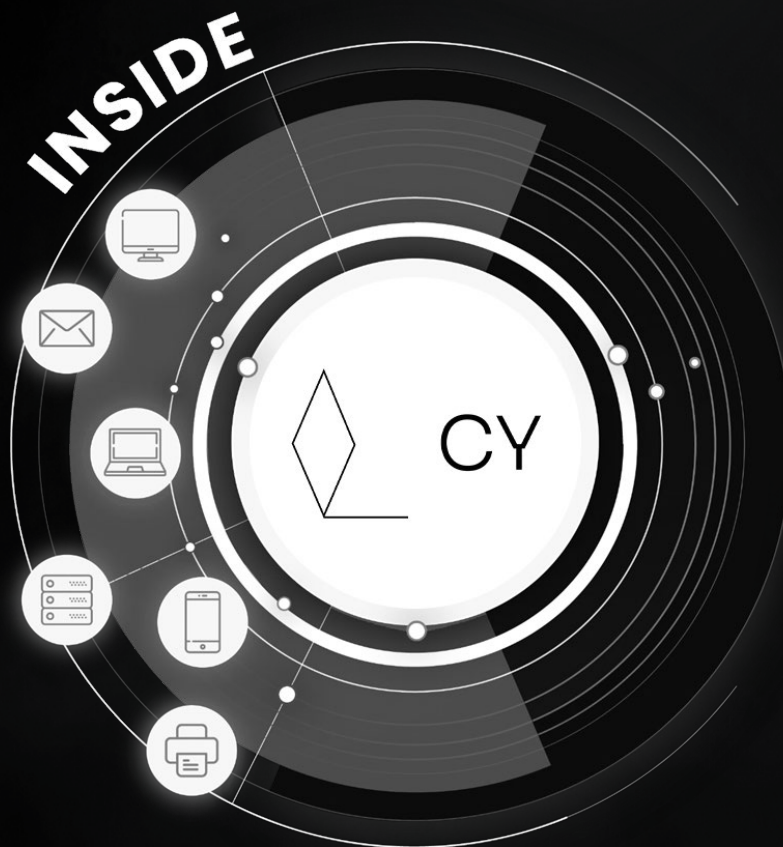
*Protects from external threats*

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



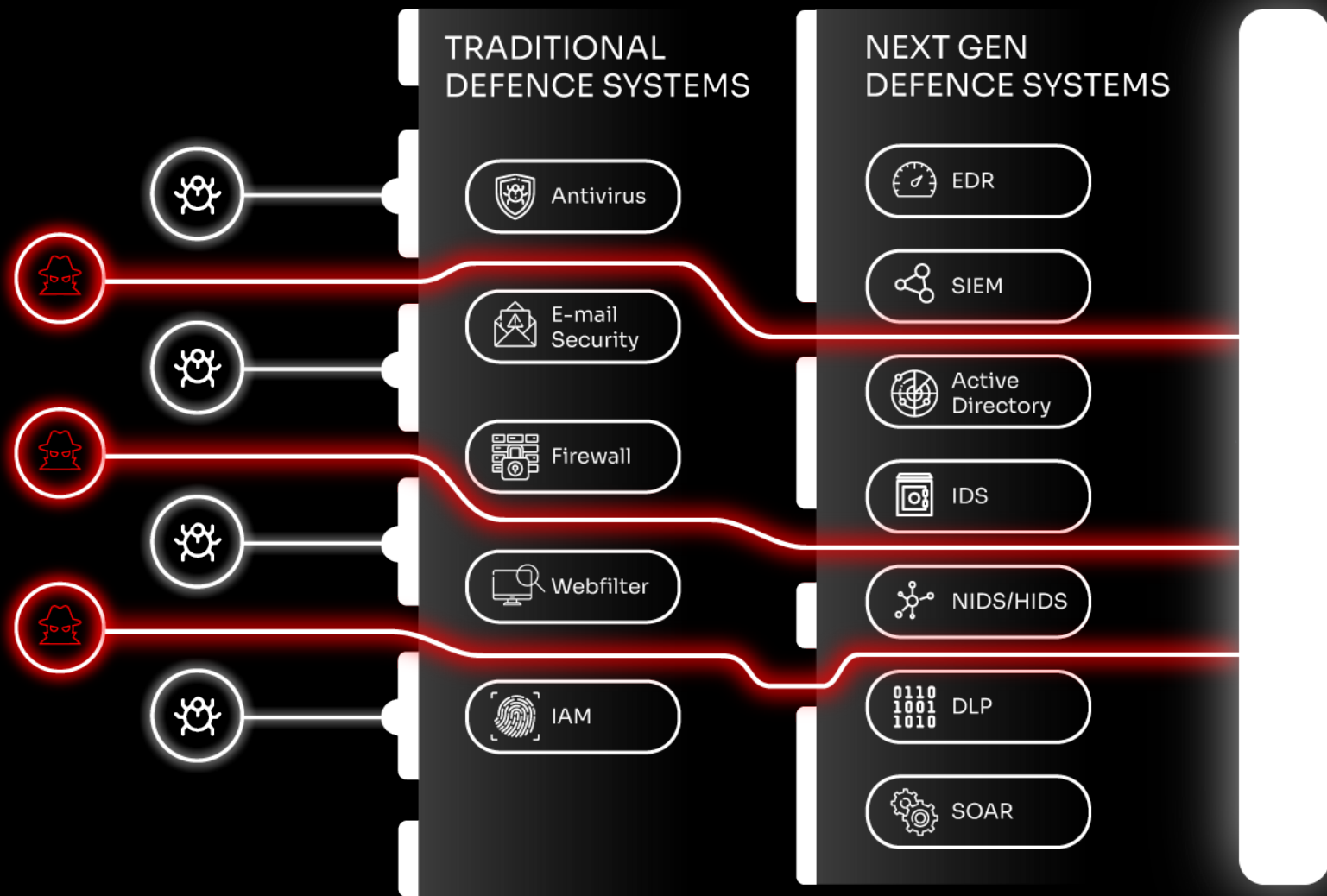
# CYPEER FOR A TOTAL PROTECTION OF THE COMPANY PERIMETER



Known threats

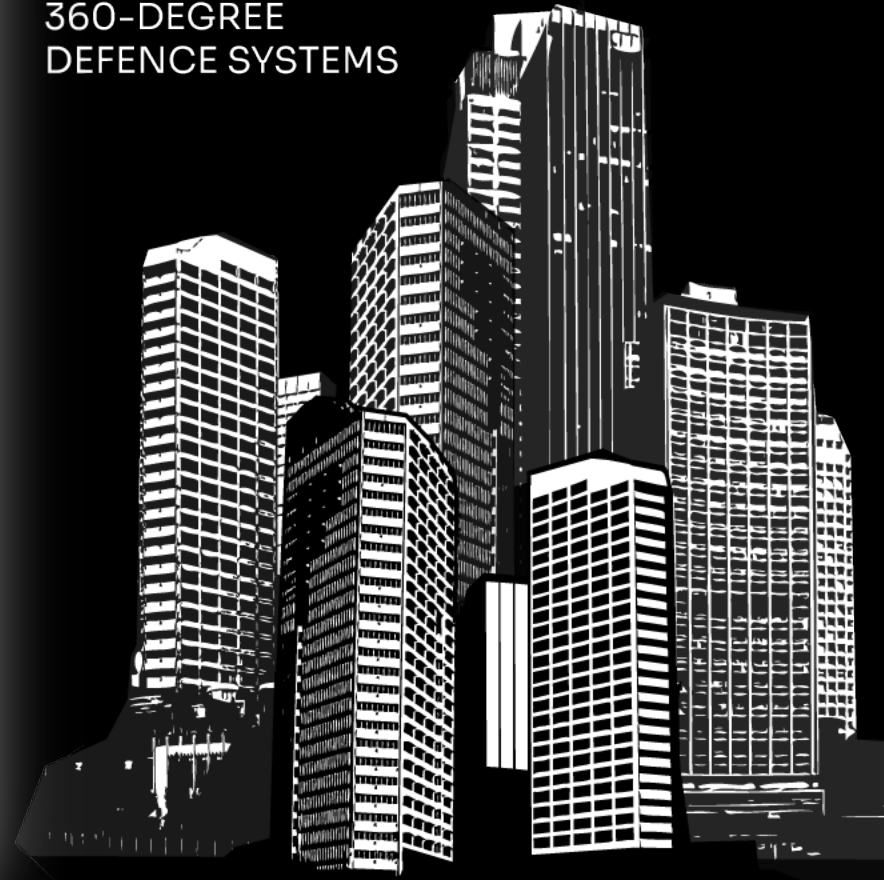


Advanced threats



## 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<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>	✓	✓	✓ (WORKING HOURS)	✓
<b>Automatic Remediation</b>		✓	✓	✓
<b>Cyberoo certified Rescue Chain</b> NIGHT & WEEKEND			✓	
<b>Cyberoo certified Rescue Chain</b> 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**.





RISK ASSESSMENT



CYBER SECURITY ADVISORY & vCISO



INCIDENT RESPONSE



VULNERABILITY ASSESSMENT & PENETRATION TEST



COMPLIANCE NIS2: CONSULTANCY ACTIVITIES



# LICENSING AND SALES MODEL



## SIMPLE FIXED FEE PRICING

The service is priced on a fixed fee basis



## DEVICE COUNT

The price for the service (1, 3 or 5years contract) is determined by the number of endpoints (clients, physical servers, and virtual servers)



## UNIFIED PRICING

The service CYPEER and CSI are priced using the same model



## ONE TIME START - UP FEE

In addition to the service fee, a one-time setup fee is always charged



## PARTNER-ONLY SALES

The service is sold exclusively through partners

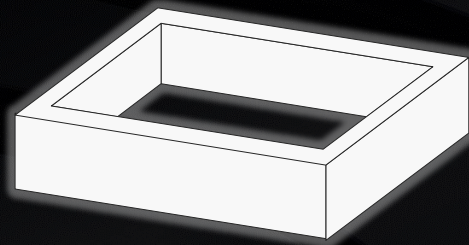
Service	Pricing	Server + Client	Fee
Cypeer Sonic	3 Years	Up to 5,000	€ 21.750 – € 501.500
Cypeer Keera	3 Years	Up to 5,000	€ 26.750 – € 618.730
Cypeer Keera +	3 Years	Up to 5,000	€ 29.975 – € 696.070
CSI	3 Years	Up to 5,000	€ 12.250 – € 126.300

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

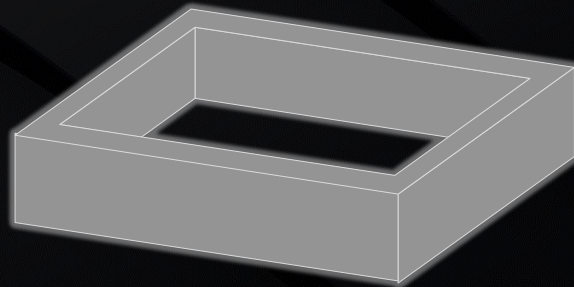


# MARKET POSITIONING

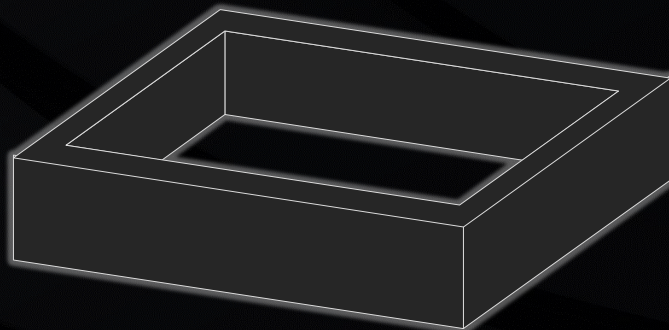
**Large enterprises**



**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**

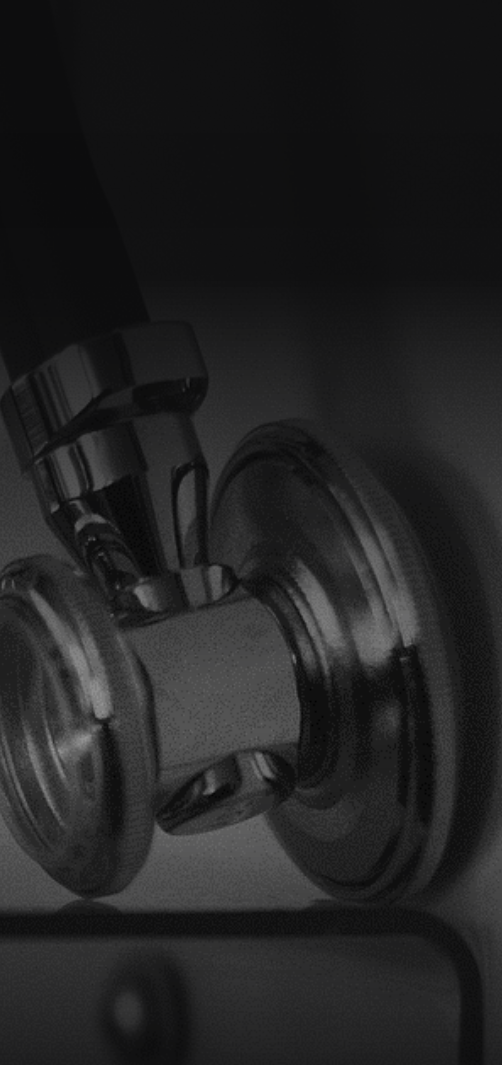
- Devices: Up to 5.000
- Price for ICT average
- No internal cybersecurity team
- Necessity to protect own data through complete and secure systems
- Ideal target for cybercrime, because not yet properly protected, but with a substantial quantity of data

## **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: 300 Million €  
Employees: 4.000





**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
- 4 Area Manger
- 5 Territory Manager
- 6 Key Account Manager
- 4 Business Developer Manager
- 4 Inside Sales



# CYBEROO HAS SIGNED IMPORTANT PARTNERSHIP AGREEMENTS ALL OVER THE COUNTRY

1

DISTRIBUTION AGREEMENT

91

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
- Dabbico 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.
- FLAG S.R.L
- 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.
- MATICMIND 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
- TCN Telecomunicazioni 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
- Workteam S.r.l.
- Yotta Core S.r.l.
- Zerouno Informatica S.p.A.



## **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.



# 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
- TECHNOLOGY 2 CLIENT S.L.





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

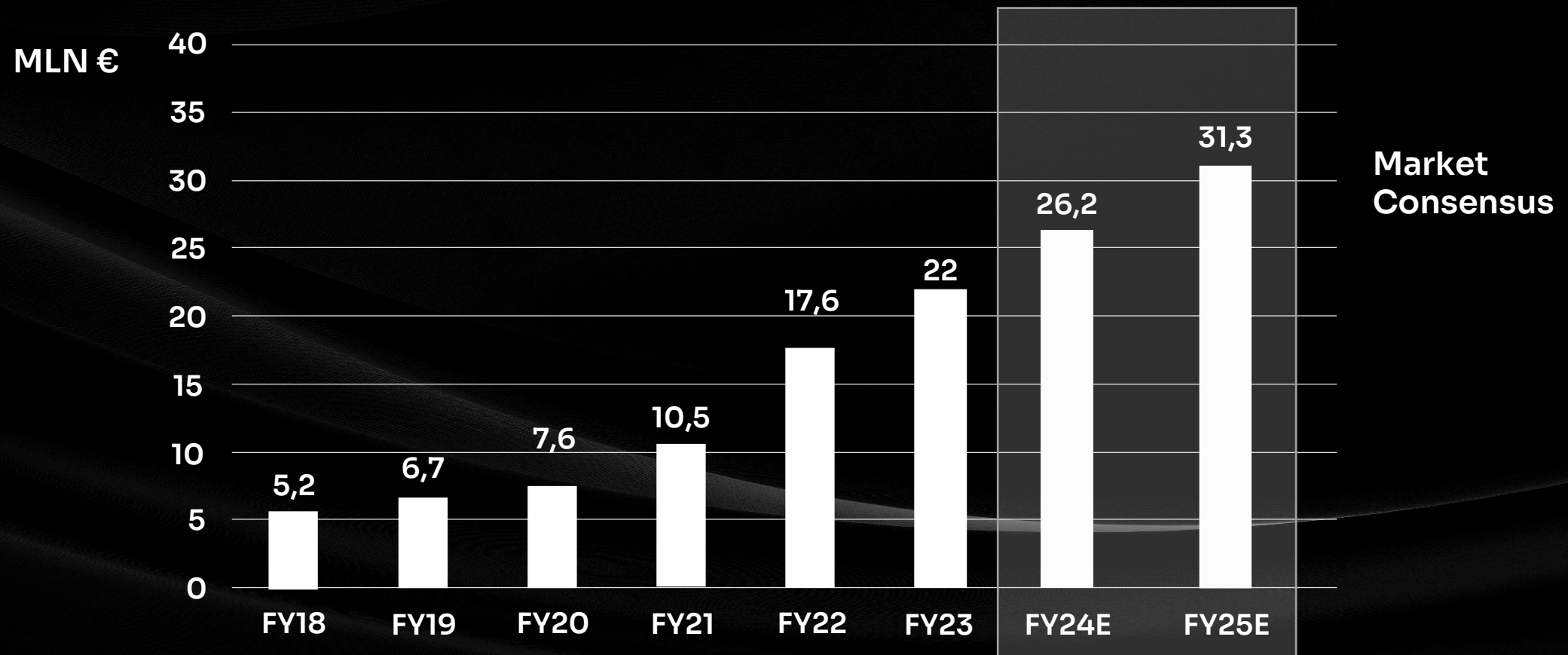
**ALANTRA WILL BE  
THE COMPANY'S NEW  
CORPORATE BROKER**

(MIT SIM BECOMES THE COMPANY SPECIALIST)



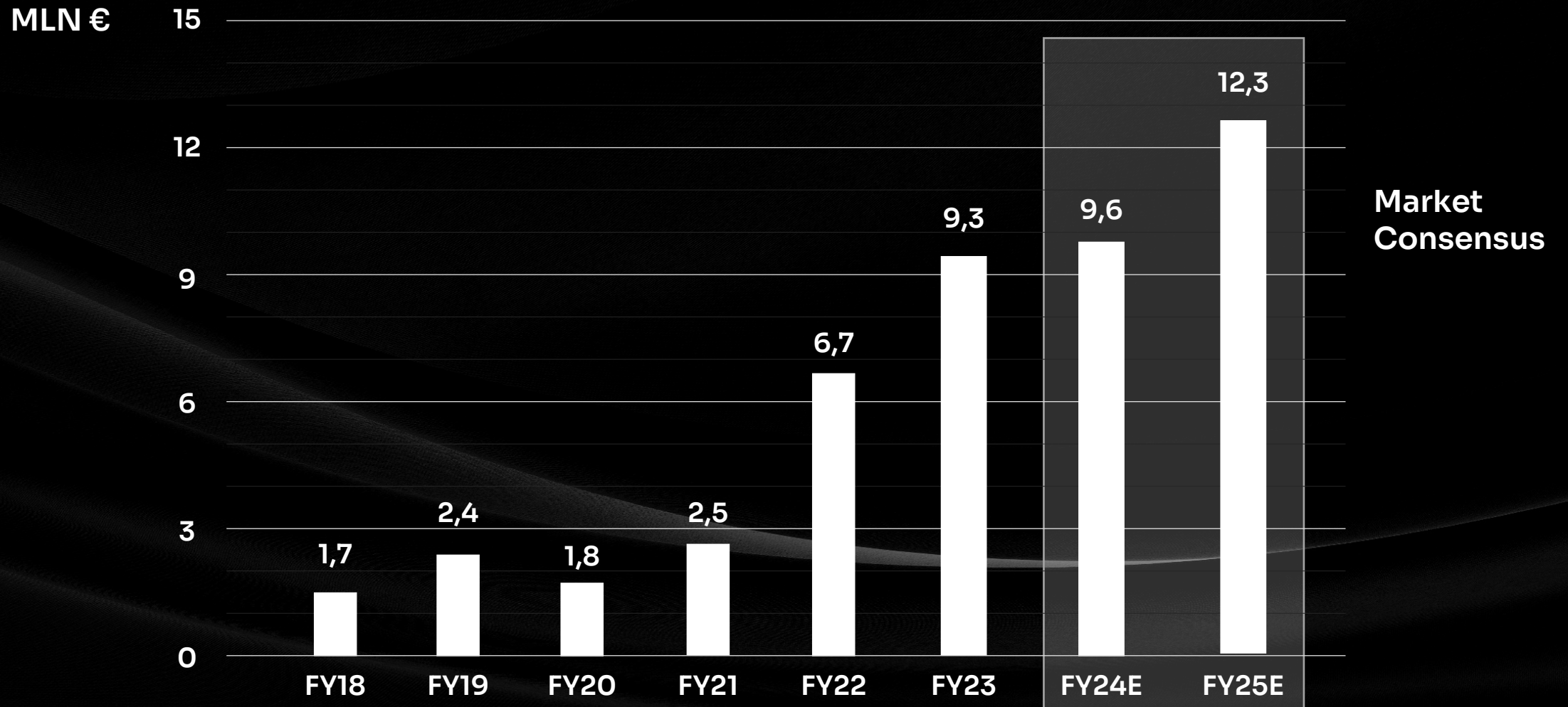
# HIGHLIGHTS: VALUE OF PRODUCTION 2018 – 2025

## DATA & EXPECTATIONS

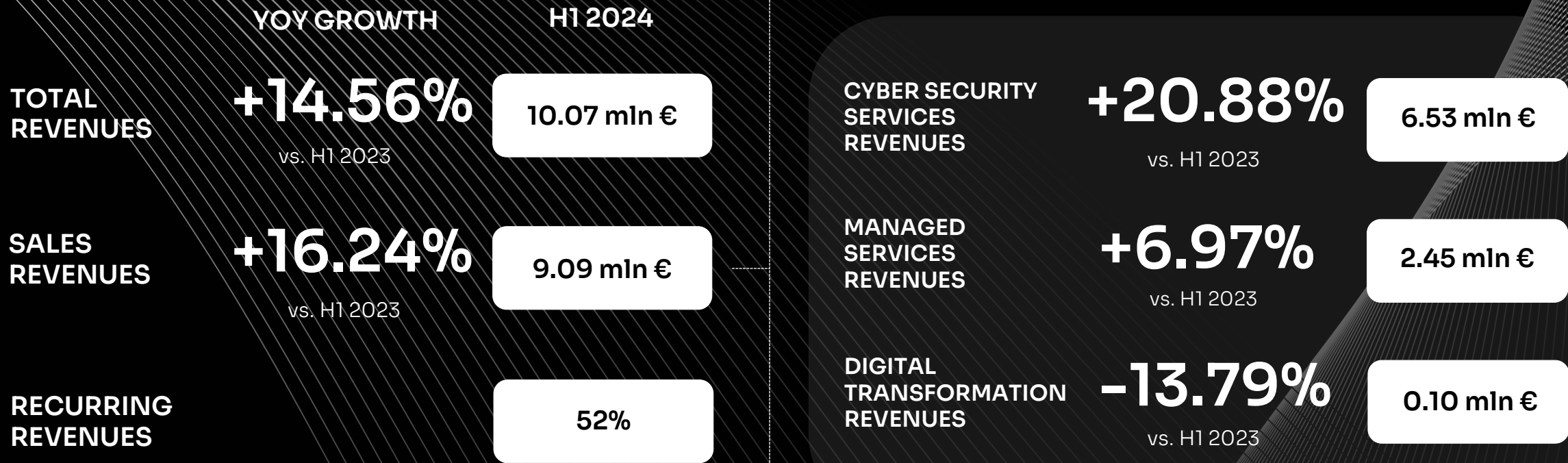


# HIGHLIGHTS: EBITDA 2018 – 2025

## DATA & EXPECTATIONS



# 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 €



# 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





# CONTACT US



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



**Tel.** 0522.388111



**LinkedIn:** CYBEROO



**Mail:** [info@cyberoo.com](mailto:info@cyberoo.com)



**YouTube:** CYBEROO



**Web:** [www.cyberoo.com](http://www.cyberoo.com)



**X:** CYBEROO



**Instagram:**  
[@cyberoo\\_official](https://www.instagram.com/cyberoo_official)

