CYBEROO

Throughout the period*, we worked **consistently** to achieve **positive results** and strengthen our investments in support of future growth.

Cybersecurity Revenue

EBITDA and Investments

Related Parties

Trade Receivables

Net Financial Position

* The fiscal year ended March 31, 2026, had an exceptional duration of 15 months, from January 1, 2025, to March 31, 2026, while the comparative figure as of December 31, 2024, refers to a 12-month fiscal year. The percentage changes indicated in this press release should therefore be interpreted with an understanding that the periods are not fully comparable, unless explicitly stated that the figures are on a like-for-like basis.

Cybersecurity Revenue

22.35 mln €
(15 months)

+24.4%
vs 2024

+15%
(12 months)

Cyberoo outperforms the domestic industry trend

+12%
Growth of the Italian cybersecurity market in 2025*

At the European level, however, the Group's growth is in line with the growth rates of the relevant market.

Supply aligned with market demand

Launch of new solutions

Regulatory context

* Cybersecurity & Data Protection Observatory at the Politecnico di Milano

2026

The components of **cyber risk**

- Threat management
- Processi & Governance
- Regulatory & Compliance
- People security

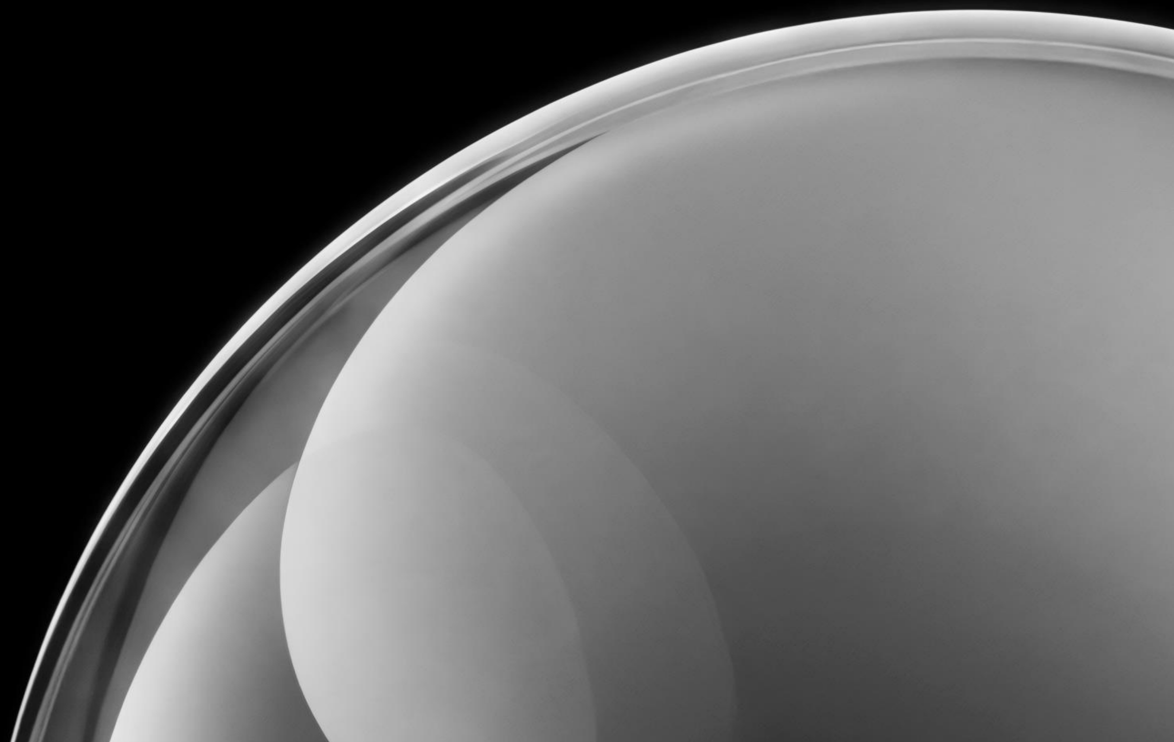
ORBIS

A NEW CYBERSECURITY ECOSYSTEM FOR INTEGRATED RISK MANAGEMENT

ORBIS is Cyberoo’s new integrated model that addresses the four key areas of cyber risk :

- **Threat Management** via the Cybersecurity Suite
- **Governance dei processi** via Cyberoo Docetz
- **Compliance normativa** via Titaan
- **Security awareness e training** via Keatrix

ORBIS is designed for the European mid-market; it reduces fragmentation across solutions and vendors, simplifies operational decisions, and makes cybersecurity a structural and scalable component of corporate governance.



PORTFOLIO

Solutions and services

Threat Management

The Cyber Security Suite is an advanced MDR service designed to protect your business from complex threats and security incidents.
It combines cutting-edge technology, proprietary platforms, and continuous support from the 24/7 I-SOC.
The Suite consists of two main services: Cypeer and CSI.

Compliance

A single data hub for an integrated monitoring, diagnostics, and remediation experience.
Titaan Neemesi ensures GDPR compliance and the immutability of collected data and logs thanks to blockchain technology.
It identifies events occurring in Active Directory.

Governance

Advanced cybersecurity consulting services: Incident Response (IRT), Risk Assessment, Cyber Security Advisory and vCISO, Vulnerability Assessment and Penetration Testing, as well as support for regulatory compliance and security standards, including ISO 27001 and the NIS 2 Directive.

People

A proprietary platform of security awareness for managing human risk in cybersecurity. It combines experiential learning, personalized learning paths based on adaptive AI, and innovative methods such as NeLP, Bloom’s Taxonomy, and adaptive learning techniques to reinforce behavioral skills and change digital habits.

2026

Regulatory Requirements

AUGUST 2, 2026

AI Act
High-Risk Systems
Requirements and Transparency Obligations.

SEPTEMBER 11, 2026

Cyber Resilience Act
Vulnerability Notification
Within 24 hours, including for existing products.

OCTOBER 31, 2026

NIS2 Directive
Minimum security measures
Governance, risk management, and controls.

2026

DORA Regulations
ICT Testing and Audits
of critical suppliers and enhanced reporting.

CYBEROO meets the needs of the **european market**

MARKET - DRIVEN APPROACH

We are a vendor that brings to market exactly what the market needs.

UNIQUE OFFERING

A distinctive position in the European market.

REDUCING COMPLEXITY

We act as a single focal point for the client, eliminating the need to manage multiple suppliers.

COMPLIANCE AND REGULATORY

We respond promptly to all regulatory requirements.

INNOVATION AND AI

Strong investment in research and development in artificial intelligence.

EUROPEAN ROOTS

100% European technology and services, developed and managed in Europe.

CYBEROO CAPITAL

Advanced leasing model for Cyberoo solutions

Cyberoo Capital is a wholly owned subsidiary operating as a dedicated entity for advanced leasing solutions, integrating proprietary services. With a dedicated financing facility of up to €15 million, partners are equipped with a structured tool to offer leasing solutions for cybersecurity projects, reducing upfront investment barriers and facilitating customer adoption of the solutions.

CYBEROO

Dedicated financing support (facility up to €15M) approved by the Board of Directors on 9 December 2025

CYBEROO CAPITAL

Advanced leasing and integrated services supporting Cyberoo solutions

PARTNER

Offering Cyberoo solutions through periodic payments (advanced leasing models)

CUSTOMER

Access to solutions via periodic payments and reduced investment barriers

CYBEROO **CAPITAL**

- Cyberoo Capital S.r.l., incorporated in December 2025 and wholly owned by Cyberoo S.p.A., **is not included in the scope of consolidation for the fiscal year ended March 31, 2026**, given its recent incorporation, limited period of operation, and the limited overall significance of its financial data within the context of the Group.

- For informational purposes, Cyberoo Capital S.r.l. reported, on an unconsolidated stand-alone basis, revenue from sales and services of €0.56 million, EBITDA of €0.53 million, and cash and cash equivalents of €0.97 million as of March 31, 2026. These figures are presented for informational purposes only and do not contribute to the Group’s consolidated income, equity, and financial results as of March 31, 2026.

EBITDA & Investments

8.56 mln €
(15 months)

- 11.95 %
vs 2024

9.72 mln €
(12 months)

Development of Keatrix

Strengthening the national and international distribution channel

R&D of new projects

Artificial Intelligence

NeLP®

ECOSISTEMA FORMAZIONE ITALIA

RER Emilia-Romagna

BEST METHODOLOGY AWARD 2026

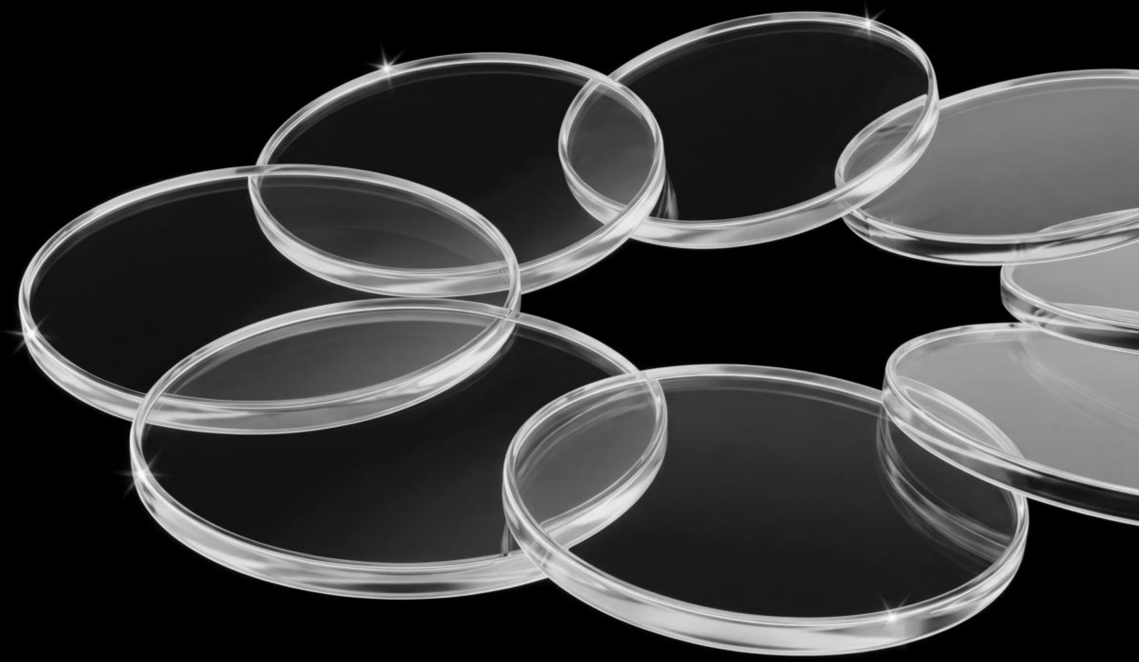
NeLP® was awarded the prize for **best methodology** by Ecosistema Formazione Italia.

Acceleration of R&D activities for the **mobile-first evolution** of Keatrix (thanks to the Emilia-Romagna Region's "Startup Innovative 2025" call for proposals), with potential expansion to wearable devices and possible future opportunities in the B2C sector as well.

CYBEROO – **V-VALLEY**
(Esprinet Group)

Strategic agreement for the distribution of cybersecurity solutions in Italy

- Strengthening the distribution channel with V-Valley
- Accelerating the go-to-market strategy for the Cyberoo portfolio, with a focus on Keatrix
- Developing joint channel initiatives and partner enablement
- Potential expansion of the collaboration to other Esprinet Group markets (e.g., Spain)



2026

New R&D projects in development

Further information will be released as it becomes available.

Related parties

Cyberoo is committed to **reducing intra-group relationships to marginal levels**, further consolidating its transparency strategy and strengthening the solidity of the market.

This process is part of the rationalization and optimization of the Group's activities, in line with the path of strengthening transparency and governance.

From July 1st, 2024
Sedoc Digital Group S.r.l., the main shareholder and one of the main business partner, acquires Cyberoo solutions through the national distribution system.

June 19, 2025
Cyberoo S.p.A. has acquired 100% of the share capital of Cyberoo Global AL sh.p.k. (Albania), specialized in VNOC services and software development, and Cyberoo Global UA l.lc (Ukraine), active in MSSP services and software development, as well as a business unit of Cyberoo Global S.p.A. dedicated to innovative software solutions and cybersecurity. Bringing these activities into Cyberoo's scope is a strengthening and complement to what Cyberoo already does in cybersecurity and will enable continued support for Cypeer Keera's development and management activities.

July 22, 2025
Proposed resolution of the Extraordinary Shareholders' Meeting of Cyberoo on the merger by incorporation of MFD International S.r.l, a wholly owned subsidiary. The transaction aims to rationalize and simplify the structure of the Group resulting in cost reduction and greater management efficiency.
On November 4, 2025, MFD International S.r.l. was officially merged into Cyberoo S.p.A.

Streamlining and Management of **accounts receivable**

The issue of trade receivables was addressed through **two strategic initiatives** aimed at improving credit management within the distribution channel and the quality of trade assets.

A new factoring agreement with Crédit Agricole Leasing and Factoring S.A., in addition to the existing one with BPER Factor S.p.A.

December 16, 2025
Distribution agreement with Cometa S.p.A.
Distribution agreement with one of Italy's leading ICT distributors to strengthen the presence of Cyberoo solutions in Italy and expand the partner channel. The agreement also introduces a model featuring structured payment deferral mechanisms and greater alignment between collections from end customers and the terms applied to partners, thereby encouraging multi-year contracts and greater revenue predictability.

March 16, 2026
Purchase of trade receivables from Sedoc Digital Group
Signing of a contract for the purchase of a portfolio of trade receivables with a nominal value of €5.7 million (€5.29 million in consideration) relating to cybersecurity services. The transaction, settled through offsetting against receivables already owed to Cyberoo by SDG, allows for the transformation of a concentrated exposure into a portfolio of receivables from multiple counterparties, improving the quality of working capital, risk distribution, and visibility of future cash flows.

Total trade receivables and Sedoc

SEDOC TRADE RECEIVABLES

2.56 million as of March 31, 2026

(vs. 11.53 million as of December 31, 2024)

-8.97 mln

This figure represents a significant reduction and is ahead of the recovery trajectory previously presented to investors, further supporting the view that working capital quality has improved and that credit concentration is gradually decreasing.

TOTAL TRADE RECEIVABLES

15.23 mln as of March 31, 2026

(vs 20.18 mln as of December 31, 2024)

-4.95 mln

Factoring and the distribution agreement between Cometa and Cyberoo Capital have reduced the company's exposure to total trade receivables.

Net Financial Position

CASH

- 0.84 mln €
(15 months)

+97.85%
vs 2024

- 0.02 mln €
(12 months)

The measures taken on various fronts—revenue growth, improved management of accounts receivable, and streamlining of relationships with related parties—have collectively contributed to cash generation and the strengthening of the net financial position.

Total liquidity for Net Financial Position (NFP) purposes amounts to €17.73 million

CYBEROO

Sales & Revenues 2025 (15 months)

	YOY GROWTH vs. 2024	2025 & Q1 2026
VALUE OF PRODUCTION	+24.85%	31.23 mln €
SALES & SERVICES Revenues	+21.37%	27.71 mln €

CYBERSECURITY SERVICES Revenues	+24.4% vs. 2024	22.34 mln €
MANAGED SERVICES Revenues	+10.1% vs. 2024	5.17 mln €
DIGITAL TRANSFORMATION Revenues	+15.7% vs. 2024	0.01 mln €

CYBEROO

Highlights 2025 (15 months)

	YOY GROWTH vs. 2024	2025 & Q1 2026
VALUE OF PRODUCTION	+24.85%	31.23 mln €
EBITDA	-11.95%	8.56 mln €
EBITDA margin	-11.5pp	27.4%
NET PROFIT	-41.26%	2.57 mln €
NFP	- 0.02 mln € (cash)	- 0.84 mln € (cash)

CYBEROO

Thank you

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WEB
www.cyberoo.com

BLOG
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