

CYBER  TM

Cyber
Resilience

H1 2023 Report Update



Introduction | Robert Brown



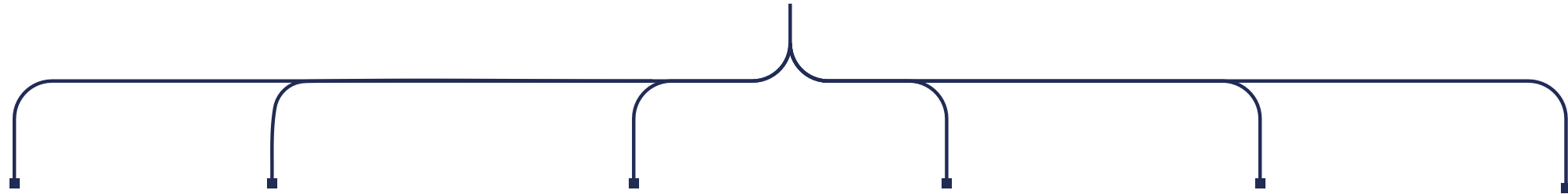
- 30 years experience in the Cyber Security industry
- Founder of underlying companies in CYBER1
- Group President (Company Operations & Strategy)
- Executive Director in the Board of CYBER1



ROBERT BROWN

Group President and Executive Director

Who we are



26

YEARS

EMEIA

REGIONAL PRESENCE

6 YEARS

Nasdaq

225

YEARS COMBINED
MANAGEMENT EXPERIENCE

30%

H1 2023 Revenue
Growth

€46.7m

REVENUE 2022



196

REGIONAL TEAM *



GLOBAL
SOC

AS-A-SERVICE with
ISO 27001 Certification



12

LOCATIONS



HQ

STOCKHOLM



80%

BOARD BASED IN EUROPE

Mission Statement

To Deliver Innovative Resilience

Vision

To create the world's most resilient cyber security environments for our customers

*Headcount as per H1 2023

Operation Segments



VALUE ADDED DISTRIBUTION

VALUE ADDED RESELLER

SECURITY OPERATIONS CENTER

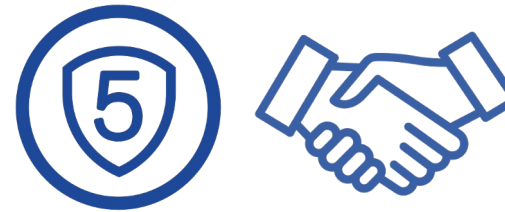


UNITED KINGDOM / AFRICA / MIDDLE EAST / INDIA / PAKISTAN

EUROPE / MIDDLE EAST / AFRICA

GLOBAL

CYBER1 in the news



Mangold has maintained its positive view of the direction of CYBER1, based on the recent financial report and strategic initiatives.

Mangold has confirmed its target price at EUR 0,055 (originally EUR 0.045) per share. Mangold has stated from their analysis that the company is undervalued given higher profitability as well as high growth.

Next-Gen Security Operations Centre (C1 SOC) has signed a five year deal, to deliver its monitoring and incident management services to a leading security company in Africa. C1 SOC will be providing Security Operations Center as a Service (SOCaaS), assisting the company with their network visibility and threat hunting capabilities on a twenty-four by seven basis.

In addition, the company has been certified by the International Organisation for Standardisation (ISO), related to its 27001 approach on information security management.

H1 2023 Performance



€ 25,057k

Revenue

2022: € 19,266k



€ 5,650k

Margin

2022: € 3,887k



EDITDA € 384k (PY : € -1,486k)

Gross Margin € 5,650k (PY : € 3,887k)

Gross Margin % 23% (PY : 20%)

Operating Margin € 172k (PY : € -1,753k)

Cash flow from operations € 840k (PY : € -4,038k)

Results after tax € 22k (PY : € -1,876k)

Earnings per share € 0.0000 (PY : € -0.0173)

Market Location



Revenue Contribution

49%

New Business

44%

Renewals

7%

Services

Value Added Distribution H1 2023

TRINEXIA™

	Middle East and India
Revenue H1	€ 3,548,799
Gross Margin	€ 1,082,623
EBITDA H1	€ -3,389

	Africa
Revenue H1	€ 4,960,260
Gross Margin	€ 1,068,611
EBITDA H1	€ 145,556

	Southern Africa
Revenue H1	€ 2,920,016
Gross Margin	€ 541,566
EBITDA H1	€ 79,131



■ New offices being explored

Value Added Reseller H1 2023



Southern Africa

Revenue H1	€ 12,724,469
Gross Margin	€ 2,542,664
EBITDA H1	€ 270,894

East and West Africa

Revenue H1	€ 779,914
Gross Margin	€ 234,587
EBITDA H1	€ -69,233

EMEA

Revenue H1	€ 599.792
Gross Margin	€ 124,372
EBITDA H1	€ -73,999

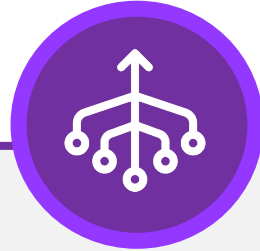


Growth Strategy



Expanded Territories

- Target jurisdictions based on vendor opportunities from vendors and clients
- Leveraging operational hubs for low cost/high growth expansion



Consolidated Vendor Approach

- Engaging with the latest innovative technologies, with the best possible commercial terms



SOC Expansion

- High margin business that can be scaled with expansion
- Low cost versus target markets



New Business Lines (DevSecOps)

- Convergence of DevOps and cyber security, that can be sold within existing customer base

Developments



India & Saudi Arabia exploration

Developments



New partnership with CYE in Southern Africa

Developments



5 year deal signed



ISO 27001 certification achieved

Developments



Partnership with leading DevSecOps provider, 9TH BIT

Contact us

Customer



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Investor



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More Information



www.cyber1.com

Social Media



<https://www.linkedin.com/company/cyber1/>



Thank You

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