

CYBER  TM

*Cyber
Resilience*

Q4 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

16%

Q4 2023 Revenue
Growth



€52.75m

REVENUE 2023**



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

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



CYBER1 appointed Renaldo Ferreira as the Acting Chief Financial Officer (CFO), effective 1st of February, 2024

- Mr. Ferreira brings a wealth of experience and expertise in financial management, strategic planning, and corporate governance.
- Proven track record of success whilst serving as the Lead Financial Manager of CYBER1 Solutions South Africa.
- Mr. Ferreira has experience serving as the Financial Manager at Federal Airlines, as well as his background in auditing following the completion of his studies.



CYBER1 secures debt funding of €750,000 for new investment and €3,612,500, restructuring a previous debt arrangement. Both loans have been arranged with Ivo van Laar Beheer B.V.

€750,000 Loan

- Purpose: Further accelerate key strategic growth initiatives
- Loan matures on 31st of July 2024
- 10% interest p/aper annum
- Equity conversion option available

€3,612,500.

- Purpose: Early repayment of previous loan agreement (SVE B.V)
- Loan matures on 15th August 2025
- 10% interest p/aper annum
- Equity conversion option available

Q4 2023 YTD Performance



€ 52,754k

Revenue

2022: € 46,833k



€ 11,959k

Margin

2022: € 9,313k

KPI

EDITDA € 624k (PY : € -3,907k)

Gross Margin € 11,959k (PY : € 9,313k)

Gross Margin % 23% (PY : 20%)

Operating Margin € 205k (PY : € -3,638k)

Cash flow from operations € 1,844k (PY : € -4,591k)

Results after tax € -447k (PY : € - 3,866k)

Earnings per share € 0.0100 (PY : € -0.0366)

Market Location



Revenue Contribution

51%

New Business

43%

Renewals

6%

Services

Value Added Distribution Q3 2023

TRINEXIA™

Middle East and India

Revenue Q4	€ 2,199,354
Gross Margin	€ 442,653
EBITDA Q4	€ -218,053

Africa

Revenue Q4	€ 3,158,869
Gross Margin	€ 122,437
EBITDA Q4	€ 73,619

Southern Africa

Revenue Q4	€ 3,143,778
Gross Margin	€ 482,532
EBITDA Q4	€ 83,756



■ New offices being explored

Value Added Reseller Q4 2023



Southern Africa

Revenue Q4	€ 10,155,048
Gross Margin	€ 2,985,970
EBITDA Q4	€ 1,582,602

East and West Africa

Revenue Q4	€ 385,992
Gross Margin	€ 113,383
EBITDA Q4	€ -26,610

EMEA

Revenue Q4	€ 1,440,765
Gross Margin	€ 93,594
EBITDA Q4	€ -13,716

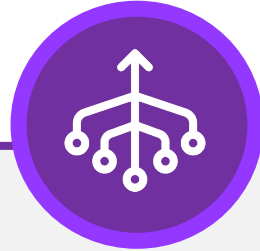


Growth Strategy



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

TRINEXIA™



Further investment into key African territories underway

Developments

 Skyhigh Security

New distribution agreements with Skyhigh Security and Trinexia Africa & South

Developments



Additional multi-year agreements signed



GTM approach in other regions underway

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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