

CYBER  TM

Cyber
Resilience

Q3 2023 |
Financial 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

11%

Q3 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

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's largest subsidiary CYBER1 Solutions South Africa, has announced its recent attainment of a B-BBEE (Broad-Based Black Economic Empowerment) Level 1 status.

Key positives include:

- Enhanced Market Access
- Strengthened reputation
- Improved Competitive Advantage
- Social Responsibility
- Broadened Supplier Network



CYBER1 Solutions South Africa, has appointed Ethel Nyembe as Director- Strategic Customer Alliances.

Ethel Nyembe has had a varied career ranging from public relations and media to 19 years in banking. She spent the last 13 years at the Standard Bank Group, where she held several senior positions in Retail Banking, and leaving as the Head: Group Card and Payments. In addition, Nyembe participates on several boards, including sporting, commercial and advisory Boards.

Value Added Distribution Q3 2023

TRINEXIA™

Middle East and India

Revenue Q3	€ 1,095,285
Gross Margin	€ 192,633
EBITDA Q3	€ -394,963

Africa

Revenue Q3	€ 3,318,689
Gross Margin	€ 618,958
EBITDA Q3	€ 98,404

Southern Africa

Revenue Q3	€ 1,898,335
Gross Margin	€ 236,604
EBITDA Q3	€ -25,905



Q3 2023 YTD Performance



€ 33,914k

Revenue

2022: € 30,592k



€ 7,316k

Margin

2022: € 5,991k

KPI

EBITDA € -760k (PY : € -2,607k)

Gross Margin €7,316k (PY : € 5,991k)

Gross Margin % 22% (PY : 20%)

Operating Margin € -1,078k (PY : € -3,007k)

Cash flow from operations € 1,724k (PY : € -3,289k)

Results after tax € -1,318k (PY : € -3,067k)

Earnings per share € 0.0100 (PY : € -0.0285)

Market Location



Revenue Contribution

49%

New Business

43%

Renewals

8%

Services

Value Added Reseller Q3 2023



Southern Africa

Revenue Q3	€ 1,752,574
Gross Margin	€ 656,317
EBITDA Q3	€ -630,234

East and West Africa

Revenue Q3	€ 242,800
Gross Margin	€ 86,700
EBITDA Q3	€ -50,998

EMEA

Revenue Q3	€ 459,160
Gross Margin	€ 22,816
EBITDA Q3	€ -65,189

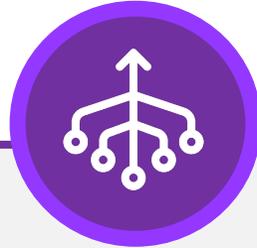


Growth Strategy



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



Saudi Arabia expansion



GTM strategies being developed

Developments

OUTSEER

New partnership with Outseer across EMEA

Developments



Additional Customers Onboarded

CISOC

New technology being explored

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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