SoCyber
makes you feel secure

— INITIAL PUBLIC OFFERING

Smart protection. Lasting impact.

We turn cybersecurity from a regulatory burden into a strategic advantage through uncompromising expertise and proactive risk management.

€1M
primary offering

€6M
pre-money valuation

€7M
post-money valuation

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PROVEN BUSINESS

The need for cybersecurity is as old as the Internet

8 years of profitable operations. After the initial public offering (IPO), the focus is on substantially higher revenue.

AGENTIC · AI-SOC · SOVEREIGN PLATFORM

€952k
FY2025 revenue

8 yrs
profitable track record

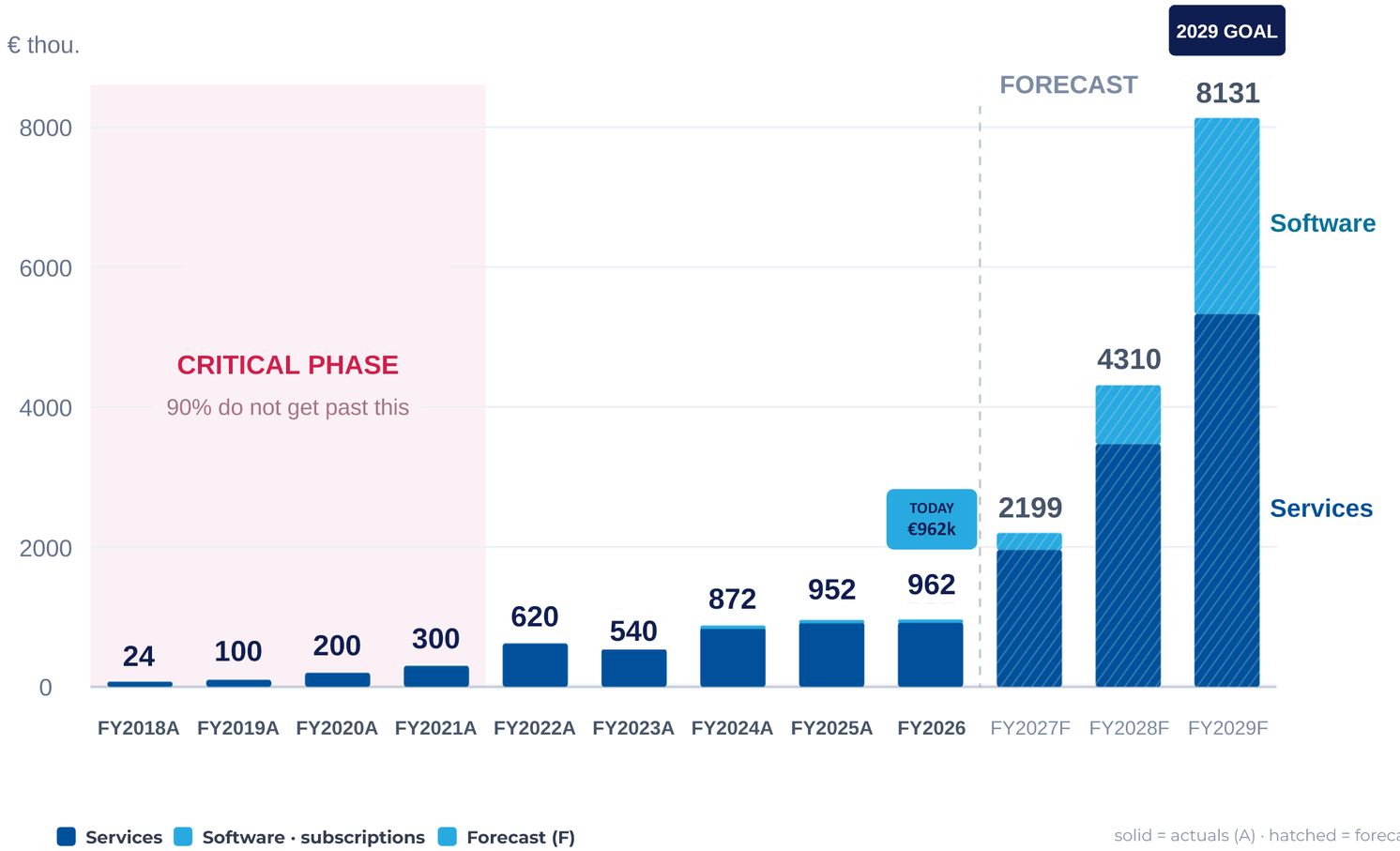
150+
client organizations

400+
projects delivered

Revenue · breakdown by source

Services + Software · € thousands · FY2018-FY2029

69.2% CAGR
2018-2025



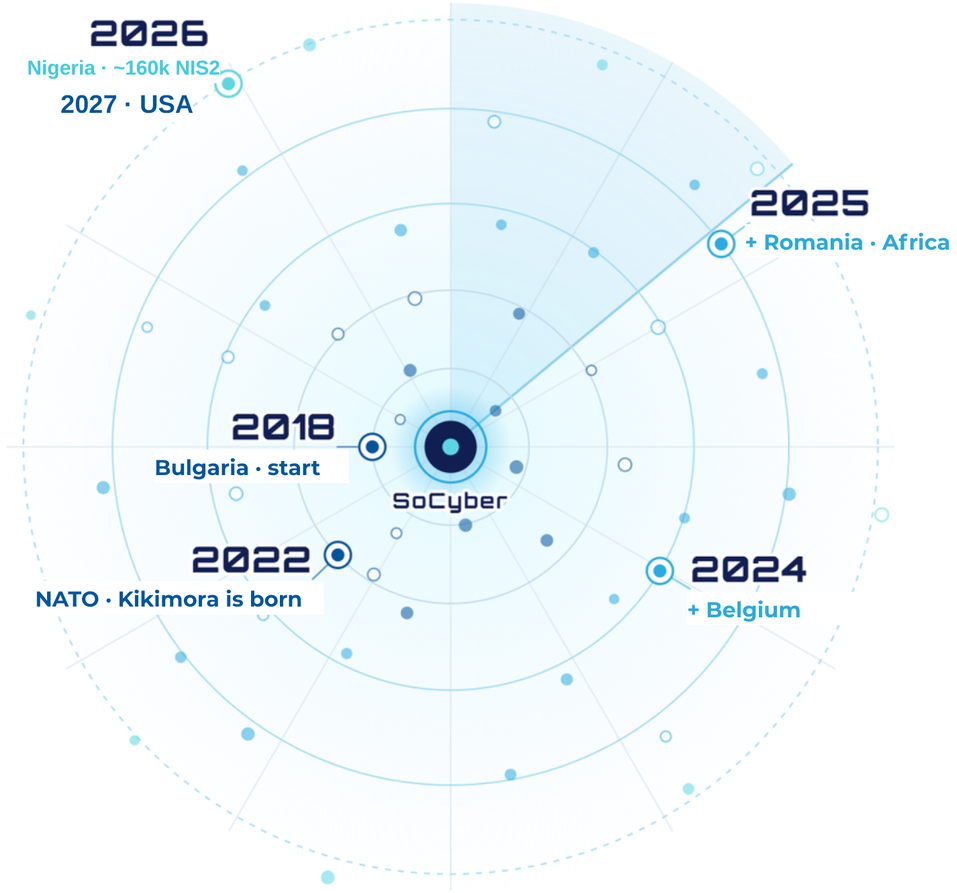
NIS2 · DORA · EU AI Act Regulation works in our favor: cybersecurity is now a legal requirement across Europe.

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— NETWORK EFFECT

An ecosystem of shared trust

Every protected client strengthens trust across its network. NIS2 makes **compliance** mandatory throughout the supply and service chain.



150+ clients · 400+ projects · 8 profitable years · NRR >110% An ecosystem of shared trust

— HOW ORGANIC GROWTH WORKS

An indispensable product:

The service becomes part of clients' daily work and is difficult to replace. This supports long-term revenue. Loyal clients gradually expand their use of the service, increasing the revenue they generate.

Satisfied clients drive referrals

Successful implementation proves the value of the solution. Satisfied clients build trust through recommendations and attract other companies in their industry.

Regulation drives sales

New security rules require large companies to demand strong protection from suppliers. This directs their partners toward proven solutions and attracts new clients throughout the supply chain.

— EIGHT YEARS

From an idea to €1M in revenue

From the first deal with no team to **revenue across 3 continents.**

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2018
An idea on paper

€1,000 of personal capital. Kikimora: from idea to MVP.

2019
First major deal

UK retail client. Delivered without a team.

2022
Contract with NATO

The Kikimora platform is born.

2023
First external funding

IMPETUS: capital, mentoring and expert assessment.

2024
Institutional round

Vitosha Ventures (lead), BGO, angels and IMPETUS. First clients.

2025
International expansion

Partech (Africa), Romania. IFC (World Bank) among clients.

● Critical phase ● Growth ● Future

GROWTH PLAN

2026
Partnerships in Bulgaria

Joint AI-SOC with leading integrators.

2027
Entering the US

An agentic sovereign platform in a new market.

2029
Scale and subscriptions

34.5% software share and international revenue.

RESILIENCE Every milestone delivered with limited resources, commitments kept and uncompromising quality. Founder-led throughout.

— WHY NOW

Three catalysts for growth

160 000

entities covered in the EU

NIS2 turns cybersecurity from a budget choice into a **legal requirement**, while EU sovereignty drives demand for **independent European providers.**

NIS2 | DORA | MiCA | AI Act | **Buy European**

2.6×

lower cost for a 24/7 SOC

AI-SOC cuts the cost of continuous protection, making it affordable for **mid-sized businesses.**

34.5%

software share in 2029 · NRR above 110%

Services acquire clients with no sales cost. Kikimora converts them into **subscription revenue.**

Target market: **regulated mid-sized businesses** in Bulgaria and the region.

BEAM target	Valuation	Maximum if demand allows	The capital funds
€1M	**€6M pre / €7M post**	**up to €1.5M**	**the agentic platform's market expansion.**

THREE CATALYSTS + ONE CONSTRAINT A proven business + a repeatable model + regulatory momentum: the IPO provides capital to scale.

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— UNIQUE ADVANTAGE

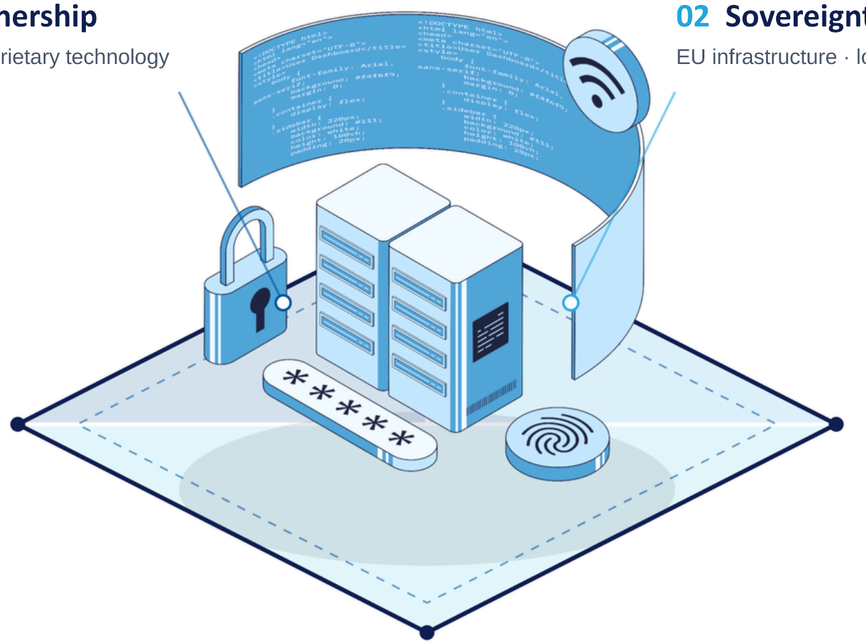
Ownership · sovereignty · integration

Technology with no single point of dependency that clients **cannot easily replace.**

Kikimora

01 Ownership
100% proprietary technology

02 Sovereignty
EU infrastructure · local models



03 Integration
An integral part of regulatory audits

The hybrid strategy

Modern architecture: 100% in-house hybrid development combined with leading global technology partners.

Every euro invested in development remains shareholders' property.

Sovereign by design

Local and open-weight AI model options, running on EU infrastructure: sensitive data stays with the client.
NIS2 · DORA · EU AI Act covered; aligned with "Buy European".

A strong advantage for clients requiring European sovereignty and control over their data.

Indispensable through integration

Integrations: **Jira · ServiceNow · AWS · Azure.**
The platform is an integral part of
the client's regulatory obligations.

Switching costs rise with every integration.

AN ADVANTAGE CAPITAL CANNOT BUY Ownership protects margin, sovereignty wins clients, and integration retains them.

— UNIQUE ADVANTAGE

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The shift to software is underway

Paying clients**, real ARR and proven conversion** from services.

10

Paying clients · €42k ARR

Subscription revenue already exists.
The task is to scale, not prove it.

4

Service-to-platform conversions

The Services → Kikimora → AI-SOC model is
proven in practice, not hypothetical.

> 110%

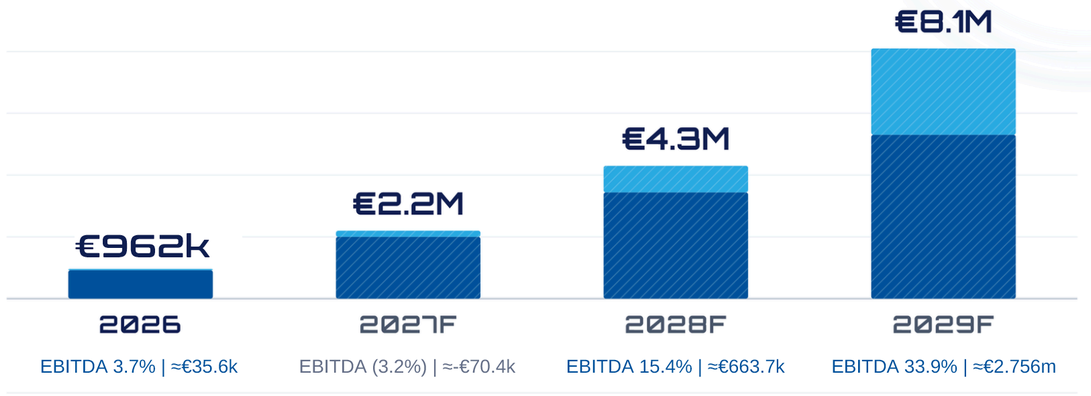
Net revenue retention (NRR)

The client base is retained and expanded:
each conversion improves predictability.

Revenue

Services and software · € thousands · FY2026-FY2029

34.5%
Software · 2029 target



KEY METRICS · financial plan 2026-2029

Revenue ×8.5
over three years
Average annual growth:
~104% in 2026-2029

4.2% ⇢ 34.5%
software share in 2029
A growing share of
subscription revenue

42.9% ⇢ 72.8%
gross margin
85% software margin
at higher volumes

€2.75M
2029 EBITDA · 33.9% margin
2027: -€71k EBITDA
Funded by the offering

MEASURABLE TRANSITION Clients, ARR, conversions. Software already generates revenue; capital enables it to scale.

— CAPITAL AND COMMITMENT

Where the money goes

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Clarity on how the funds will be used and **who remains accountable for the results.**

— USE OF PROCEEDS



Market expansion - Bulgaria, Romania, USA, Nigeria

Development of **products and services**

Team and operations

The capital funds the agentic platform's market expansion.

36-MONTH LOCK-UP

IPO — THE ENTIRE TEAM IS LOCKED IN — **36 mos.**

The entire team is locked in for 36 months after the offering. Founder-led throughout.

The team benefits from the same thing as investors: value built over time.

DISCIPLINE

8 yr **profitable track record**

Every milestone delivered with
limited resources and commitments kept.

The same discipline will guide the use of public capital.

THE FRAMEWORK THAT MAKES €1M WORK Clear purpose, a committed team and proven discipline.

— INSTITUTIONAL VALIDATION

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Trust built through uncompromising quality

Access to these organizations' critical infrastructure requires months of in-depth expert scrutiny.
Consistently passing these checks is the strongest evidence of quality and a sustainable market position.

INTERNATIONAL INSTITUTIONS

References from IFC and NATO support our international expansion and access to clients with high standards.

BANKS

SoCyber's banking experience shows that the company meets strict requirements for protecting critical systems. This supports larger contracts and long-term relationships that advance its growth goals.

FINTECH AND TECHNOLOGY

Technology clients support the platform's development and the shift toward more subscription revenue.

IFC International Finance Corporation WORLD BANK GROUP

SOCIETE GENERALE

Raiffeisen BANK

dskbank otp group

tbi bank

NCI AGENCY NATO OTAN

BULGARIAN AMERICAN CREDIT BANK

DBank Commerce

TEXIM BANK

Most regulated sector

CASHWAVE

IRIS solutions

B2BSecure

Suppliers undergo months of checks before being allowed to work with financial instruments and critical infrastructure.

Companies whose business is data security.

TRUST IS EARNED THROUGH PROTECTION Approval of an external provider requires a long, rigorous validation process.