



# Q2 2025 Update

Transforming data  
into business value  
with AI, **Fast.**

[www.nowvertical.com](http://www.nowvertical.com)

NowVertical Group TSXV: NOW



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## Non-IFRS Financial Measures

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The non-IFRS financial measures referred to in this presentation are defined below. For a reconciliation of such non-IFRS measures, please see the Company's management's discussion and analysis for the three and six months ended June 30, 2025, which are available on the Company's SEDAR+ profile.

"EBITDA" adjusts net income (loss) before depreciation and amortization expenses, net interest costs, and provision for income taxes.

"Adjusted Revenue" adjusts revenue to eliminate the effects of acquisition accounting on the Company's revenues, which predominantly pertain to free market value adjustments to the opening deferred revenue balances of acquired companies.

"Adjusted EBITDA" adjusts EBITDA for acquisition accounting revenue adjustments in "Adjusted Revenue" and items such as acquisition accounting adjustments, transaction expenses related to acquisitions, transactional gains or losses on assets, asset impairment charges, non-recurring expense items, non-cash stock compensation costs, foreign exchange gains and losses and the full-year impact of cost synergies related to the reduction of employees.

"Annualized EBITDA" adjusts EBITDA by taking the calculated EBITDA from a shorter period, which is in this presentation the first three fiscal quarters, and multiplying it to reflect a full year.

"Annualized Revenue" adjusts Revenue by taking the Revenue from a shorter period, which is in this presentation the first three fiscal quarters, and multiplying it to reflect a full year.



***We transform data  
into business value  
with AI, Fast.***



We're a global data & AI company  
who makes enterprise AI possible.

Through leveraging cutting-edge technologies we  
deliver measurable business outcomes for large  
enterprises using data and AI



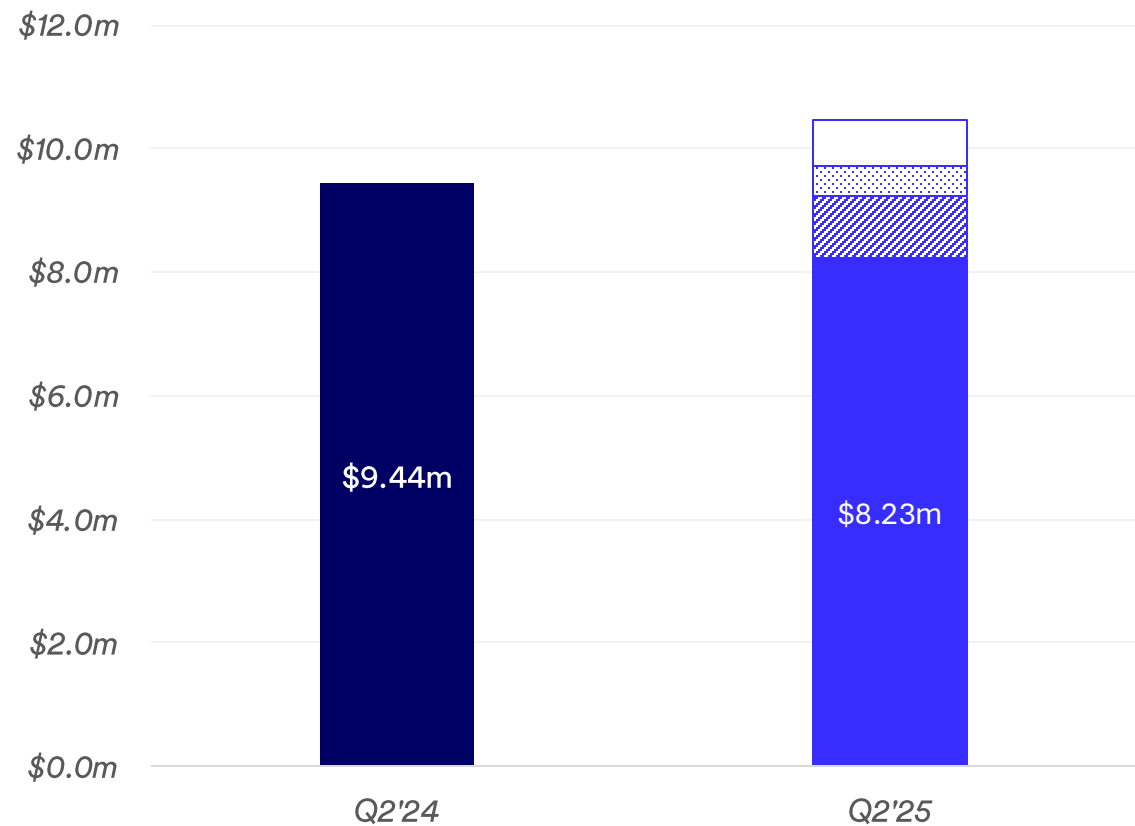
**NA&EMEA  
+ LATAM**  
Core Markets

**250+**  
Clients

**100+**  
Enterprise Clients

**500+**  
Strong Team

# Revenue Performance

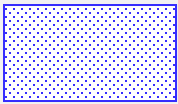


## Reduced revenue as a result of:



\$1m

Multi-year license deal adjustments



\$500k

Chile restructuring due to loss making operations



\$760k

Multiple Brazil Government contracts deferred from Q2

# Q2 2025

Revenue

**\$8.2m**

▼ 13% YoY

EBITDA

**\$1.0m**

▼ 29% YoY

Operating Income

**\$0.6m**

▲ 41% YoY

# H1 2025

Revenue

**\$18.6m**

▲ 4% YoY

EBITDA

**\$3.6m**

▲ 36% YoY

Operating Income

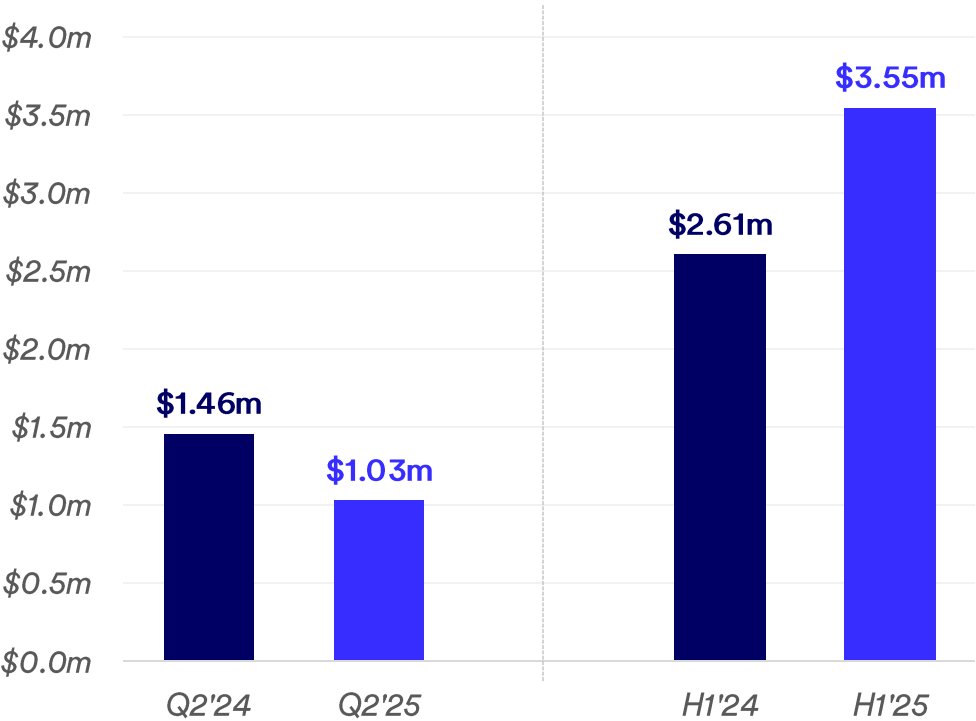
**\$2.2m**

▲ 622% YoY

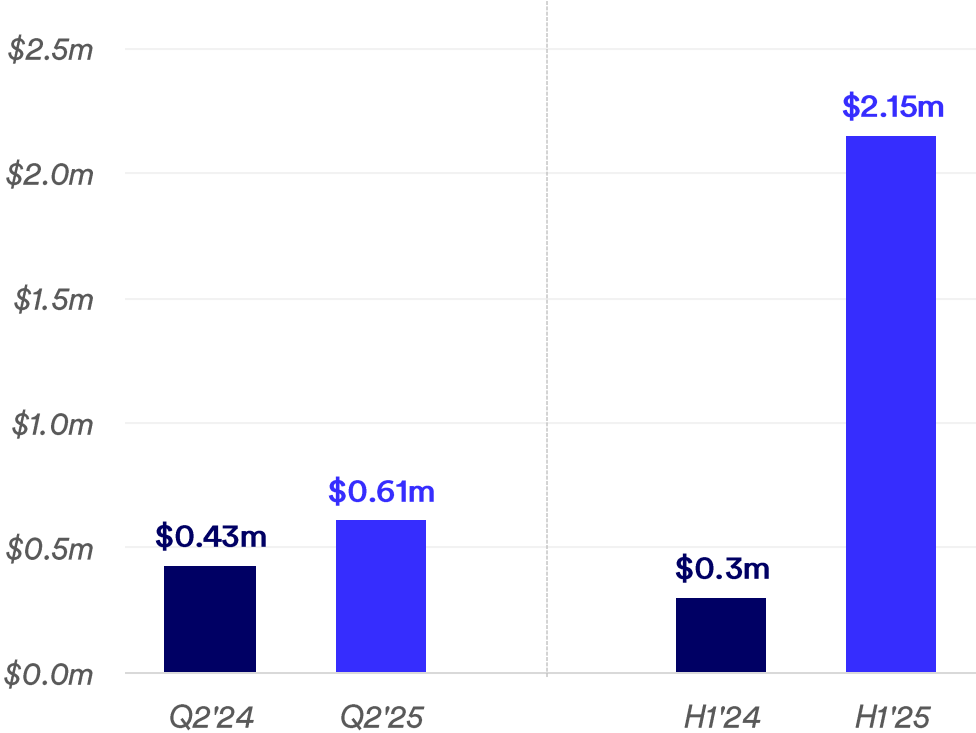
Excluding divested businesses -  
Allegient Defense, Inc., Seafront  
Analytics LLC and Affinio Social  
All figures expressed in USD.

# Adj. EBITDA and Income From Operations Performance

Adjusted EBITDA



Income from Operations



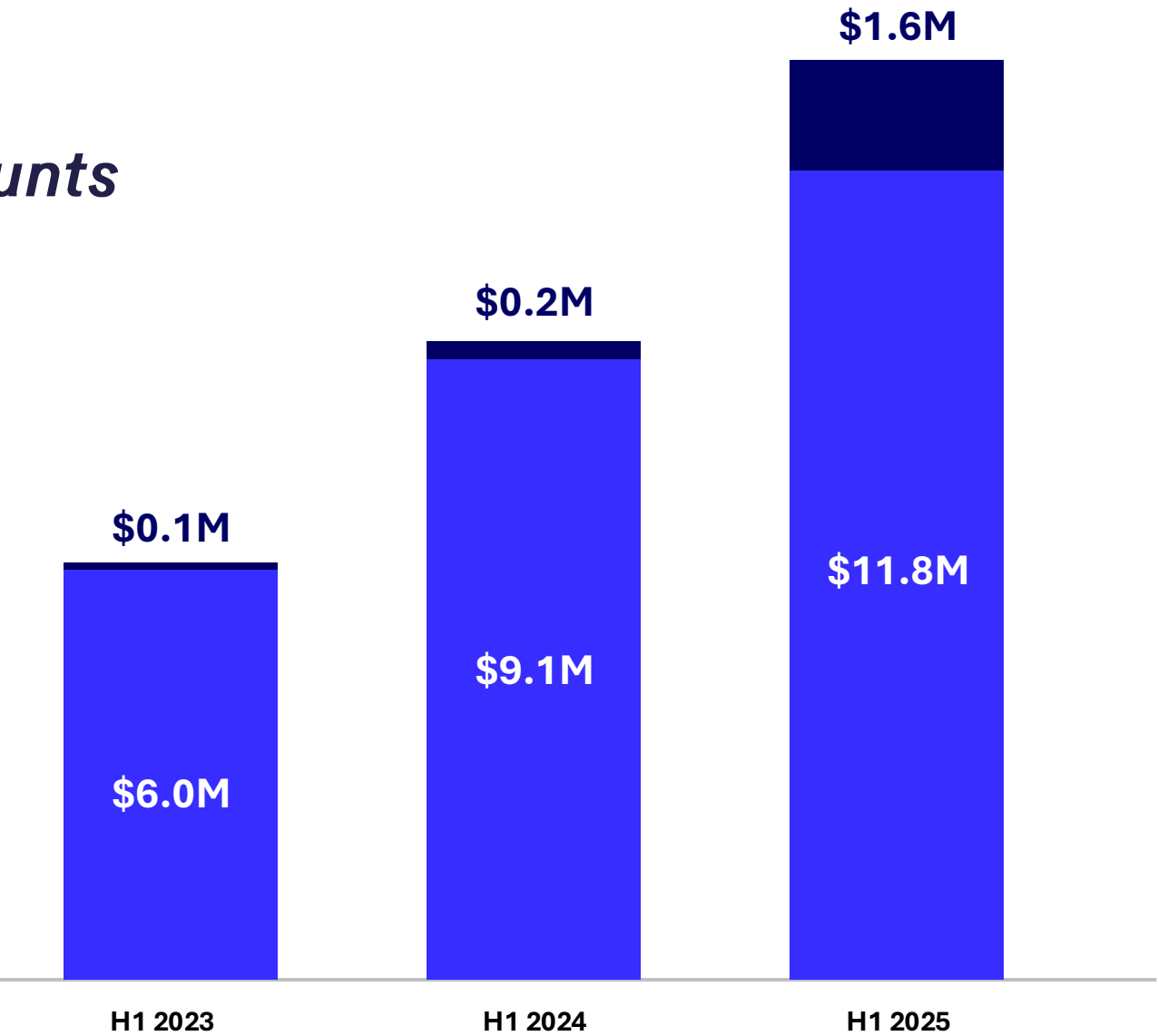
## ***\$26 million made available from refinancing with HSBC***



“This partnership underscores our confidence in NowVertical's vision and growth strategy”

- \$14.7M drawn (\$6M term loan, \$8.7M revolver) – reducing the cost of credit and improving cash outflows
- Upto \$11.3M of available capital for general working capital for various initiatives

# Importance of Strategic Accounts



2023 Revenue Mix  
**<45%**  
Strategic Revenue

30 Strategic Accounts  
**+97%**  
Growth Over Period

10 Additional Strategic  
**8.6%**  
of H1 Revenue

2025 Revenue Mix  
**>70%**  
Strategic Revenue



Global Organic Growth and Enterprise Value

**\$50m**  
Revenue  
Run Rate

**\$10m**  
EBITDA  
Run Rate

**10%**  
Integration  
Revenue

**Account  
Integration**

Scaling existing  
enterprise clients  
across NA &  
EMEA and  
LATAM.

**Partnership  
Integration**

Deepening  
technology  
partnerships with  
enhanced scale.

**Capability  
Integration**

Expanding  
capabilities to  
serve clients on a  
global scale



**Enterprise  
Account  
Headroom**



**Embedded in  
Key Growth  
Markets**



**High  
Value Client  
Contracts**



**Operational  
Scalability with Deep  
Technical Expertise**



**Critical Technology  
Partnerships (Google,  
Microsoft, Anaplan)**

**One brand, One business**

All acquisitions working towards the same goal through an operator first leadership model which targets NA&EMEA and LATAM Markets.

# Positioning for growth



Scalable Strategic Revenue



Sustainable Cash Generating Operations



Multiple Growth Drivers

Forward-looking objectives are not intended as guidance, forecasts, or commitments. No assurance is given as to when or whether they will be achieved.



# Q&A

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