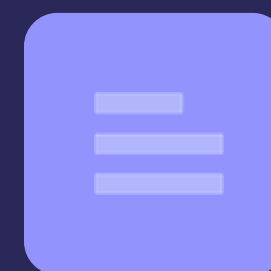


# Key Financial Highlights

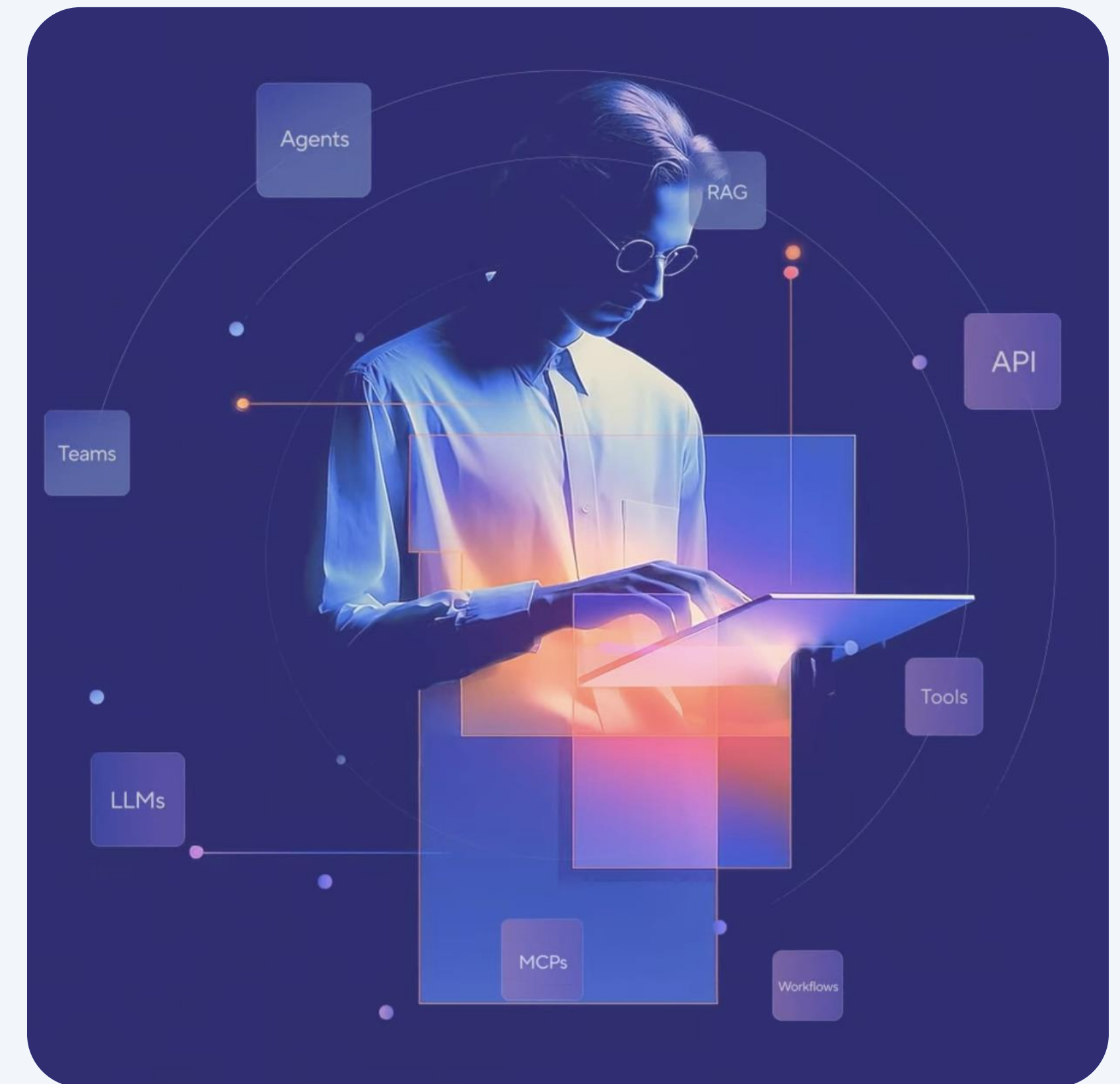
Q3 2025





# Strategic Development

- **We are approaching the final stage of Sirma's dual-listing process** – in 2025 we expect to be approved and admitted to trading on DB
- **Development of Sirma.AI Enterprise** – The first version was successfully released on 15/09/2025
- **Added value** – The platform connects the company's existing infrastructure with the capabilities of AI
- We're developing new **AI-based SaS solutions** for each of our specialisation verticals, built on top of the Platform
- **We are implementing the Platform** across all companies within the Group
- **The first external commercial sale** of the Platform is already a fact
- In 2026, solutions based on **Sirma.AI Enterprise** will be offered across all verticals





# 2026 Sirma.AI Enterprise

## Application and Added Value

### FinTech

- **Application:**  
Investment advisory, fraud detection, compliance automation
- **Added Value**  
Data sovereignty and alignment with regulatory requirements

### Healthcare

- **Application:**  
Clinical documentation, patient engagement, claims processing
- **Added Value:**  
HIPAA compliance and administrative efficiency

### Travel & Hospitality

- **Application:**  
Guest service automation, reservation optimisation, personalised experiences
- **Added Value:**  
Operational efficiency and enhanced customer satisfaction

### Logistics

- **Application:**  
Supply chain optimisation, route planning, predictive maintenance
- **Added Value:**  
Cost reduction and improved operational visibility

### Insurance

- **Application:**  
Claims processing, risk assessment, customer service automation
- **Added Value:**  
Process automation and fraud detection

### Cross Industry

- **Application:**  
HR automation, document processing, corporate workflows
- **Added Value:**  
Universal business process optimisation



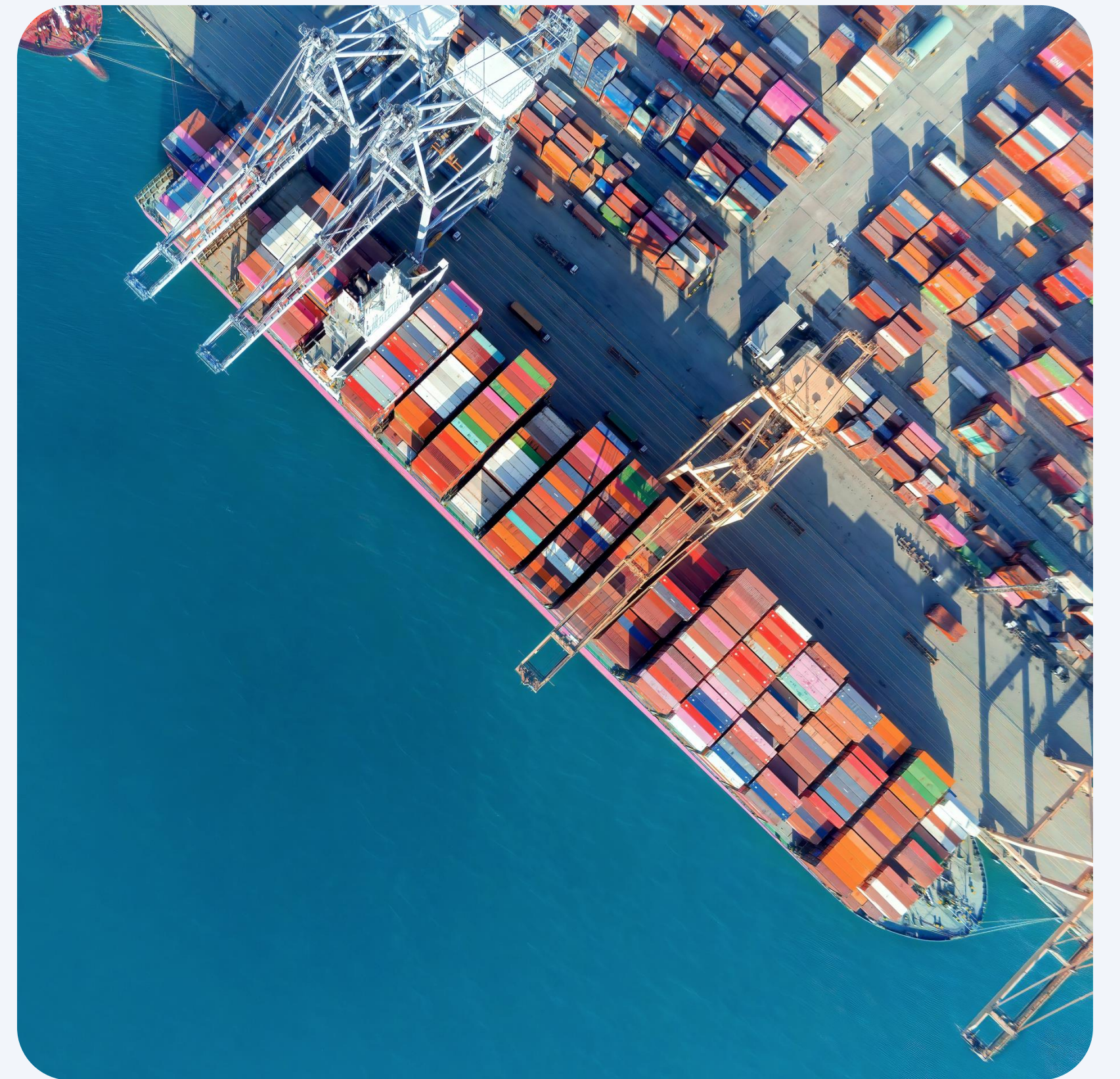


# Transportation & Logistics

This is where the first **Sirma.AI Enterprise** client comes from

The new products built on the Platform include:

- **FreightDynamics AI**  
an AI-powered rating solution integrated with major TMS providers
- **eCMR/eFTI**
- **Vertical AI agents** for order fulfilment, warehouse automation, and tracking







# Key Financial Indicators

as of 30/09/2025 compared to 30/09/2024

REVENUE

84 674 BGN'000

↑ 33.92%

EBITDA

5 791 BGN'000

margin 6.84%

NET PROFIT

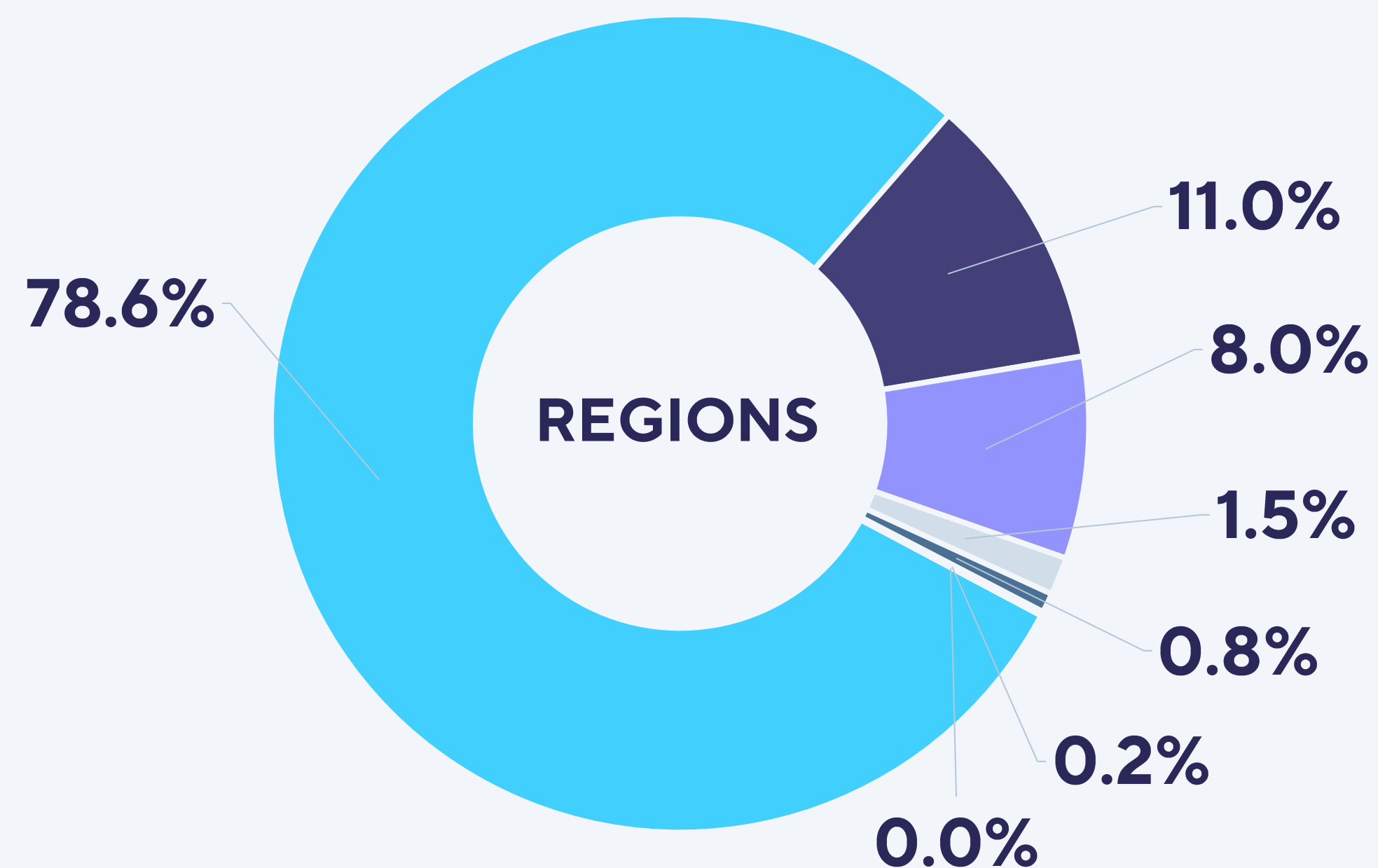
2 081 BGN'000

margin 2.46%

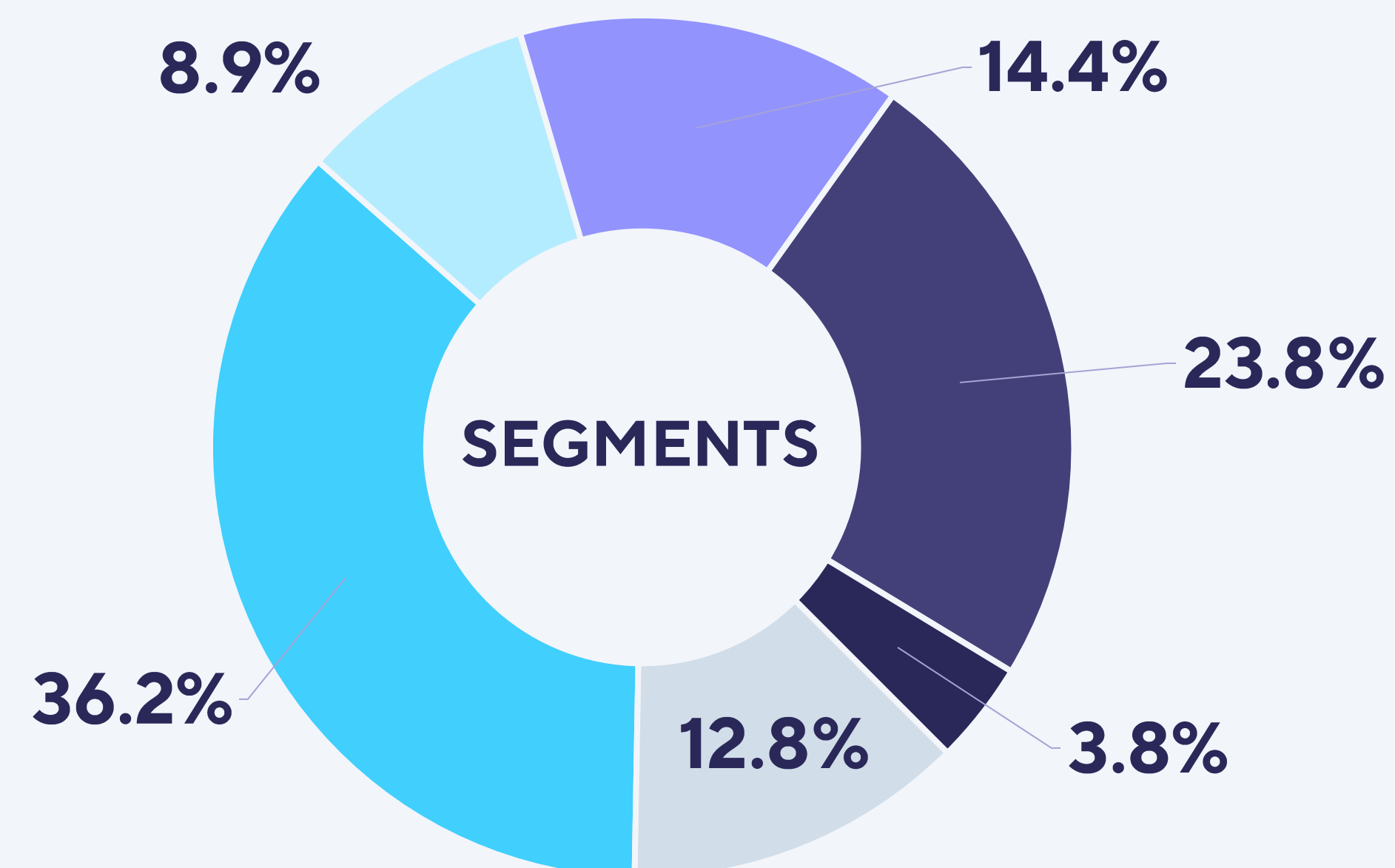




# Revenue by Region and Segment



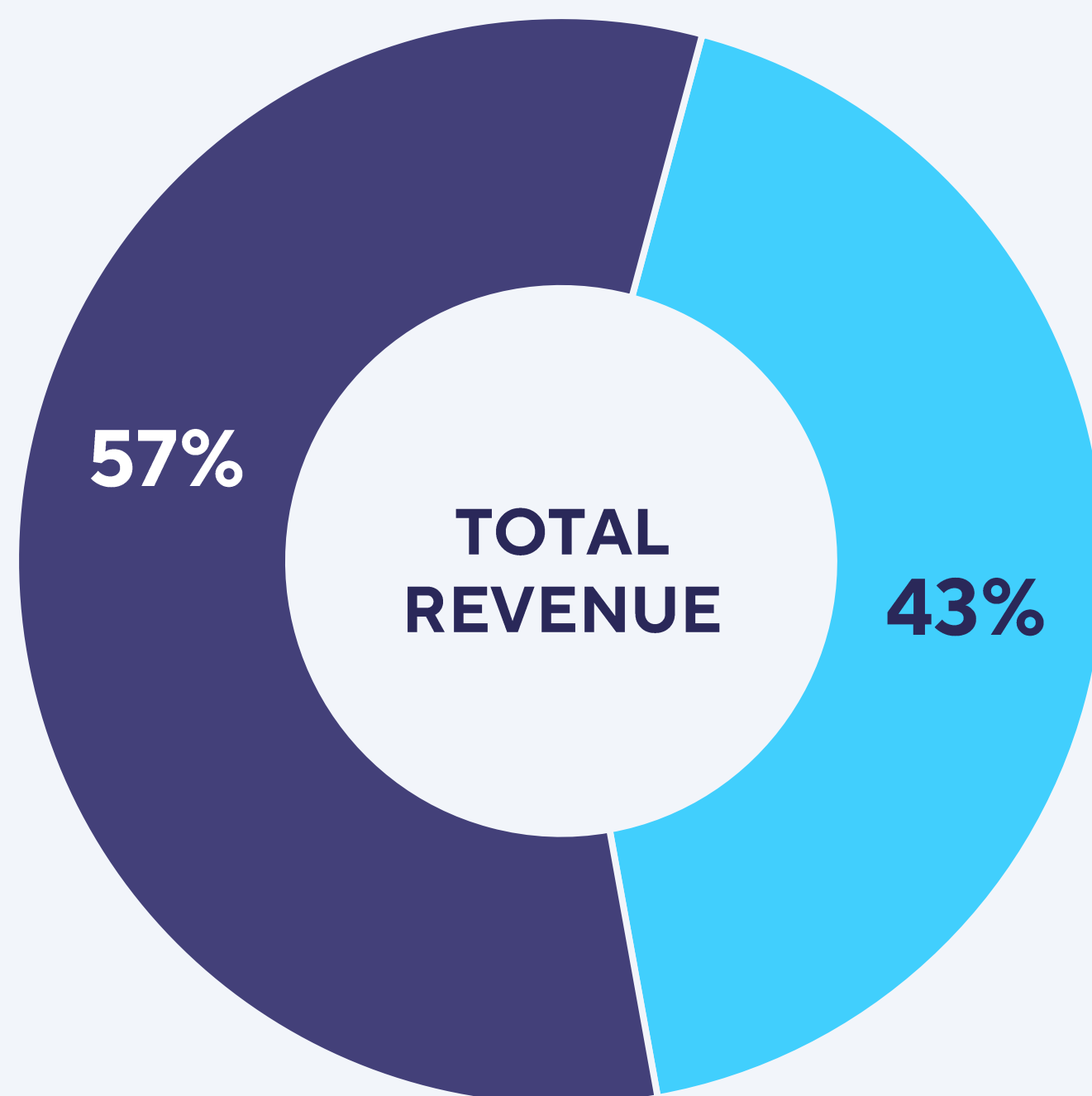
- Europe - 66,578 BGN'000
- North America - 9,276 BGN'000
- United Kingdom - 6,761 BGN'000
- Asia - 1,271 BGN'000
- South America - 656 BGN'000
- Australia - 128 BGN'000
- Africa 4 BGN'000



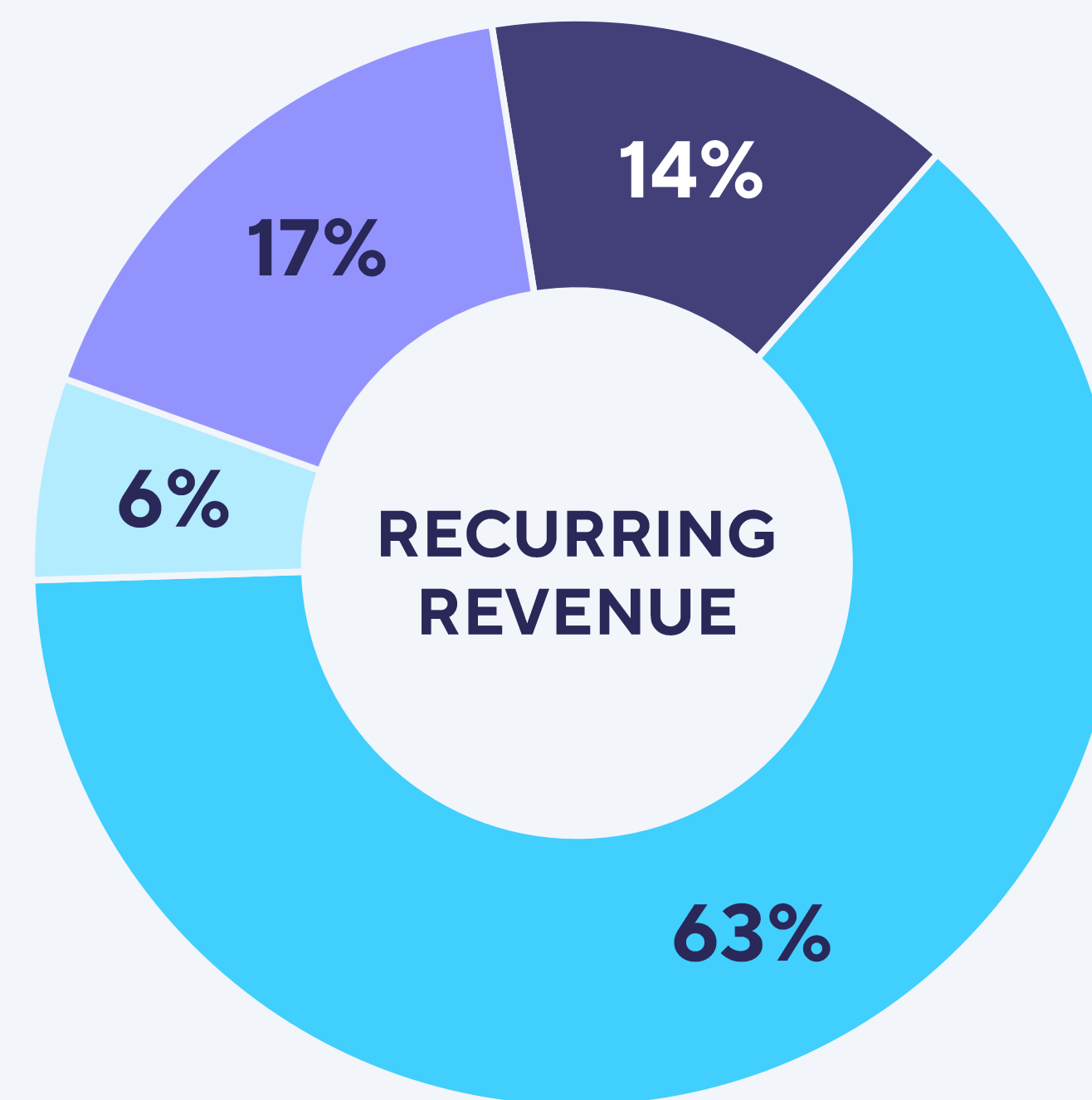
- System Integration - 30,682 BGN'000
- Hospitality - 7,558 BGN'000
- Financial Industry - 12,208 BGN'000
- IT Services - 20,174 BGN'000
- Production - 3,236 BGN'000
- Strategic Development - 10,816 BGN'000



# Recurring Revenue



- Total Recurring Revenue - 36,661 BGN'000
- Other Revenue - 48,013 BGN'000

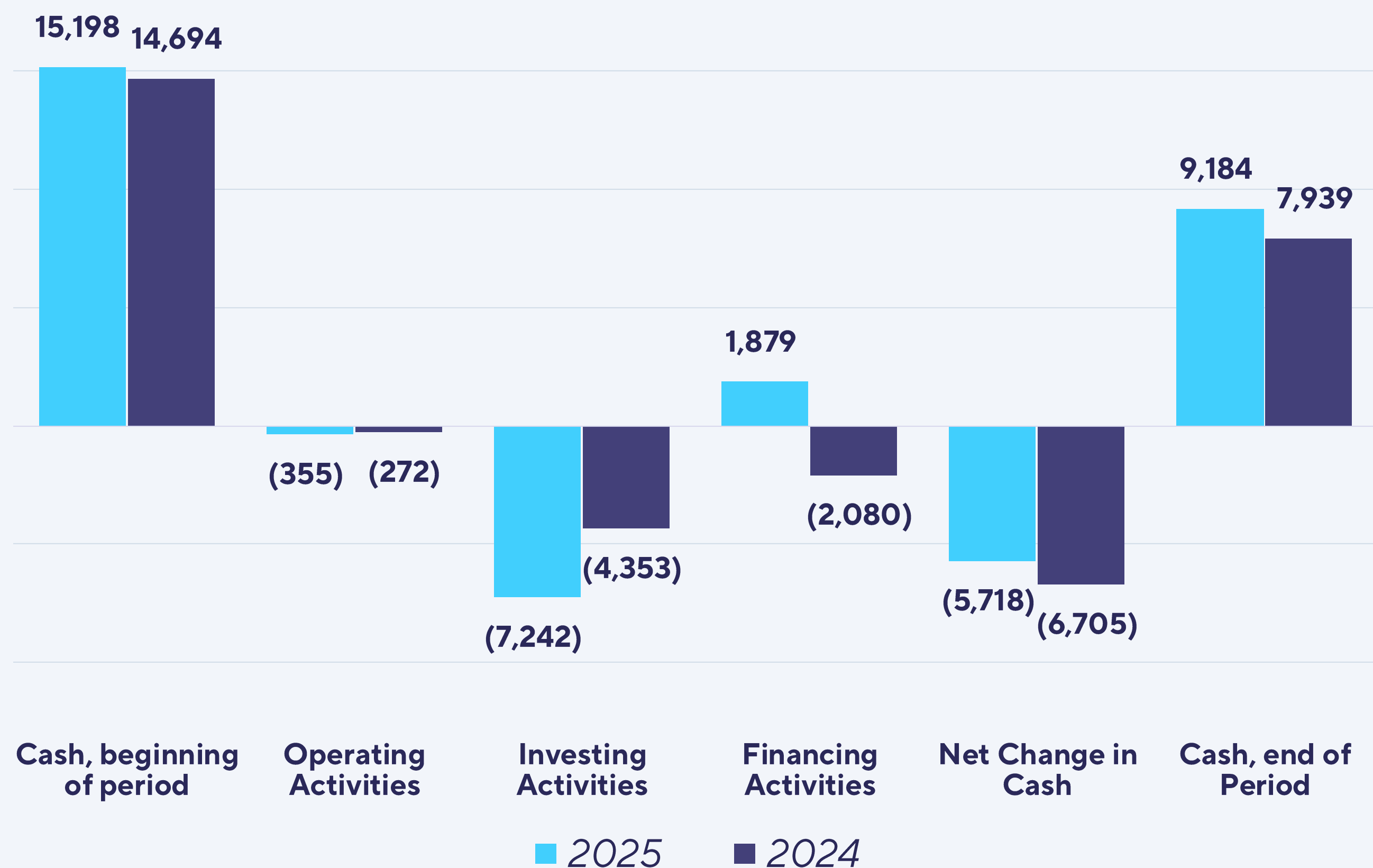


- Support and Service - 5,055 BGN'000
- IT Systems Development and Management - 23,174 BGN'000
- Subscriptions and Licenses - 2,360 BGN'000
- Long-Term Contract Services - 6,072 BGN'000



# Cash Flows

For the period ending **30/09/2025** compared to the period ending **30/09/2024** in **BGN '000**



## ■ Expenses for the acquisition of long-term intangible assets amount to **2,162 BGN '000**

- ✓ Capitalised expenses for internally developed assets, mainly in the form of labour in EngView, SGH, SMS – 1,439 BGN'000
- ✓ Purchased assets – the system for insurance intermediaries, software modules in transportation, logistics, etc., SAP – 723 BGN'000

## ■ Expenses for the acquisition and sale of stocks and shares amount to **3,918 BGN'000**

The expenses include the payment oof the second instalment for Roweb – 3,340 BGN'000, the additional payment for shares in Sirma Tech – 291 BGN'000, and the acquisition of DuoSoft – 287 BGN'000

## ■ Operating cash flow at the consolidated level is significantly better than the individual level due to positive operating cash flows in Daticum, EngView, and Roweb