

# FY2025 Financial Results Presentation

30 April 2026

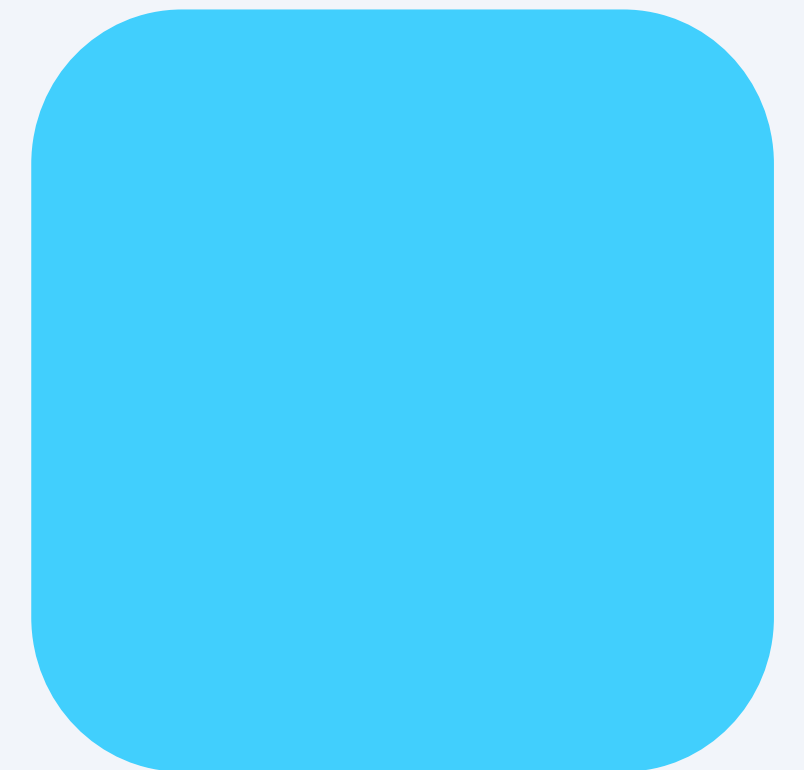




**Tsvetan Alexiev**  
CEO



**Yordan Nedev**  
CFO





# Who We Are



Established European technology group with growing AI capabilities



International presence across key strategic markets



Diversified sector exposure supporting resilient revenues



Balanced mix of services, solutions, and AI-led offerings



Long-term client relationships driving repeat business



Well positioned to benefit from accelerating enterprise AI demand

## BUSINESS LINE

**B2B IT Services and Enterprise Software**

## FOUNDATION

**1992**

## IPO

**2015** BSE

## DUAL LISTING

FEB **2026** FSE

## EMPLOYEES

**800** +

## OFFICES

**8** countries

## COUNTRIES SERVED

**170**

## MARKET CAP MAR 31, 2026

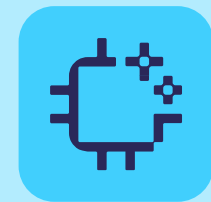
EUR **55** M

## CONSOLIDATED REVENUE 2025

EUR **67** M



# AI Strategy Driving the Next Phase of Scalable Growth



## AI-First Operating Model

AI embedded across delivery, products, and operations



## Proprietary AI Platform

Sirma.AI Enterprise enables secure, scalable AI deployment



## Real Commercial Use Cases

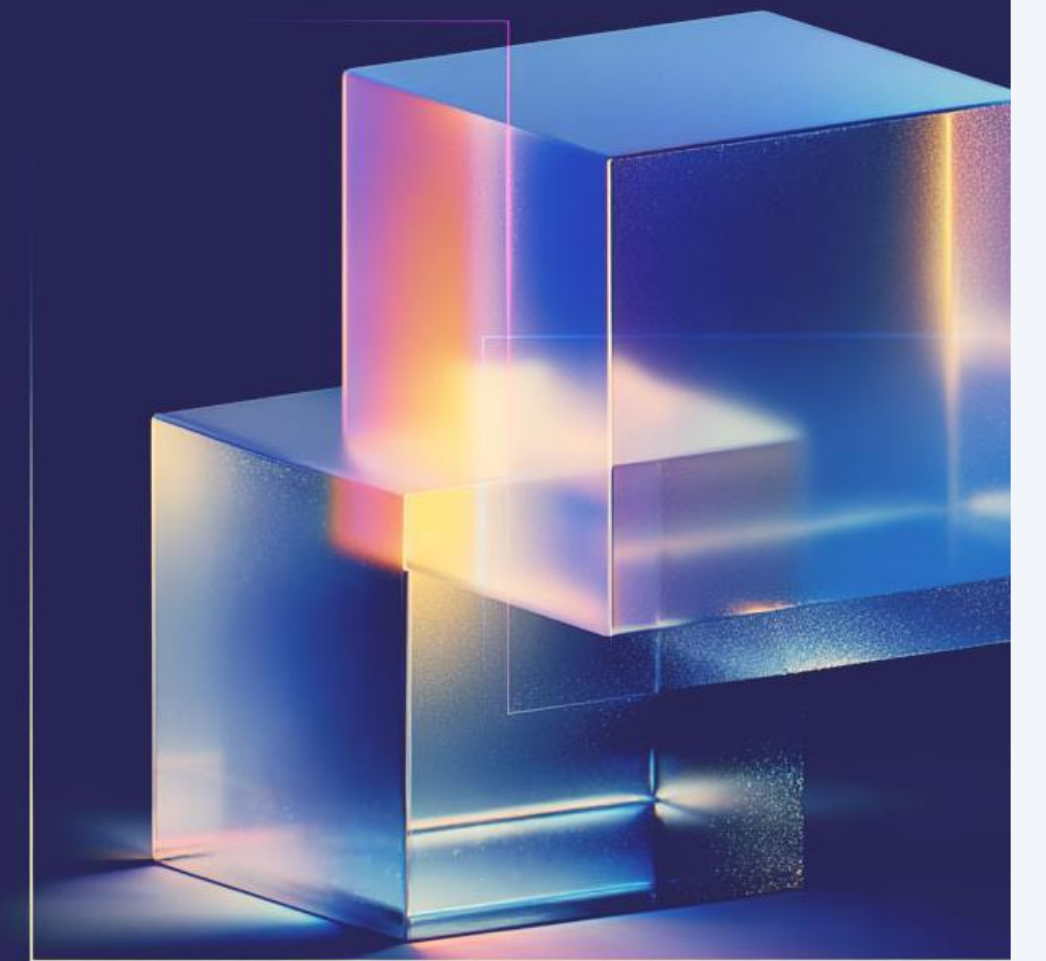
Automation, productivity, and measurable ROI for clients



## Higher-Quality Growth Model

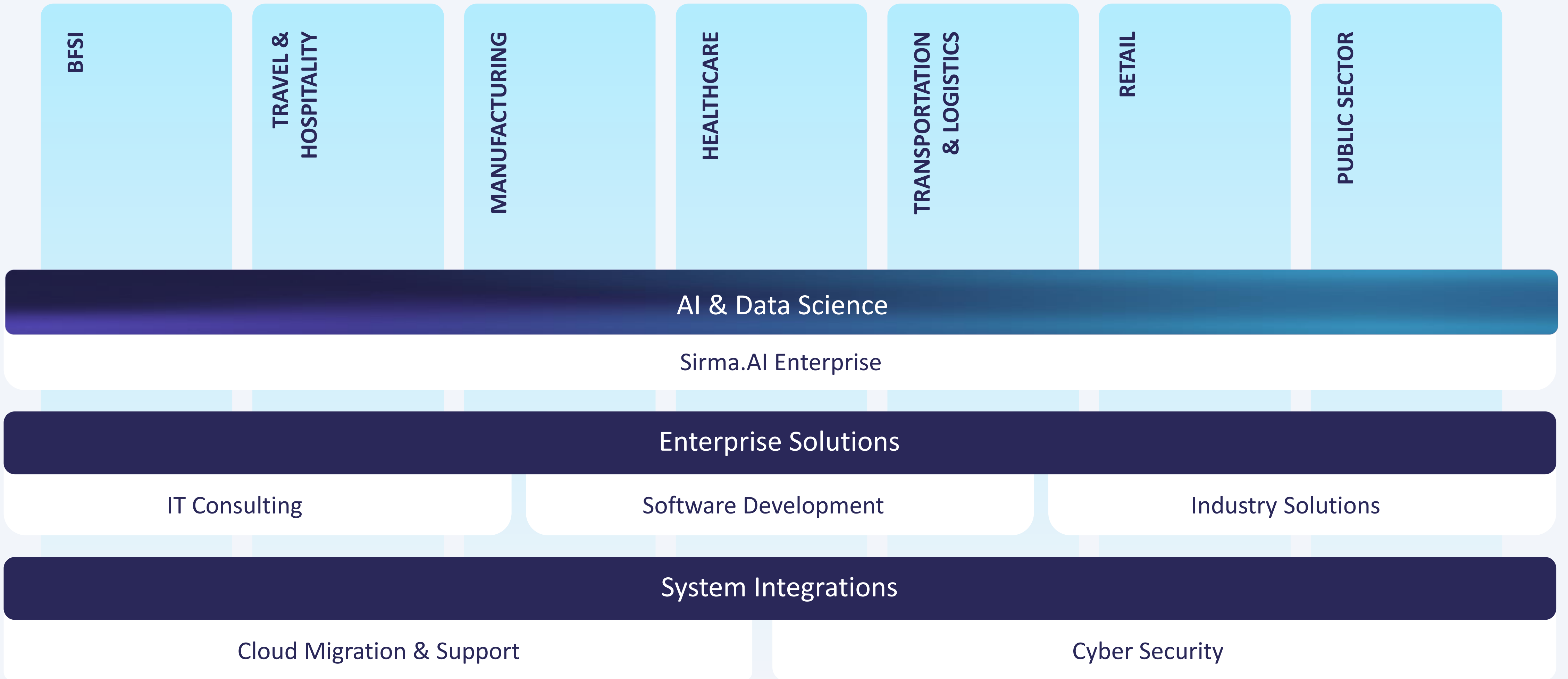
Platform revenues, stronger margins, and recurring income potential

Combining domain expertise, trusted client relationships, and enterprise AI capability.





# Vertical Strength. Commercial AI Opportunity.





# Scalable Growth Model with Clear Competitive Advantages



## Enterprise Sales Expansion

Focused on larger clients, longer engagements, and priority markets



## Differentiated AI Offering

Secure, hybrid AI solutions aligned with enterprise requirements



## Proven Delivery Capability

Trusted execution in complex, multi-system enterprise environments



## Scalable Growth Engines

Partner ecosystem, cross-sell opportunities, and platform revenues

Built for the next phase of profitable growth.





# Consolidated Financial Results 2025





# Sales Distribution 2025

## TOP 3 Regions

Share of revenue

2024

### Europe

53.8 EUR Million 80.46 %

### North America

6.4 EUR Million 9.66 %

### UK

5.2 EUR Million 7.9 %

## REVENUE BY REGION

2024

Million EUR



## TOTAL CONSOLIDATED REVENUE

2025

Total Revenue 67 EUR Million

Revenue from Bulgaria 39 EUR Million 58 %

Revenue from foreign markets 28 EUR Million 42 %



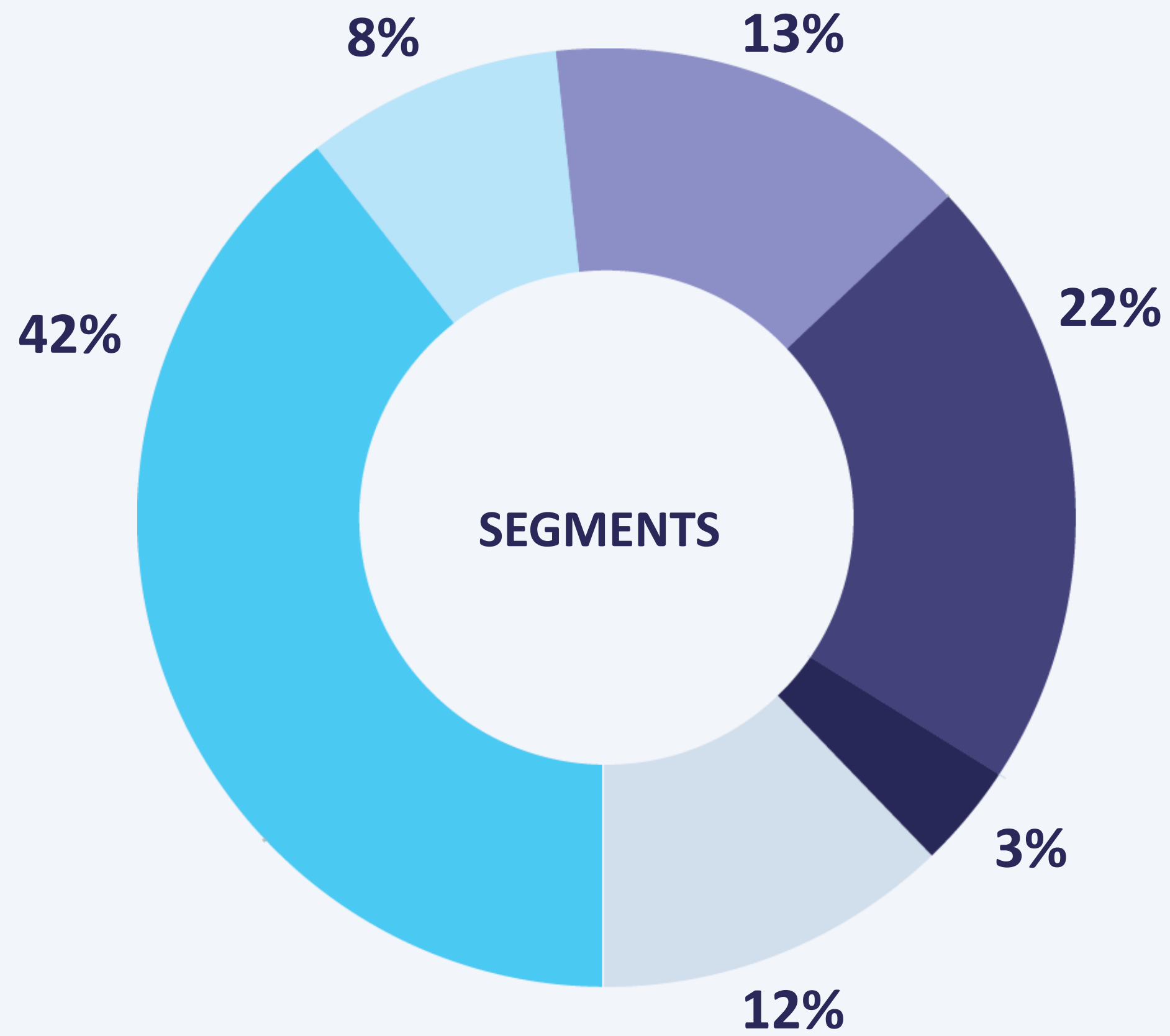
# Results 2025

## Consolidated financial results for the period ending on Dec 31, 2025

Revenue	Y/Y	EBITDA	Y/Y	Net Profit
<b>67</b> EUR million	<b>↑ 31 %</b>	<b>5.3</b> EUR million	<b>↑ 81 %</b>	<b>2.1</b> EUR million
Average Price per Share of SIRM	Y/Y	Sales in Europe	Y/Y	Dividends Paid in 2025
<b>0.73</b> EUR	<b>↑ 49 %</b>	<b>54</b> EUR million	<b>↑ 47 %</b>	<b>593</b> EUR thousand



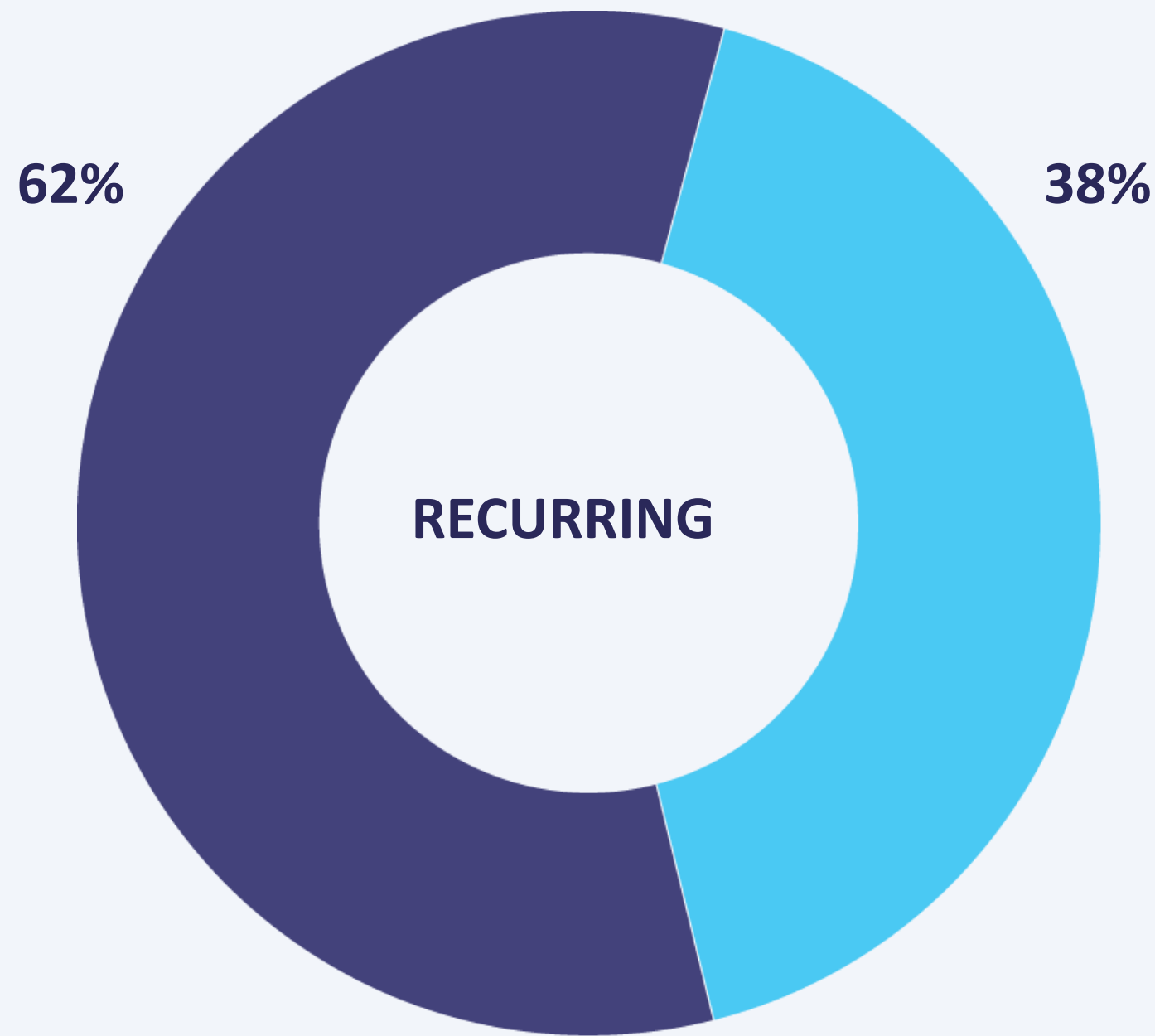
# Revenue by Segment





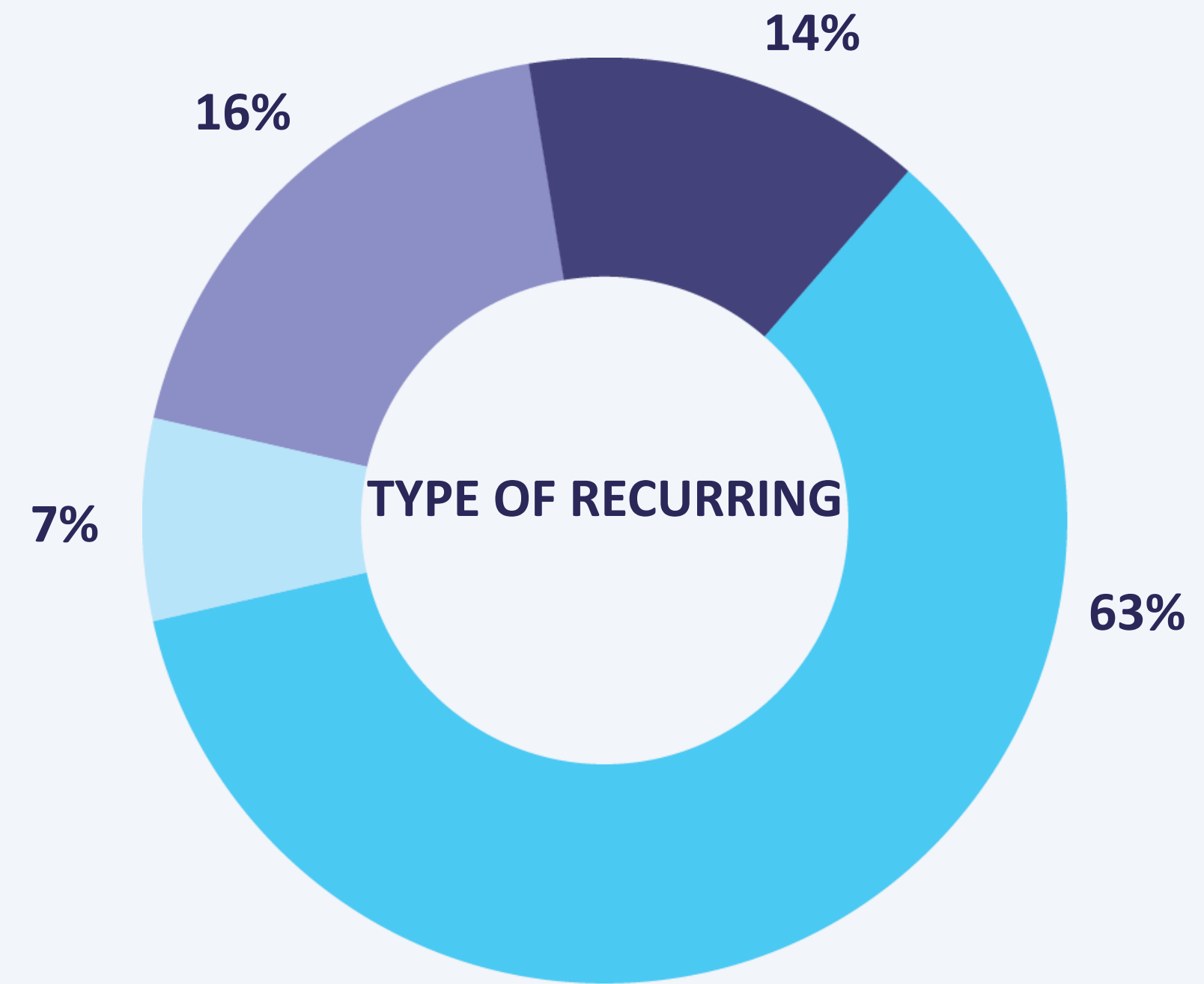
-  System Integration – 27.8 M EUR
-  Hospitality – 5.4 M EUR
-  BFSI – 8.8 M EUR
-  IT Services – 14.7 M EUR.
-  Manufacturing – 2.3 M EUR
-  Strategic Development – 7.8 M EUR







# Recurring Revenue 2025



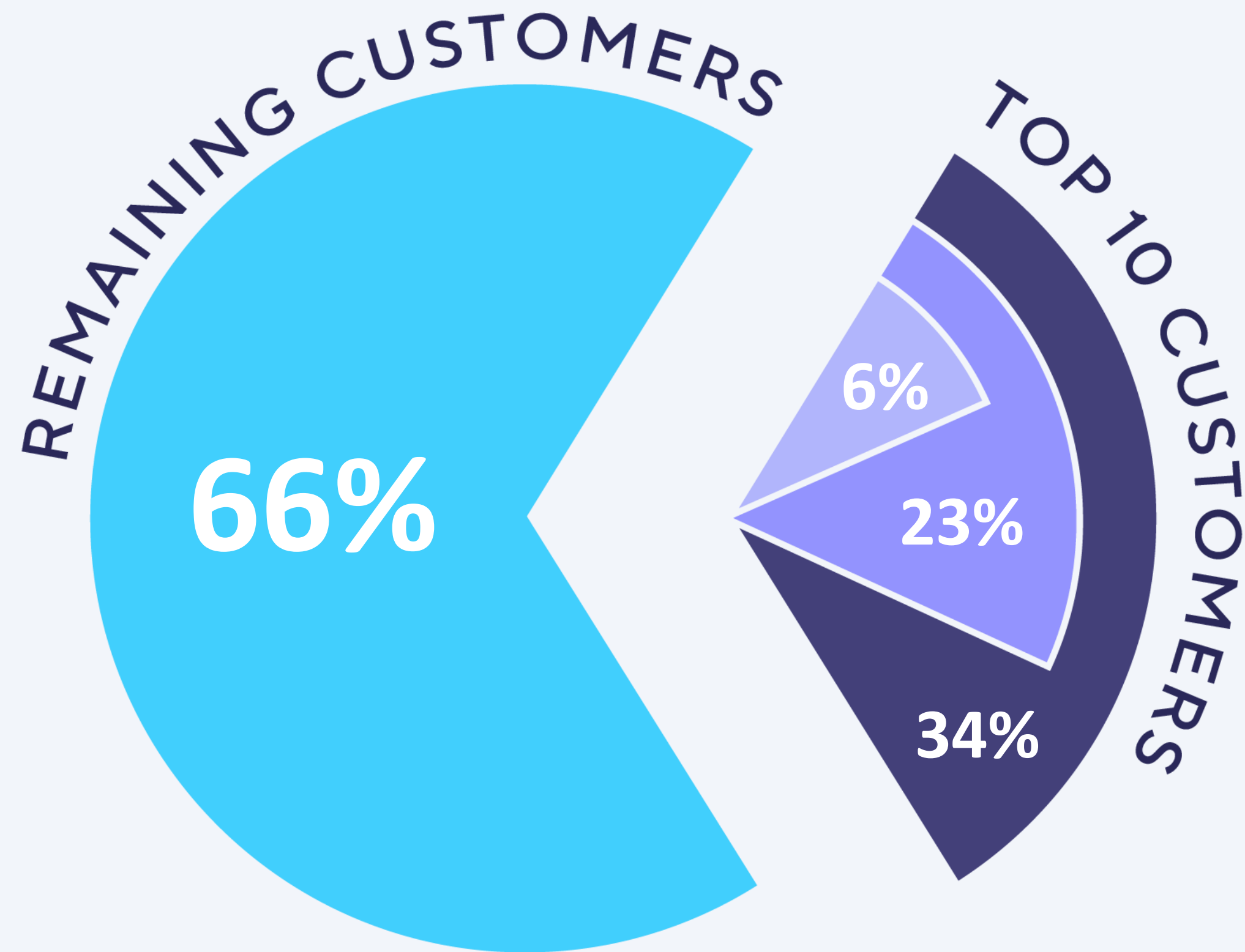
-  Recurring revenue – 25.3 M EUR
-  Other revenue – 41.6 M EUR



-  Maintenance and Service – 3.6 M EUR
-  Subscription and Licenses – 1.7 M EUR
-  Development and management of IT systems – 16 M EUR
-  Services on Long-term Contracts – 4 M EUR



# Customer Concentration as of Dec 31, 2025

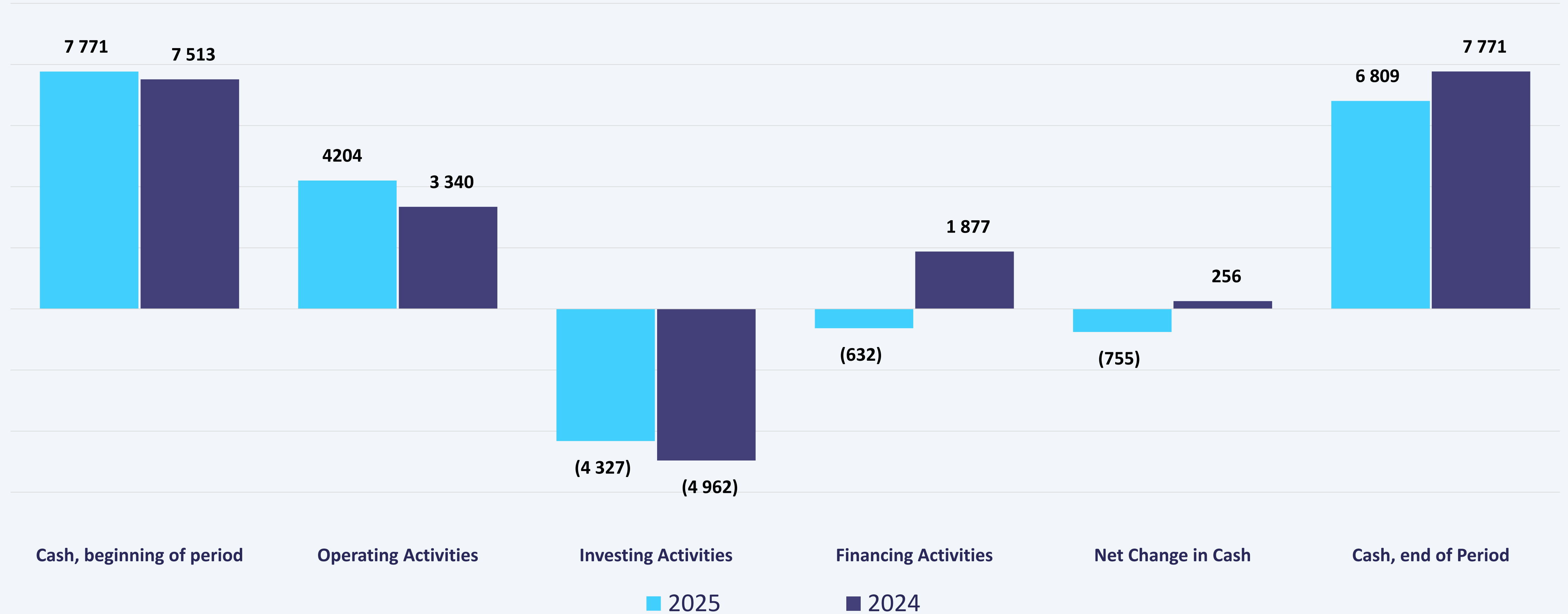


- Top 1 Customer 6.36%
- Top 5 Customers 22.84%
- Top 10 Customers 33.87%



# Cash Flows

For the period ending **31/12/2025** compared to the period ending **31/12/2024** in '000 EUR





# Thank you!

We welcome your questions.





# About Sirma Group

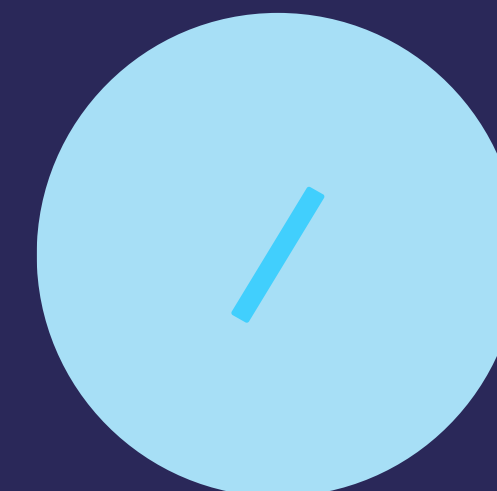
Founded in 1992, [Sirma Group Holding](#) (Sirma) is a European technology group delivering enterprise software solutions, with a strong and growing emphasis on artificial intelligence as a key enabler of business transformation, and extensive expertise across banking, insurance, healthcare, travel and hospitality, transportation, logistics, retail, and the public sector.

The company combines deep industry knowledge with proprietary platforms, complex enterprise systems, and advanced artificial intelligence, delivered through its [Sirma.AI](#) Enterprise platform, to support organizations in their digital, data, and process transformations. These solutions transform complex data into actionable insights, driving growth, resilience, and operational efficiency for hundreds of clients worldwide.

Headquartered in Sofia, the company is dual listed on both the Frankfurt and Bulgarian Stock Exchanges [SIRM]. Sirma operates globally through offices in the USA, UK, Germany, Albania, Romania, Brazil, and the UAE.



**Adding  
Technology  
to Life**





# Our global footprint





# Get in touch

## European Headquarters

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## Middle East Office

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Dubai

