



Q1 2026 Trading Update.

Reporting date: 31 March 2026

Our Mission.



Revolutionize R&D process management with a user-friendly software platform that integrates all tasks seamlessly.

Accelerating momentum from 2025 into a dynamic Q1 2026.

Adj. Revenue (in €m)

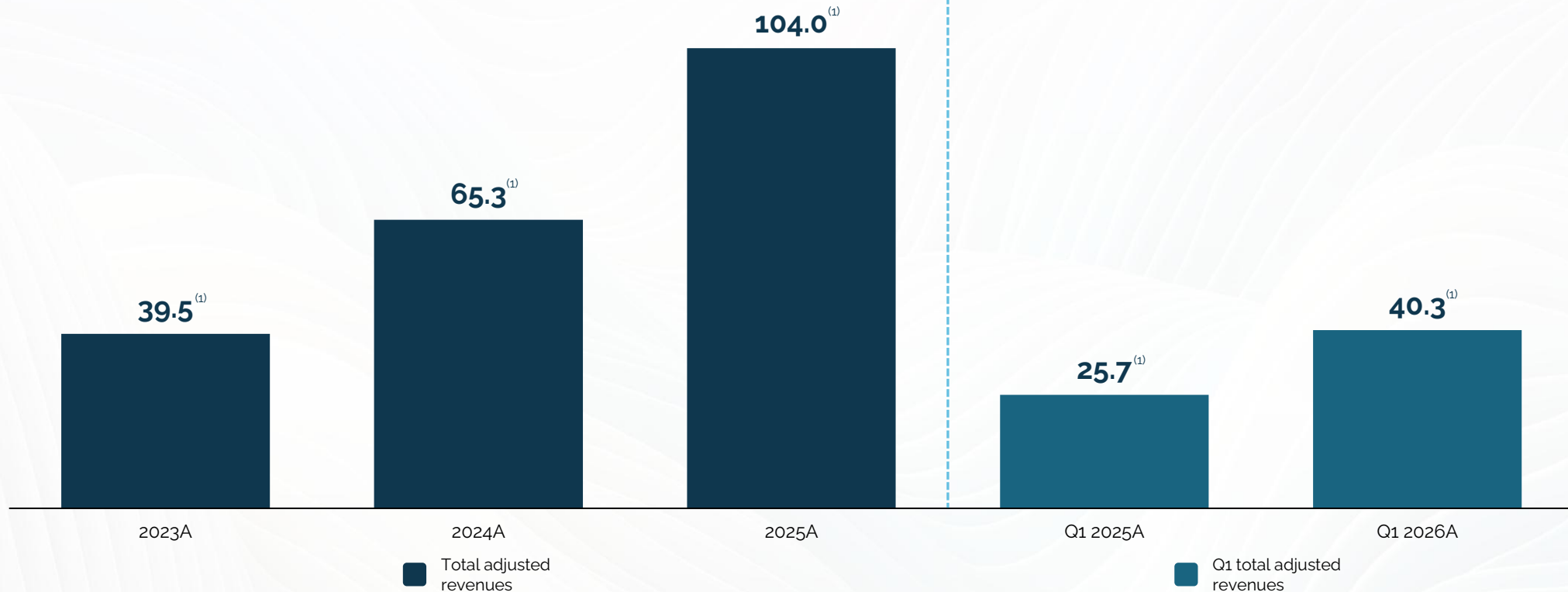
% growth

48.6%⁽²⁾

65.3%⁽²⁾

59.4%⁽²⁾

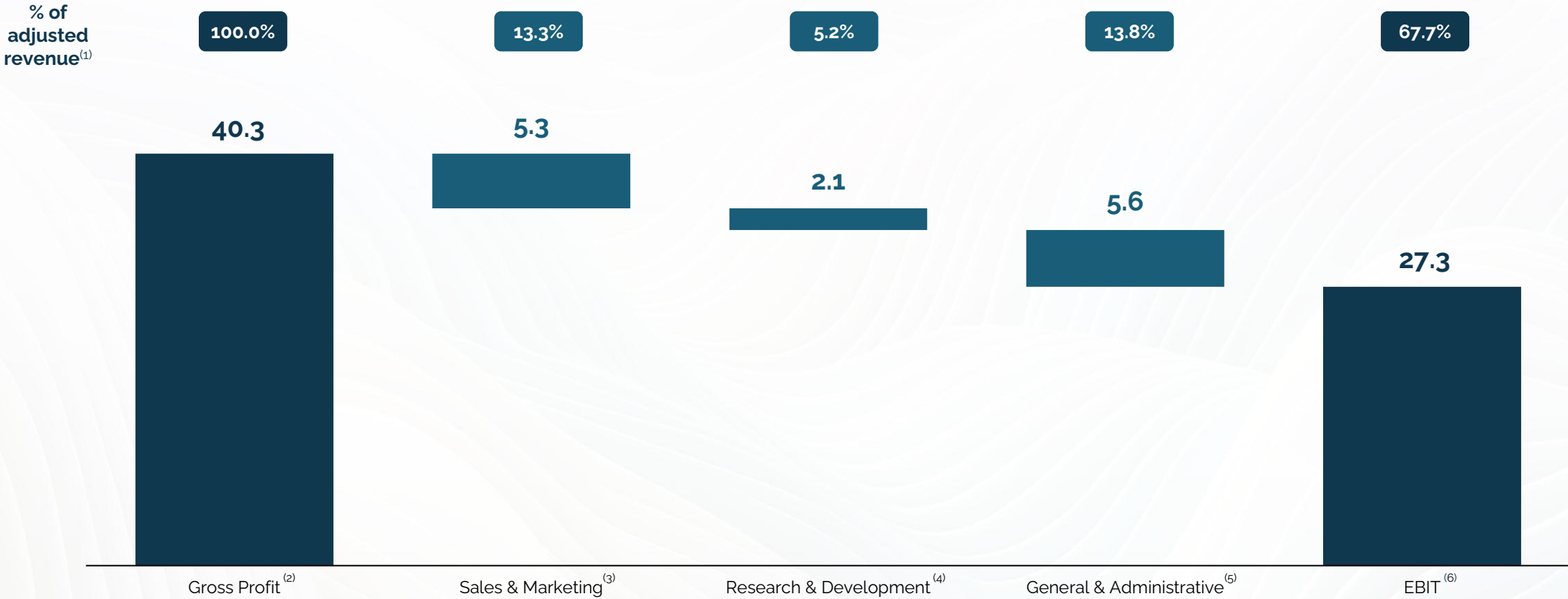
57.0%⁽³⁾



Note(s): (1) Includes total revenues, change in work-in-progress and other operating income; (2) adj. revenues year-on-year growth; (3) adj. revenue Q1-on-Q1 growth.
Source(s): Company information, unaudited.

Stronger EBIT margin through efficient operations in Q1 2026.

Bridge to EBIT (in €m) - stand-out Q1 2026

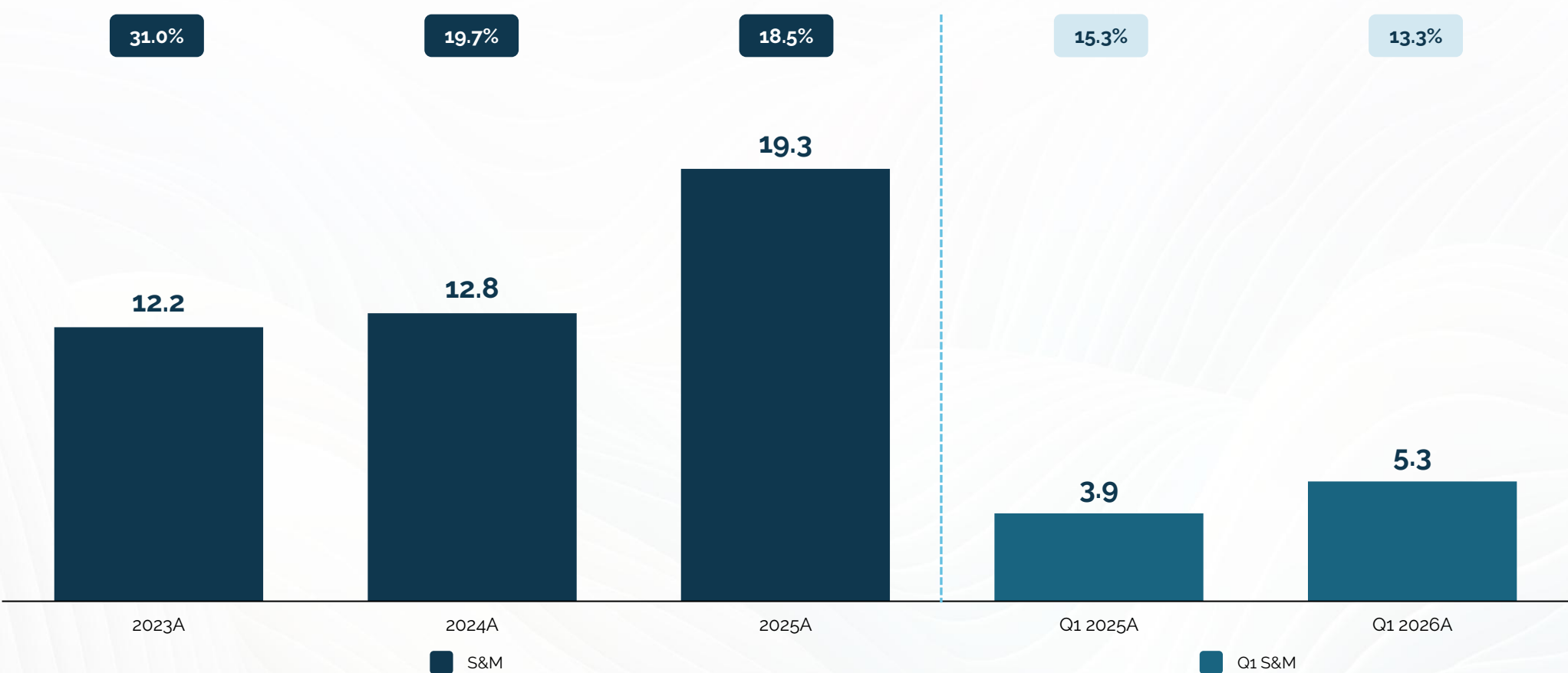


Notes: (1) Includes total revenues, change in work-in-progress and other operating income; (2) Gross Profit calculated as total revenue plus change in work-in-progress, plus other operating income, minus COGS (excluding R&D freelancer and other freelancer costs); (3) Sales & Marketing includes primarily salaries and bonus payments as well as other financial benefits such as the provision of company cars as well as expenses for regular professional education and sales training programs for our sales staff; (4) Research & Development includes primarily salaries and bonus payments as well as other financial benefits for our R&D professionals. R&D includes a portion of R&D freelancer and other freelancer costs excluded from the COGS; (5) General & Administrative includes office rent payments, utilities, insurance, executive's wages and benefits, office equipment, legal and other advisory fees and accounting staff employees. G&A includes a portion of R&D freelancer and other freelancer costs excluded from the COGS; (6) EBIT calculated as consolidated net income before taxes on income, interest and other similar expenses and other interest and similar income.
Sources: Company information, unaudited.

Smart Sales & Marketing efficiency unlocks profitable scalability.

Sales & Marketing (in €m)

% of adjusted revenue⁽¹⁾



Note(s): (1) Includes total revenues, change in work-in-progress and other operating income.
Source(s): Company information, unaudited.

Scaling R&D in lockstep with corporate growth.

Research & Development (in €m)

% of adjusted revenue⁽¹⁾

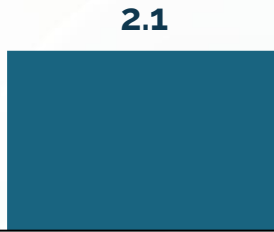
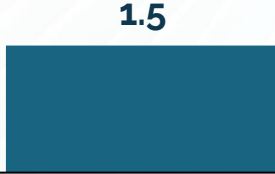
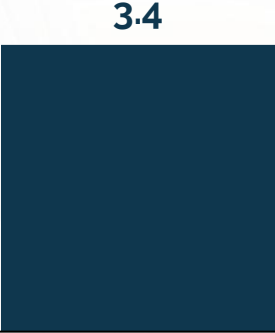
8.5%

5.7%

6.4%

5.8%

5.2%



2023A

2024A

2025A

Q1 2025A

Q1 2026A

R&D

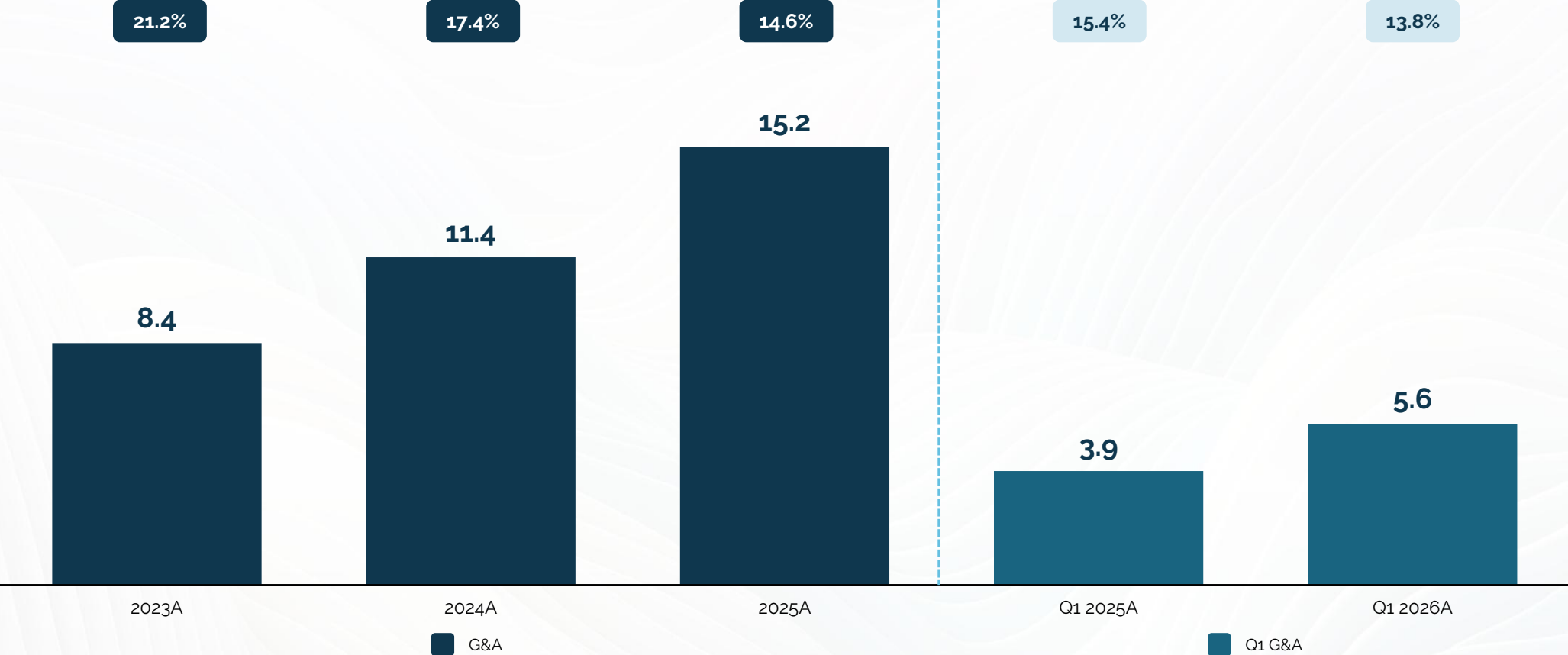
Q1 R&D

Note(s): (1) Includes total revenues, change in work-in-progress and other operating income.
Source(s): Company information, unaudited.

Sustained operating leverage through optimized G&A costs.

General & Administrative (in €m)

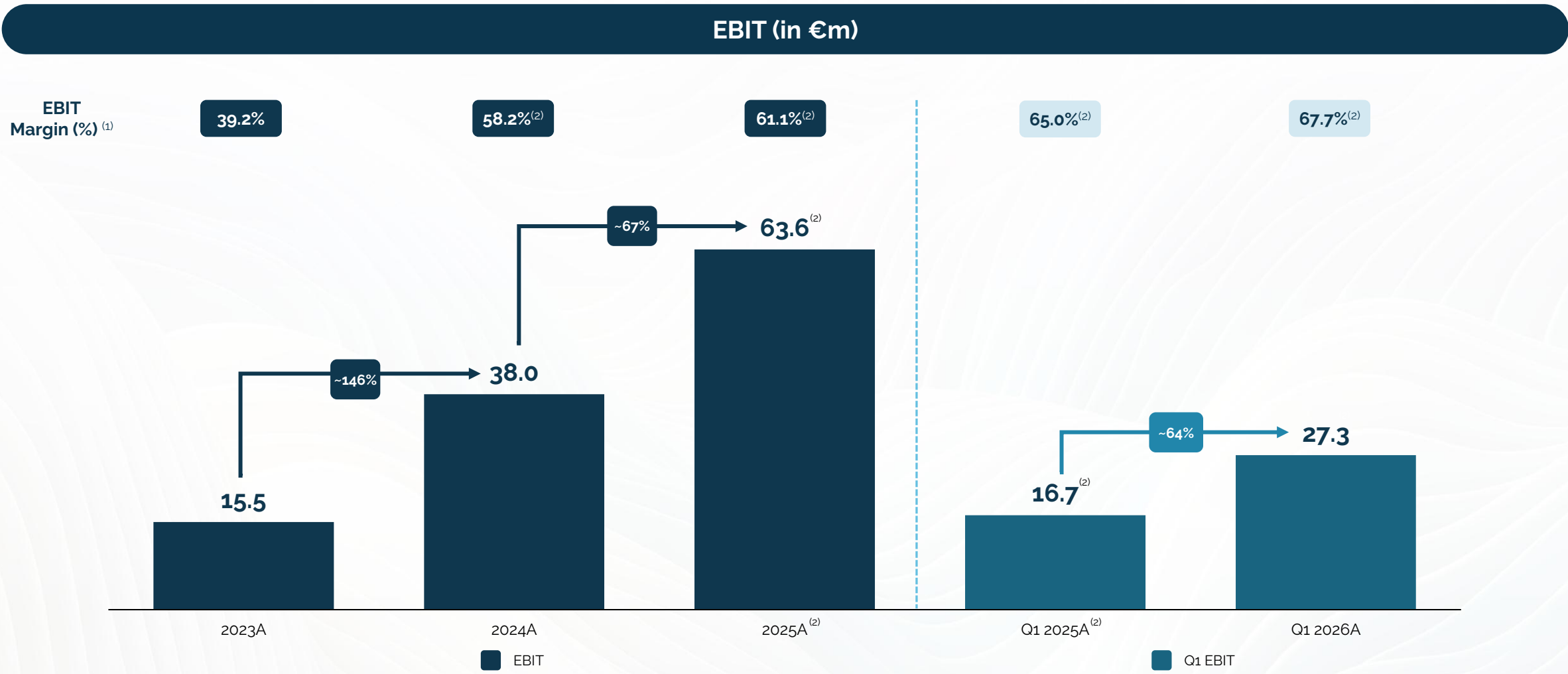
% of adjusted revenue⁽¹⁾



Note(s): (1) Includes total revenues, change in work-in-progress and other operating income.

Source(s): Company information, unaudited.

Extending our multi-year EBIT growth track record into 2026.



Note(s): (1) Calculated as % of adjusted revenue, which includes total revenues, change in work-in-progress and other operating income; (2) EBIT 2024A, 2025A and Q1 2025A are adjusted for IPO costs. Source(s): Company information, unaudited.

Maximizing operating cash flow through strong cash conversion.

(Adj.) EBIT to Free Cash Flow (in €m)

EURm	Q1 2026A	Q1 2025A
Adjusted EBIT	27.3	16.7⁽³⁾
Depreciation and amortization of fixed assets	0.1	0.1
Adjusted EBITDA	27.4	16.8⁽³⁾
Changes in provisions	0.3	0.7
Other non-cash expenses / income	0.1	0.5
Changes in current assets	(1.4)	(2.9)
Changes in current liabilities	(2.0)	0.4
Profit from disposal of fixed assets	0.0	0.0
Income tax payments	(1.3)	(0.8)
Cash flow from operating activities	23.0	14.6
Payments received from disposal of fixed assets	0.0	0.0
Investments in PPE ⁽¹⁾	(0.4)	(0.1)
Investments in financial assets	(0.2)	0.0
Interest received	0.2	0.1
Cash flow from investment activities	(0.4)	0.0
uFCF⁽²⁾	22.7	14.6
Adjusted FCF⁽³⁾	28.5	15.0
<i>% of EBITDA</i>	<i>104.2%</i>	<i>91.4%</i>

Note(s): (1) Properties, Plants & Equipment; (2) Defined as Operating Cash Flow + Investing Cash Flow; (3) EBIT Q1 2025A is adjusted for IPO costs.
Source(s): Company information, unaudited.

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