Tecnotree

H1 2026 Results

5th August 2026

Presenter and Agenda

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CFO

1	H1 2026 Financial Review and Highlights
2	Q&A

H1 2026 Highlights

Key Deals

2 BSS deals in LATAM

2 MVNX deals in Africa

3 DevOps across MTN OpCos

1 DevOps with Tier 1 customer in Middle East

Achievements

- 452 features delivered
- BSS Stack growth in LATAM
- MVNX Stack and Cloud BSS – Consistent Growth
- AI Operational efficiencies in effect across BUs
- AI embedded features in all products with strong market driven roadmap

Go-Lives

8 go-lives

Across North America, Africa and Middle East

Key value-add modules and upgrades

Recognitions

Gartner

4 Hype Cycles

- Autonomous Operations in the Communications Industry
- Emerging Technologies in the Communications Industry
- Telco Cloud Services
- Enterprise Communication Services

Asian Telecom Awards 2026

AI Initiative of the Year
Digital Initiative of the Year

THE FAST MODE

CX Catalyst

THE FAST MODE 100

Results H1 2026 – Key Metrics

Free Cash Flow	H1 2026 : € 2.1 Mn H1 2025 : € 2.1 Mn	**+2.1%**
Revenue	H1 2026 : € 36.8 Mn H1 2025 : € 34.2 Mn	**+7.5%**
Revenue in Constant Currency	H1 2026 : € 37.6 Mn H1 2025 : € 34.2 Mn	**+10.0%**
EBIT	H1 2026 : € 13.2 Mn H1 2025 : € 9.6 Mn	**+38.1%**
Net Income	H1 2026 : € 4.5 Mn H1 2025 : € 2.6 Mn	**+73.5%**

All Figures in Million Euros

Results H1 2026 – Key Metrics

Capex/Sales	H1 2026 : 12.8% H1 2025 : 13.9%	-110 bps
ARR	H1 2026: € 15.4 Mn H1 2025: € 14.2 Mn	+8.4%
DSO Days	H1 2026 : 143 H1 2025 : 175	-18.3%
Order Backlog	H1 2026 : € 106.3 Mn H1 2025 : € 105.7 Mn	+0.6%

All Figures in Million Euros

H1 2026 – Financial performance highlights

- EBIT margin 36.0% (28.0%)
- Revenue increased 7.5% to € 36.8 Mn
- Revenue in constant currency increased 10.0% to € 37.6 Mn
- Free cash flow € 2.1 Mn (2.1)

EUR million	H1/26	H1/25	H1/24	H1/23
Revenue	**36.8**	**34.2**	**34.9**	**34.8**
Change YoY%	*8%*	*-2%*	*+0%*	*+10%*
EBIT	**13.2**	**9.6**	**8.0**	**9.8**
Change YoY%	*38%*	*+21%*	*-19%*	*+39%*
Financial items	-7.6	-5.2	-3.0	-2.9
Taxes	-1.2	-1.8	-1.2	-1.4
Net income	**4.5**	**2.6**	**3.7**	**5.5**
Change YoY%	*74%*	*-30%*	*-33%*	*+10%*
SCIF	**27.0**	**30.8**	**26.1**	**31.5**
Change YoY%	*-12%*	*+18%*	*-3%*	*+21%*
Orders received	**36.1**	**74.0**	**23.4**	**32.1**
Change YoY%	*-51%*	*+215%*	*-27%*	*-30%*
Order backlog	**106.3**	**105.7**	**72.6**	**68.4**
Change YoY%	*1%*	*+46%*	*+6%*	*-6%*
EPS	**0.21**	**0.15**	**0.22**	**0.02**

All Figures in Million Euros

Q2 2026 – Financial performance highlights

- EBIT margin 43.3% (29.2%)
- Revenue increased 14.9% to € 19.9 Mn
- Free cash flow € 1.9 Mn (1.1)

EUR million	Q2/26	Q2/25	Q2/24	Q2/23
Revenue	**19.9**	**17.3**	**18.7**	**19.3**
Change YoY%	*15%*	*-7%*	*-3%*	*+5%*
EBIT	**8.6**	**5.1**	**3.5**	**6.2**
Change YoY%	*71%*	*+44%*	*-44%*	*+22%*
Financial items	-5.7	-3.0	-0.7	-1.9
Taxes	-0.6	-1.0	-0.8	-1.2
Net income	**2.4**	**1.0**	**2.1**	**3.7**
Change YoY%	*128%*	*-49%*	*-44%*	*-8%*
SCIF	**14.5**	**16.4**	**16.6**	**17.1**
Change YoY%	*-11%*	*-1%*	*-3%*	*+13%*
Orders received	**20.6**	**62.4**	**13.4**	**20.3**
Change YoY%	*-67%*	*365%*	*-34%*	*-19%*
Order backlog	**106.3**	**105.0**	**72.6**	**68.4**
Change YoY%	*1%*	*+45%*	*+6%*	*-6%*
EPS	**0.10**	**0.06**	**0.12**	**0.01**

Impairment loss of € 5.2 Mn

Company recognised an impairment loss of € 5.2 Mn in Q2 2026 on two specific trade receivables

Majority relates to a customer in Australasia; the remaining relates to a customer in the Middle East

Australasian receivable: Tecnotree had signed a contract with a customer couple of years back and had completed the delivery and had receivables due. However, due to forex crisis in that country it was outstanding for a long time. The old contract is being restructured into a new contract backed by the Australian sovereign. In order to allow for the same, the old receivables are written off.

Middle East receivable: Global slow down in ME due to current geopolitical situation, it is a second, smaller impairment

The impairment reflects the prudent and conservative accounting practices

Does not affect the Company's other customer relationships or ongoing programmes

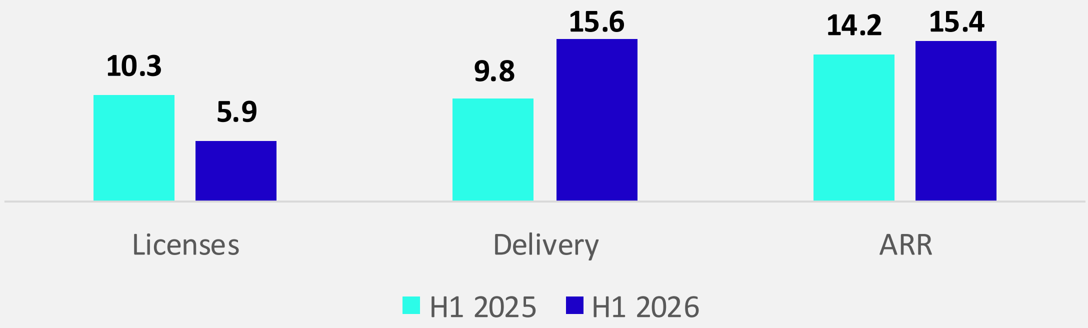
H1 2026 – Revenue Highlights

2026 Guidance: low to mid single digit % growth in constant currency

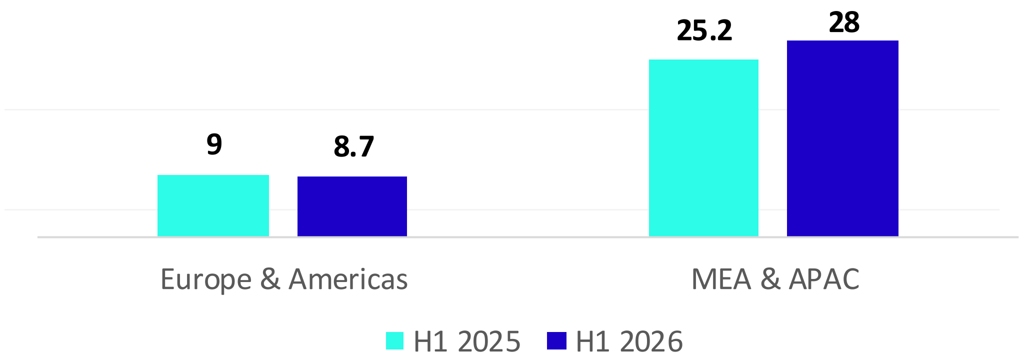
H1 2026 Update

- H1 € 36.8 Mn (+7.5% YoY) ; € 37.6 Mn in constant currency (+10.0% YoY)
- Delivery-led quarter, driven by ongoing large transformations

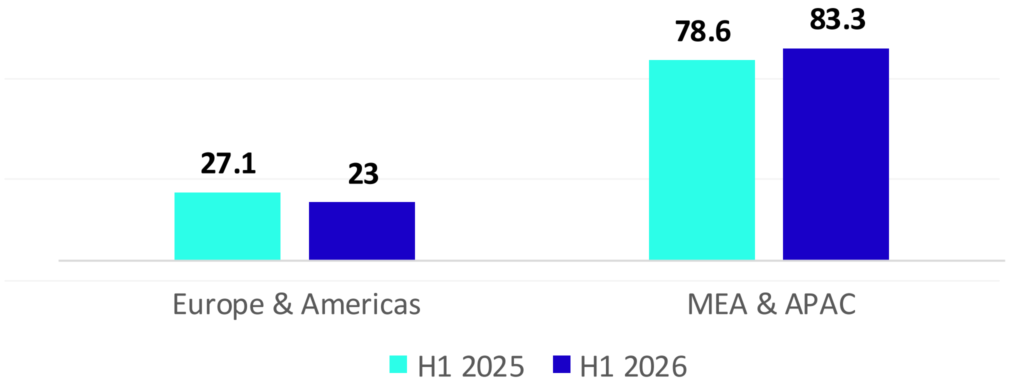
H1 2025 vs H1 2026 Revenue by Type



H1 2025 vs H1 2026 Revenue by Region



H1 2025 vs H1 2026 Order Backlog by Region



All Figures in Million Euros

H1 2026 – EBIT Highlights

H1 2026 Update

- EBIT of € 13.2 Mn (€ 9.6 Mn) +38.1% YoY
- EBIT margin of 36.0% (28.0%), +800bps YoY

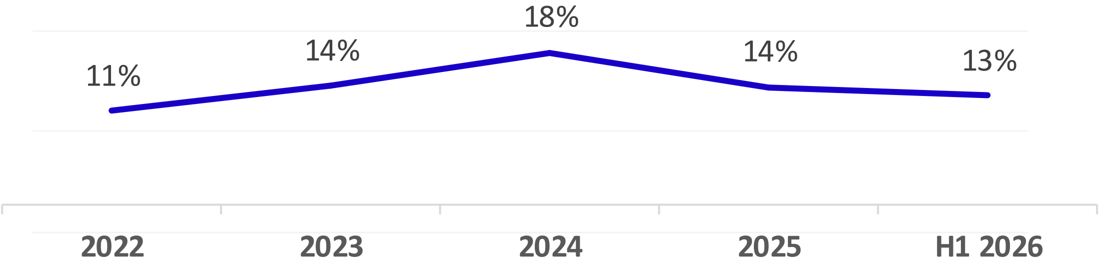
EBIT Drivers

- Operational discipline & platform scalability
- Full-period effect of the rightsizing and cost-efficiency programme carried out during 2024–2025
- Increased automation of internal functions and maintenance through the company's AI-Operations (AI-Ops) capabilities
- Personnel costs declined YoY despite headcount increase, driven by lower-cost delivery and AI-augmented roles

EBIT Margin Evolution 2026

	H1 2025	H1 2026
EBIT	9.6	**13.2**
EBIT Margin	28.0%	**36.0%**

Capex/Sales Trends

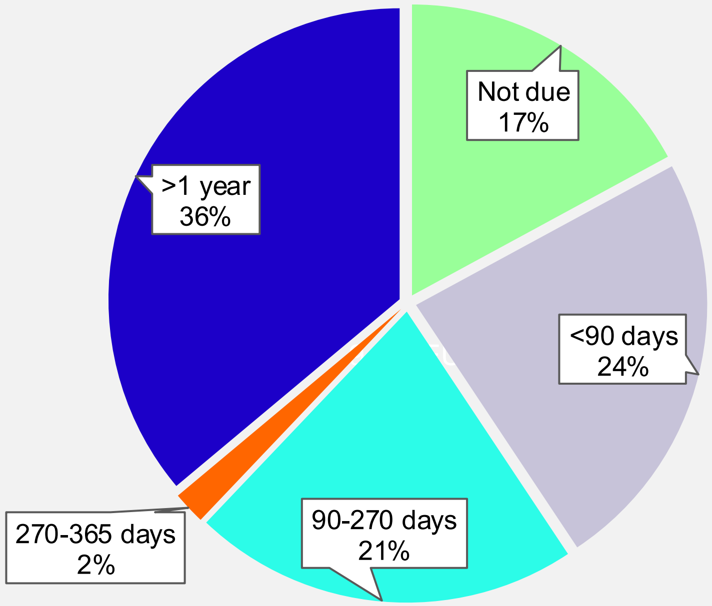


All Figures in Million Euros

Accounts Receivable aging buckets and DSO

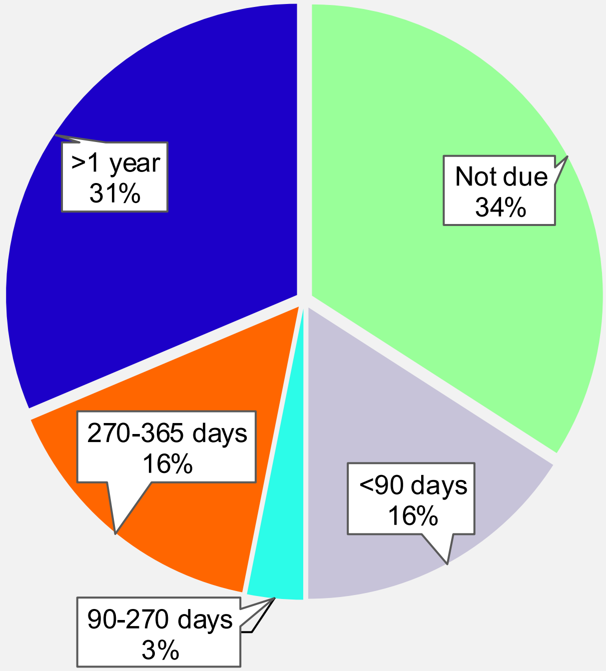
30.6.2026: Total gross AR € 34.5 Mn

(out of which € 2.8 Mn is provided for, net AR € 31.6 Mn)

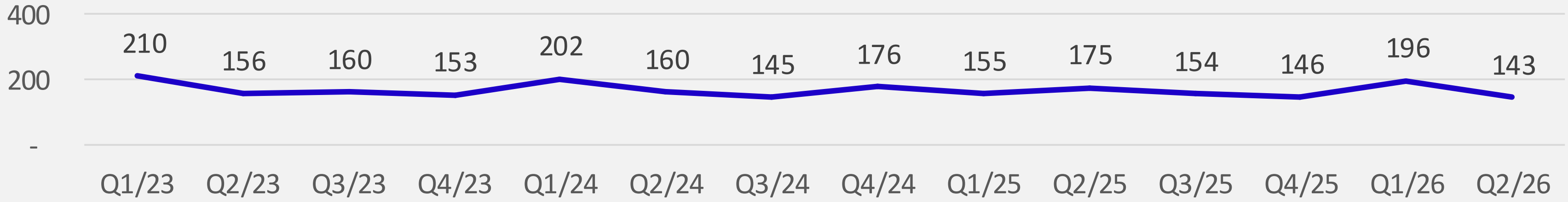


31.12.2025: Total gross AR € 32.2 Mn

(out of which € 2.8 Mn is provided for, net AR € 29.3 Mn)



DSO Trend



All Figures in Million Euros

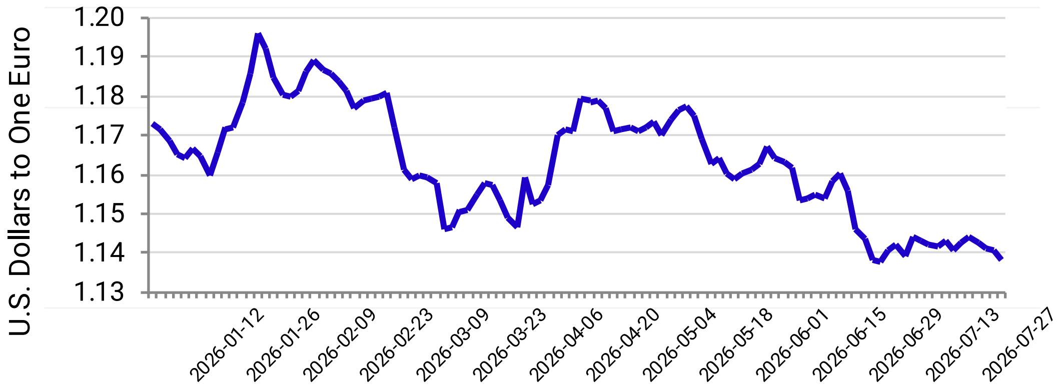
H1 2026 Currency Risk

H1 2026 Update

- Favourable FX movements, supporting profitability
- Exchange rate differences in financial items for the first half were € 1.5 Mn (-4.0) and € 0.5 Mn (-2.7) in the second quarter, driven by strengthening of USD and slight weakening of INR against EUR
- In H1 2026, we reduced our frontier country FX exposure to 4%, a 6-percentage points reduction from previous year.
- Strategic focus on Tier 1 accounts and growth in mature and dollar-denominated markets continue as part of Tecnotree strategy

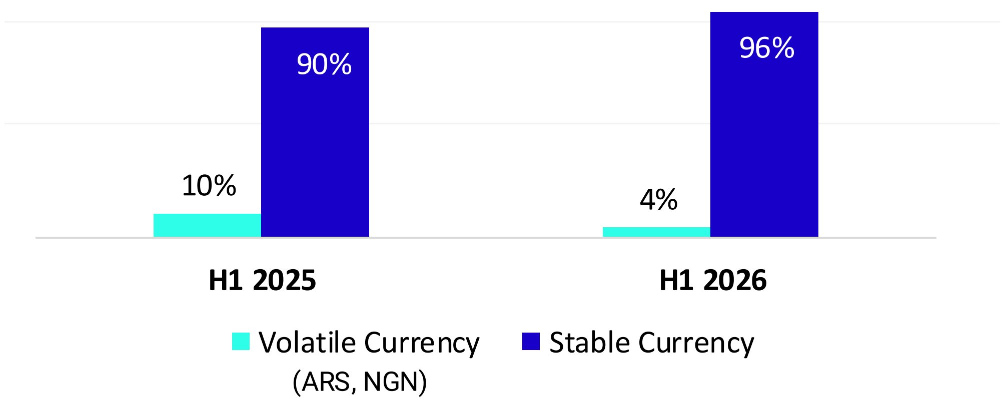
USD/EUR Trend H1 2026

Daily spot rate, USD per 1 EUR — January to July 2026



Source: Board of Governors of the Federal Reserve System (US) via FRED®

% of H1 2026 Revenue In Volatile Currencies



H1 2026 Balance Sheet

- Minor growth in intangible assets
- Trade and other receivables increased by 4% from year-end
- Increase in cash and cash equivalents driven by free cash flow
- Reduction in interest-bearing liabilities through loan repayments and lease liability repayments

Consolidated balance sheet, EUR million	30.6.2026	30.6.2025	31.12.2025
Non-current assets			
Intangible assets	52.4	44.2	49.4
Tangible assets	0.0	0.1	0.0
Other non-current trade and other receivables	1.1	2.0	1.3
Current assets			
Trade receivables	31.7	32.8	29.3
Other receivables	52.5	37.7	51.6
Cash and cash equivalents	20.6	19.1	18.9
Assets total	**158.3**	**136.0**	**150.6**
Shareholders' equity	**130.2**	**93.1**	**101.5**
Compulsory convertible debentures	**0.5**	23.1	23.1
Non-current liabilities			
Non-current interest-bearing liabilities	1.6	0.0	1.9
Other non-current liabilities	4.7	4.0	4.1
Current liabilities			
Current interest-bearing liabilities	2.6	5.3	3.5
Trade payables and other liabilities	18.7	10.4	16.5
Equity and liabilities total	**158.3**	**136.0**	**150.6**

2026 Guidance

Guidance for 2026 is a continuation of our strategy to drive higher returns and more FCF (free cashflow) for our shareholders

Revenues
Constant Currency 2026

Low to Mid single digit % growth

Free Cashflow 2026

> € 5 Mn

Assumption for Free Cash Flow guidance for 2026:
Based on the company’s current market outlook and exchange rate assumptions, especially devaluation of US dollar against the EUR

Public Tender Offer for the Shares and Equity Securities of Tecnotree Corporation

On 27 January 2026, Tecnotree Corporation announced that Resilience Investment Holdings Ltd, acting on behalf of a consortium comprising Helios Investment Partners, Fitzroy Investments Limited and Padma Ravichander (the “Consortium”), has made a voluntary recommended public all-cash tender offer for all issued and outstanding shares and certain other equity securities of Tecnotree Corporation.

On 20 July, the final results of the Public Tender Offer for the Shares and Equity Securities of Tecnotree Corporation was announced.

As the Minimum Acceptance Condition has not been fulfilled, the Offeror did not complete the Tender Offer.

More information on the public tender can be found at https://investors.tecnotree.com/en/tender_offer

H1 2026 Takeaways

- Stable revenue growth while delivering on promise on operating efficiency
- Delivery-led quarter, driven by ongoing large transformations in MEA, powered by AI embedded BSS stack
- Guidance maintained while keeping close watch on geopolitical challenges

Q&A

Tecnotree

Thank You

Empowering Digitally Connected Communities to over 90+ Telecom Providers around the world, since 1978