

Cy4Gate

Q1 2025 Financial Results

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AGENDA

- Q1 2025 Financial Results
- Strategy & Outlook

Speakers

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Q1 2025 Financial Results

Q1 2025 Highlights



The results of the first quarter of 2025 confirm the soundness of the CY4Gate Group. It continues on its **path of consolidation driven only by organic growth**. **2025 As of March 31, 2025 New orders acquired amounts to €32.2 million, + 115% vs Q1 2024**. As of May 12, 2025, **Total Backlog** stands at €73 million.



The Value of Production compared to the first quarter of 2025 **grows by 11%** thanks to the forensic intelligence and cybersecurity business lines. Defence sector, driven by the current conflict conditions, will continue to contribute significantly to institutional business. **Profitability up** significantly to **7.5% (+7.2 pp vs LY)**



The Group continues to pursue **its strategy to deseasonalize the business**, also thanks to the creation of an **important backlog** with the closing of significant **contracts in terms of amount and profitability**, with multi-year duration. **Guidance 2025 in the range of €84-87 million**

Q1 2025 Economic Key Data

€ mln

2024 - 2025 Growth

2024 - 2025

Revenues¹

+11.0% YoY

14.7

Q1 2024

16.3

Q1 2025

EBITDA²

+2,644.1% YoY

0.04

Q1 2024

1.2

Q1 2025

Net Loss

-2.7% YoY

(5.5)

Q1 2024

(5.3)

Q1 2025

R&D

-8.1% YoY

1.9

Q1 2024

1.8

Q1 2025

- **Revenues** amounted to € 16.3 million, + 11% compared to 31 March 2024 (€ 14.7 million), mainly driven by the excellent performance of the Forensic Intelligence and Cybersecurity segments.
- **Sound profitability** (7.5% on turnover; +7.2 pp vs LY) mainly thanks to top line growth
- **Net Loss** equal to € 5.3 million, slightly better compared to the Q1 2024 Loss (€ 5.5 million)
- **R&D Costs** approximately -8% vs Q1 2024

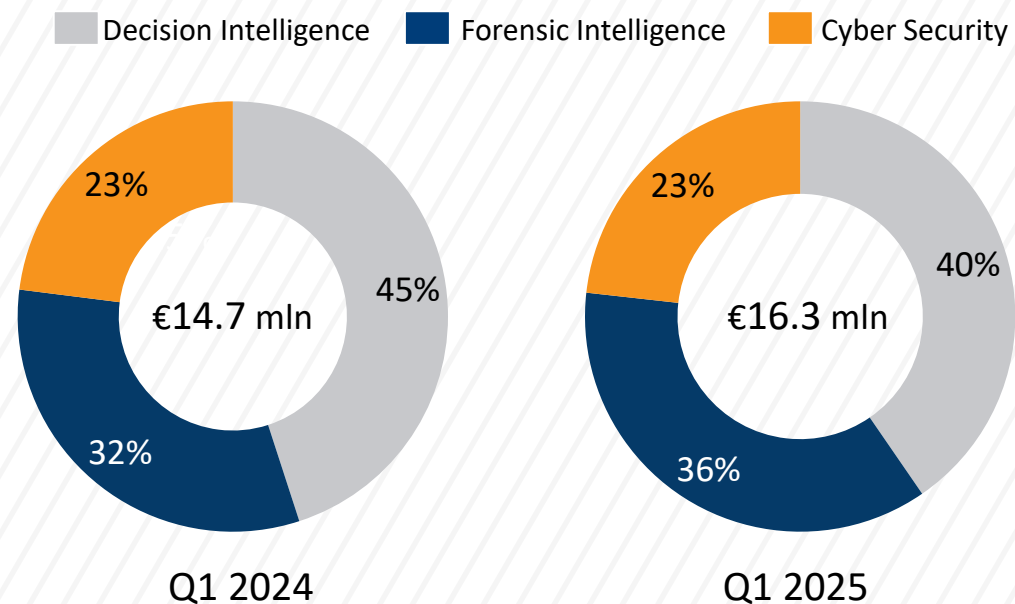
1. Including other operating revenues

2. EBITDA: calculated by adjusting the result for the year to exclude the effect of taxes, net financial income (expenses), depreciation, amortisation, write-downs and value adjustments of financial assets, as well as charges deemed by the Group to be non-recurring and extraordinary, mainly related to M&A activities; EBITDA Margin equal to 7.5% vs 0.3% in Q1 2024 (+7.2 pp)

Q1 2024 Restated for PPA of XTN

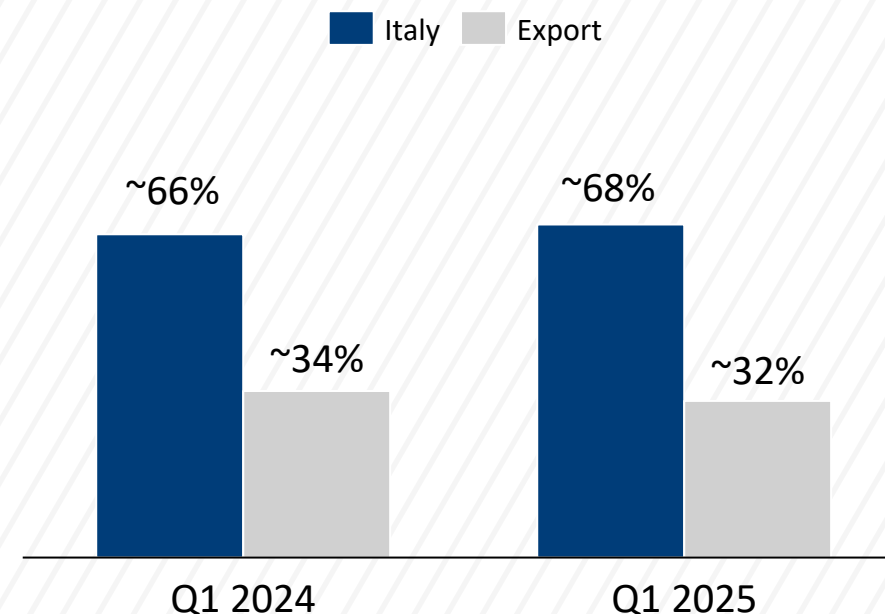
Q1 2025 Revenues Breakdown

By business line



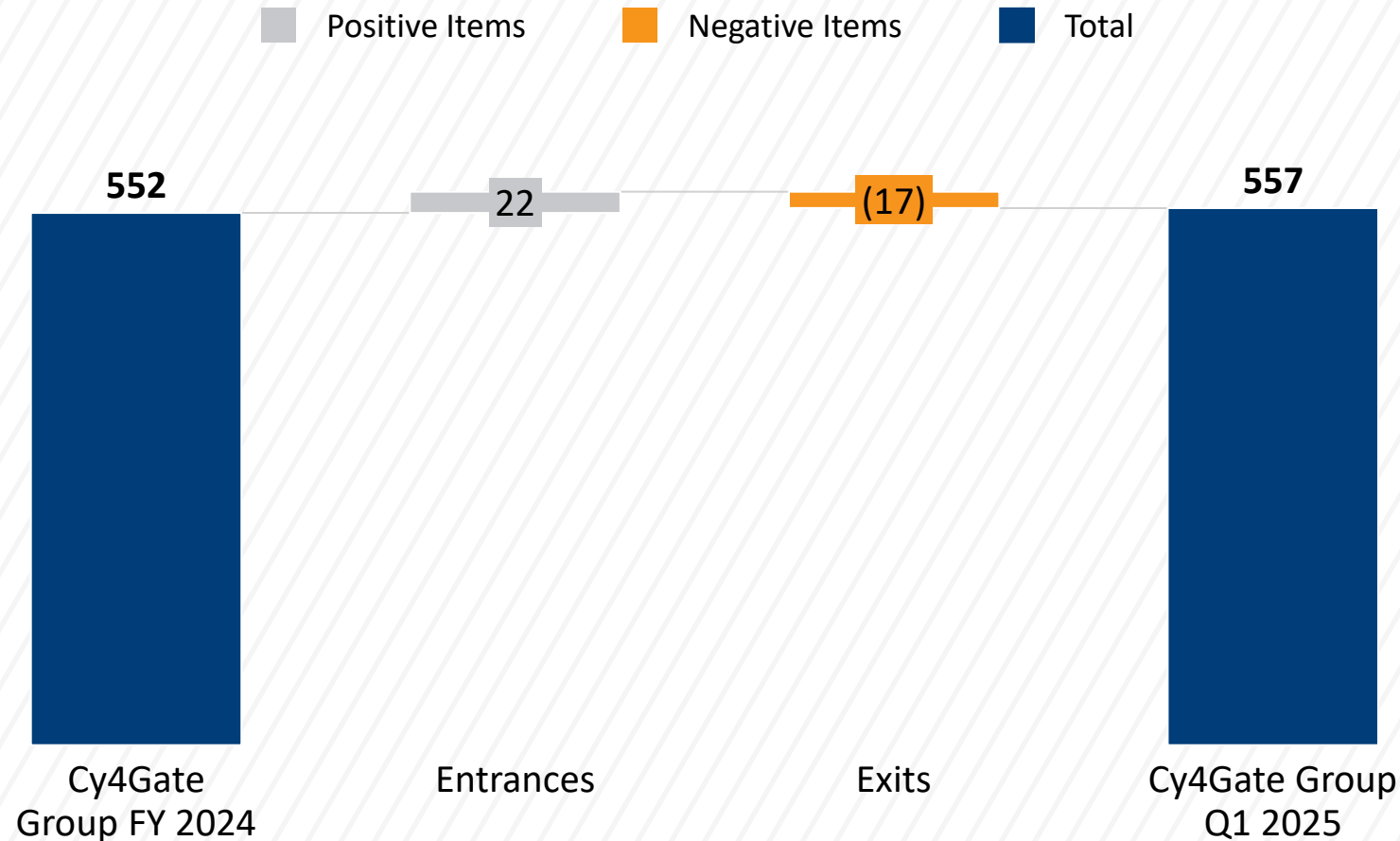
Increased sales of licences and services in Forensic Intelligence and Cyber Security

By geographical area



The business mix is almost unchanged

Q1 2025 People Investment



Total personnel increased in the first quarter of 2025 by a total of 5 resources:

- +3 resources in engineering
- +2 resources in commercial & staff

Q1 2025 Financial Key Data

€ mln

2024 - 2025 Growth

2024 - 2025

Fixed Assets

**-2.0%
vs Dec. 24**

98.0

FY 2024

96.0

Q1 2025

Net Working Capital

**-12.3%
vs Dec. 24**

35.2

FY 2024

30.9

Q1 2025

Net Financial Position

**-4.1%
vs Dec. 24**

(30.9)

FY 2024

(29.6)

Q1 2025

Equity

**-4.9%
vs Dec. 24**

102.3

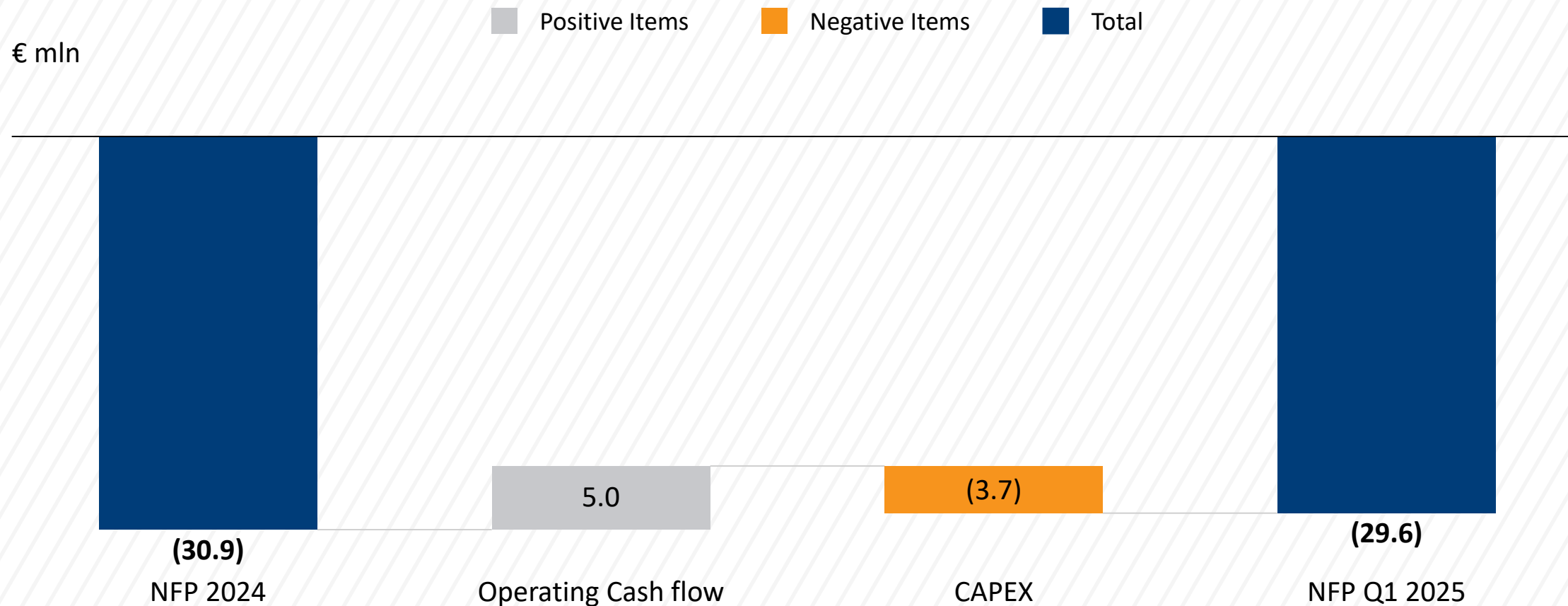
FY 2024

97.2

Q1 2025

- **Fixed Assets** decreasing due to lower investments (mainly intangible assets)
- **Net Working Capital** reduction due to the positive collections and payments dynamics over the time
- **Net Financial Position** improvement of €1.3 million mainly due to the positive cash generation, net of payments for investments
- **Equity** decreasing mainly due to the negative Net Result Q1 2025

Q1 2025 NFP Bridge





Strategy & Outlook

Our growth Strategy: Actions

2025-2026

Defence

- **Consolidate our relationships with ELT** by working to acquire orders in a **thriving business**
- **Take part to international consortia** or JVs for pluriannual defence programs
- **Capture EU funds** (NATO, EDA, ESA) for R&D in the cyber also through industrial partnership
- **Continue scouting for M&A opportunities** in cybersecurity sector

Security & Law Enforcement

- **Further strengthen the company in the domestic market** by focusing on proprietary products for telematics
- **Progressively gain relevant** shares and presence in the more stable European region
- **Ensure stable growth in the Spanish** market leveraging on our pluriannual presence in the Country , to maintain and develop Cy4 second domestic market for revenues after Italy.
- **Continue scouting for M&A opportunities** in cybersecurity sector

Corporate

- **Increase Italian Market position** leveraging an already created brand awareness, dedicated sales force and channels to expand pipeline and its conversion rate
- **Expand business to new geographies in E.U.** mainly in **Western Europe**, partnering with foreign channels and fostering development of an international sales team
- **Continue scouting for M&A opportunities** in cybersecurity sector

Our growth Strategy: Market

Cy4Gate Group portfolio – cyber intelligence & cyber security products - perfectly fits with the following **3 fast growing markets**, both in Italy and abroad:

Defence



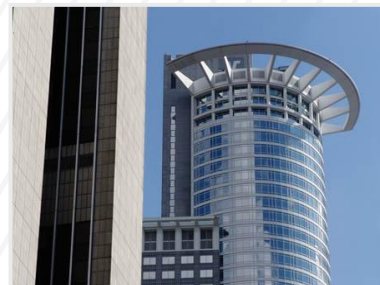
- Increasing internal and external security threats and undergoing military network-centric modernization;
- Market CAGR 8% - predicted to grow to 1350B\$ in 2030 from 750B\$ (2022).
- Extra boost thanks to the new “Readiness 2030” Plan

Security & Law Enforcement



- Digital crime via digital/electronic devices is LEAs biggest challenge; AI is a key enabler;
- Market is globally growing at 9% CAGR up to 2028;
- Need for cases management, track evidences, data gathering and correlation, creation of reports.

Corporate



- Double digit growth for digital transformation market (around 20% CAGR to 2027);
- Cyber security market is underpenetrated in terms of for SMEs, targets of massive attacks.

Products involved

- Decision Intelligence & AI (Quipo) for C2 platforms
- Cyber security products and services bundle (RTA, Diateam, CTI, customization services)
- Decision Intelligence & AI (Quipo & Mito) for data gathering and correlation
- Forensic Intelligence suite
- Decision Intelligence & AI (Quipo)
- Cyber security products and services bundle (RTA, Diateam, CTI, XTN, Services) for a 360° capabilities coverage

Outlook 2025

BACKLOG/RECURRING

Euro ~ 68 M

PIPELINE CONVERSION

Euro ~ 18 M

TOTAL REVENUES

Euro 84 - 87 M



Follow us:



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