egomnia

We are **Informatics**. We are **Italy**. We are **Work**.

Information Memorandum

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1 | Executive Summary – Company Overview

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Egomnia: the Italian IT company that promotes “Made in Italy,” meritocracy, and focuses on young talent and AI.

Egomnia S.p.A. is an innovative SME founded in 2012 and listed on the Milan Stock Exchange. It specializes in the development of Artificial Intelligence solutions and provides ICT consulting services to medium and large enterprises operating in strategic sectors such as Defense, Telecommunications, Regulated Public Gaming, and Aerospace.

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ICT consulting

Egomnia S.p.A., as an IT company, provides specialized ICT consulting services in oligopolistic markets. In particular, it offers IT consulting services in software development, systems engineering, networking, and database administration.



Gambling | Space | TelCo | Defense

IT solutions

Egomnia S.p.A. provides business IT solutions through a proprietary bidirectional platform. This platform delivers benefits both to Egomnia itself and to its clients through the services offered, including Human Resources, SSL Checker, Web Scraper, Blockchain, and Cash Flow management.

Target sectors:

HR	**Finance**
Cybersecurity	**Blockchain**
AI	**Legal**

Source: Data provided by the Company’s Management.

1 | Executive Summary – AI Overview

egomnia

Over the past two years, Egomnia S.p.A. has achieved certification and invested in artificial intelligence (AI).

Egomnia has developed advanced expertise in Artificial Intelligence, with experience in neural networks, LLM fine-tuning, and proprietary RAG solutions integrated with open-source models. It operates proprietary AI agents on enterprise cloud infrastructures, ensuring full governance and compliance with GDPR and the AI Act. The company has delivered active corporate AI projects over the past 12 months and adheres to the principles of Trustworthy AI. Egomnia's multidisciplinary team holds international certifications and provides verifiable performance metrics.

ARTIFICIAL INTELLIGENCE

egomniaura

Egomnia provides Artificial Intelligence software solutions through a proprietary AI orchestration technology. The Egomnia Aura multi-agent AI for software development, which is fully customizable, is used to support the company's R&D development projects and also serves as the technological foundation for all automation across the company's ICT services. In addition, it represents a new business model for delivering cost-effective AI agents to SMEs.

Egomnia, in addition to developing machine learning models based on scikit-learn already used to automate various internal processes, has developed its own family of open-source large language models (LLMs), called Emma, with the aim of promoting Italian technological sovereignty. The **Emma-5**, **Emma-6**, and **Emma Guardrails 1.0** models are already available; in particular, Emma-6 has 1.55 billion parameters and is trained exclusively on Italian-language data. This initiative positions Egomnia as an emerging player in the landscape of artificial intelligence companies.



#1 AI Hype in Italy

Source: Data provided by the Company's Management.

1 | Executive Summary – Company at a glance

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Business and Key Elements of Egomnia.

	Scope of Analysis	Key Findings
1	**Company Description**	• Egomnia S.p.A. is an innovative SME listed on the Milan Stock Exchange (EGM-PRO) operating in the advanced and innovative technology sector, with a particular focus on information technology, Artificial Intelligence, and telecommunications.
2	**Key People**	• Matteo Achilli (Founder and Executive Chairman of the Board), Remo Achilli (Chief Executive Officer), Bruno Pagano (Head of Infrastructure and Cybersecurity), Federico Bruscella (Head of Software Development), and Valentina De Carolis (Head of Human Resources).
3	**Headquarters / Facilities**	• Via dei Fienaroli, 36 00153 Rome, Italy • Via del Commercio, snc 75100 Matera, Italy
4	**Value Proposition**	• The value proposition is based on the provision of specialized ICT consulting services in oligopolistic markets and the delivery of Artificial Intelligence solutions that operate in a bidirectional manner, generating benefits both for Egomnia itself and for the clients served through its ICT offerings.
5	**Investment Highlights**	• Egomnia stands out through long-term partnerships with medium and large clients, the expertise of its staff, and its value-added assets and proprietary technologies. This is further strengthened by the bidirectional nature of its platform, which operates both on the client side and within Egomnia itself.
6	**Key Financials**	• Total production value (2024): EUR 2.05 million • EBITDA (2024): EUR 213 thousand • Net Financial Debt (2024): EUR 790 thousand

Source: Data provided by the Company's Management.

1 | Executive Summary – Company History

History of Egomnia: description of the main events of the company from 2012 to 2024.

In 2012, Egomnia was founded with the launch of a social network designed to match labor supply and demand. In 2017, the company began diversifying its business model by providing ICT consulting services, recording continuous growth over the years.

Storia della società

2012	2013-2016	2017	2022	2024
In 2012, Egomnia S.r.l. was founded, launching the first Italian social network designed to match labor supply and demand.	Over the years, the platform has reached more than 1,600 participating companies and over 200,000 registered and profiled users.	In 2017, Egomnia S.r.l. began diversifying its business model by providing ICT consulting services through a dedicated commercial sales channel.	Egomnia was awarded the title of “Champion of Growth 2022” and was included in the Financial Times “FT1000: Europe’s Fastest Growing Companies” list, ranking as the 67th fastest-growing IT company in Europe.	In 2024, Egomnia became an Innovative SME and was listed on Euronext Growth Milan, Professional Segment. 

Source: Data provided by the Company’s Management.

1 | Executive Summary – Corporate Governance

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Description of Egomnia's Corporate Governance: Board of Directors, Board of Statutory Auditors, and Independent Auditing Firm.

The Board of Directors of Egomnia is composed of three members with different professional backgrounds and areas of expertise. The company has an Executive Chairman, a Chief Executive Officer, and an Independent Director: Matteo Achilli, Remo Achilli, and Adriano Rando.

Corporate Governance

The Board of Directors of Egomnia is composed of three members with different professional backgrounds and areas of expertise. The term of office of the Board runs from 29/04/2025 and remains in place for three financial years (2025, 2026, and 2027), until 31/12/2027.



Matteo Achilli

Founder and President



Remo Achilli

CEO

The Board of Statutory Auditors of Egomnia is composed of three members with different professional backgrounds and areas of expertise. The Board was appointed on 26/10/2022 and remains in office for three financial years (2022, 2023, and 2024), until 31/12/2024.



Francesco Paolo Viglione

Auditor



Gianluca Turchetta

Auditor



Toni Ciolfi

President

The Independent Auditing Firm appointed for the three-year period 2025–2027 is RSM

Source: Data provided by the Company's Management.

1 | Executive Summary – Corporate Organization

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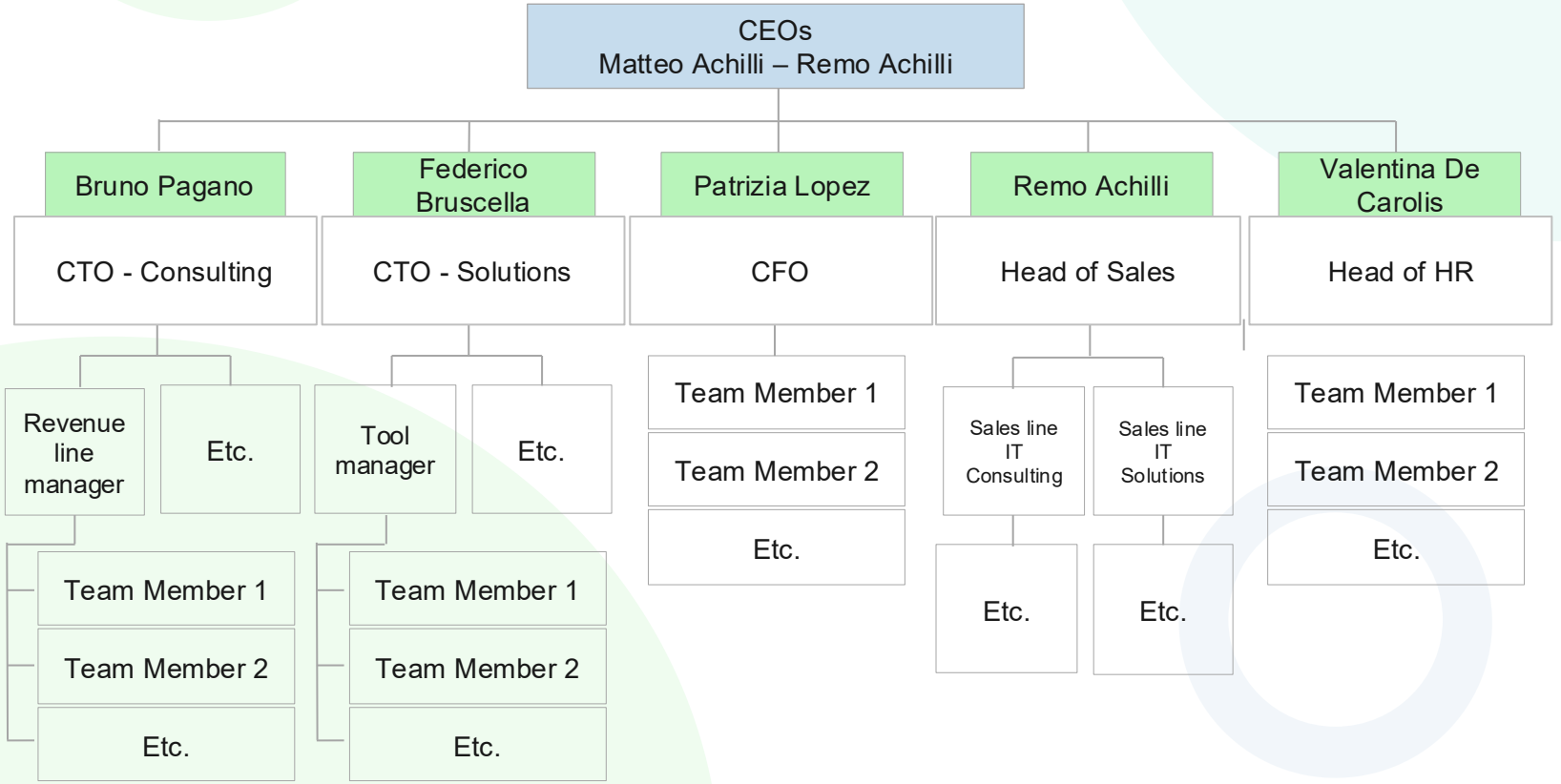
Egomnia's corporate organization: definition of the main roles and the organizational structure for each functional area.

Egomnia's corporate organization highlights the presence of an Executive Chairman and a Chief Executive Officer, followed by six Chief Officers, each responsible for a specific functional area. As of October 2026, the company's total workforce amounts to **47 FTEs**.

Organigramma



Source: Data provided by the Company's Management.

1 | Executive Summary – Key People

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Egomnia's Top Management

Egomnia's Top Management consists of five members: Matteo Achilli (Founder and Executive Chairman of the Board), Remo Achilli (Chief Executive Officer), Bruno Pagano (Head of Infrastructure and Cybersecurity), Federico Bruscella (Head of Software Development), and Valentina De Carolis (PgMO and Head of Human Resources).

Top Management di Egomnia



Founder and President

Matteo Achilli

- Founder of Egomnia S.p.A.
- Co-CEO of Egomnia S.p.A
- Bachelor's Degree in Economics
- Executive Certificate in AI



CEO

Remo Achilli

- Head of Datacom, System Test Plan & OSS Divisions, Key Account Manager for National Security, and Public Safety Security at Ericsson Group.



Head of Infrastructure and Cybersecurity

Bruno Pagano

- System e DB Administrator.
- Consultant for HP Italy on Oracle PL/SQL technologies.
- Sistemista Linux Rad Hat per IBM, HBG e Telecom Italia.



Head of Software Development

Federico Bruscella

- Full Stack Developer
- Bachelor's Degree in Computer Science



PgMO and Head of Human Resources

Valentina De Carolis

- PgMO for clients in the TelCo, Gaming, and Fashion sectors (TIM, Wind/3, HBG, and Gucci).
- Master's Degree in Clinical and Community Psychology.

Source: Data provided by the Company's Management.

1 | Executive Summary – Headquarters

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Egomnia's locations.

Egomnia's registered office and main operational headquarters are located in Rome. The company also has a secondary operational office in Matera, Via del Commercio.

Registered and Operational Offices



Source: Data provided by the Company's Management.

1 | Executive Summary – Value Proposition

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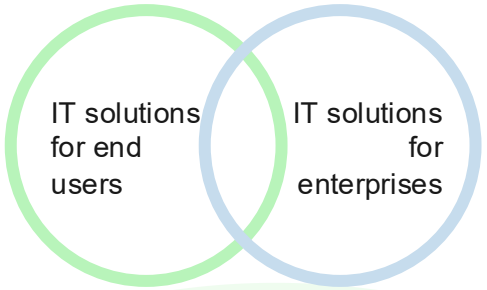
Egomnia's Value Proposition: ICT consulting and business IT solutions.

Egomnia's services include, on the one hand, ICT consulting services, and on the other, solutions delivered through proprietary AI platforms and technologies, which operate in a bidirectional manner, benefiting both Egomnia itself and its clients.

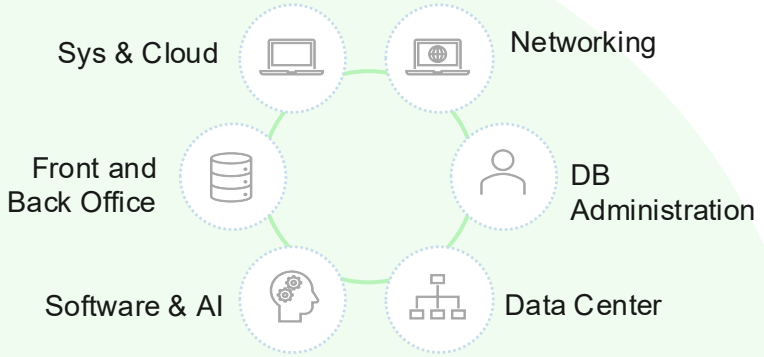
AI Solutions

EGOMNIA AURA



Egomnia has developed a fully customizable multi-agent AI backend that manages model constraints through parameter and function orchestration. It is designed to enable the streamlined development of complex, enterprise-grade AI agents.

IT Consulting



Clients



Clients can access the following services offered by Egomnia:

- Business IT solutions for the human resources, administrative, cybersecurity, commercial, and legal sectors, delivered through a proprietary bidirectional platform.
- In addition to recruiting services, the platform offers a range of packages including Human Resources, SSL Checker, Web Scraper, Blockchain, and Cash Flow solutions.
- Development of AI agents and implementation of Generative AI within their business processes.
- Specialized ICT consulting services in oligopolistic markets. In particular, the company provides IT consulting, systems administration, networking, and database administration services.

Source: Data provided by the Company's Management.

1 | Executive Summary – Investment Highlights

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Egomnia's strengths and distinctive features lie in the continuous development of technologies designed to enhance the delivery of ICT services for clients and third parties.

Through long-term collaborations with medium and large clients, Egomnia differentiates itself via strong in-house expertise, value-added client assets, and proprietary technologies, supported by a bidirectional platform operating both on the client side and internally. Its ICT consulting markets are largely oligopolistic with low competitive intensity.



ICT consulting in **oligopolistic markets**.



Bidirectionality of its **AI solutions.**



Projects characterized by **long-term collaborations** with medium and large clients.



Low competition in the regulated gaming market.



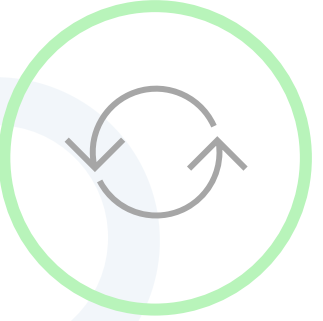
Strong and diversified staff expertise.



Development of value-added assets [1] for clients.



Solutions developed using proprietary technology.



Continuous technical upskilling through certifications.

Source: Data provided by the Company's Management.

[1] Assets developed using proprietary technology and solutions built with third-party technologies..

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2 | Business Overview – Business Model (1/2)

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Egomnia's Business Model.

Egomnia operates in two main areas: it provides specialized ICT consulting services in oligopolistic markets (B2B) and delivers AI solutions and proprietary products to both businesses (B2B) and consumers (B2C). Its market differentiation lies in the diversification of activities across multiple sectors, characterized by a bidirectional approach that benefits both the company and its clients through the ICT services provided.



- ICT Consulting Services involve specific markets (Telecommunications, Regulated Gaming, Defence, and Aerospace) and are provided to high-profile international clients, with whom the company maintains long-term relationships. The services offered include IT consulting, systems consulting, data center services, database administration, and front-end and back-office operations.
- Through the Egomnia.com platform, the company delivers multi-service, high-tech solutions integrating Generative AI and blockchain notarization, operating across various domains (recruitment, legal, administrative, etc.). The Solutions Platform operates in a bidirectional manner within Egomnia's business model, enabling both clients and Egomnia itself to benefit from the full portfolio of services and technologies offered.

Source: Data provided by the Company's Management.

2 | Business Overview – Business Model (2/2)

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Egomnia's Business Model.

Egomnia's business model is based on the provision of ICT consulting services and AI solutions, primarily delivered through long-term projects with medium and large clients. The development of proprietary technologies and the bidirectionality of its solutions platform are the key elements of the business model.

KEY PARTNERS

- Technical partnerships with high-profile international software developers.
- Reselling partnerships with technology providers. Partnerships with ICT consulting providers.
- Strategic and established partnerships for participation in public tenders and bids.

KEY ACTIVITIES

- Consulenza ICT in qualità di società informatica.
- Soluzioni informatiche e di AI con piattaforma bidirezionale.

KEY RESOURCES

- AI Technologies
- proprietary platforms
- Certified personnel.

VALUE PROPOSITION

- The value proposition is built on providing specialized ICT consulting services in oligopolistic markets and delivering AI-based solutions that operate in a bidirectional manner, generating benefits both for Egomnia itself and for the clients served through its ICT offerings.

CUSTOMER RELATIONSHIPS

- Personalized
- Exclusive
- Long-term.

SALES NETWORK

- *Database*
- *Reselling*
- Commercial initiatives
- Presence in 35+ procurement departments.

END CUSTOMERS

- Medium and large enterprises for ICT services.
- Users aged 18+, startups, SMEs, and medium to large enterprises for IT solutions.

COST STRUCTURE

- Team
- R&D
- Providers
- Listing costs

REVENUE STREAMS

- ICT consulting clients
- AI technology subscriptions
- SaaS revenues from our IT solutions.

Source: Data provided by the Company's Management.

2 | Business Overview – Key Activities (1/4)

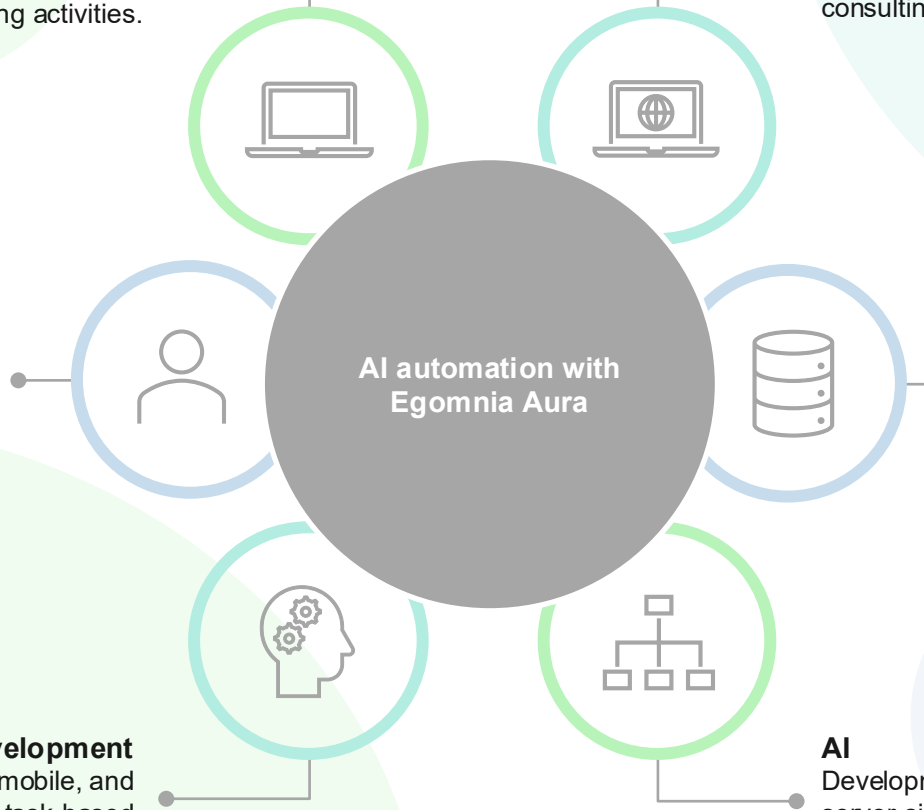
egomnia

Egomnia's Key Activities – ICT Consulting Services

Sys and Cloud Consulting
Provision of systems consulting services for turnkey projects, managed services (O&M), time & materials consulting, and auditing activities.

Network Systems Consulting
Provision of systems consulting services for turnkey projects, managed services/O&M, time & materials consulting, and auditing activities.

Front & Back Office
Outsourced front-office and back-office services, integrating specialized personnel at client facilities or on-site, to deliver Help Desk, Service Desk, and monitoring activities.



DB Administration
Database consulting services, including turnkey projects, task-based assignments, managed services/O&M, time & materials consulting, and auditing activities.

Software Development
Development of turnkey complex web, mobile, and enterprise solutions, delivered on a task-based basis and through time & materials consulting.

AI
Development, implementation, customization and server-side orchestration of AI solutions (agents, RAG, fine-tuning) for enterprise organizations, in compliance with the European AI Act.

Source: Data provided by the Company's Management.

2 | Business Overview – Value Proposition

egomnia

Egomnia's Value Proposition: Target Customers, Product, and Perceived Benefits.

The value proposition is built on providing specialized ICT consulting services in oligopolistic markets and delivering AI-based IT solutions that operate in a bidirectional manner, generating benefits both for Egomnia and for the clients served through its ICT offerings.

Target Customers

- Egomnia provides solutions for users, professionals, and companies across Human Resources, Administration, Cybersecurity, Commercial, and Legal functions.
- It also offers ICT consulting services to clients, including licensed gaming operators and companies active in the aerospace and telecommunications sectors.
- Egomnia has developed expertise in IBM technologies and, as a partner, contributes to selected IBM projects in Italy.

Product

- Egomnia has developed Egomnia Aura, a powerful customizable multi-agent AI system, and Emma, an owned LLM deployed on the company's private cloud infrastructure to deliver tailored solutions to its clients, supporting both ICT service delivery and internal R&D activities.
- Egomnia's IT solutions portfolio includes AI-generated CV building, recruiting tools, web scraping capabilities, employee management systems, cybersecurity certificate monitoring, direct email marketing and influencer marketing solutions, cash flow management, and blockchain-based services.

Perceived Benefits

- Through Egomnia's proprietary orchestration framework for managing AI model limitations, clients can access deep insights and make informed decisions.
- Clients benefit from Egomnia's specialized expertise and robust data security standards, as well as from highly customized, technologically advanced, and reliable IT solutions, supported by a company committed to continuous innovation and ongoing technical assistance services.

Source: Data provided by the Company's Management.

2 | Business Overview – Customer Relationships

egomnia

Egomnia's Customer Relationships – Personalized, Exclusive, and Long-Term

The company maintains a customer relationship model that is personalized, exclusive, and long-term, based on delivering a unique experience, perceived value, and a lasting relationship built on trust.

PERSONALIZED

- Egomnia's customer relationship model can be defined as personalized, as it is based on an individual, tailor-made approach for each client.
- Through the analysis of data available via its proprietary database, the company ensures the delivery of customized solutions.
- This personalized approach aims to build stronger and longer-lasting client relationships, increasing satisfaction, customer loyalty, and opportunities for repeat business.

EXCLUSIVE

- Egomnia's customer relationship model can be defined as exclusive, as it is characterized by a privileged and confidential connection between the company and its clients.
- An exclusive customer relationship aims to foster a sense of belonging and strengthen client loyalty by establishing long-term partnerships based on distinctive and privileged treatment.

LONG-TERM

- Egomnia's customer relationship model can be defined as long-term, as it is characterized by a durable and continuous relationship between the company and its clients over time.
- This relationship is based on mutual trust, loyalty, and long-term satisfaction.
- A long-term customer relationship focuses on building mutual value over time, with the objective of creating loyal and enduring clients.

Source: Data provided by the Company's Management.

2 | Business Overview – Sales Network

egomnia

Egomnia's sales network includes its proprietary database, reseller/partner channels with international groups, events, social media, a commercial sales network, and procurement offices.

Egomnia's sales network is primarily composed of partnerships with technology resellers, sales representatives, and corporate contacts reached through its proprietary database, as well as its presence on social media and marketing campaigns, participation in industry networks and events, and direct engagement with clients' procurement departments.

DATABASE	Egomnia has built over the years a proprietary database containing more than **1,500 corporate contacts** from Italian companies distributed across the national territory.
PARTNER	Egomnia has established official reseller/business partner agreements with the following companies: Dell Technologies Partner Program, IBM Business Partner, Microsoft Cloud Solution Provider Partner, Lenovo Business Partner, HP Business Partner, Juniper Networks Partner, Cradlepoint Partner, Cisco Registered Partner, and Opengear Partner. These partnerships enable the company to increase the volume of work opportunities through the channels provided by its partners.
EVENTS, SOCIAL MEDIA & NETWORK	Egomnia has a strong presence on social networks through official corporate channels and industry-related pages built over the years. In addition, with the support of an external agency, the company runs marketing campaigns aimed at converting new customers and clients. Egomnia invests in promotion through events (e.g., The European House – Ambrosetti, HRC), industry associations (1089, CDTI), and media channels (magazines and newspapers). Furthermore, Egomnia employs three sales representatives dedicated to acquiring new clients and business opportunities.
PROCUREMENT DEPARTMENT	Egomnia is present in over **40 procurement departments** of major national and international companies. This allows Egomnia to receive a high volume of monthly requests directly from its clients' procurement departments.

Source: Data provided by the Company's Management.

2 | Business Overview – Innovative SME

egomnia

Since 2023, Egomnia has been successfully certified as an «Innovative SME» (PMI Innovativa)

Egomnia meets all the necessary requirements to obtain certification as an Innovative SME (PMI Innovativa).

Requirements	
PROPRIETARY SOFTWARE	Egomnia is the owner of **registered proprietary software** developed in-house.
PERCENTAGE OF REVENUE	Egomnia meets the requirement of investing **at least 3%** of the higher of turnover or production value in research and development activities.

Benefits	
TAX INCENTIVES	• **Tax incentives** for investors in share capital. • Internationalization services for companies. • Exemptions from standard corporate law regulations. • Extension of deadlines for loss coverage. • Exemptions from rules on shell companies and systematically loss-making companies. • Remuneration through equity-based instruments.
ACCESS TO FINANCING	• Access to equity crowdfunding in exchange for the purchase of equity securities in the Company. • Simplified and free access to the Central Guarantee Fund for SMEs.

Source: Data provided by the Company's Management.

2 | Business Overview – Press and Recognitions

egomnia

Egomnia's Recognitions

Egomnia has received several recognitions as one of the fastest-growing companies.

Principali Riconoscimenti



Egomnia has been included by the Financial Times and Statista in the annual "**FT1000: Europe's Fastest-Growing Companies**" list. Egomnia ranked as the 264th fastest-growing company in Europe and the 67th fastest-growing IT company in Europe. This growth was also confirmed in 2023 for the second consecutive year.



Egomnia was named "**Growth Champion 2022**", ranking as the 30th fastest-growing Italian company over the 2017–2020 period by *La Repubblica A&F* and the German ITQF Institute



Egomnia was named "**Leader of Growth 2022**", ranking as the **56th fastest-growing Italian company** over the 2017–2020 period by *Il Sole 24 Ore* and Statista. The company's growth was also confirmed in 2023 for the second consecutive year.

Source: Data provided by the Company's Management.

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3 | Target Market – 1 Porter's Five Forces

Porter's Five Forces Model

Porter's Five Forces analysis indicates a medium level of industry competition, characterized by high bargaining power of customers and a wide availability of substitute products, a limited threat of new entrants, and low bargaining power of suppliers within the target market.

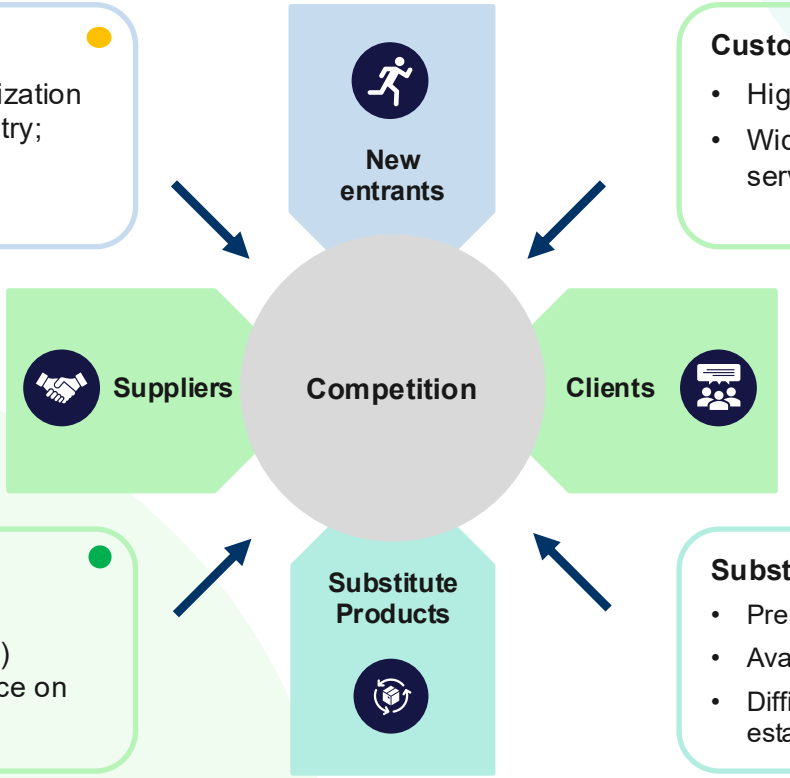
Porter's Five Forces Analysis

New entrants: medium

- Ease of development and commercialization of new software and low barriers to entry;
- Difficulty in building a stable and loyal customer base.

Customers: medium-high

- High availability of information for customers;
- Wide range of choices both in consulting services and software solutions.



Suppliers: low

- Egomnia operates in business areas (consulting and software development) characterized by little or no dependence on suppliers.

Substitute products: medium-high

- Presence of multiple competitors;
- Availability of various online software solutions;
- Difficulty in penetrating target markets with established and consolidated relationships.

Source: Data provided by the Company's Management.

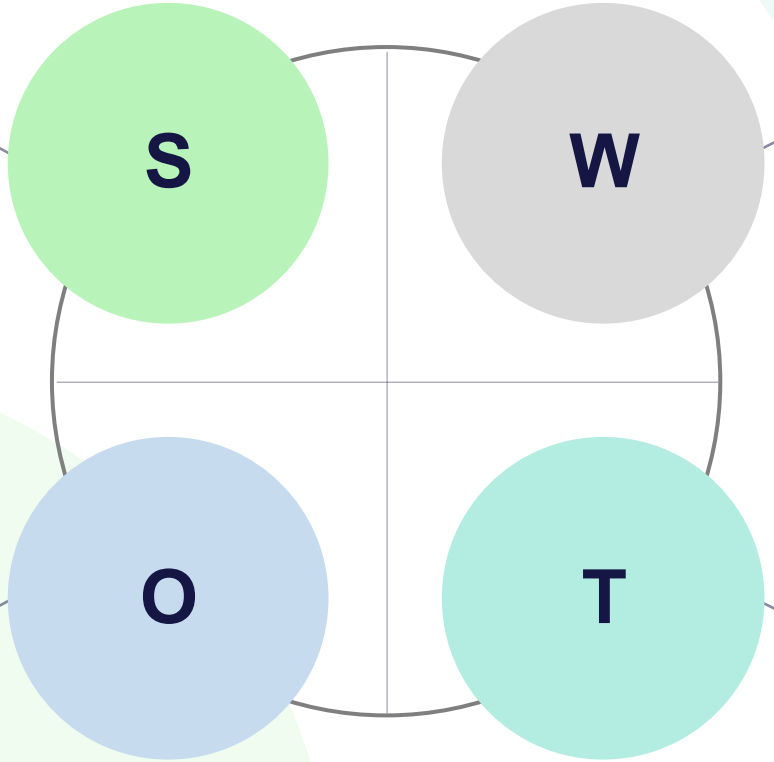
Risk: Low Medium High

3 | Target Market – SWOT

SWOT Analysis of Egomnia

The SWOT analysis highlights potential areas for improvement and expansion that the company can leverage as opportunities to drive the growth of its activities.

SWOT Analysis



Strengths

- Diversification of activities across markets and business areas;
- Clients operating in different sectors with strong potential for development and growth;
- Expertise of key personnel in AI and IT; first mover in file notarization and advanced project management through blockchain technology.

Weaknesses

- Still at a scaling-up stage in terms of size;
- Telecom sector CAGR below 2%.

Opportunities

- Potential scalability of AI and blockchain services;
- Scalability and monetization of the software sector.

Threats

- Competitive dynamics.

Source: Data provided by the Company's Management.

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4 | Financial Highlights – 30 June 2026 vs. 30 June 2025

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In the first half of 2026, Egomnia recorded a Value of Production of approximately €1.645 million, an increase of 91% compared to the same period of the previous year.

Income Statement – 30 June 2026 vs. 30 June 2025

€ k	30/06/2026	30/06/2025
Sales Revenues	1,215	577
Other Revenues and Income	430	286
Value of Production	**1,645**	**862**
Costs of Raw Materials, Consumables and Goods	(0)	(3)
Costs for Services	(387)	(340)
Costs for the Use of Third-Party Assets	(30)	(29)
Personnel Costs	(1,044)	(561)
Other Operating Expenses	(19)	(8)
EBITDA	**161**	**(79)**
Depreciation and Amortization	(154)	(42)
Provisions and Impairment Losses	(24)	(4)
EBIT	**(17)**	**(126)**
Financial Management	(21)	(17)
EBT	**(38)**	**(143)**
Income Taxes	(7)	-
Net Profit	**(45)**	**(143)**

Source: Egomnia.com – Investor Relations – Bilanci e Relazioni Periodiche.

4 | Financial Highlights – 30 June 2026 vs. 31 December 2025

Trade Working Capital, amounting to €1,131 million, increased compared to €538 thousand as of 31 December 2025, driven by the expansion of the business.

Balance Sheet – 30 June 2026 vs. 31 December 2025

€ k	30/06/2026	31/12/2025
Intangible Assets	1,044	1,195
Property, Plant and Equipment	9	11
Fixed Assets	**1,053**	**1,206**
Trade Receivables	1,276	690
Trade Payables	(145)	(152)
Working Capital	**1,131**	**538**
Other Current Assets	13	36
Other Current Liabilities[1]	(550)	(275)
Tax Receivables and (Payables)	406	187
Net Accrued Income and Prepayments	(112)	(148)
Net Working Capitale	**887**	**338**
Provisions for Risks and Charges	(24)	(9)
Employee Severance Indemnity (TFR)	(230)	(219)
Net Invested Capital	**1,686**	**1,316**
Total Bank and Financial Debt	1,468	1.032
Cash and Cash Equivalents	(39)	(19)
Net Financial Debt	**1,429**	**1,013**
Share Capital	55	55
Reserves (including Retained Losses)	247	469
Net Income for the Period	(45)	(222)
Shareholders' Equity	**257**	**302**
Total Sources	**1,686**	**1,316**

Source: Egomnia.com – Investor Relations – Bilanci e Relazioni Periodiche.

1Includes social security payables.

4 | Financial Highlights – 30 June 2026 vs. 30 June 2025

Net Financial Debt amounted to €1,429 million, compared to €1,013 million as of 31 December 2025, representing an increase of €416 thousand, mainly due to the opening of new financing facilities to support the Company's liquidity, particularly its trade working capital.

Net Financial Debt – 30 June 2026 vs. 30 June 2025

€ k	30/06/2026	30/06/2025
A. Cash and Cash Equivalents	39	19
B. Cash Equivalents	-	-
C. Other Current Assets	-	-
D. Liquidity (A) + (B) + (C)	**39**	**19**
E. Current Financial Debt	907	546
F. Current Portion of Non-Current Financial Debt	250	251
G. Current Financial Debt (E) + (F)	**1,158**	**797**
H. Net Current Financial Debt (G) – (D)	**1,118**	**778**
I. Non-Current Financial Debt	310	235
J. Debt Instruments	-	-
K. Non-Current Trade and Other Payables	-	-
L. Non-Current Financial Debt (I) + (J) + (K)	**310**	**235**
M. Total Net Financial Debt (H) + (L)	**1,429**	**1,013**

Source: Egomnia.com – Investor Relations – Bilanci e Relazioni Periodiche.

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5 | Strategic Guidelines and Growth Drivers

egomnia

Main growth drivers and strategic directions of Egomnia

Egomnia identifies four main drivers and three strategic directions for growth.

Principali *driver* e conseguenti direttrici di crescita



Staff training and development

Workforce expansion





R&D

M&A



Consolidation	M&A	Solutions Development and R&D
Hiring personnel in the Commercial, HR, Administrative, and highly skilled Technical areas.	Expansion into currently unserved geographic areas and acquisition of new competencies and services (with a particular focus on highly innovative digital markets) through M&A activities.	Strengthening of the platform and its solutions through the implementation of new services (B2C, B2B2C, and B2B) and the enhancement of existing offerings.

Source: Data provided by the Company's Management.

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AI	Artificial Intelligence
AWP	Amusement With Price
B2B	Business To Business
B2B2C	Business To Business To Consumer
B2C	Business To Consumer
CAGR	Compounded Average Growth Rate
DB	Database
EBIT	Earnings before Interest & Tax
EBITDA	Earning Before Interest Tax Depreciation Amortization
EBT	Earnings Before Taxes
ICT	Information and Communication Technologies
IoT	Internet of Things
IP	Internet Protocol
IT	Information Technology
M&A	Mergers & Acquisitions
O&M	Operation and Maintenance
SME	Small and Medium Enterprices
R&D	Research and Development
SAAS	Software as a Service
SSL	Secure Sockets Layes
SW	Software
TelCo	Telecommunication Company
XDR	Extended Detection and Response
YoY	Year over Year