EXPERT.AI

Sector: Technology

Underlying recovery taking shape in 1H26

1H26 showed progress on both the top line and profitability, with revenues up 30% YoY to Eu20.4mn, supported by ISED consolidation and 7% underlying organic growth. The revenue mix continued to evolve, with recurring services up 55%, supporting better visibility. EBITDA returned positive at Eu1.5mn, while we estimate an improvement also on a L-f-L basis, suggesting the recovery extends beyond ISED. Cash generation remains the key area to improve, as higher working capital and R&D investment drove NFP to Eu12.1mn. Estimates broadly unchanged, TP confirmed at Eu2.3/s, 38% upside: BUY.

- **Revenue growth continues, supported by ISED consolidation.** 1H26 revenues increased 30% YoY to Eu20.4mn, driven by a combination of organic growth, the contribution from ISED, consolidated since Jul-25, and progress on the Villanova project. We estimate underlying organic growth at some 7% YoY, with ISED representing the main perimeter effect vs. 1H25, while Finix was already included. The revenue mix also shifted materially towards services: Recurring Services increased 55% to Eu4.6mn, improving visibility and predictability, while Professional Services more than doubled to Eu6.7mn, also supported by ISED consolidation. Conversely, Licences declined by 24% to Eu6.1mn from Eu8.0mn, mainly reflecting weaker North American revenues and a greater weighting of annual contracts vs. multi-year contracts recognised upfront. Overall, the mix points to a progressively more service-led and recurring revenue base, albeit with licences remaining a meaningful 30% of group revenues.
- **Profitability improved, with EBITDA returning to positive territory.** Gross profit increased 28% YoY to Eu11.0mn, while reported EBITDA reached Eu1.5mn versus a Eu0.6mn loss in 1H25, a Eu2.0mn YoY improvement. Based on our estimates, excluding ISED's contribution, EBITDA totalled Eu1.0mn, implying a Eu1.5mn YoY improvement on a L-f-L basis and pointing to a meaningful recovery also in the underlying business. Cash EBITDA improved to Eu0.8mn negative from Eu2.9mn negative, highlighting a significant reduction in the operating cash absorption embedded in the business. EBIT remained negative at Eu2.8mn, although improving from a Eu5.1mn loss, with the gap versus EBITDA largely reflecting amortisation of capitalised R&D costs and Finix-related concessions. The net loss narrowed by 45% to Eu3.7mn from Eu6.8mn, confirming a broad-based improvement across the P&L.
- **Cash absorption continued in 1H26, partly reflecting business growth and investment.** NFP increased to Eu12.1mn (debt) from Eu7.1mn (debt) at YE25, with NWC increasing by Eu2.6mn to Eu15.5mn, mainly due to higher trade receivables as the business expanded. This absorbed the positive EBITDA contribution, leaving operating cash flow broadly neutral in 1H26. Investment cash outflow amounted to Eu2.9mn, predominantly related to R&D activities. It worths mentioning, 1H26 NFP does not reflect the Eu4.0mn repayment made by Villanova to Expert.ai in Aug-26, which provided a significant partial reversal of the 1H26 increase in NFP.
- **Execution of the 2026-28 plan remains the key focus.** In 2H26, management will focus on the full integration of ISED and the extraction of operating, commercial and technological synergies, particularly across PA and regulated sectors, while further developing an integrated AI and system-integration offering in digital healthcare and public procurement. Commercial efforts will also centre on EidenAI Suite and the strategic Microsoft partnership, leveraging native Azure integration and growing demand for governable and explainable enterprise AI. The company confirmed that 1H26 results and the current pipeline of commercial opportunities remain consistent with the growth trajectory outlined in the 2026-28 Plan.
- **Estimates basically unchanged, TP of Eu2.3/s, BUY.** We fine-tuned our projections factoring in higher FY26E NFP base, mainly reflecting R&D investments and financing support related to the Villanova project too. We left our top-line and EBITDA/EBITDA Cash assumptions unchanged, broadly aligned with the company's medium-term targets. We see 1H26 as another step in the right direction, with organic revenues and L-f-L EBITDA improving YoY. Recurring revenues provide better visibility, while cash conversion remains the key point to prove, alongside ISED integration and EidenAI commercial traction. Our Eu2.3/s TP is based on FY26-28 EV/Sales peer multiples, supported by a DCF (3.0% g, 9.7% WACC), 30-70% weighted, implying a 38% upside. BUY.

BUY

Unchanged

TP 2.3

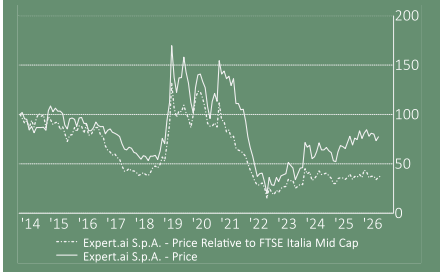
Unchanged

Target price upside 38%

Change in EPS est.	FY26E	FY27E
	0%	0%

Ticker (BBG, Reut)	EXAI IM / EXAI MI
Share price Ord. (Eu)	1.7
N. of Ord. shares (mn)	113.1
Total N. of shares (mn)	113.1
Market cap (Eu mn)	189
Total Market Cap (EU mn)	189
Free Float Ord. (%)	80%
Free Float Ord. (Eu mn)	152
Daily AVG liquidity Ord. (Eu k)	260

	1M	3M	12M
Absolute Perf.	10.7%	-1.9%	9.6%
Rel.to FTSEMidCap	13.0%	4.3%	6.4%
52 weeks range		1.4	1.9



	FY25A	FY26E	FY27E
Sales	43	52	56
EBITDA	8.5	10.7	12.5
Net profit	(5.7)	0.7	2.0
EPS adj.	(0.05)	0.01	0.02
DPS - Ord.	0.00	0.00	0.00
EV/EBITDA	17.9x	17.0x	14.0x
P/E adj.	nm	nm	92.6x
Dividend yield	0.0%	0.0%	0.0%
FCF yield	neg	1.1%	3.6%
Net debt/(Net cash)	7.1	5.1	(1.8)
Net debt/EBITDA	0.8x	0.5x	nm

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ALANTRA
Italian Equity Research

Summary Financials (IFRS)

P&L account (Eu mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Net Revenues	27.3	42.7	51.6	55.7	57.8
Gross Margin	18.5	27.1	33.8	36.2	36.5
EBITDA	3.4	8.5	10.7	12.5	13.0
D&A	(8.4)	(9.5)	(8.9)	(8.9)	(8.1)
EBIT	(5.0)	(1.0)	1.9	3.6	4.9
Net financial charges	(4.1)	(4.4)	(0.9)	(0.8)	(0.8)
Associates	0.0	0.0	0.0	0.0	0.0
Extraordinary items	0.0	0.0	0.0	0.0	0.0
Pre-tax profit	(9.0)	(5.4)	1.0	2.8	4.1
Taxes	(1.0)	(0.3)	(0.3)	(0.8)	(1.1)
Minorities	0.0	0.0	0.0	0.0	0.0
Discontinued activities	0.0	0.0	0.0	0.0	0.0
Net profit reported	(10.1)	(5.7)	0.7	2.0	3.0
EBITDA cash	**(1.7)**	**3.4**	**4.5**	**5.6**	**6.0**
EBIT adjusted	**(5.0)**	**(1.0)**	**1.9**	**3.6**	**4.9**
Net profit adjusted	**(10.1)**	**(5.7)**	**0.7**	**2.0**	**3.0**

Margins (%)	FY24A	FY25A	FY26E	FY27E	FY28E
Gross margin	67.8%	63.5%	65.5%	65.0%	63.2%
EBITDA margin	12.4%	20.0%	20.8%	22.5%	22.5%
EBIT margin	-18.2%	-2.2%	3.6%	6.5%	8.4%
Pre-tax margin	-33.0%	-12.6%	1.9%	5.0%	7.0%
Net profit margin	-36.8%	-13.3%	1.4%	3.7%	5.1%

Growth rates (%)	FY24A	FY25A	FY26E	FY27E	FY28E
Sales	-16.2%	56.0%	20.9%	8.0%	3.8%
EBITDA	nm	nm	25.6%	16.9%	3.5%
EBITDA cash	nm	nm	33.8%	24.2%	6.0%
EBIT	nm	nm	nm	94.9%	33.4%
EBIT adjusted	nm	nm	nm	94.9%	33.4%
Pre-tax	nm	nm	nm	nm	45.2%
Net profit	nm	nm	nm	nm	45.2%
Net profit adjusted	nm	nm	nm	nm	45.2%

Per share data	FY24A	FY25A	FY26E	FY27E	FY28E
Shares	97.34	113.09	113.09	113.09	113.09
N. of shares AVG	113.09	113.09	113.09	113.09	113.09
N. of shares diluted AVG	97.34	105.21	113.09	113.09	113.09
EPS	**(0.09)**	**(0.05)**	**0.01**	**0.02**	**0.03**
EPS adjusted	**(0.09)**	**(0.05)**	**0.01**	**0.02**	**0.03**
DPS - Ord.	**0.00**	**0.00**	**0.00**	**0.00**	**0.00**
DPS - Sav.	0.00	0.00	0.00	0.00	0.00
BVPS	0.28	0.39	0.40	0.41	0.44

Enterprise value (Eu mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Share price Ord. (Eu)	1.30	1.41	1.67	1.67	1.67
Market cap	147.3	159.1	189.1	189.1	189.1
Net debt/(Net cash)	1.7	7.1	5.1	(1.8)	(8.5)
Adjustments	(5.4)	(13.0)	(11.8)	(11.2)	(11.0)
Enterprise value	143.6	153.2	182.3	176.1	169.6

Cash flow (Eu mn)	FY24A	FY25A	FY26E	FY27E	FY28E
EBITDA	3.4	8.5	10.7	12.5	13.0
Net financial charges	(4.1)	(4.4)	(0.9)	(0.8)	(0.8)
Cash taxes	(1.0)	(0.3)	(0.3)	(0.8)	(1.1)
Ch. in Working Capital	(0.8)	2.8	(2.3)	2.5	2.7
Other operating items	(0.9)	4.3	1.2	0.6	0.3
Operating cash flow	**(3.4)**	**10.9**	**8.5**	**14.1**	**14.0**
Capex	(5.3)	(8.2)	(6.5)	(7.2)	(7.3)
FCF	**(8.7)**	**2.7**	**2.0**	**6.9**	**6.7**
Disposals/Acquisitions	0.0	0.0	0.0	0.0	0.0
Changes in Equity	29.7	20.0	0.0	0.0	0.0
Others	(0.9)	(28.1)	0.0	0.0	0.0
Dividends	0.0	0.0	0.0	0.0	0.0
Ch. in NFP	**20.1**	**(5.4)**	**2.0**	**6.9**	**6.7**

Ratios (%)	FY24A	FY25A	FY26E	FY27E	FY28E
Capex/Sales	**19.4%**	**19.2%**	**12.6%**	**12.9%**	**12.6%**
Capex/D&A	0.6x	0.9x	0.7x	0.8x	0.9x
FCF/EBITDA	nm	nm	18.8%	54.7%	51.8%
FCF/Net profit	nm	nm	nm	336.0%	226.9%
Dividend pay-out	**0.0%**	**0.0%**	**0.0%**	**0.0%**	**0.0%**

Balance sheet (Eu mn)	FY24A	FY25A	FY26E	FY27E	FY28E
Working capital	9.4	12.9	15.2	12.7	10.0
Fixed assets	31.3	49.2	46.9	45.2	44.3
Provisions & others	(7.1)	(11.1)	(12.4)	(13.0)	(13.2)
Net capital employed	**33.6**	**51.0**	**49.7**	**44.9**	**41.2**
Net debt/(Net cash)	**1.7**	**7.1**	**5.1**	**(1.8)**	**(8.5)**
Equity	31.9	44.0	44.7	46.7	49.7
Minority interests	0.0	0.0	0.0	0.0	0.0

Ratios (%)	FY24A	FY25A	FY26E	FY27E	FY28E
Working capital/Sales	**34.4%**	**30.3%**	**29.5%**	**22.8%**	**17.4%**
Net debt/Equity	**5.3%**	**16.1%**	**11.3%**	**nm**	**nm**
Net debt/EBITDA	**0.5x**	**0.8x**	**0.5x**	**nm**	**nm**

Valuation	FY24A	FY25A	FY26E	FY27E	FY28E
EV/CE	**3.5x**	**2.5x**	**2.9x**	**3.0x**	**3.1x**
P/BV	4.6x	3.6x	4.2x	4.0x	3.8x
EV/Sales	5.2x	3.6x	3.5x	3.2x	2.9x
EV/EBITDA cash	nm	nm	40.2x	31.2x	28.4x
EV/EBITDA	**nm**	**17.9x**	**17.0x**	**14.0x**	**13.1x**
EV/EBIT	nm	nm	97.7x	48.4x	35.0x
EV/EBIT adjusted	**nm**	**nm**	**97.7x**	**48.4x**	**35.0x**
P/E	nm	nm	nm	92.6x	63.7x
P/E adjusted	nm	**nm**	**nm**	**92.6x**	**63.7x**
ROCE pre-tax	neg	neg	3.0%	6.1%	8.6%
ROE	**neg**	**neg**	**1.6%**	**4.4%**	**6.0%**
EV/FCF	neg	neg	nm	25.6x	25.2x
FCF yield	**neg**	**neg**	**1.1%**	**3.6%**	**3.6%**
Dividend yield	**0.0%**	**0.0%**	**0.0%**	**0.0%**	**0.0%**

Source: Company data, Alantra estimates

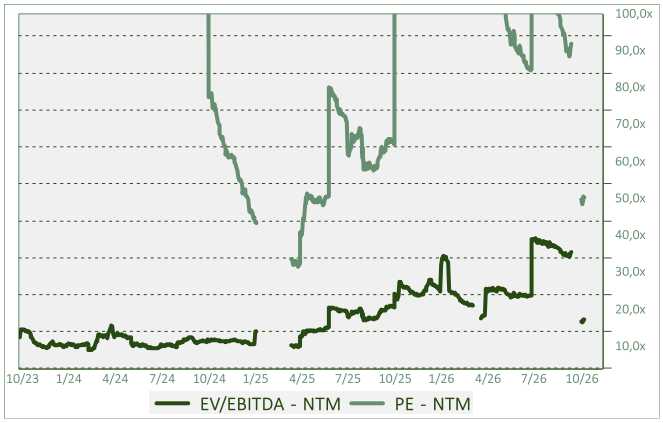
Share price performance

The share price does not yet reflect the ongoing strategic transformation



Valuation

Market multiples still reflect a turnaround phase, but started re-rating



Key Charts

Enablers for the 2026-28 strategic plan

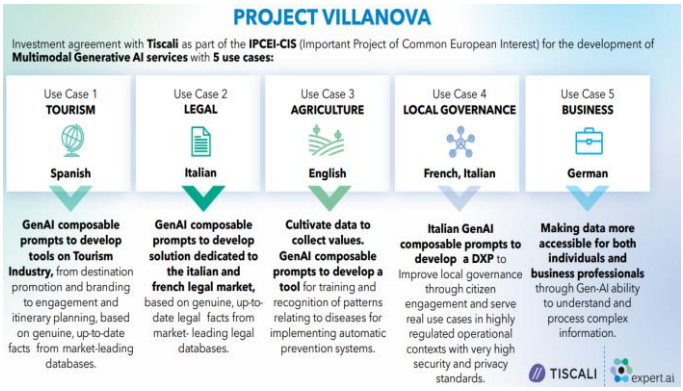
R&D, alliances and commercial expansion driving innovation and mkt growth



Source: Company data

The Villanova project

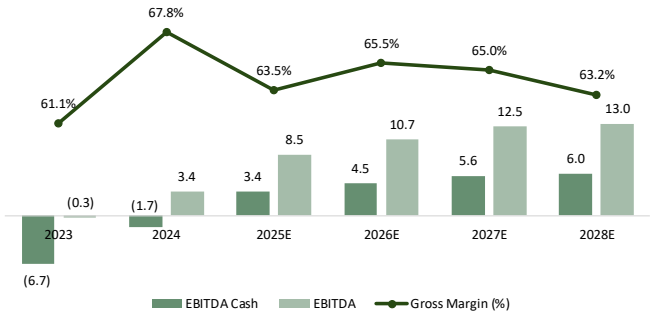
EU-backed IPCEI boosts Expert.ai's multimodal AI in regulated sectors



Source: Company data

Profitability inflection with expanding margin

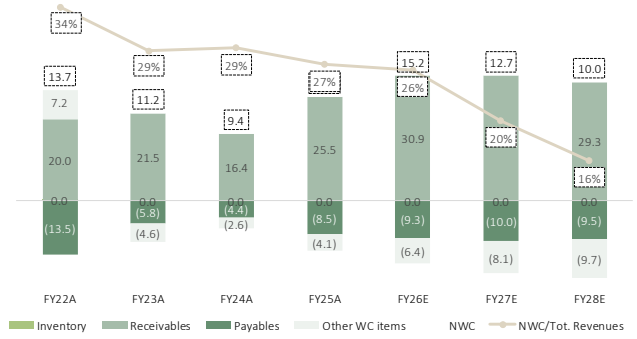
Following the 2024 governance shift, EBITDA cash turned positive in 2025



Source: Company data, Alantra estimates

SaaS shift improves working capital profile

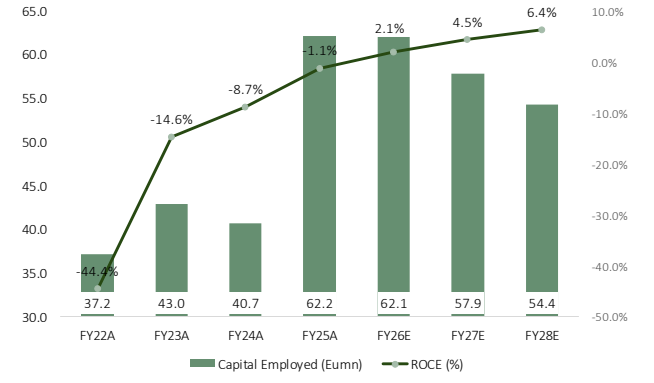
SaaS revenues cut seasonality, lowering NWC/Revenues to <15%



Source: Company data, Alantra estimates

ROCE, from negative to 6.5% in 2025-28E

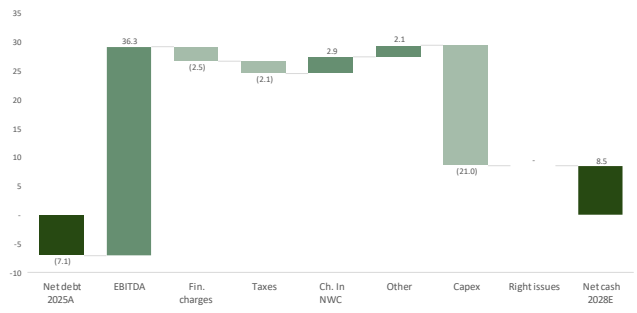
Broadly stable capital and rising EBIT lift ROCE to 6.5% in 2028E



Source: Company data, Alantra estimates

2024-28E Net Debt/Cash bridge

Expert.ai is expected to generate FCF, while continuing to invest in development



Source: Company data, Alantra estimates

Profile

Background

Expert.ai is a European deep-tech AI company specializing in Natural Language Understanding (NLU) and Processing (NLP), with a proprietary neuro-symbolic architecture combining LLMs and symbolic reasoning. Founded in 1989, it operates across 8 countries with 200+ professionals, offering scalable, explainable, and domain-specific AI solutions. Its modular EidenAI Suite powers automation and insight extraction for highly regulated sectors including insurance, banking, pharmaceuticals, public administration, and media. Available via SaaS or on-premises, Expert.ai's tools integrate seamlessly with enterprise systems. Recent strategic changes, led by CEO Dario Pardi, have shifted the business from a fragmented, service-heavy model toward a scalable, capital-light SaaS structure with improving margins and cash generation. The group is also a key participant in the EU-backed Project Villanova, aimed at developing Multimodal Generative AI. With 30+ years of experience in language intelligence and a hybrid architecture designed to reduce hallucinations and enhance control, Expert.ai is positioned as a trusted partner for mission-critical AI transformation in complex, compliance-driven environments.

Positioning

Expert.ai stands out as a vertically specialized, enterprise-grade AI platform focused on Natural Language Understanding (NLU) and Processing (NLP). 1) It combines a proprietary neuro-symbolic AI core with a modular suite of tools and solutions (EidenAI), enabling explainable, end-to-end automation across language-intensive workflows; 2) It has built a track record of deployment in regulated sectors, with mission-critical use cases across insurance, banking, pharma, and PA. Unlike most players that are either infrastructure providers or system integrators, Expert.ai offers an integrated model that blends foundational AI capabilities with ready-to-deploy vertical solutions, delivered via SaaS or on-premises. Its hybrid architecture ensures high semantic precision and control, key to compliance-heavy environments. With over 30 years of domain expertise, growing SaaS adoption, and a clear pivot from custom services to scalable products, Expert.ai is now positioned to lead the transition toward explainable, production-grade AI. Despite prior inefficiencies, the group has regained financial discipline and is executing a roadmap rooted in profitable, capital-light growth.

Growth

Expert.ai confirmed its operational turnaround in FY25, with revenues reaching Eu42.7mn (+56% YoY), supported by organic growth and M&A contributions. EBITDA adj. rose to Eu8.5mn (+152% YoY), marking the second consecutive year of positive profitability and improving operating leverage. The revenue mix continues to evolve, with Software at 49% of sales and increasing contributions from Professional and Managed Services following the integration of ISED and Finix. Investments in R&D and the Villanova project remain central to scaling the EidenAI Suite and strengthening Expert.ai's positioning within the European sovereign AI ecosystem. The company plan for 2026-28 targets revenues of Eu59mn in 2028, EBITDA is seen increasing to Eu13mn, implying a revenue CAGR of 12%, at EBITDA of 15% and cash EBITDA of 21%, in 2025-28.

Strategy

Expert.ai has defined a focused, AI-first strategy supported by a multi-year transformation plan based on three pillars: (i) transitioning from services and term licenses to a SaaS-based, product-led model (64% of FY25 revenues), centered on the modular EidenAI Suite and its vertical use cases; (ii) international growth, with North America expected to generate over one-third of revenues by 2026; (iii) selective M&A to enhance capabilities and broaden vertical exposure (the acquisition of ISED goes in this direction). The platform integrates open-source LLMs (e.g., Mistral) and offers flexible deployment across cloud and on-premises environments. Strategic focus remains on regulated sectors, insurance, banking, pharma, and PA, where precision and explainability are critical. The shift to recurring revenues supports scalability, margin improvement, and reduced reliance on custom projects, while aligning with enterprise-grade AI standards.

Strengths	Weaknesses
Proprietary hybrid AI architecture	Relatively high customer concentration
Domain expertise and vertical specialisation	Legacy customization and service dependence
Geographical diversification & US expansion	Limited penetration outside Italy
Transition to scalable SaaS model	Ongoing reorganization
Opportunities	**Threats**
Explosive AI market growth	Competition from hyperscalers & LLM platforms
SaaS scaling & managed services rollout	High valuation in AI sector
Regulatory tailwinds in Europe	Customer retention without contractual lock-in
M&A to accelerate business expansion	IT talent competition & wage inflation

Key shareholders	Management	Next events
GUM Group - 10.2%	Dario Pardi - CEO & CH	
Sofia Holding's former shareholders - 6.9%	Fabio Montorselli - CFO	
Ergo srl - 6.0%	Stefano Spaggiari - IR	
Market - 75.4%	Marco Varone - CTO	
	Umberto Pardi - CRO	
	Peter Caiazzi - COO	

1H26 Results

ExpertAi – Growth accelerate, profitability rebuilds in 1H26

1H26 shows strong revenue growth and a clear profitability recovery, with EBITDA returning to positive territory.

Eu mn	1H25A	1H26A	YoY%	2H25A	2H26E	YoY%	FY25A	FY26E	YoY%
Total Sales	14.0	18.5	*33%*	28.7	33.0	*15%*	42.7	51.6	*21%*
Value of Production	17.9	20.4	*14%*	29.9	37.4	*25%*	47.8	57.8	*21%*
EBITDA	(0.6)	1.4	*nm*	9.1	9.3	*2%*	8.5	10.7	*26%*
Ebitda Margin %	-3.2%	7.1%		30.5%	24.8%		17.9%	18.6%	
EBIT	(5.1)	(2.8)	*nm*	4.2	4.7	*13%*	(1.0)	1.9	*nm*
Ebit Margin %	*neg*	-14.0%		*neg*	12.6%		*neg*	3.2%	
Net Profit	(6.8)	(3.7)	*nm*	1.1	4.5	*nm*	(5.7)	0.7	*nm*
Net Profit Margin %	*neg*	-18.4%		*neg*	11.9%		*neg*	1.2%	
NFP end of the period	(5.1)	(12.1)		(7.1)	(5.1)		(7.1)	(5.1)	

Source: Company data and Alantra estimates

Change in Estimates

Estimates basically left unchanged

Estimates unchanged across the P&L, with higher 1H26 net debt driving a modest NFP revision

	NEW Estimates			% Change			OLD Estimates		
(Eu mn)	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
Revenues	51.6	55.7	57.8	0.0%	0.0%	0.0%	51.6	55.7	57.8
EBITDA Reported	10.7	12.5	13.0	0.0%	0.0%	0.0%	10.7	12.5	13.0
EBITDA Cash	4.5	5.6	6.0	0.0%	0.0%	0.0%	4.5	5.6	6.0
EBIT Adjusted	1.9	3.6	4.9	0.0%	0.0%	0.0%	1.9	3.6	4.9
Pretax Profit	1.0	2.8	4.1	0.0%	0.0%	0.0%	1.0	2.8	4.1
Net profit	0.7	2.0	3.0	0.0%	0.0%	0.0%	0.7	2.0	3.0
EPS	0.01	0.02	0.026	0.0%	0.0%	0.0%	0.01	0.02	0.03
Net financial position	(5.1)	1.8	8.5	(3.1)	(2.1)	(1.3)	(2.0)	3.9	9.8

Source: Alantra

Peer analysis

Trading multiples

Expert.ai trades at a sharp discount to international AI peers on EV/Sales and EV/EBITDA, despite superior growth and improving margins

Company	Country	Mkt Cap (Eu mn)	EV/Sales			EV/EBITDA			EV/EBIT			PE		
			FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E	FY26E	FY27E	FY28E
Expert AI	ITALY	189	3.5 x	3.2 x	2.9 x	17.0 x	14.0 x	13.1 x	97.7 x	48.4 x	35.0 x	nm	92.6 x	63.7 x
Prem. (disc.) to Int. AI Peers' Median			*-44%*	*-42%*	*-45%*	*-77%*	*-76%*	*-57%*	*nm*	*-20%*	*-13%*	*nm*	*11%*	*-9%*
BigBear.ai Holdings, Inc.	UNITED STATES	1,116	5.9 x	5.6 x	na	na	na	na	na	na	na	na	na	na
C3.ai, Inc. Class A	UNITED STATES	1,556	5.5 x	5.4 x	5.4 x	na	na	na	na	na	na	na	na	na
Open Text Corporation	CANADA	4,864	2.0 x	2.0 x	1.8 x	5.4 x	6.0 x	5.3 x	5.9 x	6.5 x	5.8 x	5.2 x	5.9 x	5.4 x
Palantir Technologies Inc. Class A	UNITED STATES	388,755	54.3 x	35.8 x	24.6 x	89.3 x	57.9 x	38.9 x	90.5 x	60.2 x	40.2 x	118.4 x	83.4 x	58.0 x
SenseTime Group, Inc. Class B	CHINA	5,690	6.7 x	5.3 x	4.3 x	56.2 x	57.6 x	21.5 x	na	na	na	na	na	90.7 x
Snowflake, Inc.	UNITED STATES	106,696	18.8 x	14.4 x	10.9 x	102.2 x	75.5 x	52.0 x	129.4 x	86.0 x	58.2 x	155.5 x	112.6 x	81.4 x
SoundHound AI, Inc Class A	UNITED STATES	2,189	na	na	na	na	na	na	na	na	na	na	na	na
International AI Peers	Average	72,981	15.5 x	11.4 x	9.4 x	63.3 x	49.3 x	29.4 x	75.3 x	50.9 x	34.7 x	93.0 x	67.3 x	58.9 x
	Median	4,864	6.3 x	5.5 x	5.4 x	72.8 x	57.8 x	30.2 x	90.5 x	60.2 x	40.2 x	118.4 x	83.4 x	69.7 x
CY4Gate SpA	ITALY	262	2.3 x	2.1 x	2.0 x	11.4 x	9.6 x	8.6 x	53.8 x	26.6 x	20.5 x	na	78.1 x	47.6 x
Cyberoo S.p.A.	ITALY	48	1.6 x	1.4 x	1.2 x	4.9 x	4.0 x	3.2 x	7.9 x	6.3 x	4.8 x	12.2 x	9.7 x	7.5 x
Reply S.p.A.	ITALY	4,602	1.5 x	1.3 x	1.2 x	8.5 x	7.4 x	6.4 x	10.1 x	8.8 x	7.7 x	16.1 x	15.1 x	14.0 x
Sys-dat S.P.A.	ITALY	266	2.5 x	2.2 x	1.9 x	12.6 x	10.8 x	9.1 x	19.9 x	16.4 x	13.7 x	27.2 x	23.5 x	20.7 x
WIIT SpA	ITALY	782	6.0 x	5.5 x	5.0 x	14.2 x	12.6 x	11.1 x	25.6 x	20.7 x	17.6 x	39.8 x	27.1 x	22.8 x
Italian Technology Peers	Average	1,192	2.8 x	2.5 x	2.2 x	10.3 x	8.9 x	7.7 x	23.4 x	15.8 x	12.9 x	23.8 x	30.7 x	22.5 x
	Median	266	2.3 x	2.1 x	1.9 x	11.4 x	9.6 x	8.6 x	19.9 x	16.4 x	13.7 x	21.7 x	23.5 x	20.7 x

Source: FactSet

Financials - Expert.ai versus selected peers

Expert.ai delivers top-line growth above domestic comps and EBITDA margins above both international and domestic peer medians

Company	Country	Mkt Cap (Eu mn)	FY26E - FY28E average margins					CAGR FY25A - FY28E			
			EBITDA Margin	EBIT Margin	Net Income Margin	Capex / Sales	Dividend Payout	Sales	EBITDA	EBIT	EPS
Expert AI	ITALY	189	21.9%	6.2%	3.4%	12.7%	0.0%	10.6%	15.0%	nm	nm
	Average		15.2%	0.0%	-3.1%	8.4%	10.1%	18.4%	-10.5%	-20.5%	-18.9%
	Median		20.0%	14.1%	9.6%	3.0%	0.0%	12.1%	11.8%	11.5%	12.2%
BigBear.ai Holdings, Inc.	UNITED STATES	1,116	-24.2%	-62.3%	-67.8%	0.7%	na	na	na	na	na
C3.ai, Inc. Class A	UNITED STATES	1,556	-43.2%	-45.9%	-35.1%	1.0%	0.0%	2.2%	-23.5%	-27.5%	-38.8%
Open Text Corporation	CANADA	4,864	34.4%	31.8%	19.7%	4.2%	26.9%	1.1%	0.8%	0.6%	4.1%
Palantir Technologies Inc. Class A	UNITED STATES	388,755	62.5%	60.5%	49.9%	0.6%	0.0%	57.2%	68.8%	68.0%	63.4%
SenseTime Group, Inc. Class B	CHINA	5,690	19.0%	-20.0%	0.0%	39.6%	0.0%	28.8%	-262.0%	-50.1%	-159.1%
Snowflake, Inc.	UNITED STATES	106,696	19.8%	16.6%	14.4%	0.9%	0.0%	30.8%	47.1%	59.1%	49.4%
SoundHound AI, Inc Class A	UNITED STATES	2,189	-24.5%	-65.2%	-65.9%	1.2%	na	34.2%	na	na	na
International AI Peers	Average	72,981	6.3%	-12.1%	-12.1%	6.9%	5.4%	25.7%	-33.8%	10.0%	-16.2%
	Median	4,864	19.0%	-20.0%	0.0%	1.0%	0.0%	29.8%	0.8%	0.6%	4.1%
CY4Gate SpA	ITALY	262	22.0%	7.3%	1.3%	9.5%	0.0%	10.5%	14.6%	-328.2%	-198.6%
Cyberoo S.p.A.	ITALY	48	34.9%	22.4%	14.2%	22.4%	0.0%	12.2%	17.8%	32.5%	37.2%
Reply S.p.A.	ITALY	4,602	18.1%	15.1%	10.3%	1.9%	19.8%	8.2%	6.8%	6.7%	9.6%
Sys-dat S.P.A.	ITALY	266	20.1%	13.2%	8.8%	5.1%	13.0%	12.1%	15.1%	16.3%	14.7%
WIIT SpA	ITALY	782	43.5%	26.0%	12.7%	14.2%	41.4%	4.9%	9.1%	17.2%	29.0%
Italian Technology Peers	Average	1,192	27.7%	16.8%	9.5%	10.6%	14.8%	9.6%	12.7%	-51.1%	-21.6%
	Median	266	22.0%	15.1%	10.3%	9.5%	13.0%	10.5%	14.6%	16.3%	14.7%

Source: FactSet, Alantra

Market performance of our selected peers

The stock has outperformed the median of its international peers in 1M and YTD

Company	Country	Mkt Cap (Eu mn)	Performance 1M	3M	6M	YTD	1YR	3YR	5YR
Expert AI	ITALY	189	10.7%	-1.9%	-3.6%	6.5%	9.6%	73.0%	-28.9%
	Average		0.3%	9.3%	26.0%	-1.1%	-5.7%	140.1%	53.7%
	Median		0.7%	8.5%	24.2%	-5.6%	-16.1%	50.2%	-22.4%
BigBear.ai Holdings, Inc.	UNITED STATES	1,116	-10.6%	-26.1%	-27.1%	-51.7%	-63.7%	82.5%	-73.6%
C3.ai, Inc. Class A	UNITED STATES	1,556	6.0%	22.4%	28.4%	-17.7%	-42.1%	-54.2%	-74.7%
Open Text Corporation	CANADA	4,864	-3.2%	-2.0%	2.3%	-28.3%	-39.4%	-33.2%	-47.5%
Palantir Technologies Inc. Class A	UNITED STATES	388,755	8.6%	46.5%	27.6%	6.6%	9.4%	1098.0%	716.0%
SenseTime Group, Inc. Class B	CHINA	5,690	-17.0%	-13.0%	-35.1%	-45.5%	-58.2%	-10.4%	na
Snowflake, Inc.	UNITED STATES	106,696	0.5%	30.3%	123.2%	54.5%	44.2%	125.6%	12.9%
SoundHound AI, Inc Class A	UNITED STATES	2,189	-12.8%	-10.2%	-13.3%	-41.0%	-67.1%	191.1%	na
International AI Peers	Average	72,981	-4.0%	6.8%	15.1%	-17.6%	-31.0%	199.9%	106.6%
	Median	4,864	-3.2%	-2.0%	2.3%	-28.3%	-42.1%	82.5%	-47.5%
CY4Gate SpA	ITALY	262	22.7%	19.0%	59.7%	36.2%	97.5%	50.2%	-3.6%
Cyberoo S.p.A.	ITALY	48	-8.7%	-11.5%	20.8%	-19.0%	-32.2%	-58.3%	-40.9%
Reply S.p.A.	ITALY	4,602	0.8%	25.6%	49.9%	7.2%	0.0%	39.3%	-22.4%
Sys-dat S.P.A.	ITALY	266	14.6%	46.6%	65.4%	39.3%	34.1%	na	na
WIIT SpA	ITALY	782	2.9%	-16.3%	10.8%	46.7%	48.6%	110.9%	17.4%
Italian Technology Peers	Average	1,192	6.4%	12.6%	41.3%	22.1%	29.6%	35.5%	-12.4%
	Median	266	2.9%	19.0%	49.9%	36.2%	34.1%	44.8%	-13.0%

Source: FactSet, Alantra

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