

NOVIAN

Novian group's results for the 1st half of 2025

Agenda

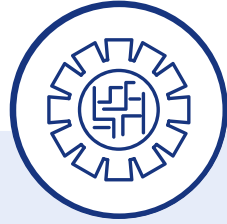
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Novian – IT Solutions and Services for Business and the Public Sector in Europe and Worldwide



Trusted partner in Lithuania, Europe, and worldwide

From national projects to international solutions across 50+ countries.



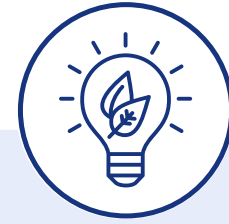
Comprehensive solutions and services

From information system development to IT infrastructure, digitalization, and other IT solutions and services.



Diverse client base

Organizations in both the private and public sectors: defense, aviation, finance, manufacturing, retail, transport, and other industries.

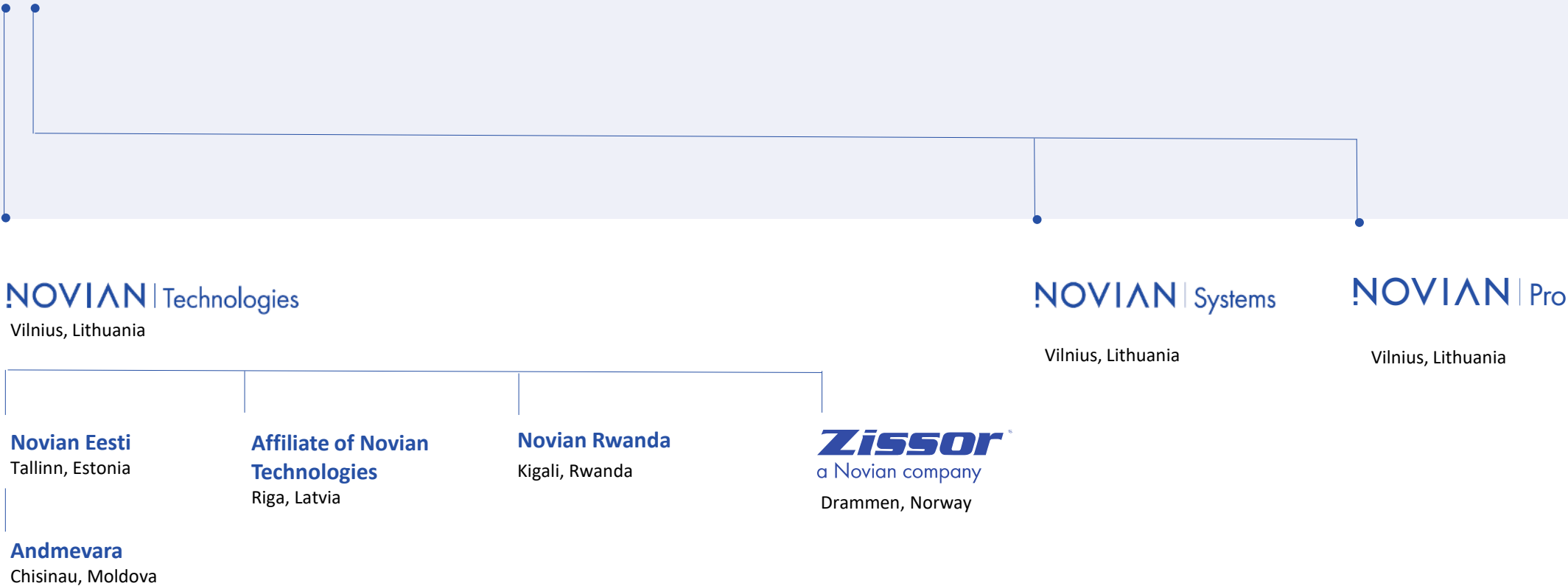


Innovations for the future

Investments in AI, cloud platforms, high-performance computing, and quantum technologies.

Novian structure

NOVIAN

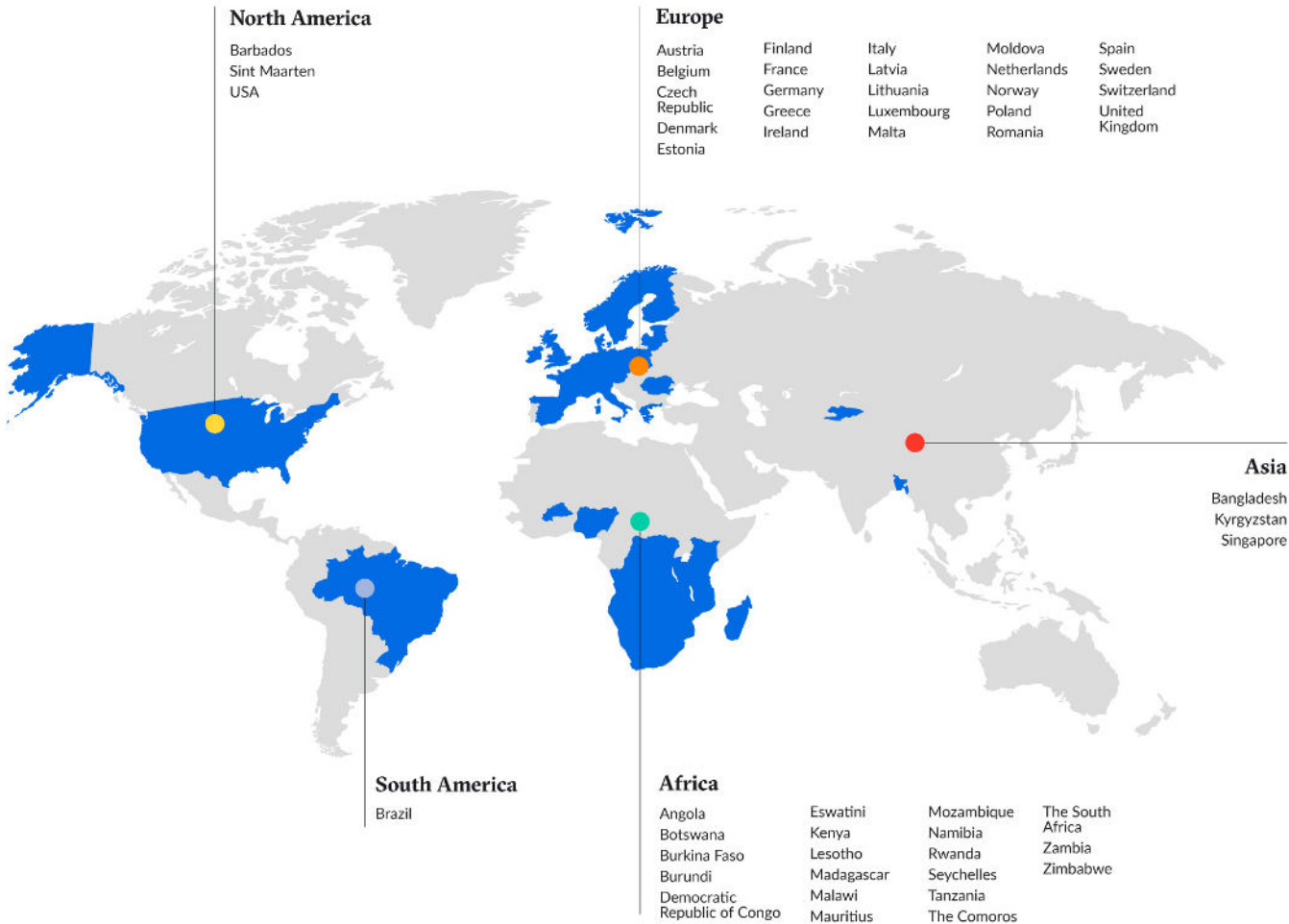


Geography of Novian

Offices operate in 6 countries



The companies' projects in 2018-2024 took place in more than 50 countries



Financial Results

Novian group key profit (loss) items, thousands of EUR

	NOVIAN*		„Novian Technologies“		„Novian Eesti“		„Andmevara SRL“		„Zissor“		„Novian Systems“		„Novian Pro“	
	2024 H1	2025 H1	2024 H1	2025 H1	2024 H1	2025 H1	2024 H1	2025 H1	2024 H1	2025 H1	2024 H1	2025 H1	2024 H1	2025 H1
Revenue ***	15 916	12 503	9 910	7 509	545	560	293	70	348	217	2 420	853	3 423	4 422
Gross profit ***	4 153	3 890	1 543	1 891	394	423	246	83	300	160	717	(332)	1 048	1 287
EBITDA	1 115	(606)	517	691	15	27	6	(44)	67	(39)	100	(1 846)	447	649
EBIT	558	(1 116)	197	400	(28)	(6)	(3)	(52)	65	(40)	15	(1 874)	349	499
Net profit (loss)	136	(1 600)	61	277	(33)	(9)	(54)	(69)	65	(41)	(112)	(2 162)	339	507
Normalized EBITDA **	n/a	1 053	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	n/a	(187)	n/a	n/a

*The unaudited consolidated operating results of the Novian group are presented, which include the results of UAB Novian and Novian Rwanda.

**Normalized EBITDA for 2025 is presented after eliminating a one-off and atypical loss incurred by UAB Novian Systems following an unfavorable court ruling related to the Lithuanian Central Public Procurement Information System modernization project. This loss amounted to EUR 1,659 thousand.

***The accounting policy of research and experimental development (R&D) activities has been changed within the Novian group. Comparative revenue and gross profit indicators are presented on an adjusted basis.

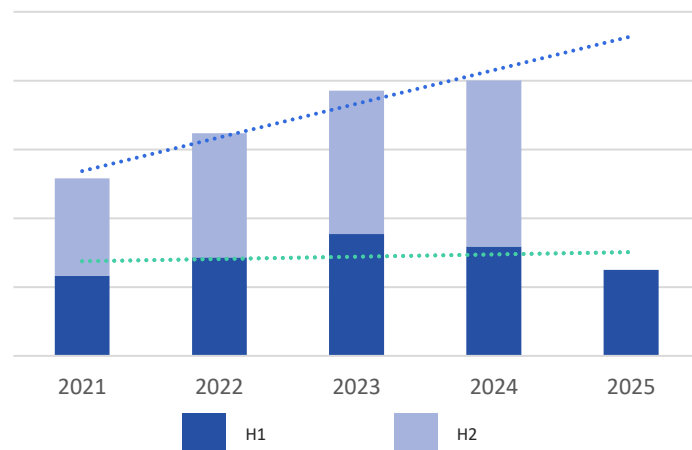
Novian group key balance sheet items, thousands of EUR

	NOVIAN*		„Novian Technologies“		„Novian Eesti“		„Andmevara SRL“		„Zissor“		„Novian Systems“		„Novian Pro“	
	2024-12-31	2025-06-30	2024-12-31	2025-06-30	2024-12-31	2025-06-30	2024-12-31	2025-06-30	2024-12-31	2025-06-30	2024-12-31	2025-06-30	2024-12-31	2025-06-30
Tangible assets	1 754	1 338	959	719	65	52	23	14	3	5	27	18	674	529
Intangible assets	6 794	6 479	8	8	46	37	-	-	-	-	1 912	1 892	1	-
Other non-current assets	840	521	1 464	836	60	60	-	-	104	117	448	154	166	165
Current assets	15 803	16 462	7 292	9 962	366	218	384	302	442	261	2 423	1 780	5 240	5 595
Of which cash	3 063	790	456	116	122	41	57	7	117	116	222	119	2 022	213
Total assets	25 191	24 800	9 723	11 525	537	367	407	316	549	383	4 810	3 844	6 081	6 289
Equity	8 032	6 277	3 006	2 282	13	4	32	(37)	131	116	851	(1 312)	1 126	1 631
Non-current liabilities	2 748	2 718	871	561	-	-	-	-	-	-	152	152	323	324
Of which financial debt	840	811	807	497	-	-	-	-	-	-	-	-	313	313
Current liabilities	14 411	15 805	5 846	8 682	524	363	375	353	418	267	3 807	5 004	4 632	4 334
Of which financial debt	5 993	5 359	1 080	929	71	25	-	-	30	-	2 550	3 120	259	131
Total liabilities and equity	25 191	24 800	9 723	11 525	537	367	407	316	549	383	4 810	3 844	6 081	6 289

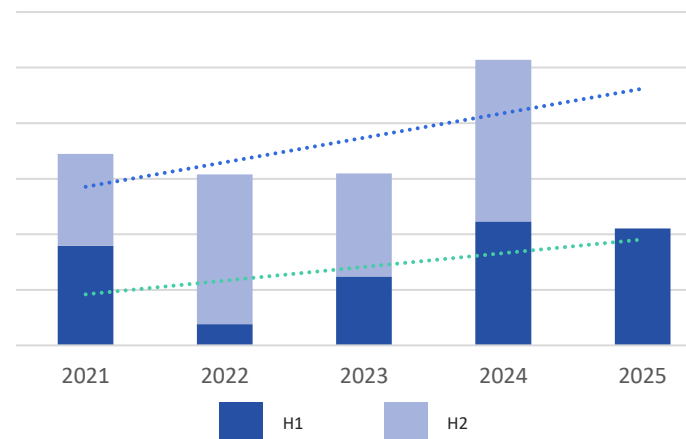
*The unaudited consolidated results of the Novian group are presented, which include the results of UAB Novian, and Novian Rwanda.

Novian group main financial figures

Consolidated revenue (thousands of EUR)



Consolidated EBITDA** (thousands of EUR)



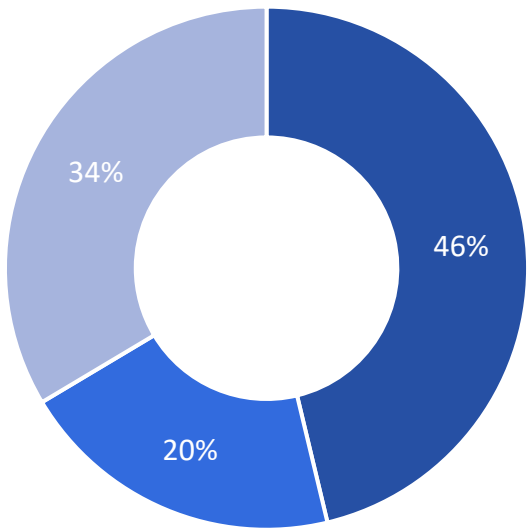
Thousands of EUR*	2021 H1	2022 H1	2023 H1	2024 H1	2025 H1
Revenue**	11 656	14 301	17 691	15 916	12 503
EBITDA*	897	191	619	1 115	1 053

*Normalized EBITDA for 2023, 2024 and 2025 is presented after eliminating a one-off and atypical loss incurred by UAB Novian Systems in the implementation of the Lithuanian central public procurement information system modernization project. This loss amounted to EUR 657 thousand in 2023, EUR 203 thousand in 2024, and EUR 1,659 thousand in 2025.

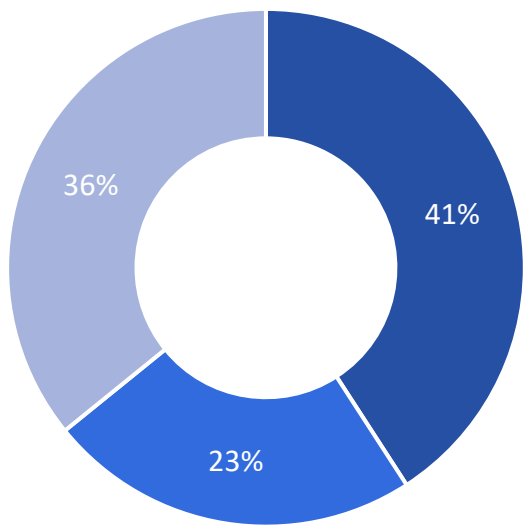
**In 2025, the accounting policy of research and experimental development (R&D) activities was changed within the Novian group. Comparative revenue indicators are presented on an adjusted basis.

Novian group revenue by line of business

2024 H1



2025 H1



IT solutions

- Cloud computing platforms
- High performance computing solutions
- Digital workplaces solutions
- Third-party customisation solutions

IT services

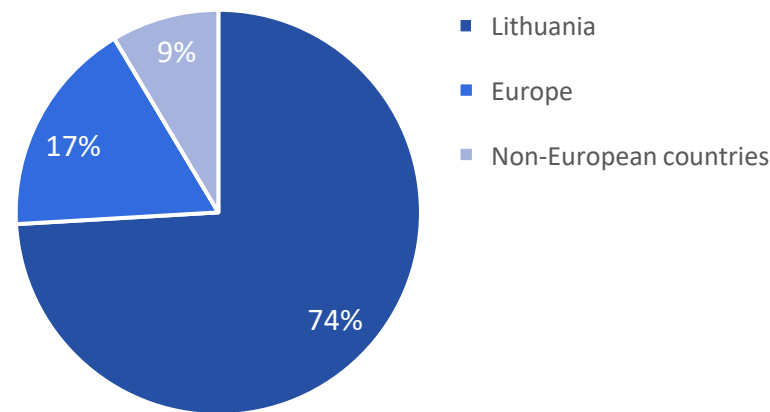
- Continuous and project-based IT services
- Digitization services

Software development

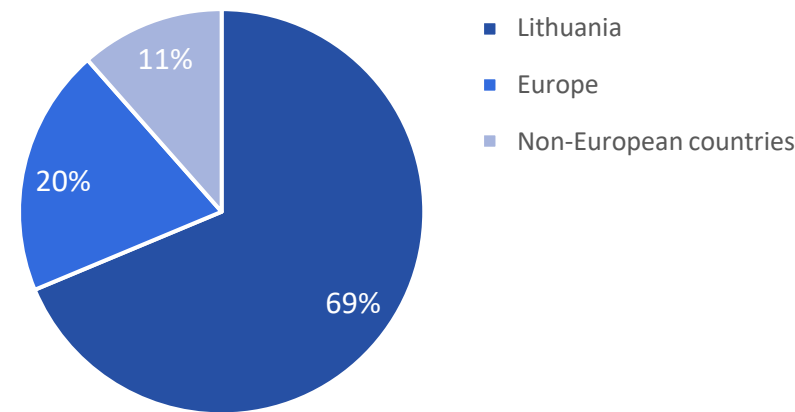
- Development and maintenance of information systems
- Sale of proprietary software

Novian group revenue by country

2024 H1

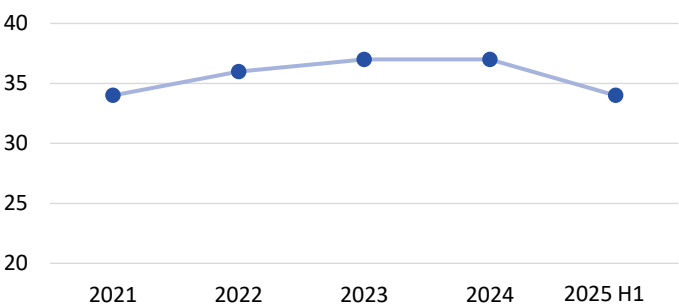


2025 H1



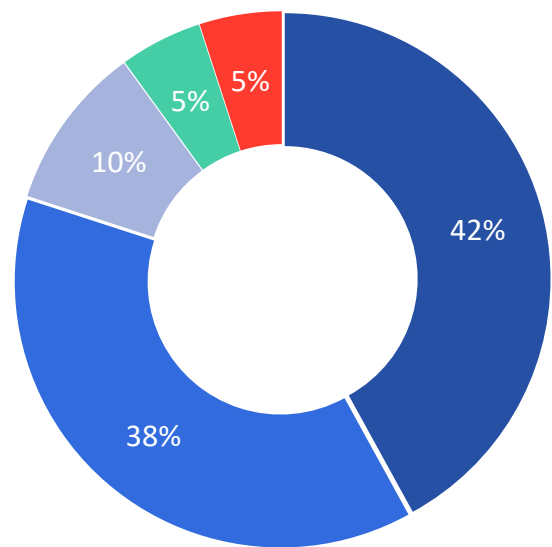
Thousands of EUR	2024 H1	2025 H1	Change
Lithuania	11 790 (74%)	8 590 (68%)	-3 200
Europe	2 760 (17%)	2 473 (20%)	-287
Non-European countries	1 366 (9%)	1 440 (12%)	73
Total	15 916	12 503	-3 413

Number of countries

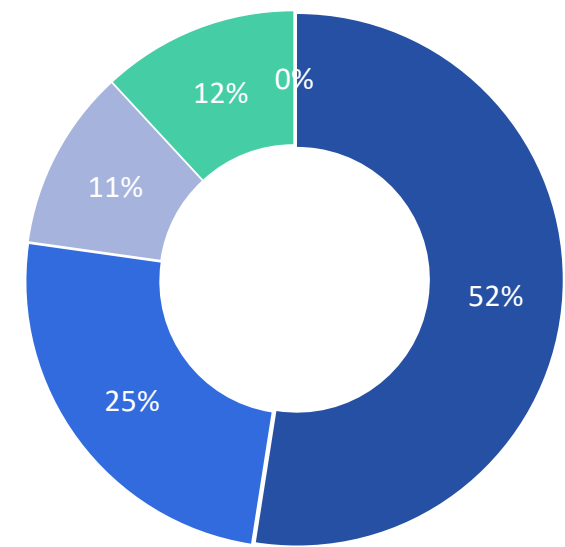


Novian group revenue by sectors

2024 H1



2025 H1

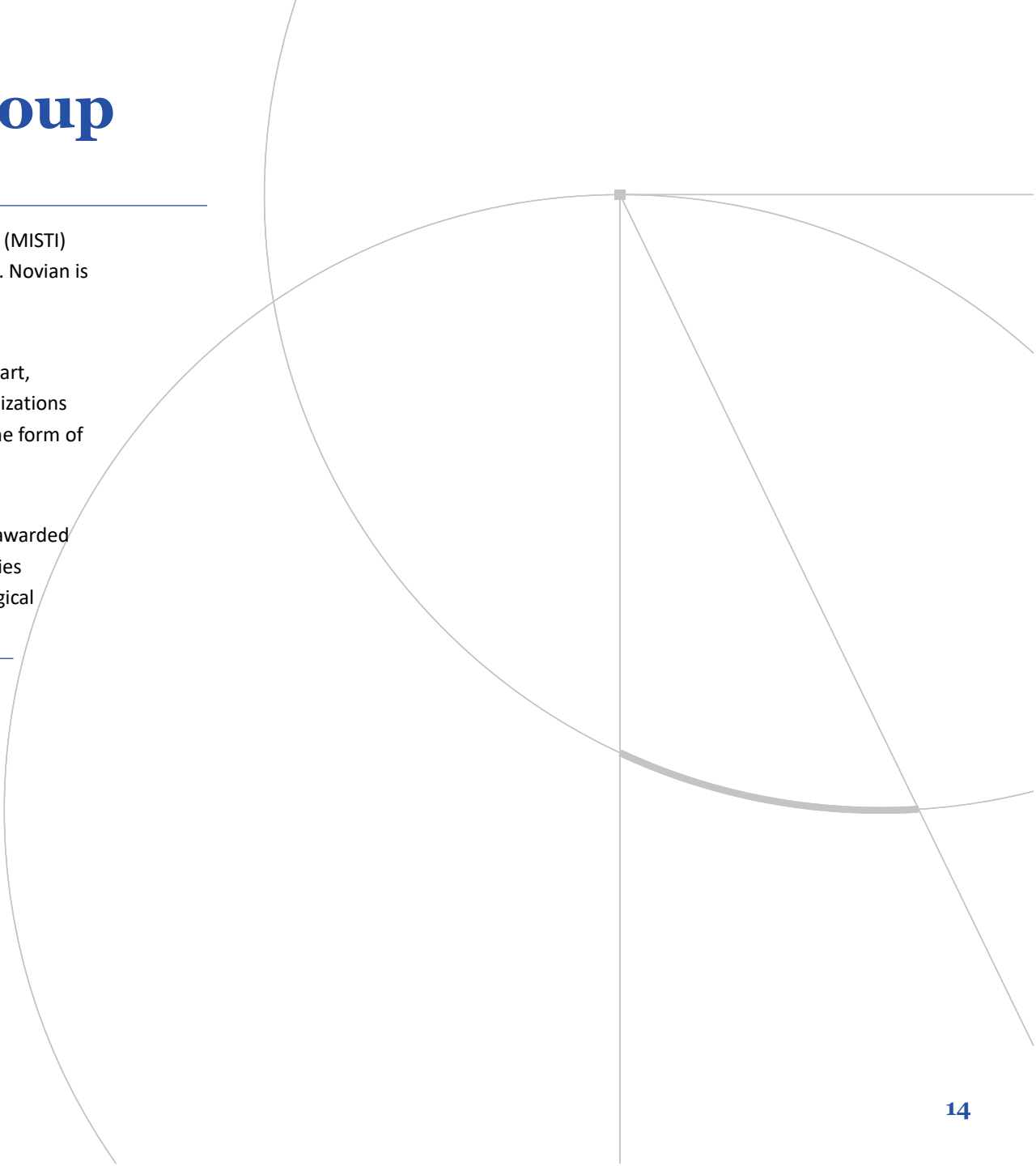


■ Public* ■ Business* ■ Finance ■ Aviation, aeronautics ■ Other

* Excluding revenue from the finance and aviation, aeronautics sectors

Highlights of the First Half of 2025: Projects and Events

Significant Initiatives of the Group



- In January 2025, a consortium for implementing the MIT International Science and Technology Initiatives (MISTI) programme in Lithuania signed a cooperation agreement with the Massachusetts Institute of Technology. Novian is part of the consortium.
- In February 2025, the Lithuanian Quantum Technologies Association, of which Novian Technologies is a part, presented the Lithuanian Quantum Technologies Agenda and a long-term strategy for the country. Organizations from Lithuania's scientific, business and public sectors actively contributed to shaping the guidelines in the form of a Lithuanian quantum technologies steering committee.
- In May 2025, Novian awarded scholarships to four young Lithuanian researchers. The scholarships were awarded in cooperation with the Lithuanian Academy of Sciences (LAS). The Novian competition was open to entries selected during the LAS Young Scientists Conference "Interdisciplinary Research in Physical and Technological Sciences".

Events and Public Visibility

- **„Novian Technologies in Focus: Red Hat OpenShift Virtualization“:**
„Novian Technologies and partner Red Hat organized a practical seminar including a presentation of Red Hat OpenShift as a virtualization platform and a practical demonstration of virtual machine management and automation in that environment.
 - **Technologies & Resilience 2025:**
Novian Technologies organized this 11th annual conference which addressed a range of topics including the value of synergy between technologies, processes and people, the importance of data for organizations' sustainability, the use of advance digital solutions and opportunities for collaboration between the state and the private sector.
 - **Lithuanian-German defence industry forum:**
Novian was invited to participate in a panel discussion with Rheinmetall and Quantum Systems at this very high-level event. Topics included opportunities for collaboration between the two countries and technological sovereignty.
 - **„Vilnius Space Days 2025“:**
At this event dedicated to space innovation and collaboration, Novian took part in a discussion with Kongsberg NanoAvionics, Astrolight and Sensmetry on attitudes to small satellite ecosystems and their synergy with AI and Earth observation solutions.
 - **„MILTECH 2025“:**
Novian participated in the international military technology exhibition with a stand presenting solutions in the areas of data analysis, security and mission-critical IT systems.
 - **„EDF Info Days 2025“:**
Novian participated in the European Defence Fund's Info Days in Brussels, where upcoming calls for proposals were presented and discussions were held on the formation of consortia and opportunities for collaboration. Novian was invited to join consortia which are being formed with Thales (France) and Frankenberg Technologies (Germany).
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Software development

Development and maintenance of information systems, sale of proprietary software



AI-based optical systems design for the European Space Agency (ESA)

Novian Pro signed a new R&D agreement with the European Space Agency (ESA) under the Requesting Party Activity (RPA) programme in Lithuania. The aim of the project, called ARGOS (AI-Guided Optical Design), is to develop a prototype system that combines artificial intelligence and advanced optical system design tools for space technology applications.

In cooperation with software partners, the aim is to automate and optimize the development of high-precision mirror-based optical systems.



Information system for scheduling the work of Brazilian air traffic controllers

The system will be used by the Brazilian Air Force's Department of Airspace Control (DECEA) under the Ministry of Defence. It will permit the assessment of scheduling needs for air traffic controllers at two of Brazil's four air traffic control centres (in Portuguese - CINDACTA), in Curitiba and Recife, assign the employees to shifts according to their skills, plan their work and rest periods during working hours, and address their long-term needs. Currently, 20 of the 26 planned project phases have been implemented.

Use of the system has already begun at the centres in Curitiba, while testing in a real environment and staff training have been carried out, paving the way for more efficient airspace management.



Wizard for registering as a VAT payer and/or a participant in the national SME scheme

An innovative tool was developed for the State Tax Inspectorate – a VAT registration and deregistration wizard on the MANO VMI portal. The solution was created using a metadata generator, allowing analysts to quickly build wizard prototypes with minimal programmer assistance.

The wizard informs taxpayers in real time about errors in filling out the form or possible grounds for rejection of the application. Thanks to this solution, the registration process has become clearer and more intuitive for users, errors have been reduced, and the time required to submit applications has been shortened several times.



Process robotization services for the Tauragė District municipality

In 2025, an agreement was signed with the Tauragė District municipality for the provision of robotic process automation services. Currently, an analysis of the municipality's processes and IT systems is being conducted to identify activities suitable for automation. Automation of the processes that are identified is planned to begin in the third quarter of 2025 using Power Automate Desktop technologies.

The implementation of this solution will enable the municipality to reduce administrative costs, optimise employee working time, reduce the likelihood of errors and standardize organizational processes, thereby increasing operational efficiency.

Other IT services

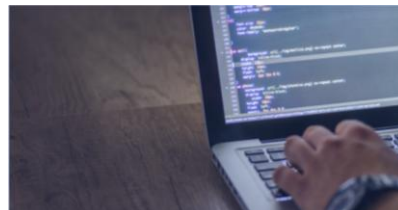
Continuous and project-based provision of IT services, digitization services



Backup vault for the Vilnius City municipality

An additional electronic backup storage facility was deployed for the administration of the Vilnius City municipality. The vault complies with Sheltered Harbor recommendations and security processes and consists of a primary backup system and an isolated Cyber Vault automated management system.

The solution ensures a high level of data protection: it isolates the most important data, allows for faster recovery and resumption of normal operations, and helps detect suspicious activity.



Bank of Lithuania database maintenance, development and monitoring services

We are providing comprehensive database maintenance, development and monitoring services for the central bank, including architecture analysis and monitoring plan creation and implementation.

We perform continuous (24/7) monitoring, performance optimization, backup verification and restoration, security management, and incident prevention and resolution. Parameter adjustment, site expansion and log analysis are carried out to ensure reliable, secure and efficient data management and uninterrupted operations at the bank.



GPU virtualization licensing for state cloud AI platform

Novian Technologies is providing GPU virtualization licenses for licensing 16 NVIDIA L40s graphics processors on a government cloud AI platform. The 24-month rental solution with manufacturer warranty ensures a centralized, GPU-accelerated environment for artificial intelligence projects. Virtualization technology enables an 'AI as a service' model, sharing resources across multiple institutions, reducing costs and providing access even to small institutions.

The solution ensures high data security and compliance with international standards, laying a foundation for future innovation.

Other IT solutions

High performance and cloud computing platforms, digital workspaces, customization of third-party software



Providing Lithuanian schools with computers on a national scale

Lithuania's National Agency for Education is continuing the project “Learning Tools for Schools” (No. 10-063-P0001), which began in 2024. Financed by the European Regional Development Fund and co-financed by the Lithuanian government, this project involves providing general education schools with computer equipment. More than 530 schools across the country will receive 16 169 laptops.

The initiative aims to improve the quality of education services by creating the conditions for a modern learning environment to function effectively.

Cyber Competence Centre infrastructure project for Kaunas University of Technology (KTU)

The hardware deployment contract for the Cybersecurity Competence Center infrastructure platform has been implemented. The delivered and installed equipment is integrated with NVIDIA AI Enterprise tools, creating one of the most advanced artificial intelligence infrastructures in Lithuania. The solution includes high-performance computing resources, servers, network equipment, and a management platform. Centralized administration is provided by the NVIDIA Base Command Manager tool, ensuring automated management and monitoring.

The deployed infrastructure is intended for AI model development and training, cloud services (IaaS, PaaS), and High-Performance Computing (HPC), all delivered to Competence Center members via a self-service portal.

The background is a solid blue color. There are several thin, white, curved lines that sweep across the frame, creating a sense of motion and design. One line starts from the top left and curves towards the bottom right. Another line starts from the top right and curves towards the bottom left. A third line starts from the bottom left and curves towards the top right. These lines intersect and overlap, creating a dynamic composition.

Thank you

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