

## **Annual General Meeting | June 25, 2026**

Excerpts from the speech held by

**Marco Santos**

Global CEO of GFT Technologies SE

The spoken word applies.

Good morning, dear shareholders,  
ladies and gentlemen,  
partners and friends.

Welcome to our Annual General Meeting 2026. I am pleased and honored to speak to you today as the CEO at GFT, to share where we stand, what we achieved in 2025, and how we are positioning the company for this phase of AI transformation and growth.

Today is not only about looking back on our last fiscal year. It is about how GFT is responding to one of the most important technology shifts in our industry, and why we believe our strategy is more relevant than ever.

2025 was a defining year for our industry. Artificial Intelligence fundamentally changed the software development landscape, creating both disruption and opportunity at an unprecedented pace.

We anticipated this shift early and launched our AI-Centric Five-Year Strategy. While many organizations were still adapting to the new reality, we focused on execution, accelerated our transformation, and strengthened our position for long-term growth.

As a result, we made clear progress across our strategic priorities, improved our operational performance, and delivered measurable value to our clients and shareholders.

Let me begin with a summary of 2025.

2025 was a year defined by disciplined execution and tangible progress.

The year started with challenges, most notably within the UK market, in our Software Solutions unit, and with material currency effects variation.

Following the adjustment of our outlook earlier in the year, our priority was clear: to stabilize performance, strengthen the quality of our earnings and close the year with improved momentum.

And we delivered that.

Let's take a closer look at our 2025 results:

Revenue reached 888 million Euros, with 5% growth in constant currencies and 2% growth in Euros.

Our EBIT Adjusted reached 67 million Euros, corresponding to a 7.6% margin, which demonstrated positive improvement compared to the first 9-month margin of 7.0% in 2025.

The EBT also improved in Q4, reaching 46 million Euros, with a 5.2% margin reflecting both better operating performance and cost management, compared to the first 9-month margin of 4.9% of the year.

Our main growth markets in 2025 showed strong momentum, with Brazil growing 28%, Colombia 19%, the USA 17%, and APAC 17% year over year. Colombia delivered particularly strong performance,

reflecting the successful integration and accelerated growth of our Sophos Solutions acquisition.

In the United States we achieved solid 17% of growth, reinforcing our positioning in the most competitive and strategic technology market worldwide. In terms of sectors, Insurance and Industry recorded strong double-digit growth of 15% and 14%, respectively.

Based on this performance and our solid financial position, we propose a dividend of €0.50 per share, unchanged from 2025.

Before we outline the progress of our strategic execution, let us take some steps back and remind ourselves of the profound changes we are witnessing right now in Artificial Intelligence.

Before the printing press, books and manuscripts were copied by hand. Knowledge was scarce, expensive, and accessible only to a few. Literacy was limited and exclusive.

Software engineering today resembles the pre-printing era from the Middle Ages. Software has largely been handcrafted and hand-coded by specialists. Building and modernizing systems and applications remain complex, time-consuming, and costly.

With the printing press, knowledge and literacy became scalable and accessible. It changed how humans think, learn, create, and share ideas. It helped lay the foundation for the Renaissance, modern science, and the world we know today.

Artificial Intelligence is for software what the printing press was for books: a paradigm shift.

It scales and accelerates software development and modernization and fundamentally changes the economics of how software is produced.

AI is not just another technology trend. It is a structural shift in how software is built, delivered, and innovated—and its impact will be felt across every industry.

This brings us directly to our GFT Five-Year Strategy.

With our strategy, we had anticipated this shift earlier than others did. We did not wait for the market to change. We started early, invested in Artificial Intelligence capabilities, and aligned our operating model with the direction in which the industry is moving. In short: our strategy is more relevant than ever.

And we are leading the IT industry's transformation. We didn't simply echo the Hype of the Market; we identified the underlying potential of Generative AI and its profound relevance for our industry as early as 2023.

We anticipated at that time that we **MUST HAVE** our own Intellectual Property to orchestrate and harness AI, and therefore we launched the development of what later became our Wynxx product suite and platform — only six months after the launch of ChatGPT — way

before AI became the dominant topic across the enterprise market and the IT industry.

Throughout 2024, we moved from AI experimentation to real AI deployment.

And it was precisely these early customer interactions and experiences that shaped our Company strategy.

Ever since we published our AI-centric 5-Year Strategy to the market in March 2025, we have been laser-focused on execution and doubled down on our efforts to transform into the best responsible AI-Centric digital transformation company in the world.

Notably, we have significantly expanded the adoption of Wynxx, our Agentic AI platform, across our client base. We have extended its scope of capabilities and functionalities, as long as accelerated the responsible utilization of key Large-Language Models and AI Development tools such as Anthropic Claude, OpenAI, Gemini, GitHub Copilot, among others.

To conclude, we have built AI-Native capabilities early, launched the AI-Centric strategy, and we are now scaling it.

Our mission is to bring the best responsible AI-centric digital solutions, software development, and technology services to every company in the world.

Not as a marketing message, but as an operating model. We embedded AI into our DNA, our delivery platforms, in the core processes of our software development lifecycle, in the implementation of our partner platforms, into our modernization methodology, and into the way we scale globally towards a true AI-Native Model.

Our AI-Centric 5-Year Strategy is more relevant than ever and reinforced by major AI market shifts. The execution of our strategy has been our main priority. The Global Strategic Initiatives we launched at the beginning of 2025 have since delivered tangible results and measurable impact. I am pleased to share some of these key achievements with you on the following slides.

We executed our strategy successfully throughout 2025 and delivered tangible results.

For instance, we entered the high-growth robotics and Physical AI sector developing a large-scale AI and software platform for NEURA Robotics.

The transformation of our delivery into an AI-Native model gained momentum through Wynxx, our Agentic AI platform for software engineering. Its strong impact on Bradesco Seguros, the largest insurance company in Latin America, is already a testimony of both its capabilities and the strength of our strategy. There, the adoption of Wynxx has expanded in 22% quarter-over-quarter, increasing our

AI-Native team from 180 to 220 engineers while delivering a 40% productivity improvement across software development and legacy modernization.

On the Tier 1 and Tier 2 clients expansion program, we saw the addition of two new Tier 1 clients, each exceeding 25 million euros in annual revenue, 35% growth with a new top Tier 2 client in Colombia, and 10% growth with a major bank in the USA, which became a Tier 2 client.

Our software business also strengthened its position in the market in the second half of 2025. Smaragd was selected by a major German Tier 1 bank as its core anti-money-laundering transaction monitoring platform, reinforcing the relevance of our expertise in mission-critical systems for highly regulated environments.

This list is certainly not exhaustive. But taken together, these achievements demonstrate that our strategy is not only ambitious—it is delivering results based on a diligent execution of our Global Strategic initiatives

And it is certainly increasing momentum in the first quarter of 2026.

On profitability engineering and gravity, I would like to HIGHLIGHT that GFT UK increased its EBT margin significantly in the first quarter of 2026 compared to the previous year. This is strong proof that the measures we have implemented in line with our Gravity initiative are

taking effect, including new leadership, governance model and closer integration with GFT's global and regional operations.

Through our recent company acquisition Megawork, we secured a new major SAP implementation contract with a Tier 1 banking group in Brazil, with contract value of approximately 18 million EUROS, further strengthening our position in high value-added and SAP transformation programs.

This engagement highlights the synergies created through the Megawork acquisition — combining deep SAP expertise with GFT's proven track record in delivering large-scale transformation programs to highly regulated sectors, a strong proof point for our M&A expansion program.

On the High-Value Added Services front, we are very proud to share that we went live with the largest implementation of Smaragd Anti-money Laundering data intelligence solution in a Tier 1 Bank in Europe encompassing 25 million customers and 1 billion transactions per month.

At the same time, we are expanding a strategic agentic AI platform for credit risk operations for a Tier 1 bank in Europe, leveraging over Google Gemini. This contract reflects client trust and GFT differentiation in agentic AI business offerings.

We are also committed to significantly scaling our AI capabilities with an accelerated and strong training program across GFT, in

conjunction with the expansion of our AI-Native Software Development Center of Excellence, especially around Anthropic Claude Code and GitHub Copilot. This strengthens the foundation of our AI-Native operating model and enables us to industrialize AI-native Enterprise software engineering across clients and markets – a direct result of our Global Strategic initiative, to Transform into an AI-Centric Digital Transformation Company.

In summary, these developments forcefully demonstrate the consistent execution of our Global Strategic initiatives throughout 2025 and the first quarter of 2026: improving operational performance, successfully integrating acquisitions, scaling our AI platforms and capabilities, and building ecosystem capabilities.

Let me now turn to Wynxx, our Agentic AI platform for software engineering, covering software development lifecycle, legacy modernization, and application management services.

The growth of Wynxx over the past year has been remarkable. At our Annual General Meeting in 2025, Wynxx was active in one country, serving 25 clients, with 315 users.

By Q1 2026, the platform has been expanded to 11 countries and 105 clients, with more than 104 million euros in influenced revenue. This reflects not only a strong AI adoption across our client base, but also delivery of real commercial impact into our Business and a clear

path of long-term value creation with Artificial Intelligence for our shareholders, clients, partners and employees.

The impact is especially visible in productivity outcomes. Clients are achieving overall 40 percent productivity improvements, 80 percent faster code correction, and more than 90 percent time savings across multiple activities in the Software Development Lifecycle.

A key enabler of this strong acceleration has been Wynxx's multi-model architecture which allows our platform to leverage over OpenAI, Gemini, and especially Anthropic Models, combining the strongest capabilities of each in a true multi-model architecture. These models are now at the core of our most advanced enterprise AI deployments.

Wynxx started by transforming Software Engineering, helping teams accelerate software delivery, modernize legacy systems, and improve productivity through AI. This established a strong foundation built on scalable and enterprise-grade agentic capabilities.

From there, we are expanding Wynxx into business processes and data intelligence. Wynxx now supports AI-driven operational workflows and enables data-driven decision-making across a growing range of business processes and industry domains, where Wynxx Credit Risk stands out as a clear and pragmatic element of client adoption in the market.

Furthermore, with the launch of the Wynxx Agentic Studio and Marketplace, we opened the platform for structured extensibility and ecosystem participation.

The Wynxx Agentic Studio allows ALL GFT teams, more than 12,000 employees, and our clients to build, customize and integrate agentic capabilities into their own environments in a governed way. The Wynxx Marketplace enables reusable agents, assets and accelerators to be available, shared and consumed at scale across all GFT.

We are also actively addressing the new challenge of uncontrolled AI usage and rising token costs, through specialized Wynxx FinOps capabilities, enabling enterprises to track, control, and especially optimize token consumption and costs at scale. Wynxx is evolving into an AI-native operating layer for the enterprise: a secure orchestration platform that enables organizations to build, deploy and scale agentic AI solutions across software engineering, modernization, business processes and data intelligence.

As we execute our strategy, our next-generation technology brand and positioning strategic initiative – continues to produce global recognition in the market.

Over the past year, GFT has received recognition from leading analysts, technology partners, and industry benchmarks such as Gartner, IDC, QKS, Google and AWS – Amazon Web Services,

spanning across areas that are central to our strategy, including Digital and Core Banking, Cloud Modernization, Anti-Money Laundering and especially Artificial Intelligence.

These recognitions are external validations of capabilities we have built over many years. They reinforce our credibility with clients, strengthen our market positioning, and support our ability to win larger and more strategic transformation programs.

They confirm that GFT is increasingly recognized not only for delivery and technology excellence, but for helping clients navigate the most important technology shifts of our time.

And most notably, I am proud to highlight that GFT has been named the NUMBER ONE, the Global Leader in the IDC MarketScape for Worldwide Cloud-Native Core Banking Implementation Services. This outstanding global leading recognition, in front of many respectful Global Consulting Companies and Software Integrators, is one of the most important Market acknowledgments in our history, which confirms our engineering depth, our domain expertise in financial services, and our ability to deliver complex transformation programs at scale.

Let me also highlight the strategic partnership with NEURA Robotics and GFT.

One year ago, GFT was selected by NEURA Robotics, one of the Global Leaders in cognitive robotics, to build their next-generation

software platform for Physical AI, a high-growth area where software, data, and real-world operations come together.

GFT was chosen for our deep technological expertise, our strong track record in AI software engineering, and our experience delivering solutions in complex, highly regulated industries.

Together, we are helping to close the gap between AI insight and physical execution, laying the foundation for a new era of intelligent machines.

For context, they just closed one of the largest VC funding rounds in Europe with 1.4 billion Dollars at a 7 billion Dollars Valuation, including investment from Tether, Qualcomm, Amazon, Nvidia according to Financial Times.

As NEURA enters its next phase of growth, this milestone further validates GFT's ability to serve as a strategic partner for leading innovators, helping high-growth technology companies transform ambitious visions into scalable, market-leading platforms.

Moving to a topic we first introduced at our Capital Markets Day last November, I am pleased to announce our strategic partnership with INTEC to accelerate sovereign AI for the modernization of mission-critical systems across the European defense sector.

Together, we combine INTEC's deep expertise in defense engineering, Integrated Logistics Support and lifecycle management

with GFT's capabilities in sovereign AI, data, cloud, modernization and our Wynxx Agentic AI Platform.

As defense shifts towards software-, data- and AI-driven capabilities, sovereignty, security, private cloud and operational readiness are becoming important strategic priorities and critical differentiators.

For GFT, this partnership further reinforces our position as a trusted European technology leader and German champion in AI, data, cloud and modernization for the Defense Sector.

Over the last year, we have built a strong market position, based on active participation in some of the most important forums and discussions shaping Europe's future in technology, security and digital sovereignty.

For instance, GFT was represented in the World Economic Forum, where we discussed how next-generation AI is transforming business decision-making. We joined the official German delegation led by Foreign Affairs Minister Dr. Johann Wadephul to India and most notably, we participated in high-level meetings with German Chancellor Friedrich Merz, senior government leaders and CEOs at the German-Brazilian Economic Forum at HANNOVER MESSE 2026, focused on strengthening economic and technological cooperation between Germany and Brazil.

These engagements reflect GFT's increasing prominence in conversations that matter most: from AI and technological innovation to security, competitiveness and sovereignty. They reinforce our position as a trusted technology partner and a recognized voice in shaping the future of Europe's digital economy.

Our continuous efforts to transform our business model and seize the opportunities of the AI era is also recognized by the stock market. While stock market performance is always influenced by many factors, GFT outperformed the global IT services peer group across all major short- and medium-term periods regarding stock price performance and remained among the top performers over the three- and five-year period. We believe this development reflects growing confidence in our strategic direction and our ability to execute and establish GFT as AI-Native technology leader in a rapidly changing market environment.

We must continue to earn that recognition through execution, profitability, Growth, and measurable client impact with Artificial Intelligence.

Let me now turn to the outlook for 2026.

For the full year 2026, we confirm our guidance of approximately 930 million euros in revenue, standing for a 5 percent growth in constant currencies, an adjusted EBIT of approximately 7.6 percent margin and an EBT of approximately 6 percent margin.

Ladies and gentlemen,

The IT market is shifting quickly. Companies are moving beyond AI experimentation and are integrating AI systematically into large-scale modernization programs. This is exactly where GFT is positioned for: at the intersection of AI, modernization and highly regulated industries, combining technological excellence, deep industry expertise and AI-Native delivery capabilities.

2025 tested our discipline and confirmed the relevance of our AI-Centric strategy.

We faced challenges, acted decisively, and positioned GFT to grow through the next technology and AI cycle. As a result, we are committed with a strong improvement in our EBT Margin in 2026, clear revenue growth, and continued and accelerated AI-centric expansion

GFT is already a Global AI-Native Leader.

I believe the opportunity ahead of GFT is significant, we have a unique engineering team, technology IP, client trust, a comprehensive AI-Centric Strategy, and the discipline to execute it responsibly.

Let's Go Beyond, Together

Thank you very much. me so warmly and who continue to build GFT so well.