Giunti Psychometrics

Alantra conference

Financial Results H1 2026

September 24-25, 2026

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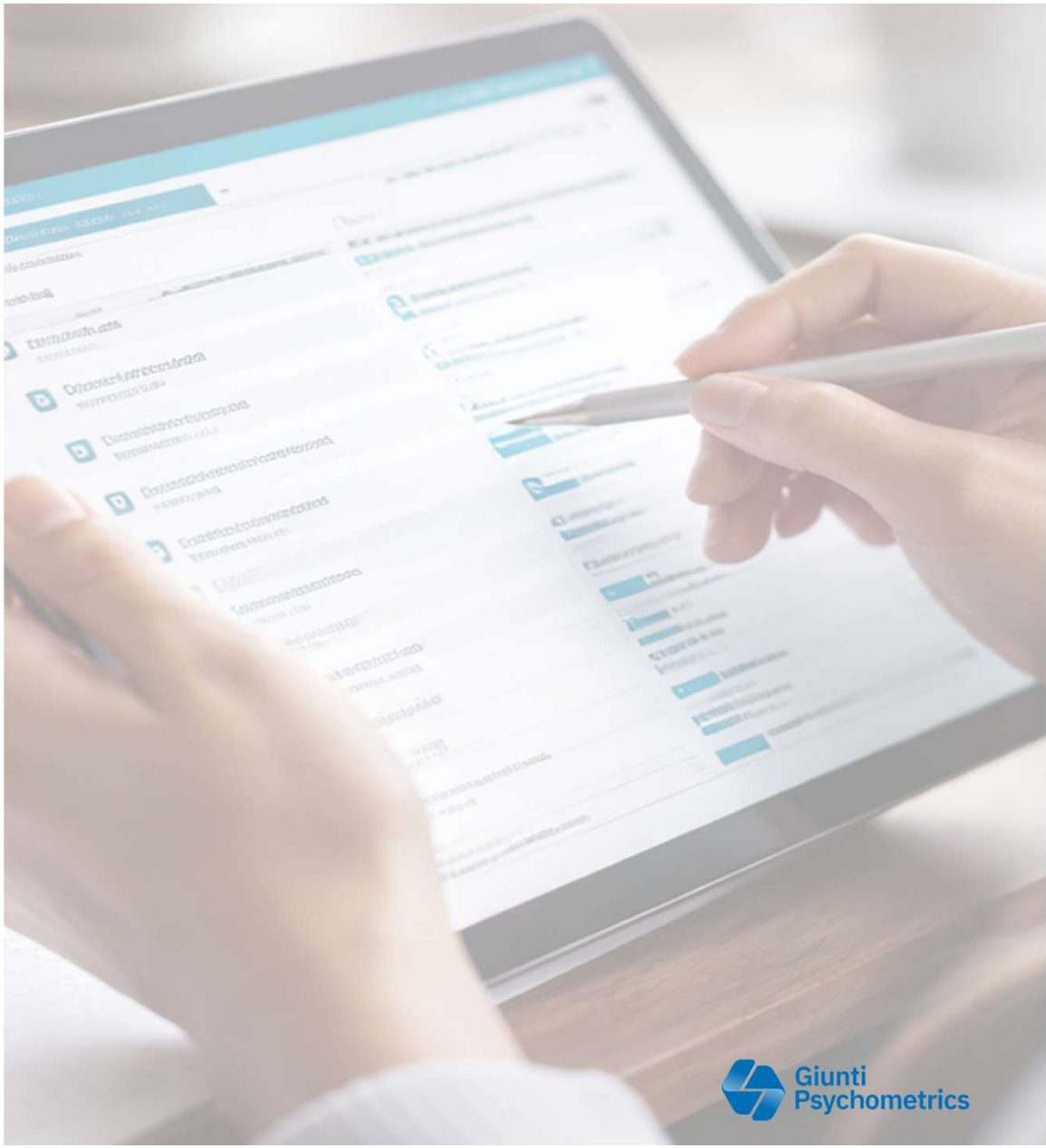
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A speech from the CEO



“The first-half results confirm the strength of our strategy, with double-digit growth, quarter-on-quarter acceleration and rapidly expanding digital services, which grew by nearly 40%. This performance is fully aligned with the development path undertaken following our listing on the Italian Stock Exchange last July, a milestone that enabled us to strengthen our capital structure and accelerate our growth plan, including through external growth. The acquisitions completed to date, as well as those we plan to pursue, support this direction and demonstrate our commitment to consolidating the Group’s positioning in the markets in which we operate. We look to the future with confidence and will continue to invest in technology and international expansion to maintain this momentum in the second half of the year and create value for all our stakeholders.”

Source: José Sales Grade – CEO of Giunti Psychometrics

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Giunti Psychometrics at a Glance

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Giunti Psychometrics' in a nutshell

Giunti Psychometrics *is an international company specialising in* ***psychometrics****,* ***psychological assessment*** *and* ***professional training****. With more than 75 years of experience, the Company combines scientific expertise, technology and local market knowledge to develop and deliver scientifically validated assessment tools, digital platforms, training programmes and specialised services.*

€38M	<300	60+	>30	7
Revenue	Employees globally	People working in R&D & IT	New products and improvements per year	M&A deals over the last 8 years

*Numbers disclosed in this slide refers to FY25

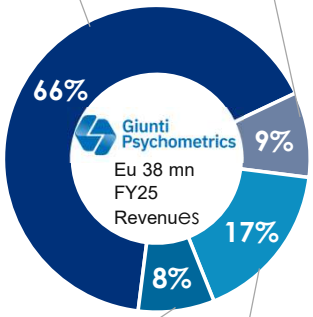
Giunti Psychometrics’segments & geographical area

CLINICAL

Tools that support psychological evaluation and mental health care

EDUTECH: PROFESSIONALS TRAINING

Bridging science, psychological research, and lifelong learning

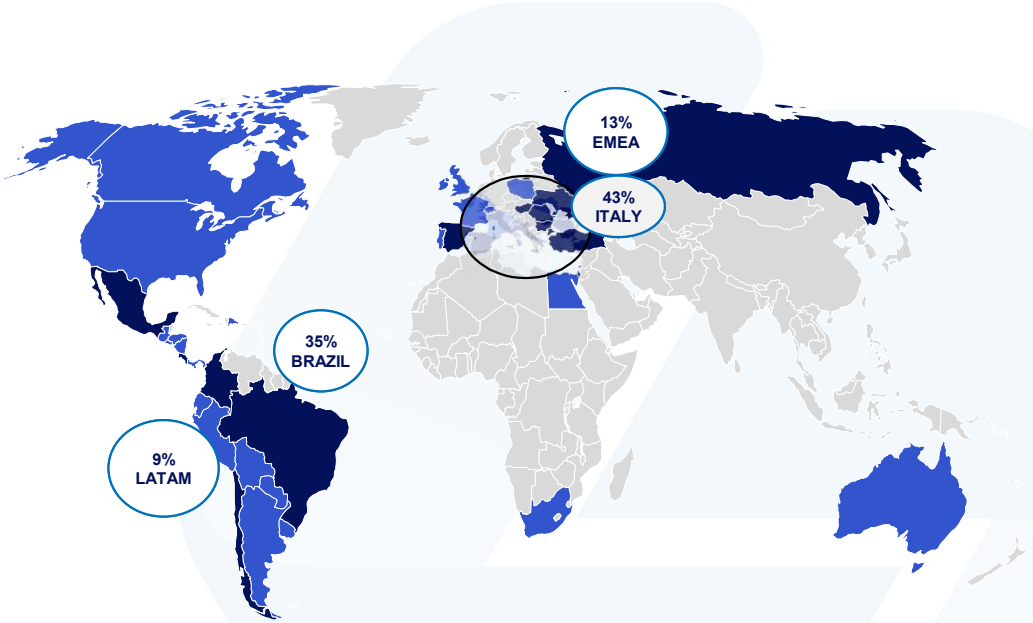


EDUCATIONAL

Solutions for student development, teaching, and school improvement

TALENT MANAGEMENT & LARGE-SCALE SELECTIONS

Empowering organizations to select, assess, and grow their people



Giunti Psychometrics is a **global leadership in psychological assessment and behavioural science,** servicing professional and institutions in **46 countries**

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Giunti Psychometrics: broad, diversified customer base

CLINICAL	CLINICAL	CLINICAL	EDUCATIONAL	TALENT: LARGE SCALE	TALENT: CONSULTING
					
PRIVATE PSYCHOLOGISTS	**DRIVERS LICENSE**	**ARMED FORCES**	**CHILDREN TESTING**	**STUDENT SELECTION**	**TALENT EVALUATION**
• Psychologist professionals require immediate, intuitive access to testing • Gold-standard tools are the reference choice • Price sensitivity is an item to consider	• Psychological testing is legally required to obtain a drivers license in Brazil • Focus on impulsivity and behavioral traits • Demand is recurring and supported by regulation	•Psychological testing required for armed forces and law enforcement •Focus on mental stability and fitness to carry firearms •Recurring demand driven by regulation	•Public schools •Standardized testing used across public institutions •Recurring demand driven by a regulated national program	•Universities and public institutions run large-scale selection processes •Demand is supported by digital and data-driven assessment needs •The market requires scalable, efficient tests	•Public sector requires rigor and scalability •Complex selection processes need structured, reliable assessment
✓ Gold-standard portfolio + digital platform ✓ Flexible credit plans and subscriptions	✓ Giunti Psychometrics provides validated psychometric tools ✓ Scientific validation and reliability support strong market positioning	✓ Giunti Psychometrics provides gold-standard, validated assessment tools ✓ Widely used across military and police selection processes around the world	✓ Giunti Psychometrics provides standardized psychometric assessment ✓ Uses proprietary models, benchmarks and datasets	✓ Giunti Psychometrics provides digital testing platforms and assessment tools ✓ The offer combines testing with consulting solutions	✓ Validated, scalable assessment centre solutions ✓ Provides advanced benchmarking tools

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Giunti Psychometrics

Giunti Psychometrics in the EDUTECH field

Psicologia.io
FORMAZIONE | PSICOLOGIA | PSICOTERAPIA



Professional training platform, dedicated to psychologist, and mental health practitioners. It offers masters programs, training conferences & events, and specialized content



FOCUS AREA

- Sexology
- Psychodiagnostics
- Clinical psychology
- Personality
- Couple therapy
- Psychotherapy for children, adolescences

Masters and Courses
Design and delivery of specialized master's programs and advanced courses aimed at both early-career psychologists and experienced professionals seeking to deepen expertise

50%

Training Events
Organization of conferences and trainings enabling professionals to stay updated and compliant with industry requirements

38%

Books
Development of books, covering key psychological topics, providing in some cases ECM-accredited materials

12%

ADIPA
Academia Digital de Psicología y Aprendizaje

Participation as of August '26 **51%**



ADIPA is a digital **education platform** specializing in psychology and mental health training, offering **online courses**, **diplomas**, and clinical supervision **for professionals**



FOCUS AREA

- Mental health
- ADHD
- Gender perspective
- Anxiety & depression
- Couple therapy

Courses / Classes
Online, certificate-bearing training programs

Expert Sessions
In-depth learning for professionals

Certifications
Method- and instrument-specific certification programs,

Call-option mechanism

Giunti Psychometrics is owning the right (call option) to grow up to 100%. As of August 6, 2026, Giunti Psychometrics holds **51% of ADIPA's share capital**

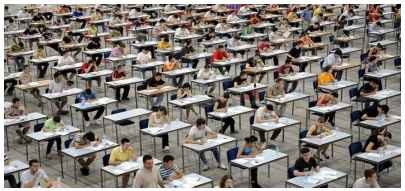
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Giunti Psychometrics' track record

Giunti Psychometrics serves a large portfolio of clients with long-standing partners from Army to Top Universities

Selecting the best academic talents



For over 30 years

>50k students per year

Screening the armed forces of tomorrow



For over 40 years

>80k candidates per year

Testing mental health needs in children



For over 20 years

>500k children per year

Assessing behavioral suitability of drivers



For over 30 years

~6m drivers per year

Fueling success across corporations and institutions



For over 15 years

>300 managers per year

Giunti Psychometrics

>9 million Assessments per year

>120k Clients Worldwide

>750 Validated Tests & Tools

>1000 Authors involved

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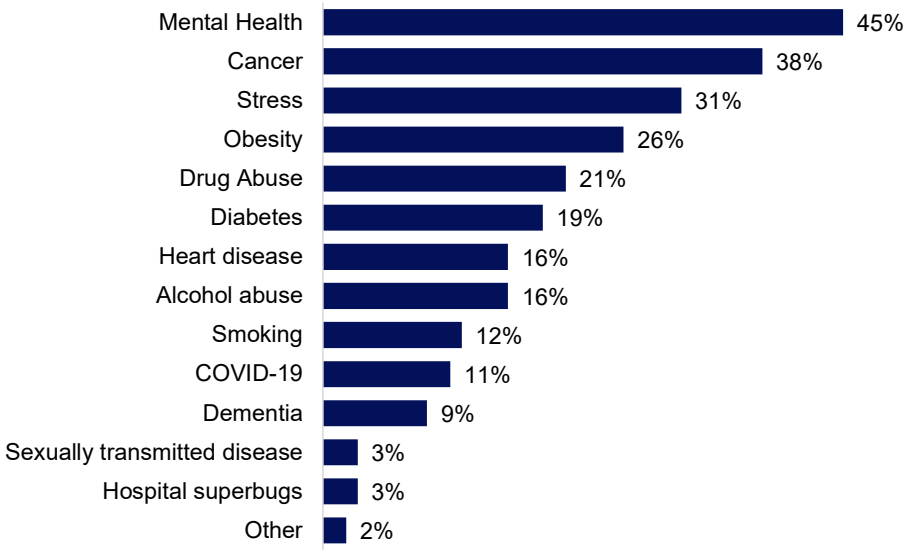
Market & Peer Analysis

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Increasing focus on the Mental Health 1/2

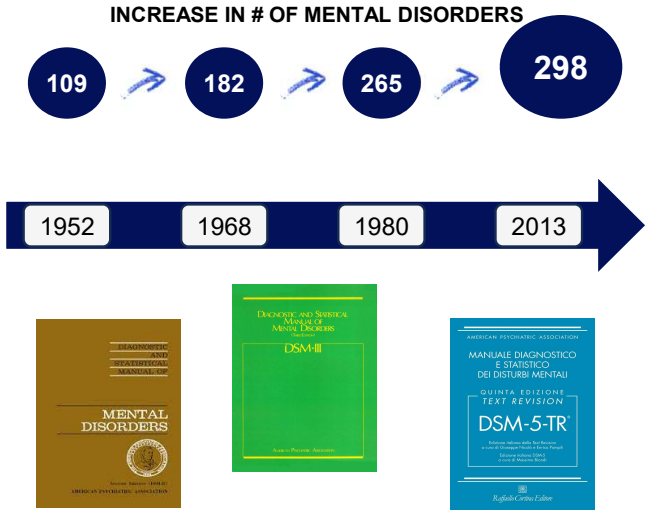
#1 MOST CITED HEALTH CONCERN

Mental health has overtaken cancer as the world's most cited health concern in a global Ipsos survey, signaling a fundamental shift in public awareness and demand



GROWING MENTAL HEALTH DISORDERS DISCOVERY

The timeline shows the rise in DSM-recognized mental disorders since 1952, reflecting expanding diagnostics and growing clinical demands



Diagnostic and Statistical Manual of Mental Disorders (DSM)

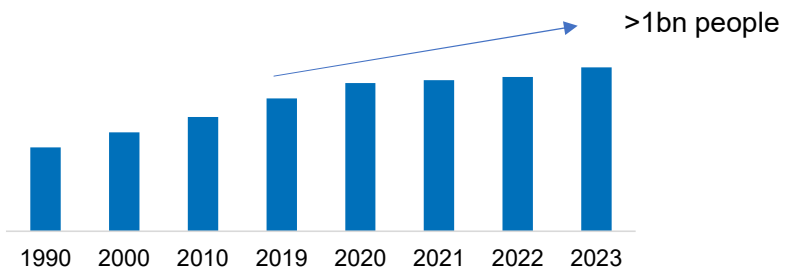
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Increasing focus on the Mental Health 2/2

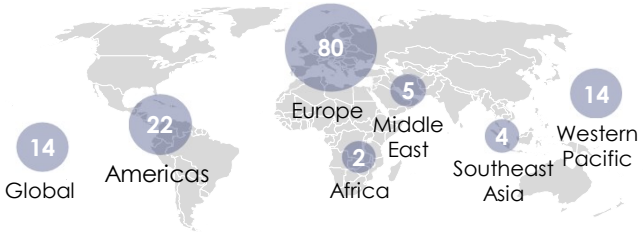
OF PEOPLE SUFFERING FROM MENTAL HEALTH DISEASE

Mental health demand is **rising globally**, while system capacity, especially in lower-income countries remains constrained, leaving a structural shortage

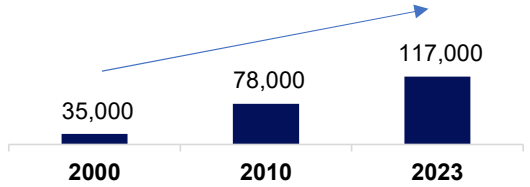


- ✓ Reduced stigma
- ✓ Improved awareness
- ✓ Rising rates of anxiety and depression
- ✓ Strong acceleration in Post-covid period
- x Only 9% of people with depression receive adequate treatment
- x >70% of people with psychosis do not receive mental health services

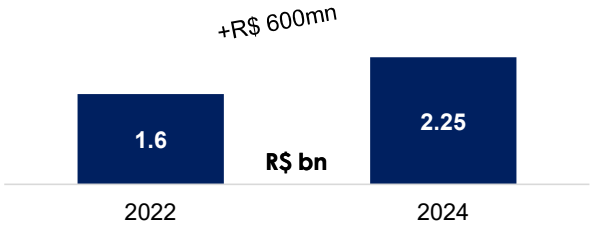
GROWING NUMBER OF PROFESSIONALS AND PUBLIC SPEDING



INCREASE IN # PSYCHOLOGISTS IN ITALY



Increase in expenditure from Brazilian government on mental health support

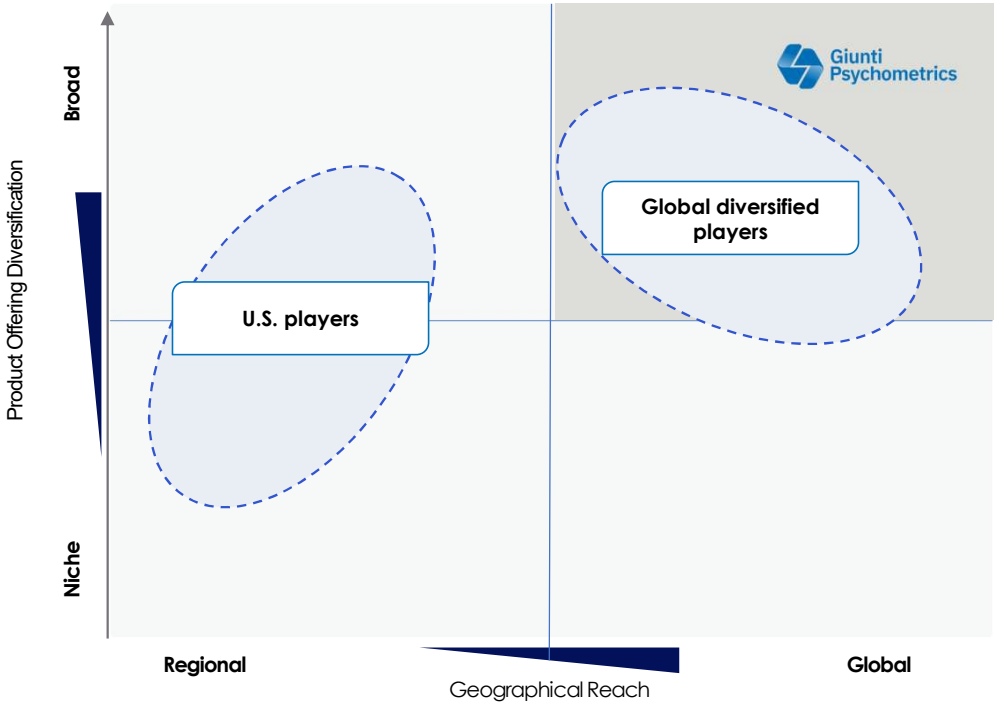


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Competitive Positioning and Peer Benchmarking

If mental health is a **niche**, clinical based assesment is an **oligopolistic market** where **Giunti Psychometrics** stands out for its undisputed R&D, it and commercial capabilities



Players	Vertical Capabilities					Geographical Reach			
	Educational	Clinical	Talent	Large Scale	Edutech	EMEA	AMERICA	ASIA	OTHER
Giunti Psychometrics	●	●	●	●	●	✓	✓	✓	✓
Company 1	●	●	◕	○	○	✓	✓	✓	✓
Company 2	◕	●	◕	○	○	✓	✓	×	×
Company 3	◕	●	◕	○	○	×	✓	✓	×
Company 4	◕	●	◑	○	○	×	✓	×	×
Company 5	●	◕	○	○	○	×	✓	×	×
Company 6	◕	●	○	○	○	×	✓	×	×
Company 7	◑	●	◕	○	○	✓	✓	✓	×
Company 8	●	◕	◔	○	○	✓	✓	×	×

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H1 2026
Financial Results as of June 30, 2026

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H1 2026 Highlights

H1 2026 results confirmed the **effectiveness of the Company's strategy**, supported by continued international expansion and a strong focus on technological innovation across its products and services in all four geographical areas: Italy, EMEA, Brazil and the rest of LATAM.

Going public represented a key milestone for the company. The capital raised will support its growth, geographical expansion and international presence through targeted acquisition

Strong Q2 performance & positive outlook. Given the results achieved in the H1 2026, performance was mainly driven by a strong acceleration in commercial activities occurred in the Q2 2026 and approximately +40% growth in digital services during the first half of the year. The Company aims to put science at the service of people, creating value for professionals, clients and stakeholders.

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H1 2026 Key Economic - Financial Data

€ 18.7m

Revenue

+9.4% vs H1 2025

€ 2.2m

EBITDA adjusted*

+22.4% vs H1 2025

€ -0.6m

Net result

vs € -0.1m in H1 2025

€ 8.0m

Share Capital

vs € 9.1m as of 31.12.2025

€ -12.9m

Net financial position

vs € -10.3m at FY25

*EBITDA Adjusted =Excluding the non-recurring impacts arising from changes in the accounting treatment of variable remuneration (€ 0.25 million) and Nesplora revenue (€ 0.17 million)
Note: The H1 2026 figures are subject to a limited review by the independent auditors, whose review procedures are still being completed as at the date of this press release. The comparative H1 2025 figures are management figures and have not been audited or reviewed.

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Reclassified Income Statement

(€ thousand)	H1 2025	H1 2026	Var. %
Revenue from sales and services	17,124	18,739	+9.4%
a) Product revenue	14,202	14,634	+3.0%
b) Service revenue	2,881	4,012	+39.3%
Personnel costs	-6,816	-6,998	+2.7%
Costs for services	-5,673	-5,815	+2.5%
EBITDA reported	**1,757**	**1,727**	**-1.7%**
EBITDA adjusted*	**1,757**	**2,151**	**+22.4%**
EBIT	**743**	**338**	**-54.4%**
Net result	**-134**	**-635**	**n.m.**

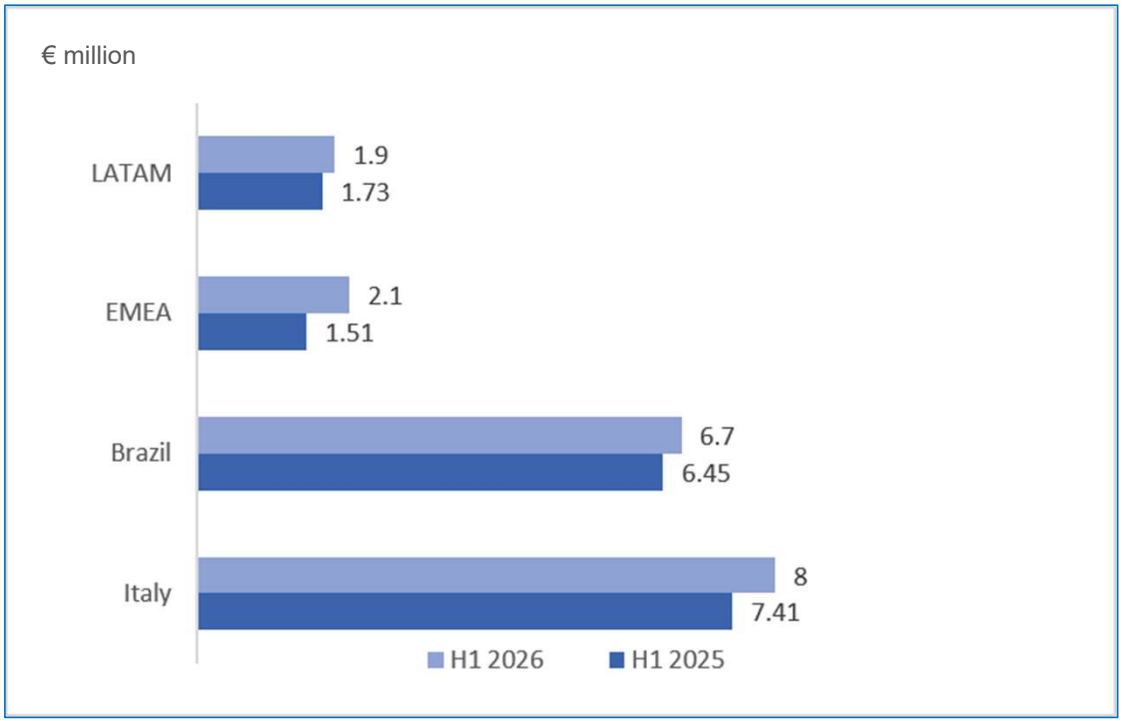
GEOGRAPHICAL PERFORMANCE

- **Revenue:** increased by **9.4%** to **€ 18.7 million**, driven by strong growth in service revenue (**+39.3%** to **€ 4.0 million**), mainly related to the Company's digital platforms. Product revenue also **+3.0%** to **€ 14.6 million**. Growth accelerated in Q2, with revenue **+25.1%** and double-digit growth across all geographical areas
- **Costs:** personnel costs and costs for services increased by **2.7%** and **2.5%**, respectively, remaining well below revenue growth
- **EBITDA adjusted:** **+22.4%** to **€ 2.2 million**, excluding the accounting impacts arising from changes in accounting policies
- **EBIT:** amounted to **€ 0.3 million**, **-54.4%** compared to € 0.7 million in H1 2025

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H1 2026 Revenue divided by Geographical Area



GEOGRAPHICAL PERFORMANCE

Revenue increased across all geographical areas:

- **Italy** remained the Company's largest market, with revenue of **€ 8.0 million** (**+8.0%**)
- **Brazil** at **€ 6.7 million** (**+3.9%**)
- **EMEA** recorded the strongest growth, reaching **€ 2.1 million** (**+39.1%**)
- **LATAM** generated revenue of **€ 1.9 million** (**+ 9.9%**)

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Key growth drivers in H1 2026

ITALY

Digital psychology services platform Psicologia.io FORMAZIONE | PSICOLOGIA | PSICOTERAPIA

REVENUE H1 2026

€ 1.9 m

YoY GROWTH

+63.3%

HUNGARY

Improvement mainly due to better fluidity of funds

REVENUE H1 2026

€ 0.6 m

YoY GROWTH

+316%

MEXICO & TURKEY

Both confirm the potential of developing markets

MEXICO – REVENUE YoY

+150%

TURKEY – REVENUE YoY

+85%

CHILE

Important contribution of the Chilean market

REVENUE H1 2026

€ 1.6 m

YoY GROWTH

+11.4%

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Outlook

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Outlook 2026

01 HIGH PRIORITY

Acquisitions in existing markets

Pursue **targeted acquisitions** in countries where the Company already operates, to strengthen its market position

02 HIGH PRIORITY

Expansion into new markets

Enter high-potential markets, including the US, Northern Europe and Asia, through targeted acquisitions

03 MEDIUM PRIORITY

Organic growth

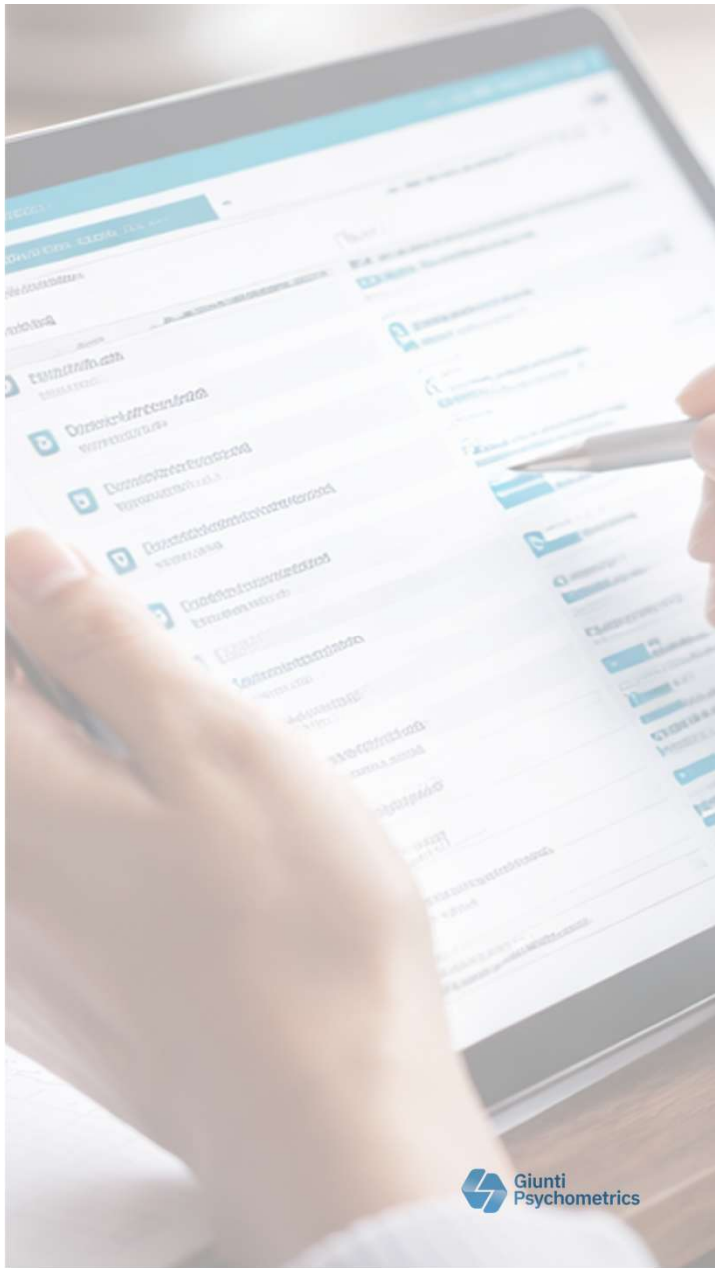
- Digital platform development
- IP portfolio expansion
- Strategic partnerships

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Investment analysis

1. **Fastest growing** global mental **health tech**
2. Global EDUTECH platform for scientific assessment with **>75 years of heritage**
3. Rising mental health needs driving **strong demand for assessment and treatment**
4. Recurring **revenue (>70% gross margin)** ensuring **strong future visibility**
5. **High barriers** to entry, supported by gold-standard, global reach, R&D and tech investments and M&A strategy



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Appendix

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Governance and Shareholding Structure

Board of Directors

Daniel Giunti
Chairman

Arturo Cervera
CFO & Director

Josè Sales Grade
CEO & Vice President

Sergio Giunti
Director

Francesco D'Angelo
Director

Independent Director
Pierre-Alexandre Prigent

Statutory Board

Niccolò Abriani
Chairman

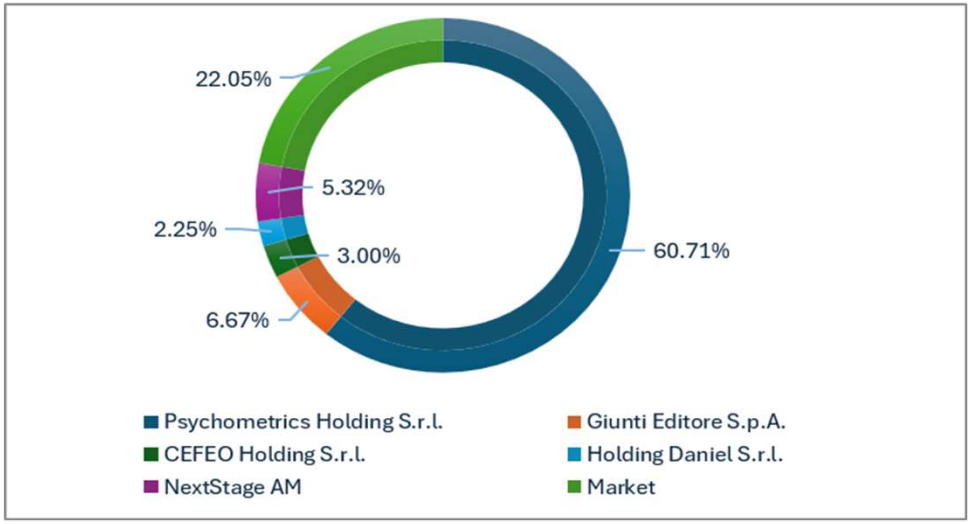
Enrico Terzani
Standing Statutory Auditor

Valeria Fazi
Standing Statutory Auditor

Monica Bigazzi
Alternate Statutory Auditor

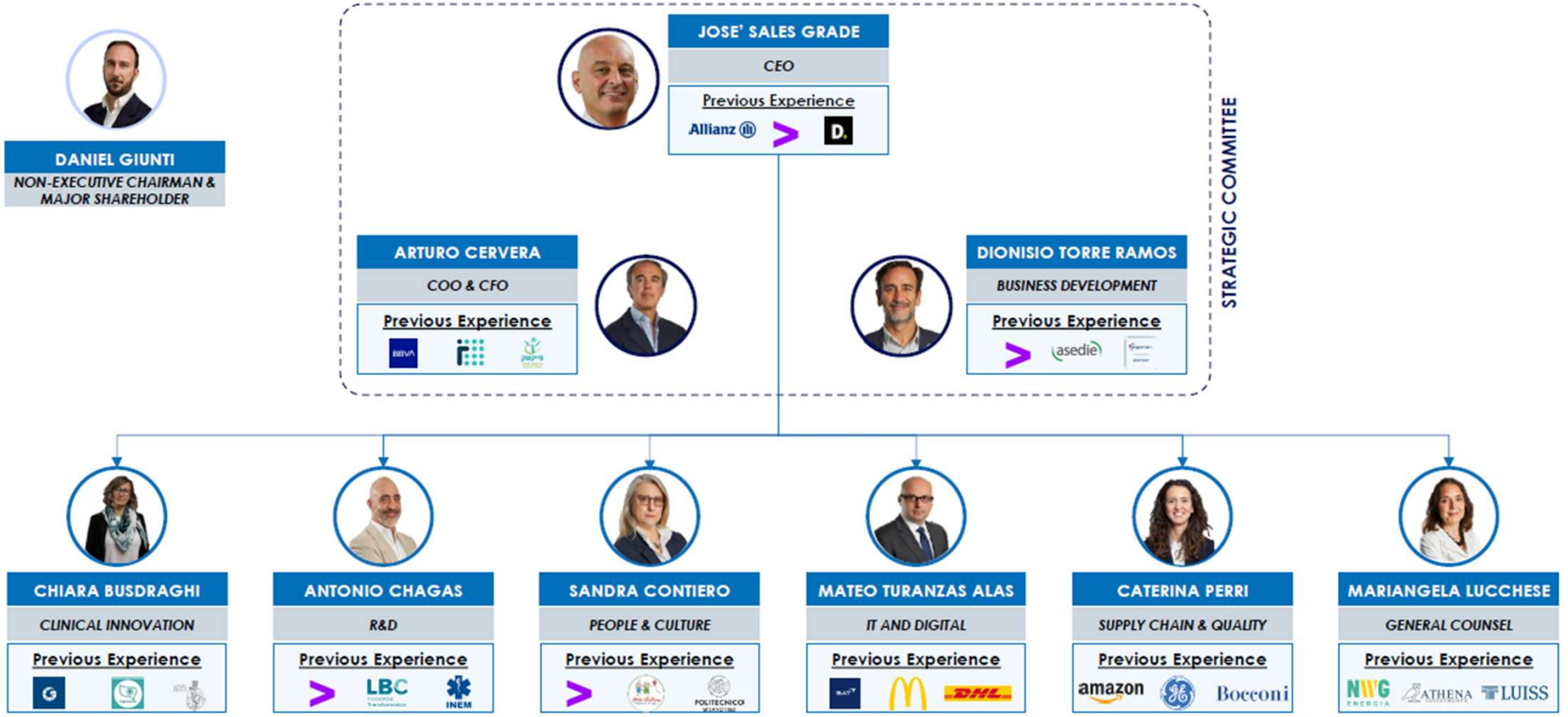
Andrea Bonechi
Alternate Statutory Auditor

Shareholding



Source: Management Elaboration

Team



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Follow us

Headquarter

Via Fra Paolo Sarpi, 7/A, 50136
Florence, Italy

Sito web

corporate.giuntipsy.com

Investor Relations Officer
Arturo Cervera Duart
investors.relations@giuntipsy.com

Investor Relations Advisors

luca.gentili@cdr-communication.it
gaia.barbieri@cdr-communication.it

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