



<< Where simplicity meets compliance >>

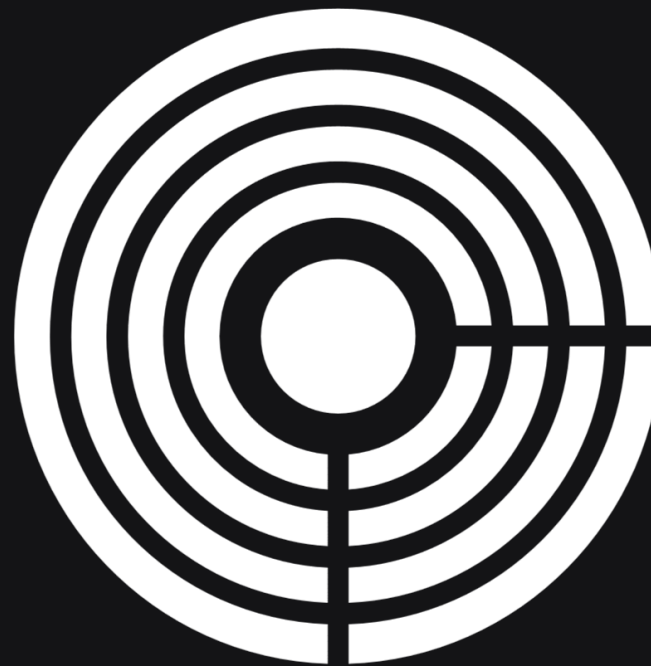
Company Overview

2025



What we do

**Transforming
compliance-critical
workflows into
digital, frictionless,
trusted processes**



How we do it

**Addressing the entire
value chain with a
seamless end-to-end
proposition and full
control of the tech stack**

<< Where simplicity meets compliance >>

Orchestrating end-to-end compliance-critical use cases globally

**~2k**
Enterprise customers

**50k+**
SME businesses

**100k+**
Professional practices

**~2k**
Government bodies

Unmatched RoI through a frictionless user experience...

Compliance-driven use cases

Examples of typical compliance-driven use cases


Sales & marketing

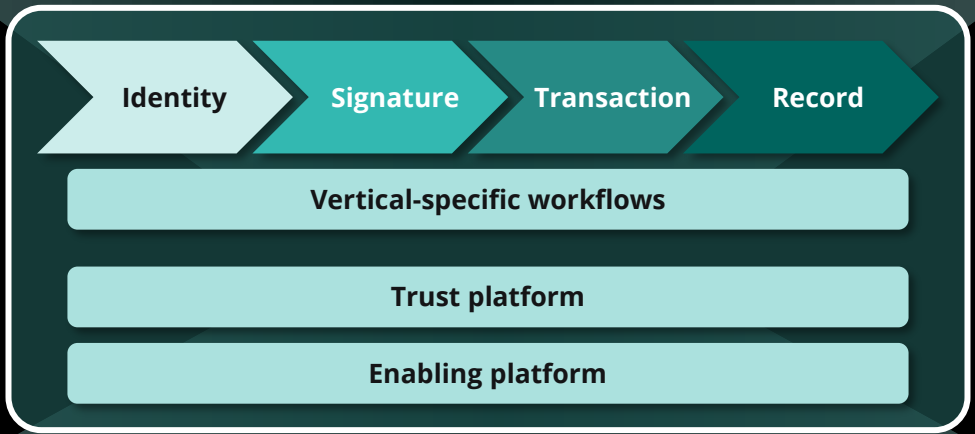

HR/HCM


Legal


Customer success & support



Finance



Audit & compliance





Regulated end-markets


Key regulated end-markets served



Financial services


Telco & Media


Utilities


Public sector


Real Estate & Construction


Accountancy & Tax

... orchestrating high volumes of digital compliance workflows every year⁽¹⁾

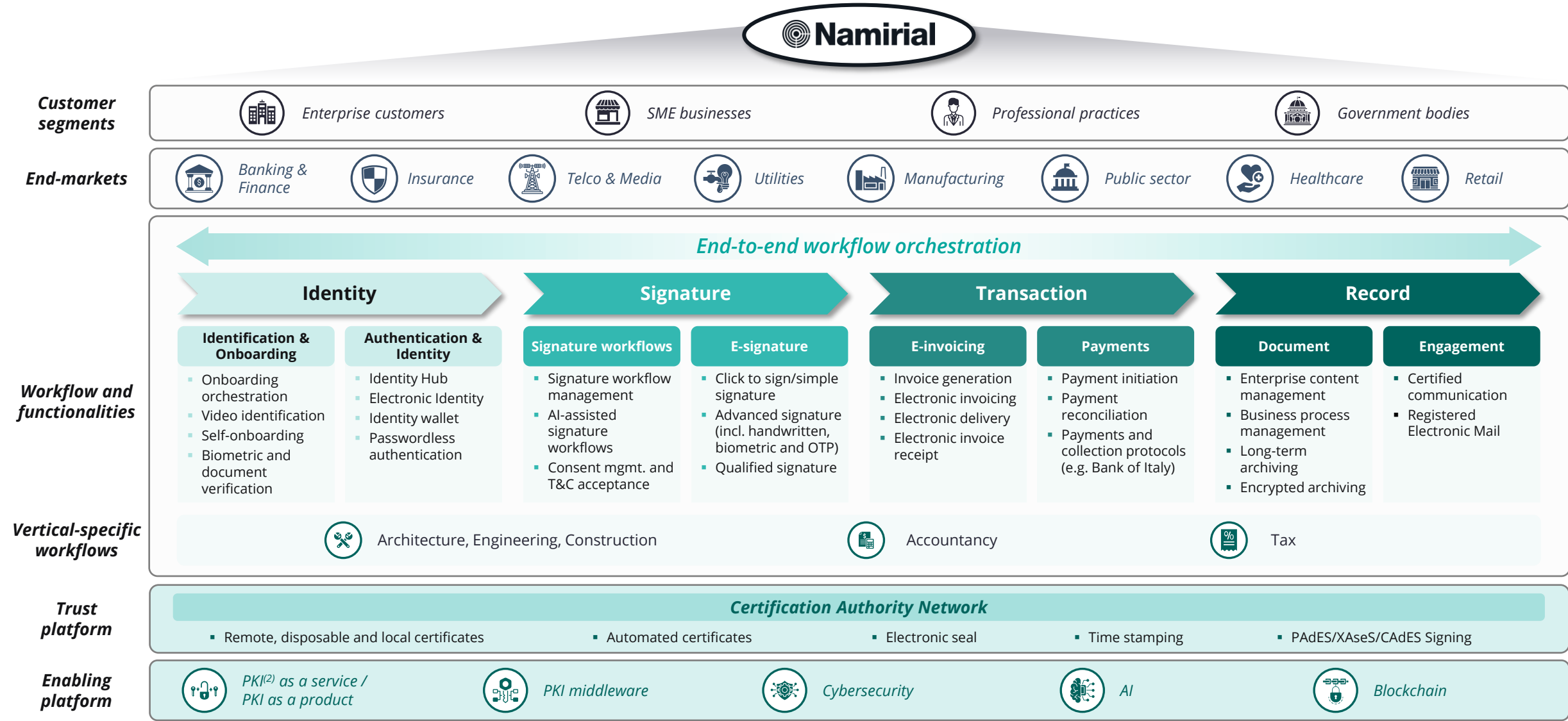
1bn
Cloud Signatures

6.3bn
Long-term documents archived

31m
Digital onboarding processes

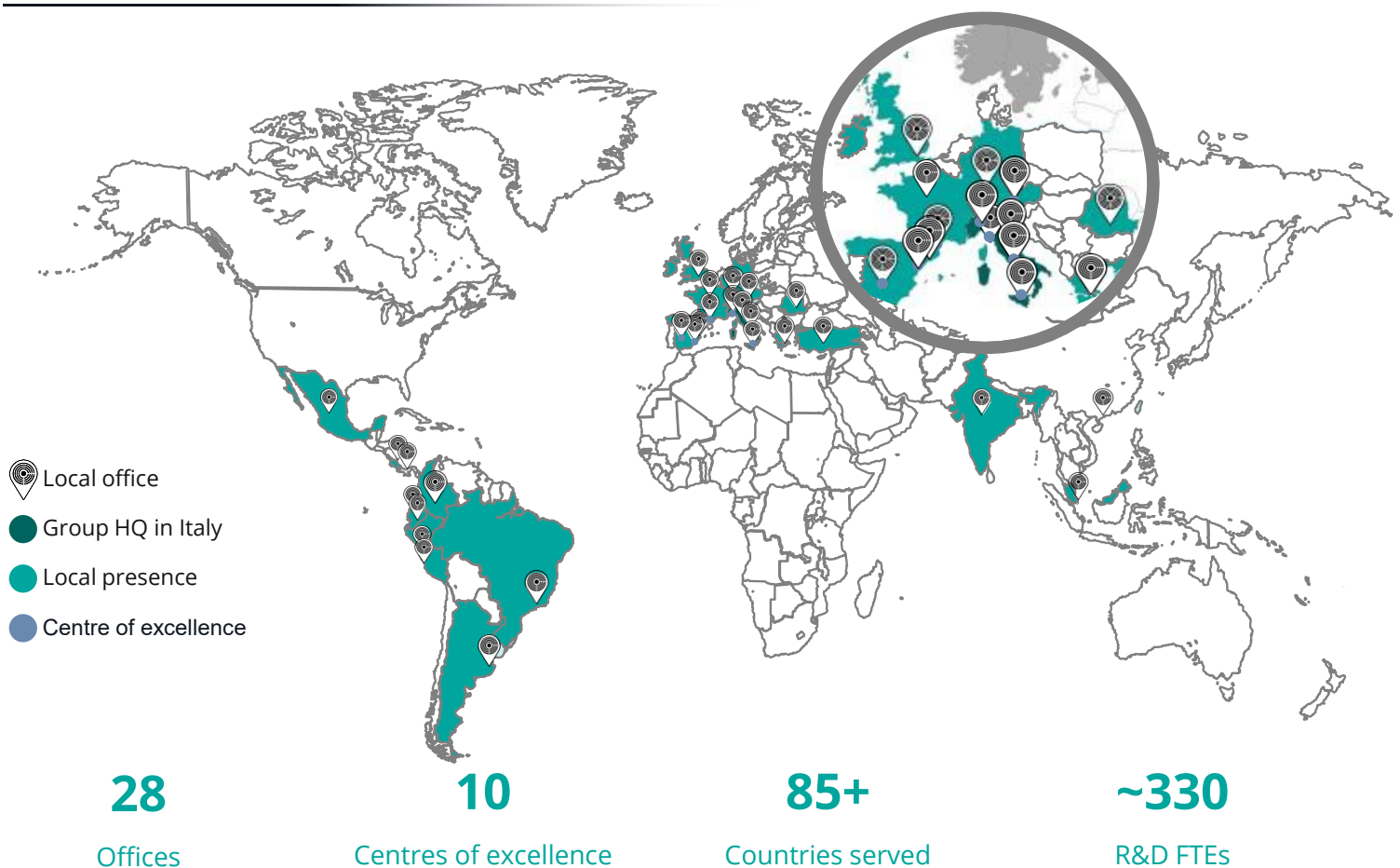
18m
Qualified electronic signature solutions

Orchestrating end-to-end compliance-critical use cases with full control of the tech stack



International footprint, with strong presence across Europe and LATAM

Namirial footprint



Balanced mix of **on-the-ground presence** and **partnership** allowing global reach across **85+ countries** with **28 offices** spread across Europe, LATAM and RoW



Growing **on-the-ground presence** in **LATAM**, having expanded direct sales, with ~57 FTEs across Brazil, Costa Rica, Guatemala, Argentina, Ecuador, Mexico, Colombia, Peru



10 centres of excellence spread across Europe, each dedicated to a **specific product**



Recently **opened offices** in **Paris** and **Singapore**



OneCompany Systems enabling best practices, alignment and remote management

Namirial has expanded its international coverage over time, gaining deep customer intimacy, local market knowledge and direct sales support

Scalable platform underpinned by modern tech stack

Full control of the tech stack

Complete control of technology ensuring **resilience** to changing regulations and **flexibility** to meet customer needs



Foundational elements

Integrated vertical stack



End-users
using interfaces

End-to-end orchestration

Orchestrating **compliance-critical** workflows across the **entire value chain** while maintaining the highest standards of security and compliance

Identity

Signature

Transaction

Record

Scalable architecture

Scalable platform leveraging resilient hosting environment with **sensitive data** for regulated use cases **stored locally** to ensure hyper-compliance



Sensitive data management

Enterprise-grade security

Mission-critical platform with **high availability**, **protection** against web application **vulnerabilities** and compliance with GDPR regulatory standards for **data privacy**



99.9%+

Platform availability

In-house PKI infrastructure

PKI as a product / service enabling issuance of digital signature certificates, time stamps and electronic seals to ensure full DTM workflows **compliance**

6.3bn

Long-term documents archived

25m

Digital onboarding processes

18m

Qualified electronic signature solutions



Namirial

One-stop-shop
for compliance-critical
DTM workflows

Trust network

Proprietary multi-country **certification authority network**, fully **compliant** with **global** industry **standards** for data integrity, privacy and fraud prevention



Certification Authority

AGID

CSQA



eIDAS-compliant



Deployment flexibility and superior UI/UX

Unmatched ROI through **frictionless** enterprise-grade **UI/UX** and full **deployment** flexibility (cloud, hybrid and on-prem) **tailored** to different **customer needs**

Customer Apps /
Web UI



Proven M&A
integration playbook



Product

S&M

Central
functions

IT

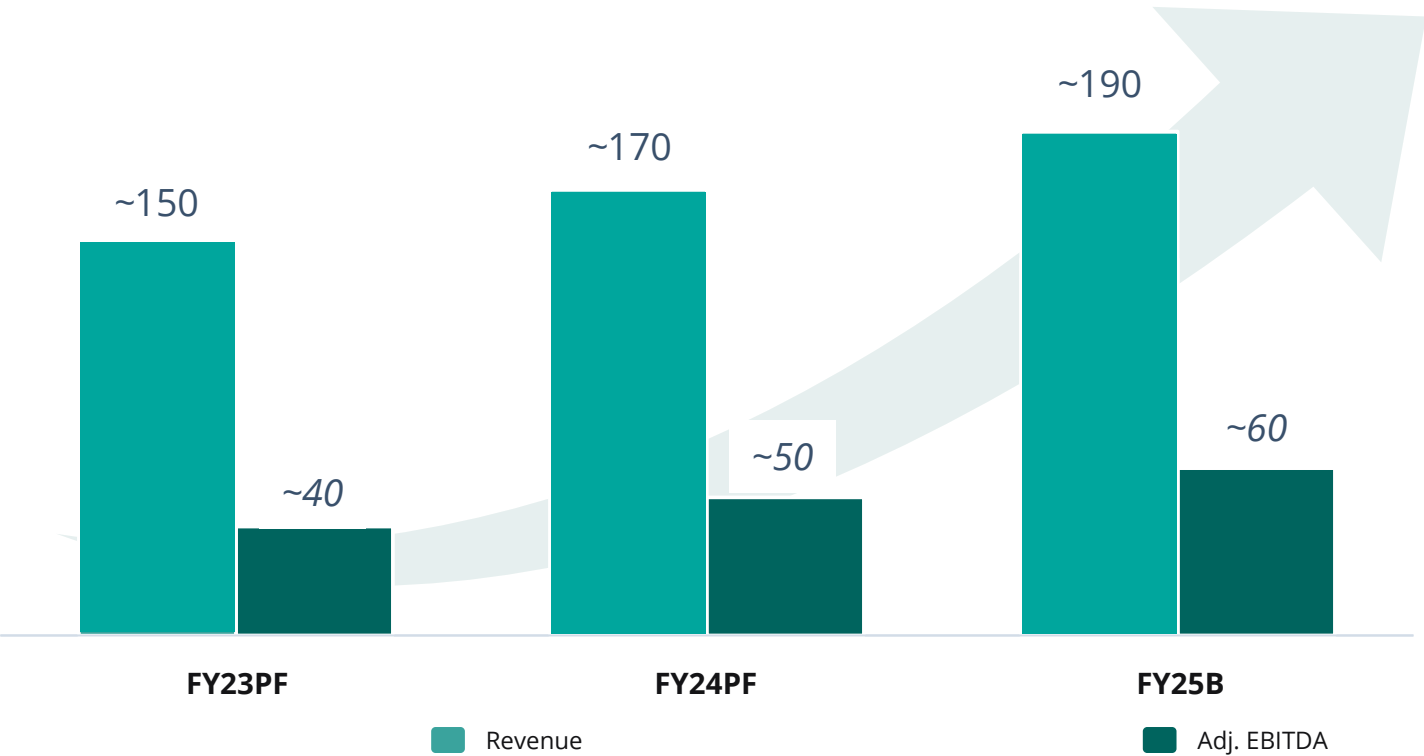
Brand

Features integration

Clear playbook for seamless integration of acquired features into Namirial's platform

Best-in-class financial profile

Revenue (€m) and Adj. EBITDA (€m)



33% Adj. EBITDA margin
(FY25B)

47% Rule of 40
(FY25B)

119% NRR
(Enterprise, Dec-24)

