

Metriks AI

Investor Day

L'orchestratore dell'AI agentica per PMI e professionisti



La piattaforma

Metriks Suite porta l'AI sui dati delle PMI, con i nostri specialisti

◆ Metriks DMS

◆ Company Radar

◆ AI Agent



L'orchestration layer
che trasforma dati in
decisioni

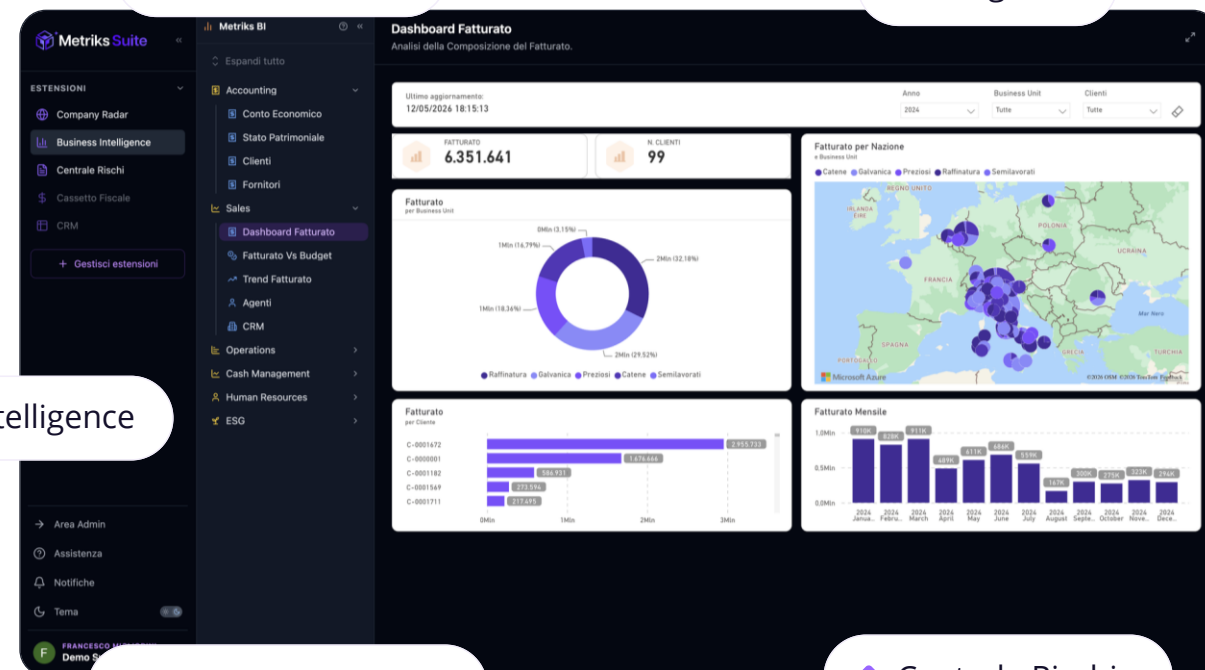
◆ Business Intelligence

◆ Metriks Knowledge

◆ Centrale Rischi

◆ Cassetto Fiscale

 [Guarda il video di presentazione](#)



Metriks at a glance

Metriks orchestra tecnologie e competenze attorno ai processi del cliente

2022

INIZIO OPERATIVITÀ

EGM

QUOTATA DA MAGGIO 2025

6

OPERAZIONI DI M&A

106

PERSONE · CA. 50% SOCI

6

SEDI IN ITALIA

01

AGENTIC AI

Agenti AI specializzati lavorano sui dati del cliente, individuano anomalie e propongono azioni.

Il software esegue; l'agente interpreta.

02

ONE-STOP-SHOP

Dati, tecnologie e competenze specialistiche convergono in un unico ecosistema, riducendo la frammentazione dell'offerta.

Meno fornitori da coordinare.

03

HUMAN IN THE LOOP

L'AI accelera analisi ed execution; le decisioni restano al management, con i nostri specialisti.

L'agente propone, la persona decide.

CHE COSA CI DISTINGUE DAGLI OPERATORI TRADIZIONALI

Software house

Vende licenze e progetti
Non entra nel merito del dato

Società di consulenza

Apporta competenze
senza una piattaforma che
renda replicabile il valore

System integrator

Collega sistemi di terzi
Non presidia dato né funzione
aziendale

Metriks AI

Software, agenti e persone
sullo stesso dato del cliente



Metriks Suite

L'orchestration layer di Metriks Suite collega i sistemi del cliente e porta AI e automazioni sullo stesso dato

1 · I SISTEMI DEL CLIENTE

Gestionali ed ERP

Fatture e fisco

Banche e rischio

CRM e vendite

Documenti

Dati di mercato

700+ app

2 · METRIKS SUITE, L'ORCHESTRATION LAYER



Metriks Suite

Identità e permessi

Ogni persona e ogni agente vede solo i dati che gli spettano

Knowledge graph

Collega fonti diverse in un unico dato, con definizione e provenienza

Gateway AI

Unico accesso ai modelli AI, con regole d'uso e controlli

Motore automazioni

Esegue le azioni approvate, con conferma e tracciabilità

Un ambiente isolato per ogni organizzazione

3 · COSA OTTIENE IL CLIENTE

Analisi

Risposte sui dati dell'azienda.

Automazioni

Scrivono, creano e notificano sui sistemi del cliente.

Ritorno: le automazioni scrivono sulla Suite e sui sistemi di origine

«Integrando tutti i dati in un'unica piattaforma intuitiva, disponiamo ora di una panoramica chiara, completa e in tempo reale.» **Sergio Mazzucca, CEO di Scintille, cliente Metriks¹**



Il divario di adozione nelle PMI

Le PMI adottano l'AI molto meno delle grandi imprese: Metriks risponde ai tre ostacoli, competenze, dati e costi

IMPRESSE CON PROGETTI AI AVVIATI, 2025 ¹		OSTACOLO PER LE PMI ²	RISPOSTA DI METRIKS	EVIDENZA DAI NOSTRI DATI
7%	delle piccole imprese (1-49 addetti)	58,6% Mancanza di competenze	Specialisti e agenti AI sul processo del cliente	106 professionisti (circa il 50% soci) dislocati in 6 sedi a livello nazionale
15%	medie imprese (50-249 addetti)	45,2% Dati assenti o di scarsa qualità	Un unico dato, integrato nella Suite	ERP, CRM e altre soluzioni del portafoglio dove il dato manca, tutte integrabili
71%	grandi imprese (250+ addetti)	43,0% Costi elevati	Moduli in abbonamento, senza progetti su misura	Canone medio di €500-600 al mese per cliente
80%	delle PMI è aggredibile nel breve periodo con le nostre soluzioni			

¹ Fonte: Osservatorio AI, Politecnico di Milano (2025). ² Fonte: ISTAT, «Imprese e ICT 2025»: ostacoli citati da chi ha valutato l'AI senza adottarla; strumenti digitali in uso.

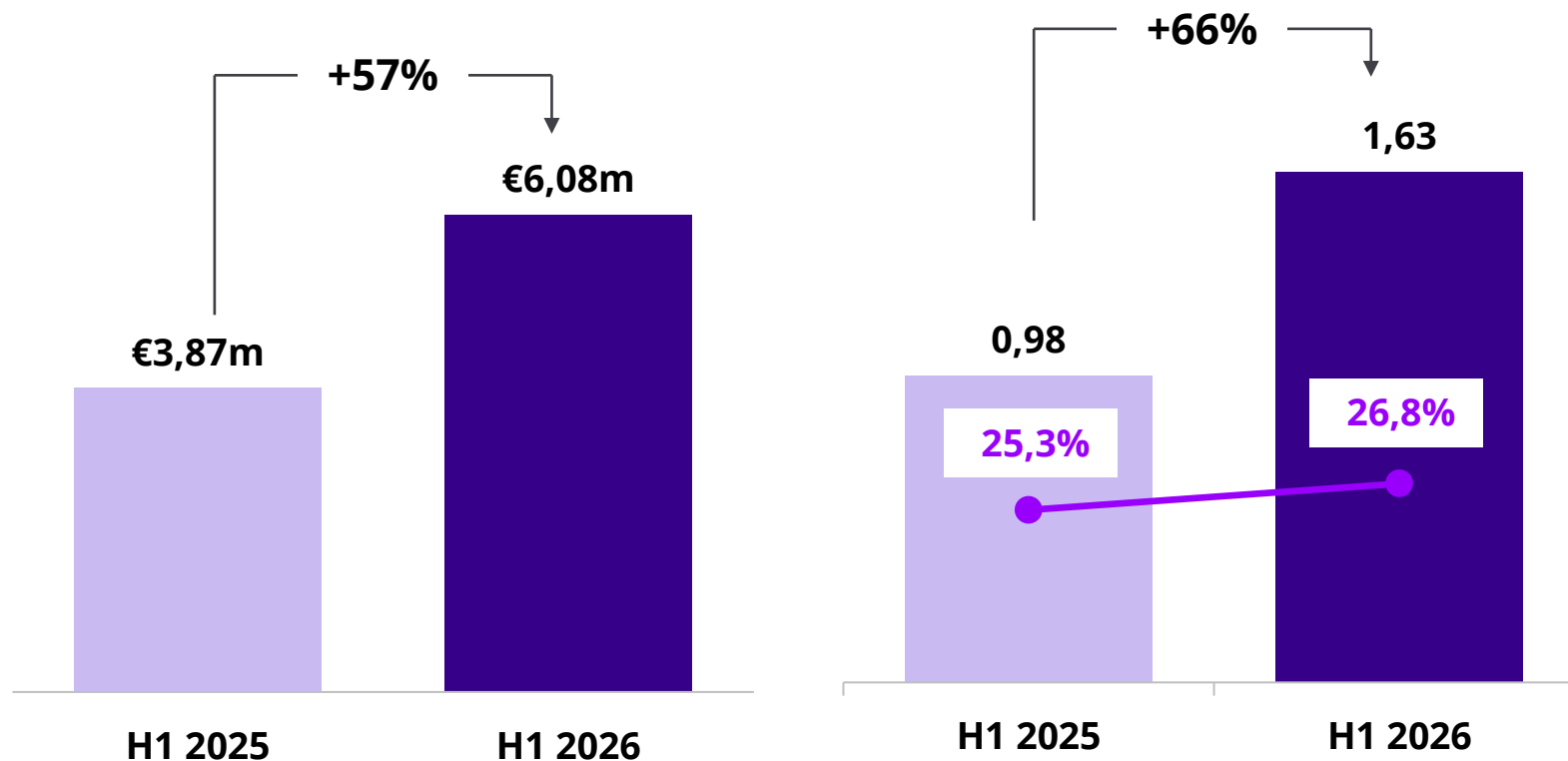
Risultati del primo semestre 2026

Le acquisizioni hanno aggiunto scala senza diluire la redditività, e il Gruppo chiude il semestre con cassa netta positiva

1 · RISULTATI H1 2026 VS H1 2025¹

VALORE DELLA PRODUZIONE, €M

EBITDA €M e Margine EBITDA %



2 · INDICATORI CHIAVE¹

€2,35m

ricavi ricorrenti, +52,5% su H1 2025

ca. **1.700**

clienti, +143% rispetto a giugno 2025

€1,02m

cassa netta al 30.06.2026, +€0,86m nel semestre vs FY2025

¹ Fonte: Relazione Semestrale Consolidata del Gruppo Metriks al 30.06.2026.



Strategia di M&A

La crescita inorganica porta clienti, tecnologie e competenze con prezzo disciplinato e soci venditori incentivati

1 - COSA COMPRIAMO

CUSTOMER BASE

Società che portano nuovi clienti PMI in Italia e, in modo mirato, all'estero

Polo Informatico · **Fanizza** · **Systema**
Teuron · **Workgroup**

METRIKS SUITE

dati del cliente, agenti AI e specialisti su un'unica piattaforma

CAPACITÀ

Prodotti proprietari e tecnologie che aggiungono funzionalità alla Suite
Logica Services as a Software, con revenue model ARR

FCONN · dati dagli impianti
Appare · sviluppo di agenti AI
TradeLab · dati di mercato e consulenza

2 - COME FACCIAMO M&A

Disciplina

sul prezzo e sulla scelta dei target

Soci incentivati

meccanismi incentivanti sui soci venditori

Prezzo in azioni

parte del corrispettivo pagata in azioni Metriks

Integrazione

tecnologie e competenze entrano nella Suite senza duplicare la delivery

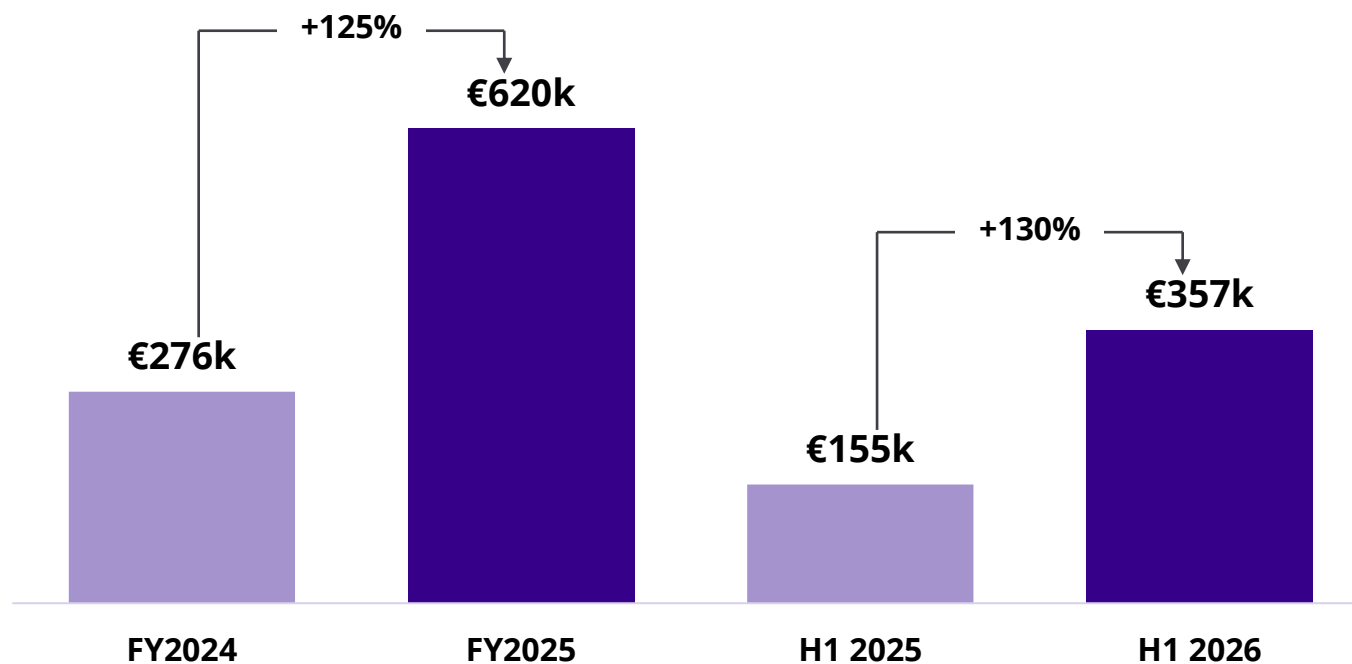


Il caso Polo Informatico

A 19 mesi dal closing l'EBITDA è più che raddoppiato e l'indebitamento si è ridotto di due terzi: il margine cresce per struttura, non per tagli

EBITDA di Polo Informatico, € migliaia¹

Stand-alone, per esercizio e per semestre



19 MESI DAL CLOSING · FEBBRAIO 2025²

MARGINE EBITDA

FY2024 → H1 2026

8,4% → 18,5%

INDEBITAMENTO / EBITDA³

FY2024 → H1 2026

5,9x → 0,7x

VALORE DELLA PRODUZIONE

H1 2026 vs H1 2025

+15,3%

¹ Nota: Polo Informatico S.r.l., dati stand-alone al lordo delle elisioni; FY2024 è l'ultimo esercizio pieno prima dell'acquisizione. ² Nota: Closing del 60% a febbraio 2025. ³ Nota: Calcolato sui semestri su EBITDA annualizzato.



Workgroup e TradeLab

Le operazioni annunciate a luglio rafforzano il ruolo di Metriks come orchestratore nel retail, integrando software e market intelligence

WORKGROUP S.r.l.

Term sheet sottoscritto · 29 lug 2026 · acquisizione del 100%

Corrispettivo: cash, azioni Metriks a €4,50 e obbligazioni convertibili⁴



TRADELAB S.p.A.

OPS totalitaria · 29 lug 2026 · 0,667 azioni Metriks per azione



KEY FIGURES FY2026 · BUDGET¹

€5,9m

VALORE PRODUZIONE

€2,9m

EBITDA

49,5%

MARGINE EBITDA

KEY FIGURES FY2026E²

€8,0m

VALORE PRODUZIONE

€1,2m

EBITDA

15,0%

MARGINE EBITDA

RAZIONALE DELL'OPERAZIONE

- **Canale:** 1.200+ clienti retail per cross-selling e up-selling
- **Dati:** il software di punto vendita alimenta gli agenti AI
- **Redditività:** EBITDA 49,5% a budget

RAZIONALE DELL'OPERAZIONE

- **Dati e Settori:** 25+ anni su Retail, Away From Home, Pharma e PA
- **Piattaforme SaaS:** ricavi €1,56m nel 2025, +46%³
- **PMI:** Obiettivo Europa e MarkerWeb portano il SaaS alle PMI

¹Fonte: Budget Workgroup S.r.l. FY2026. ²Fonte: Stime KT&Partners, 1° aprile 2026, su TradeLab S.p.A. ³Fonte: Ricavi Platform TradeLab S.p.A.: comunicato TradeLab del 27 marzo 2026.

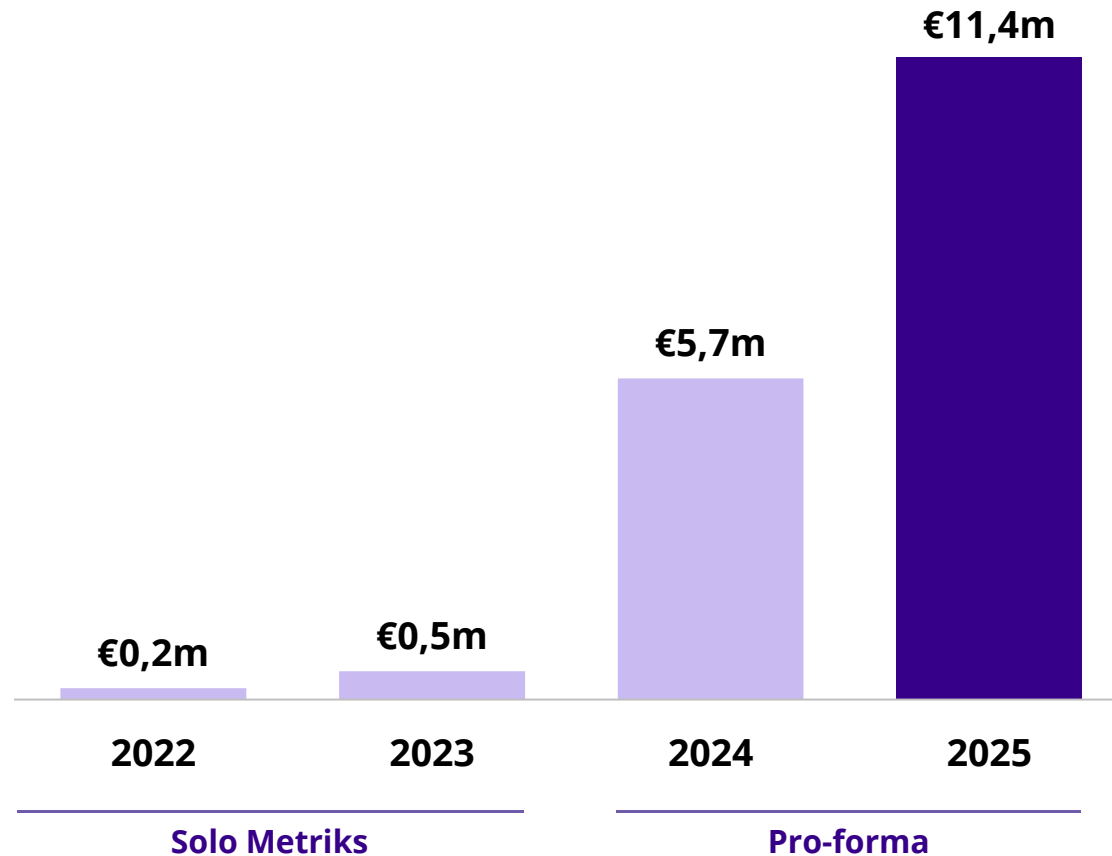
⁴Fonte: Term sheet Metriks, Mare Group e WGS del 29 luglio 2026: 100% di Workgroup pagato in cash, azioni Metriks a €4,50 e obbligazioni convertibili in azioni Metriks (scadenza 30 giugno 2028).



What's next

La crescita continua oltre il 2025, con una strategia organica e inorganica

Valore della produzione, €m



LA STRATEGIA DI METRIKS

**Crescita organica**

Cross-selling e up-selling delle soluzioni del Gruppo ai clienti

**Crescita inorganica**

Con disciplina; soci venditori incentivati, parte del prezzo in azioni

TRE PRIORITÀ

01**Base clienti PMI**

Clienti ricorrenti a cui vendere le soluzioni del Gruppo

02**Geografie**

Più territori in Italia, all'estero inserimenti mirati

03**Tecnologie e competenze**

Entrano nell'offerta senza duplicare la delivery



Disclaimer

This document has been prepared by Metriks AI S.p.A. Società Benefit (the “**Company**” or “**Metriks**”) for information purpose only, it contains only summary information and, therefore, it is preliminary in nature. Furthermore, it has been drafted without claiming to be exhaustive. By attending this presentation (“**Presentation**”) or otherwise viewing this Presentation, or having access to the corresponding information, you are agreeing to be bound by the following. This Presentation and the information set out herein (“**Information**”) are strictly confidential and, as such, has not been prepared with a view to public disclosure and, except with the prior written consent of the Company, it cannot be used by the recipient for any purpose nor can it be disclosed, copied, recorded, transmitted, further distributed to any other person or published, in whole or in part, by any medium or in any form for any purpose. This Presentation may contain financial information and/or operating data and/or market information regarding business and assets of the Company. Certain financial information may not have been audited, reviewed or verified by any independent accounting firm. Therefore, the recipient undertakes vis-à-vis the Company (i) to keep secret any information of whatever nature relating to the Company including, without limitation, the fact that the information has been provided, (ii) not to disclose any Information to anyone, (iii) not to make or allow any public announcements or communications concerning the Information and (iv) to use reasonable endeavors to ensure that Information are protected against unauthorized access. By reading the following Presentation, (i) you further agree to be bound by the following limitations, qualifications and restrictions including, without limitation, the obligation to keep this Presentation and its contents confidential, (ii) you will not at any time have any discussion, correspondence or contact concerning the information in this presentation with any of the directors or employees of the Company nor with any of their suppliers in respect of Metriks without the prior written consent of the Company and, (iii) you are able to receive this Presentation without contravention of any applicable legal or regulatory restrictions. The content of this document has a merely informative and provisional nature and is not to be construed as providing investment advice. This document does not constitute a prospectus, offering circular or offering memorandum. THIS PRESENTATION AND ANY RELATED ORAL DISCUSSION DO NOT CONSTITUTE AN OFFER TO THE PUBLIC OR AN INVITATION TO SUBSCRIBE FOR, PURCHASE OR OTHERWISE ACQUIRE ANY FINANCIAL PRODUCTS, AS DEFINED UNDER ARTICLE 1, PARAGRAPH 1, LETTER (T) OF LEGISLATIVE DECREE NO. 58 OF 24 FEBRUARY 1998, AS AMENDED. Therefore, this document is not an advertisement and in no way constitutes a proposal to execute a contract, an offer or solicitation to purchase, subscribe or sell for any securities and neither it or any part of it shall form the basis of or be relied upon in connection with any contract or commitment or investments decision whatsoever. The Company has not prepared and will not prepare any prospectus for the purpose of the initial public offering of its securities. Any decision to purchase, subscribe or sell for securities will have to be made independently of this Presentation. Therefore, nothing in this Presentation shall create any binding obligation or liability on the Company and its affiliates and any of their advisors or representatives. Likewise, this Presentation is not for distribution in, nor does it constitute an offer of securities for sale in the United States of America, Canada, Australia, Japan, South Africa or any jurisdiction where such distribution is unlawful, (as such term is defined in Regulation S under the United States Securities Act of 1933, as amended (the “Securities Act”). Neither this Presentation nor any copy of it may be taken or transmitted into the United States of America, its territories or possessions, or distributed, directly or indirectly, in the United States of America, its territories or possessions or to any US person. Any failure to comply with this restriction may constitute a violation of United States securities laws. This Presentation is directed and is only distributed to (i) persons that are located outside the United States, (ii) persons that are either (a) in member states of the European Economic Area (“Member States”) and are “qualified investors” within the meaning of Article 2 letter e) of the Regulation (EU) 2017/1129 (the “Qualified Investors”) or (b) in Italy and are Qualified Investors according to Article 2 letter e) of the Regulation (UE) 2017/1129 and Article 35 paragraph 1 letter d), of CONSOB Regulation on Intermediaries No. 20307 of 15 February 2018, or (c) in the United Kingdom and are persons who have professional experience in matters relating to investments and who fall within the definition of “investment professionals” in Article 19 (5) of the Financial Services and Markets Act 2000. No representation or warranty, express or implied, is or will be given by the Company as to the accuracy, completeness or fairness of any Information provided and, so far as is permitted by law and except in the case of fraud by the party concerned, no responsibility or liability whatsoever is accepted for the accuracy or sufficiency thereof or for errors, omissions or misstatements, negligent or otherwise, relating thereto. In particular, but without limitation, no representation or warranty, express or implied, is or will be given as to the achievement or reasonableness of, and no reliance may be placed for any purpose on the accuracy or completeness of, any estimates, targets, projections or forecasts and nothing in these materials should be relied upon as a promise or representation as to the future. The information and opinions contained in this document are provided as at the date hereof and are subject to change without notice. The recipient will be solely responsible for conducting its own assessment of the Information set out in the Presentation. Neither the Company, nor any of their advisors or representatives shall be obliged to furnish or to update any information or to notify or to correct any inaccuracies in any information. Neither the Company, nor any of their advisors or representatives shall have any liability to the recipient or to any of its representatives as a result of the use of or reliance upon the information contained in this document. Certain Information may contain forward-looking statements which involve risks and uncertainties and are subject to change. In some cases, these forward-looking statements can be identified by the use of words such as “believe”, “anticipate”, “estimate”, “target”, “potential”, “expect”, “intend”, “predict”, “project”, “could”, “should”, “may”, “will”, “plan”, “aim”, “seek” and similar expressions. The forecasts and forward-looking statements included in this document are necessarily based upon a number of assumptions and estimates that are inherently subject to significant business, operational, economic and competitive uncertainties and contingencies as well as assumptions with respect to future business decisions that are subject to change. By their nature, forward-looking statements involve known and unknown risks and uncertainties, because they relate to events, and depend on circumstances, that may or may not occur in the future. Furthermore, actual results may differ materially from those contained in any forward-looking statement due to a number of significant risks and future events which are outside of the Company's control and cannot be estimated in advance, such as the future economic environment and the actions of competitors and others involved on the market. These forward-looking statements speak only as at the date of this Presentation. The Company cautions you that forward looking-statements are not guarantees of future performance and that its actual financial position, business strategy, plans and objectives of management for future operations may differ materially from those made in or suggested by the forward-looking statements contained in this Presentation. In addition, even if the Company's financial position, business strategy, plans and objectives of management for future operations are consistent with the forward-looking statements contained in this Presentation, those results or developments may not be indicative of results or developments in future periods. The Company expressly disclaims any obligation or undertaking to disseminate any updates or revisions to any forward-looking statements contained herein to reflect any change in the Company's expectations with regard thereto or any change in events, conditions or circumstances on which any such statement is based. The distribution of this Presentation and any related document in other jurisdictions than Italy may be restricted by law and persons into whose possession this document or any related presentation comes should inform themselves about, and observe, any such restriction. Any failure to comply with these restrictions may constitute a violation of the laws of any such other jurisdiction.



