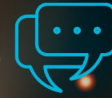


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Investor Presentation
Redeye, 15 maj 2025

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Talkpool in brief

- Global provider of advanced communication network services
- Started in Sweden 25 years ago with the introduction of 3G
- Has brought mobile and fiber comms to millions of people world wide
- 1 500 staff in Europe, Americas & Asia
- Listed in Stockholm (Nasdaq First North) and Frankfurt (Deutsche Börse)
- Profitable and stable business with zero net debt in 2025
- New growth plan launched in April 2025



The Nordic Mobile Telecommunications wonder

Nordic collaboration and innovation set the stage for a technological revolution that would eventually connect billions of people worldwide



The Nordic Beginning

NMT (1G) 1981
World's 1st automatic cellular system

From Regional to Continental

GSM (2G) 1991
Introducing text messaging, basic data services, and significantly improved call quality

Global Expansion

3G in 2000, 4G in 2010 & 5G
Mobile internet, streaming, mobile apps and IoT

The evolution from 1G to 5G represents one of humanity's most successful technological collaborations, transforming how billions of people communicate, work, and live

Behind the Scenes: While the giants of telecommunications often get the spotlight, smaller companies have played crucial roles in the global expansion of mobile technology. One such company is Talkpool, which worked diligently behind the scenes to bring Scandinavian mobile technology to over 50 countries across all continents.



Reference Customers



New Growth Strategy 2030

Building on Talkpool's established market position while leveraging new cutting-edge technologies to drive sustainable growth and profitability.

- **Organic Growth:** Planned acceleration from 2025 through 2030
- **Expansion:** In high-growth telecommunications segments
- **Portfolio Enhancement:** Introduction of higher-margin technology-enabled services

Strategic M&A: Selective acquisitions and potential divestments

New Financial Targets for 2030

- **Revenue: EUR 40 million** representing a CAGR of **16.8%** from EUR 15.8 million in 2024
- **EBITDA Margin: 14%** of revenues (from 11% in 2024)
- **Operational Cash Flow:** Continued focus on positive cash flow generation (9.1% OCF in 2024)
- **Capital Structure:** Net Debt approaching zero in 2025, followed by strategic cash reserve accumulation

Large addressable telecom services market of approximately EUR 350 billion with an expected average growth rate of 28%-42%

Q1 2025 report compared to Targets

Transition to Growth

	Q1 2025	Target	Comment
Revenue Growth	EUR 4.23 million 6.4%	16.7%	better than expected
EBITDA	14.7%	14%	higher than 2030 target
EAT	8.1% EUR 343 thousand	-	higher than last year (average EUR 250 thousand per quarter during 2022-2024)
Equity	EUR 1.35 million	Positive trend	up from EUR 1.0 million (at end of 2024)
OCF	EUR 22 thousand	positive	up from negative EUR 96 thousand (in 24Q1)

Technology-Enhanced Service Delivery

A three-tiered delivery model:

- I. **Artificial Intelligence** (AI) self-automating tools:
Maximizing technological solutions in service delivery to improve efficiency and quality
- II. **Global Delivery Centers:** Leveraging 1,300+ employees in offshore locations to optimize cost structure while maintaining service excellence
- III. **Strategic Local Presence:** Deploying specialized on-site resources for high-value customer engagement and quality assurance

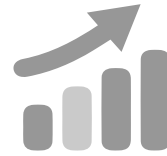


Implementation Timeline Vision 2030

- **2025:** Launch of enhanced remote services capabilities and initial AI-driven solutions
- **2026-2027:** Expansion of technology-enabled service portfolio and strategic market entry
- **2028-2030:** Full-scale deployment of integrated telecommunications solutions and adjacent services



Why Talkpool?



STABLE REVENUE
STREAM AND
PROFITABLE
GROWTH



GLOBAL
CLIENT
BASE



STRONG MARKET
FUNDAMENTALS



LARGE
RECURRING
CLIENTS



STICKY
OFFERING



SUSTAINABLE
FOCUS

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