



## **Investor presentation – outlook and guidance for 2026**

Synexo Group has released an updated investor presentation, available in the attachment.

### **CEO comment:**

“We are pleased to share a clear strategic and financial overview of Synexo Group, along with our ambitions for the years ahead. Although we are still at the beginning of our journey, 2026 is set to become a breakthrough year for the company. We see accelerating demand, with organic growth expected to exceed 100% despite a higher ARR base, Cash-EBITDA turning positive, and four acquisition targets currently under discussion with combined revenues of SEK 19m. We look forward to meeting both new and existing investors and to continuing to share our positive developments going forward.”

Sincerely,  
Sindre Sørli

### **Investor presentation highlights**

#### Strategy and overview

- Profitable growth- and M&A-oriented software group focused on niche software and MSP companies with a high degree of recurring revenue, diversified customer bases, strong underlying margins with clear scale advantages, low churn, and an emphasis on data security
- Group companies currently operate in the SEK 77bn Backup-as-a-Service market, which is expected to grow 30% annually through 2030 ([sources](#))
- Management and board with deep industry expertise and a shareholder-first mindset, collectively owning 48.5% of the company
- Profits to be invested in accretive acquisitions or distributed to shareholders through dividends or buybacks

#### Financial highlights

- Live ARR of SEK 4.7m as of November 2025, up 49% y/y (57% at constant currency).
- Signed but not yet billed ARR of SEK 9.0m as of November 2025 (all deals are expected to go live by Q4/26)
- 116% NRR and 3.1% churn as of November 2025

- Q3/25 pro forma Cash-EBITDA of ~SEK 0m; signed run-rate Cash-EBITDA of SEK 2.9m once signed ARR is live
- Financial position: no interest-bearing debt or potential earn-outs, and SEK 3.1m cash as of Q3/25 (self-funded organic runway)

#### Outlook/financial guidance

- 2026: Live ARR of >SEK 12m (>100% organic growth), ~60% already secured through signed contracts | Signed ARR of >18m | Gross margin of >70% (62% LTM) | Continued operating leverage with no planned increase in overhead, while sales capacity will be added selectively based on demand and ROI
- Medium-term (at scale): >20% average organic annual growth | >70% gross margin | Continued organic margin expansion | Profits reinvested in accretive acquisitions or distributed to shareholders | Maintain a solid balance sheet (no significant indebtedness)

The outlook and targets described reflect current expectations and are subject to risks and uncertainties.

This information is information that Synexo Group is obliged to make public pursuant to the EU Market Abuse Regulation. The information was submitted for publication, through the agency of the contact persons set out above, at 2026-01-02 08:55 CET.

#### **For further information, please contact:**

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#### **About us**

Synexo Group AB (publ) is a Nordic technology group listed on Nordic SME in Sweden.

The company is building a platform for long-term growth within backup, recovery and data protection, with a focus on recurring revenue and high operational efficiency.

Through a buy-and-build strategy, the company combines organic growth with strategic acquisitions to consolidate the Nordic market and establish itself as a leading provider of data protection and recovery services.

The company currently owns two Nordic “Backup-as-a-Service” businesses – Backupbuddy AS and Backupbanken AS – which together form a solid foundation with pure ARR revenue and low capital intensity.

Synexo Group's strategy is to create value through the acquisition and integration of profitable companies within backup, SaaS, IT security and data protection, generating cost synergies across infrastructure, licenses and operations, and strengthening customer trust through Nordic data storage that ensures regulatory compliance, data sovereignty and high security.

The goal is to build a Nordic "mini-Constellation Software" company with stable returns and international expansion potential.