

Welcome everyone and welcome to the presentation for H1 2026 financial results for the GEVORKYAN company.

Firstly, I would like to inform that this call will be held in Slovak language for the convenience of both the speakers and most of the audience. There will be a transcript in both Slovak and English language.

So, welcome once again to this investor call for GEVORKYAN.

Today, as usual, Mr. Artur Gevorkyan, Chairman of the Board of Directors of the company, is here with me. *Good morning.*

And also Andrej Bátovský, our Chief Financial Officer. *Good morning.*

So, I will repeat once again, this call is being recorded. The presentation is already on the website. Later, we will also add a recording of this call. And also a transcript in Slovak language and in English language.

As regards the questions, you can ask them throughout the entire call in the chat or at the end, after the presentation, we will invite you to ask questions directly, by turning on your microphone and you can ask directly. So now please, if you can, confirm to me that you can see the presentation.

[technical interruption]

So we have set it up and we can start.

A. Gevorkyan:

So once again, good morning. Today we are presenting our half-year results.

We deliberately speak about the half year, not about the second quarter.

[technical interruption]

So for those who are hearing about the company for the first time, we can just briefly say that the company this year celebrates 30 years of existence in Slovakia and is a global leader in powder metallurgy. So we press metal materials, sinter, inject, 3D print. We have unique know-how that comes from the family, and we have been doing it for the third generation already.

What is important, we never produce commodities. The company has three development centres, the main one is in Slovakia, but another one is in Austria, in Vienna, so that we are closer to customers, and in Poland, given that we have been supplying a lot to the Polish market for several decades already, and we have serious projects there for the Polish defence industry. Overall, our products, which we first develop and only then manufacture, are used in various industries, in garden equipment, in the automotive industry, in medicine, in cosmetics.

I can say with certainty that if this morning you had Versace, Montblanc, Louis Vuitton, anything from that, in your hands, our products were certainly there. If you moved around the city by car, of any brand, including Bentley, our components were certainly there. If you turn on the TV and watch shooting on sports programmes, then in most of those weapons you will also find our components.

In newspapers about agritourism you will find Komatsu, John Deere, and our components are everywhere there as well. The doors of your house open with our components, and elevators also move on our components. This is modestly about the company, and annually we manufacture around 100 million products, while every year we develop around 200 new products in the company.

Now we have created capacity for another 100 million products for the defence industry. What was key during the last half year was the acquisition in Italy. We bought a factory with a 60-year tradition, one of the best known in Europe, the aim was to establish ourselves in the industrial heart of Italy.

Today we have orders from Lombardini, Ducati, everyone who means something among serious brands, for European industry, are today our customers. We have a fantastic team of people there, whom we

managed to unite in the same vision and with the same goals. And now, for the specific numbers, I would hand over the floor to our Chief Financial Officer Andrej Bátorvský.

A. Bátorvský:

Thank you, Mr. Gevorkyan. Once again, good morning to everyone. I will maybe briefly say what we managed to achieve during the first half year.

For me, as not only an employee but also an investor, since I have bought shares, it is a little boring. Because again we delivered what we promised. Maybe additionally regarding the introduction of the company, if somebody did not know, we only have long-term contracts.

5, 7, 10, some even more years. That means that we develop something only when, a) the customer pays and, b) when it is in serial production, then we know relatively well how to predict revenue development for several years, because we know what we committed to, what we invested for, and we know what revenues and also EBITDA we can expect. As regards the first half of 2026, EBITDA was at the level of approximately EUR 15 million.

Compared to the previous half year, revenues increased by almost 20% and EBITDA by almost 10%. At the end there will still be several slides where we will discuss it in more detail. What is important, other profits such as EBIT, EBT and EAT also grew. Those even grew by more than 30 to 35%. We also slightly updated our, as if, next 5-year plan, since we are already slowly living in September, so we know how this year will turn out.

That means that we narrowed this revenue and EBITDA range for the end of the year and we also changed more or less upwards the other years and added the year 2030. EBITDA margin is again above 30%. Here it is important to say that this is not just some quarterly jump, but EBITDA margin is in the range of 30–40% in the long term. As regards our acquisition and some financial expression of what to expect, on 31 December 2026 we will have, for the first time, consolidated financial statements which will already include our Italian subsidiary. As regards some of our medium-term objective or financial horizon, it is certainly to slowly stop and not increase the indebtedness of the company.

To achieve positive cash flow, at least operating cash flow, to maintain growth whether in terms of profit but also revenues, and also completion of the capex cycle that we had in previous years in order to build capacities. I would now hand the floor back to Mr. Gevorkyan to say something about development plans and our current news. Thank you.

A. Gevorkyan:

Thank you, Andrej.

Regarding the plans, we will probably say this, that basically we have already carried out our third acquisition, each of those acquisitions had strategic importance for us. In Sweden, we bought the complete production and moved it to us from a strategic partner, which remained, and we hope will remain our customer in the long term, the company SKF.

I only want to add that only the talks, I do not want to call it “negotiations”, because we did not negotiate prices, but actually made strategic plans, that process lasted twelve years.

Later in Poland, in the city of Radom, we practically bought the whole business, a manufacturer in powder metallurgy, because we wanted to establish ourselves on the Polish market in the long term. I have to say that in Poland, in Krakow, we now have, in the largest technology centre, our subsidiary company, which is specifically focused on development and helps us establish ourselves on the Polish market.

At the Italian plant, I will put it this way, despite the fact that we were very much frightened with problems that we would have during optimisation of the factory in Italy with the trade unions, because the trade unions in Italy and France are the strongest and they actually defend the interests of employees, I have to say that the approach of the trade union management, and now I do not mean in the factory but in the region, was positive, logical, and we managed to agree on how we would make the factory more efficient.

The process is ongoing there, we actually have a fantastic team of people who work daily, report daily without us having to hold necessary management meetings. We are happy with how it is going, I can say that we have already regularly started deliveries for the Rheinmetall Group as well as other companies from the defence industry. I emphasise that until today we have never produced anything that kills people and we will continue with this strategy.

Further, I would like to say that we believe that our operations also in Poland will progress, because on the one hand we have already been supplying there for 30 years. We are a serious partner there, we even receive invitations from one side or the other from government institutions – as a positive example of cooperation between Polish and Slovak companies, which we are happy about.

Now we were at the military fair in Kielce. We were, as I understood, only one of two Slovak companies that presented products, and we are satisfied with how it turned out, the Polish market is quite specific and getting a serious project there, additionally for the defence industry, is a lot of work.

Further in the presentation we have several tables, for which I would suggest that you have them in the presentation, we are waiting for questions and we will be happy to answer them also in writing. I would still like maybe to emphasise what the Chief Financial Officer already said. We really only have 5-, 10-year plans, projects which we do, develop. That development costs money, the customer always pays for it and that is why until today we are producing our first product which we started producing 30 years ago in Slovakia. And our Italian company has a similar strategy and what is interesting, they also still manufacture their first products for Volvo, which they started producing 30 years ago. These are very specific parts, I would say even compositions of parts, because some of our products we already supply in assembled condition, where the customer has minimum work left and we therefore use the capacities in Slovakia for this.

That project (acquisition) is so important for us because we are being approached – we already have such a good name in Italy, by the fact that we did not close the company, did not move everything to Slovakia, that partners contact us, even other companies, also from our industry, with an offer of strategic cooperation. So that is why for the first time at the presentation we also have our colleague Michaela Reháková with us, with the fact that she is specifically dedicated to Italy, so we also wanted to invite her to the Prague Stock Exchange, so that she can look into the future at how it might also look at the Milan Stock Exchange. That is all from me, thank you.

A. Bátovský:

I gradually see that questions are already coming in as well, most of them for me, so I will slowly start answering them. As regards the bonds, the refinancing of which awaits us in November, we already have everything secured, de facto this week we will be informing about it, for now we still have signed NDA and cannot speak publicly about it, what I can however say is that it will be refinancing through a bond issue, so for everyone who thought that we were going to do an SPO, I will calm you down, we will exchange debt for debt and not debt for equity. It will be a bond issue in the amount of EUR 30 million, which is again positive news, meaning there will be no increase in the debt of the company and therefore of the entire group, and at the same time we see in this financial stability for the next 5 years, which will allow us in the following years to return to shareholders that value, or therefore the money which they invested in us, whether through further growth, and opens the door to net profit and that means allocation of free capital, whether for reducing indebtedness in the future or for some dividend payment, or again for some buyback.

As regards that EBITDA margin, that question made me very happy, that we have it lower, that it is only 30%, that it is at the level of technology companies and above the level of the S&P 500, even one of the highest among all titles on the Prague Stock Exchange. It is always about that composition, whether the products that we are currently supplying are more profitable or less, but we always say that in the long term it is 30–40%, if we focus on this quarter, part of what was produced in Italy was moved to us and they had that margin somewhat lower there, so maybe one-off this could have caused this, but as can be seen, revenue growth was almost 20%.

QUESTION: Do you possibly plan another share subscription?

A. Bátovský: As regards the bonds, no, and as regards perhaps further acquisitions, also not for now.

QUESTION: The H1 2026 results do not yet include the results of the acquired company, is that correct?

A. Bátovský: Yes.

QUESTION: How is the Italian company doing?

A. Bátovský:

I cannot tell you this yet, we first have to wait until the end of the year, when there will be the first consolidated statements. And then actually also the following quarters in 2027 we will already report including it.

QUESTION: What results do you expect from the subsidiary in Italy for the year and for the following years?

A. Bátovský:

As regards revenues, it will be in the order of millions of EUR, we will see how those development projects which were in Italy develop, but they did not have capacities, respectively they did not have automation or some other things which did not allow them to supply in such quantities as they would have wanted.

A. Gevorkyan:

And at the same time I will add, we are really carrying out a serious reorganisation there. I can say, imagine that in Italy, where in the month of August they jokingly call it "Italian Ramadan", we had to cancel the company-wide holiday and in Italy the factory operated also in August, although voluntarily, but we had to ask but also explain to the trade unions that we have to, because there are so many orders that we cannot keep up, so the Italian factory is doing so well that we are happy when we are stopping being late, since several customers were waiting for that acquisition, moved volumes there and increased volumes so much that everyone who wanted to work in Italy at our factory is happy and actually very happy, and those who were hiding, they are unhappy and some of them are leaving the company. Which again makes us happy.

QUESTION: Quarter-on-quarter between 1H26 and 1Q26, debt increased by approximately EUR 10 million. Could you please explain what this money was invested in?

A. Bátovský:

I do not think that debt increased by EUR 10 million. As regards actually the comparison as of 31 December and 30 June, debt did not increase even by EUR 1 million. So I do not know what this calculation is based on, so it is difficult for me to react to it. Maybe only that second part, Mr. Gevorkyan, what did we invest the money in?

A. Gevorkyan:

Well overall, we invested in everything that the market required. It must be said that although we have long-term projects, mainly we try to understand what will be on the market, what will be needed in Europe, not in one month, not next year, but for a much longer period, it should be emphasised that we now supply, and seriously supply weekly, for the aerospace industry.

We passed certifications for the military and aerospace industry, we are included in OASIS, in the list of global suppliers for the aerospace and defence industry. So those projects are moving forward, we are happy that we can choose what we will do and what we will not do, what maybe does not fit our technologies at all. The technologies are unique, the products are unique, with all those growth ambitions, the main thing for us is to remain in this, that we manufacture something that others cannot. We do not

make commodities, and in this way we ensure that it is long-term, and so that our EBITDA is above the level of the S&P 500.

A. Bátovský:

Mr. Palovič, I suggest that perhaps the two of us call each other afterwards so that we can discuss that debt, but definitely that calculation is not correct.

Otherwise, we have limited time today as regards the call, that we can be here maximum until 9:30, then we have to leave the studio and we are moving to a podcast which is on the completely other side of Prague. So let us call each other afterwards.

QUESTION: Do you expect increasing revenues in the future? Will it be an increase in deliveries to current customers or will it be for new customers?

A. Gevorkyan:

It will always be a combination, as it has been until today, it will always be a combination. I already said that until today we have our first customer, we have never lost customers.

What we currently see as interesting, maybe during the last year, is that our orders from existing customers are increasing extremely, in that literally European plants want to cut themselves off from Asian suppliers. This is a trend which previously, I admit, I had never observed, but this is causing a significant increase, we are forced to build another hall, only in the last two months we bought 8 CNC-controlled and also robotised, automated lines for finishing operations, which at such a pace also means we are forced to react to these things, but this is partly also because large projects came to us from the Italian market.

But another hall, we are negotiating about another hall, well we really cannot keep up, and the company is moving to 4 shifts, so here it is also necessary to take into account that this is an enormous burden both on development and production, people really give their maximum, but on the other hand in the companies both in Slovakia and Italy, and already also in Poland, there is such the right atmosphere that thank God we have so much work, and we are really happy about our overload.

We just have to be careful not to overdo it, not to make mistakes, and so you need not only to run, but still have time to think.

A. Bátovský:

I see for now that there are no further questions. So from my side, I would somehow summarise it, so that we do not go, or are not in those details, whether EBITDA margin is 30 or 31%, so the evaluation of the whole thing is that the company is doing well, the results are good, as of 31 December they will be even better, and our 5-year period, that will be completely the best.

So from my side, such a kind of final word. And I give the final word also to Mr. Gevorkyan.

A. Gevorkyan:

As of today, it is probably difficult to add anything, really, we are going according to the plan, calmly, we will do what is agreed with customers, and what life will bring. In any case, as of today in industry, according to us, the main thing is to adapt, and in order to survive, you have to be better, faster and sometimes also more expensive than the others.

A. Bátovský:

So, thank you very much. Thank you, and do not expect an SPO from us, definitely not.

Thank you, and therefore this call is being recorded and will also be published on the website together with the transcript in Slovak and English language. So goodbye and thank you. Thank you, goodbye, have a nice day.