



**This is the new
global Nuvini**

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A Global Technology Powerhouse

Nuvini (Nasdaq: NVNI) has acquired a 51% controlling interest in the American business of Beyondsoft Corporation (“Beyondsoft America”)

- Transforms Nuvini into a global technology platform across Americas, Europe, and Asia-Pacific
- Pro forma combined revenue of ~USD 148M+ (FY25E basis)
- Diversified Revenue: B2B SaaS products + Enterprise IT Services
- Blue-chip customer base: Fortune 500 companies and 22,400+ SaaS customers

Nuvini Pro Forma Platform: Key Metrics

\$148M+

FY2025E
Combined Revenue

\$24M+

FY2025E
Combined EBITDA

1,760+

Total
Employees

15

Countries of
Operation

30+

Enterprise Customers
(22K+ SaaS Customers)

12

Service Lines
(7 SaaS & 5 IT)

NVNI

Nasdaq
Listed

Experienced Leadership Team

Nuvini Leadership & Board

Pierre Schurmann (Founder & CEO)

Gustavo Usero (Partner & COO)

Phoebe Wang (Chief AI Officer)

Board: Marcello Goncalves, Joao Leite,
Luiz Antonio Busnello

Beyondsoft America Leadership

Akin Uslu (VP Strategic Client
Engagement)

Eduardo Mecking (Brazil Country
Manager)

Kristine Noble (Head of BFSI & Toyota)

Ajay Dixit (Head of HSDI Account)

Gary Li (Principal Data & Analytics
Manager)

Combined Entity Addresses a Meaningful TAM

Brazilian SaaS

Projected Size (2030): ~\$19B

Current Size (2025): ~\$10B

CAGR: ~12%

U.S. IT Services

Projected Size (2030): ~\$780B

Current Size (2025): ~\$565B

CAGR: ~6%

Global Cloud

Projected Size (2030): ~\$600B

Current Size (2025): ~\$422B

CAGR: ~7%

Global AI Services

Projected Size (2030): ~\$200B

Current Size (2025): ~\$50B

CAGR: ~32%

Deep Partnerships Amplify Market Reach

Microsoft

Azure Expert MSP, 5 of 6
Solution Partnerships

Oracle

Microsoft-Oracle
ecosystem collaboration

Salesforce

CRM and automation
solutions

Snowflake & Vertica

Data analytics platforms

NVIDIA

AI infrastructure

UiPath

Robotic process
automation

ServiceNow

IT service management

Databricks

Data engineering

Adobe

Digital experience

Strategic Rationale

1

Geographic Diversification

Expands from LATAM-only to global platform across Americas, Europe, Asia-Pacific

2

Revenue Diversification

Adds enterprise IT services alongside recurring SaaS products

3

Blue-Chip Customer Access

Direct relationships with Fortune 500 companies

4

AI & Technology Synergies

Combines Nuvini AI Lab with Beyondsoft America enterprise AI consulting

5

Cross-Selling Synergy

Immediate cross-selling between Beyondsoft America operations and Nuvini SaaS portfolio

24/7 Delivery Supported by Global Presence

Americas

USA (Beyondsoft America HQ), Brazil (Nuvini HQ + Beyondsoft America), Costa Rica

Europe

UK

Asia-Pacific

China (Beyondsoft Group HQ), Taiwan, India, Malaysia, Vietnam, Indonesia, Philippines, Singapore, Hong Kong, Japan

The combined entity provides true 24/7/365 coverage across all major time zones (onshore, nearshore, offshore).



Comprehensive Tech Offering

Nuvini SaaS Products

- Government Bidding Platform (effecti)
- B2B E-commerce & Sales (mercos)
- ERP Solutions (ONCLICK, ssOtica)
- Big Data AI & KYC (Datahub)
- Digital Marketing Automation (leadlovers)
- Cross-border E-commerce (munddi)

Beyondsoft America IT Services

- Cloud Adoption & Transformation
- Data & AI Modernization
- Business Process Outsourcing (BPO)
- Digital Operations & Security
- Digital Engineering & QA

Immediate Cross-Selling Opportunities

Beyondsoft America in Brazil (64 employees)

- São Paulo and Rio offices
- Enterprise sales operations generating recurring revenue
- Led by Eduardo Mecking (Country Manager)



Nuvini in Brazil (HQ + portfolio)

- 7 SaaS companies with 22,400+ customers
- Strong presence in government/retail/healthcare/manufacturing
- R\$ 193M net revenue (FY24A)

Synergy Opportunities

- Cross-sell Nuvini SaaS to Beyondsoft America enterprise clients
- Leverage Microsoft partnership for cloud capabilities
- Share delivery resources
- Combined Brazil revenue ~USD 37M+

Unified AI Strategy Across the Combined Entity

Nuvini AI Lab

- Centralized AI Hub
- Process: Experiment → Validate → Scale
- AI Maturity Index benchmarking
- Focus: smarter capital allocation and measurable ROI

Beyondsoft America AI Capabilities

- AI consulting and infrastructure services
- Applied AI/ML and Generative AI for enterprise clients
- AI-driven data engineering
- AI R&D team of 10 researchers



Full-stack AI offering from product-level (Nuvini SaaS) to enterprise-level (Beyondsoft America consulting)