

## **Press release**

Paris, February 3, 2025

### **FY 2024 Revenue**

**LightOn, a leading European player in generative AI for businesses,** today published its sales figures for fiscal year 2024, ahead of schedule.

#### **Paradigm commercial launch initiated early 2024**

Fiscal year 2023 was characterized by high but non-recurring revenues, mainly generated by Forge, its technological support for custom generative AI. 2024 has seen change in strategy with the beginning of Paradigm sales.

Paradigm, the turnkey generative AI platform, has already been adopted by French large companies who have deployed it in an initial phase of testing and evaluation.

In addition to this direct approach, LightOn has finalized two strategic partnerships with Orange Business and Hewlett Packard Enterprise over the year, allowing it to combine its generative AI software solution with the cloud or hardware offerings of these two major players.

#### **Paradigm: a business model based on software license**

The commercialization of Paradigm in 2024 as an annually renewable or multi-year software license (SaaS type) has enhanced the visibility and recurrence of LightOn's revenues.

This model transition is bearing fruit with the number of clients doubling from 4 to 8 corporate clients between end-July and end-December 2024.



### Revenue and annual recurring revenue (ARR) at December 31, 2024

Total sales in 2024 amount to €1.1 million, generated entirely in France:

- 0.5 M€ from Forge sales;
- 0.6 M€ from Paradigm sales, including 0.1 M€ of related services.

Despite a sales acceleration on Paradigm throughout 2024, ARR at December 31, 2024 stands at €1.2 million, below the level that was anticipated at that date, i.e. double the ARR of €0.9 million known at July 31, 2024.

This discrepancy, essentially linked to signature delays, does not call into question the current sales momentum.

Revenue <i>Non audited, in K€</i>	2024	2023
<b>Forge</b>	<b>455</b>	<b>7,868</b>
Services	455	2,370
Licences	0	5,498
<b>Paradigm</b>	<b>646</b>	<b>0</b>
Services	108	0
Licenses	538	0
<b>Other</b>	<b>28</b>	<b>98</b>
<b>Total Sales</b>	<b>1,129</b>	<b>7,966</b>

### 2025: confirmation of the €6M ARR objective

In 2025, the pace of deployments is expected to accelerate, driven by the growing adoption of generative AI by companies and organizations. In this context, LightOn confirms the anticipated ARR target of €6 million for 2025.

To achieve this, LightOn will be able to rely on:

- **The launch of Luminous Lynx**, a major update to its Paradigm platform, introducing agentic capabilities. The platform is now able to select and orchestrate the most suitable tools to replace tedious tasks with a new, simple, informative experience offering a significant technological leap to platform users;
- **Continuous, secure integration** of the most advanced generative AI technologies on the market;
- **Strengthening sales** by recruiting new staff and boosting the sales efforts of partners;
- **International deployment** in Europe and the Middle East;
- **Prioritization of sectors** handling large volumes of data, and of regulations and sector specificities imposing high sensitivity to confidentiality issue.



### About LightOn

Founded in 2016 in Paris and the first European generative AI company listed on Euronext Growth, LightOn is a pioneering player in the field of sovereign GenAI. Its Paradigm platform enables organizations to deploy large-scale AI while ensuring the confidentiality of their data. LightOn's technology ensures essential strategic independence, offering tailored solutions. This technological mastery is accompanied by the ability to process large volumes of data for industrial uses, with applications in various sectors such as finance, industry, health, defense, and public services.

LightOn is listed on Euronext Growth® Paris (ISIN: FR0013230950, ticker: ALTAI-FR). The company qualifies for PEA and PEA PME investment plans and is recognized as an "Innovative Company" by Bpifrance.

To learn more : <https://www.lighton.ai>

### Contacts

<b>LIGHTON</b> <a href="mailto:invest@lighton.ai">invest@lighton.ai</a>	<b>SEITOSEI•ACTIFIN</b> <b>Investor Relations</b>  Benjamin LEHARI  <a href="mailto:lighton@seitosei-actifin.com">lighton@seitosei-actifin.com</a>
<b>KALAMARI</b> <b>Media Relation</b>  Camille Bernisson - +33 7 64 44 14 49  Maroua Derdega - +33 7 63 77 73 20  <a href="mailto:lighton@kalamari.agency">lighton@kalamari.agency</a>	<b>SEITOSEI•ACTIFIN</b> <b>Financial Media Relations</b>  Jennifer JULLIA - +33 6 47 97 54 87  <a href="mailto:jennifer.jullia@seitosei-actifin.com">jennifer.jullia@seitosei-actifin.com</a>