

29 January 2026

Mindflair plc

("Mindflair" or the "Company")

New Investment in AI Sales Execution Company

Mindflair plc, the AIM-quoted company focused on investing in Artificial Intelligence ("AI"), related technology is pleased to announce that Sure Valley Ventures' ("SVV"), third fund ("SVV3") in which Mindflair holds an interest, has made a new investment in Overpath Limited ("Overpath"), an Ireland-based AI sales execution platform.

Overpath has raised €1.6 million in pre-seed funding, in a round led by Elkstone Ventures, with participation from SVV and other investors. The funding will be used to accelerate product development, expand enterprise design partnerships and further develop Overpath's execution intelligence platform.

Overpath is building an AI-powered sales execution layer for revenue teams, designed to help organisations identify execution risk early in the sales cycle and reinforce the right behaviours while deals are progressing. The platform analyses live qualitative and behavioural signals across sales calls, deal activity, and CRM systems, using a domain-specific Sales Language Model trained on real sales behaviours, deal methodologies and execution patterns used by high-performing teams. This enables sales leaders and managers to identify execution gaps during a sales process and recommend next-best actions within existing workflows, in turn moving beyond retrospective reporting and towards proactive intervention.

Overpath was founded by Ross Keating and Dermot O'Connor, both experienced operators in enterprise software and go-to-market execution. The company is working closely with early design partners to standardise execution quality, improve coaching effectiveness and drive more predictable revenue outcomes.

Nicholas Lee, Director of Mindflair plc, commented:

"This investment in Overpath demonstrates the strategy of backing highly differentiated AI software companies addressing real operational challenges. Overpath is tackling a critical gap in the revenue technology stack by focusing on sales execution rather than retrospective analytics, and we believe the company is well positioned to become an important platform in modern enterprise sales."

The Directors of the Company are responsible for the release of this announcement. The person who arranged for the release of this information is Nicholas Lee, a director of the Company.

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Notes to Editors

Mindflair plc (AIM: MFAI) is an investment company providing investors with access to a portfolio of next generation technology businesses focused on AI with significant growth potential. The Company is building an investment portfolio of high-tech businesses focused on Artificial Intelligence, across such areas as Internet of Things, Cyber Security, Machine Learning, Immersive Technologies and Big Data, which the Board believes demonstrate evidence of traction and the potential for exponential growth, due to increasing global demand for development in these sectors. For further information, visit: <http://www.mindflair.tech/>.

Overpath (www.overpath.ai) is an AI-powered sales execution platform for revenue teams. It helps sales leaders identify execution gaps early, reinforce the right behaviours mid-deal, and drive more predictable outcomes by analysing live qualitative and behavioural sales data.

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