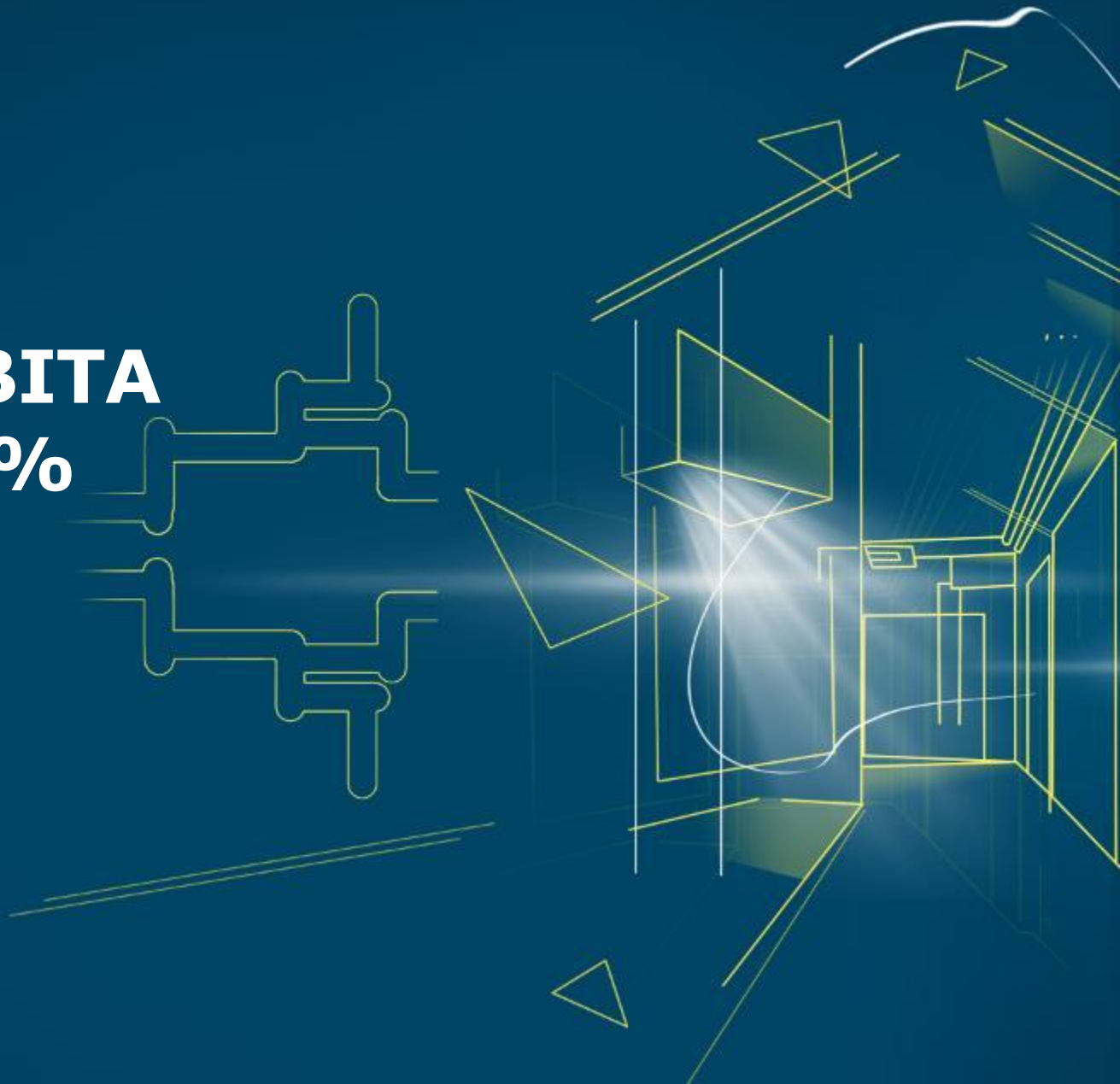
Sitowise Q3 adjusted EBITA margin improved to 9.8%



SITOWISE GROUP PLC

Q3 2026 RESULT PRESENTATION

5 NOVEMBER 2026

Agenda

1. **Q3 performance**
2. **Market outlook**
3. **Q&A**
4. **Digital Solutions update: Sitowise partnership with Lovable**
5. **Q&A**



Acting CEO
Jannis Mikkola



CFO
Sanna Sormaala



SVP Digital Solutions
Sami Lankiniemi

SITOWISE

Q3 highlights

- **Net sales up by 5.3% driven by**
  - Infra broad base growth, 8.2%
  - Buildings driven by strengthened utilization rate, 7.6%

- **Adjusted EBITA margin 9.8%**
  - Strong Infra
  - Seasonally higher share of SaaS in Digital Solutions



Q3 headwinds

- **Polarized market environment**
  - Weak residential construction slowing down Buildings and parts of Infra
  - Constrained municipal and public sector investments limiting demand in all business areas
- **Order intake declining** due to Digi



Q3 Key figures (continuing business) – Positive trend in main key figures

Net sales, M€

37.6
(35.7)

Net sales growth

5.3%

Adj. EBITA margin

9.8%
(8.9%)

Utilization rate

74.3%
(74.3%)

Order book*

140
(139)

Operating profit, M€

2.5
(2.2)

*Parked projects totaled 5.0 M€ in on 30 Sep 2026 and 12.2 M€ on 30 Sep 2025.
Q3 comparison period data in brackets. Change compared to Q3 2025.

SITOWISE

YTD September Key figures (continuing business)

Net sales, M€

122.0
(119.4)

Net sales growth

2.1%

Adj. EBITA margin

7.7%
(8.1%)

Utilization rate

73.9%
(73.6%)

Order book*

140
(139)

Operating profit, M€

4.5
(5.2)

*Parked projects totaled 5.0 M€ in on 30 Sep 2026 and 12.2 M€ on 30 Sep 2025.
1-9 2025 comparison period data in brackets. Change compared to 1-9 2025.

SITOWISE

INFRA

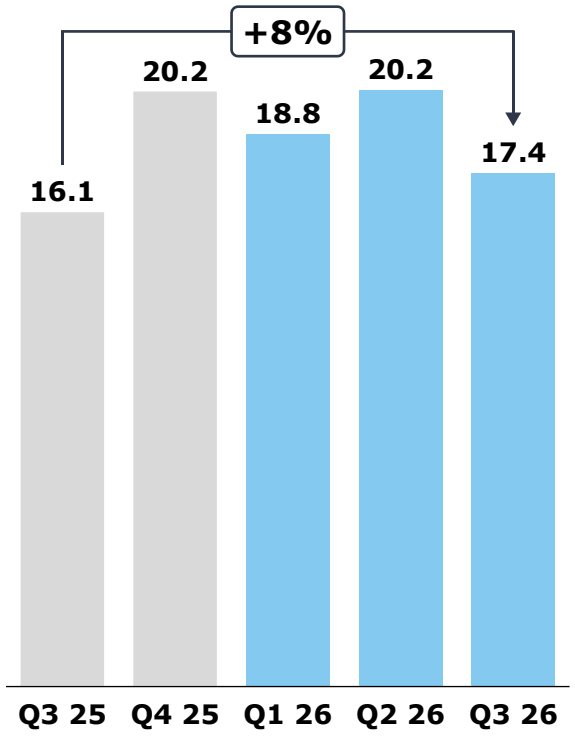


Projects in Q3 included several major railway assignments for the Finnish Transport Infrastructure Agency, covering station renovation, additional tracks and railway planning.

SITOWISE

Infra: Broad-based growth and a rising order book

NET SALES PER QUARTER,
figures in EUR million



FACTORS IMPACTING Q3

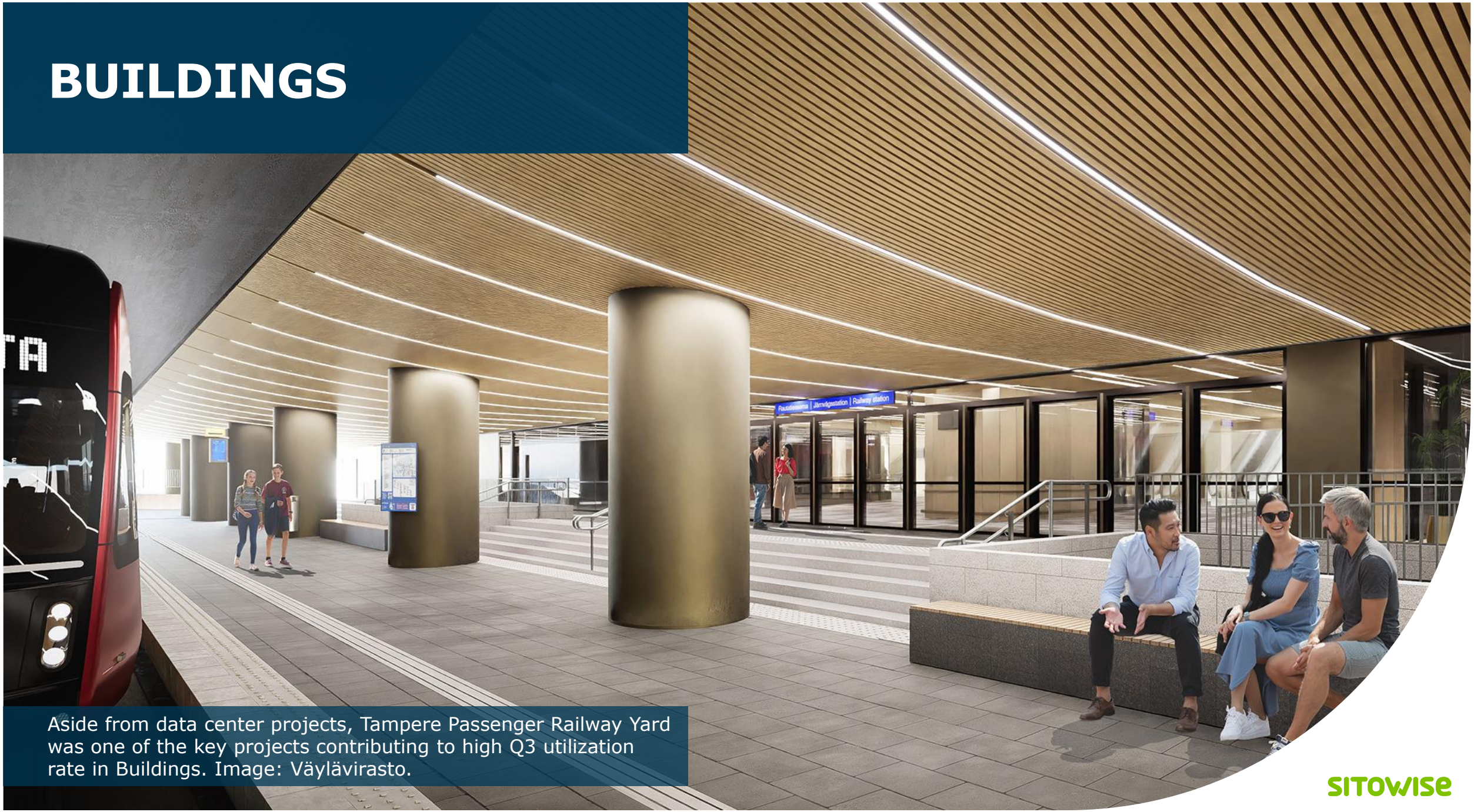
- Tramway and green transition projects supported growth across business lines.
- Moderate municipal demand, stable state investment and intense public-sector price competition.
- Moderate utilization rate. Recruitments strengthened key areas of expertise.
- Growth focus on private-sector projects and environmental services.

OUTLOOK

- Mixed 12-month outlook, with moderate public investment budgets.
- Growth potential in critical AI infrastructure (datacenters, energy, power grids), green transition and security services.
- Several alliance project completions and slow construction recovery may lower traditional infra consulting demand.
- Strong order book supports near-term growth.

SITOWISE

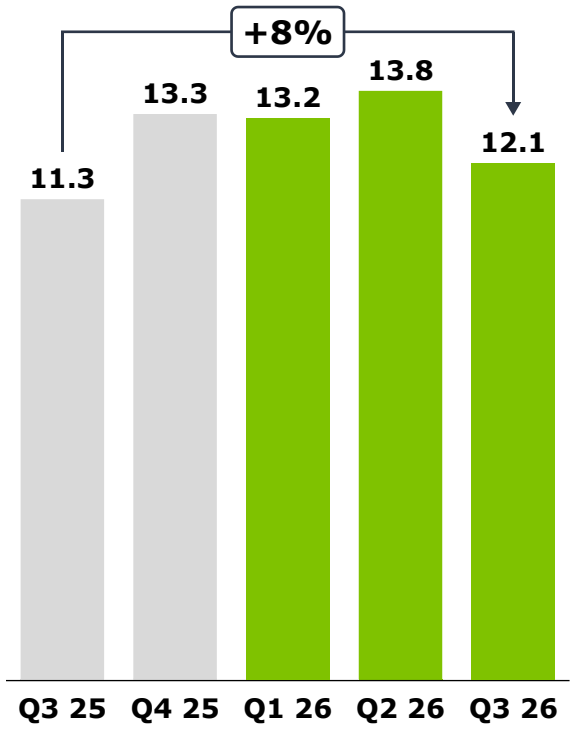
BUILDINGS



Aside from data center projects, Tampere Passenger Railway Yard was one of the key projects contributing to high Q3 utilization rate in Buildings. Image: Väylävirasto.

Buildings: Higher net sales and utilization supported profitability

NET SALES PER QUARTER,
figures in EUR million



FACTORS IMPACTING Q3

- Strong data center demand, weak housing and stable renovation.
- Higher utilization and more balanced portfolio mix improved profitability.
- Active order book grew year-on-year.
- Continued focus on project risk management.

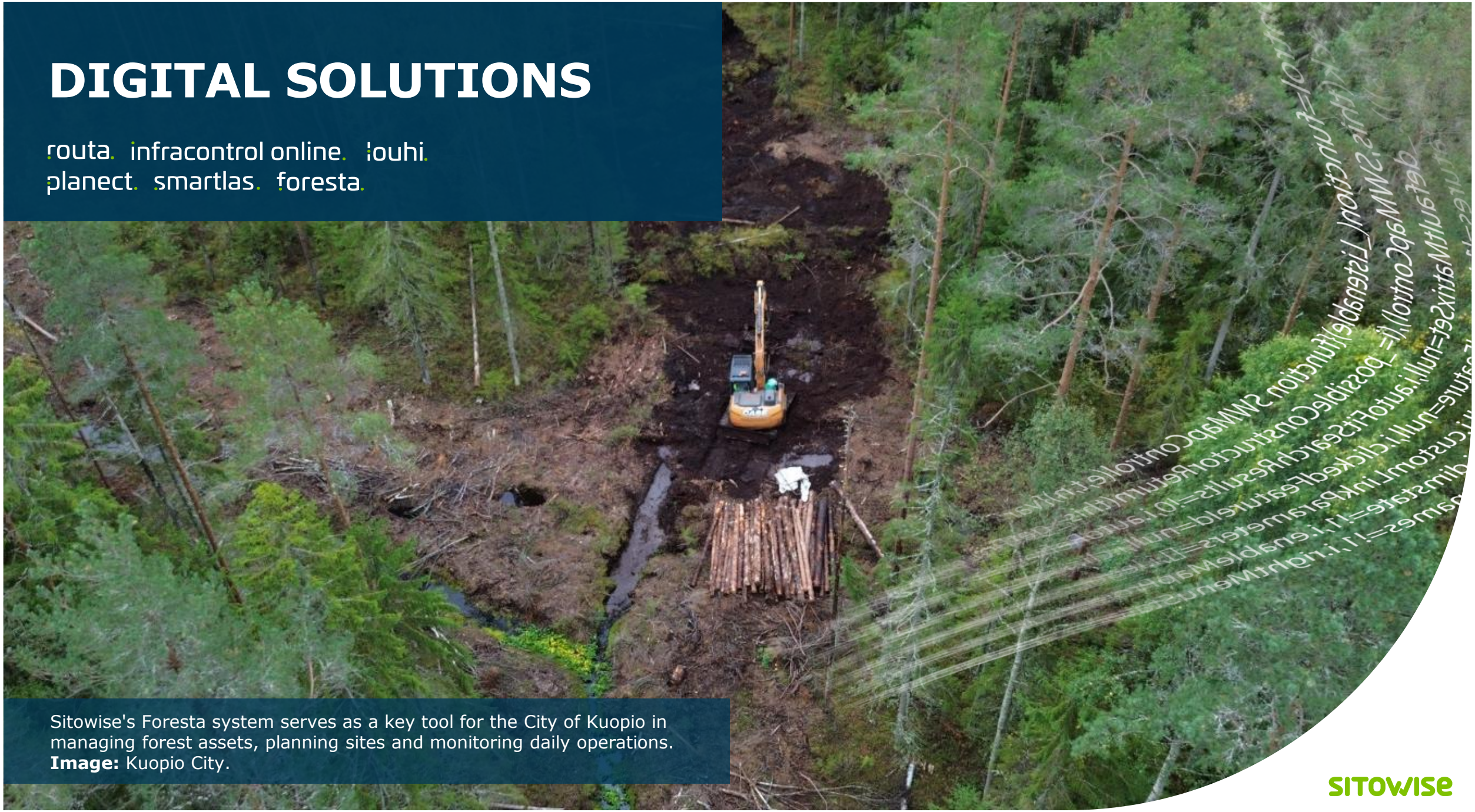
OUTLOOK

- RT* expects gradual, uneven recovery in 2026–2027. Housing remains historically weak.
- Focus on growth segments, renovation and specialized services.
  - Data centers, renovation needs and regulation support longer-term demand.
- Profitability and AI efficiency remain priorities.
- Optimizing resources to meet mid-term demand.

*RT=Confederation of Finnish Construction Industries.

DIGITAL SOLUTIONS

routa. infracontrol online. louhi.
planect. smartlas. foresta.

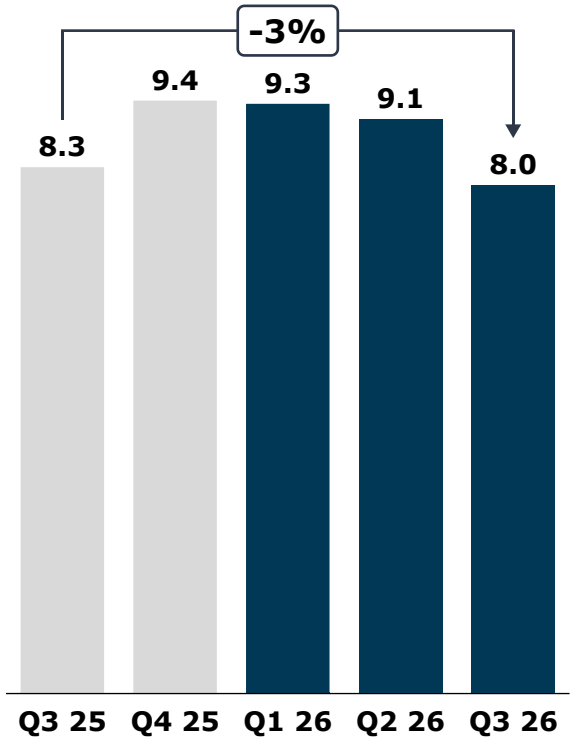


Sitowise's Foresta system serves as a key tool for the City of Kuopio in managing forest assets, planning sites and monitoring daily operations.
Image: Kuopio City.

SITOWISE

Digital Solutions: Seasonally strong profitability in a weak market

NET SALES PER QUARTER,
figures in EUR million



FACTORS IMPACTING Q3

- Low project volumes and moderate recurring revenue growth reduced net sales.
- Long sales cycles and Foresta saturation slowed SaaS growth.
- Higher SaaS share and efficiency gains supported profitability.
- AI-assisted development progressed.
- Weak order intake took order book closer to normal levels.

OUTLOOK

- Weak demand outlook through 2026 and 2027. Expiring IT contracts add pressure on business.
- Focus on profitability and keeping market position.
  - New opportunities in energy and industry, in products focus is on cross-selling and AI efficiency.
- Scalable products and combined IT, geospatial, built environment and forest sector expertise support medium-term growth.

Group performance



Sweden business area divestment completed in Q3

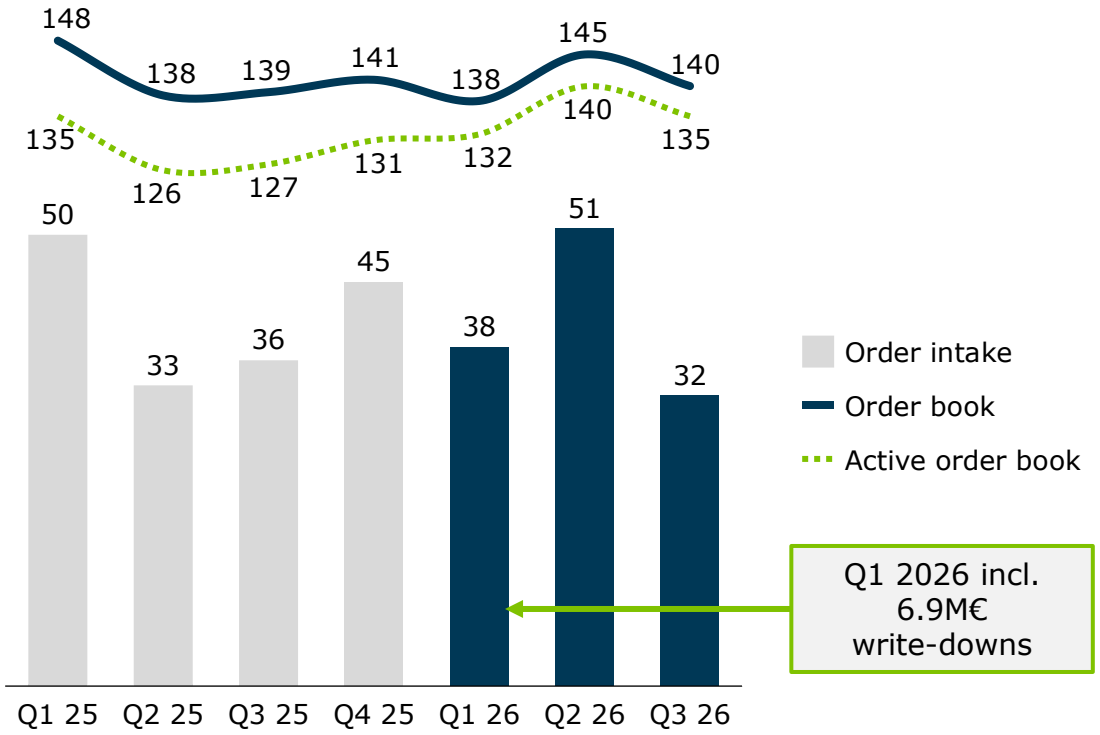
- Sale of Sitowise Sverige AB shareholding was completed on 31 July.
  - **Enterprise value** ~EUR 3.0m
  - **Earn-out** up to ~EUR 2.0m, with potential upside in 2027–2029
  - YTD discontinued operations loss of EUR 5.7m, including EUR 2.8m FX translation losses reclassified from OCI
  - EUR 19.4m parent company write-down recognized in Q3
- **Clear improvement** in the continued business **profitability and positive** impact on **cash flow** over time.
- **Strategic step** towards more focused, higher-quality business portfolio.



Infra and Building order books increased, Digi's declined

Order book and order intake

EUR million



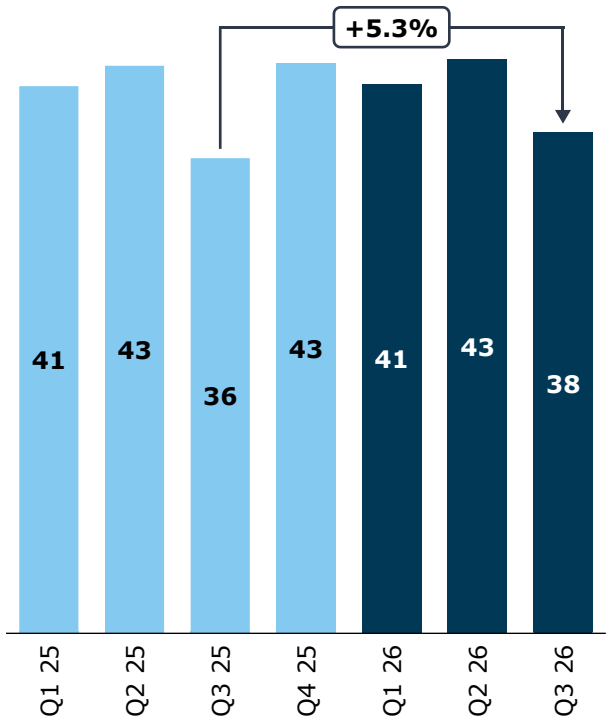


New projects won during the reporting period included the structural and fire safety design of the new swimming hall in City of Kemi and the project and implementation planning of the new swimming hall in City of Varkaus.

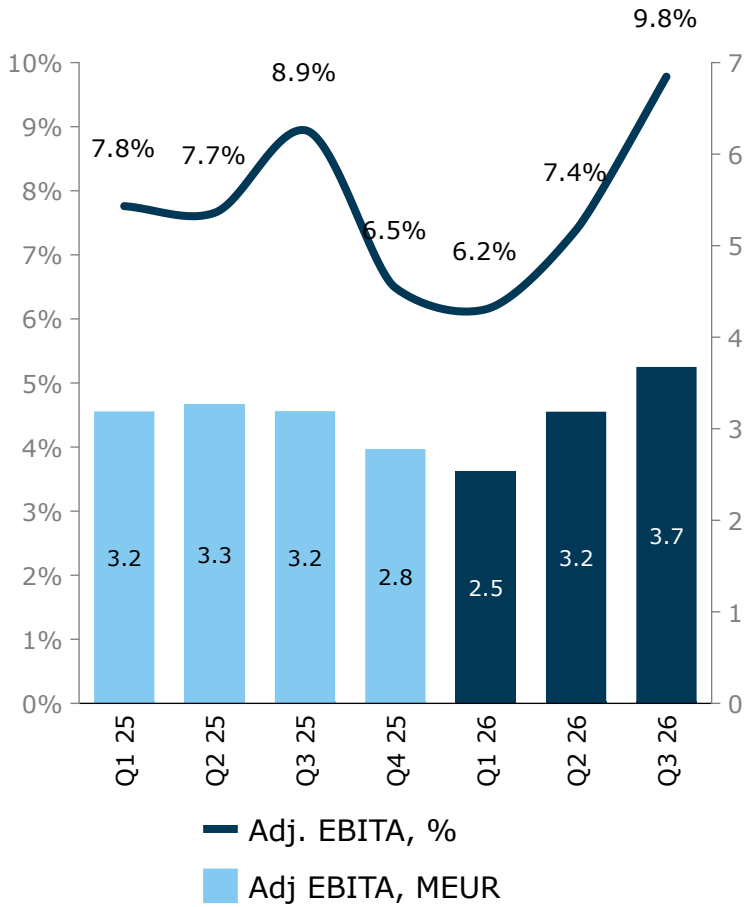
Net sales increased, profitability reflecting strong performance in Infra and seasonality in Digital Solutions

Net sales

EUR million



Profitability



Factors impacting Q3

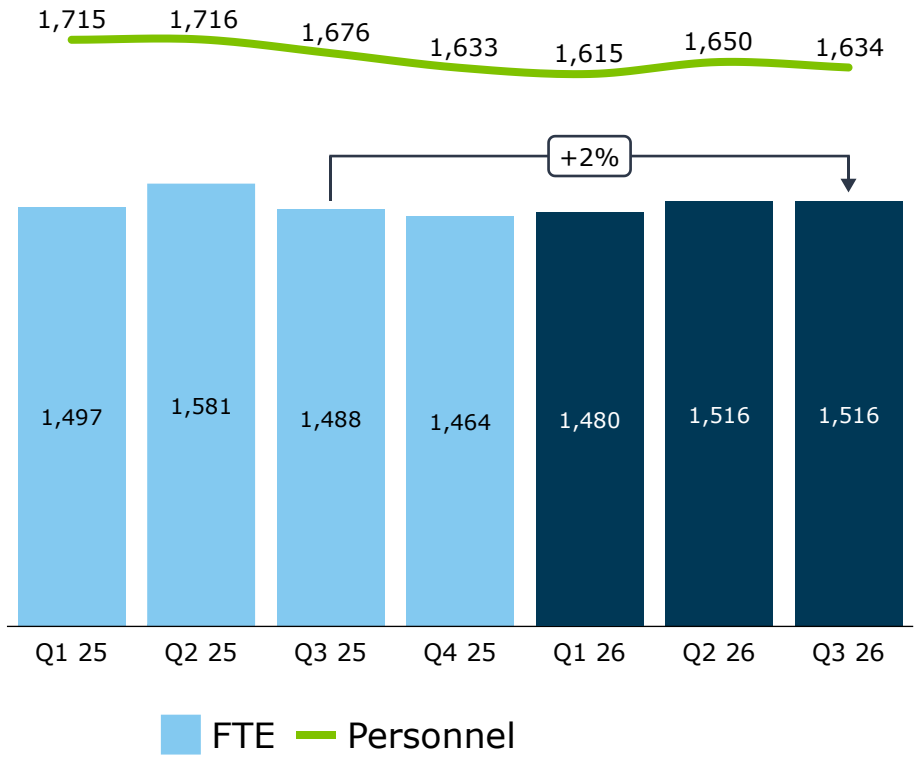
+ Infra maintained solid performance.
+ Data centers supporting Buildings.
+ Digi's profitability supported by the higher relative share of the SaaS business.
+ / – Healthy utilization rates in Buildings and Digi, moderate in Infra.
– Overall polarized market environment and continued pricing pressure.

SITOWISE

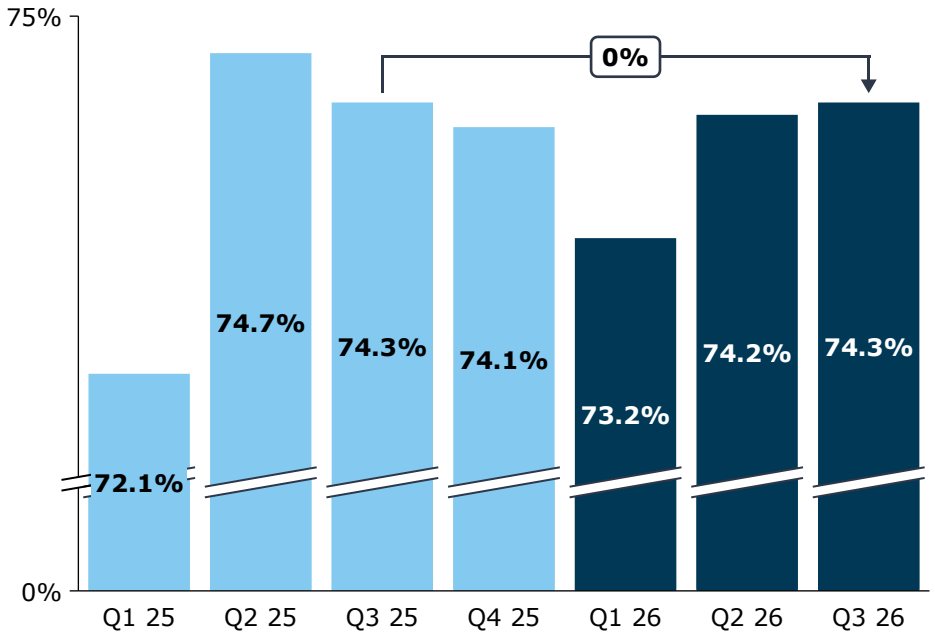
Utilization rate close to prior-year driven by Infra

FTEs down in Buildings and Digi while Infra up YoY

Personnel



Utilization rate

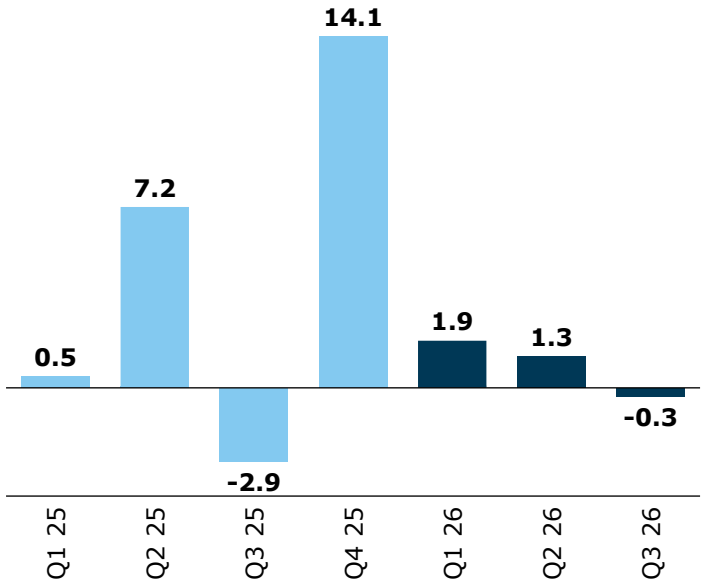


FTE = Full-time employees.

Cash flow reflecting NWC changes, leverage improving YoY following sale of loss-making Sweden

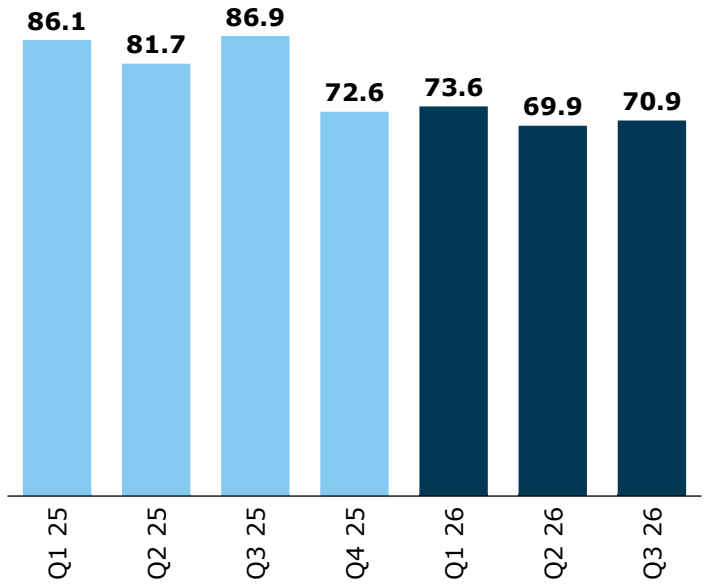
Cash flow from operating activities

Before financial items and taxes, EUR million



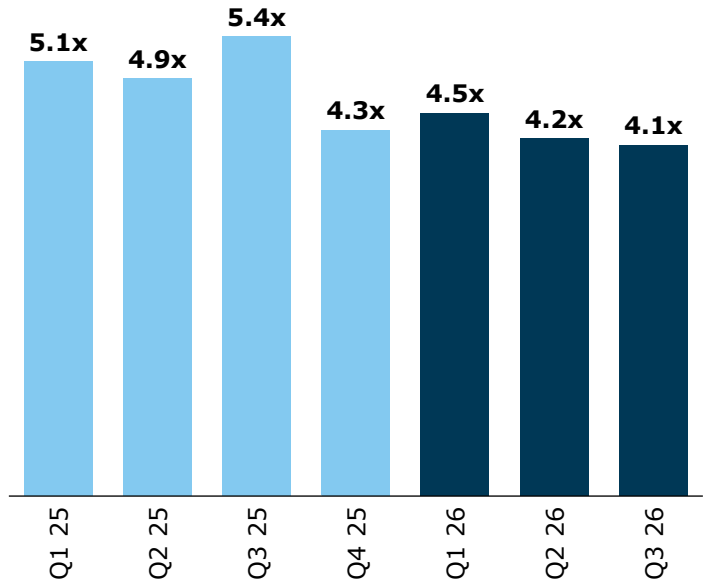
Net debt

EUR million, end of period



Leverage

Net debt / Adjusted EBITDA (LTM) multiple



According to IFRS 5 comparison periods balance sheet figures have not been restated with Sweden business area divestment.

SITOWISE

Q3 2026 Profit and Loss Statement

EUR million	7-9/2026	7-9/2025	*Change*	1-9/2026	1-9/2025	*Change*	1-12/2025
FINANCIAL KEY FIGURES							
Net sales	**37.6**	35.7	*5.3 %*	**122.0**	119.4	*2.1 %*	162.3
EBITA, adjusted	**3.7**	3.2	*15.1 %*	**9.4**	9.6	*-2.5 %*	12.4
% of net sales	**9.8 %**	8.9 %	*0.0 %*	**7.7 %**	8.1 %		7.7 %
EBITA	**3.3**	3.1	*8.6 %*	**7.1**	8.0	*-11.3 %*	10.4
Operating profit	**2.5**	2.2	*14.9 %*	**4.5**	5.2	*-14.8 %*	6.8
% of net sales	**6.6 %**	6.1 %	*0.0 %*	**3.7 %**	4.4 %		4.2 %
Result for the period	**0.9**	0.7	*33.6 %*	**0.0**	0.8	*-95.3 %*	1.1
Cash flow from operating activities before financial items and taxes	**-0.3**	-2.9	*88.3 %*	**2.8**	4.7	*-41.0 %*	18.8
Net debt				**70.9**	86.9	*-18.4 %*	72.6
Net debt / EBITDA, adjusted				**4.1**	7.2		4.9
Equity ratio, %				**35%**	45%		0.3
Earnings per share (EPS), EUR	**0.02**	0.02	*39%*	**0.00**	0.02	*-95.1 %*	0.03
OPERATIONAL KEY FIGURES							
Number of full-time employees	**1,516**	1,488	*1.9 %*	**1,498**	1,505	*-0.5 %*	1,494
Utilization rate	**74.3 %**	74.3 %		**73.9 %**	73.6 %		73.8 %
Number of working days	**66**	66		**188**	188		250
Order book at the end of period	**140**	139	*0.7 %*	**140**	139	*0.7 %*	141

Q3 2026 FTEs
+1.9%
YoY

Q3 ORGANIC GROWTH
+5.3%
YoY

Q3 2026 AEBITA MARGIN
9.8%

Comparison periods balance sheet figures have not been restated with Sweden business area divestment.

SITOWISE

Stable market outlook for Infra, weak yet improving market outlook for Buildings and softness in Digi







	Share of net sales	Market outlook	Profitability Q3 2026	Profitability Q3 2025
Infra	46%	Stable	**Above target**	Above target
Buildings	32%	Weak (improving)	**Clearly below target**	Clearly below target
Digital Solutions	22%	Weak	**Above target**	Above target
Timeframe:	*Q3 2026*	*Next 12 months*	***Q3 2026***	*Q3 2025*
Definitions:	*Percentage of consolidated net sales*	*Strong / Stable / Weak*	*Adj. EBITA-% / Above: >12%; In line: 10-12%; Below: 5-10%; Clearly below: 0-5%; Negative <0%*	

SITOWISE

Market outlook 2026 and 2027

- **Megatrends support long-term demand.**

- **Mixed outlook for Infra and Buildings:**
  - Opportunities in critical AI infrastructure (data centers, energy, grids), green transition and security.
  - The completion of several major public-sector alliance projects, limited number of new large-scale municipal projects and the slow recovery of new construction are limiting demand.
  - A moderate recovery in renovation construction is expected to generate slight growth.

- **Challenging market environment continues in Digital Solutions:**
  - Public sector budget pressures limit demand, while private-sector recovery depends on the economy.
  - The advancement of AI and agentic software development is changing the market for software development services and customer needs

- **AI and automation reshape services and customer needs, requiring new skills, data management and operating models in all business areas.**

- In addition to market developments, **the company's financial performance in full year 2026 is estimated to be affected by cost inflation including wage inflation, financing costs and items affecting comparability.** The items affecting comparability are expected to more than double from the 2025 level. Finland has one more working day in 2026 than in 2025

SITOWISE



Q&A

Sitowise Q4/FY 2026 Result
11 February 2027 @8.30 am EET

ir@sitowise.com

SITOWISE

Strategy update



SITOWISE

Sitowise strategy

SITOWISE

VISION
› #1 preferred technical consulting and digital partner

PURPOSE
› Engineering the foundation of Nordic resilience

WE WILL FOCUS ON ›

- Empower people
- Grow with customers
- Scale digital
- Work smart

- The most innovative
- The most sustainable
- The most efficient

- Customer-centric
- One team
- Trust
- Openness
- Courage

We announced a new partnership with Lovable last week

This partnership addresses *our vision*
and *Grow with customers* and *Scale Digital* focus areas

#1 preferred technical consulting and digital partner



SITOWISE


SITOWISE
Lovable

Partnership ambition:

The goal is to accelerate the development of new digital services and analytics solutions while strengthening productivity and operational efficiency across the public sector.

Collaboration in a nutshell:

- It brings software creation closer to the practical needs of municipalities, making it possible for non-developers to build and adapt digital tools themselves.
- Modules built with Lovable will be delivered to customers through Sitowise’s digital products, including the Louhi platform.
- This enables more efficient development of new services, broader utilization of data, and implementation of tools that support operational activities.

SITOWISE



Thank you!

Q&A

Sitowise Q4/FY 2026 Result
11 February 2027 @8.30 am EET

ir@sitowise.com

SITOWISE