Sitowise divests its Sweden business area – New phase for the company

Analyst call 9 June 2026

JANNIS MIKKOLA, ACTING CEO
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Key facts

- Sitowise has signed an agreement **to sell its Swedish technical consulting business** (Sitowise Sverige AB) to Sweco
- Business covers structural engineering, building services, infrastructure design and project management
- 2025 net sales EUR 26.3m (~14% of Group), ~265 employees
- We have actively worked to restore profitability in Sweden, but despite operational improvements, **business has been loss-making**
- **Turnaround progressing**, but reaching target profitability **would require significant additional time and resources**
- Transaction signed June 2026; **expected closing in Q3 2026** (subject to approvals)
- **Swedish Digital Solutions business remains within Sitowise** and is not part of the transaction

Financial impacts

- **Enterprise value** ~EUR 3.0m plus contingent earn-out up to ~EUR 2.0m
- **Earn-out linked to lease liabilities**; potential recognition in 2027–2029
- **Illustrative impact if sold in 2025**: –EUR 26.3m revenue (2025), improved AEBITA
- **Material improvement expected in adjusted EBITA margin**
- **Positive impact on cash flow** over time
- Sitowise expects to record a sales loss on the remaining book value of its shares in Sitowise Sverige AB in the Group parent company.
- Swedish business reported **as discontinued operations from Q2 2026**
- Restated 2025 and Q1 2026 figures to improve comparability (to be disclosed prior Q2 2026 interim report)

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

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

The most innovative

The most sustainable

The most efficient

What this means for Sitowise?

- **Clear strategic reset** toward a more focused, higher-quality business portfolio
- Increased focus **on core Finnish operations** and **Nordic digital business**
    - Three continuing businesses: Infra, Buildings and Digital Solutions
- **Management attention reallocated to higher-return businesses**
- Growth prioritized **in industry, energy, data centers, security** and **product business**
- Stronger emphasis on **technology, AI and automation** as key competitiveness drivers
- **Target to grow ahead of the market** across all three business areas
- No indication of broader portfolio exits

SITOWISE

Thank you!

Q&A

Sitowise Q2 2026 Result
12 August 2026 @8.30 am EEST

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