

Q2/2025 Presilent newsletter 11 July 2025

Sitowise publishes IR newsletters four times a year before the start of the silent period. The newsletter summarizes the past quarter and contains the quarter's most important releases, frequently asked questions by investors, and information on upcoming IR events.

Sitowise's silent period begins on 14 July 2025, and the interim report for January–June 2025 will be published on 13 August 2025 at around 8:30 am EEST. The webcast in English will be held on the same day starting at 12:00 pm EEST. The link to the webcast will be published later.

The most important releases during Q2/2025 and prior the silent period

Stock exchange release on 2 April 2025: [Decisions of the Annual General Meeting of Sitowise Group Plc | Sitowise](#)

The Annual General Meeting (AGM) of Sitowise Group Plc was held on 2 April 2025 in Espoo, Finland. The AGM approved the company's financial statements and consolidated financial statements for the financial year 2024, discharged the members of the Board of Directors and the CEO of the company from liability, and resolved to approve the remuneration report for governing bodies.

Stock exchange release on 2 April 2025: [Decisions of the constitutive meeting of the Board of Directors | Sitowise](#)

In its constitutive meeting held after the Annual General Meeting 2025, the Board of Directors elected Eero Heliövaara as its Chair and Tomi Terho as its Vice Chair. Mirel Leino-Haltia was elected as the Chair and Elina Piispanen and Rodolfo Zeidler as the members of the Audit Committee. Eero Heliövaara was elected as the Chair and Niklas Sörensen, Tomi Terho and Rodolfo Zeidler as the members of the Personnel Committee. The board also decided to terminate its Acquisitions Committee.

Stock exchange release on 13 May 2025: [Sitowise's Interim Report Q1 2025: Improving underlying performance in Finnish operations | Sitowise](#)

Sitowise published its first quarter 2025 results. Due to the uncertainty related to the timing of construction market recoveries in Finland and Sweden, Sitowise decided not to give guidance for 2025.

Stock exchange release on 13 May 2025: [CFO Hanna Masala to leave Sitowise by the end of October | Sitowise](#)

Sitowise's CFO Hanna Masala announced that she will leave the company to join another employer. Hanna Masala has been the CFO and member of the Sitowise management team since October 2022. The recruitment of a new CFO has begun.

Investor news 19 May 2025: [Downing and Sitowise sign long-term cooperation agreement | Sitowise](#)

Downing Renewable Developments Finland, a renewable energy project developer, and Sitowise have agreed on cooperation with the aim of developing a long-term partnership and promoting the sustainable development of the energy system comprehensively.

Press release 19 June 2025: [Sitowise gets SBTi approval for near-term science-based emissions targets](#) | [Sitowise](#)

Science Based Targets initiative (SBTi) Services has validated that the science-based emissions reductions targets submitted by Sitowise conform with the SBTi Standards and Guidance. The goals are in line with the targets of the UN's Paris Climate Agreement and cover greenhouse gas emissions from scope 1, 2, and 3 categories.

Sitowise's approved targets include:

- A commitment to reduce absolute Scope 1 and 2 greenhouse gas (GHG) emissions by 83 % by 2030.
 - A commitment to reduce Scope 3 GHG emissions by 42 % within the same timeframe.
- The comparison year for the objectives is 2023.

Investor news 3 July 2025: [Sitowise wins the Digiroad system development contract](#) | [Sitowise](#)

Sitowise will continue as the application developer of the Finnish Transport Infrastructure Agency's Digiroad information system. The new agreement is for three years and includes a two-year option. The total value of the contract is approximately EUR 1 million.

All releases and news published by Sitowise can be found on the company's [website](#).

Frequently asked questions in investor meetings

Has there been any change in the market environment since the earnings call on 13 May 2025?

Broadly speaking the market environment has remained largely unchanged. We believe that the bottom has been passed in the Buildings business, but the Buildings market environment as such continues to be quite challenging. Our best estimate, based on external market views, is that the markets will start to recover more clearly in 2026. In Sweden, the markets where we are present have also remained weak and highly competitive.

Price competition has remained intense, and transferring inflation into prices continues to be difficult. Public sector price pressures continue to impact the pricing of frame agreements, particularly in Infra and Digital Solutions.

Positive price development is observed in growth segments such as energy, industry, security, and sustainability. The demand for Digital Solutions products is also at a good level. In Digital Solutions business there are also some signs of the private sector demand starting to pick up.

Consulting often precedes construction. What is your view on the recovery of the construction market?

We've seen a slight increase in construction-related tender requests, but overall volumes remain low. At the same time, the number of large-scale projects is limited, which has a significant impact on pricing.

Before the downturn in the construction market, many building designs were already completed for projects that have yet to begin. In other words, construction companies are holding ready-made plans in reserve and consulting business demand comes with a delay.

Order book turned into growth in Q1. Did this happen due to one-off large projects, or was there broader improvement? Has the orderbook continued to grow in Q2?

In Q1, order books grew in all business areas, but the growth was largely driven by Infra's large rail projects announced in 2024, where project scopes were expanded. There were no comparable large project wins in the second quarter, although active sales and tender work have continued. Some recent contracts will be concluded and reported in the third quarter.

Will the growth in Infra and Digital Solutions continue?

The market environments in both business areas continue to be mixed, but we continue to be happy about the development in these business areas. Key driver for growth in both business areas include increasing demand for services related to green transition, security, and digitalization of the built environment. However, growth is slowed down by the increased competition and pricing pressure, especially in the public sector. In the Infra business, the downturn in the construction market slows down growth too. On a positive note, the demand in the private sector for Digital Solutions has recently shown signs of picking up.

What are your next actions to turn the Swedish business profitable?

We have completed downscaling and restructuring, but now we need to secure new orders in a challenging market by being proactive and making our pricing more agile. Our team in Sweden maintains strong spirit, with new hires bringing fresh energy and new customer connections. We are also closely monitoring project management and seeking additional efficiencies where possible.

Why was Infracontrol moved from Sweden to Digi? How is Infracontrol's profitability being driven up to achieve Digi's target profitability?

Infracontrol develops digital solutions, and its product, Infracontrol Online (IOL), aligns fully with Digi's product business. The transfer supports our internationalization, cross-selling opportunities, and digital business management. Profitability improvements are being targeted through growth rather than savings.

Do you have a niche in IT consulting compared to other IT players?

Yes, we focus particularly on smart geospatial solutions for the built environment, mobility, and forest and natural resources sectors.

What is Sitowise's involvement in data center projects?

Historically, we haven't been heavily involved in data center projects, but they have recently become a sales focus area. Our Infra business has been active in early-stage work such as Environmental Impact Assessments (EIA), while our Buildings business is still in the early stages, often acting as a subcontractor. We've made targeted recruitments to strengthen our position, aiming to evolve into a main partner in these projects.

What business mix are you targeting in the next 3–5 years?

We aim to grow especially in our strong business areas in Infra and Digital Solutions. We seek growth in our targeted growth segments in industry, energy and security as well as in sustainability services and product business.

How does AI affect consultants' work and workload? What efficiency gains do you expect in 3–5 years?

AI is reducing workloads and shifting work models away from hourly structures. As examples for the near term, AI-enabled structural engineering and bridge design show strong potential, with some cases already achieving efficiency gains of several tens of percent.

Are you investing more in AI or new products?

Currently, we are focusing more on new product development. However, we also strongly support agile AI adoption and have introduced several AI-based tools for our experts.

Are you still focused more on internal efficiencies with AI or are you creating new business?

We are progressing on both fronts. New AI-driven business has already emerged, for example through the Smartlas product. Internally, generative AI tools deliver significant benefits — especially in the Digi business area, but also in technical design. As we use AI to improve operations, we are also exploring changes to business models and opportunities for new services.

What impact will the new financing package announced in March have on costs?

The margin is tied to leverage, as was in the previous financing package, so there's no significant step change. The proportions of fixed and variable interest rates remain roughly the same, and interest rate hedging is handled separately. It's also worth noting that the decrease in Euribor and the increase in margin roughly offset each other.

Why did Sitowise not issue net sales or profitability guidance?

The no guidance decision is due to significant uncertainty in the construction market development. The general market consensus at the beginning of 2024 was that the market would improve towards the end of the year, but that didn't happen. Also, the expectations for the recovery in 2025 have become more modest when the year has progressed. We are taking a more conservative approach this time and hence did not issue guidance.

Q2 2025 investor materials

Our [IR website](#) includes the following recent investor materials:

- [Sitowise investor presentation June 2025](#)
- [Sitowise Q1 2025 result presentation](#)
- [Sitowise Q1 2025 result webcast recording](#)

Financial calendar 2025

The planned publication dates for Sitowise Group Plc's financial reports in 2025 are as follows:

- Half-year report for January–June 2025: 13 August 2025
- Interim Report for January–September 2025: 6 November 2025

The financial reports are planned to be published at 8.30 a.m. (EET/EEST). Sitowise observes a silent period of 30 days prior to publishing financial reports.

Investor events in 2025

See Sitowise's [Financial Calendar](#) for the upcoming IR events.

Sitowise IR Team

Sitowise's IR Team is happy to help you with any questions. Please contact:

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About Sitowise

Sitowise is a Nordic expert in the built environment and forestry with a strong focus on digitality. We provide design and consulting services to enable more sustainable and smarter urban development as well as smooth transportation. Sitowise offers services related to real estate and buildings, infrastructure, and digital solutions both in Finland and in Sweden. Global megatrends drive huge changes that require a re-evaluation of the smartness in the built environment – therefore we have set our vision to be Redefining Smartness in Cities. The Group's net sales were EUR 193 million in 2024, and the company employs approximately 2,000 experts. Sitowise Group Plc is listed on the main list of Nasdaq Helsinki as SITOWS.