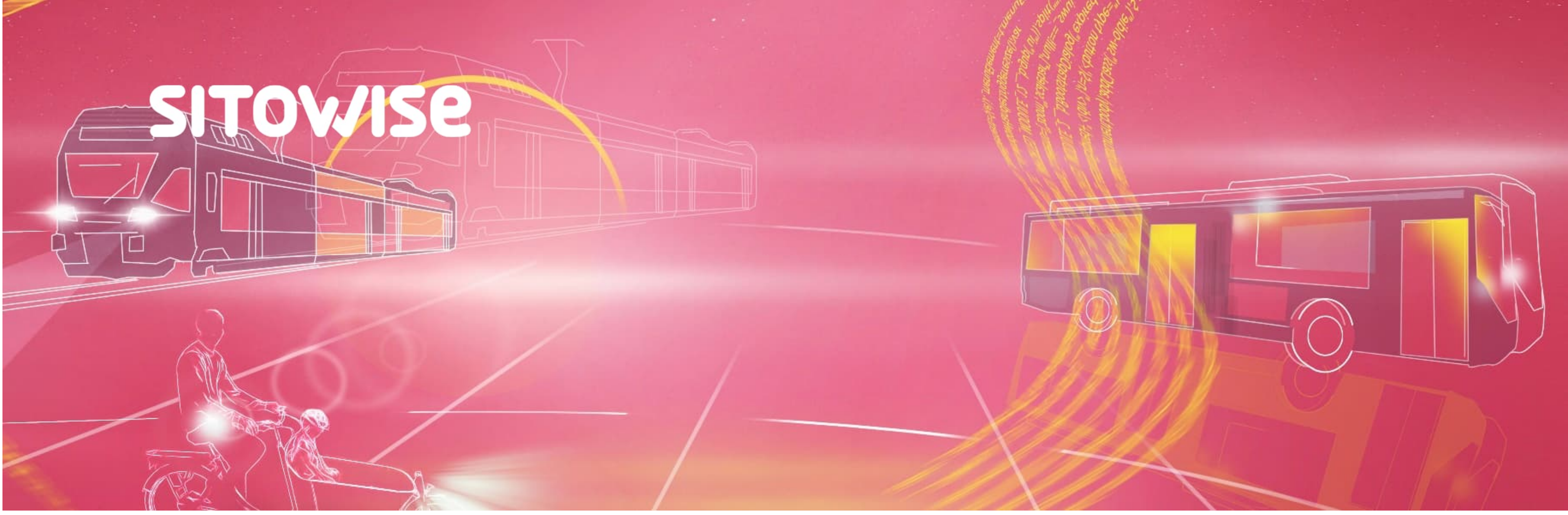

Q3/2025 Presilent newsletter 6 October 2025

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 7 October 2025, and the interim report for January–September 2025 will be published on 6 November 2025 at around 8:30 am EET. The webcast in English will be held on the same day starting at 12:00 pm EET. The link to the webcast will be published later.

The most important releases during Q3/2025 and prior the silent period

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.

Stock exchange release 13 August 2025: Sitowise’s Half-year Financial Report January–June 2025: Good performance in the Finnish operations continued

Sitowise published its second 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.

Investor news 13 August 2025: Sitowise wins Finnish Transport Agency’s contest to develop railway info systems | Sitowise

The Finnish Transport Infrastructure Agency selected Sitowise to continue as the supplier of expert services for the development of railway information systems for the next three years. The aim of the RAIDE project is to improve the management of railway infrastructure data and the usability of related systems.

Investor news 21 August 2025: Sitowise and Sweco to update the Lohja-Salo railway plan | Sitowise

The Sweco Finland Oy - Sitowise Oy consortium won the public tender organized by Länsirata Oy (West Rail) for updating the Lohja-Salo railway plan to partly single track. The updating work will continue until summer 2027.

Stock exchange release 27 August 2025: Sanna Sormaala appointed as Sitowise’s new CFO

Sanna Sormaala, M.Sc. (Econ.), has been appointed as Sitowise’s new CFO and member of the Group Management Team, effective 7 January 2026.

Press release 28 August 2025: Sami Lankiniemi to lead Sitowise's Digital Solutions international growth | Sitowise

Sami Lankiniemi, who has served as Head of Innovation at Sitowise since 2022, will take responsibility for the international growth of Sitowise Digital solutions.

Investor news 28 August 2025: Infracontrol wins SEK 41M Swedish Transport Admin contract for national lighting | Sitowise

Sitowise subsidiary Infracontrol won a two-year contract with an option for four additional years by the Swedish Transport Administration (Trafikverket) to operate, maintain and further develop the national lighting control and monitoring system, ÖVB. The contract, valued at approximately SEK 41 million, also includes integration of new installations and delivery of control equipment and related materials.

Stock exchange release 11 September 2025: Composition of Sitowise's Shareholders' Nomination Board

The following members have been appointed to Sitowise Group Plc's Shareholders' Nomination Board: Jan Hummel, Paradigm Capital Value Fund SICAV; Juhana Kallio, Intera Partners Oy; Stian Runde, Protector Forsikring ASA, and Eero Heliövaara, Chair of Sitowise Board of Directors.

Investor news 18 September 2025: Sitowise to design building technology for the Pori hospital project | Sitowise

Sitowise has been selected to design the building technology for the so-called hot hospital (acute care hospital) to be built in Pori, the wellbeing services county of Satakunta. The value of the design project is approximately EUR 1 million. The total cost estimate of the project is approximately EUR 120 million, and the new four-storey hot hospital is scheduled to be completed in 2029.

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 August 2025?
The market environment has remained largely unchanged. In Infra we continue to see mixed market environment. In Digital Solutions the market environment improved in the second quarter, both in custom software development and consulting business, and has been fairly stable in Q3. The demand for Digital Solutions products remains at a good level.

The Buildings market environment continues to be quite challenging, although we believe that the bottom has been passed. In Sweden, the markets where we are present, have remained weak and highly competitive. In both business areas, the number of larger tendering is still low.

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.

Consulting often precedes construction. What is your view on the recovery of the construction market?
In the Buildings business, 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.

According to the Confederation of Finnish Construction Industries RT's business cycle review from 26 September, construction activity in Finland has been weaker than expected in early 2025, with only minimal growth projected and a stronger recovery not expected before 2027. RT further estimates that housing construction remains stagnant, especially in privately financed rental housing, while state-subsidized production is sharply declining. Although commercial construction is still sluggish, clean transition and infrastructure investments — particularly in rail and civil engineering — are beginning to show signs of positive momentum.

In connection of Q1 results in May you stated that the savings from personnel reductions in Sweden were expected to improve profitability from the second quarter onwards. Have you made progress in that?
The adjustment measures were necessary and have been successfully implemented. In structural engineering, the benefits were already visible in Q2. However, building engineering systems experienced a challenging Q2 due to lower-than-expected volumes.

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.

Can you comment how your order intake has developed recently?
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 continued. In Q3, we have been able to secure several important contracts, especially in Digi. All in all, growing order book significantly in the current market environment is challenging.

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 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.

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.

Q3 2025 investor materials

Our IR website includes the following recent investor materials:

- Sitowise investor presentation June 2025
- Sitowise Q2 2025 result presentation
- Sitowise Q2 2025 result webcast recording

Financial calendar

The planned publication dates for Sitowise Group Plc’s financial reports are as follows:

- Interim Report for January–September 2025: 6 November 2025
- Financial Statements Release for 2025: 11 February 2026
- Annual Review, incl. the Report of the Board of Directors and Financial Statements 4 March 2026
- Interim Report for January–March 2026: 6 May 2026
- Half-year Report for January–June 2026: 12 August 2026
- Interim Report for January–September 2026: 5 November 2026

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.

Annual General Meeting 2026

Sitowise Group Plc's Annual General Meeting (AGM) 2026 is planned to be held on Wednesday 26 March 2026. The Board of Directors will summon the AGM later.

A shareholder may request that a matter falling under the authority of the General Meeting of Shareholders shall be placed on the agenda of the AGM. To this effect, a written request compliant with the Companies Act should be delivered and addressed to the Board of Directors on 4 February 2026 at the latest to agm@sitowise.com.

Coming investor events

Sitowise will be participating in Sijoittaja 2025 (Investor 2025), Finland’s leading retail investor event on 26 November 2025 at the Helsinki Expo and Convention Centre.

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:

ir@sitowise.com
Mari Reponen, Head of IR, +358 40 702 5869

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.