Luotea

Turnaround in Sweden proceeds as planned, Group's adjusted EBITA almost at the same level

LUOTEA PLC
Q1 2026 RESULT PRESENTATION
06 MAY 2026

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Agenda

1. Q1 2026 highlights
2. Q1 performance
3. Luotea strategy
4. Financials & Guidance
5. Q&A

CEO
Antti Niitynpää

CFO
Mika Stirkkinen

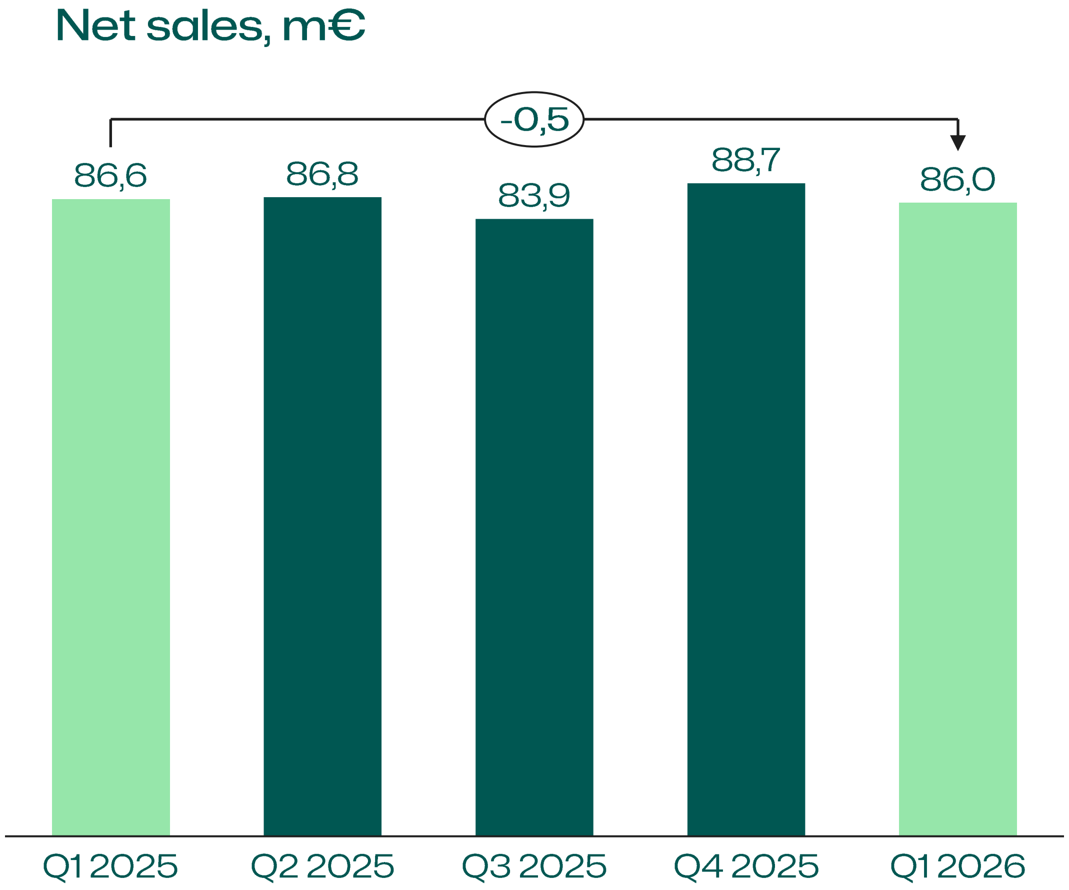
Highlights

2026 Q1

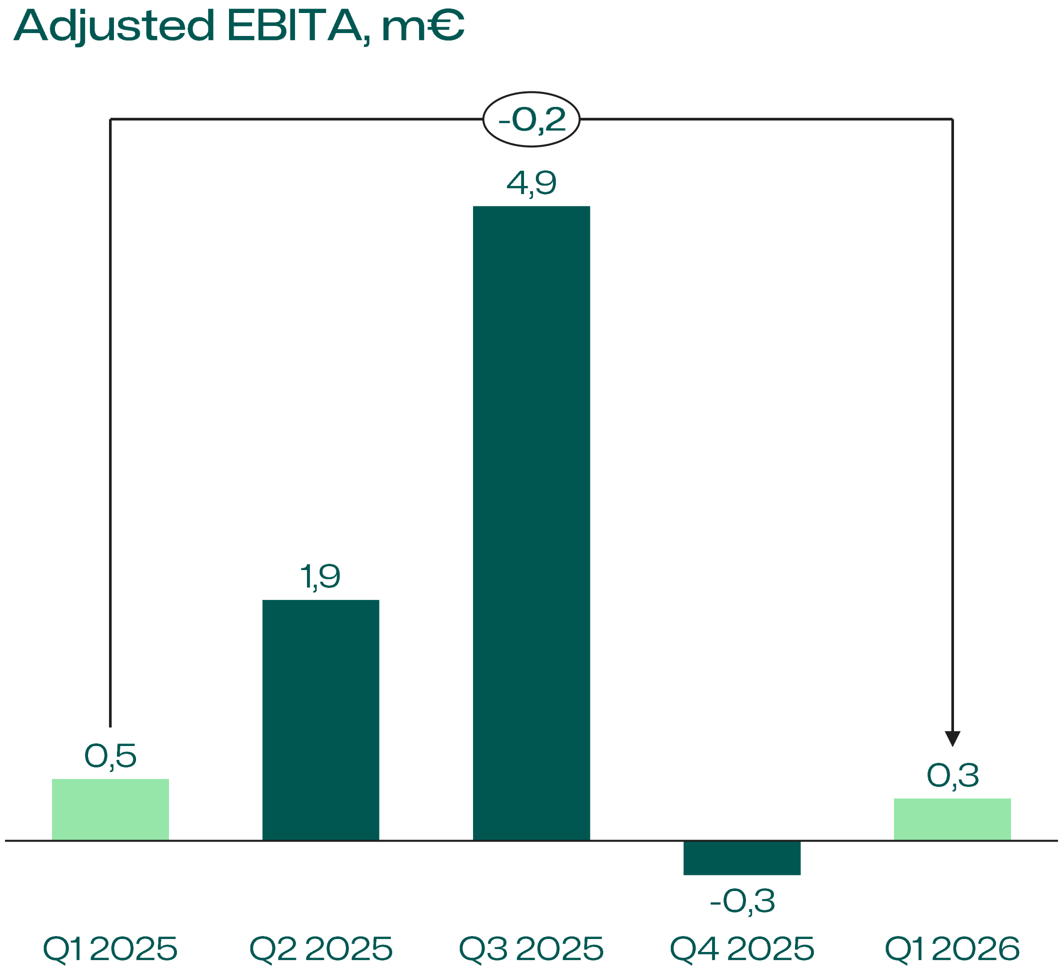
- Partial demerger executed as planned
- Group net sales -0,6 %
- Adjusted EBITA 0,3 M€ (0,5 M€)
- Adjusted EBIT 0,0 M€ (0,1 M€)
- In 2026 reported group costs will normalize, and group costs are forecasted to decrease in 2026.
- NPS improved 18 (11)
- eNPS improved 24 (21)
- Guidance: In 2026 adjusted EBITA is expected to be better or materially better than the adjusted EBITA (EUR 7,0 million) in 2025

- As stated on 10 April Micasa legal case ruling favorable: Micasa was ordered to pay Luotea approx. EUR 4.0 million in total.
- Luotea will not recognize the gain from the favourable judgment in its income statement until the judgment is final and there is sufficient certainty in the collection of the receivable.

Group Q1



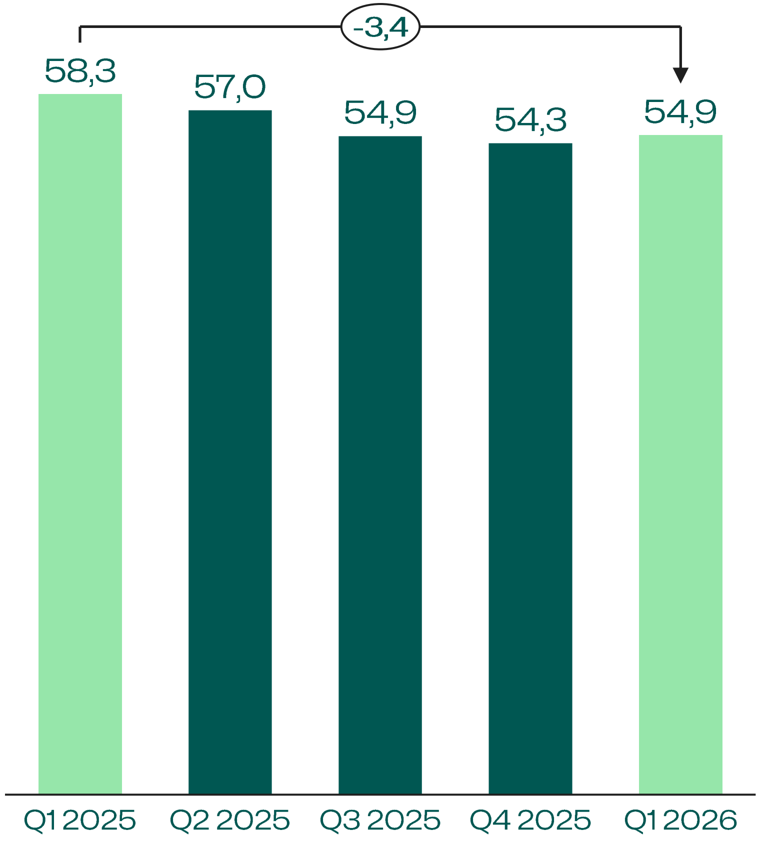
Net sales, m€
-0,5
86,6
86,8
83,9
88,7
86,0
Q1 2025
Q2 2025
Q3 2025
Q4 2025
Q1 2026



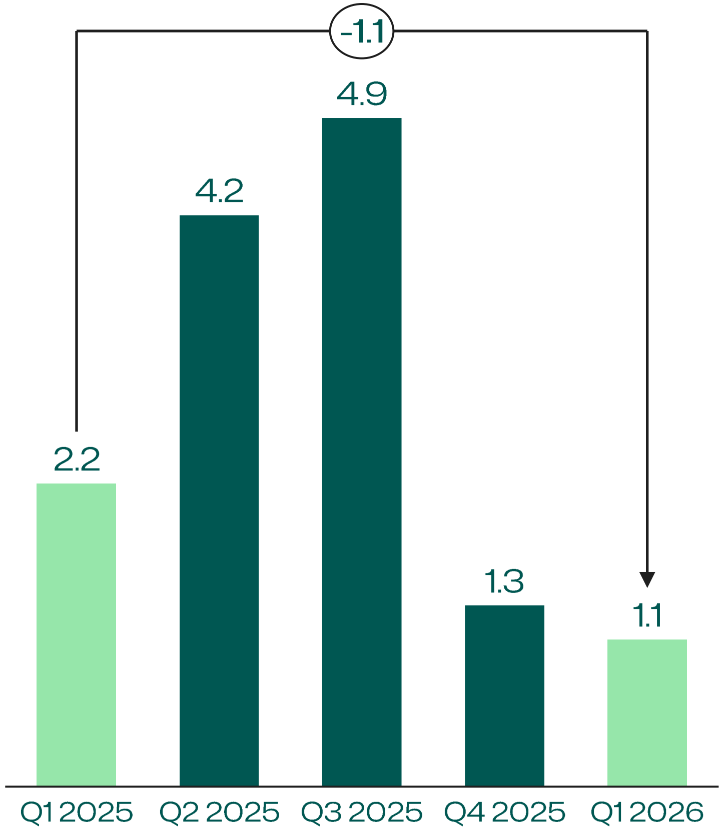
Adjusted EBITA, m€
-0,2
0,5
1,9
4,9
-0,3
0,3
Q1 2025
Q2 2025
Q3 2025
Q4 2025
Q1 2026

Finland Q1

Net sales, m€



Adjusted EBITA, m€

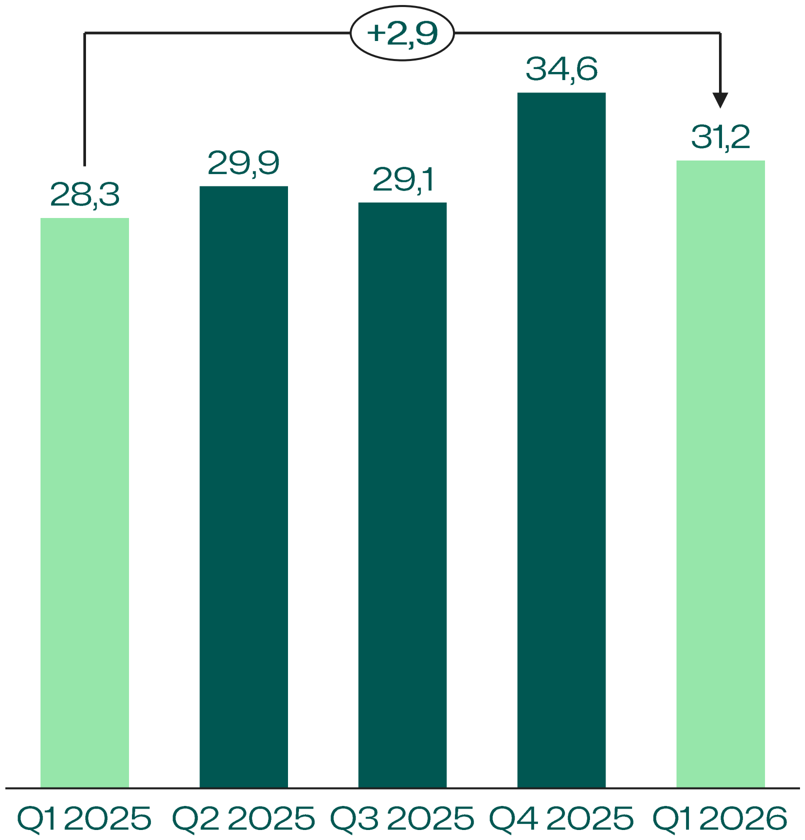


Highlights

- Decreased sales due to price competition and customers saving programs.
- Cleaning & projects under pressure
- Size of the contract portfolio has increased during and after Q1
- Wellbeing services counties (hyvinvointialueet) have begun tender processes
- Public Procurement Act (Hankintalaki) is expected to come into force in 2027

Sweden Q1

Net sales, m€



Adjusted EBITA, m€

Highlights

- Customer satisfaction up, leading to higher add-on sales
- Playbook execution continued
- Sizable unprofitable contract ended in Dec
- Jernhusen contract extension to begin in Q2
- Familjebostäder i Stockholm contract extended in Q1
- Adjusted EBITA +0,7 vLY
- Adjusted EBITDA + 1,1 vLY

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Luotea strategy

VISION

Leading the way towards a smarter tomorrow

MEGATREND: Demographic shift & urbanization

MEGATREND: Green transition

MEGATREND: Technological acceleration

MEGATREND: Growing repair backlog

MEGATREND: Climate & ecological crisis

STRATEGIC FOCUS

- High-quality, responsible services
- Efficient operating models
- Digital services and AI
- Industry's best place to work

SUCCESS FACTORS

Full-Service Offering
Facility services that improve efficiency and the user experience.

Data-driven services
Real-time building data for smarter resourcing and faster response.

Sustainability expert services
Transparency, concrete actions, reliable data – operational efficiency and regulatory reporting.

Energy efficiency
Smart energy management with Luotea Smartti for real-time, climate-friendly building control.

2028 FINANCIAL TARGETS

Revenue 400 million €
>5% Adjusted EBITA

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MISSION

Creating value beyond the surface for people, businesses and society

VALUES

- Brave
- Feet on the ground
- Co-operation

Luotea's Strategic Focus 2026

High-quality, responsible services

- Driving growth in our core business through high-quality, responsible services
- Market leadership in selected business segments
- Best customer experience in the industry

Efficient operating models

- Executing the turnaround in Sweden according to the playbook
- Ensuring operational efficiency
- Effective cost control

Industry's best place to work

- Building a shared Luotea culture and embedding our values
- Leading and developing our people's capabilities
- Building Luotea's employer brand

Digital services and AI

- Using AI to support everyday work
- Operating leader in data-driven services
- Data-driven property maintenance and cleaning as our standard way of working

Scandic: National facility services agreement for 20 hotels

About one third of Scandic's Finland portfolio.

Contract includes: facility maintenance, technical services, energy management, indoor condition optimization.

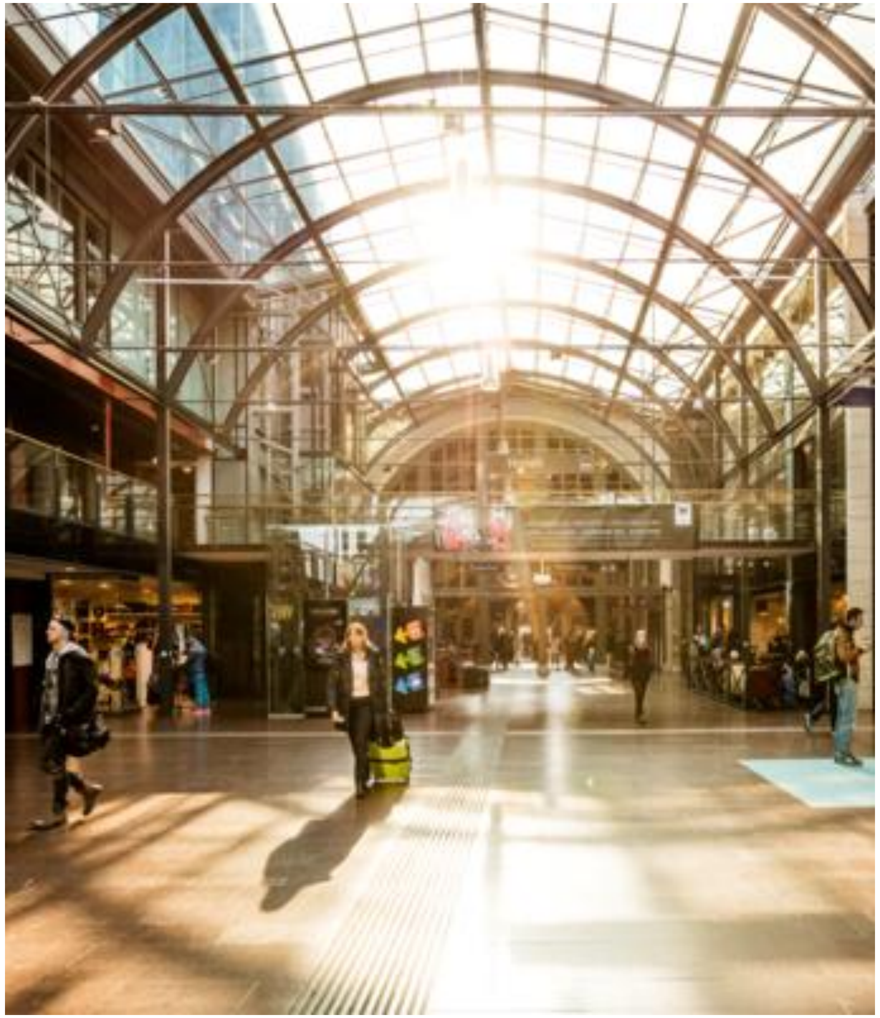
Data and AI driven energy optimization in the core: move from reactive to predictive.

Smart analytics cut energy use and emissions, improve indoor conditions and support lifecycle cost control.

"We chose Luotea because they are able to combine large-scale portfolio management, technical maintenance, smart analytics, and energy and indoor condition optimization into one integrated service. We believe this collaboration will enhance both the experience of our hotel guests and the performance of our properties"

Toni Lehkonen
Country Manager, Technical Operations
Scandic

Jernhusen: Nationwide partnership and largest procurement in 25-year history



143
properties in 45 municipalities, from Malmö to Kiruna

516,000
square metres

4-year
agreement with an option to extend.

"There are many aspects of the partnership with Luotea that we consider to be groundbreaking. In addition to enabling a strong joint focus, Jernhusen will assume responsibility for strategy and analysis within energy optimisation. This allows for increased specialist expertise and improved governance of energy-related initiatives"

Peter Larsson
Head of Depots and Intermodal Terminals Jernhusen.

Contract includes requirements for circularity, reuse, SBTi-aligned targets and full climate reporting.

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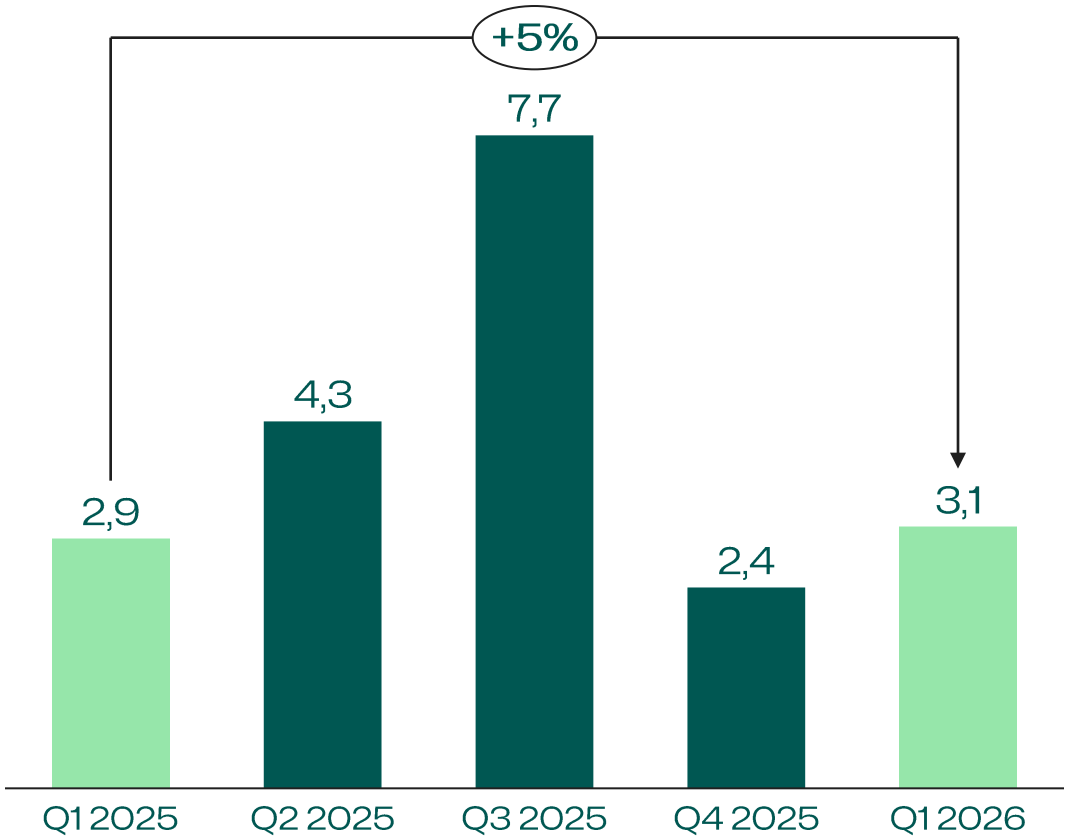
Financials & guidance

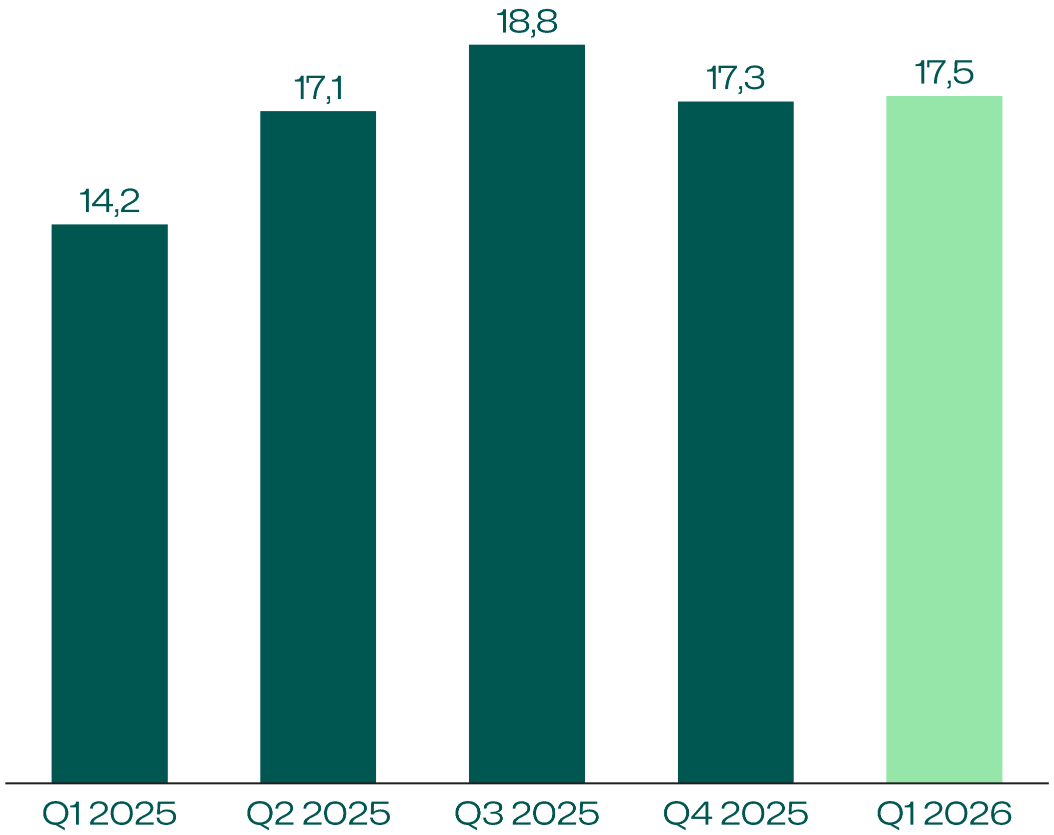
CFO Mika Stirkkinen

Improved group adjusted EBITDA driven by Swedish* operation

Group adjusted EBITDA, Quarterly

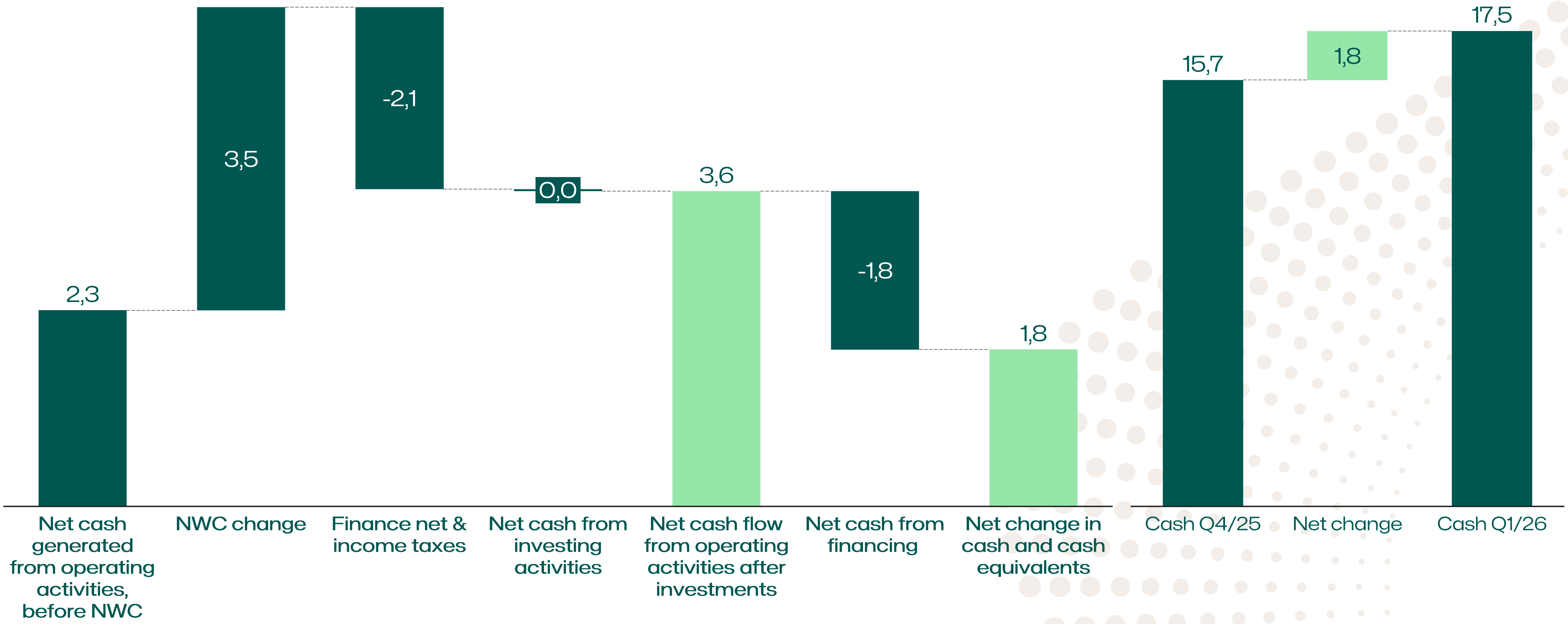


Group adjusted EBITDA, LTM



*) EUR +1,1 million versus Q1 2025

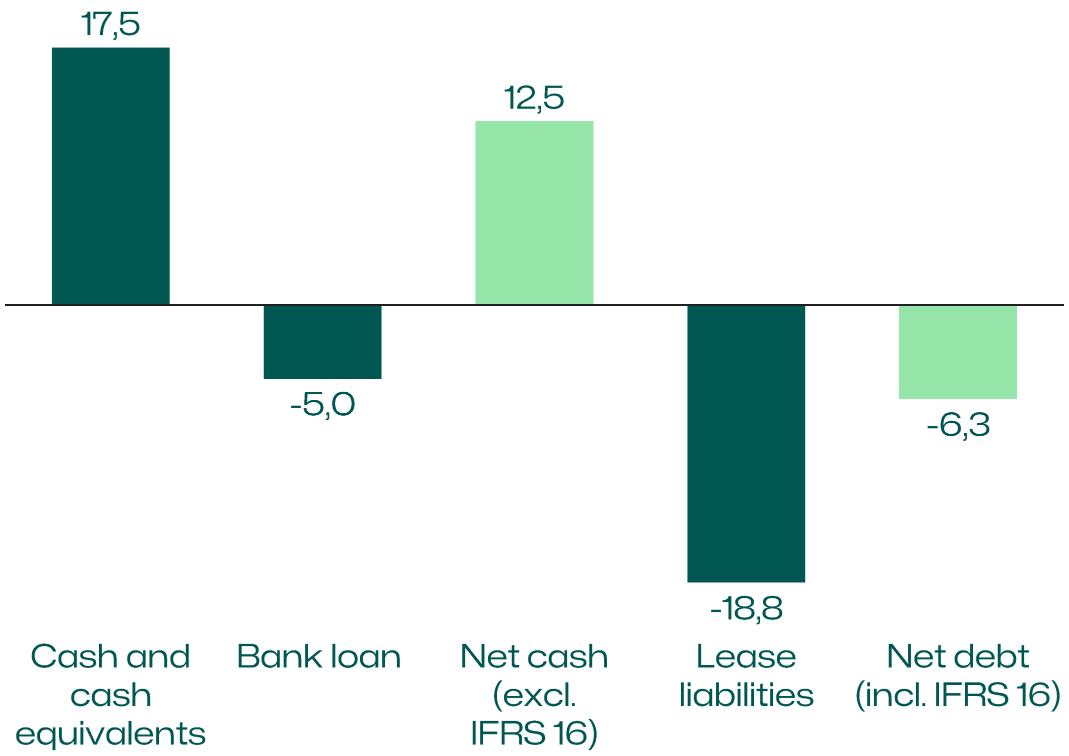
Cash flow Q1/2026

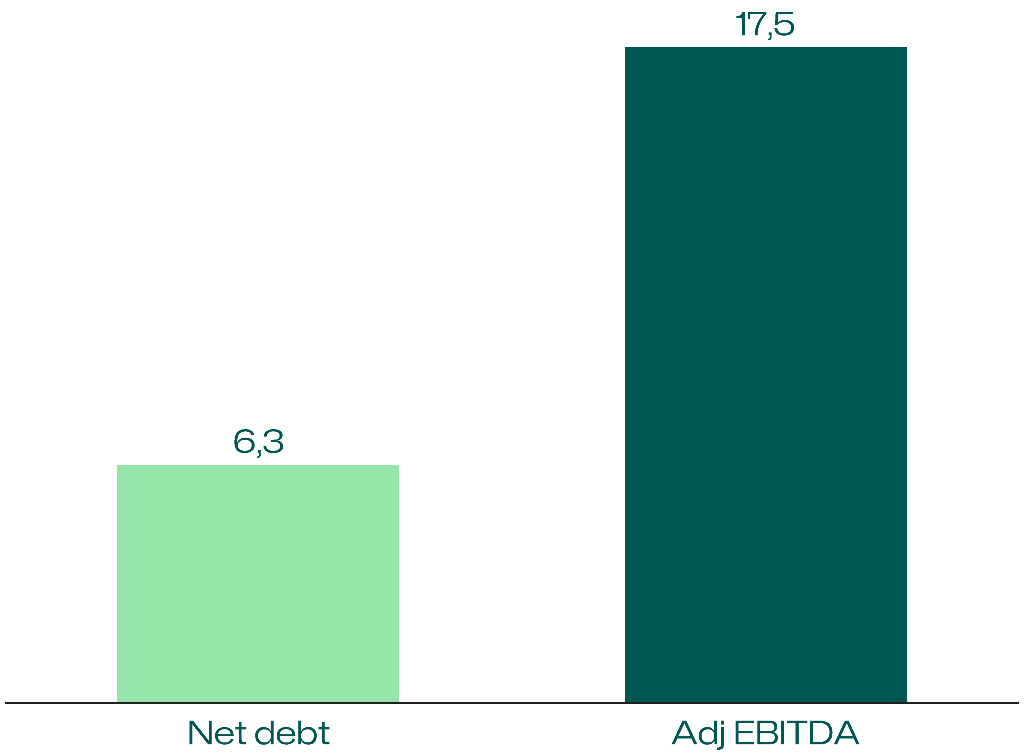


Capital structure March 2026

Net debt / Adjusted EBITDA 0,4

Revolving credit facility of mEUR 10 unused





Financial targets

Revenue growth	Average annual organic growth of **4-5%** in the mid-term
Profitability	Adjusted EBITA margin exceeding **5%** in the mid-term
Cash flow	Operating free cash flow of over **90%** of EBITA in the mid-term
Dividend policy	Dividend payout at least **50%** of net profit

Guidance **unchanged**

Guidance: In 2026 adjusted EBITA is expected to be better or materially better than the adjusted EBITA (EUR 7,0 million) in 2025

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Q&A

Q1/2026 webcast on 6.5.2026

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