Luotea

Adjusted EBITA improved as revenue increased, turnaround in Sweden continued

LUOTEA PLC
Q2 2026 RESULT PRESENTATION
6 AUGUST 2026

Luotea

Agenda

1. Q2 2026 highlights
2. Q2 performance
3. Luotea strategy
4. Financials & Guidance
5. Q&A

CEO
Antti Niitynpää

CFO
Mika Stirkkinen

Highlights

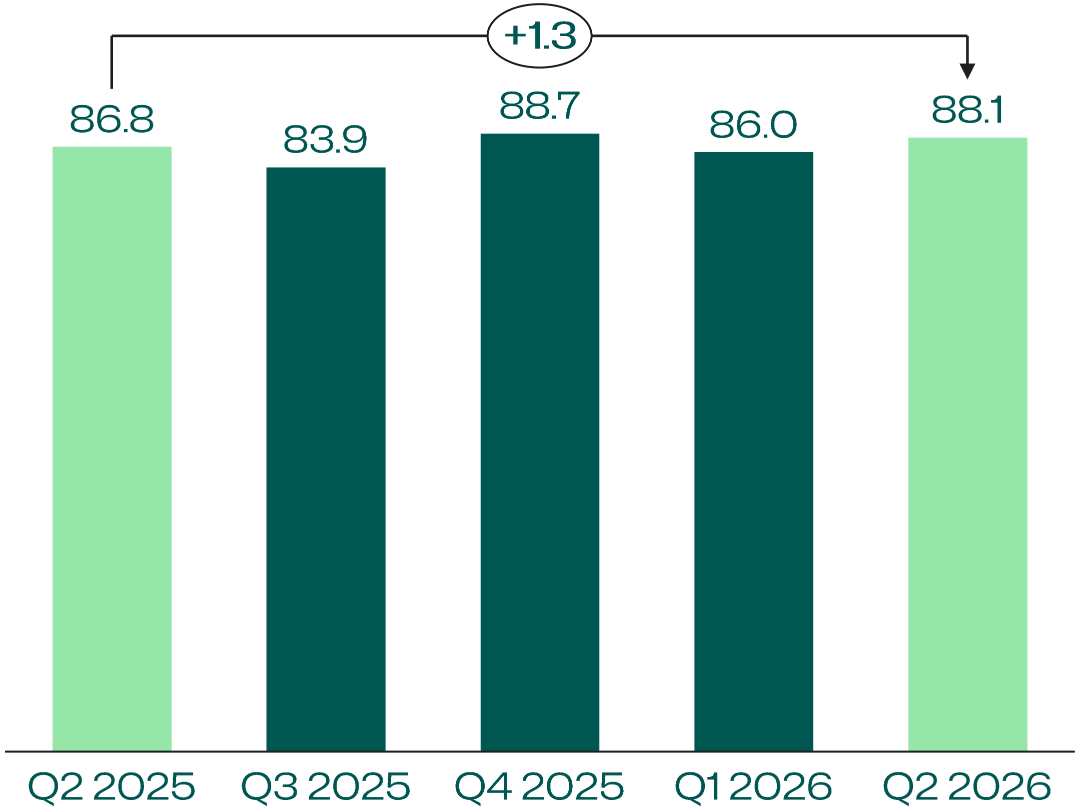
2026 Q2

- Group net sales +1.5 %
- Adjusted EBITA 2.5 M€ (1.9 M€)
- Adjusted EBIT 2.2 M€ (1.5 M€)
- In 2026 reported group costs will normalize, and group costs are forecasted to decrease in 2026.
- Guidance: In 2026 adjusted EBITA is expected to be better or materially better than the adjusted EBITA (EUR 7.0 million) in 2025

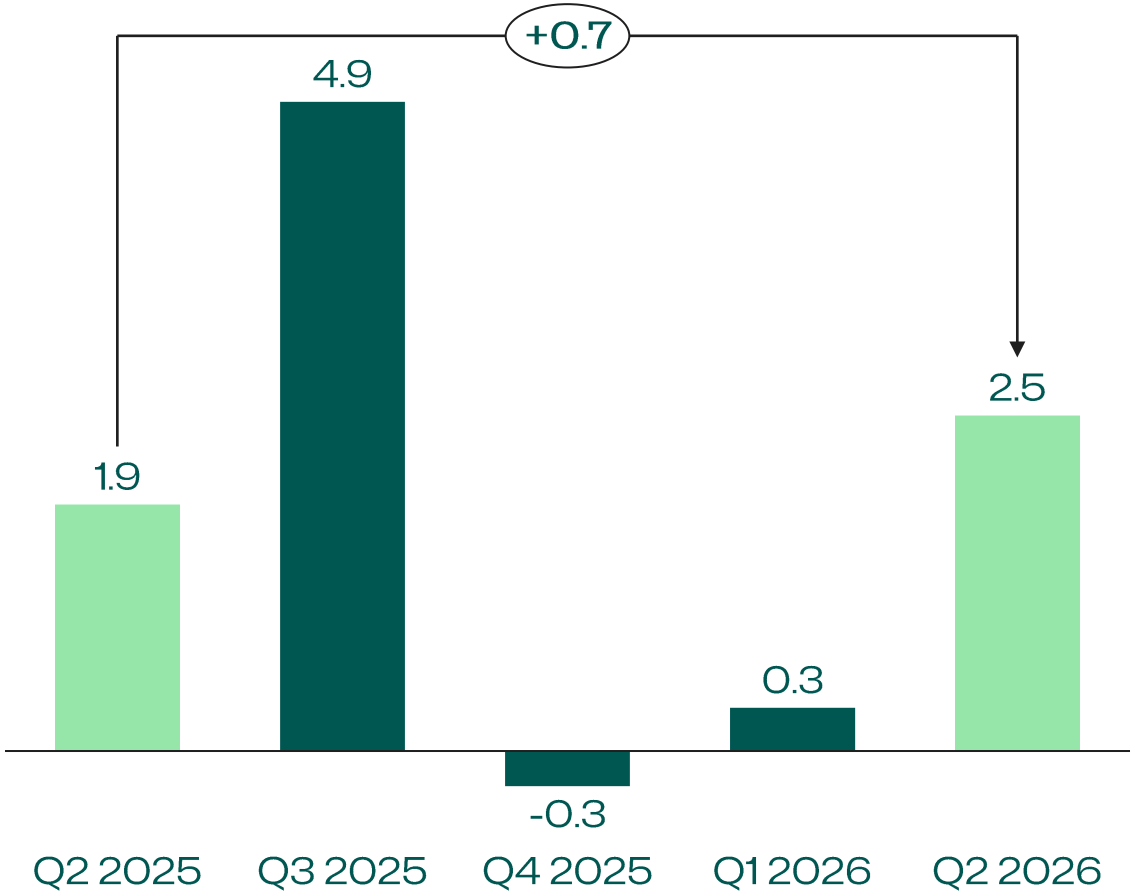
- Contract portfolio up since year-end
- New CEO, Rikard Nyhrén, appointed for Luotea Sweden on August 5
- Nyhrén will assume position by February 5, 2027

Group Q2

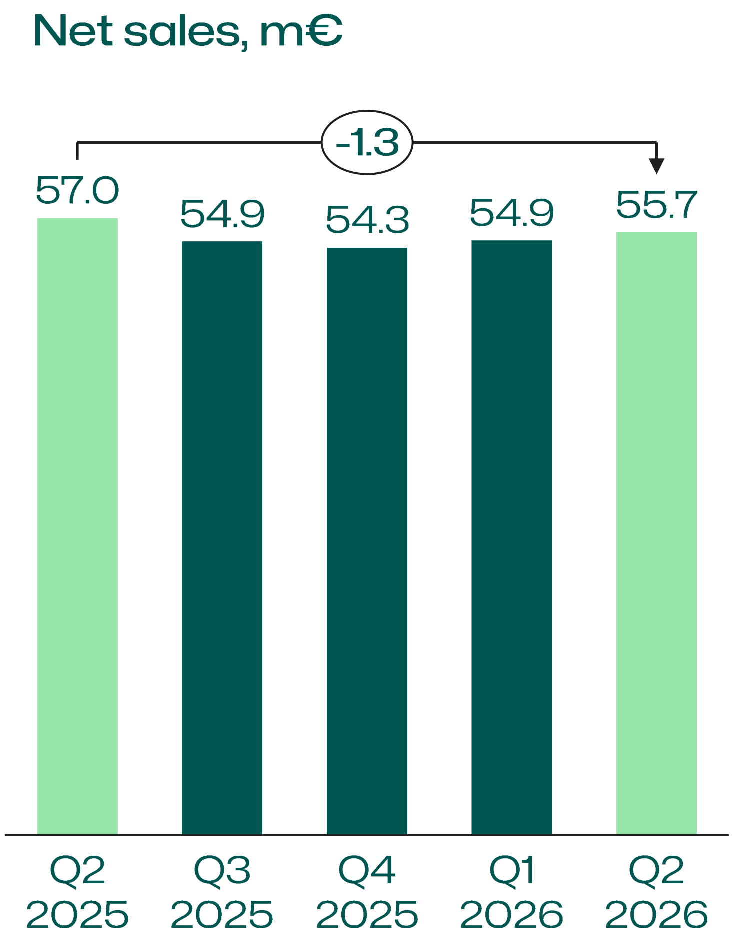
Net sales, m€

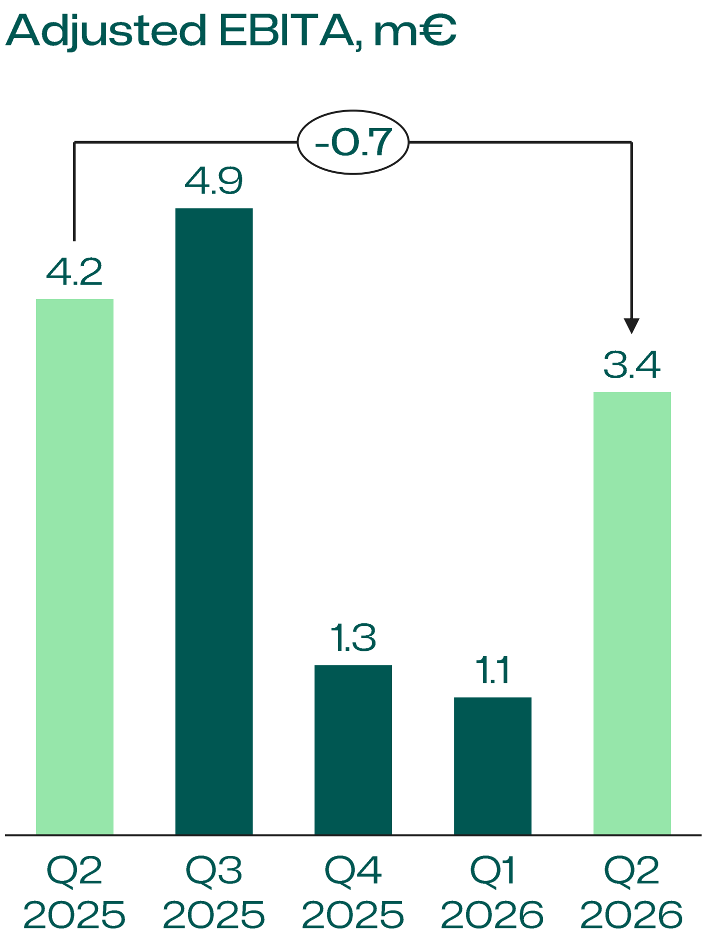


Adjusted EBITA, m€



Finland Q2



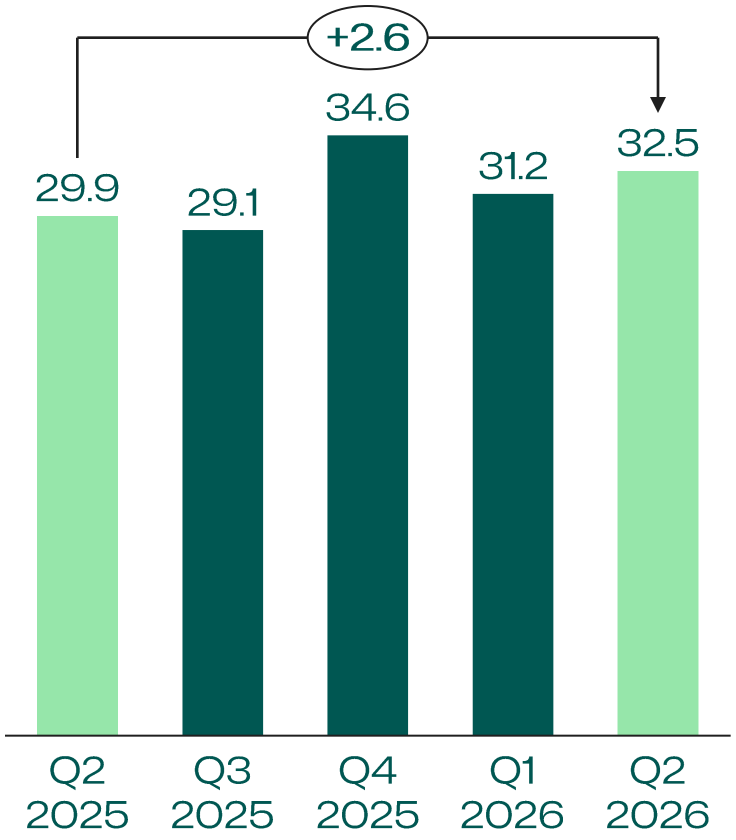


Highlights

- Net sales -2.3 %
- Robust net sales growth of +5 % in property maintenance and technical services
- Net sales -7 % in cleaning due to price competition and customers saving programs.

Sweden Q2

Net sales, m€



Adjusted EBITA, m€

Highlights

- Net sales +8.7 %
- Adjusted EBITA +0.7 vLY
- Customer satisfaction up, leading to strong growth of add-on sales
- Playbook execution continued
- New CEO, Rikard Nyhrén, appointed

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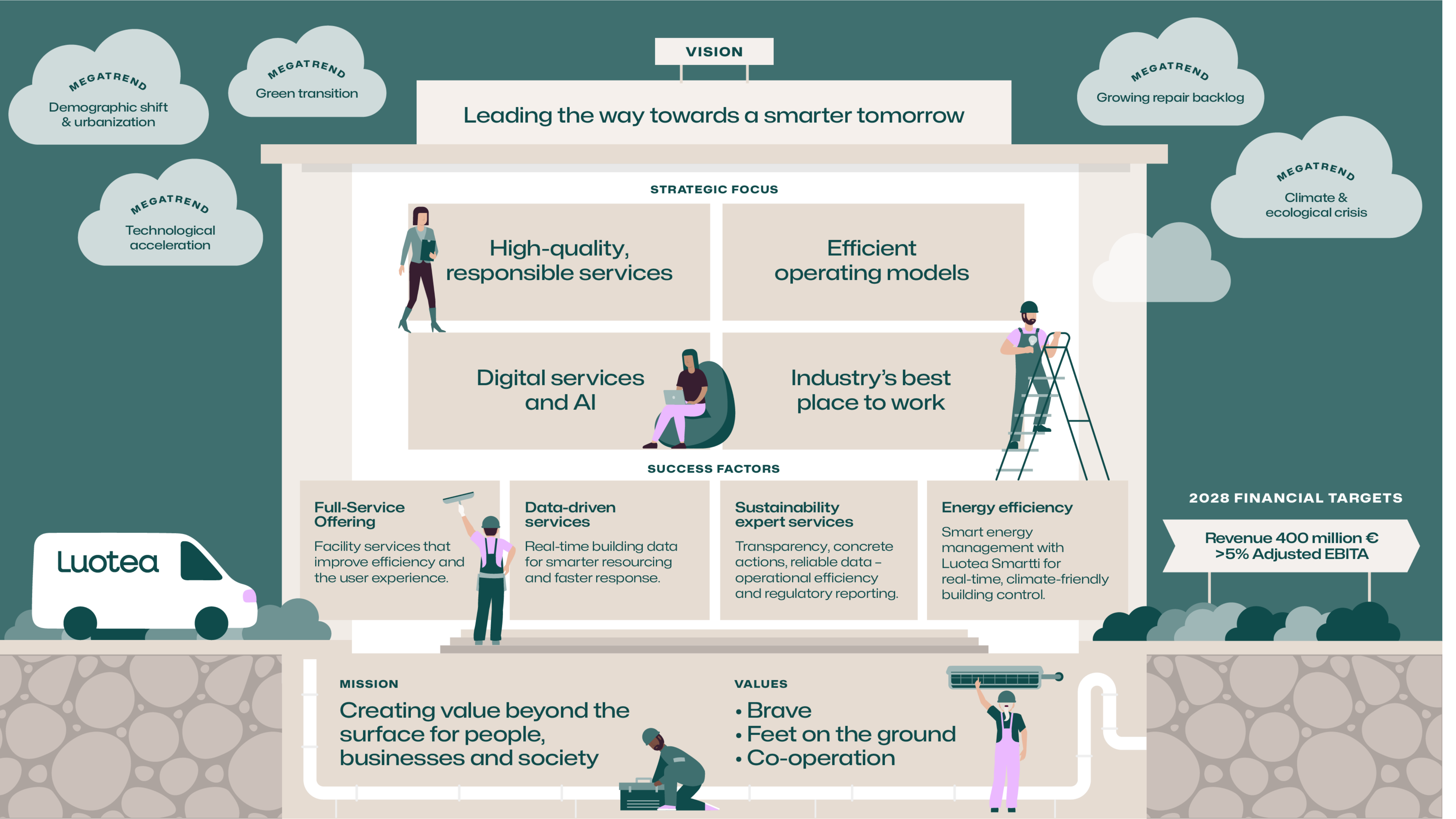
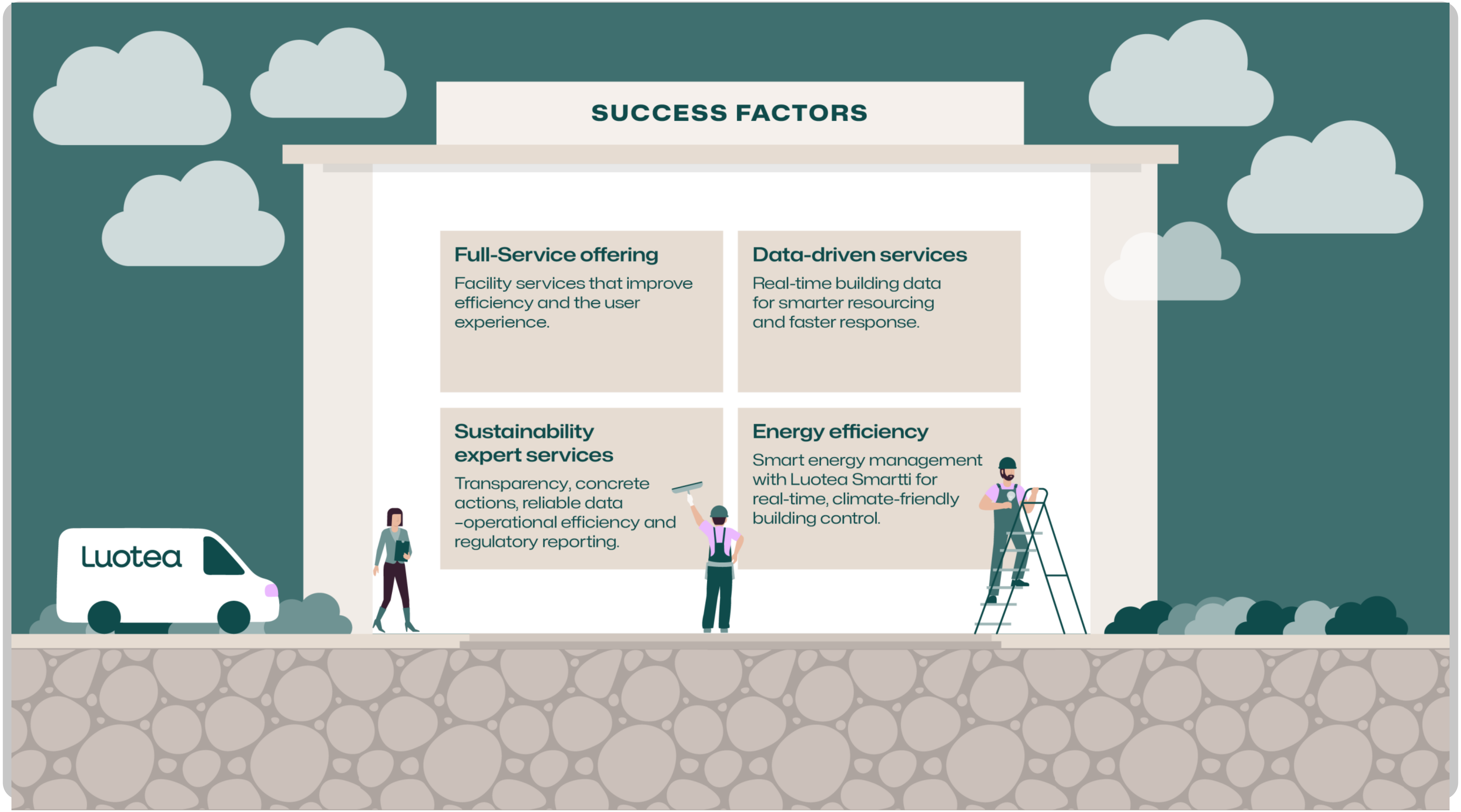
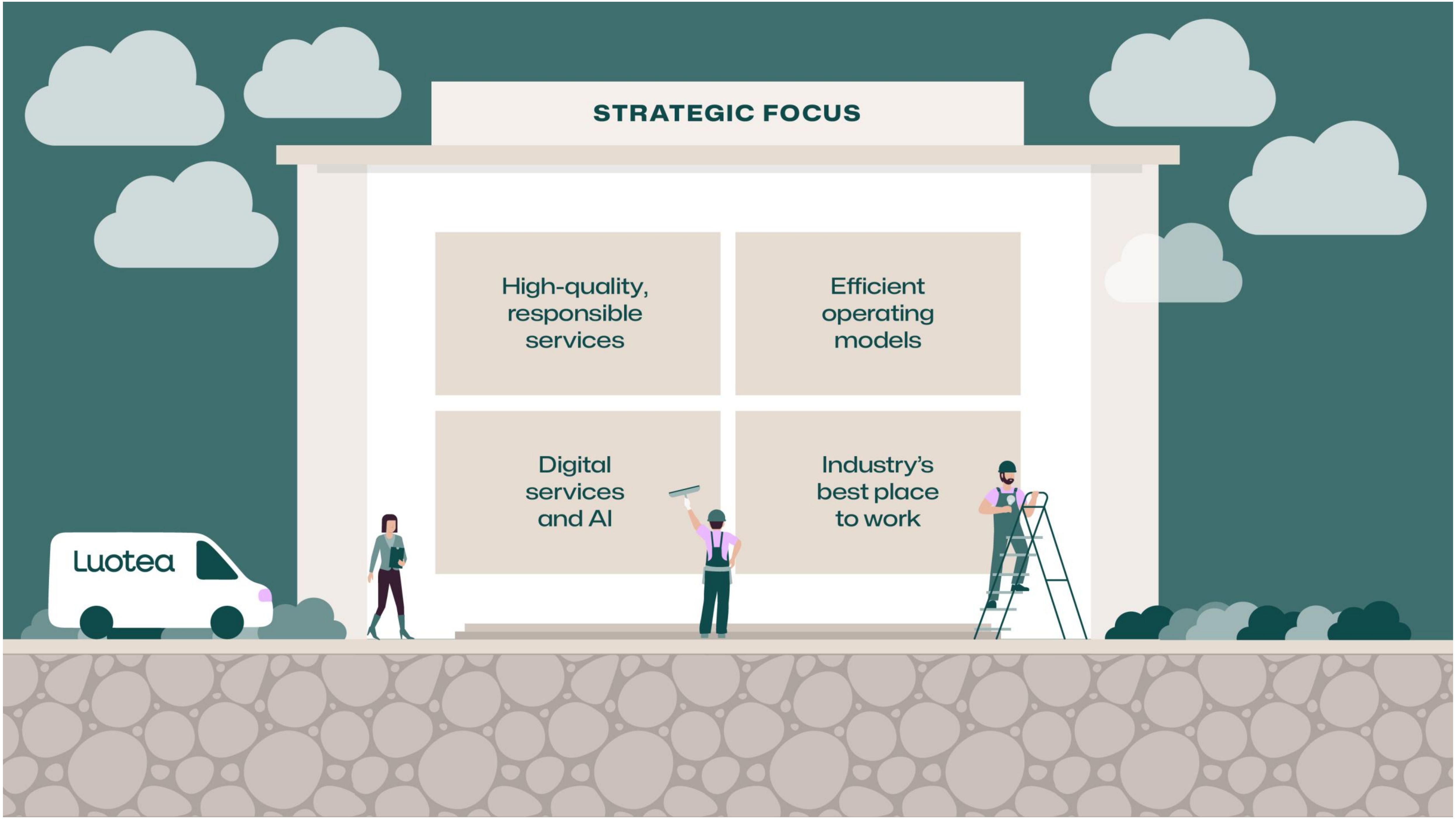
Luotea strategy



MEGATREND
Demographic shift & urbanization
MEGATREND
Green transition
MEGATREND
Technological acceleration
VISION
Leading the way towards a smarter tomorrow
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
Luotea
MISSION
Creating value beyond the surface for people, businesses and society
VALUES
• Brave
• Feet on the ground
• Co-operation


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.
Luotea


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

Port of Helsinki: critical infrastructure, long-term partnership

Luotea has partnered with the Port of Helsinki for ten years, providing property maintenance and technical fire services at three of its cargo and passenger terminals, with West Terminal also receiving cleaning and assistance services.. The Port of Helsinki is one of the busiest passenger ports in Europe, and Finland's main hub for maritime foreign trade, giving it a key role in the country's security of supply.

”Luotea’s experts demonstrate a high level of professional expertise, and its property maintenance personnel are highly experienced and technically skilled. Luotea plays a key role in ensuring the smooth operation and safety of port activities.”

Joni Nyholm, Real Estate Manager
Port of Helsinki

10 000-20 000 passengers
The number of passengers passing through a Port of Helsinki passenger terminal each day

3 maintenance technicians
One Luotea maintenance technician works at each terminal, with each technician assigned to a specific terminal.

Over 10 years
The co-operation between Port of Helsinki and Luotea has continued for more than 10 years

Case Jumbo: reducing emissions

The largest shopping centre in Finland, Jumbo, aims to achieve carbon positivity by 2030 (Scope 1 and 2). Luotea's energy services serve as the partner for their emission reduction journey.

" We found what we consider to be the best operator in the market, which is Luotea. The collaboration has started smoothly, and through practical measures, it is possible to enhance energy efficiency towards our goals."

Olli Lehtoaro
Shopping Centre Director
Jumbo Shopping Centre

- Energy management and continuous energy-saving proposals
- Optimisation of ventilation systems
- Smartti energy management system

Facts

- Largest shopping centre in Finland
- Luotea's energy services
- The estimated energy savings from the measures corresponds to the annual energy consumption of 180 detached houses.

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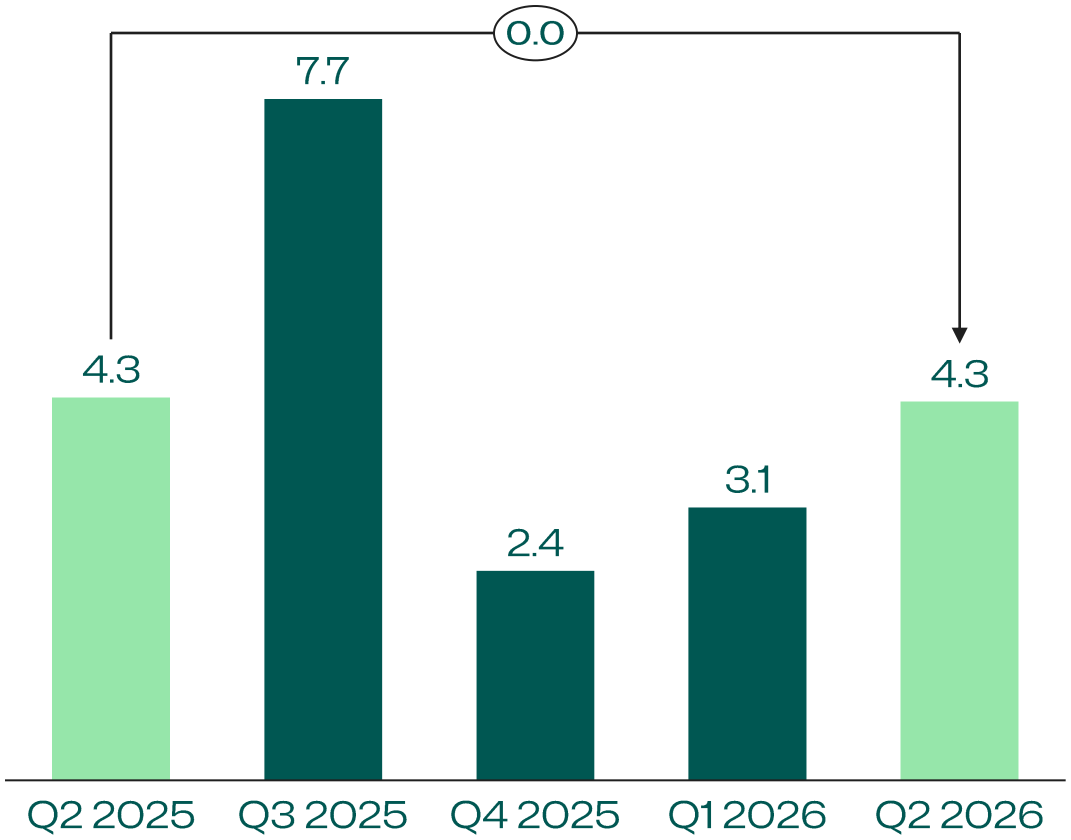
Financials & guidance

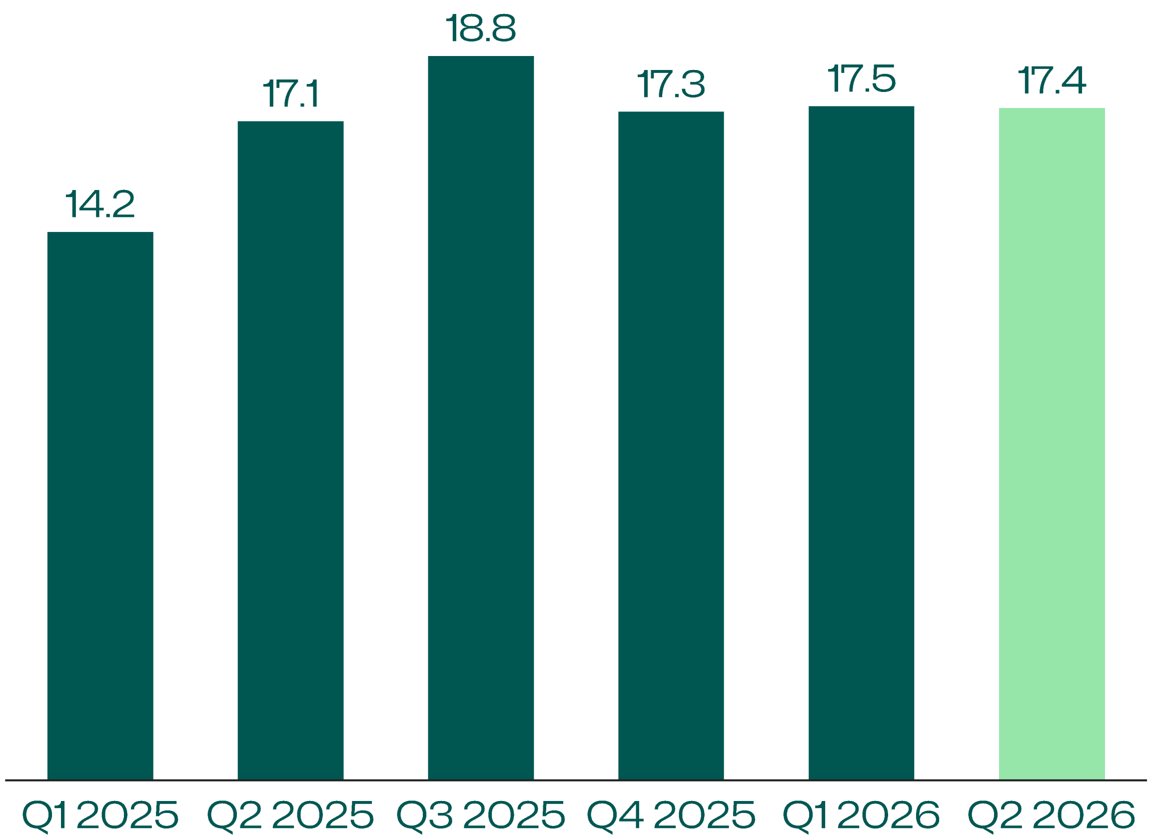
CFO Mika Stirkkinen

Solid group adjusted EBITDA

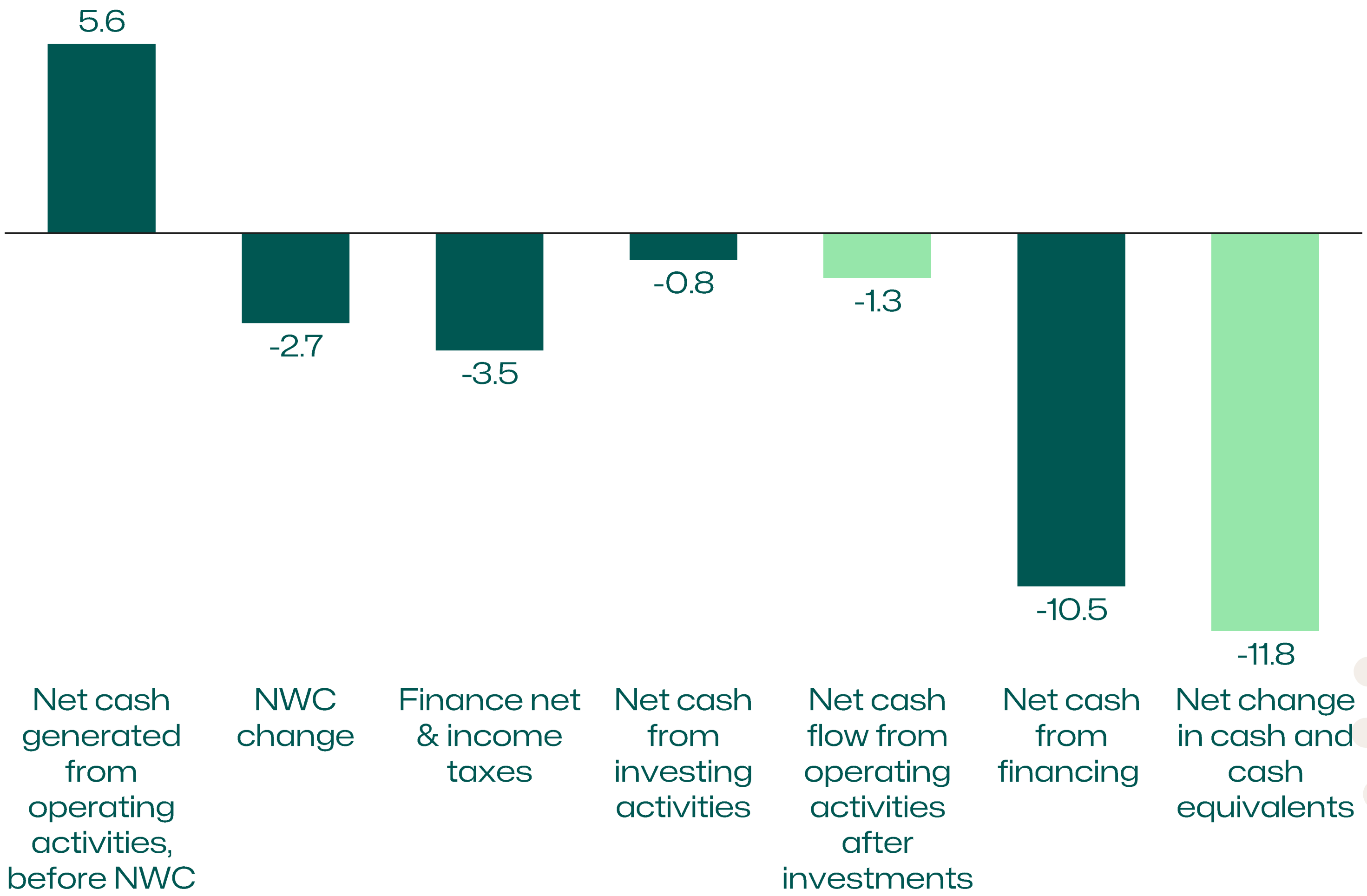
Group adjusted EBITDA, Quarterly



Group adjusted EBITDA, LTM



Cash flow H1 2026



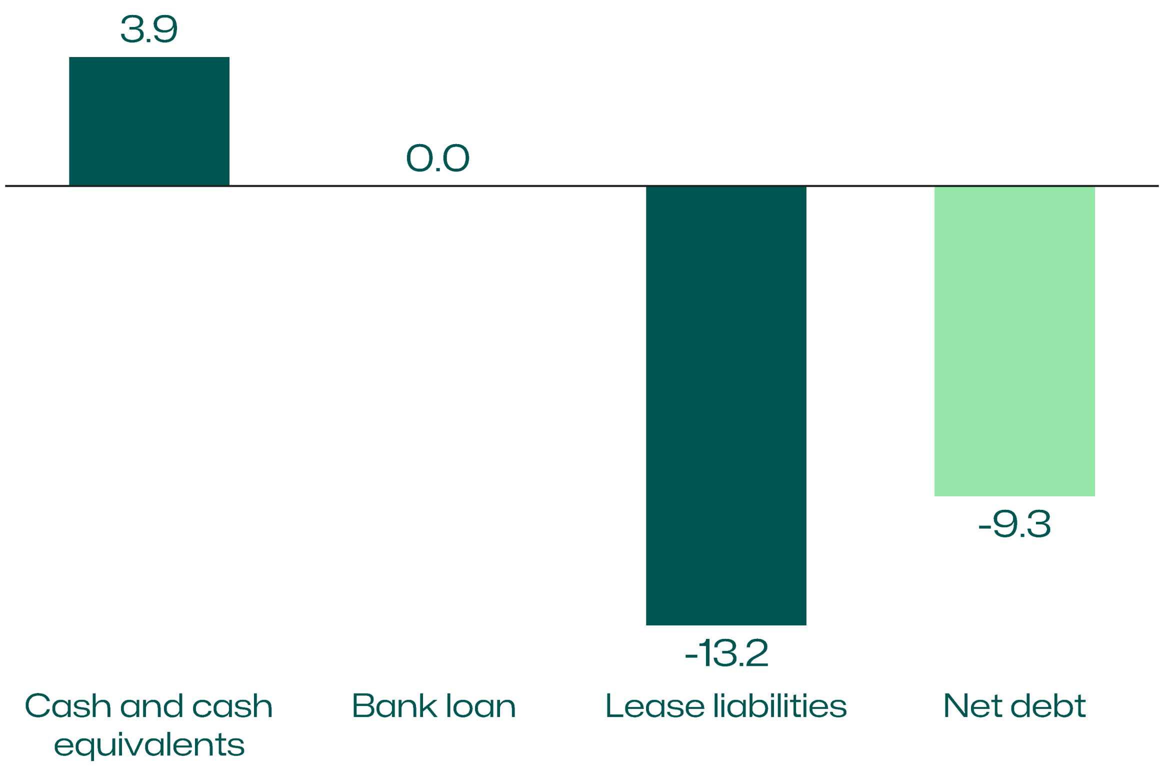
Cash flow highlights

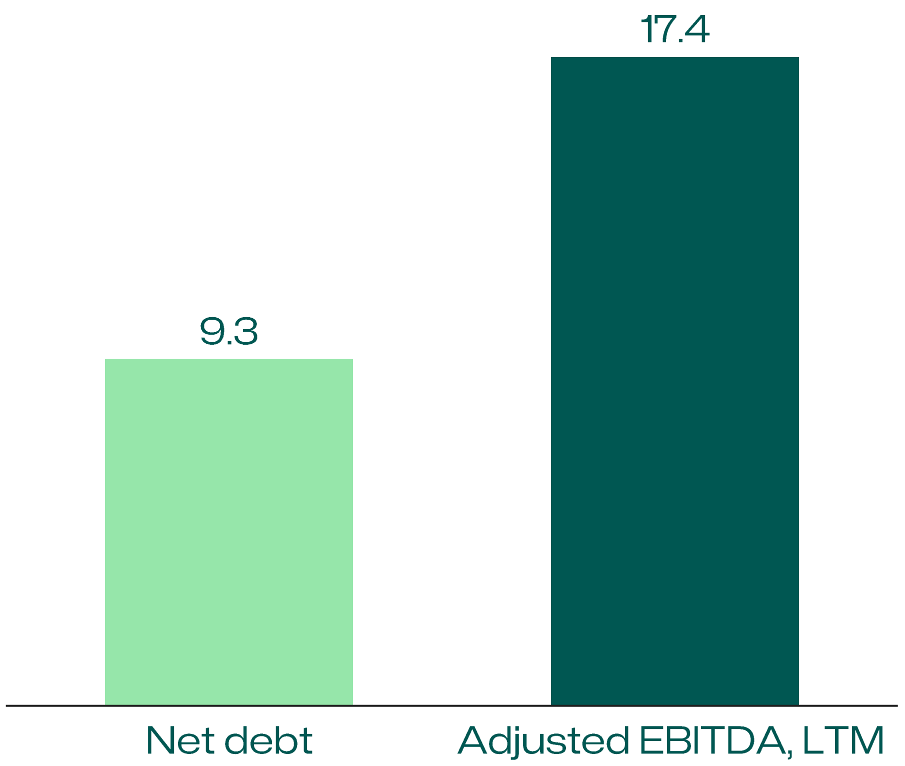
- NWC change
  - Negative due to seasonality
- Income taxes
  - EUR 3.0 million paid
  - Expected to be materally lower in H2 2026
- Net cash from financing
  - Dividend EUR 2.7 million
  - EUR 5.0 million repayment of bank loan

Capital structure

Net debt / LTM Adjusted EBITDA: 0.5

Revolving credit facility upsized to m€ 15, unutilized





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

Q3/2026 webcast on 28.10.2026

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