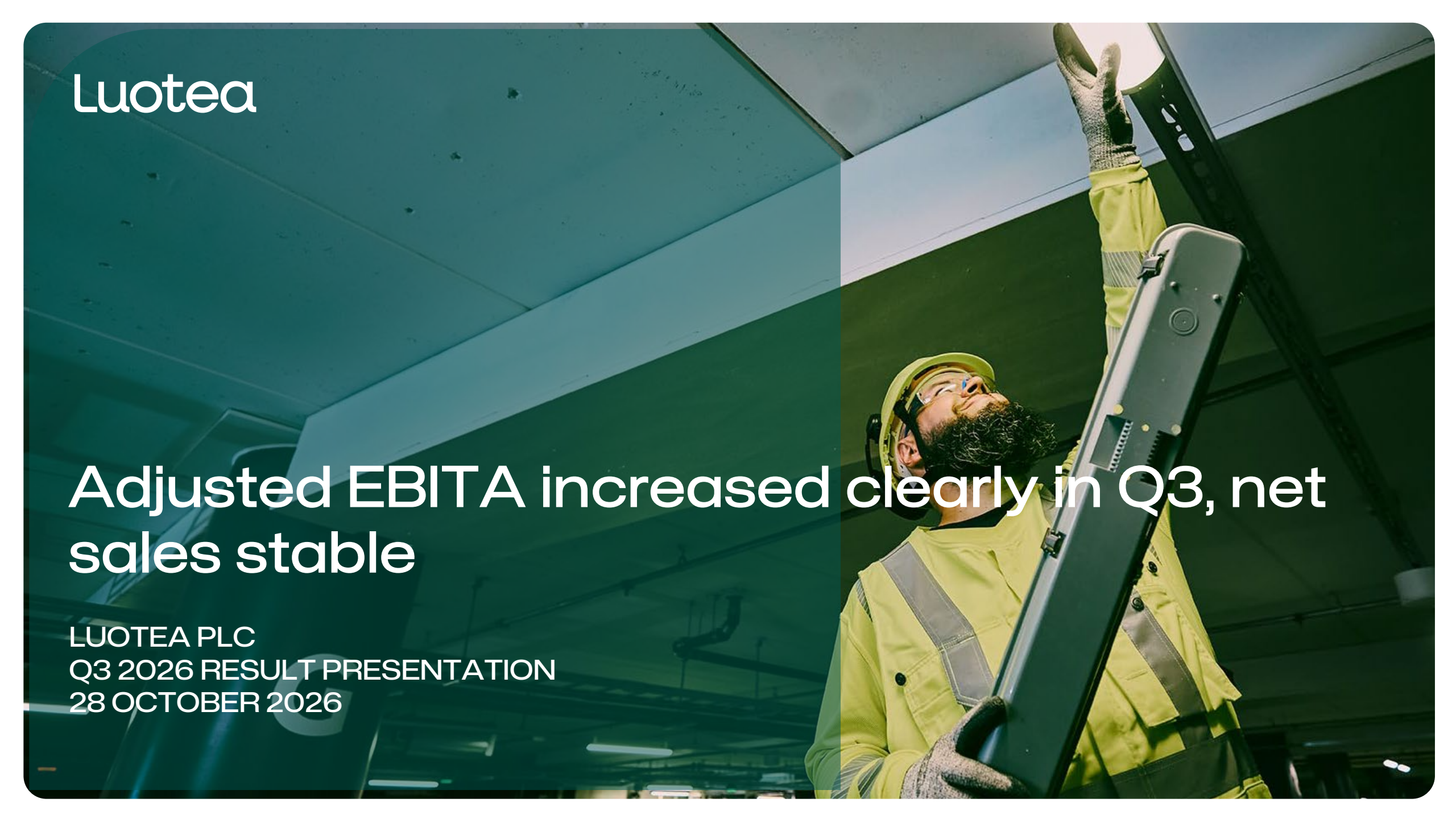




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Adjusted EBITA increased clearly in Q3, net sales stable

LUOTEAPLC
Q3 2026 RESULT PRESENTATION
28 OCTOBER 2026

Luotea

Agenda

1. Q3 2026 highlights
2. Q3 performance
3. Luotea strategy
4. Financials & Guidance
5. Q&A



CEO
Antti Niitynpää



CFO
Mika Stirkkinen

Highlights

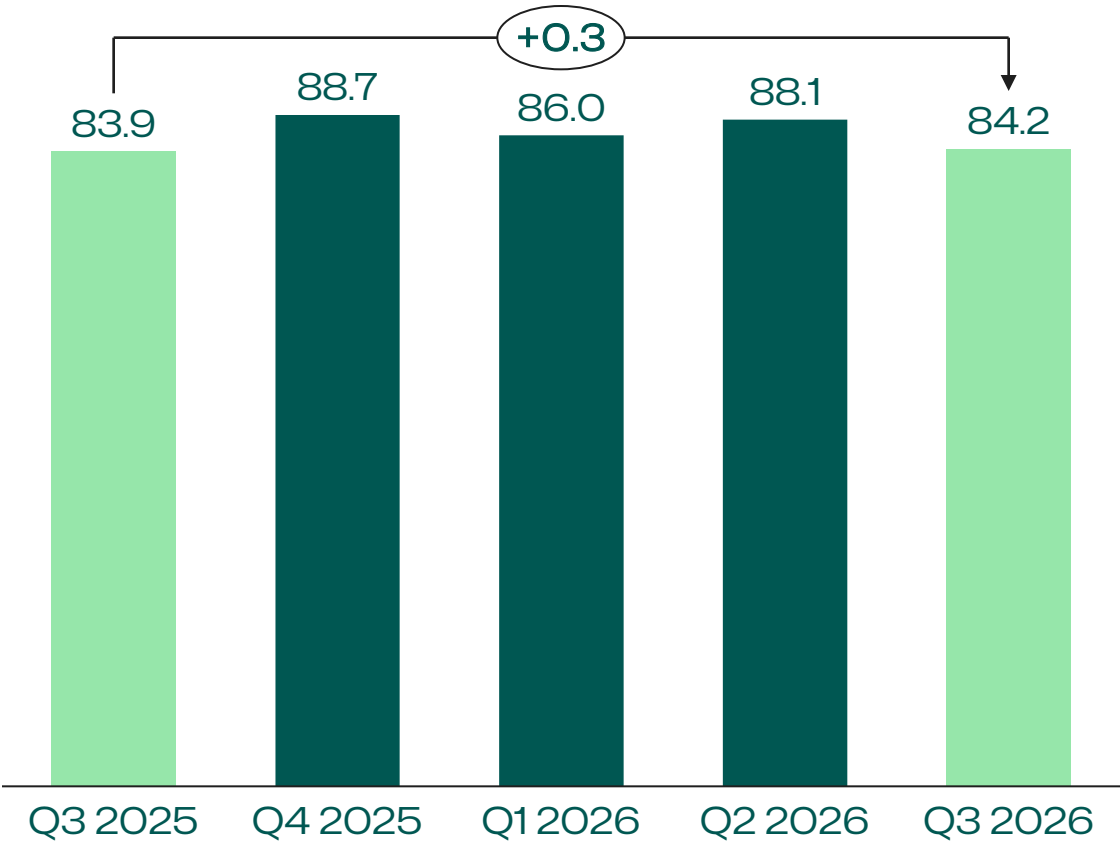
2026 Q3

- Group net sales +0.4%
- Adjusted EBITA 5.7 M€ (4.9 M€)
- The increase in adjusted EBITA was primarily driven by efficiency measures as well as improved performance in the Swedish operations.
- Guidance (updated Sept. 11, 2026):
In 2026 adjusted EBITA is expected to be better than the adjusted EBITA (EUR 7.0 million) in 2025

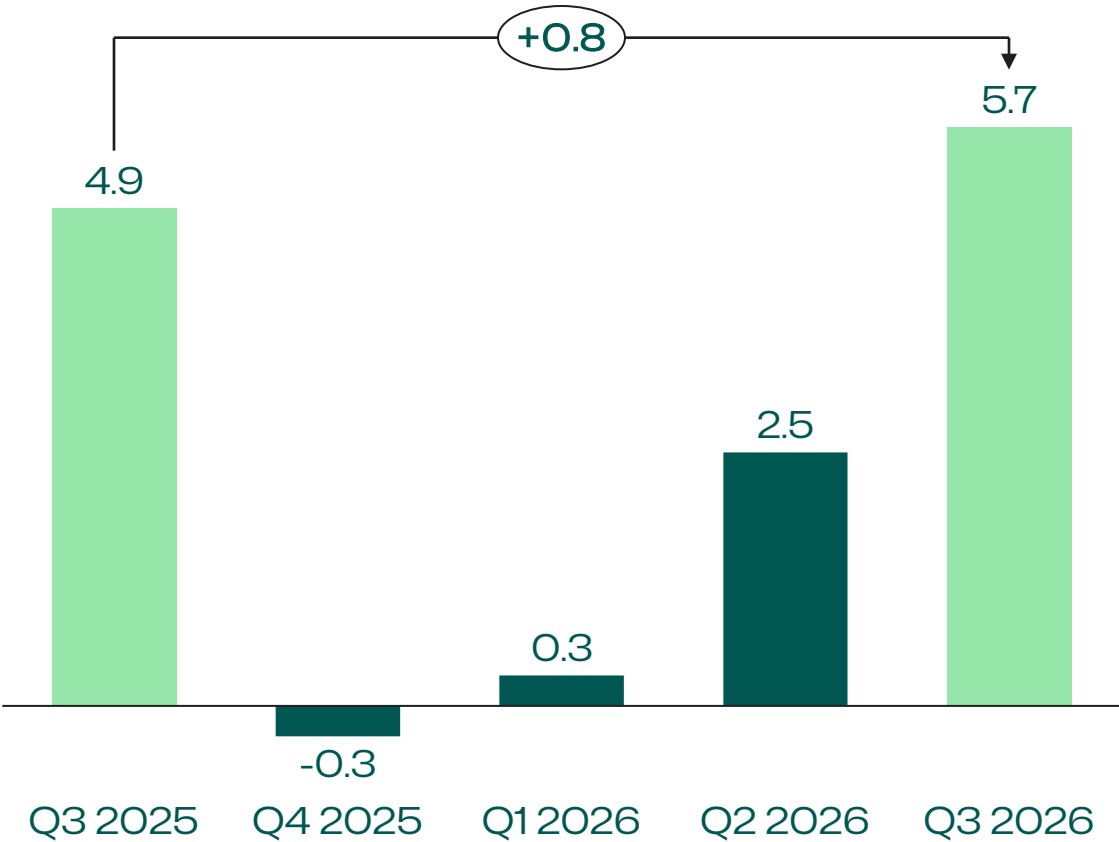
- Strategic investments in data-driven services and ERP upgrade are accelerating Luotea's transformation while creating a strong foundation for sustainable business growth.
- Good customer interest continues to support Luotea Smartti's growth

Group Q3

Net sales, m€

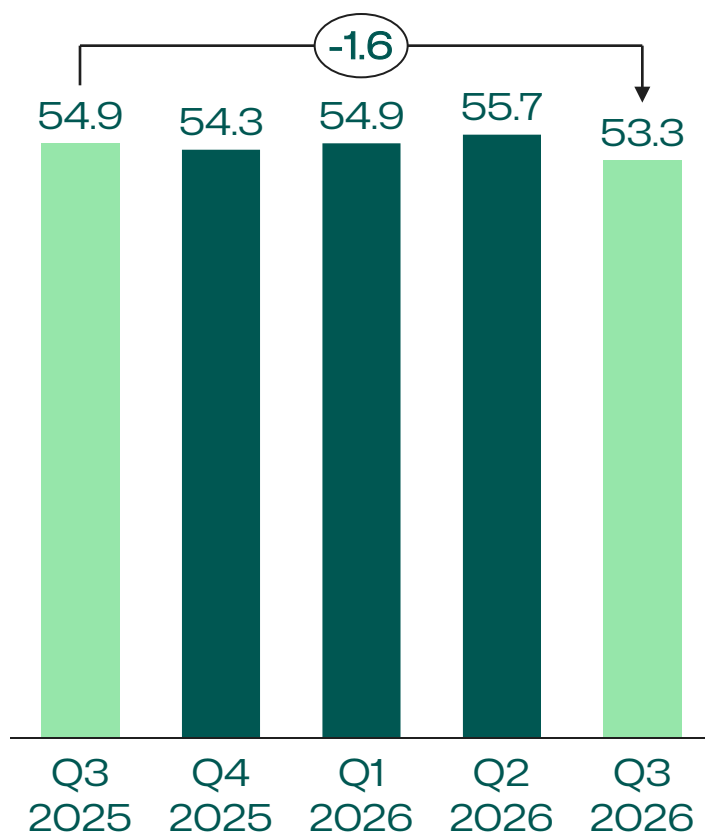


Adjusted EBITA, m€

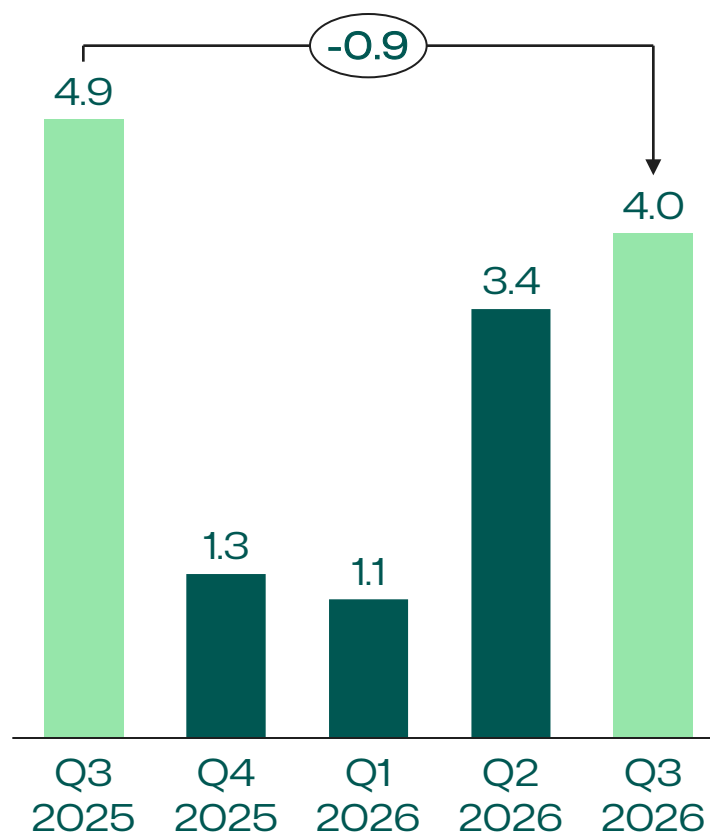


Finland Q3

Net sales, m€



Adjusted EBITA, m€

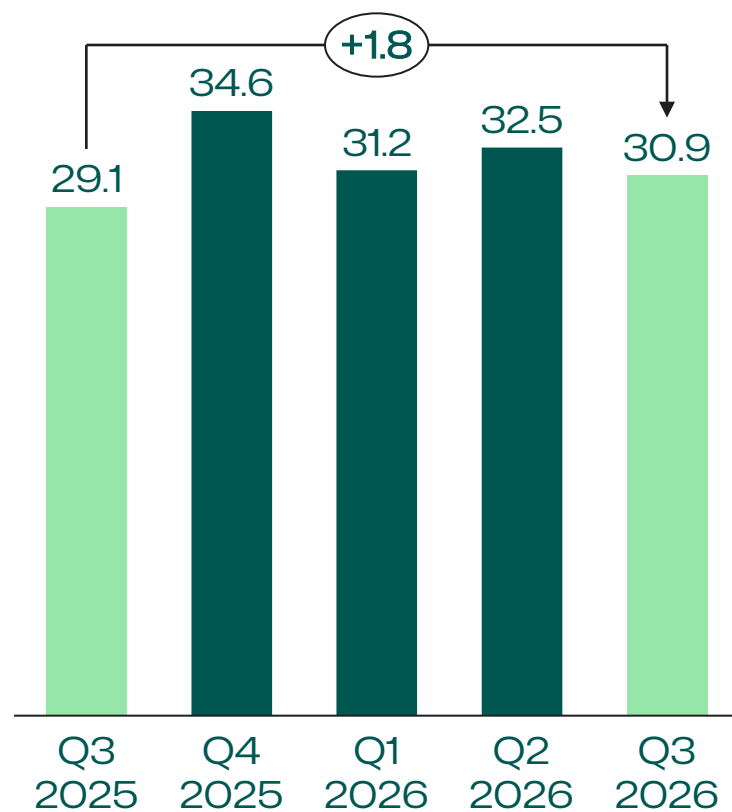


Highlights

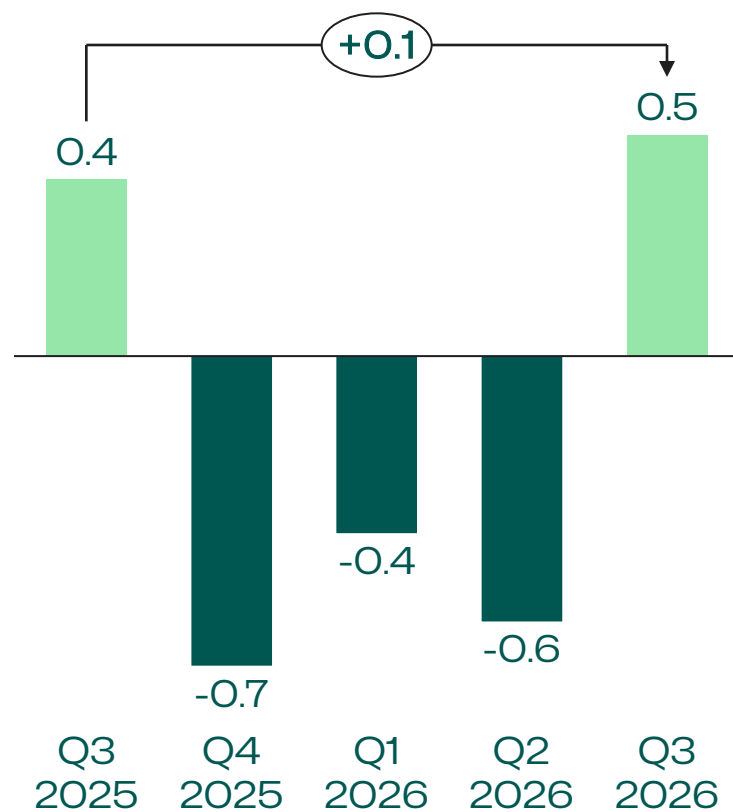
- Net sales -3%
- Robust net sales growth of +2% in property maintenance and technical services
- Revenue development reflected a polarized market: cleaning and support services in Finland faced headwinds, while facility management delivered growth.

Sweden Q3

Net sales, m€



Adjusted EBITA, m€



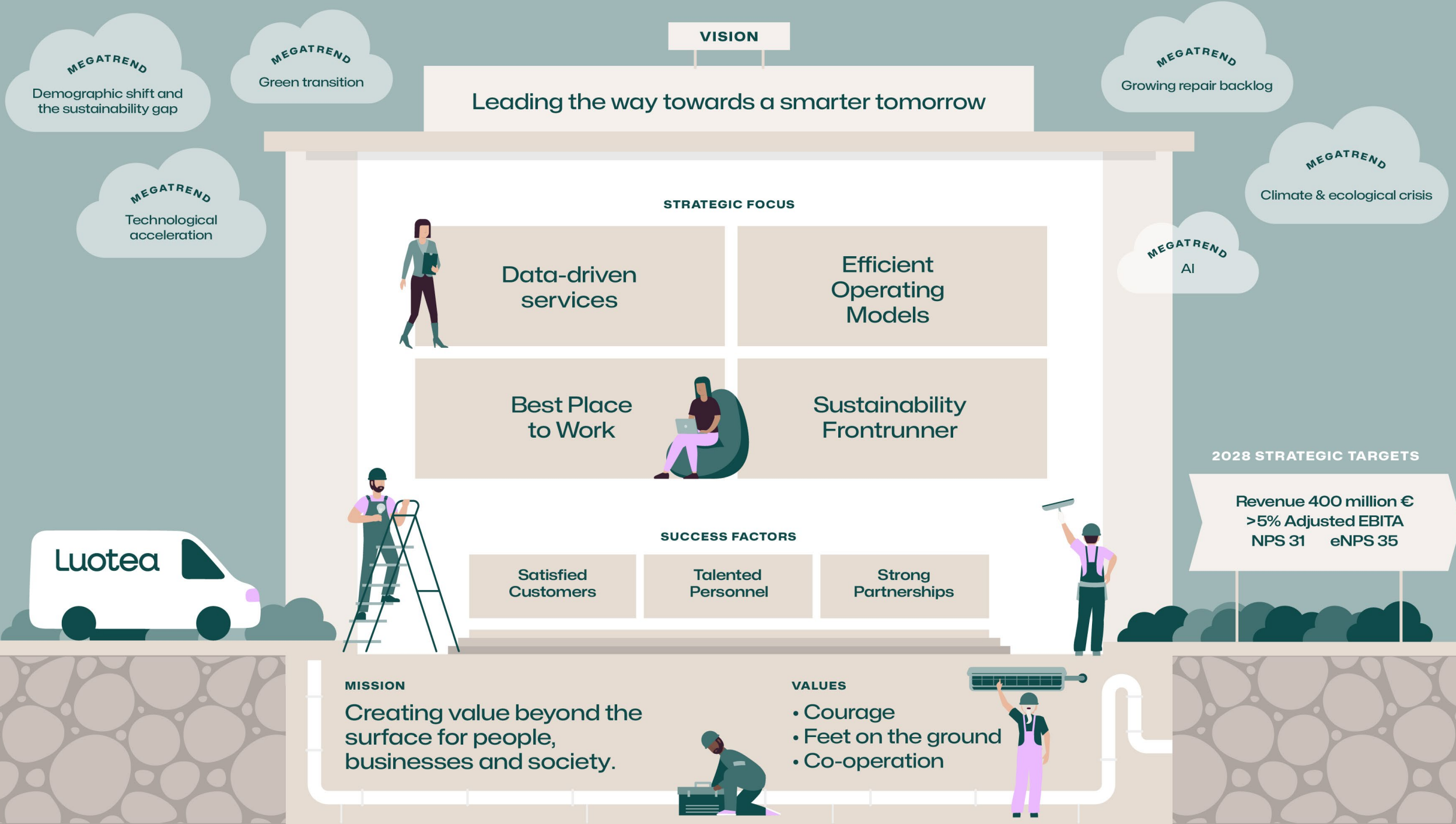
Highlights

- Net sales +6%
- Double digit add-on sales growth
- Adjusted EBITA +0.1 M€ vLY
- Playbook execution continued
- New CEO, Rikard Nyhrén, to join Luotea in November

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Luotea strategy





Taking data-driven services to the next level

- Expand data-driven cleaning and develop new services, including data-driven property maintenance
- Build a data-driven operating model and explore new business opportunities
- Combine data, technology and people's expertise to improve customer experience, efficiency and customer value

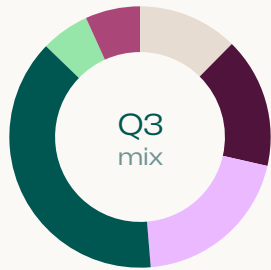


Luotea Smartti: Current footprint and adoption in Finland

Data-driven energy efficiency that increases property value, reduces emissions and improves user satisfaction

Customer property mix

Share of managed gross floor area



Offices	39%
Retail premises	20%
Logistics and warehousing	16%
Other properties	12%
Public buildings	7%
Industry and manufacturing	6%

Over

3.1

million m²

of Smartti customer property
area under management (as of
September 2026)

What Luotea Smartti enables

01

Data-driven management of indoor
climate and energy usage

02

Predictive and dynamic optimization of
existing Building Management System

03

Scalable service across various different
properties and markets

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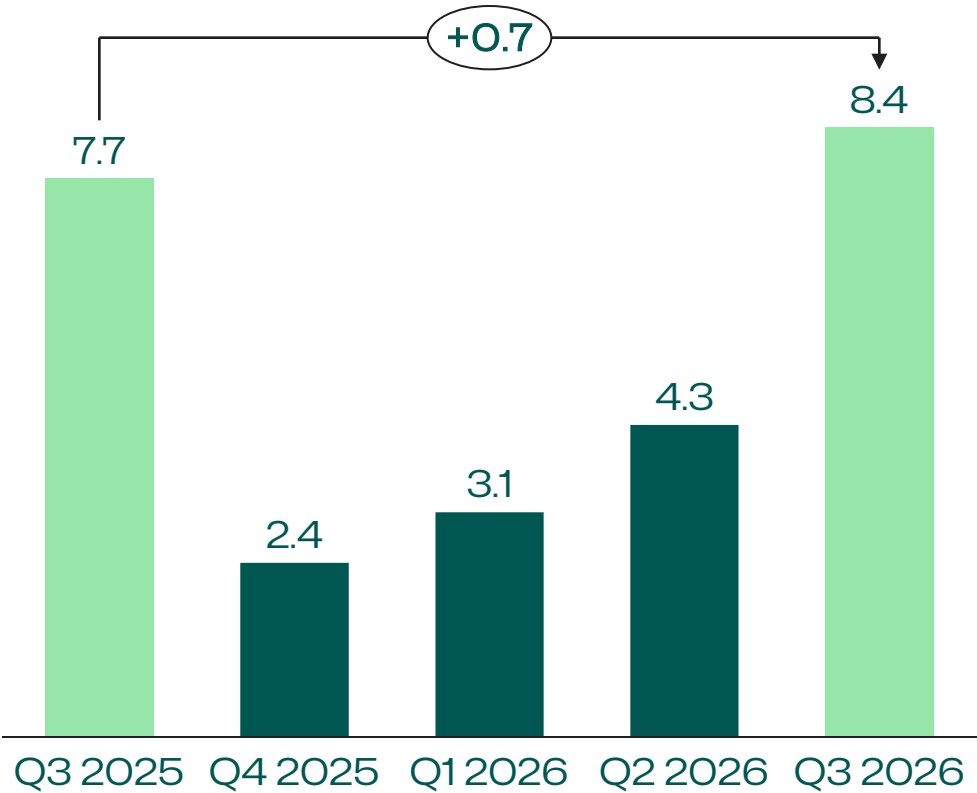
Financials & guidance

CFO Mika Stirkkinen

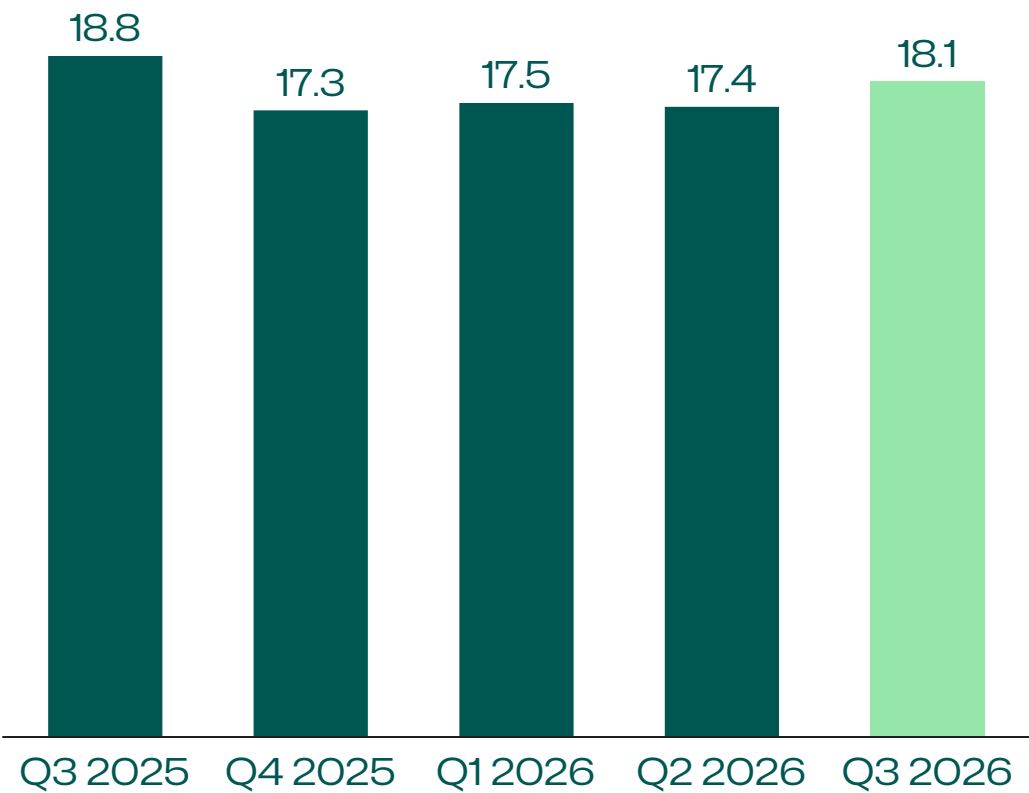


Solid improvement in adjusted EBITDA

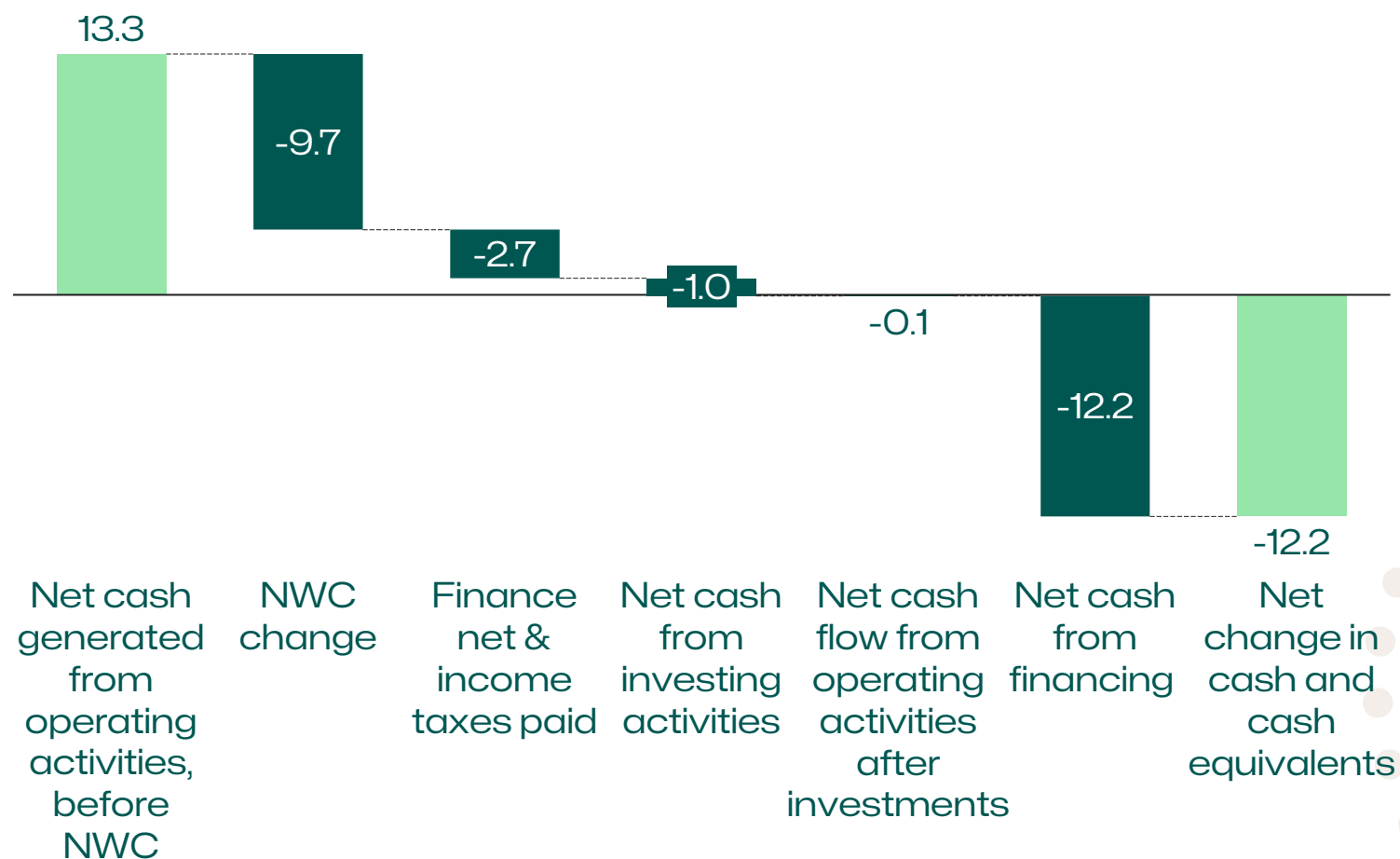
Group adjusted EBITDA, Quarterly



Group adjusted EBITDA, LTM



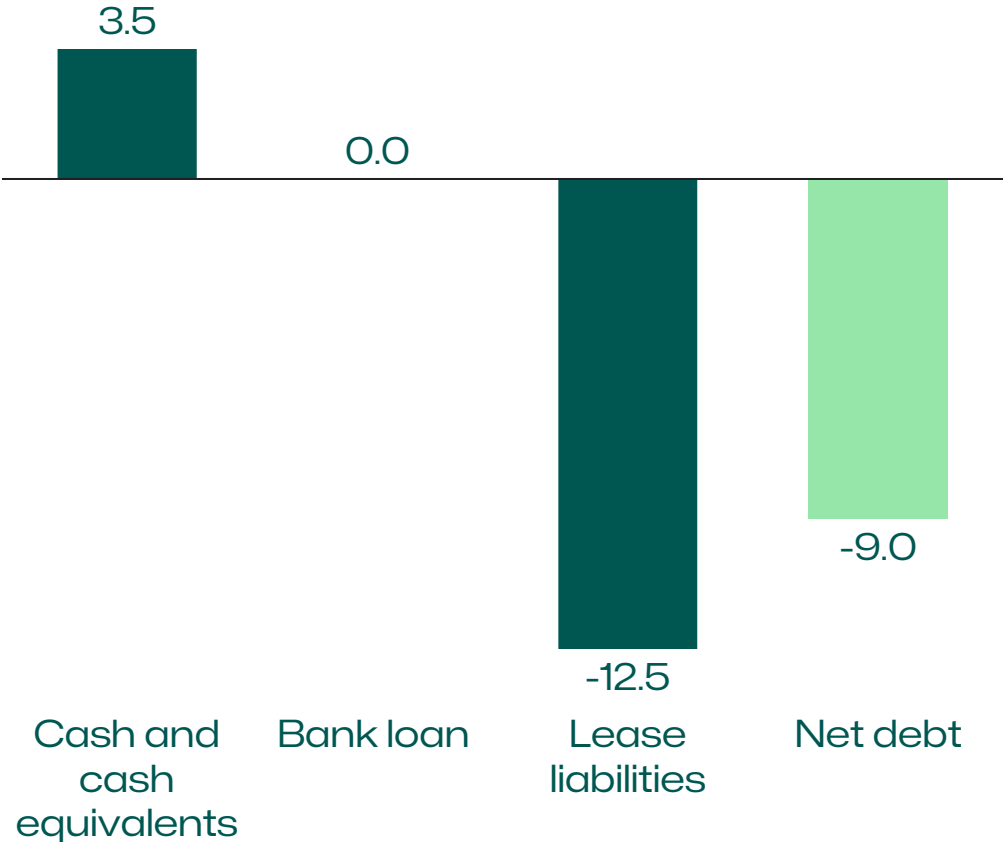
Cash flow Q1-Q3 2026



Cash flow highlights

- NWC change
 - Negative partly due to seasonality
 - NWC change expected to be positive during Q4
- Net cash from financing
 - Dividend EUR 2.7 million
 - EUR 5.0 million repayment of bank loan
 - EUR 4.5 million of lease repayments

Capital structure



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

Previous guidance (Aug 6, 2026):

In 2026 adjusted EBITA is expected to be better or materially better than the adjusted EBITA (EUR 7.0 million) in 2025

Guidance (updated Sept 11, 2026):

In 2026 adjusted EBITA is expected to be better than the adjusted EBITA (EUR 7.0 million) in 2025

Luotea

Q&A

Q4 & Full year/2026 webcast
on 12.02.2027

ir@luotea.com

