

Q2 2026 Results

August 2026

INVESTOR PRESENTATION



Today's presenters



Claus Rydkjær

President & CEO



Carsten Ringius

Executive Vice President & CFO



Agenda

- 1 Key business highlights
- 2 Group financials & outlook
- 3 Closing remarks and Q&A

FORWARD-LOOKING STATEMENTS

This presentation contains forward-looking statements, which include estimates of financial performance and targets. These statements are not guarantees of future performance and involve certain risks and uncertainties. Therefore, actual future results and trends may differ materially from what is forecast in this report due to a variety of factors.



Performance on track

Q2 2026 KEY FIGURES

Revenue

DKKm

441.6

(-4.5% growth vs LY)

Constant currency

%

-4.4%

(-1.7% Q2 25)

Group EBIT

excl. special items, DKKm

21.3

(DKK 22.9m Q2 25)

Group EBIT margin

excl. special items, %

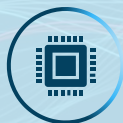
4.8%

(5.0% Q2 25)

Strategy update setting direction for the transformation



Improved operational performance leading to QoQ uplift



AI platforms applied to customer engagements, bids and internal processes



Transformation program initiated with updated **strategy** to follow



Full-year financial outlook **maintained**

US returned to strong profitability while Europe and Asia are challenged



REGION EUROPE

Q2 2026

Constant currency growth

-11.9%

(-13.3% Q2 25)

Regional EBIT margin

11.1%

(16.2% Q2 25)

- Q2's revenue development significantly impacted by lower order entry in Q1
- Tier 2/3 segments continue to grow whilst tier 1 segment continues to be more cautious
- Profitability decline partly offset by realization of cost saving initiatives and capacity adjustments



REGION US

Q2 2026

Constant currency growth

-11.2%

(4.1% Q2 25)

Regional EBIT margin

29.5%

(21.7% Q2 25)

- Recovering at a steady pace with profitability returning to previous levels
- Higher sales activity supporting the backlog and order entry
- NDC-12 pilot program gaining solid traction



REGION ASIA

Q2 2026

Constant currency growth

-10.6%

(4.4% Q2 25)

Regional EBIT margin

5.2%

(7.1% Q2 25)

- Revenue negatively impacted by lower generation from an existing tier-1 customer
- Local market customer segment is growing with solid demand
- Singapore divested 31 July
- Profitability decline fully attributed to revenue contraction, partly offset by cost savings

Continued solid momentum



PUBLIC DK

Q2 2026

Constant currency growth

10.0%

(-8.1% Q2 25)

Regional EBIT margin

10.4%

(6.4% Q2 25)

- Strong growth driven by ramp-up of new projects
- Increased tender activity after the new government was formed
- Lumina delivering promising early results after being deployed to selected customers
- Profitability uplift driven by revenue uplift, cost reductions and capacity adjustments



SCALES

Q2 2026

Constant currency growth

10.9%

(24.0% Q2 25)

Regional EBIT margin

21.2%

(26.6% Q2 25)

- Continued strong growth driven by a mix of new customer projects and expansion of existing engagements
- Integration of former Region DK Microsoft services completed
- Slight profit decline mainly due to increased usage of sub-contractors and some newer projects with lower margin compared with previous projects

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Key business highlights

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GROUP FINANCIALS & OUTLOOK

3

Closing remarks and Q&A



Financial results tracking according to plan

Q2 2026 FINANCIAL HIGHLIGHTS, DKKm & %

KEY FINANCIALS, DKKm	Q2 2026	Q2 2025	FY 2025
Revenue	441.6	462.2	1,787.6
Regional EBIT	67.9	75.1	292.1
Group EBIT excl. special items	21.3	22.9	94.2
Special items	18.5	20.3	83.3
Free cash flow	8	-61	-47
FINANCIAL RATIOS	Q2 2026	Q2 2025	FY 2025
<i>Reported revenue growth, %</i>	-4.5%	-2.5%	-3.4%
<i>Constant currency growth, %</i>	-4.4%	-1.7%	-2.8%
<i>Regional EBIT margin, %</i>	15.4%	16.2%	16.3%
<i>Group EBIT margin excl. special items, %</i>	4.8%	5.0%	5.3%

HIGHLIGHTS

Revenue and Constant currency growth

dampened by a lower-than-usual order entry from Q1, leading to revenue contraction in the life science segment. Strong growth in Public DK and SCALES

- Quarter-over-quarter improvement driven by growth initiatives carried out early in the quarter

Group EBIT excl. special items broadly in line with same quarter last year despite significantly lower revenue

- Operational efficiency gains and cost savings materializing as planned including further capacity adjustments made

Free cash flow materially improving mainly due lower cost base, improved customer payment timing and completion of earn-out

Full-year financial outlook maintained

FINANCIAL OUTLOOK 2026



Single-digit negative

CONSTANT CURRENCY REVENUE GROWTH



4% to 7%

GROUP EBIT MARGIN EXCL. SPECIAL ITEMS



Below last year's level of DKK 83m

SPECIAL ITEMS

OUTLOOK 2026 ASSUMPTIONS & KEY DRIVERS

Constant currency revenue growth to gradually improve throughout the year driven by growing order entry, already initiated growth initiatives and further initiatives to be identified as part of the transformation

Group EBIT margin excl. special items is expected to continue to improve due to realization of effectuated cost-saving initiatives, focus on further reducing the full cost base through capacity adjustments and other structural levers

Special items to be "Below last year's level of DKK 83m" which will mainly consist of restructuring cost

Key assumptions

- No further deterioration of the current macroeconomic environment
- No M&A activity assumed in financial outlook for 2026

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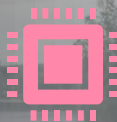
CLOSING REMARKS AND Q&A



Closing remarks



**BUSINESS & FINANCIAL
PERFORMANCE IMPROVING**



**AI PLATFORM MOVED
INTO COMMERCIAL
APPLICATION**



**STRATEGY UPDATE SETTING
DIRECTION FOR
TRANSFORMATION**



**FULL-YEAR OUTLOOK
MAINTAINED**

Q&A



APPENDIX

Group P&L

NNIT A/S DKKm	Quarterly performance					FY performance	
	Q2 2026	Q1 2026	Q4 2025	Q3 2025	Q2 2025	FY25	FY24
Revenue	441.6	422.5	430.0	431.6	462.2	1,788	1,851
Production cost	339.6	337.5	324.0	318.5	353.5	1,341	1,372
Gross profit	102.0	84.9	106.0	113.1	108.7	447	479
<i>Gross margin</i>	<i>23.1%</i>	<i>20.1%</i>	<i>24.7%</i>	<i>26.2%</i>	<i>23.5%</i>	<i>25.0%</i>	<i>25.8%</i>
Regional overhead cost	34.1	38.2	41.9	34.1	33.5	155	180
Regional operating profit	67.9	46.8	64.1	78.9	75.1	292	299
<i>Regional operating profit margin</i>	<i>15.4%</i>	<i>11.1%</i>	<i>14.9%</i>	<i>18.3%</i>	<i>16.3%</i>	<i>16.3%</i>	<i>16.2%</i>
Corporate cost	46.6	45.6	46.0	43.4	52.2	198	182
Group operating profit excl. special items	21.3	1.1	18.1	35.6	22.9	94	117
<i>Group operating profit margin excl. special items</i>	<i>4.8%</i>	<i>0.3%</i>	<i>4.2%</i>	<i>8.2%</i>	<i>5.0%</i>	<i>5.3%</i>	<i>6.3%</i>
Special items	18.5	8.3	29.8	7.9	20.3	83	69
Group operating profit incl. special items	2.8	-7.2	-11.9	27.7	2.7	11	48
<i>Group operating profit margin incl. special items</i>	<i>0.6%</i>	<i>-1.7%</i>	<i>-2.8%</i>	<i>6.4%</i>	<i>0.6%</i>	<i>0.6%</i>	<i>2.6%</i>

Region Europe P&L

Region Europe DKKm	Quarterly performance					FY performance	
	Q2 2026	Q1 2026	Q4 2025	Q3 2025	Q2 2025	FY25	FY24
Revenue	141.8	142.8	151.7	148.0	160.5	629	699
Production cost	115.5	116.1	115.9	115.7	126.4	486	543
Gross profit	26.3	26.7	35.8	32.3	34.1	143	157
<i>Gross margin</i>	<i>18.5%</i>	<i>18.7%</i>	<i>23.6%</i>	<i>21.8%</i>	<i>21.3%</i>	<i>22.7%</i>	<i>89.4%</i>
Regional overhead cost	10.6	9.7	9.9	10.6	8.1	46	57
Regional operating profit	15.7	17.0	25.9	21.7	26.0	97	100
<i>Regional operating profit margin</i>	<i>11.1%</i>	<i>11.9%</i>	<i>17.1%</i>	<i>14.7%</i>	<i>16.2%</i>	<i>15.4%</i>	<i>56.8%</i>
Corporate cost	21.3	21.1	16.2	15.4	18.9	72	61
Group operating profit excl. special items	-5.6	-4.1	9.7	6.4	7.1	25	39
<i>Group operating profit margin excl. special items</i>	<i>-3.9%</i>	<i>-2.9%</i>	<i>6.4%</i>	<i>4.3%</i>	<i>4.4%</i>	<i>4.0%</i>	<i>21.8%</i>

Region US P&L

Region US DKKm	Quarterly performance					FY performance	
	Q2 2026	Q1 2026	Q4 2025	Q3 2025	Q2 2025	FY25	FY24
Revenue	77.4	66.6	53.8	82.7	89.2	313	346
Production cost	47.1	53.8	37.2	53.0	59.6	200	207
Gross profit	30.3	12.8	16.6	29.7	29.6	113	139
<i>Gross margin</i>	<i>39.1%</i>	<i>19.2%</i>	<i>30.9%</i>	<i>35.9%</i>	<i>33.2%</i>	<i>36.1%</i>	<i>40.0%</i>
Regional overhead cost	7.5	10.9	12.5	8.9	10.2	42	66
Regional operating profit	22.8	1.9	4.1	20.8	19.4	71	73
<i>Regional operating profit margin</i>	<i>29.5%</i>	<i>2.9%</i>	<i>7.6%</i>	<i>25.2%</i>	<i>21.7%</i>	<i>22.6%</i>	<i>21.2%</i>
Corporate cost	10.2	10.2	8.0	8.0	9.7	36	34
Group operating profit excl. special items	12.6	-8.3	-3.9	12.8	9.7	35	39
<i>Group operating profit margin excl. special items</i>	<i>16.3%</i>	<i>-12.5%</i>	<i>-7.2%</i>	<i>15.5%</i>	<i>10.9%</i>	<i>11.1%</i>	<i>11.3%</i>

Region Asia P&L

Region Asia DKKm	Quarterly performance					FY performance	
	Q2 2026	Q1 2026	Q4 2025	Q3 2025	Q2 2025	FY25	FY24
Revenue	34.8	32.3	36.1	41.8	37.9	153	149
Production cost	29.3	27.6	27.6	33.0	31.2	122	123
Gross profit	5.5	4.7	8.5	8.8	6.7	31	26
<i>Gross margin</i>	<i>15.8%</i>	<i>14.6%</i>	<i>23.5%</i>	<i>21.0%</i>	<i>17.7%</i>	<i>20.2%</i>	<i>17.2%</i>
Regional overhead cost	3.7	3.8	3.4	3.7	4.0	15	18
Regional operating profit	1.8	0.9	5.1	5.1	2.8	16	8
<i>Regional operating profit margin</i>	<i>5.2%</i>	<i>2.8%</i>	<i>14.1%</i>	<i>12.1%</i>	<i>7.3%</i>	<i>10.3%</i>	<i>5.2%</i>
Corporate cost	5.3	5.2	3.9	3.8	4.4	17	14
Group operating profit excl. special items	-3.5	-4.3	1.2	1.2	-1.6	-1	-6
<i>Group operating profit margin excl. special items</i>	<i>-10.1%</i>	<i>-13.3%</i>	<i>3.3%</i>	<i>2.9%</i>	<i>-4.2%</i>	<i>-0.7%</i>	<i>-4.0%</i>

Public DK incl. passthrough

Public DK incl. passthrough DKKmn	Quarterly performance					FY performance	
	Q2 2026	Q1 2026	Q4 2025	Q3 2025	Q2 2025	FY25	FY24
Revenue	92.7	88.1	97.7	77.7	89.0	352.3	389.1
Production cost	76.8	72.8	80.3	67.7	77.2	304.1	309.0
Gross profit	15.9	15.3	17.4	10.0	11.8	48.2	80.1
<i>Gross margin</i>	<i>17.2%</i>	<i>17.4%</i>	<i>17.8%</i>	<i>12.9%</i>	<i>13.3%</i>	<i>13.7%</i>	<i>20.6%</i>
Regional overhead cost	8.4	10.1	10.6	7.2	7.6	32.3	21.6
Regional operating profit	7.5	5.2	6.8	2.8	4.2	15.9	58.5
<i>Regional operating profit margin</i>	<i>8.1%</i>	<i>5.9%</i>	<i>7.0%</i>	<i>3.6%</i>	<i>4.7%</i>	<i>4.5%</i>	<i>15.0%</i>
Corporate cost	9.8	9.1	17.9	16.0	19.2	73.4	72.5
Group operating profit excl. special items	-2.3	-3.9	-11.1	-13.2	-15.0	-57.5	-14.0
<i>Group operating profit margin excl. special items</i>	<i>-2.5%</i>	<i>-4.4%</i>	<i>-11.4%</i>	<i>-17.0%</i>	<i>-16.9%</i>	<i>-16.3%</i>	<i>-3.6%</i>

Public DK excl. passthrough

Public DK excl. passthrough DKKm	Quarterly performance					FY performance	
	Q2 2026	Q1 2026	Q4 2025	Q3 2025	Q2 2025	FY25	FY24
Revenue	72.3	71.5	64.8	61.0	65.7	259.7	285.6
Production cost	56.4	56.2	47.4	51.0	53.9	211.5	205.5
Gross profit	15.9	15.3	17.4	10.0	11.8	48.2	80.1
<i>Gross margin</i>	22.0%	21.4%	26.9%	16.4%	18.0%	18.6%	28.0%
Regional overhead cost	8.4	10.1	10.6	7.2	7.6	32.3	21.6
Regional operating profit	7.5	5.2	6.8	2.8	4.2	15.9	58.5
<i>Regional operating profit margin</i>	10.4%	7.3%	10.5%	4.6%	6.4%	6.1%	20.5%
Corporate cost	9.8	9.1	17.9	16.0	19.2	73.4	72.5
Group operating profit excl. special items	-2.3	-3.9	-11.1	-13.2	-15.0	-57.5	-14.0
<i>Group operating profit margin excl. special items</i>	-3.2%	-5.5%	-17.1%	-21.6%	-22.8%	-22.1%	-4.9%

SCALES

SCALES DKKm	Quarterly performance					FY performance	
	Q2 2026	Q1 2026	Q4 2025	Q3 2025	Q2 2025	FY25	FY24
Revenue	94.9	92.7	92.7	92.7	92.7	92.7	92.7
Production cost	70.9	67.2	67.2	67.2	67.2	67.2	67.2
Gross profit	24.0	25.5	25.5	25.5	25.5	25.5	25.5
<i>Gross margin</i>	25.3%	27.5%	27.5%	27.5%	27.5%	27.5%	27.5%
Regional overhead cost	3.9	3.7	3.7	3.7	3.7	3.7	3.7
Regional operating profit	20.1	21.8	21.8	21.8	21.8	21.8	21.8
<i>Regional operating profit margin</i>	21.2%	23.5%	23.5%	23.5%	23.5%	23.5%	23.5%
Corporate cost	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Group operating profit excl. special items	20.1	21.8	21.8	21.8	21.8	21.8	21.8
<i>Group operating profit margin excl. special items</i>	21.2%	23.5%	23.5%	23.5%	23.5%	23.5%	23.5%

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