

2026

Martela

Interim Report

1 January – 31 March 2026



MARTELA CORPORATION'S INTERIM REPORT 1 JANUARY – 31 MARCH

The revenue and operating result for January-March 2026 decreased compared to the same period of the previous year.

January–March 2026

- Revenue was EUR 17.5 million (25.6), representing a change of -31.9%
- Operating result was EUR -1.9 million (-1.6)
- Operating profit per revenue was -11.0% (-6.1%)
- The result for the period was EUR -2.4 million (-2.1)
- Earnings per share amounted to EUR -0.52 (-0.45)

Outlook

Outlook for 2026

Martela Group's revenue for the full year 2026 is estimated to amount to EUR 75–85 million. The comparable operating result is estimated to be from EUR +1 million to –2 million.

Key figures, EUR million

	2026	2025	Change	2025
	1-3	1-3	%	1-12
Revenue	17.5	25.6	-31.9%	93.7
Operating result	-1.9	-1.6	23.2%	-1.1
Operating result %	-11.0%	-6.1%		-1.1 %
Result before taxes	-2.4	-2.1	15.4%	-3.2
Result for the period	-2.4	-2.1	15.4%	-3.5
Earnings/share, EUR	-0.52	-0.45	15.4%	-0.75
Return on investment %	-11.3	-6.8		-5.1
Return on equity % *)	n/a	-784.1		n/a
Equity ratio %	-13.5	-1.5	801.6%	-5.1
Gearing % **)	neg.	neg.		neg.

*) Return on equity has not been informed for the review period, because the average equity of the year has been negative.

***) Gearing was negative because equity was negative.

Ville Taipale, CEO:

"In the first quarter, customer demand weakened compared with a year earlier and the development of revenue and order intake has been weaker than expected during early 2026. The market situation has been characterized by greater-than-anticipated caution, uncertainty, and a decrease in average project size. In particular, the number of large office projects has declined sharply compared with a year earlier.

The Group's new orders decreased in the first quarter by approximately 29% compared with the corresponding period of the previous year. Orders declined in the first quarter in all Nordic countries. Outside the Nordic countries the new orders were approximately at the same level as in the corresponding period of the previous year.

Our revenue decreased in the first quarter to EUR 17.5 million (25.6), which was 31.9% lower than in the corresponding period of the previous year. Revenue decreased in all market areas. The decrease of large office projects explains roughly half of the overall decline. During the first half of 2025 the share of larger office projects was at high -level.

Our operating result weakened in the first quarter compared with the corresponding period of last year and was EUR -1.9 million (-1.6). Compared with the corresponding period of the previous year, the operating result for the review period was strengthened by a reduction in administrative and other fixed expenses as a result of the efficiency measures implemented. In addition, the margin development of projects and deliveries was, on average, at a higher level than in the comparison period. However, improved project margins and administrative efficiency measures were not sufficient to offset the sharp decline in revenue.

We continue to implement new efficiency measures with accelerated speed, which are targeted to further improve the company's relative profitability and competitiveness during 2026, in order to adapt for the lower volume -levels. In addition, we continue to keep other measures to improve cash flow at the core of our operations. We will also continue to invest in active customer work and cooperate closely with partners across our value chain.

The past few years have been clearly more challenging than expected, and particularly in Finland the recovery of the economy has been delayed compared with forecasts several times already. Expectations for order intake development remain cautious for the next coming months, and the slight recovery, together with increasing demand among larger projects, is likely to be postponed to the second half of the year.

Our investments in developing the business and the positive feedback received from customers create confidence for 2026 and further into the future. In Finland, more remote work is done than in other European countries. With its products and services, Martela aims to make on-site work environments even more attractive, which in turn increases the opportunities to improve productivity. Martela has introduced an expanded Sono range of meeting pods to the market. As a modular solution, it responds to the rapidly growing demand for acoustic space solutions in work environments. The new range helps create even better conditions for comfortable and efficient on-site work. In addition, the newly launched modular Maia sofa series gives offices a softer, more inviting look and enables flexible, customizable furnishing.

Our work for the best work environments continues."

Market situation

The general economic situation continued to be more challenging than anticipated in the Nordic countries during the first half of 2026. Vacancy rates in office properties were on average at a higher level in the first half of 2026 than in the previous year. The general economic situation and customers' demand for office-related investments continue to involve significant uncertainties going forward as well. The geopolitical and trade policy situation is adding to uncertainty, which also affects the outlook for interest rates and inflation. For 2026, we therefore do not expect demand in our main markets to strengthen

materially before possibly toward the end of the year. The persistently intense competitive environment continues to put pressure on margin development as well.

The need for changes to premises continues to arise as ways of working evolve. As these needs materialize, they will, over the long term, increase demand for Martela's services and furniture as well.

Revenue and operating result

Revenue and result for January–March 2026

Revenue for January–March was EUR 17.5 million (25.6) and decreased by 31.9% from previous year. Compared to previous year revenue decreased in Finland by 34.4%, in Norway by 14.9%, in Sweden by 39.6% and in Other countries by 8.8%.

The Group's operating result in January–March was EUR -1.9 million (-1.6).

The January–March result before taxes was EUR -2.4 million (-2.1) and net result EUR -2.4 million (-2.1).

Revenue by country, EUR million

	2026	2025	Change	2025
	1-3	1-3	%	1-12
Finland	13.1	20.0	-34.4%	73.1
Sweden	1.4	2.3	-39.6%	8.6
Norway	1.0	1.2	-14.9%	4.7
Other	1.9	2.1	-8.8%	7.3
Revenue total	17.5	25.6	-31.9%	93.7

Income from the sale of goods	14.4	22.1	-34.8%	78.4
Income from the sale of services	3.1	3.6	-14.1%	15.3

Cumulative revenue from the sale of goods includes EUR 1,193 thousand (1,297) income from furniture which is based on customer agreements and is classified as rental income.

Financial position

The cash flow from operating activities in January–March was EUR 0.8 million (-0.2).

At the end of the period, interest-bearing liabilities stood at EUR 18.7 million including EUR 16.2 million lease liabilities according to IFRS 16. At the end of the comparison period the interest-bearing liabilities stood at EUR 20.9 million including EUR 17.6 million lease liabilities according to IFRS 16.

Net liabilities were EUR 17.6 million (19.6). At the end of the period, short-term limits of EUR 0.0 million were in use (0.0).

The gearing ratio at the end of the period was negative 398.9% because equity was negative. In the comparison period, the gearing ratio was negative 3,129.3%. The equity ratio was -13.5% (-1.5). Financial income and expenses were EUR -0.5 million (-0.5).

The balance sheet total stood at EUR 39.0 million (51.5) at the end of the period.

Capital expenditure

The Group's gross capital expenditure for January–March was EUR 0.1 million (0.0). Investments do not include changes in non-current assets capitalized in the balance sheet of lease liabilities in accordance with IFRS16.

Personnel

The Group employed an average of 301 people (350). The number of employees in the Group was 300 (352) at the end of the review period. Personnel costs in January–March totalled EUR 5.0 million (5.6).

Personnel on average	2026	2025	Change	2025
by country	1-3	1-3	%	1-12
Finland	243	285	-14,7%	270
Sweden	18	23	-21,7%	19
Norway	9	13	-30,8%	11
Other	31	30	3,3%	30
Total	301	350	-14,0%	330

Martela's offering

In line with its Lifecycle strategy Martela creates high-quality services for workplaces and learning environments along their full lifecycle. Our offering includes workplace and learning environment specification and planning, implementation and furnishing as well as continuous measurement and optimisation.

To add to the traditional way of purchasing Martela has introduced two new service models, Workplace as a Service and Learning environment as a Service. The monthly service fees can include everything from one to all of the lifecycle phases.

OTHER MATTERS

Shares

In January–March, a total of 525,698 (281,310) of the company's series A shares were traded on the NASDAQ OMX Helsinki exchange, corresponding to 13.0% (7.0) of the total number of series A shares.

The value of trading turnover was EUR 0.3 million (0.2), and the share price was EUR 0.56 at the end of the period (0.84). During January–March the share price was EUR 0.80 at its highest and EUR 0.54 at its lowest. At the end of March, equity per share was EUR -0.95 (-0.13).

Treasury shares

Martela did not purchase any of its own shares in January–March.

Martela owns a total of 1,425 Martela A shares and its holding of treasury shares amounted to 0.0% of all shares and 0.0% of all votes. Out of the shares 379 were purchased at an average price of EUR 10.65 and 1,046 were transferred from Martela Corporation's joint account to the treasury shares reserve based on the decision by AGM on March 13, 2018.

Share-based Incentive Plans

On March 13, 2024, Martela Oyj's Board of Directors decided on a new share-based incentive plan for the group's key employees.

Participating in the new plan requires that the participant acquire new or transfer already acquired company A shares up to the amount decided by the Board of Directors. In order to implement the plan, the Board of Directors decided on April 29, 2024, on a share issue of 65,717 company A shares aimed at the target group of the plan. In addition to this, the employees who participated in the old plan have transferred 172,644 of the company's A shares from their investments in the old plan to the new plan.

In the system, it is possible for the target group to earn Martela Oyj's A shares based on performance and personal investment in Martela Oyj's A shares. The board decides the earning criteria of the plan and the goals set for each earning criterion at the beginning of the earning period

The rewards paid based on the plan are estimated to correspond to a maximum of 715,000 Martela Oyj's A shares, including the portion paid in cash.

37 people, including the CEO and other members of Martela's management team, were part of the plan's target group when the plan started.

The new performance-based additional share plan 2024–2026 has three earning periods, the fiscal years 2024, 2025 and 2026. In the earning period 2026 the rewards are based on the group's operating profit (EBIT).

The rewards will be paid partly in Martela Corporation series A shares and partly in cash. The cash proportions of the rewards are intended for covering taxes and tax-related expenses arising from the rewards to the participants. In 2026, no reward were paid on the basis of the plan, because the targets of the earning period 2025 were not achieved.

As part of the implementation of the performance-based share plan, the Board of Directors has decided to grant interest-bearing loans of a maximum of approximately EUR 60,000 to persons participating in the

program to finance the acquisition of the company's shares. With the loans in question, the participants finance the acquisition of 65,717 of the company's A shares in the above-mentioned share issue. The maximum amount of the loans in question is 70 percent of the participant's share investment. In addition to this, for persons who participated in the old plan and have transferred to the new plan, the Board of Directors has decided to extend the maturity of the loans granted in 2021 by two years until the end of 2027.

2026 Annual General Meeting

Martela Corporation's Annual General Meeting was held on Wednesday, April 8, 2026. The Meeting approved the Financial Statements, discharged the members of the Board of Directors and CEO's from liability for the year of 2025 and approved remuneration report and new remuneration policy. The Board of Directors proposal that no dividends would be paid was approved.

The Annual General Meeting confirmed that the Board of Directors will consist of six members and Mr. Eero Martela, Ms. Hanna Mattila, Mr. Jan Mattsson, Ms. Anni Vepsäläinen and Mr. Jacob Kragh be re-elected as members of the Board of Directors and a new member Mr. Tapio Pajuharju. The Annual General Meeting resolved a monthly compensation of EUR 3,700 be paid for the Chairman of the Board and EUR 1,850 for the Board Members, and an additional compensation of EUR 1,600 per year to the Board members belonging to a committee.

Authorized Public Accountant Ernst & Young Oy was elected as the company's auditor. The remuneration of the auditor will be paid according to the invoice that has been accepted by the Audit Committee of the company. Ernst & Young Oy has informed that Authorized Public Accountant Mr. Osmo Valovirta will act as the principal auditor.

The Annual General Meeting authorized the board in accordance with the proposal of the Board of Directors to decide on the repurchase of own shares, issuance of own shares and/or to dispose of the own shares held by the Company.

The Board of Directors elected by Martela Corporation's Annual General Meeting had its organisational meeting after the Annual General Meeting and elected from among its members Tapio Pajuharju as the Chairman and Anni Vepsäläinen as the Vice Chairman of the Board.

Corporate responsibility and quality

Corporate responsibility forms an integral part of Martela's strategy and operations. We support the responsibility of our customer companies by offering sustainable solutions for the workplace throughout its entire lifecycle and by taking care of unnecessary furniture needed in a sustainable way. The company's Martela Lifecycle model covers the entire lifecycle of a workplace. The Group has an occupational health and safety (ISO 45001) management system and a quality (ISO9001) and environmental (ISO14001) management system certified by an independent certifier, which guarantee that operations are continuously improved, client expectations met, and environmental matters taken into consideration.

Further information on the corporate responsibility of the Group's operations can be found in the annually published responsibility report. Martela's Sustainability reporting includes extensive non-financial information (NFI) required by the new accounting legislation. It has been published since 2011. All reports are available on the Martela website.

Administration

Martela Corporation is a Finnish limited liability company that is governed in its decision-making and management by Finnish legislation, especially the Finnish Limited Liability Companies Act, by other regulations concerning public listed companies, and by its Articles of Association. The company complies

with the NASDAQ OMX Guidelines for Insiders and the Corporate Governance Code 2025 for Finnish listed companies published by the Securities Market Association. More information on Martela's governance can be found on the company's website.

EVENTS AFTER THE END OF THE REPORTING PERIOD

On April 23, 2026 Martela issued a negative profit warning and lowered its revenue and earnings guidance for 2026 and published preliminary Q1 2026 financial information. During the early part of 2026, the development of net sales and order intake has been weaker than expected in Martela's key market areas. The market situation has been characterised by greater caution and uncertainty than anticipated, as well as a decrease in the average project size. Especially the number of large office projects has decreased compared to last year.

There are no other significant events to report after the period from January to March 2026 and operations have continued as planned.

SHORT-TERM RISKS

The company's most significant short-term risks that may affect operations are related to earnings development and, consequently, the development of cash flow and liquidity. The key risks to earnings performance and liquidity are related to general economic and industry uncertainty, which impacts the overall demand in Martela's business environment and the relative success of Martela's offerings in the broader market.

Maintaining the company's liquidity requires, not only sufficient operational cash flow, but also the successful implementation of liquidity-improving measures planned by management to the necessary extent. The Board of Directors and the management have identified new efficiency, and operational as well as administrative saving measures in late 2025 and early 2026, which are to be implemented fully in the early part of 2026. Some of these actions are also targeting to decrease the funds tied to working capital. Furthermore, the company has identified and implementing additional saving and efficiency measures, which are improving the short-term liquidity. The other above mentioned actions are improving the company's cash flow and liquidity situation during 2026.

Due to the project-based nature of the industry the near-term forecasting is challenging.

Outlook

Outlook for 2026

Martela Group's revenue for the full year 2026 is estimated to amount to EUR 75–85 million. The comparable operating result is estimated to be from EUR +1 million to –2 million.

TABLES

Accounting policies

Martela Corporation's consolidated financial statements have been prepared in compliance with the IAS 34 standard and the International Financial Reporting Standards (IFRS) valid on December 31, 2025. The figures in the release have been rounded and the total sum of individual figures may differ from the total presented in the release. The figures presented in this release have not been audited. Same accounting principles have been applied in this report as in the financial statements 2025.

CONSOLIDATED STATEMENT OF
COMPREHENSIVE INCOME
(EUR 1,000)

	2026 1-3	2025 1-3	2025 1-12
Revenue	17,454	25,626	93,664
Other operating income	51	14	117
Employee benefit expenses	-4,996	-5,610	-19,748
Operating expenses	-12,688	-19,716	-67,683
Depreciation and impairment	-1,744	-1,874	-7,407
Operating profit/loss	-1,922	-1,560	-1,056
Financial income and expenses	-466	-510	-2,100
Profit/loss before taxes	-2,388	-2,070	-3,156
Taxes	-29	-24	-304
Profit/loss for the period	-2,417	-2,094	-3,460
Other comprehensive income:			
Translation differences	-21	310	297
Actuarial gains and losses	0	0	27
Other comprehensive income for the period	-21	310	324
Total comprehensive income	-2,438	-1,784	-3,136
Basic earnings per share, EUR	-0.52	-0.45	-0.75
Diluted earnings per share, EUR	-0.52	-0.45	-0.75
Allocation of net profit for the period:			
To equity holders of the parent	-2,417	-2,094	-3,460
Allocation of total comprehensive income:			
To equity holders of the parent	-2,438	-1,784	-3,136

GROUP BALANCE SHEET (EUR 1,000)	31/3/2026	31/3/2025	31/12/2025
ASSETS			
Non-current assets			
Intangible assets	2,599	3,175	2,729
Tangible assets	13,506	16,001	14,658
Deferred tax assets	2,368	2,589	2,392
Non-current loan receivables	427	544	428
Total	18,899	22,310	20,206
Current assets			
Inventories	8,213	11,104	7,780
Receivables	10,767	16,670	15,187
Cash and cash equivalents	1,078	1,373	2,588
Total	20,059	29,147	25,554
Total assets	38,958	51,457	45,761
EQUITY AND LIABILITIES			
Equity			
Share capital	7,000	7,000	7,000
Share premium account	1,116	1,116	1,116
Reserve for invested unrestricted equity	1,080	1,080	1,080
Other reserves	-9	-9	-9
Translation differences	-602	-568	-581
Retained earnings	-12,997	-9,240	-10,580
Treasury shares	-4	-4	-4
Total	-4,416	-625	-1,977
Non-current liabilities			
Interest-bearing liabilities	12,232	13,922	13,157
Other non-current liabilities	312	294	312
Pension obligations	72	77	72
Total	12,617	14,293	13,542
Current liabilities			
Interest-bearing	6,390	6,929	7,570
Non-interest bearing	24,367	30,860	26,626
Total	30,757	37,789	34,196
Total liabilities	43,374	52,082	47,738
Equity and liabilities, total	38,958	51,457	45,761

CONSOLIDATED CASH FLOW STATEMENT (EUR 1,000)	2026 1-3	2025 1-3	2025 1-12
Cash flow from operating activities			
Profit/loss before taxes	-2,388	-2,070	-3,156
Depreciation and impairment	1,744	1,874	7,407
Unrealized exchange rate gains and losses	-9	-71	-37
Financial income and expenses	466	510	2,100
Other adjustments and income and expense non-cash *)	-230	-57	-546
Cash flow before change in working capital	-417	187	5,768
Change in working capital			
Non-interest-bearing receivables, increase (-) / decrease (+)	4,407	1,991	3,190
Inventories, increase (-) / decrease (+)	-434	-226	3,335
Non-interest-bearing liabilities, increase (+) / decrease (-)	-2,259	-1,529	-5,763
Cash flow before financial items and taxes	1,297	423	6,530
Interest and other financial items paid	-278	-306	-1,393
Interest and other financial items received	4	10	43
Interest on lease liabilities	-165	-170	-681
Income tax paid	-10	-181	-374
Net cash from operating activities (A)	847	-224	4,125
Cash flows from investing activities			
Capital expenditure on tangible and intangible assets	-79	-22	-470
Proceeds from sale of tangible and intangible assets	8	0	20
Cash flow from investing activities (B)	-71	-22	-450
Cash flow from financing activities			
Repayments of short-term loans	-1,198	-1,195	-788
Repayments of lease liabilities	-1,054	-1,051	-4,260
Proceeds from long-term loan receivables	1	22	139
Cash flow from financing activities (C)	-2,251	-2,224	-4,909
Change in cash and cash equivalents (A+B+C)	-1,475	-2,470	-1,234
Cash and cash equivalents in the Beginning of the period	2,588	3,903	3,903
Translation differences	-35	-60	-81
Cash and cash equivalents at the end of period	1,078	1,373	2,588

*) The amount includes netted cash flows adjusting revenue and purchases related to the rental service model.

STATEMENT OF CHANGES IN EQUITY

(EUR 1,000) Equity attributable to equity holders of the parent	Share capital	Share premium account	Reserve for invested unrestricted equity	Other reserves	Translation differences	Retained earnings	Treasury shares	Equity total
1/1/2025	7,000	1,116	1,080	-9	-878	-7,147	-4	1,159
Profit/loss for the period						-2,094		-2,094
Translation differences					310			310
Other comprehensive income								310
Other comprehensive income for the period					310	-2,094		-1,784
31/3/2025	7,000	1,116	1,080	-9	-568	-9,240	-4	-625
1/1/2026	7,000	1,116	1,080	-9	-581	-10,580	-4	-1,977
Profit/loss for the period						-2,417		-2,417
Translation differences					-21			-21
Other comprehensive income								-21
Other comprehensive income for the period					-21	-2,417		-2,438
31/3/2026	7,000	1,116	1,080	-9	-602	-12,997	-4	-4,416

CONTINGENT LIABILITIES (EUR 1,000)

	31/3/2026	31/3/2025	31/12/2025
Mortgages and shares pledged	9,932	9,809	9,963
Other commitments	900	841	680
Rental commitments	44	263	39

DEVELOPMENT OF SHARE PRICE

	2026	2025	2025
	1-3	1-3	1-12
Share price at the end of period, EUR	0.56	0.84	0.72
Highest price, EUR	0.80	0.92	1.25
Lowest price, EUR	0.54	0.68	0.68
Average price, EUR	0.69	0.79	0.89

KEY FIGURES/RATIOS	2026 1-3	2025 1-3	2025 1-12
Operating profit/loss, EUR thousand	-1,922	-1,560	-1,056
-% in relation to revenue	-11.0	-6.1	-1.1
Profit/loss before taxes, EUR thousand	-2,388	-2,070	-3,156
-% in relation to revenue	-13.7	-8.1	-3.4
Profit/loss for the period, EUR thousand	-2,417	-2,094	-3,421
-% in relation to revenue	-13.9	-8.2	-3.7
Basic earnings per share, EUR	-0.52	-0.45	-0.75
Diluted earnings per share, EUR	-0.52	-0.45	-0.75
Equity/share, EUR	-0.95	-0.13	-0.43
Equity ratio %	-13.5	-1.5	-5.1
Return on equity %	n/a	-784.1	n/a
Return on investment %	-11.3	-6.8	-5.1
Interest-bearing net-debt, EUR million	17.6	19.6	18.2
Gearing %	-398.9	-3,129.3	-921.2
Capital expenditure, EUR million	0.1	0.0	0.5
-% in relation to revenue	0.6	0.0	0.5
Personnel at the end of period	300	352	307
Personnel on average	301	350	330
Revenue/employee, EUR thousand	58,0	73,2	283,8

Formulas for Calculation of Key Figures

Earnings / share	=	$\frac{\text{Profit attributable to the equity holders of the parent}}{\text{Average share issue-adjusted number of shares}}$
Equity / share, EUR	=	$\frac{\text{Equity attributable to the equity holders of the parent}}{\text{Share issue-adjusted number of shares at year end}}$
Return on equity, %	=	$\frac{\text{Profit/loss for the financial year} \times 100}{\text{Equity (average during the year)}}$
Return on investment, %	=	$\frac{(\text{Pre-tax profit/loss} + \text{interest expenses} + \text{other financial expenses}) \times 100}{\text{Balance sheet total} - \text{non-interest-bearing liabilities (average during year)}}$
Equity ratio, %	=	$\frac{\text{Equity} \times 100}{\text{Balance sheet total} - \text{advances received}}$
Gearing, %	=	$\frac{\text{Interest-bearing liabilities-cash and cash equivalents and liquid asset securities} \times 100}{\text{Equity}}$
Personnel on average	=	Month-end average number of personnel in active employment
Interest-bearing net debt	=	Interest-bearing debt – cash and other liquid financial assets

BRIEFING

A briefing will not be held, but additional information can be asked by telephone from CEO Ville Taipale and CFO Henri Berg on Tuesday May 12, 2026 from 12 p.m. to 2 p.m. EET.

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Board of Directors

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Martela is a Nordic leader specialising in user-centric working and learning environments. We create the best places to work and offer our customers the Martela Lifecycle solutions which combine furniture and related services into a seamless whole.