# REVENIO Revenio Group Corporation: Interim report January 1 – September 30, 2025 © Revenio 2025

# Revenio Group Corporation: Interim report January 1 – September 30, 2025

# Another quarter of profitable growth

The figures in parentheses refer to the corresponding period in the previous year unless otherwise stated.

#### July-September 2025

- Net sales totaled EUR 25.9 (23.9) million, up by 8.1%
- The currency-adjusted increase of net sales in July-September was 8.7%
- Operating profit was EUR 6.0 (5.5) million, or 23.2% of net sales, up by 9.1%
- Adjusted operating profit was EUR 6.2 (5.6) million, or 24.0% of net sales, up by 11.5%
- EBITDA was EUR 7.2 (6.7) million, or 27.7% of net sales, up by 7.3%
- Cash flow from operations totaled EUR 3.0 (2.9) million
- Earnings per share came to EUR 0.173 (0.157)

#### January-September 2025

- Net sales totaled EUR 78.5 (73.0) million, up by 7.5%
- The currency-adjusted increase of net sales in January-September was 9.1%
- Operating profit was EUR 18.7 (15.9) million, or 23.9% of net sales, up by 17.8%
- Adjusted operating profit was EUR 19.4 (16.7) million, or 24.7% of net sales, up by 16.1%
- EBITDA was EUR 22.1 (20.0) million, or 28.2% of net sales, up by 10.8%
- Cash flow from operations totaled EUR 14.4 (14.1) million
- Earnings per share came to EUR 0.446 (0.448)
- Dividend was set at EUR 0.40 (0.38) by the AGM and paid on April 23, 2025

**NET SALES** Q3/2025 **25.9** (23.9) M€ +8.1%

**OPERATING PROFIT** Q3/2025 **6.0** (5.5) M€ +9.1%

Q3/2025 **7.2** (6.7) M€ +7.3%

**EBITDA** 

**EPS** Q3/2025

**0.173** (0.157) €

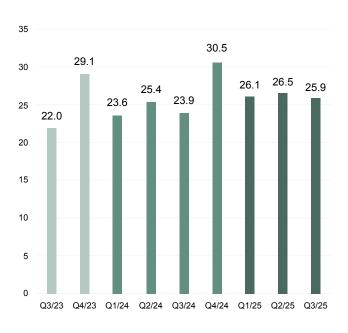
**CURRENCY-ADJUSTED** NET SALES Q3/2025

+8.7%

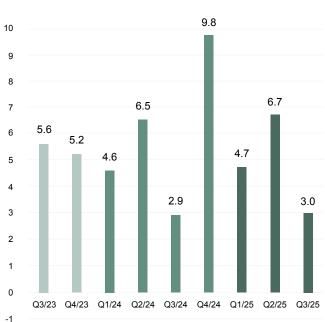
# Key consolidated figures

MEUR	7-9/2025	7-9/2024	Change-%	1-9/2025	1-9/2024	Change-%
Net sales	25.9	23.9	8.1	78.5	73.0	7.5
Gross margin	18.5	16.5	11.8	56.7	51.2	10.6
Gross margin - %	71.5	69.1	3.4	72.2	70.2	2.9
EBITDA	7.2	6.7	7.3	22.1	20.0	10.8
EBITDA-%	27.7	27.9	-0.7	28.2	27.4	3.0
Operating profit, EBIT	6.0	5.5	9.1	18.7	15.9	17.8
Operating profit-%, EBIT	23.2	23.0	0.9	23.9	21.8	9.5
Adjusted operating profit, EBIT	6.2	5.6	11.5	19.4	16.7	16.1
Adjusted operating profit-%, EBIT	24.0	23.3	3.1	24.7	22.9	8.0
Return on investment-%, ROI	5.3	4.6	15.2	14.6	14.0	4.3
Return on equity-%, ROE	4.2	4.2	0.0	11.0	11.9	-7.6
Earnings per share	0.173	0.157		0.446	0.448	
						Change,
MEUR				30.9.2025	30.9.2024	%-point
Equity ratio-%				79.6	76.3	3.3
Gearing-%				-2.8	0.6	-3.4

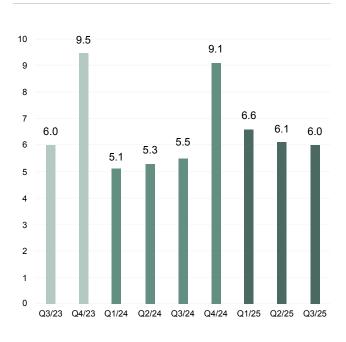
#### Net sales, M€



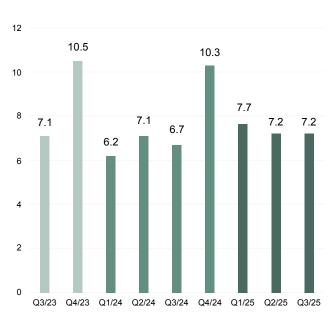
#### Cash flow from operations, M€



Operating profit, EBIT, M€



EBITDA, M€



# Financial guidance for 2025

Revenio Group's exchange rate-adjusted net sales are estimated to grow 6-15 percent from the previous year and profitability, excluding non-recurring items, is estimated to remain at a good level.

# Comments from CEO Jouni Toijala

The third quarter of the year was good for us. Our reported net sales increased by 8.1% to EUR 25.9 (23.9) million. Currency-adjusted net sales increased by 8.7%. Sales growth remained good in Europe. Growth was accelerated by strong demand in France, Germany and the UK, in particular. Growth in these countries was driven by screening-related device and software sales. Sales in the US were strong in dollar terms, but due to headwinds from exchange rates, euro-denominated growth was slower. Sales in the APAC region fell short of targets, mainly due to the strengthening of the euro against local currencies in our key markets. We sell our products in euros all over the world, with the exception of the US market.

Sales developed well in January–September — reported net sales amounted to EUR 78.5 (73.0) million, an increase of 7.5%. Currency-adjusted net sales increased by 9.1%.



#### Profitability at a good level

Our profitability remained at a good level in the third quarter.

Operating profit increased by 9.1% and represented 23.2% of net sales. The operating profit was burdened by costs of EUR 0.3 million related to non-recurring projects, while the operating profit for the comparison period was weighed down by costs of EUR 0.1 million related to non-recurring projects. Adjusted operating profit was EUR 6.2 (5.6) million, or 24.0% of net sales, an increase of 11.5%. Cash flow from operations was EUR 3.0 (2.9) million. Cash flow from operations was affected by a decrease in trade payables to our major contract manufacturers. The volume of our production orders naturally fluctuates throughout the year.

We have continued the FDA marketing authorization process related to the iCare Screening solution. iCare Screening solution includes the iCare DRSplus fundus imaging system, the iCare ILLUME cloud-based software, and the Al-powered iCare RETCAD software solution. No costs related to the FDA process were allocated to the review period, but such costs are expected in future quarters.

Profitability was good in January–September — operating profit was EUR 18.7 (15.9) million, representing 23.9% of net sales, an increase of 17.8%. The operating profit was burdened by costs of EUR 0.7 million related to non-recurring projects, recognized in the second and third quarter, while the operating profit for the comparison period was weighed down by non-recurring write-downs of EUR 0.7 million and costs of EUR 0.1 million related to non-recurring projects.

#### Focus on building the foundation for sustainable growth

Our focus during the strategy period 2024–2026 is on building a sustainable foundation for our growth. During the review period, we initiated employee consultation process to further develop our organization. We will review the adoption of a Product Operating Model (POM) to strengthen customer centricity and agile collaboration. The change will support the implementation of our strategy and further enhance our customer centricity.

We offer eye care professionals an advanced product portfolio for measuring intraocular pressure, fundus imaging, and microperimetry. We will continue to invest in product development to create advanced solutions and innovative systems. One example is the iCare ALTIUS cloud-based ophthalmic data management solution, which we launched in the US market during the review period.

Sales grew in all of our product categories in the third quarter. The new iCare MAIA microperimeter has been very well received in the market. This device has marketing authorizations in the US, Canada, the UK, Australia and EU countries. The iCare Screening Solution has strengthened its foothold and the growth in sales was also reflected in higher sales of the iCare DRSplus fundus imaging system. Our AI-powered iCare RETCAD software solution analyzes fundus images to screen for key retinal diseases. The new regulatory approvals obtained for the iCare RETCAD solution in several countries lay the foundation for future growth and sales of the solution continued to grow in Europe. Also, the number of new iCare ILLUME customers has already exceeded our expectations this year.

#### Our business environment

We expect macroeconomic and geopolitical challenges to continue, which maintains instability in our business environment. Potential new trade policy developments, additional trade barriers and the weakening of the US dollar and other currencies may pose additional challenges.

We continue to take measures to secure our profitability and prepare for alternative scenarios. We have already, among other things, agreed on price increases. Furthermore, our intention is to increase inventory levels in the US during the rest of the year in case of additional tariffs.

Our strong financial position, industry-leading product portfolio and culture of continuous improvement provide us with a foundation for success even amidst cloudy future challenges.

I would like to warmly thank all our employees, partners and stakeholders for their flexibility and resilience in the rapidly changing operating environment.

# Revenio Group's strategy

#### The cornerstones of the strategy for 2024–2026 are:

- Improve the quality of clinical diagnostics with targeted product innovations
- · Optimize clinical care pathways with connected and predictive solutions
- Enhance customer focus in operations & sales
- Continue to develop People & Culture as a foundational strength
- · Continue sustainable and profitable growth

# Revenio's key products

Revenio's growth strategy is driven by delivering the highest-quality products and solutions on the market under the iCare brand. The diagnosis and treatment of eye diseases is shifting towards comprehensive patient-oriented and predictive solutions. Revenio is a pioneer in utilizing next-generation technology and artificial intelligence and improving the efficiency of care pathways. In 2024, the company invested 10% of net sales in research and development.

#### Intraocular pressure (IOP) measurement devices, i.e. tonometers

Tonometers are innovative and easy-to-use devices for measuring intraocular pressure without numbing or air
puff, making the measurement accurate and more comfortable for the patient. Tonometers are used for glaucoma
screening and monitoring, and they are suitable for clinical, home and veterinary use.

#### Fundus imaging devices

Fundus imaging devices provide accurate high-quality images of ocular structures, such as the retina and optic
nerve end, and are used to diagnose and monitor fundus diseases, such as glaucoma, age-related macular
degeneration, and diabetic retinopathy. The highly automated user-friendly devices utilize advanced technology
to produce clear images without pupil dilation.

#### Fundus perimeters

 Fundus perimeters combine visual field examination, and exceptionally precise fundus imaging in one device for improved diagnostics accuracy. A single examination can determine both the structure and functionality of the fundus. These industry-leading devices are particularly used in the diagnosis and monitoring of glaucoma, as they allow the detection of visual field deficiencies and the evaluation of the effects of treatment.

#### Microperimeters

 A microperimeter combines retinal imaging and automatic visual field examination in one device, enabling simultaneous viewing of focused retinal sensitivity and monitoring of structural changes. Microperimeters are particularly used for the diagnosis and monitoring of macular degenerative diseases.

#### Screening solutions

• The The iCare Screening Solution integrates detail-rich confocal fundus imaging with iCare DRSplus, cutting-edge Al-powered retinal image analysis with iCare RETCAD, and specialized cloud-based workflow software with iCare ILLUME. This fully automated platform transforms early detection of diabetic retinopathy, age-related macular degeneration (AMD), and glaucoma, streamlines clinical workflows, and enhances the patient care journey. The Algenerated report supports clinical decision-making with speed, consistency, and clarity.

#### Software solutions

The comprehensive software solutions support eye health monitoring and diagnostics by providing tools for
patient data management, imaging data analysis, and long-term change tracking. They enable the integration
and visualization of data collected from various devices, helping eye health professionals make accurate and
up-to-date treatment decisions while streamlining care pathways.

# Interim report January 1-September 30, 2025, tables

#### Accounting policies applied in the preparation of the interim report

This interim report is not prepared in accordance with IAS 34. Revenio Group adheres to half-year reporting in accordance with the Securities Markets Act and, for the first three and nine months of the year, publishes interim reports to present key information on the Group's financial performance. The financial figures presented in this interim report are unaudited. The financial statement bulletin and the half-year report are drawn up in accordance with IAS 34 Interim Financial Reporting.

This report has been drawn up in accordance with the same reporting principles as the 2024 financial statements, except for the following amendments to the existing standards, which the Group has applied as of January 1, 2025: Amendments made to IAS 21

In the management's estimate, the adoption of the above-mentioned standards does not have a material impact on the Group's financial statements.

#### Consolidated comprehensive income statement

MEUR	7-9/2025	7-9/2024	1-9/2025	1-9/2024	1-12/2024
NET SALES	25.9	23.9	78.5	73.0	103.5
Other operating income	0.0	0.0	0.1	0.1	0.3
Materials and services	-7.4	-7.4	-21.8	-21.7	-30.6
Employee benefits	-6.1	-5.2	-19.3	-16.6	-23.1
Depreciation, amortization, and impairment	-1.1	-1.2	-3.4	-4.1	-5.2
Other operating expenses	-5.2	-4.6	-15.3	-14.8	-20.0
NET PROFIT/LOSS	6.0	5.5	18.7	15.9	25.0
Financial income and expenses (net)	0.0	-0.4	-2.7	-0.6	-0.4
PROFIT BEFORE TAXES	6.0	5.1	16.0	15.3	24.6
Income taxes	-1.4	-0.9	-4.2	-3.4	-6.1
NET PROFIT	4.6	4.2	11.9	11.9	18.5
Other comprehensive income items	-0.2	-0.7	-0.3	-0.8	-1.0
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	4.4	3.5	11.5	11.2	17.5
Earnings per share, EUR	0.173	0.157	0.446	0.448	0.695

## Consolidated balance sheet

MEUR	30.9.2025	30.9.2024	31.12.2024
ASSETS			
NON-CURRENT ASSETS			
Goodwill	62.8	63.7	63.3
Intangible assets	22.6	21.7	22.0
Tangible assets	2.2	2.1	2.4
Right-of-use assets	4.3	2.9	2.6
Other non-current financial assets	0.4	0.4	0.4
Other receivables	0.1	0.1	0.2
Deferred tax assets	2.7	3.1	3.4
TOTAL NON-CURRENT ASSETS	95.2	93.9	94.3
CURRENT ASSETS			
Inventories	10.1	11.0	10.1
Trade and other receivables	17.2	14.2	16.2
Cash and cash equivalents	14.4	13.5	20.7
TOTAL CURRENT ASSETS	41.8	38.7	47.0
TOTAL ASSETS	137.0	132.6	141.3
SHAREHOLDERS' EQUITY AND LIABILITIES			
SHAREHOLDERS' EQUITY			
Share capital	5.3	5.3	5.3
Fair value reserve	-0.4	-0.4	-0.4
Reserve for invested unrestricted capital	52.0	52.1	52.1
Other reserves	0.3	0.3	0.3
Retained earnings/loss	53.8	45.6	52.2
Translation difference	-0.5	0.0	-0.1
Own shares held by the company	-1.6	-1.7	-1.7
TOTAL SHAREHOLDERS' EQUITY	109.0	101.2	107.7
LIABILITIES			
NON-CURRENT LIABILITIES			
Deferred tax liabilities	3.4	3.8	3.6
Financial liabilities	3.9	7.6	6.9
Lease liabilities	3.1	1.7	1.5
TOTAL LONG-TERM LIABILITIES	10.4	13.1	12.0
CURRENT LIABILITIES			
Trade and other payables	11.5	12.3	15.5
Provisions	0.5	0.6	0.6
Financial liabilities	4.2	4.2	4.2
Lease liabilities	1.4	1.3	1.3
TOTAL CURRENT LIABILITIES	17.6	18.4	21.6
TOTAL LIABILITIES	28.0	31.5	33.6
TOTAL SHAREHOLDERS' EQUITY			
AND TOTAL LIABILITIES	137.0	132.6	141.3

# Consolidated statement of changes in equity

		Reserve for invested					
MEUR	Share capital	unrestricted equity	Other reserves	Retained earnings	Translation difference	Own shares	Total equity
Balance 1 Jan 2025	5.3	52.1	-0.1	52.2	-0.1	-1.7	107.7
Dividend distribution	0.0	0.0	0.0	-10.6	0.0	0.0	-10.6
Disposal and purchase of own shares	0.0	-0.1	0.0	0.0	0.0	0.1	0.0
Other direct entries to retained earnings	0.0	0.0	0.0	0.4	0.0	0.0	0.4
Result for the financial period	0.0	0.0	0.0	11.9	0.0	0.0	11.9
Other comprehensive income	0.0	0.0	0.0	0.0	-0.3	0.0	-0.3
Balance 30 September 2025	5.3	52.0	-0.1	53.8	-0.5	-1.6	109.0
MEUR	Share capital	Reserve for invested unrestricted equity	Other reserves	Retained earnings	Translation difference	Own shares	Total equity
Balance 1 Jan 2024	5.3	52.2	0.6	43.5	0.0	-1.7	99.9
Dividend distribution	0.0	0.0	0.0	-10.1	0.0	0.0	-10.1
Disposal and purchase of own shares	0.0	-0.1	0.0	0.0	0.0	0.1	0.0
Other direct entries to retained earnings	0.0	0.0	0.0	0.2	0.0	0.0	0.2
Result for the financial period	0.0	0.0	0.0	11.9	0.0	0.0	11.9
Other comprehensive income	0.0	0.0	-0.8	0.0	0.0	0.0	-0.8
Balance 30 September 2024	5.3	52.1	-0.2	45.6	0.0	-1.7	101.2

## Consolidated cash flow statement

MEUR	7-9/2025	7-9/2024	1-9/2025	1-9/2024	1-12/2024
CASH FLOW FROM OPERATIONS					
Profit for the period	4.6	4.2	11.9	11.9	18.5
Adjustments:					
Depreciation, amortization, and impairment	1.1	1.2	3.4	4.1	5.2
Other non-cash items	0.1	-0.4	1.0	0.1	1.0
Interest and other financial expenses	0.4	0.3	3.2	0.7	0.7
Interest income and other financial income	-0.4	0.2	-0.5	-01	-0.2
Taxes	1.4	0.9	4.2	3.4	6.1
Other adjustments	0.0	-0.1	-0.1	-0.1	-0.1
Change in working capital:					
Changes in sales and other receivables	-0.6	0.5	1.2	1.0	-2.4
Changes in current assets	-0.4	-0.6	0.0	-0.5	0.4
Changes in trade and other payables	-1.7	-0.9	-4.1	-1.3	2.4
Change in working capital, total	-2.7	-1.1	-2.9	-0.8	0.4
Interest paid	-0.1	-0.2	-0.3	-0.6	-0.8
Interest received	0.0	-0.1	0.1	0.1	0.3
Taxes paid	-1.5	-2.1	-5.5	-4.6	-7.1
NET CASH FLOW FROM OPERATING ACTIVITIES	3.0	2.9	14.4	14.1	23.9
CASH FLOW FROM INVESTING ACTIVITIES					
Acquisitions of subsidiaries less cash and cash equivalents at acquisition time	0.0	-4.6	0.0	-4.6	-4.7
Purchase of tangible assets	-0.2	-0.2	-0.6	-0.8	-1.2
Purchase of intangible assets	-0.8	-0.8	-2.0	-2.0	-3.0
NET CASH FLOW FROM INVESTING ACTIVITIES	-1.1	-5.6	-2.6	-7.4	-8.8
CASH FLOW FROM FINANCING ACTIVITIES					
Repayments of loans	-1.1	-1.4	-3.2	-3.5	-4.6
Dividends paid	0.0	0.0	-10.6	-10.1	-10.1
Payments of lease agreement liabilities	-0.6	-0.3	-1.3	-1.0	-1.4
NET CASH FLOW FROM FINANCING ACTIVITIES	-1.6	-1.8	-15.1	-14.7	-16.1
Net change in cash and credit accounts	0.3	-4.5	-3.3	8.0	-1.1
Cash and cash equivalents at beginning of period	14.0	18.3	20.7	21.5	21.5
Effect of exchange rates	0.1	-0.4	-3.0	-0.1	0.2
Cash and cash equivalents at end of period	14.4	13.5	14.4	13.5	20.7

# Key figures

MEUR	7-9/2025	7-9/2024	1-9/2025	1-9/2024	1-12/2024
Net sales	25.9	23.9	78.5	73.0	103.5
Ebitda	7.2	6.7	22.1	20.0	30.2
Ebitda-%	27.7	27.9	28.2	27.4	29.2
Operating profit	6.0	5.5	18.7	15.9	25.0
Operating profit-%	23.2	23.0	23.9	21.8	24.2
Pre-tax profit	6.0	5.1	16.0	15.3	24.6
Pre-tax profit-%	23.3	21.2	20.4	21.0	23.8
Net profit	4.6	4.2	11.9	11.9	18.5
Net profit-%	17.8	17.5	15.1	16.3	17.9
Gross capital expenditure	1.1	1.1	2.5	2.9	4.3
Gross capital expenditure-%	4.4	4.4	3.2	4.0	4.2
R&D costs	2.5	2.1	7.7	7.8	10.4
R&D costs-% from net sales	9.5	8.9	9.8	10.7	10.0
Gearing-%	-2.8	0.6	-2.8	0.6	-7.3
Equity ratio-%	79.6	76.3	79.6	76.3	76.2
Return on investment-% (ROI)	5.3	4.6	14.6	14.0	22.1
Return on equity-% (ROE)	4.2	4.2	11.0	11.9	17.8
Earnings per share, EUR	0.173	0.157	0.446	0.448	0.695
Equity per share, EUR	4.08	3.79	4.08	3.79	4.04
Average no. of employees	250	235	248	230	229
Cash flow from operating activities	3.0	2.9	14.4	14.1	23.9
Cash flow from investing activities	-1.1	-5.6	-2.6	-7.4	-8.8
Net cash used in financing activities	-1.6	-1.8	-15.1	-14.7	-16.1
Total cash flow	0.3	-4.5	-3.3	-8.0	-1.1

#### Alternative growth indicators used in financial reporting

Revenio Group Corporation has adopted the guidelines of the European Securities and Market Authority (ESMA) on Alternative Performance Measures. In addition to the IFRS-based key figures, the Company will publish certain other generally used key figures that may, as a rule, be derived from the income statement and balance sheet. The calculation of these figures is presented below. According to the Company's view, these key figures supplement the income statement and balance sheet, providing a better picture of the company's financial performance and position.

Revenio Group's reported net sales are strongly affected by fluctuations in the exchange rate between the euro and the US dollar. As an alternative growth indicator, the Company also presents net sales with the exchange rate effect eliminated.

Alternative growth indicator (EUR thousand)	1-9/2025
Reported net sales	78,470
Effect of exchange rates on net sales	-1,203
Net sales adjusted by the effect of exchange rates	79,672
Growth in net sales, adjusted by the effect of exchange rates	9.1%
Reported net sales growth	7.5%
Difference, % points	1.6%

#### Alternative profitability indicator EBITDA (EUR thousand)

EBITDA = Operating profit + depreciation + impairment

As an alternative growth indicator, the Company also presents profitability as an operating margin (EBITDA) key figure.

Alternative profitability indicator EBITDA (EUR thousand)	1-9/2025	1-9/2024
Operating profit, EBIT	18,732	15,908
Depreciation, amortization, and impairment	3,386	4,060
EBITDA	22,118	19,967

Alternative profitability indicator EBITDA (EUR thousand)	1-9/2025	1-9/2024
Operating profit, EBIT	18,732	15,908
ONe-time write downs	0	731
Costs from one-time projects	663	67
Adjusted operating profit, EBIT	19,395	16,705

#### **Formulas**

EBITDA	EBITDA = Operating profit + amortization + impairment		
Gross margin	Sales revenue – variable costs		
Earnings per share	Net profit for the period (attributable to the parent company's shareholders)  Average number of shares during the period – own shares purchased		
Equity ratio, %	Shareholders' equity + non-controlling interest x 100  Balance sheet total – advance payments received		
Net gearing, %	Interest-bearing debt – cash and cash equivalents  Total equity  x 100		
Return on equity (ROE), %	Profit for the period x 100  Shareholders' equity + non-controlling interest		
Return on investment (ROI), %	Profit before taxes + interest and other financial expenses  —————————————————————————————————		
Equity per share	Equity attributable to shareholders  Number of shares at the end of the period		

#### Audiocast and teleconference

Revenio will hold a live audiocast and teleconference call for analysts, investors, and media in English at 3.00 p.m. (EET) on October 30, 2025. CEO Jouni Toijala and CFO Robin Pulkkinen will present the Interim report.

The webcast can be watched live at: revenio.events.inderes.com/q3-2025

To ask questions, please join the teleconference by registering using the following link: events.inderes.com/revenio/q3-2025/dial-in

Phone numbers and the conference ID to access the conference will be provided after registration. To ask a question, please press #5 on your telephone keypad to enter the queue.

A recording of the webcast will be published on www.reveniogroup.fi/en after the event.

#### Disclaimer

This report contains certain statements that are estimates based on the management's best knowledge at the time they were made. For this reason, they involve a certain amount of inherent risk and uncertainty. The estimates may change in the event of significant changes in the general economic conditions.

Revenio Group Corporation Board of Directors

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#### Distribution

Nasdaq Helsinki Oy

Financial Supervisory Authority (FIN-FSA)

Principal media

www.reveniogroup.fi/en

#### Revenio Group in brief

Revenio is a global provider of comprehensive eye care diagnostic solutions. The group offers fast, user-friendly, and reliable tools for diagnosing glaucoma, diabetic retinopathy, and macular degeneration (AMD). Revenio's ophthalmic diagnostic solutions include intraocular pressure (IOP) measurement devices (tonometers), fundus imaging devices, and perimeters as well as software solutions under the iCare brand.

In 2024, the Group's net sales totaled EUR 103.5 million, with an operating profit of EUR 25.0 million. Revenio Group Corporation is listed on Nasdaq Helsinki with the trading code REG1V.