

Vincit Plc

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Vincit clarifies its strategy and updates financial targets for 2025-2027

The Board of Directors of Vincit Plc has approved the company's clarified strategy and updated financial targets for 2025-2027.

Vincit strives to be the most trusted digital business partner for its customers, combining leading enterprise platforms and tailored solutions. Vincit's competitive advantage is in bringing together design and human-centric thinking, business process knowledge, and agile software development. Focus areas for growth are the SAP and Microsoft Azure cloud ecosystems, as well as the integration of AI capabilities across all services.

Vincit continues to report its service business through two geographic regions: Vincit Nordics and Vincit USA.

In the Nordics, Vincit focuses on being the leading business transformation partner for companies investing in growth, and providing expertise to large enterprises and the public sector. In the Nordics, Vincit operates through four business areas:

- **Data & AI:** Harnessing data to enable smarter decision-making and foster AI adoption across business
- **SAP Solutions & Core Processes:** Creating competitiveness by streamlining core business processes with SAP solutions and integrated applications
- **Composable Commerce:** Driving growth and customer experience by developing modular sales channels and sustainable commercial concepts
- **Digital Products & Services:** Delivering tailored digital products and dedicated development teams to fit diverse business needs

In the USA, Vincit targets mid-market companies in retail, media, and manufacturing industries by leveraging its delivery capabilities from Europe.

Vincit sites in Poland and Portugal support client engagements both in the Nordics and the United States.

VincitEAM continues as an independent product business subsidiary, whose CEO Juuso Jankama reports directly to Vincit's Chairman of the Board, Mikko Kuitunen.

*"While the IT services market has faced turbulence, we have streamlined our business and sharpened our focus. Starting from the turn of the year, we will strengthen the independence of our business areas, enabling clearer accountability, closer cooperation with customers, and bringing experts closer to day-to-day business. Despite challenging market conditions, we remain committed to achieving our financial targets and driving sustainable growth for both Vincit and our customers. On this journey, we continue to be guided by our core value, 'Extraordinary Things Are Created Together,'" says **Julius Manni**, CEO of Vincit.*

Financial targets for 2025-2027

- Adjusted EBITA margin of 10 percent of revenue by 2027
- In 2025 the goal is to stabilize the business, and in 2026–2027 the target is 10 percent organic revenue growth
- Strengthen the chosen business areas through acquisitions
- Equity ratio above 50 percent and net debt-to-EBITDA ratio below two

Vincit's dividend policy remains unchanged and the company aims to distribute at least 30 percent of the annual net profit as dividends.

For more information

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Vincit Plc in brief

Vincit turns digital into business results by combining leading enterprise platforms and tailored solutions. Vincit Plc's shares are listed on the Nasdaq First North Growth Market Finland marketplace. www.vincit.com