

Inside information: Preliminary information on financial results for 2025 – guidance for 2025 updated and new guidance issued for 2026

Tecnotree Corporation, Inside Information, 27 January 2026 at 8:56 EET

The Board of Directors of Tecnotree Corporation has reviewed preliminary, unaudited financial information for the financial year ended 31 December 2025.

Based on the preliminary information, the Board updates that the company's guidance for the financial year 2025 is as follows.

- Net sales are expected to grow by mid to high-single digit percentage in constant currency terms.
- Operating result margin expected to see margin expansion between +200bp to +220bp.
- Free cash flow guidance between EUR 4.5 to EUR 5.0 million for the full year.
- Capex as a percentage of net sales is targeted at around 12%.
- Receivable days are expected to range between 130–150.
- Dividend pay-out policy targets 10% of free cash flow.
- Foreign exchange exposure to frontier country risk will be reduced to 10–15% within three years.

The earlier guidance was as follows.

- Net sales are expected to grow by low to high-single digit percentage in constant currency terms.
- Operating result margin expected to see margin expansion of at least +200bp.
- Free cash flow guidance > EUR 4 million for the full year.
- Capex as a percentage of net sales is targeted at 10–12%.
- Receivable days are expected to range between 100–140.
- Dividend pay-out policy targets 10% of free cash flow.
- Foreign exchange exposure to frontier country risk will be reduced to 10–15% within three years.

The financial information for the year 2025 is preliminary and unaudited, and the audit process is still ongoing.

In addition, the Board of Directors has approved and issued new financial guidance for the financial year 2026.

For the financial year 2026, Tecnotree Corporation expects that:

- Net sales are expected to grow by low to mid single digit percentage in constant currency terms.
- Free cash flow guidance > EUR 5 million for the full year.

The Free Cash Flow guidance for 2026 is based on the company's current market outlook and exchange rate assumptions, especially devaluation of US dollar against the EUR, and reflects management's best estimate at this time.

The unaudited preliminary financial information for the year 2025 will be published on 25 February 2026, and the audited financial statements during week 11/2026.

Further information

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About Tecnotree

Tecnotree is a global provider of IT solutions for the management of services, products, customers and revenue for Communications Service Providers. Tecnotree helps customers to monetise and transform their business towards a marketplace of digital services. Together with its customers, Tecnotree empowers people to self-serve, engage and take control of their own digital life.

Tecnotree is listed on Nasdaq Helsinki (TEM1V). For more information, please visit

www.tecnotree.com.