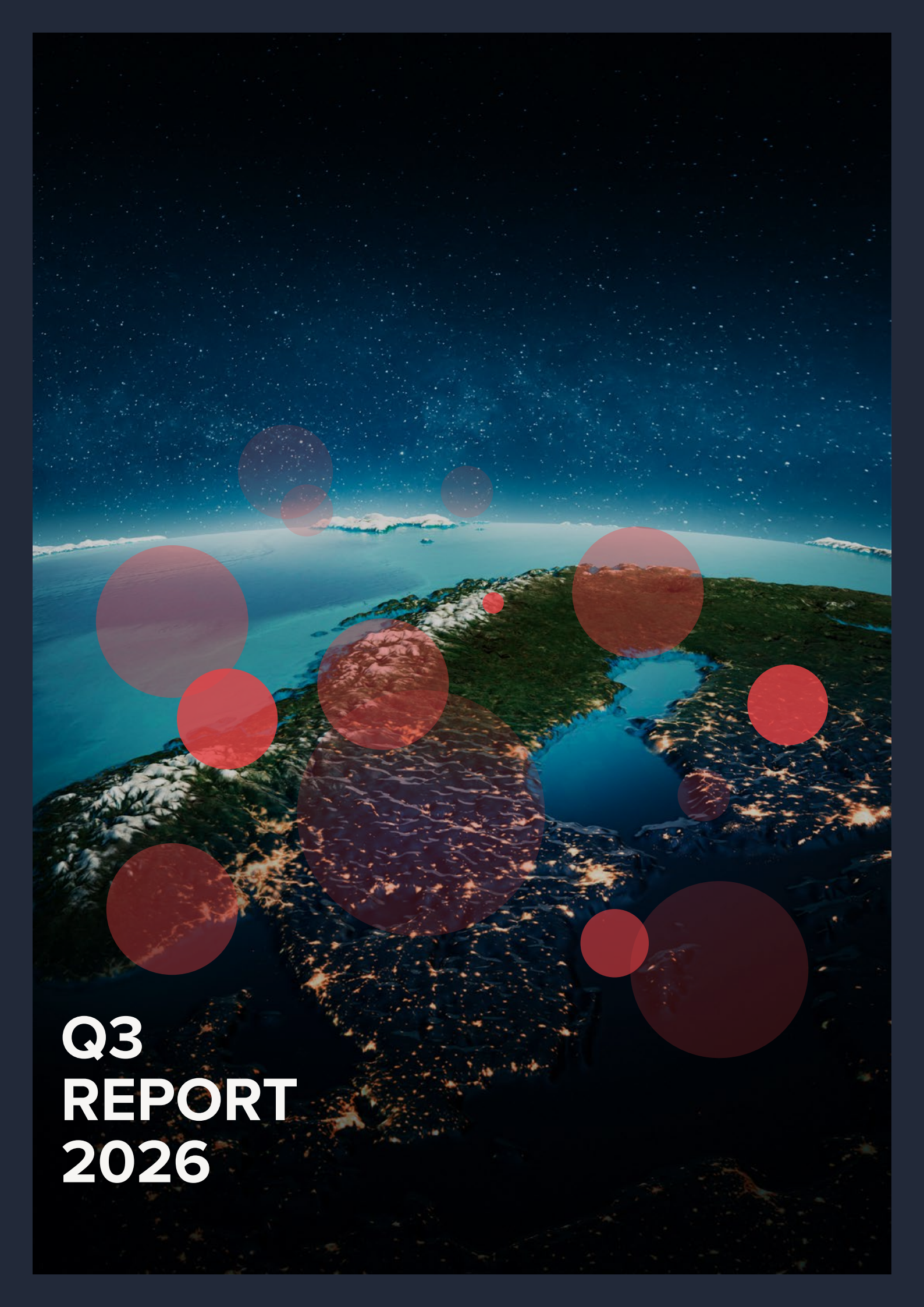




Q3 REPORT 2026

Q3 REPORT 2026

THIRD QUARTER HIGHLIGHTS

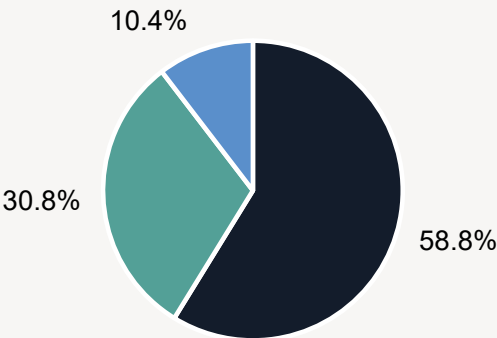
- Revenue of USD 34.3 million, an increase of 80.4% in Q3 2026 vs Q3 2025
- Gross margin of 49.5% (49.5%)
- EBITDA of USD 8.1 (2.4) million equivalent to an EBITDA margin of 23.5% (12.6%), driven by strong revenue growth
- Operating profit (EBIT) of USD 7.1 (1.6) million, equivalent to an operating margin (EBIT margin) of 20.6% (8.5%)
- Operating cash flow of USD 7.6 (-0.4) million
- Revenue over the last four quarters exceeded the USD 100 million target set at the listing in 2021
- Broad-based growth with all-time high revenue in all regions
- Continued progress in the large account strategy – with growing repeat customers and engagement with even larger players – laying the foundation for the next step towards our new financial aspirations

Amounts in USD 1,000	2026 Q3	2025 Q3	Change	2026 9M	2025 9M	Change
	Jul - Sep	Jul - Sep		Jan - Sep	Jan - Sep	
Total Revenue	34 278	19 000	80.4%	86 053	52 027	65.4%
Gross Profit	16 983	9 413	80.4%	41 313	25 279	63.4%
Gross margin %	49.5%	49.5%	0.0 p.p	48.0%	48.6%	-0.6 p.p
EBITDA	8 068	2 389	237.8%	15 212	6 161	146.9%
EBITDA %	23.5%	12.6%	11.0 p.p	17.7%	11.8%	5.8 p.p
Operating Profit (EBIT)	7 077	1 610	339.6%	12 502	4 030	210.2%
Operating Margin % (EBIT margin)	20.6%	8.5%	12.2 p.p	14.5%	7.7%	6.8 p.p
Net profit after tax	4 739	1 374	244.8%	7 756	1 879	312.8%
Basic earnings per share NOK	0.458	0.139	230.0%	0.752	0.188	299.3%
Diluted earnings per share NOK	0.458	0.139	230.0%	0.752	0.188	299.3%
Basic earnings per share USD	0.048	0.014	244.8%	0.079	0.019	312.8%
Diluted earnings per share USD	0.048	0.014	244.8%	0.079	0.019	312.8%
Operating cash flow	7 616	-425		10 706	1 719	
Full Time Equivalents (FTEs)	162	134	28	156	132	24

Q3 REPORT 2026

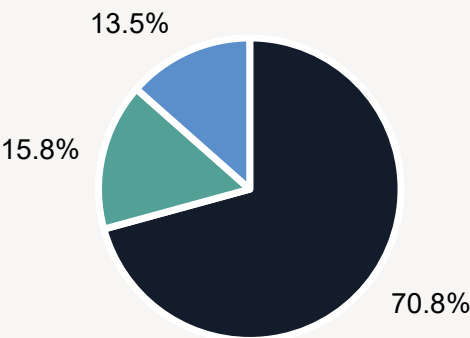
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GEOGRAPHICAL SPLIT Q3 2026

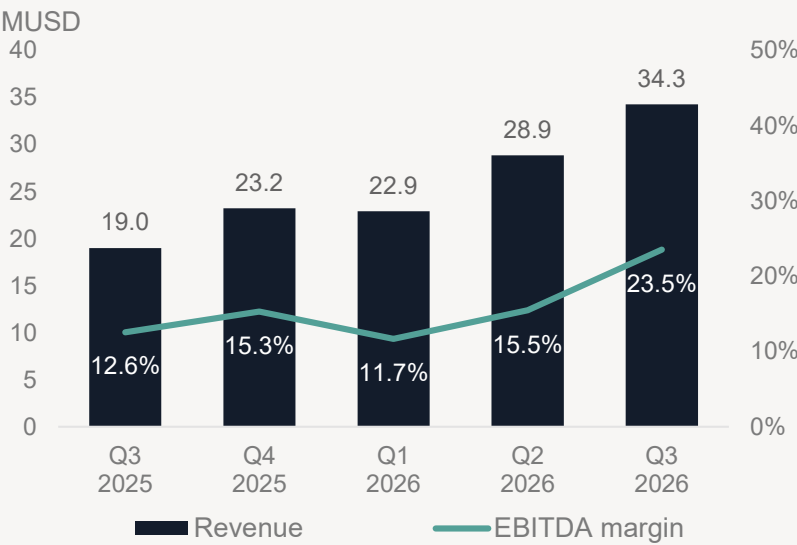


■ Americas ■ EMEA ■ APAC

BUSINESS AREA SPLIT Q3 2026



■ Solutions ■ Devices ■ Software & Services



CEO COMMENTS

The third quarter was the strongest in Smartoptics' history. Revenue grew 80 percent to USD 34.3 million, and EBIT grew by 340 percent to USD 7.1 million, equivalent to a margin of 20.6 percent. With revenue of approximately USD 109 million over the last four quarters, we have now passed the USD 100 million target we set when we listed the company in 2021.

The growth was broad-based. All three regions delivered all-time high revenue in the quarter. The Americas grew 86 percent to USD 20.2 million, EMEA grew 72 percent to USD 10.6 million, and APAC grew 75 percent to USD 3.6 million. Importantly this quarter shows that our momentum now extends across all our markets.

Across our business areas, Solutions more than doubled, with revenue up 123 percent to USD 24.3 million, driven by large account deliveries. Software & Services grew 69 percent to USD 4.6 million, which aligns well with our aspirations. Devices was stable year on year.

Profitability improved significantly. Gross margin was 49.5 percent, and EBITDA rose to USD 8.1 million, equivalent to a margin of 23.5 percent compared with 12.6 percent in the same period last year. We see clear evidence of the operating leverage in our model, as revenue grows faster than our cost base while we continue to invest in future growth. Operating cash flow was strong at USD 7.6 million.

The market backdrop remains highly supportive. Global data traffic continues to grow, and the demand for bandwidth is broad-based. Investment in AI infrastructure is adding to the demand for optical networking. Network operators, enterprises and cloud & AI operators all need more capacity, longer reach and greater automation in their optical networks. Key applications driving growth includes data center interconnect, network modernization, broadband, financial services and government critical infrastructure.

Our large account strategy continues to deliver. Repeat customers have grown significantly, and we are now engaging with even larger players, laying the foundation for the next step towards our financial aspirations.

What got us here will take us further. We have broadened our hardware and software offering and our address-



sable market. We have built stronger processes, our strongest team ever and a wider geographic footprint. And we have preserved the challenger culture that keeps us nimble and responsive to our customers' needs.

We are investing in higher capacity, longer reach, agentic AI and software and automation. These investments more than double our addressable market and position us to capture a growing share of it.

Our mid-term financial aspirations remain unchanged: revenue of USD 300 million to 400 million and beyond, with average annual growth above 25 percent from 2026, and an EBIT margin above 16 percent in the second half of the planning period, with upside potential as we scale. Our long-term direction is clear, with a proven playbook, a substantially larger market and strong momentum, we believe Smartoptics is well positioned for the next phase of growth.

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FINANCIAL REVIEW

Q3 2026

REVENUE

Revenue increased by 80.4% in Q3 2026 to USD 34.3 million compared to USD 19.0 million in Q3 2025, primarily driven by strong growth in Solutions across all regions and increased Software & Services sales.

Revenue in the Americas increased by 86.3% to USD 20.2 (10.8) million. Revenue in EMEA increased by 72.0% to USD 10.6 (6.1) million. In APAC, revenue increased by 74.6% to USD 3.6 (2.0) million.

Revenue split by business area for the quarter was Solutions 70.8% (57.3%), Devices 15.8% (28.3%) and Software & Services 13.5% (14.4%).

GROSS PROFIT

Driven by higher revenue, gross profit increased to USD 17.0 (9.4) million, corresponding to a gross margin of 49.5% (49.5%).

OPERATING EXPENSES

Employee benefit expenses amounted to USD 6.3 (4.8) million in Q3 2026. The average number of employees (FTE) increased to 162 from 134 in Q3 2025 and from 160 in Q2 2026. The increase in expenses was primarily due to new hires, salary increases and movements in the USD exchange rate.

Other operating expenses amounted to USD 2.6 (2.2) million. The comparative period included USD 0.7 million in costs related to the uplisting to Oslo Børs.

EBITDA AND OPERATING PROFIT

EBITDA amounted to USD 8.1 (2.4) million in Q3 2026, corresponding to an EBITDA margin of 23.5% (12.6%). The improvement compared to last year was driven by higher revenue, supported by a reduced OPEX share of revenue.

Operating profit amounted to USD 7.1 (1.6) million, representing an operating margin of 20.6% (8.5%).

NET FINANCIAL ITEMS

Net financial items amounted to USD -0.9 (0.2) million, including net foreign exchange losses of USD 0.8 million compared to gains of USD 0.2 million in Q3 2025.

CASH FLOW

Operating cash flow amounted to USD 7.6 (-0.4) million in Q3 2026, supported by strong operating profit. Working

capital decreased slightly, while inventories increased to strengthen product availability and support future customer deliveries.

Net cash flow for the quarter amounted to USD 5.3 (-1.5) million, after net cash outflows of USD 1.7 million from investing activities and USD 0.6 million from financing activities. The closing cash balance was USD 7.5 million.

BORROWINGS

The Group fully repaid its remaining loan from Innova-sjon Norge in Q3 2026 and had no outstanding loan borrowings at quarter-end.

During Q3 2026, the Group increased its credit facility with Nordea from NOK 75 million to NOK 200 million (USD 20.8 million), providing additional financial flexibility to support its long-term growth ambitions. The facility remained undrawn as of September 30, 2026

CURRENCY

The Group experienced increased foreign exchange volatility during the past year. The impact on operating profit was mainly reflected in employee benefit expenses.

The Group benefits from a natural hedge, as both revenue and direct cost of sales are largely USD-denominated. However, more than half of employee benefit expenses and other operating expenses are incurred in SEK, exposing operating profit primarily to fluctuations in the USD/SEK exchange rate.

OUTLOOK

The Group targets revenue of USD 300 million to 400 million and beyond, with an average annual growth rate exceeding 25 percent from 2026. The Group further targets an EBIT margin above 16 percent in the second half of the planning period, with potential for further margin expansion as the business continues to scale. These ambitions are supported by a larger addressable market, continued market share gains, and disciplined investments in growth.

DIVIDEND POLICY

When proposing a dividend for a financial year, the Board of Directors will seek a stable to growing dividend, and consider Smartoptics' financial position, one-off items, growth trajectory, investment plans, flexibility, financial targets and covenants.

FINANCIAL STATEMENTS

CONSOLIDATED PROFIT AND LOSS STATEMENT

Consolidated statement of profit or loss		2026 Q3	2025 Q3	2026 9M	2025 9M
Amounts in USD 1.000	Notes	Jul - Sep	Jul - Sep	Jan - Sep	Jan - Sep
Revenue from contracts with customers	1,2	34 278	19 000	86 053	52 026
Other operating income		-	-	-	0
Total revenue and other operating income	1,2	34 278	19 000	86 053	52 027
Direct cost of sales		- 17 295	- 9 586	- 44 740	- 26 748
Employee benefit expenses		- 6 324	- 4 823	- 19 659	- 14 503
Other operating expenses		- 2 591	- 2 202	- 6 441	- 4 615
Total operating expenses		- 26 210	- 16 611	- 70 840	- 45 865
Depreciation	7	- 762	- 619	- 2 069	- 1 728
Amortization of intangible assets	7	- 228	- 160	- 642	- 403
Total depreciation and amortization	7	- 991	- 778	- 2 710	- 2 132
Operating profit/(loss)		7 077	1 610	12 502	4 030
Financial income	4	54	29	129	163
Financial expenses	4	-186	-59	-783	-173
Net foreign exchange gains (losses)	4	-787	180	-1 581	-1 510
Net financial items	4	-918	150	-2 235	-1 520
Profit/(loss) before income tax		6 159	1 761	10 267	2 509
Income tax		-1 420	-386	-2 511	-631
Profit/(loss) for the period		4 739	1 374	7 756	1 879

Earnings per share in USD				
Basic earnings per share	0.048	0.014	0.079	0.019
Diluted earnings per share	0.048	0.014	0.079	0.019
Weighted average number of shares				
Basic	98 045 518	98 045 518	98 045 518	98 045 518
Diluted	98 045 518	98 045 518	98 045 518	98 045 518

Consolidated statement of comprehensive income				
Profit/(loss) for the period	4 739	1 374	7 756	1 879
Other comprehensive income:				
<i>Items that might be subsequently reclassified to profit or loss:</i>				
Exchange differences on translation of foreign operations	68	-108	95	-137
<i>Items that are not reclassified to profit or loss:</i>				
Exchange differences on translation to another presentation currency	761	363	1 681	3 486
Total comprehensive income for the period	5 569	1 629	9 531	5 228
Total comprehensive income is attributable to:				
Owners of the parent company	5 569	1 629	9 531	5 228

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

Consolidated statement of financial position		30.09.2026	31.12.2025	30.09.2025
Amounts in USD 1.000	Notes			
Assets				
Non-current assets				
Intangible assets	3,7	3 369	2 852	2 791
Property, plant and equipment	6,7	4 869	3 720	3 626
Right-of-use assets		6 073	621	809
Deferred tax assets		1 991	1 883	1 590
Total non-current assets		16 302	9 076	8 817
Current assets				
Inventories		22 822	18 668	20 022
Trade receivable		25 641	18 718	19 025
Other current assets		2 380	2 315	1 218
Cash and cash equivalents		7 507	7 337	1 662
Total current assets		58 350	47 039	41 927
Total assets		74 652	56 114	50 744
Equity and liabilities				
Equity				
Share capital		204	195	196
Share premium		15 516	14 779	14 914
Other paid in capital		-	-	-
Foreign currency translation reserves		- 61	-156	156
Retained earnings		17 829	15 446	12 755
Total equity		33 488	30 264	28 022
Non-current liabilities				
Lease liabilities (non-current portion)		5 364	251	295
Contract liabilities (non-current portion)	2	7 123	5 614	5 360
Borrowings (non-current portion)		-	-	-
Total non-current liabilities		12 487	5 865	5 655
Current liabilities				
Lease liabilities (current portion)		760	411	567
Trade payable		12 288	5 630	6 011
Contract liabilities (current portion)	2	7 106	7 160	5 770
Tax payable		2 104	1 661	627
Public duties payable (VAT, Tax)		2 198	1 006	949
Other current liabilities		4 222	4 116	3 143
Total current liabilities		28 677	19 985	17 067
Total liabilities		41 164	25 850	22 722
Total equity and liabilities		74 652	56 114	50 744

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

Consolidated statement of changes in equity	Share capital	Share premium	Other paid in capital	Translation difference reserves	Retained earnings	Total equity
Amounts in USD 1.000						
Balance at 1 January 2025	173	13 121	0	293	14 867	28 454
Profit/(loss) for the period					1 879	1 879
Exchange differences on translation of foreign operation				-137		-137
Exchange differences on translation to another presentation currency	23	1 793	0		1 669	3 486
Total comprehensive income/(loss) for the period	23	1 793	0	-137	3 548	5 228
Dividend					-5 660	-5 660
Balance at 30 September 2025	196	14 914	0	156	12 755	28 022
Balance at 1 January 2026	195	14 779	0	-156	15 446	30 264
Profit/(loss) for the period					7 756	7 756
Exchange differences on translation of foreign operation				95		95
Exchange differences on translation to another presentation currency	10	737	0		934	1 681
Total comprehensive income/(loss) for the period	10	737	0	95	8 690	9 531
Dividend					-6 307	-6 307
Balance at 30 September 2026	204	15 516	0	-61	17 829	33 488

*The currency translation differences arising from the translation to the presentation currency is not included as a translation differences reserves, but presented as part of the different categories of the equity. These translation differences cannot be recycled through profit and loss.



CONSOLIDATED CASH FLOW STATEMENT

Consolidated cash flow statement		2026 Q3	2025 Q3	2026 9M	2025 9M
Amounts in USD 1.000	Notes	Jul - Sep	Jul - Sep	Jan - Sep	Jan - Sep
Cash flows from operating activities					
Profit/(loss) before income tax		6 159	1 761	10 267	2 509
Adjustments for:		-	-	-	-
Taxes paid		-877	-162	-1 795	-1 140
Depreciation and amortization	7	991	778	2 710	2 132
Net interest expense		128	30	144	10
Change in inventory		-1 496	-3 248	-4 154	-7 411
Change in trade receivable		755	798	-6 923	839
Change in contract liabilities (deferred revenue)		948	448	1 454	2 160
Change in trade payable		-370	-1 697	6 658	963
Change in other current assets and other liabilities	5	1 324	838	2 215	1 492
Interest received		54	29	129	163
Net cash from operating activities		7 616	-425	10 706	1 719
Cash flows from investing activities					
Payment for property, plant and equipment		-1 388	-484	-2 877	-1 246
Payment for development cost	3	-283	-193	-861	-654
Payment for other intangible assets		-78	-32	-78	-330
Net cash from investing activities		-1 749	-707	-3 817	-2 228
Cash flows from financing activities					
Dividend paid out		-	-	-6 307	-5 660
Repayment of borrowing		-67	-39	-529	-314
Paid interest		-182	-59	-273	-173
Repayments of lease liabilities		-337	-237	-800	-691
Net cash from financing activities		-586	-336	-7 909	-6 838
Net increase/(decrease) in cash and cash equivalents		5 281	-1 467	-1 021	-7 347
Cash and cash equivalents beginning of period		2 140	3 064	7 337	7 972
Effects of exchange rate changes on cash and cash equivalents		84	62	1 189	1 033
Cash and cash equivalents end of period		7 506	1 659	7 506	1 659

SHARE INFORMATION

TABLE OF THE 20 LARGEST SHAREHOLDERS AS OF 30TH SEPTEMBER 2026

#	Shareholders	Holding	Stake
1	Coretech AS	28 883 599	29.46 %
2	Kløvingen AS	14 750 429	15.04 %
3	K-Spar Industrier AS	4 600 000	4.69 %
4	DNB Asset Management	4 479 882	4.57 %
5	Janus Henderson Investors	3 556 950	3.63 %
6	Nordnet Bank AB	3 432 444	3.50 %
7	Handelsbanken Fonder	3 130 375	3.19 %
8	Avanza Bank AB	2 656 660	2.71 %
9	Altitude Capital AS	2 375 675	2.42 %
10	Mirabaud Asset Management	2 182 115	2.23 %
11	Toluma Norden AS	1 391 659	1.42 %
12	Schroders	1 300 000	1.33 %
13	Magnus Grenfeldt	1 257 489	1.28 %
14	Varner AS	963 391	0.98 %
15	AS Straen	963 391	0.98 %
16	Danske Invest	814 614	0.83 %
17	Fidelity Investments (FMR)	798 694	0.81 %
18	John Even Øveraasen	750 000	0.76 %
19	Anchora Capital AS	656 000	0.67 %
20	Folketrygdefondet	655 996	0.67 %
	Other	18 446 155	18.81 %
Total number of shares		98 045 518	100.00 %

NOTES

GENERAL

These interim condensed consolidated financial statements for the period ended 30 September 2026, have been prepared in accordance with IAS 34 Interim Financial Reporting and are unaudited. The interim condensed consolidated financial statements do not include all the information and disclosures required in the annual financial statements and should be read in conjunction with the Group's annual financial statements for 2025, prepared in accordance with International Financial Reporting Standards (IFRS). The same accounting principles and methods of calculation have been applied as in the financial statements for 2025 for the Group.

Smartoptics Group ASA's consolidated financial statements as at 31 December 2025 were approved at the Board of Directors' meeting on 9 April 2026. The Group's condensed consolidated financial statements as at 30 September 2026 were approved at the Board of Directors' meeting on 28 October 2026.

EXCHANGE RATES

The interim financial statements are consolidated in NOK and translated to the presentation currency USD. For the Profit and Loss statement the monthly average exchange rate published by Norges Bank is used. For the balance sheet, the monthly ending exchange rate is used.

NOTE 1 - REVENUE SPLIT

Revenue split by geography	Q3 2026	Q3 2025
Amounts in USD 1,000		
Americas	20 151	10 818
EMEA	10 559	6 138
APAC	3 568	2 044
Total	34 278	19 000

Revenue split by Business Area	Q3 2026	Q3 2025
Amounts in USD 1,000		
Solutions	24 252	10 891
Devices	5 406	5 382
Software & Services	4 620	2 727
Total	34 278	19 000

NOTE 2 - DEFERRED REVENUE

Service revenues are invoiced in advance and covers a contract period of typically 3 months to 6 years. The service revenue is recognized during the contract period. "Current Deferred Revenue" will be recognized within the next 12 months.

Deferred Revenue	30 Sep 2026	30 Sep 2025
Amounts in USD 1,000		
Contract Liabilities (Current)	7 106	5 770
Contract Liabilities (Non-current)	7 123	5 360
Total Contract Liabilities	14 229	11 130

NOTE 3 – RESEARCH AND DEVELOPMENT

Expenditures on development activities are capitalized if certain conditions are fulfilled. Capitalized development includes costs directly attributable to development of the intangible asset, such as personnel expenses and consultancy services. Otherwise, such expenses are expensed as and when incurred. The intangible assets are amortized over 5 years.

Smartoptics has been approved government grants for one development project during 2026. The grant is recognized in the Profit and Loss statement as a reduction of payroll cost or as a reduction of capitalized development cost depending on the underlying accounting treatment of the cost that the grant is intended to cover.

NOTE 4 – FINANCIAL ITEMS

Currency effects come from the cash position, which is made of NOK, SEK and USD, Trade Receivables and Trade Payable which is predominantly in USD.

NOTE 5 – OTHER WORKING CAPITAL CHANGES

Other working capital changes relates to pre-payments of certain components, inventory and pay-out of variable compensation related to Q2 2026.

NOTE 6 – PROPERTY, PLANT AND EQUIPMENT SPLIT

Property, plant and equipment	30 Sep 2026	30 Sep 2025	Change
Amounts in USD 1,000			
R&D equipment	3 037	2 146	892
Production equipment	509	224	285
Office & warehouse furniture and fixtures	910	458	452
Demo pool equipment	413	799	-386
Total	4 869	3 626	1 243

NOTE 7 – DEPRECIATION AND AMORTIZATION SPLIT

Fixed assets are depreciated over a period of 3 to 5 years. There is no goodwill in the group.

Depreciation and amortization	Q3 2026	Q3 2025
Amounts in USD 1,000		
Property, plant and equipment	489	410
Product development and intangible assets	228	160
Right of use assets / leasing	273	209
Total	991	778



ALTERNATE PERFORMANCE MEASURES (APM'S)

GROSS PROFIT

Total revenue and other operating income deducted with direct cost of sales

Amounts in USD 1,000	2026 Q3	2025 Q3	2026 9M	2025 9M
Total revenue and other operating income	34 278	19 000	86 053	52 027
Direct cost of sales	17 295	9 586	44 740	26 748
Gross profit	16 983	9 413	41 313	25 279

GROSS MARGIN

Gross profit divided by total revenue and other operating income

Amounts in USD 1,000	2026 Q3	2025 Q3	2026 9M	2025 9M
Total revenue and other operating income	34 278	19 000	86 053	52 027
Gross profit	16 983	9 413	41 313	25 279
Gross margin	49.5 %	49.5 %	48.0 %	48.6 %

EBITDA

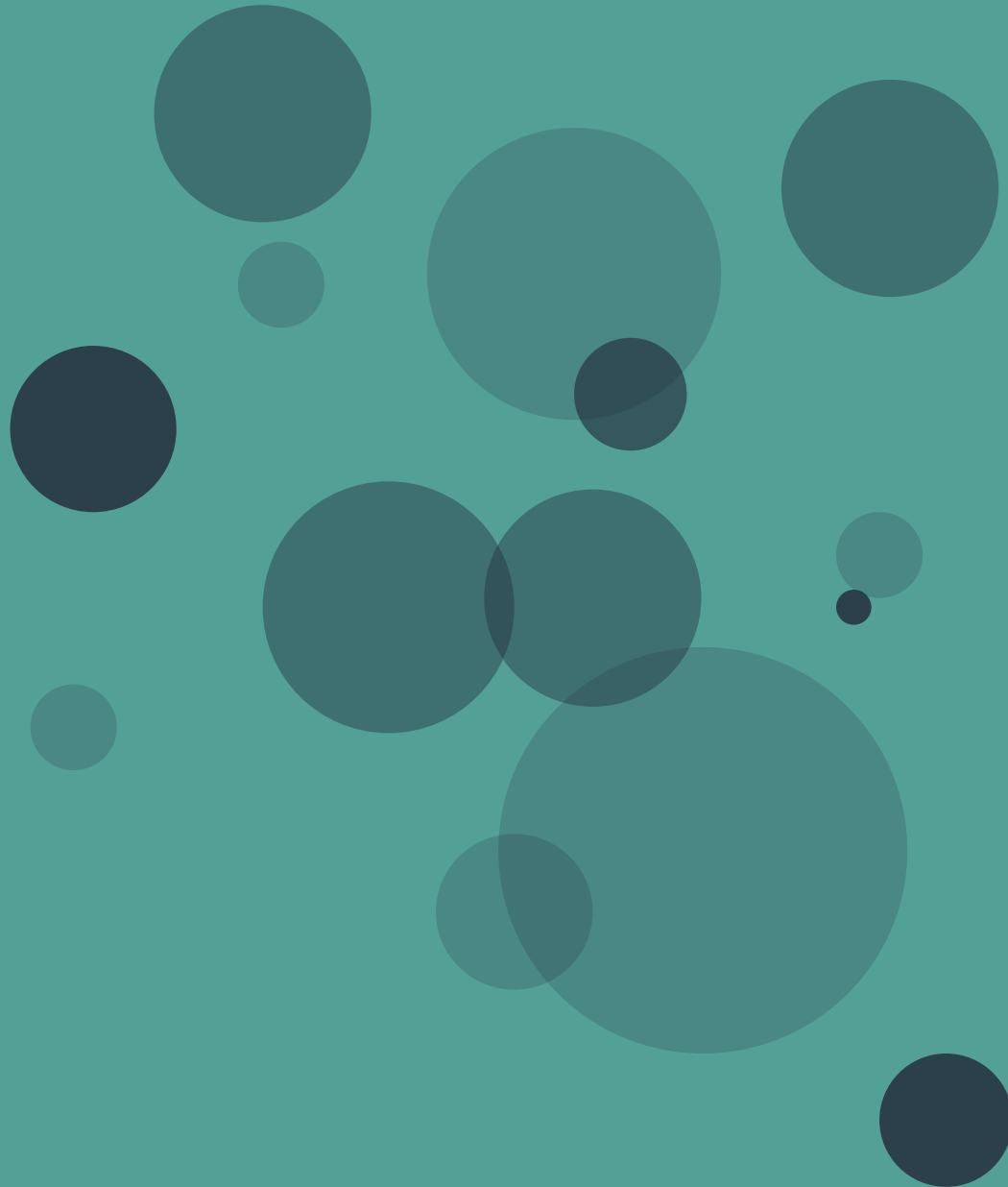
Operating profit/(loss) adjusted for total depreciation and amortization

Amounts in USD 1,000	2026 Q3	2025 Q3	2026 9M	2025 9M
Operating profit/(loss)	7 077	1 610	12 502	4 030
Total depreciation and amortization	991	778	2 710	2 132
EBITDA	8 068	2 389	15 212	6 161

EBITDA MARGIN

EBITDA divided by total revenue and other operating income

Amounts in USD 1,000	2026 Q3	2025 Q3	2026 9M	2025 9M
EBITDA	8 068	2 389	15 212	6 161
Total revenue and other operating income	34 278	19 000	86 053	52 027
EBITDA margin	23.5 %	12.6 %	17.7 %	11.8 %



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