

Hansab

Annual Report 2025

Hansab Group



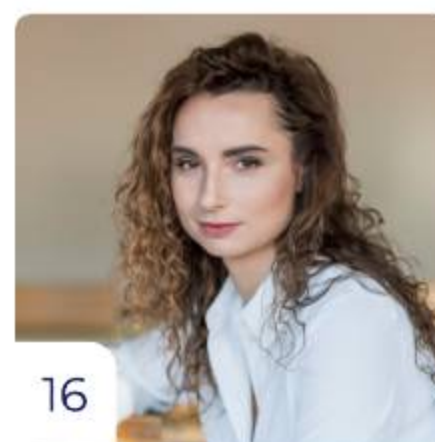
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CEO Hansab Group,
Chairman of the Board



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Hansab Group



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Jaak Õunpuu

CFO Hansab Group,
Member of the Board



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About Hansab

Automation and digitalization
provider, empowering businesses
to work smarter, safer, and more
efficiently.



C2 Smartlight Executive Overview

Petri Lahtinen

Managing Director,
C2 Smartlight



What We Offer

End-to-end services and solutions



Hansab IT Solutions Executive Overview

Alar Alumaa

Member of the Board,
Hansab IT Solutions

Executive Overview



Janno Kallikorm

Chief Executive Officer

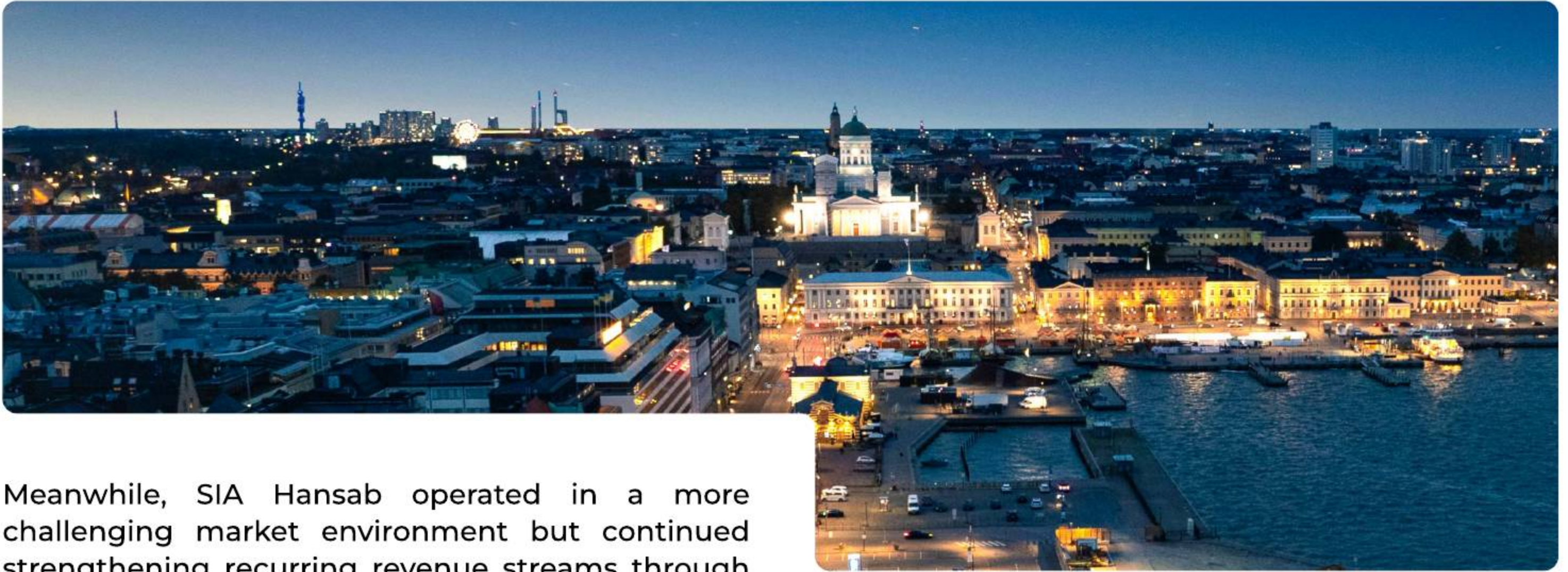
“The acquisition of C2 SmartLight marked a strategic step in expanding Hansab Group’s presence in the Nordic market.”

In 2025, Hansab Group continued strengthening its position in the Baltic and Nordic markets through strategic expansion, innovation, and operational development. Despite the challenging economic environment in Europe, the Group achieved record consolidated revenue and EBITDA, demonstrating the resilience of its business model and the growing importance of recurring service-based revenue.

A key milestone of the year was the acquisition of a majority stake in C2 SmartLight, significantly expanding Hansab Group’s presence in Finland and strengthening its smart infrastructure capabilities. Considerable effort was dedicated to integrating the company into Hansab Group by aligning teams, processes, systems, and brand strategy.

The Group’s consolidated revenue grew by 7% in 2025, reaching 58.1 million euros, while EBITDA increased to nearly 4.5 million euros. Service sales grew by 12% and accounted for nearly half of total revenue, driven mainly by technical services, full-service equipment rental, cash in transit services, and document issuance services.

UAB Hansab achieved the highest revenue growth within the Group, while AS Hansab delivered several strategically important projects in banking, retail, healthcare, and critical infrastructure. The company also expanded its focus toward UAV and counter-UAV technologies, smart infrastructure, and defence-sector security solutions.



Meanwhile, SIA Hansab operated in a more challenging market environment but continued strengthening recurring revenue streams through growth in SLA and rental services, while expanding parcel locker maintenance and payment infrastructure services. The company also underwent a leadership change at the end of the year.

Artificial Intelligence became an increasingly important focus area during the year, resulting in development of the AI Strategy on the group level. Hansab Group launched several initiatives to explore practical AI applications that improve efficiency, support decision-making, and create additional value for customers. The Group also continued automating internal processes and preparing for the implementation of a new group-wide business software platform.

The Group invested 6.2 million euros during the year, focusing on strategic acquisitions, software development, smart technology solutions, automation capabilities, and equipment for long-term rental services. Investments also continued in parking and transport management solutions developed by Entringo.

Both employee and customer satisfaction remained strong in 2025, supported by a team of more than 400 employees across the Group. Employee engagement remained high, with an overall score of 4.2 and a positive eNPS of 23, while customer satisfaction remained at 4.4 out of 5 and customer NPS at 64, reflecting a resilient organizational culture and strong long-term customer trust.

Hansab Group further strengthened its sustainability approach by creating an ESG roadmap and integrating sustainability principles more strongly into daily operations and long-term planning.

In 2026, Hansab Group will continue focusing on integrating its Finnish operations, increasing operational efficiency, and accelerating the adoption of AI, automation, cybersecurity, and sustainable infrastructure technologies, with a focus on scaling our payments and IT infrastructure business.

Record Growth Backed by Strategic Investments

Despite continued geopolitical tensions and the challenging economic environment in Europe, 2025 was another successful year for Hansab Group. Consolidated revenue and EBITDA both reached record levels. Compared to the previous year, consolidated revenue grew by 7% to 58.1 million euros (54.2 million euros in 2024), while EBITDA increased to nearly 4.5 million euros (4.3 million euros in 2024).



The 12% growth in service sales was particularly positive, with services accounting for nearly half of the Group's total revenue. The largest contribution came from technical services, full-service equipment rental, and document issuance services.

Sales revenue remained well diversified across sectors. Around one-third of revenue came from the transport and logistics sector, while retail, banking, and public sector customers each contributed approximately one-fifth of total revenue.



Jaak Õunpuu

Chief Financial Officer

"2025 was another successful year for Hansab Group. Consolidated revenue and EBITDA both reached record levels."

IŠVYKIMAS					07:30 / 2025-01-30						
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The Group's largest product categories continued to be automation, security, financial, and retail technology solutions.

In April 2025, Hansab Group acquired a majority stake in C2 SmartLight, marking an important step in the Group's strategic expansion into the Nordic market. The company is one of Finland's leading smart lighting solution providers, serving more than half of Finnish cities and municipalities through long-term service agreements.

Among the Group companies, UAB Hansab generated the highest revenue in 2025 at 26.7 million euros, representing 18% annual growth. AS Hansab revenue increased by 9% to 20.4 million euros, while SIA Hansab revenue decreased to 7.5 million euros. C2 SmartLight contributed 3.7 million euros to the Group's consolidated revenue during the eight months following the acquisition.

The Group's consolidated net profit for 2025 amounted to 1.8 million euros, compared to 2.0 million euros in 2024. The largest contribution to net profit came from UAB Hansab, followed by AS Hansab and C2 SmartLight Oy.

The Group's largest investments during the year included the acquisition of C2 SmartLight Oy, new ID card personalization equipment for AS Hansab, software development projects, and investments into parking and transport management solutions developed by Entringo. In total, Hansab Group invested 6.2 million euros in 2025.

At the end of 2025, consolidated assets totalled 25.8 million euros, while return on equity (ROE) reached 29% and return on assets (ROA) 9%.

The Group's strategic focus for 2026 includes expanding operations in both existing and new markets, increasing recurring revenue and profitability, integrating C2 SmartLight Oy into the Group, strengthening Entringo export activities, expanding software development capabilities, and continuing investments into automation, cybersecurity, and sustainable technology solutions.

Consolidated Balance Sheet

in thousands of euros

ASSETS	31.12.2025	31.12.2024
Current assets		
Cash	2 094	1 194
Sales receivables	7 732	5 115
Other receivables	523	160
Prepayments	589	501
Inventories	5 165	4 015
Total current assets	16 104	10 985
Fixed assets		
Long-term financial investments	149	7
Tangible assets	4 449	2 875
Intangible assets	5 055	1 751
Total fixed assets	9 652	4 632
TOTAL ASSETS	25 756	15 617

Consolidated Balance Sheet

in thousands of euros

LIABILITIES AND EQUITY	31.12.2025	31.12.2024
Current liabilities		
Loans and leaseings	1 349	615
Trade and other payables	9 054	4 958
Accrued expenses	1 861	1 497
Tax liabilities	1 959	1 374
Total current liabilities	14 223	8 444
Long-term liabilities		
Loans and leaseings	3 833	1 193
Other long-term liabilities	537	418
Total long-term liabilities	4 370	1 611
TOTAL LIABILITIES	18 594	10 055

EQUITY	31.12.2025	31.12.2024
Share capital	10	10
Reserves	3	3
Minority equity	550	458
Retained earnings	5 090	3 297
Net profit for the period	1 510	1 794
TOTAL EQUITY	7 163	5 562
TOTAL LIABILITIES AND EQUITY	25 756	15 617

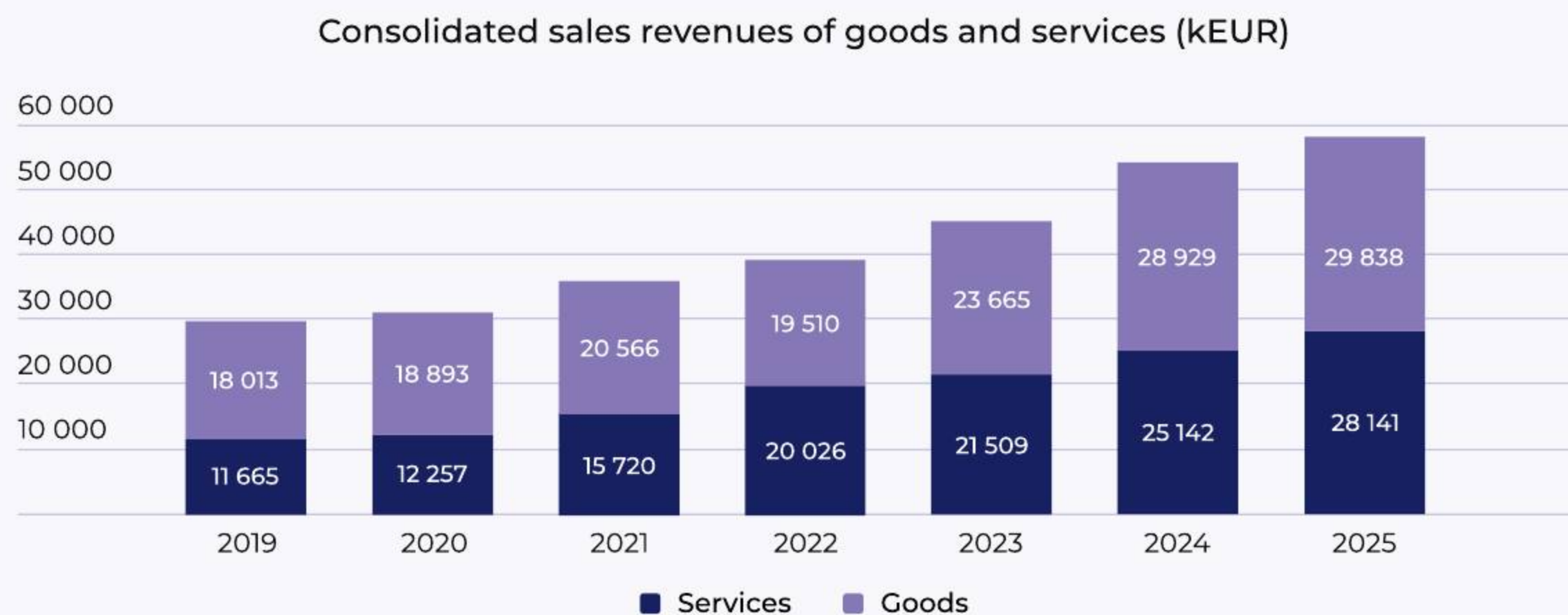
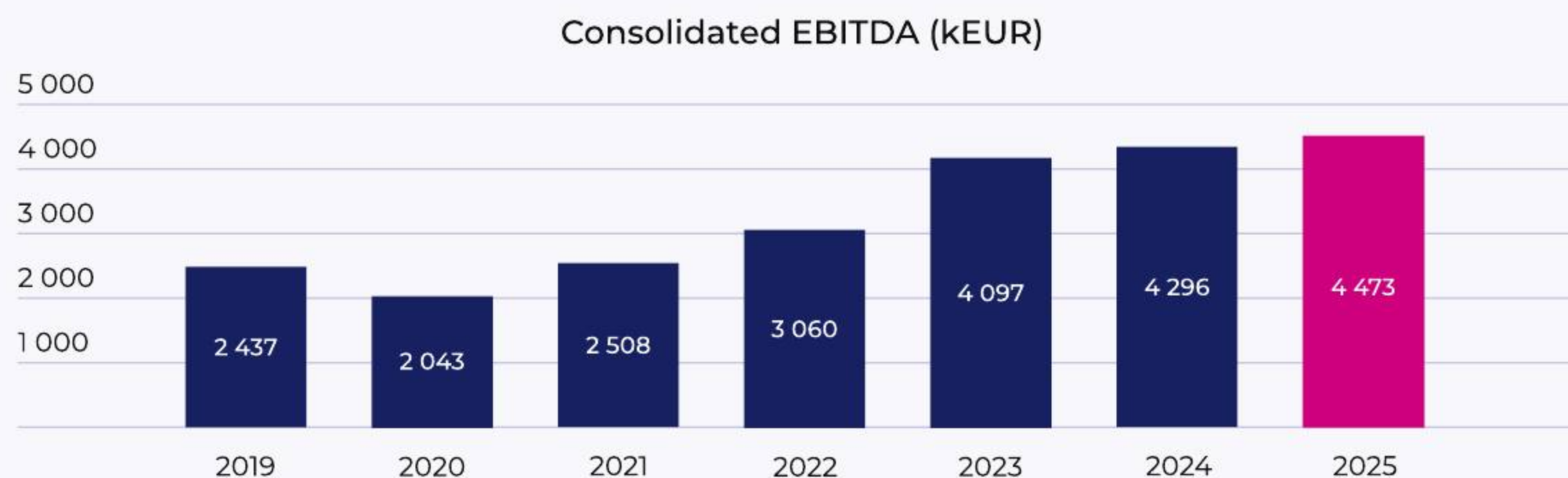
Consolidated Income Statement

in thousands of euros

	2025	2024
Sales revenue	57 978	54 071
Other operating income	139	108
Business expenses		
Goods, materials, services	-31 146	-31 206
Operating expenses	-5 785	-4 737
Labour expenses	-16 580	-13 801
Depreciation	-2 052	-1 822
Other expenses	-133	-140
Operating profit	2 421	2 474
Financial incomes/expenses	-277	-157
Profit before income tax	2 144	2 317
Income tax	-303	-302
Net profit for the financial year	1 841	2 014
Equity holders of the parent company	1 510	1 794
Non-controlling interest	331	221

Consolidated Income Statement

in thousands of euros



Scaling Growth



Markko Purge

Head of Sales & Partnerships

“Strong demand for automation, payment, and integrated security solutions continued to support growth.”

In 2025, Hansab Group strengthened its position across the Baltics by focusing on customer relationships, service quality, and recurring services. ARR grew to €19.6 million, up 14% year-on-year, while strong demand for automation, payment, and integrated security solutions supported continued growth.

Throughout the year, we focused on expanding our customer base, increasing service quality, and maintaining a strong focus on recurring revenue growth and long-term service agreement performance.

In 2025, Hansab Group delivered solid growth, with total revenues reaching approximately €58.1 million and EBITDA to €4.5 million. A key highlight was the continued expansion of recurring revenue: ARR increased to €19.6 million, representing around 33% of total revenue and growing by approximately 14% year-on-year. The total sales, services, rentals, and installations across Hansab Group companies grew by 12%.

Revenue by Solution type

43%	Automation
25%	Security
14%	Finance
9%	Retail
9%	Audiovisual

Revenue by Customer group

32%	Transport
22%	Retail
19%	Banking
16%	State
7%	Industry
4%	Resellers

Automation and security solutions remained the leading solution categories, accounting for the majority of product revenues, supported by strong demand for parcel lockers, payments solutions, and integrated security solutions. Revenue distribution across customer segments continued to be well balanced, with transport, retail, and finance as the largest verticals.

Service revenue showed consistent growth, driven by SLA agreements, full-service leasing, and other services. Notably, SLA and rental services were among the fastest-growing ARR components, reinforcing our strategic shift toward a recurring revenue model.

Ensuring quality is not a one time effort but a continuous process



Inga Sokk

Compliance and Quality Manager

“True quality begins when it is so deeply woven into a company’s processes that its assurance is no longer perceived as a separate activity.”

Overview of 2025

- ▶ Successful ISO re-certification audits in Group companies
- ▶ New personalisation partner Thales
- ▶ New Group company C2 SmartLight OY

A well developed and implemented quality, compliance, and internal controls framework helps us move along the path of continuous improvement and ensure high quality, sustainable service for our customers.

True quality begins when it is so deeply woven into a company’s processes that its assurance is no longer perceived as a separate activity. It comes effortlessly to employees and delivers to customers what we have promised: we make your life easier and more secure.



Hansab has been providing high quality service to its customers since 2001, supported by the ISO quality certificates we have been awarded. Ensuring quality is not a one-time effort but a continuous process.

In 2025, by successfully completing a thorough recertification audit, we once again proved that we are on the right path: our services remain secure and of high quality.

This year, we will continue simplifying quality related processes to boost productivity and enhance clarity.

Since 2025, we have been joined on this journey by C2 SmartLight OY, a Finnish company providing intelligent lighting solutions and now part of the Hansab Group.

As global security threats continue to intensify, the same trend is reflected in cyberspace. Therefore, this year our ongoing focus is on improving information security and ensuring the continuity of business processes.

Plans for 2026

- ▶ Simplifying quality related work processes to increase productivity and enhance clarity
- ▶ Continuous focus on information security and business continuity

Driving Growth Through Innovation and Integration



Kaarel Ajaots

Business Development Manager

“Innovation is not only about technology - it is about building smarter ways to create value for our customers.”

In 2025, Hansab Group continued strengthening its position in the Baltic and Nordic markets through strategic expansion, innovation, and operational development.

A key milestone of the year was the acquisition of a Finnish company, which expanded our presence in Finland and strengthened our technological capabilities in the region. Throughout the year, considerable effort was dedicated to integrating the new company into Hansab Group by aligning teams, processes, and systems to create a stronger and more unified organization.

Artificial Intelligence also became an increasingly important focus area. Several initiatives were launched to explore practical AI applications that support decision-making, improve efficiency, and create additional value for customers.

At the same time, the group continued automating internal processes and carried out the groundwork for implementing a new group-wide business software platform.

In 2026, our focus will be on completing the integration of Finnish operations while accelerating the broader adoption of Artificial Intelligence across the organization. Expanding the practical use of AI, together with further automation and the implementation of a new business software platform, will support more efficient operations and scalable future growth.

Brand Momentum



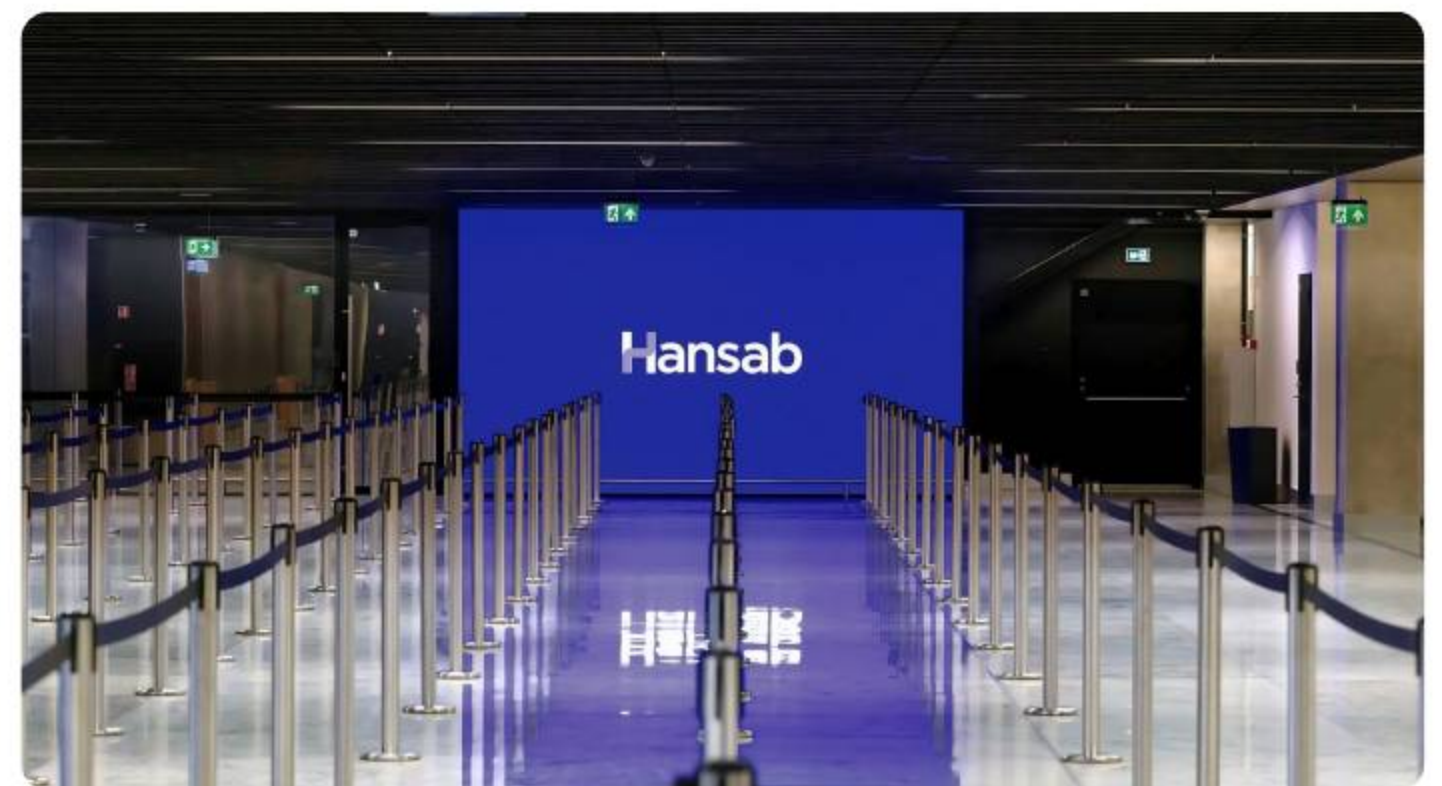
Sigita Babarskaite

Communication and Marketing Manager

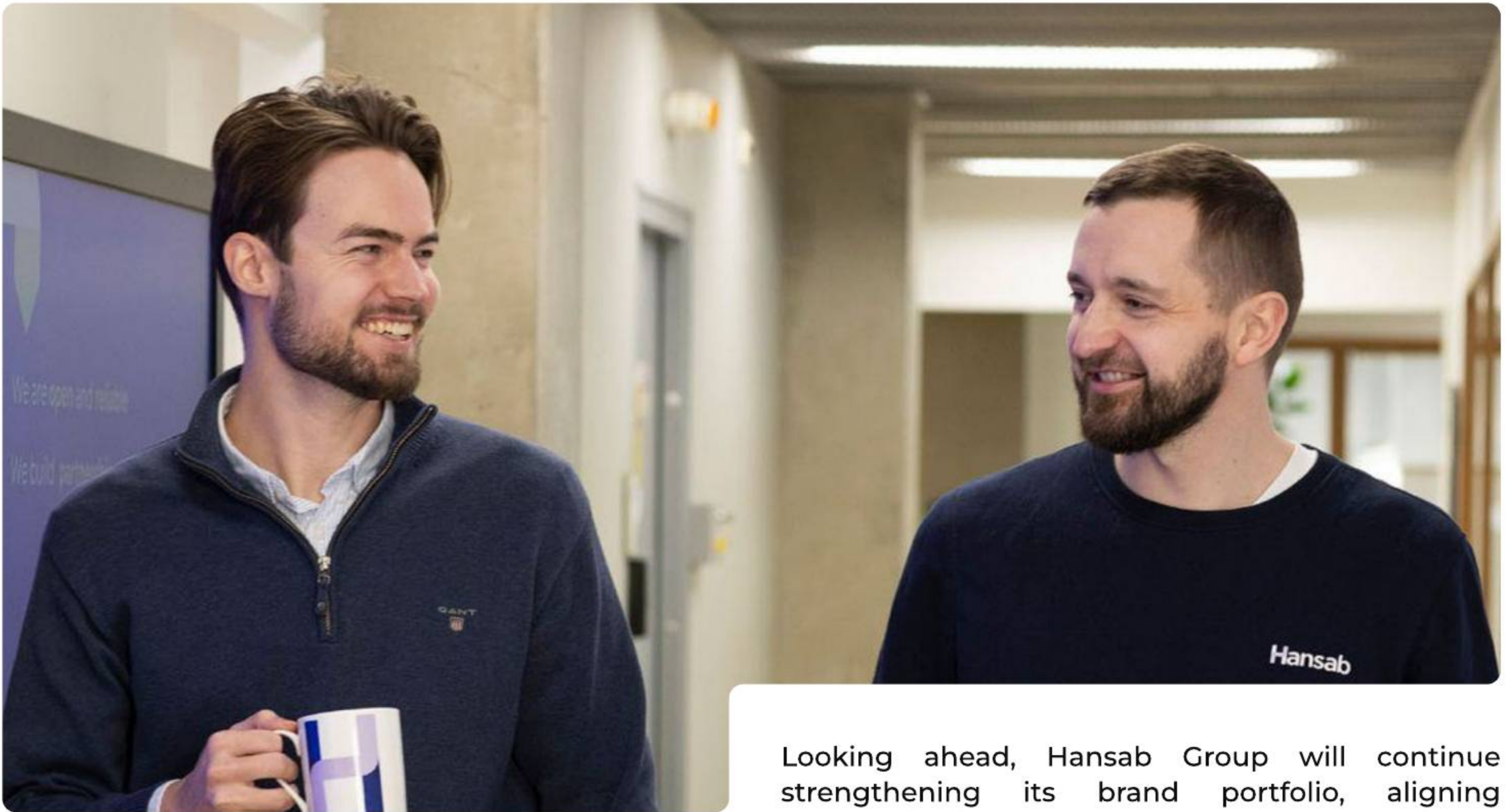
"Strong brands create trust, support growth, and turn innovation into long-term value."

In 2025, Hansab Group focused on strengthening its brand architecture to better support business goals, customer trust, and sales processes. The chosen branded house model reflects the Group's centralized structure and integrated market approach, while allowing selective standalone brands for innovation and category expansion.

Across the Baltics and Finland, communication activities focused on increasing brand visibility and supporting sales through strong case-study-driven marketing. In Estonia, investments into upgraded exhibition stands and visual presence helped Hansab stand out more effectively at industry events.



Social media performance continued to grow organically across all countries. Hansab Latvia doubled its LinkedIn follower base to over 1,000 and achieved nearly 100,000 organic impressions. Employer branding also strengthened, particularly on Instagram, where native content improved engagement and visibility.



Customer satisfaction remained strong, with NPS at 67 and SAT at 4.4, reflecting consistent service quality and customer trust across markets.

Hansab also participated in the ESG Strategy Masterclass led by Sustinere and commissioned by Enterprise Estonia. As a result, the Group developed a clearer ESG roadmap with defined priorities and ownership, improved its understanding of carbon footprint assessment and risk mitigation, and strengthened the integration of sustainability principles into everyday business decisions and long-term growth planning.

Looking ahead, Hansab Group will continue strengthening its brand portfolio, aligning communication across markets, and ensuring a consistent value proposition throughout all business verticals and companies.

During the year, C2 SmartLight joined Hansab Group, supported by a successful Pan-Baltic and Finnish communication campaign and ongoing integration into Hansab's brand strategy. At the same time, Entringo launched a renewed corporate website focused on export markets and expanded positioning beyond parking solutions. A new brand, Flowra, was also introduced for vending operators, featuring a fresh visual identity and operational efficiency platform.

Strenght Lies in Our People



Raili Sassian

Human Resources Manager

“With 400 colleagues across the Group, our strength lies in our people - their engagement, leadership, and shared values continue to drive Hansab’s sustainable growth.”

6 years
Average service time

400
Talented people

23
eNPS

4.2
eSAT





A key milestone of the year was the addition of C2 SmartLight, bringing nearly 30 highly skilled specialists to Hansab and expanding our presence into Finland. Together with growth in the Group's other companies, this increased the total number of employees to nearly 400.

Employee engagement across the Group remained strong. The overall employee opinion score stayed at 4.2 on a 5-point scale, unchanged from 2024. The results reflect strong alignment with company goals, effective cooperation between managers and teams, and a supportive working culture. In 2025, we also focused on psychological safety, inclusion, and equal treatment. The results confirmed that employees experience Hansab as a psychologically safe and respectful workplace where everyone is treated equally, regardless of their differences.

The Employee Net Promoter Score (eNPS) stood at 23 in 2025. Despite a slight decrease, the result remains positive and provides insight for strengthening engagement across the Group.

In autumn, we carried out our cross-group 360° Leadership Survey, conducted every second year, and involved leaders at all levels of the organization. The results confirmed a strong leadership foundation, with an overall score of 8.65 on a 10-point scale. "Living the values" remained the highest-rated competency, while "Empowering others" continues to be an important development focus. The results form the basis for leadership development activities across the Group.

In 2026, we will continue supporting the growth and development of our companies while maintaining an inclusive and supportive environment where our people remain at the heart of Hansab's sustainable growth.

Hansab Estonia



Kristo Timberg

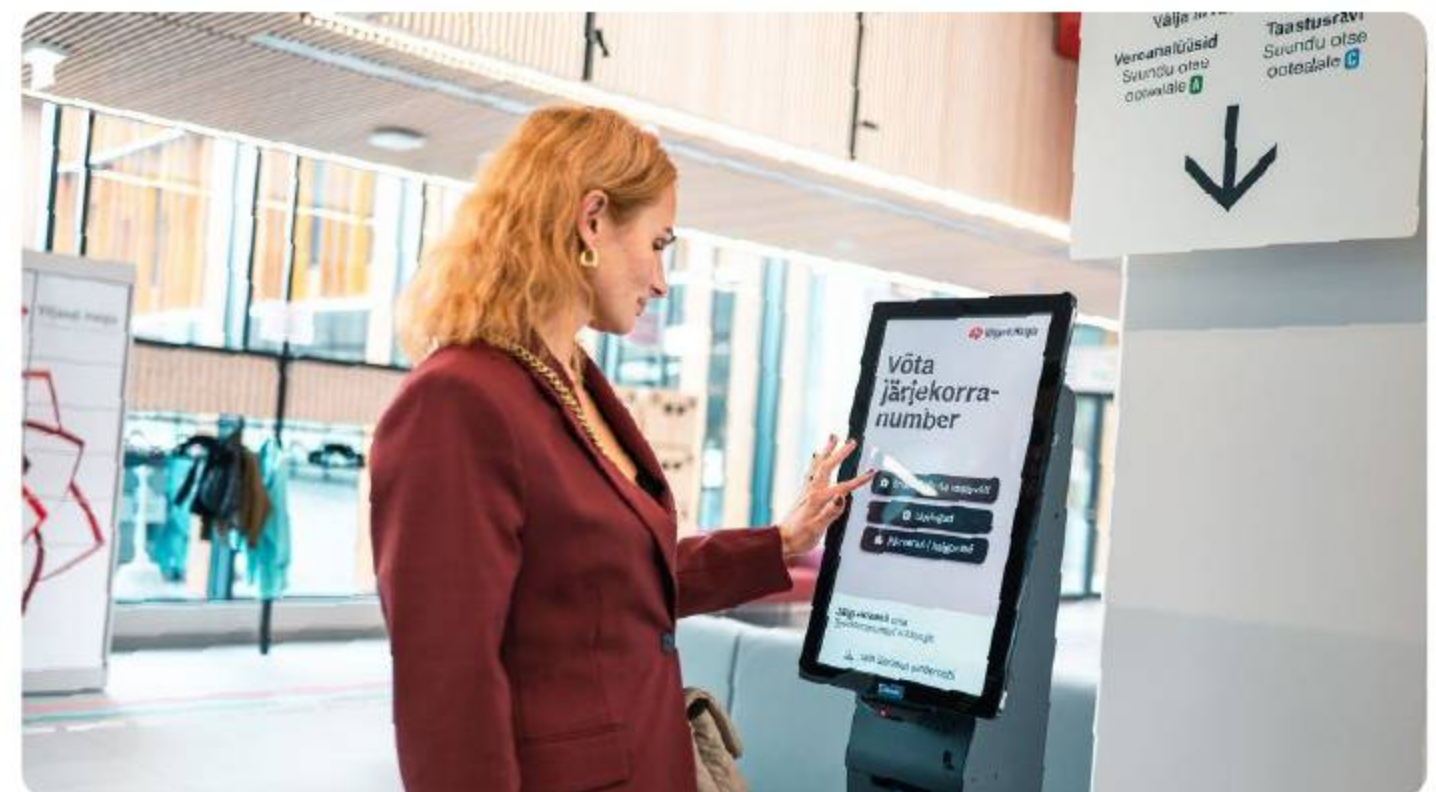
Managing Director, Hansab Estonia

“The most important systems are the ones you don’t notice—until they stop working. Our role is to ensure they don’t. By combining innovation with resilience, we help build the invisible backbone that keeps society running—while expanding our capabilities in security, defence, and autonomous technologies.”

About the Company

Hansab AS develops and delivers technology solutions for transportation, finance, retail, healthcare, security, automation, and smart infrastructure.

Our systems operate quietly in the background of everyday life, forming part of the infrastructure that keeps services running while we expand into drone services and technologies that strengthen critical infrastructure and public-sector resilience.



Key Facts

€20M+
revenue

132+
employees

€2.1M
EBITDA

62
NPS

4.3 / 5
CSAT

Key Developments in 2025

Projects

Swedbank Headquarters Project

Finalized a large-scale technology project for Swedbank's new headquarters, delivering integrated automation and security solutions across the entire building, including the largest deployment of security entrance booths in Europe.

Selver Payment Terminal Upgrade

Upgraded Selver stores with modern Android-based payment terminals, significantly improving transaction speed, reliability, and readiness for future retail services.

Key Developments

Following a successful tender win with Thales, transitioned eID card personalization services for the Police and Border Guard to a new production facility and continued service delivery based on long-term industry experience.

Relocated secure deposit locker services to new premises in Ülemiste City, improving efficiency and overall operations.

Established a partnership with Bisly to deliver smart building solutions, strengthening our capabilities in modern infrastructure and building automation.

Established a new IT and Business Development Manager role, strengthening the role of IT and driving more integrated, future-focused solutions across the company.

Estonian Tax and Customs Board

Delivered a mobile scanning solution from Rapiscan to the Estonian Tax and Customs Board, ensuring critical security infrastructure is based on trusted, non-Chinese technology and supporting border control and inspection operations.

Viljandi Tervikum Queue Management System

Delivered a large-scale queue management system for Viljandi Tervikum and continued to strengthen partnerships across the national healthcare sector.

Plans for 2026

Introduce new services and solutions in the field of UAV and counter-UAV operations, expanding capabilities in aerial surveillance, response, and infrastructure protection.

Introduce smart street lighting solutions to the Estonian market following the acquisition of Finnish company C2 SmartLight by Hansab Group, expanding our smart infrastructure offering.

Deliver defence-sector projects in physical security, strengthening capabilities in protecting critical infrastructure and public-sector assets.

Established a new IT and Business Development Manager role within the management team, strengthening the role of IT in our value offering and driving more integrated, future-focused solutions across the company.

Hansab Lithuania



Darius Žekonis

Managing Director, Hansab Lithuania

“In 2025, Hansab UAB continued strengthening its expertise and expanding its solutions portfolio across key business areas.”

About the Company

In 2025, Hansab UAB continued strengthening its expertise and expanding its solutions portfolio across key business areas.

The company launched a new Building Automation vertical and successfully completed its first projects.

This progress was also reflected in improved financial performance and continued organizational growth.



Key Facts

€26.7M+
revenue

137+
employees

€2M
EBITDA

44
eNPS

4.4 / 5
CSAT

Key Developments in 2025

Projects

Gradiali New Swimming and Sauna Space

The wellness and relaxation complex Gradiali in Palanga has opened a new swimming and sauna area enriched with modern audiovisual solutions designed and installed by Hansab. The project includes Lithuania's first 25-meter high-resolution LED screen installed next to a swimming pool, alongside integrated sound and lighting systems creating an immersive atmosphere for relaxation and events.



Parcel terminal network expansion

Successful expansion of parcel terminal networks across the pan-Baltic region for Lithuanian Post, uDrop, and DPD.

Parking solutions project in Ukraine

Hansab UAB returned to the Ukrainian market as a solutions provider by completing its largest and most complex parking project at the Retroville shopping center in Kyiv. This step supported our strategic growth goal and opened the doors to new opportunities.

Military infrastructure projects

Implementation of electronic security systems for military infrastructure projects for the Infrastructure Management Agency (IVA).

Automation project in Šiauliai hospital

The Šiauliai Hospital project marked Hansab's first implemented Building Automation project, delivered together with other Hansab solutions, including digital signage, entrance systems, low-current infrastructure, and queue management. The project demonstrates Hansab's strength in delivering complex, integrated solutions.

Developments & Interesting that year

Hansab UAB has internally developed and launched the "Mano kasa" i.EKA solution.

One more country added to the map of Hansab solutions - Hansab UAB signed a contract for an audiovisual solutions project at Sofia International Airport in Bulgaria, following the success of a similar implementation at Vilnius International Airport.

Continuous strengthening of competencies across all business fields.

Plans for 2026

Continuous organic growth across all business verticals

Hansab Latvia



Raivis Barkans

Member of the board, Hansab Latvia

“The challenges of 2025 reaffirm that scaling our service and rental sectors is vital. This focus on recurring revenue provides the essential stability that ensures long-term security for our employees and unwavering reliability for our clients.”

About the Company

Following a strong 2024, Hansab SIA reported revenue declines and losses in 2025 due to reduced client investments and delayed EU digitalization funding. At the end of the year, we ended cooperation with the CEO of Hansab Latvia.

However, numerous clients have applied for new programs, with implementation scheduled for 2026.

Despite a significant sales decline, the SLA and rental services grew by 10% year-on-year, maintaining a steady upward trend.

Key Facts

€7.5M+
revenue

56+
employees

-€0.2M
EBITDA

21
eNPS

56
NPS

4.3 / 5
CSAT

Key Developments in 2025

Projects

Expansion of the DPD, Unisend, and Udrop parcel locker networks continued, contributing to the segment's growth.

Services

Signed a major agreement to migrate and maintain Swedbank's ATM network to Euronet Services Latvia, ensuring Hansab's continued role in servicing the largest ATM network in Latvia.

Following the successful expansion of Latvian Post's parcel locker network in 2024, we commenced technical maintenance services in September 2025. Currently, Hansab is responsible for the maintenance of nearly all the major parcel locker networks in Latvia.

Digitising Processes

Utilized EU funding to digitize internal processes, implemented the Panorama HR portal, and automated payroll within Business Central to significantly reduce manual administrative tasks.

Plans for 2026

We continue to improve and expand Hansab Pay, successfully promoting the growth of our payment management solution across new industries and markets.

Building on our successful electronic shelf label deployments, we are continuing retail automation projects in 2026, with several new implementations already underway.



Entringo



Priit Ivanov

Member of the Board, Entringo

“The challenges of 2025 reaffirm that scaling our service and rental sectors is vital. This focus on recurring revenue provides the essential stability that ensures long-term security for our employees and unwavering reliability for our clients.”

About the Company

A Smart Mobility company focusing on developing and providing technology for smart ticketless parking and yard management solutions with the aim of adapting to each partners individual needs using a standard product.

Key Facts

€0.8M
revenue

7+
employees

- €0.45M
EBITDA

60
NPS

In house design,
development
and production



Key Developments in 2025

Projects

Retroville parking system, Ukraine

Tallinn Airport parking

Tallinn Zoo multizone parking

Ambulance queue management at North Estonia Medical Center

First projects launched in Finland, Saudi Arabia, and Poland

Visitor guidance solutions for Veho Mercedes-Benz dealerships



Key Developments in 2025

New payment station platform development
– EAA compliant self service payment kiosk

New payment station software development

Building up in-house development team

Taking over the development of Entringo Traffic

Relocating Entringo office to support growth of the company and production capabilities

First projects for Saudi Arabia and Belgium

New lower cost series of HW launched (gates, cameras)

Plans for 2026

Expand our reach in new markets in east- and south Europe.

Continue developing our hardware platform, launching a new series of barrier gate

Focus on development of common product platform of Entringo Parking and Traffic

Expand the team to support the growth

Increase the visibility of Entringo in the global scene.

C2 SmartLight



Petri Lahtinen

Managing director, C2 Smartlight

“Over 75% of Finland’s population live in municipalities using C2 SmartLight solutions”



About the Company

C2 SmartLight Oy develops intelligent solutions for managing urban infrastructure.

The company specializes in outdoor lighting control and monitoring systems as well as remote infrastructure management.

Since joining the Hansab Group in 2025, C2 has expanded its offering to include security and access control solutions for buildings and areas delivered as a SaaS service.

Key Facts

€5M+
revenue

34+
employees

€0.18M
EBITDA

46
NPS

56
eNPS

Over 12,000 street lighting control cabinets monitored and managed

Part of Hansab Group since 2025

Key Developments in 2025

Developments & Interesting year 2026

Continued development of the Genius project focusing on AI-based situational awareness, automation and service operations.

Development of next-generation smart lighting control solutions supporting scalable smart infrastructure platforms.

Strengthened cooperation within Hansab Group to deliver integrated infrastructure solutions.

Projects

Finnish Transport Infrastructure Agency nationwide project

Large-scale smart lighting deployments in cities

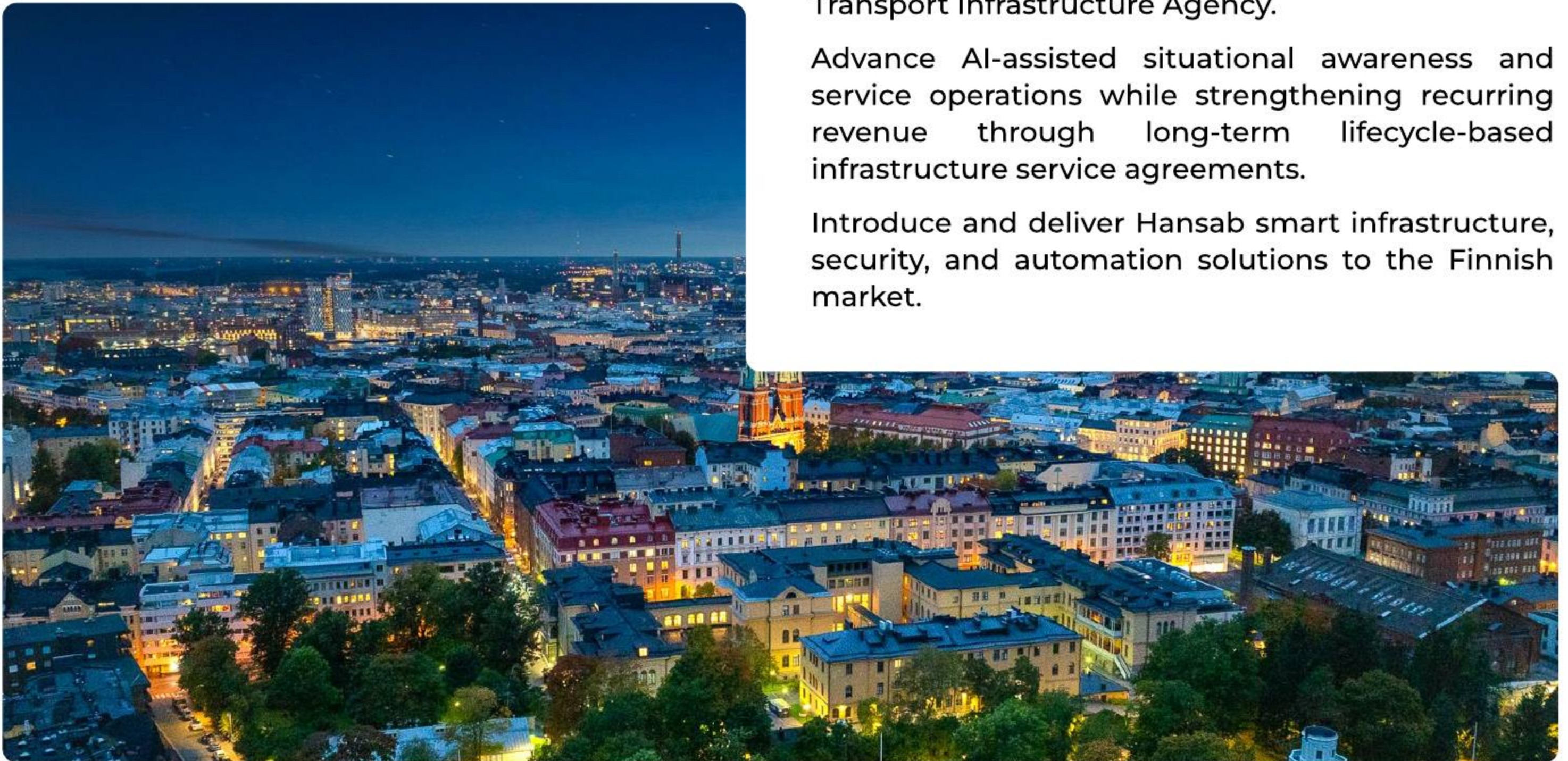
Tens of thousands of luminaire-level controllers integrated

Plans for 2026

Expand smart lighting control solutions for cities and national infrastructure operators and complete the nationwide deployment project for the Finnish Transport Infrastructure Agency.

Advance AI-assisted situational awareness and service operations while strengthening recurring revenue through long-term lifecycle-based infrastructure service agreements.

Introduce and deliver Hansab smart infrastructure, security, and automation solutions to the Finnish market.



Hansab IT Solutions



Alar Alumaa

Member of the Board, Hansab IT Solutions

“AI without purpose is just a cost. AI with the right problem to solve is your company’s next competitive advantage.”

About the Company

Digital transformation for corporates through software integration and centralized data management.

Comprehensive IT infrastructure management, including cybersecurity services, vulnerability assessments, and business continuity planning – secure customers’ system security, scalability and future-readiness. Advanced payment solutions and services.



Key Facts

€2.1M
revenue

20
employees

ISO 27001
Certified

PCI DSS
compliant

Key Developments in 2025

Key Events from 2025

In 2025, key achievements included the completion of the proprietary FLOWRA Field Service Management platform, development of strategic expertise in the NiFi integration platform, and implementation of the first AI-driven projects.

In ICT, major milestones included the design and implementation of PCI-compliant IT infrastructure and management processes, achieving PCI DSS certification for card payment operations, and building secure infrastructure for next-generation ID card production.

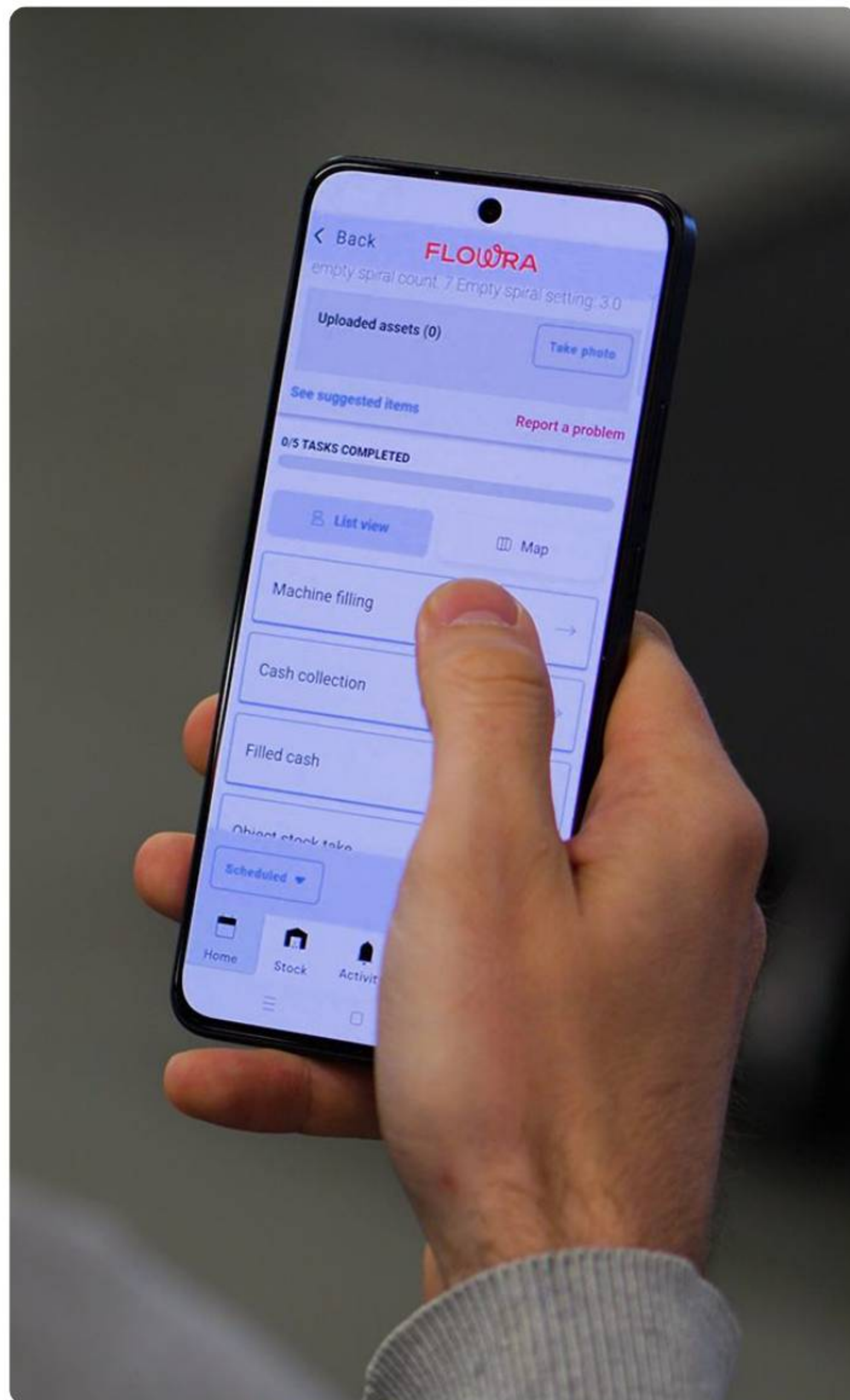
In Payments, the company successfully entered the EVC payment solutions market, introduced centralized support for AXIUM terminals, and launched a SaaS model for TMS services.

Plans for 2026

The main focus for 2026 is the development of proprietary software, system integration, and data management, with broad adoption of AI technologies across new projects.

In ICT, priorities include implementing a shared SoCaaS model across HG, expanding security services with penetration testing, and enhancing unified cloud and on-premises managed services.

In Payments, the focus will be on expanding EVC charging payment solutions and growing the Android PIN Pad solutions market.

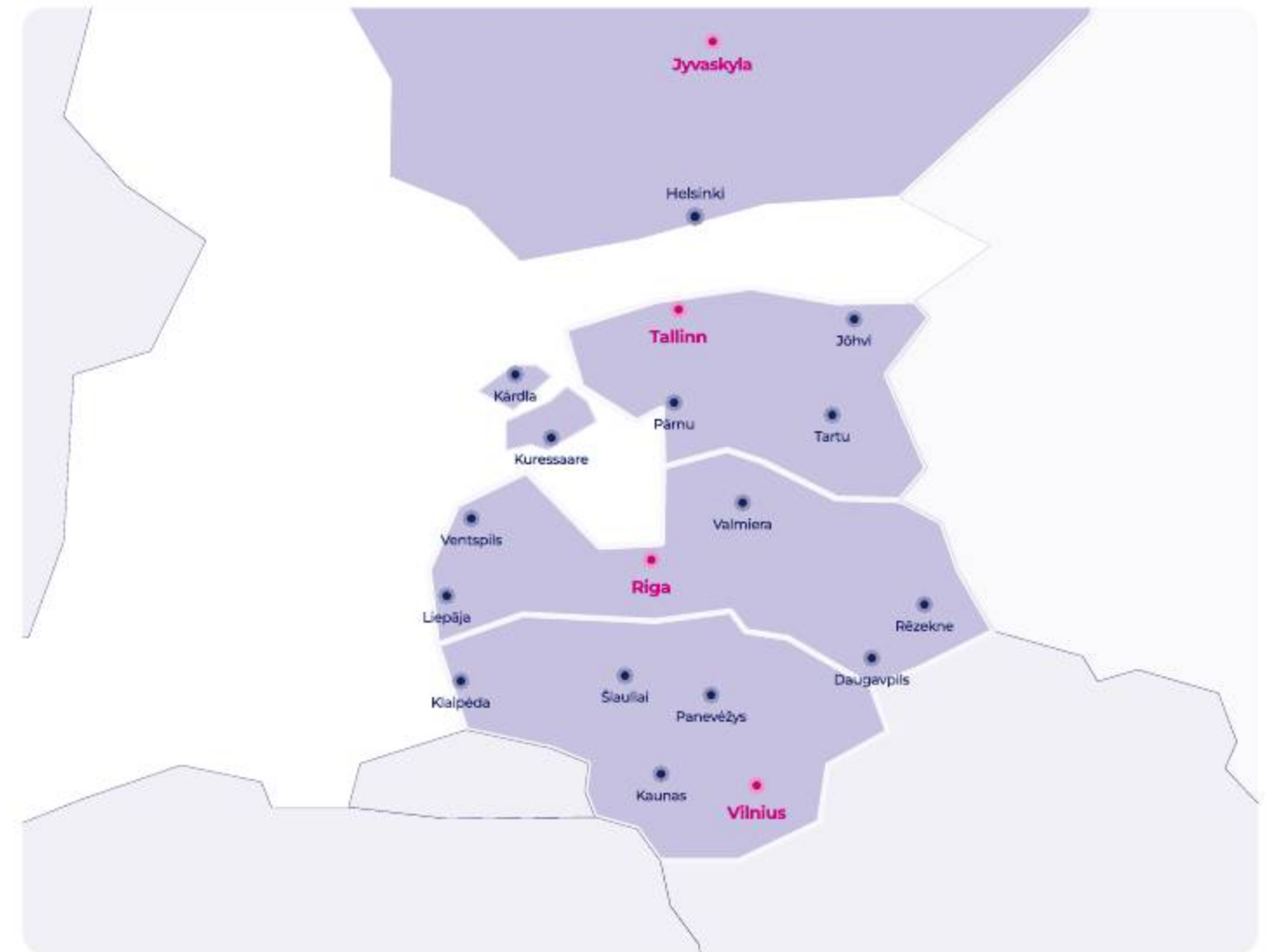


About Us

Hansab is a leading provider of automation and digital infrastructure solutions across the Baltics and Finland. For over three decades, we've helped organizations operate smarter, move faster, and build more resilient systems.

Today, with over **400 professionals** and annual revenue exceeding **€58.1 million**, we partner with businesses and public institutions to deliver solutions that power everyday operations - from mobility and security to payments and digital services.

We operate at the intersection of technology, infrastructure, and real-world operations, spanning automation and self-service, security and access systems, cash handling and payment technologies, as well as digital platforms and integration. We don't just implement technology - we design and deliver integrated solutions that simplify complexity, improve efficiency, and create seamless user experiences.



OÜ Hansab Group

2005 Tallinn, Estonia



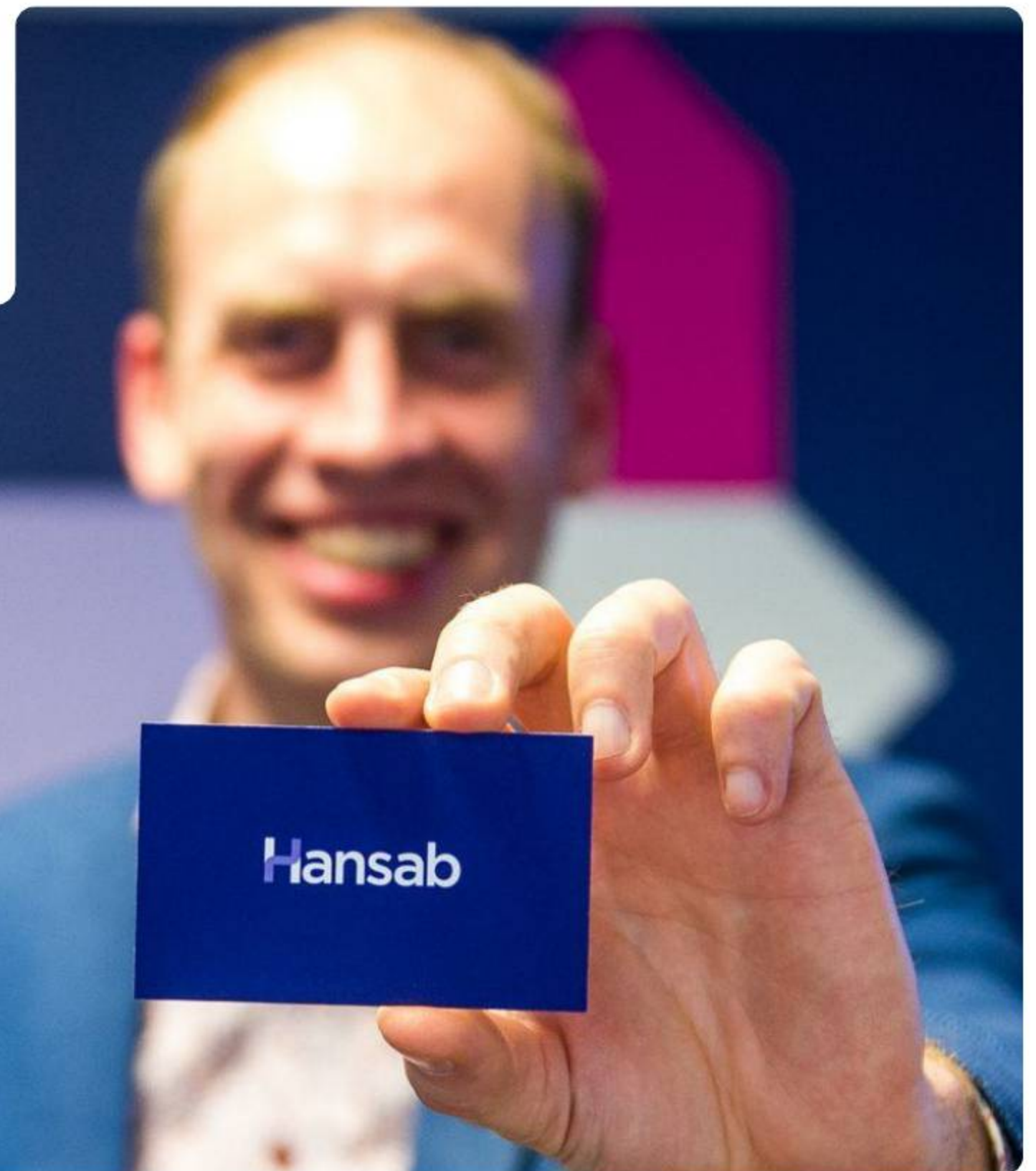
About Us

Our approach is end-to-end, from strategy and development to deployment and long-term support. We work with clients across transport, finance, government, retail, and industry, delivering solutions that are effective today and built to scale. Hansab operates through eight companies across the region: Hansab Group OÜ, Hansab AS (Estonia), Hansab SIA (Latvia), Hansab UAB (Lithuania), Hansab IT Solutions OÜ, Entringo OÜ, and C2 SmartLight Oy (Finland).

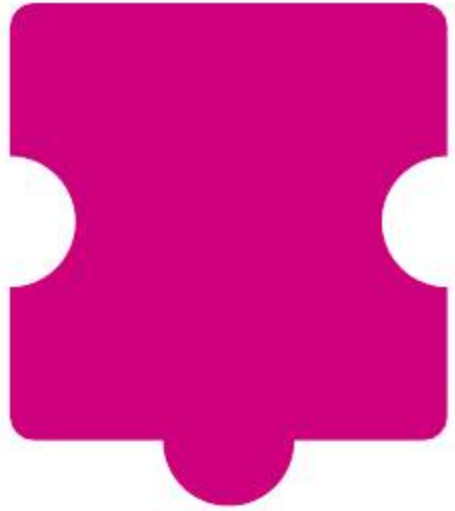
We collaborate with over 100 global technology partners and meet internationally recognized standards, including ISO 9001, ISO 20000, ISO 14001, ISO 27001, AQAP 2110, PCI-DSS, PCI-CP, and eIDAS/ETSI.

We believe the future belongs to systems that are connected, intelligent, and effortless to use. We focus on simplifying complexity, building trust through reliability, and creating long-term partnerships, while embedding sustainability across the lifecycle.

We are building the infrastructure for a more connected, efficient, and intelligent world — part of BaltCap since 2023.



Strategic Direction



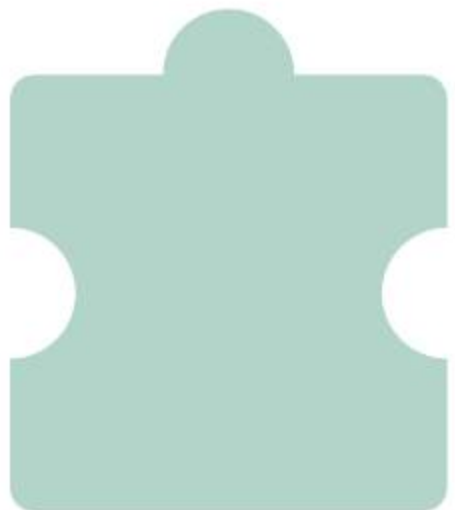
Our vision

Our vision is to be the global leader in delivering innovative and sustainable technology solutions through the synergy of our group companies, driving transformation in mobility, security, and digital infrastructure for a connected and intelligent future.



Our mission

Our mission is to improve lives through innovation and trust, inspiring progress and building a better tomorrow.



Our values

We are open and reliable
We build partnerships
We work creatively and ethically

What We Offer



- ▶ Automation
- ▶ Audiovisual Solutions
- ▶ Security
- ▶ Finance & Payment
- ▶ Retail Solutions



- ▶ Software & Data Engineering
- ▶ Integrations
- ▶ Business Process Analysis
- ▶ ICT Services
- ▶ Enhancing Security



- ▶ Technical Support
- ▶ National ID Production
- ▶ Cash Handling Services
- ▶ Safety Deposit Lockers
- ▶ XAAS – Everything as a Service

Key Milestones

Hansab AS
established in
Tallinn, Estonia

Hansab SIA
founded in Riga,
Latvia

Hansab UAB
founded in
Vilnius,
Lithuania

ISO 9001
quality
standard
acquired

1991

1993

1994

2001

2013

2014

2015

2018

ISO 27001
certificate
acquired

Hansab OY
founded in
Finland

ISO 14001
acquired

Estonian ID-1
Format
Documents
Personalisation
Service

Key Milestones

POS terminal sales and services

Hansab Group OÜ founded to unify and coordinate operations

Ellore OÜ established to develop and integrate payment software

ISO 20 000 certificate acquired

2003

2005

2007

2010

2018

2022

2025

2025

Hansab IT Solutions OÜ founded

Safe deposit locker rental service

Turnover €58 million

Aquisition of C2 SmartLight

Hansab

**IT WORKS
THANKS
TO YOU!**

Annual Report 2025

