

Where Trust Meets Innovation

7 November 2025

Petri Toljamo, CEO of Bittium Corporation



Bittium

Forward-looking Statements

- Some statements made in this material relating to future circumstances or status, including, without limitation, the future performance of the company, expectations regarding market growth, trend projections as well as any statements preceded by the words “expect”, “believe”, “foresee” or similar expressions are forward-looking statements.
- By their nature, forward-looking statements involve risk and uncertainty, and actual results may, therefore, differ materially from the results that are expressed or implied by these forward-looking statements.

Today's Presenters



Petri Toljamo
CEO



Karoliina Malmi
VP, Communications & ESG

About Bittium

Bittium offers high-technology products and services worldwide. We operate in growing markets, where advanced technology provides a competitive advantage.

With 40 years of experience, Bittium is committed to building a more secure, sustainable, and healthier future, benefiting both people and societies.

Founded in

1985

Employees

500+

Net sales

85.2 M€
in 2024

R&D
investments

15.9%
of net sales

NPS score

48
in 2024

Headquarters
in

Oulu

Finland

Offices in
Finland, UK,
Germany,
USA

Operating
result

8.6 M€
in 2024

Listed in
Nasdaq Helsinki

BITTI

Business
segments

3

Business Segments

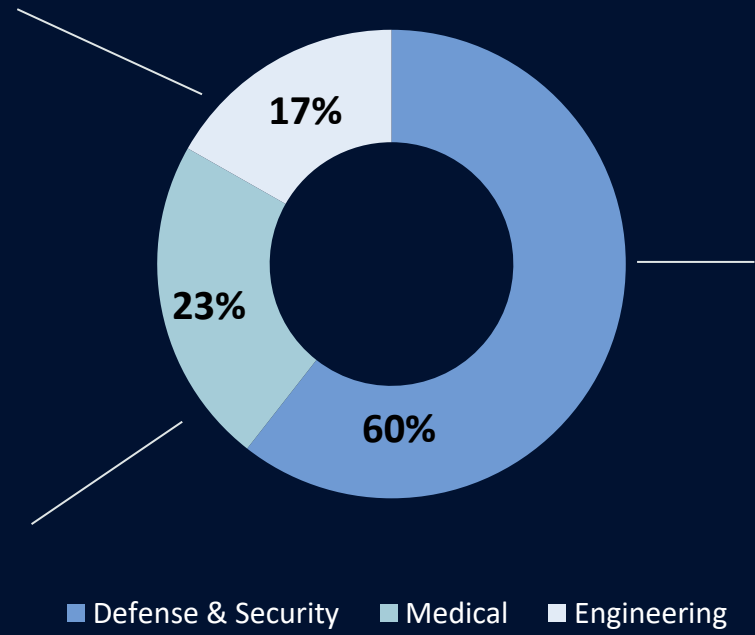
Engineering Services



Medical



Bittium net sales in 2024



Defense & Security



Medical
Remote
Monitoring and
Diagnostics



Innovative Technology for Better Life

Bittium Respiro™

Home Sleep Apnea Testing (HSAT)
Solution



Bittium Faros™

ECG Devices for
Cardiac Monitoring



Bittium BrainStatus™

EEG Monitoring System for
ICU and ER



Bittium NeurOne™

TESLA EEG System for
Research Use



**40 years of expertise in
biosignal processing**

Advanced solutions for **ECG** and **home
sleep apnea testing (HSAT)**

Active in over 30 markets: main areas EU,
North America, South Africa, Australia and
the Middle East.

Core Product in Remote EKG Monitoring Market

Bittium Faros™

Among the top-3 remote EKG monitoring devices globally, reference leader in signal quality



- Approximately 2/3 of all arrhythmias are atrial fibrillation (AF) and there are 59.7 million diagnosed sufferers worldwide.¹ The number of sufferers has increased over 130% since 1990.
- AF causes about 15–25% of all ischemic strokes, particularly in the elderly.²
- Holter monitoring is used to detect rhythm disorders in patients with symptoms of dizziness, fainting, palpitations, or chest pain not detected with a standard EKG.

Holter/remote EKG monitoring market size ³

USD 5–9 billion

CAGR ³

~7–10%

¹ Atrial fibrillation: epidemiology, screening and digital health. Lancet Regional Health. Linz. Et al. 2024 Feb 1;37:100786. doi; ² Atrial Fibrillation and Mechanisms of Stroke. AHA, Volume 47, Number 3;

³ Multiple sources: Grand View Research, MarketResearch.com, Precedence Research

Strong Market Potential in Sleep Apnea

Bittium Respiro™

Home Sleep Apnea Testing
(HSAT) Solution



Sleep apnea prevalence is very high⁴⁻⁷

- 9–13% of general adult population
- 30–60% of adults over 60–65 years
- 50–70% of obese adults (BMI >30)
- 936 million diagnosed sufferers

HSAT market size⁸⁻⁹

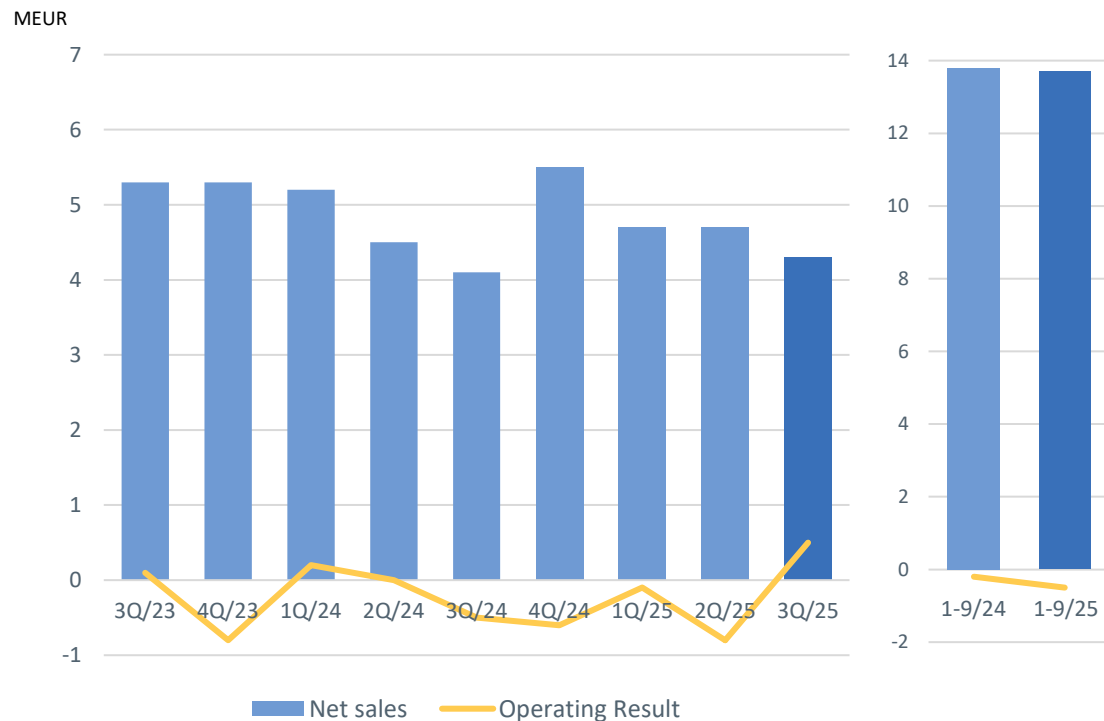
USD 2.9 billion

CAGR⁸⁻⁹

~10–17%

⁴ Benjafield AV, et al. *Lancet Respir Med.* 2019. Estimation of the global prevalence and burden of obstructive sleep apnea: a literature-based analysis.; ⁵ Young T, et al. *N Engl J Med.* 1993 (Wisconsin Sleep Cohort, classic study); ⁶ Peppard PE, et al. *Am J Epidemiol.* 2013 (updated Wisconsin Sleep Cohort, reflecting obesity trends); ⁷ Senaratna CV, et al. *Sleep Med Rev.* 2017 (systematic review & meta-analysis); ⁸ <https://www.zionmarketresearch.com/report/home-sleep-screening-devices-market>; ⁹ <https://www.zionmarketresearch.com/report/home-sleep-screening-devices-market>

Financial Development and Main Events



+4.2 %

3Q/2025
Net Sales
Y-on-y

-0.6 %

1-9/2025
Net Sales
Y-on-y

Strategic decision to focus on 2 commercially ready product business areas: Cardiac and Sleep.

Cardiac

- Cooperation with Boston Scientific continued well.
- ECG device sales outside of US remained moderate due to the fragmented market.
- Slight increase in sales in ECG patch electrodes in Europe.

Sleep

- Respiro's sales activities and negotiations ongoing to find a strategic partner for sales

Growth Drivers



Digitalization and secure IoT



Artificial Intelligence



Technology development



The number of measurements increase



Early detection of deceases and aging population

Medical Business Segment

The market of remote diagnostics and remote monitoring is growing

ECG devices market growth CAGR n. 8%

HSAT market growth CAGR n. 14%

EEG devices market growth CAGR n. 10%

Superior quality in biosignal technology

Bittium Faros technology being used as reference device in clinical studies

Wide network in ECG device market

Defense & Security

Seamless

Communication Architecture

Across the Battlefield

Partner for the Finnish Defence Forces -
a key solution supplier for their M18 C5 system

Solutions for Seamless & Resilient Communications

Bittium TAC WIN™
Broadband & mobile IP
network as backbone



Bittium Tough SDR™
Next-generation
tactical radios



Bittium Tough VoIP™
Voice over IP and
routing in tactical
networks



**Waveforms for tactical
communications**

- Bittium TAC WIN
- Bittium NBWF
- ESSOR HDRWF



**Secure mobile
communications**



Network and device management systems



Shaping Tomorrow's Defense—Together

Our solutions are trusted by defense forces in Finland, Austria, Croatia, Estonia, and beyond.

We collaborate with industry to deliver impactful solutions that advance mission success.



BAE SYSTEMS

LOCKHEED MARTIN 

 **INDRA**



Bittium Tough Mobile™ 3

The most secure phone in the market

Product introduction

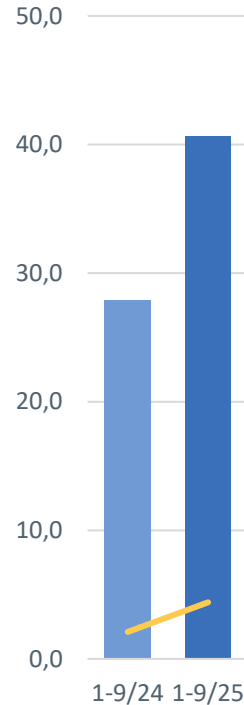
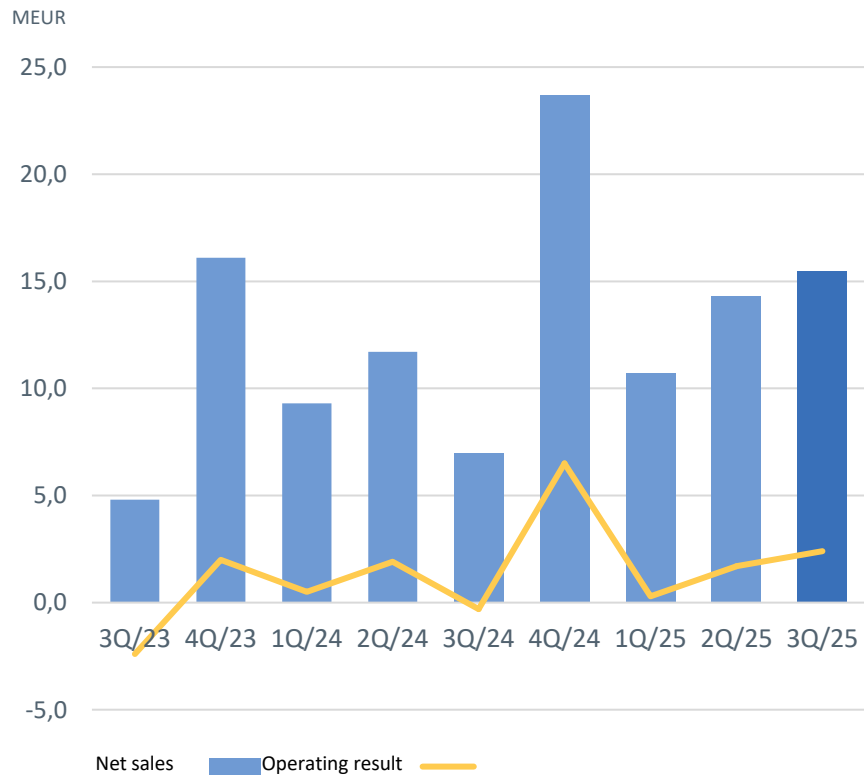
- 5G smart phone based on Android™
- Featuring Bittium's quantum-safe security technology and applications
- EU R&D and manufacturing
- Designed for EU and NATO certifications
- Deliveries of the phones will begin during 2026
- Current solutions certified and used by over 50 organizations across the globe

HMD Secure
manufactures the
device hardware

Bittium integrates and
finalizes the phone with
Bittium's software



Financial Development and Main Events



+123.5 %

3Q/2025
Net Sales
Y-on-y

+45.3%

1-9 / 2025
Net Sales
Y-on-y

Bittium Tough Mobile 3 launched
Bittium TAC WIN Smartlink 360 launched

Finland – Finnish Defence Forces

- Partnership Agreement ramp-up continued
- Bittium Tough SDR tactical radios deliveries continued

International customers

- Product deliveries to Croatia and Estonia, as well as for European customer providing air defense systems
- Negotiations to cooperate with Indra regarding SDR radio technology started

Growth Drivers



Geopolitical situation changes markets



Increasing defense budgets and investments



Strengthened alliances (e.g., NATO, ESSOR)



Warfare has changed



Technology development

Market growth

14.3%

CAGR in 2025-2030

Founding member

ESSOR

Since 2009

Market size

12.2 bn USD

in 2024

Co-operation projects

17

in 2024-2025

Finland's defense investments

~3% from GDP

by the year 2029

Engineering Services

Wireless

Embedded

Solutions

Bittium

Productized services

Bringing value to our customers



Discover with Bittium

From a blueprint to a trusted, verified product design



Concept with Bittium

Turn your ideas into validated, user-driven product concepts.



Develop with Bittium

Transform validated concepts into manufacturable products..



Launch with Bittium

Bring your product to market smoothly and confidently.



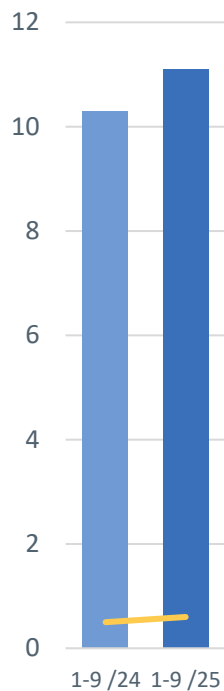
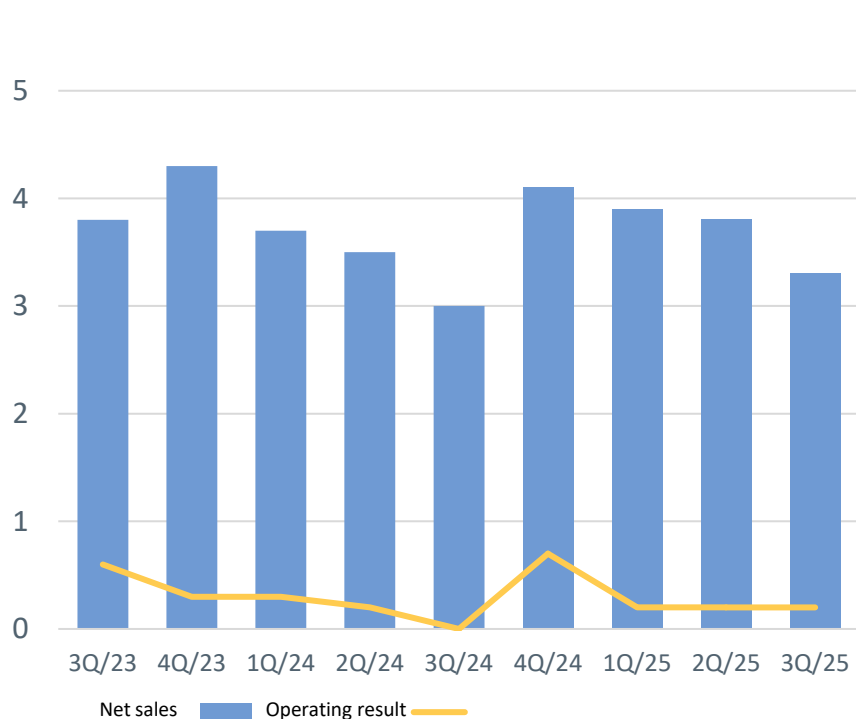
Extend with Bittium

Keeping your product secure, relevant and customer-aligned.



Financial Development and Main Events

MEUR



+11.5%

3Q/2025
Net Sales
Y-on-y

+7.8%

1-9 2025
Net Sales
Y-on-y

- Ongoing customer projects are proceeding well, and new extension projects won
- Cooperation with TerreStar continued regarding the satellite terminal concept based on the latest 3GPP standardized 5G NTN (Non-Terrestrial-Networks) technology
- NEW Embedded AI offering launched together with cooperation with Edge Impulse, US-based Qualcomm company
- Challenging market situation continues, customers have budget constrains for new R&D projects

Growth Drivers



Embedded wireless devices



Increasing number of connected devices



Continuous technology development



IoT and e2e services



Decreasing dependencies to Asia

Bittium Engineering Services

Expertise

wireless technologies and end2end product development

Forerunner

In complex entities

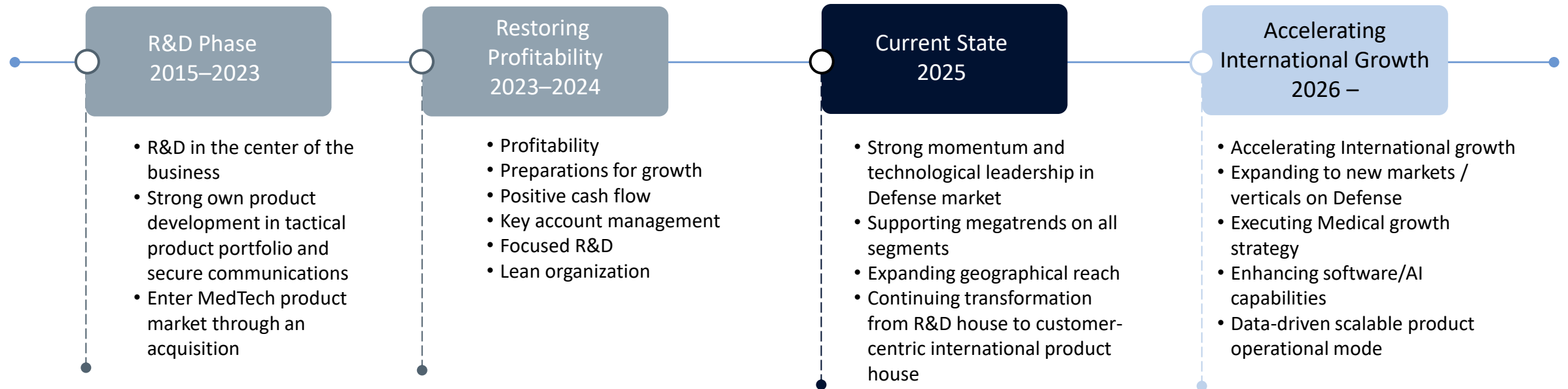
Design and Life-Cycle Services

“one-stop-shop” from concepting phase to production

Premises

secure and certified premises and labs

Towards Accelerated International Growth



Strong Position to Accelerate International Growth

Bittium is an international product house operating in growing markets, where advanced technology provides a competitive advantage.

1.

Technology forerunner, high-end reliable solutions

2.

Momentum in growing markets

3.

Strong balance sheet as stability enabling opportunities

Strong Position to Accelerate International Growth

4 Pillars of the Growth Strategy



Accelerating international sales and developing strategic partnerships for growth

1



Technological forerunner - Strengthening software/AI capabilities and offering

2



Expanding to new markets and verticals in defense and security – exploring inorganic growth opportunities

3



Transformation to a data-driven, scalable product operational mode

4

New Long-Term Financial Targets

Net sales growth

20-30 %

Operating profit level

10-20 %

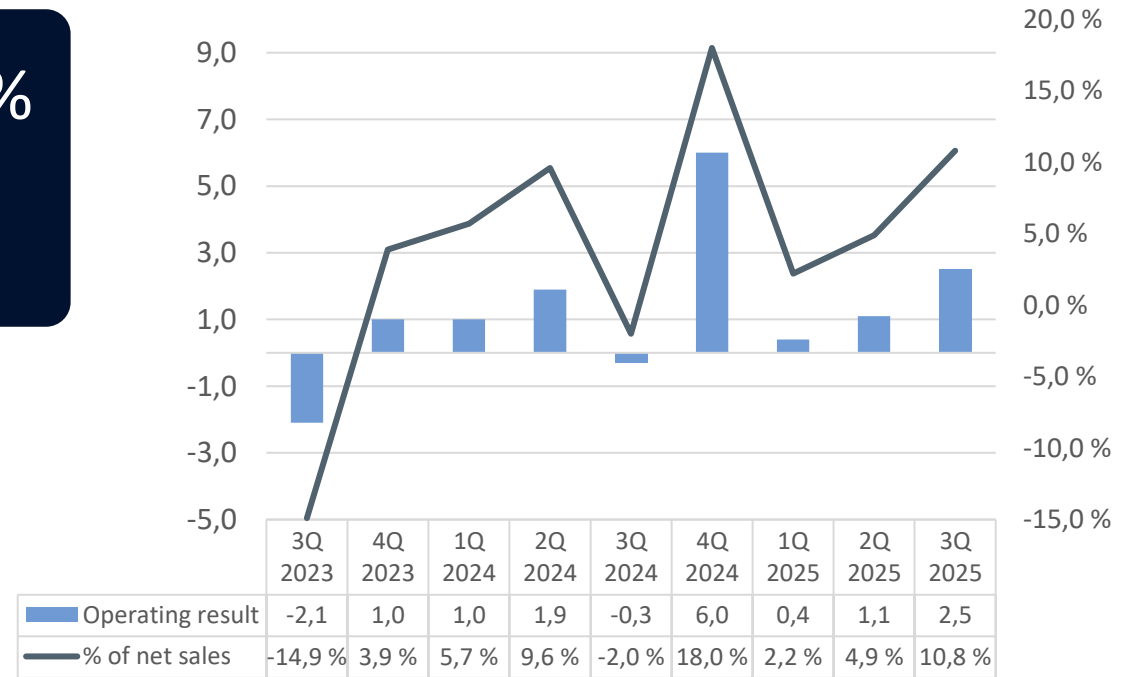
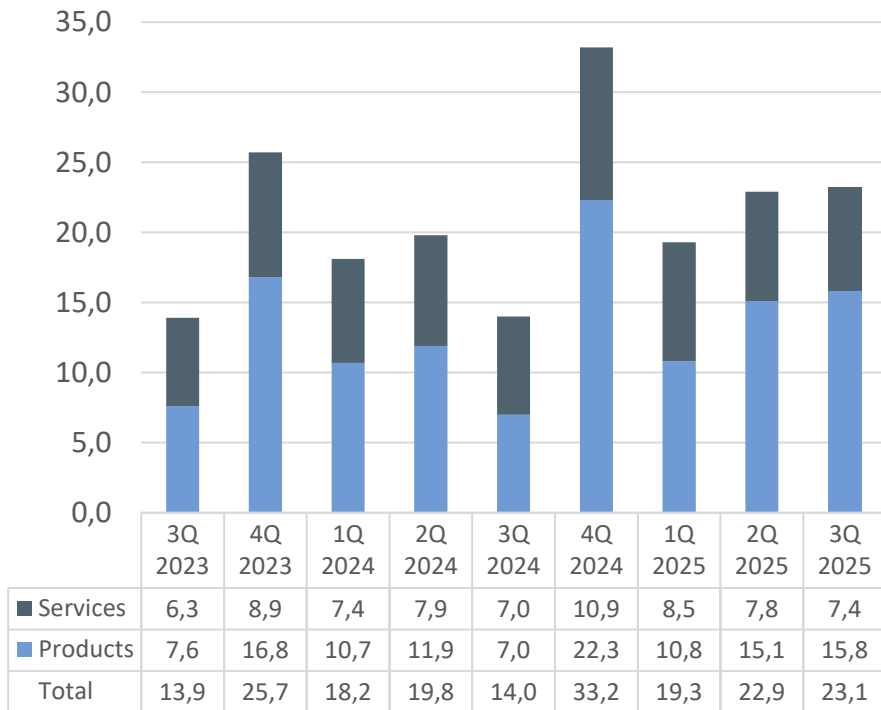
The net sales are expected to grow clearly faster and operating profit to improve.

* Growth expects also inorganic growth.

Previously Bittium aimed at an average annual net sales growth of more than 10% and an operating profit level of more than 10%.

Group Quarterly Financial Development

+64.9%
3Q/2025
Net Sales
Y-on-y

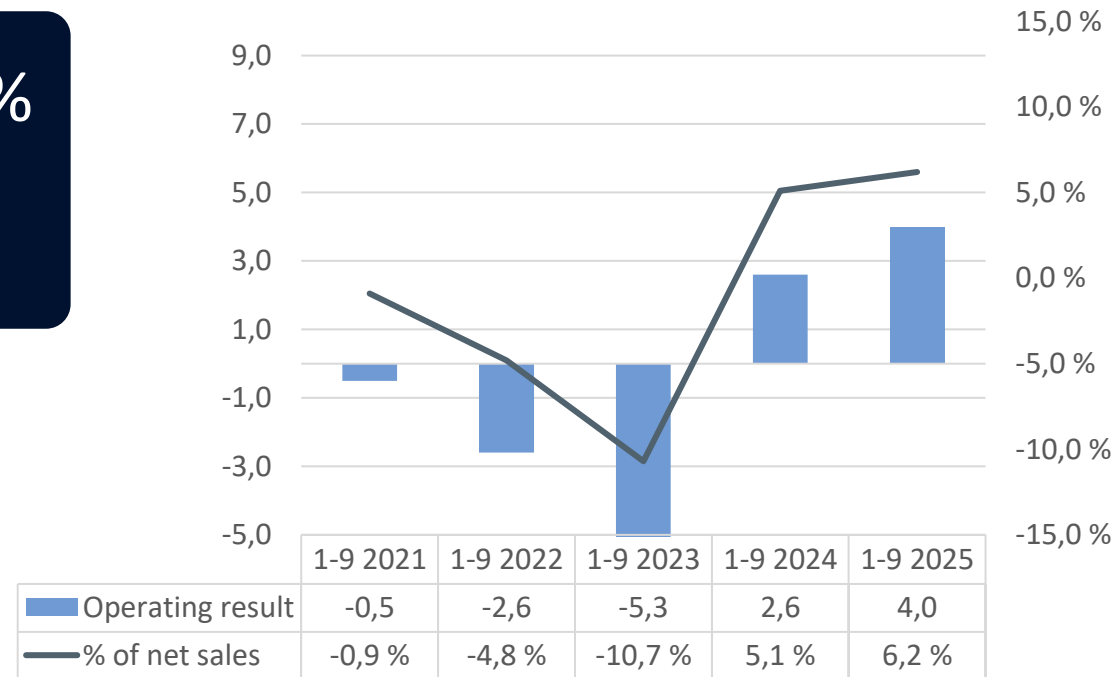
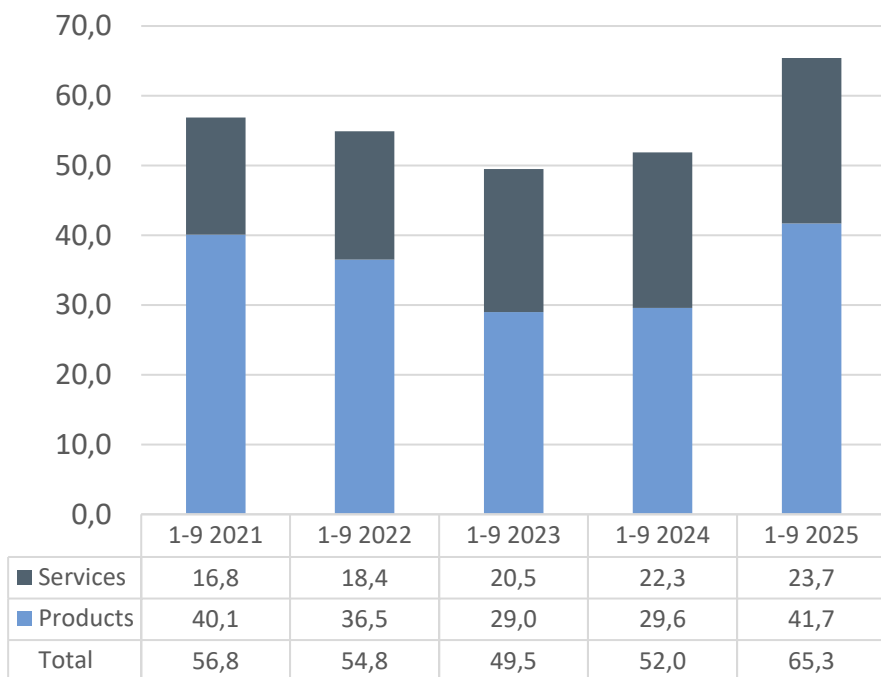


4Q 2023 operating result was weakened by **non-recurring items of EUR 3.2 million in total** (EUR 0.7 million related to changes negotiations and EUR 2.5 million of non-recurring write-down of inventory)

2Q 2025 operating result was weakened by **non-recurring costs of EUR 0.9 million in total** (change negotiations + other measures)

Group Financial Development January-September

+25.7%
1-9/2025
Net Sales
Y-on-y



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2Q 2025 operating result was weakened by **non-recurring costs of EUR 0.9 million in total** (change negotiations + other measures)

Financial Outlook

Expected net sales 2025

95-105 MEUR

(net sales EUR 85.2 million in 2024)

Expected operating result 2025

10-13 MEUR

(EUR 8.6 million in 2024)

Long-term Financial Targets

Bittium aims at an average annual revenue growth of 20–30% and an operating profit level of 10–20% in the long-term

Bittium

Where Trust Meets Innovation

