

Press Release

Smartoptics Group AS (SMOP) – Q2 2025 financial results

Oslo, July 14, 2025 - Smartoptics Group AS (Smartoptics, OSE: SMOP) today reported revenues of USD 18.7 million in the second quarter of 2025, representing a growth of 43.7 percent, while the EBITDA ended at USD 2.6 million (Q2 2024: 1.0). The company targets to grow the market share two to three times in relevant markets towards 2030, aiming for an EBIT margin in the range of 13-16%.

“Smartoptics continues to deliver on our strategic growth plan with another quarter of record-high revenues, up 43.7 percent for the period. While quarterly revenue can fluctuate due to the nature of our business model, three consecutive quarters of double-digit growth clearly demonstrate an underlying positive trend. This momentum is further supported by strong order intake over the same period, confirming solid demand and visibility,” says Magnus Grenfeldt, CEO of Smartoptics.

The gross margin in the second quarter ended at 48.6 percent (47.3) and the EBIT margin was 9.8 percent, up from 3.6 percent in the same quarter in 2024.

Smartoptics introduced several new-generation products with substantial performance gains, positioning us as an even more relevant partner for large-scale operators and customers with demanding capacity requirements. The company was selected for datacenter interconnect deployments by a U.S.-based customer, a subsidiary of a global hyperscaler. This milestone is a strategic proof point that we can compete at the highest tier of the market.

“We continue to see our position as a medium-sized, agile player as a big competitive advantage. Going forward, we have established the target to increase our market share within our relevant markets by two to three times,” Grenfeldt adds.

Towards 2030 Smartoptics will strengthen and expand the core markets and product categories, in addition to gradually focusing on four additional growth drivers:

- Continuing to expand capabilities with the purpose of addressing the largest accounts such as major operators and hyperscalers
- Expanding efforts in emerging markets
- Leveraging software automation and AI to create new revenue streams and increase efficiency across the company
- Exploring M&A as a vehicle for scaling

“This is a strong framework for long-term value creation, and with our scalable business model and further efficiency improvements, we target an EBIT margin in the range of 13-16 percent,” Grenfeldt concludes.

The report and presentation for the second quarter and first half of 2025 are enclosed.

-ENDS-

Quarterly presentation

Smartoptics will host a webcast presentation of the results by CEO Magnus Grenfeldt and CFO Stefan Karlsson at 10:00 CET.

Date: Monday July 14, 2025

Time: 10:00 CET

Language: English

Link: https://channel.royalcast.com/webcast/hegnarmedia/20250714_1

A recorded version of the presentation will be available after the live stream is concluded.

For more information, please contact:

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About Smartoptics

Smartoptics provides innovative optical networking solutions and devices for the new era of open networking. Our customer base includes thousands of enterprises, governments, cloud providers, Internet exchanges as well as cable and telecom operators. We have an open networking approach in everything we do which allows our customers to break unwanted vendor lock-in, remain flexible and minimize costs. Our solutions are used in metro and regional network applications that increasingly rely on data center services and specifications. Smartoptics is a Scandinavian company founded in 2006. We partner with leading technology and network solution providers such as Brocade, Cisco and Dell and have a global reach through more than 100 business partners.

For additional information about Smartoptics, please visit smartoptics.com.

This information is considered to be inside information pursuant to the EU Market Abuse Regulation and is subject to the disclosure requirements pursuant to Section 5-12 the Norwegian Securities Trading Act. This stock exchange announcement was published by Per Burman, Chief Marketing Officer of Smartoptics, at the time and date set out above.