



Webstep ASA: Third quarter results 2025

Oslo, 11 November 2025: Webstep ASA today reports revenues of NOK 178.3 million (189.4) for the third quarter 2025, a decrease of 5.8 per cent from the same period last year. EBIT was NOK 8.2 million, corresponding to an EBIT margin of 4.6 per cent (5.7).

The decline in revenues reflects a reduced number of consultants, partly due to the discontinuation of non-core activities and reduced utilisation, amid the challenging market.

“Looking back at the first nine months of 2025, I am genuinely proud of our team’s effort and the strong results delivered. We have strengthened Webstep’s position as a leading high-end IT consultancy while navigating a challenging market, and we remain focused on delivering a solid bottom line. Excluding a NOK 1.1 million bad debt loss from one customer, our Q3 EBIT margin was 5.2 per cent – only slightly below last year’s figure,” says Kristine Lund, CEO of Webstep.

Long-term digitalisation trends remain stable across both public and private sectors, underpinning Webstep’s growth outlook. In particular, demand is strong for services in data engineering, cloud architecture, analytics, decision support, and machine learning.

“Interest in AI continues to grow rapidly, representing a significant opportunity for Webstep. Organisations increasingly require strategic advice and implementation services. We have delivered numerous projects and consistently receive feedback that Webstep adds real value. In some cases, we co-invest with clients to develop AI solutions, retaining rights to resell them to other customers,” says Kristine Lund.

During the quarter, Webstep secured several major contracts, further strengthening its position in the Norwegian public and enterprise sectors. New agreements were signed with the Norwegian Courts Administration, Statnett, Fifty, the Norwegian Defense Materiel Agency, Norsk Tipping and Trondheim Municipality. These wins demonstrate Webstep’s strong reputation for delivering high-quality digitalisation and IT consultancy services across critical domains.

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Webstep ASA is a provider of consultancy services to the private and public sector, with the IT expertise necessary to deliver the most demanding digitalisation and IT services.

This information is subject to the disclosure requirements pursuant to section 5-12 of the Norwegian Securities Trading Act.