Press Release

# WSA delivered 3% organic growth and improved profitability in the third quarter of FY 2025/26

**Lynge, Denmark – August 25, 2026** – WSA, a leading pure-play hearing healthcare group, today announced results for the third quarter of the financial year 2025/26 (April 1, 2026 – June 30, 2026) showing 3% organic revenue growth and an EBITDA margin improvement of 2%-points to 19.1%. The outlook for FY 2025/26 is confirmed and narrowed.

Jan Mäkelä, CEO of WSA, said:

*"Organic revenue growth in the third quarter was in line with expectations, with momentum strengthening towards the end of the quarter. At the same time, profitability improved significantly, reflecting continued execution of our strategic priorities. With the first nine months of the financial year complete, WSA confirms and narrows its guidance for FY 2025/26 to 1-2% organic growth. We are also excited to launch Signia MaX, the world's first hearing aid platform with four deep neural networks that simultaneously understand speech, noise, the environment, and the wearer's own voice. By moving beyond the limitations of one-dimensional AI, Signia MaX fundamentally redefines the possibilities of hearing care. It enables hearing care professionals to deliver even better outcomes, setting new standards for what wearers can expect from their hearing aids."*

**Highlights Q3 FY 2025/26** (Q3 last financial year in brackets)

- WSA Group delivered organic revenue growth of +3% (- 4%) to EUR 624 million. Group reported revenue was +1%.
- The wholesale business delivered organic growth of -2%, impacted by the timing of WSA's product launches.
- The consumer-facing business delivered +8% organic growth driven by Online, Retail and Managed Care businesses.
- Revenue growth was mixed across geographies with +4% organic growth in Americas, 0% organic growth in EMEA, and 3% organic growth in APAC.
- EBITDA before special items increased by 12% to EUR 119 million (EUR 106 million).
- EBITDA margin before special items increased to +19.1%, an improvement of 2%-points compared with last year. The improvement was driven by a higher relative growth in consumer-facing businesses, operational efficiency improvement and tight OPEX cost control, including structural cost reductions made in FY 2024/25.

- WSA launches Signia MaX, Powered by Acoustic Intelligence™: World's First AI Hearing Aid Platform with four deep neural networks (DNNs). Acoustic Intelligence™ unites four task-specific DNNs to simultaneously understand speech, noise, environment, and the wearer's own voice enabling sound processing decisions that account for the complete listening environment in real-time. Read the press release here.

**Financial highlights and key ratios** Q3 FY 2025/26

| EURm | Q3 2025/26 | Q3 2024/25 | FY 2024/25 |
|---|---|---|---|
| **Consolidated Statement of Profit or Loss** | | | |
| Revenue | 624 | 621 | 2,579 |
| Gross profit | 397 | 388 | 1,619 |
| EBITDA before special items* | 119 | 106 | 456 |
| Special items | - | (1) | (23) |
| Reported EBITDA | 119 | 105 | 433 |
| Depreciation, amortization and impairment | 37 | 33 | 147 |
| EBIT | 82 | 72 | 286 |
| Profit for the period | 24 | 20 | 4 |
| **Financial ratios, %** | | | |
| Organic growth | 3 | -4 | 0 |
| Gross profit margin | 63.6 | 62.5 | 62.8 |
| EBITDA margin before special items | 19.1 | 17.1 | 17.7 |
| Reported EBITDA margin | 19.1 | 16.9 | 16.8 |
| EBIT margin | 13.1 | 11.6 | 11.1 |

**Highlights 9M 2025/2026** (9M last financial year in brackets)

- In the first nine months of FY 2025/26 WSA delivered organic revenue growth of 1% (0%) to EUR 1,881 million. Group reported revenue declined -4% due to currency headwinds.
- EBITDA before special items was EUR 347 million with a margin improvement of 1.2%-points.
- Outlook for FY 2025/26 is confirmed and narrowed. With the first nine months of FY 2025/26 completed, WSA expects to deliver 1-2% organic revenue growth (previously 0-4%).
- The EBITDA margin before special items is expected to increase by around 1%-point versus financial year 2024/25.

For the full Q3 FY 2025/26 Financial Report, please go to WSA.com/investors/reports

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**About WSA**

WSA is a leading global pure-play hearing healthcare group, pioneering innovative technologies for over 140 years, helping millions of people with hearing loss regain the joy of hearing, engage in meaningful conversations, and participate fully in society. WSA operates in over 130 markets and employs around 12,000 people across our hearing aid portfolio, which includes Widex and Signia, and a global network of hearing care professionals and consumer-facing businesses. WSA is privately owned by the Tøpholm and Westermann families, the Lundbeck Foundation, EQT and ATHOS KG. As a global leader, our ambition is to unlock human potential by making wonderful sound part of everyone's life. Learn more at www.wsa.com

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