

Q3 2026 Business Review

East Region · Quarterly report

Business Operations

2026-10-15

Overview

The East Region booked **USD 68.2 million** in revenue in Q3, up **18.4%** year on year and 6.2% on the previous quarter. Gross margin reached 32.7%, 1.1 points higher than in Q2. We signed 214 new contracts, nine of them above USD 1.4 million.

Note

Figures as of September 30, 2026, on the same basis as the annual budget.

Revenue by product line

Table 1 Q3 revenue by product line

Product line	Revenue (k USD)	YoY	Share
Enterprise software	30,350	+22.5%	44.5%
Cloud services	21,380	+31.8%	31.4%
Consulting	11,390	−3.6%	16.7%
Hardware	5,080	+4.2%	7.4%
Total	68,200	+18.4%	100%

Cloud services grew fastest (see [Table 1](#)), driven by on-premise deployments for manufacturing clients.

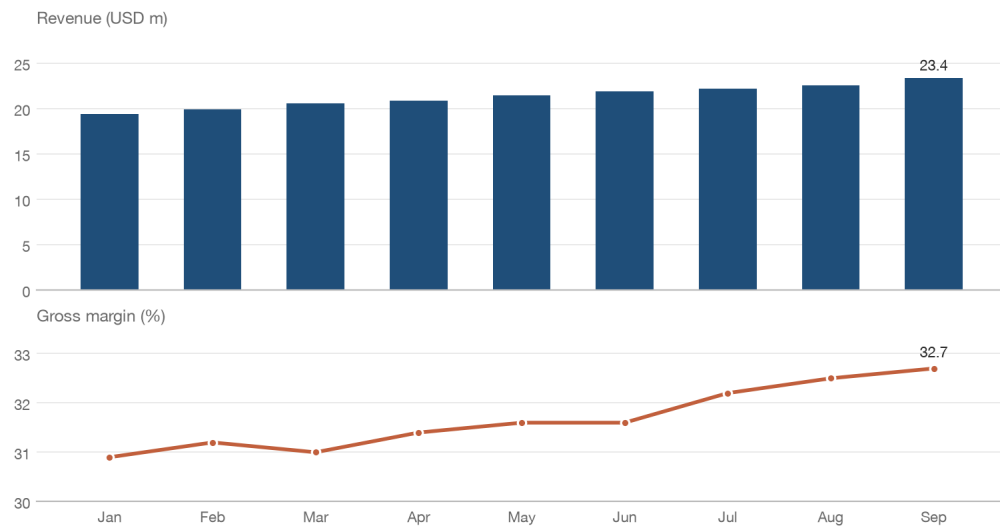


Figure 1 Monthly revenue and gross margin

Next quarter

1. Grow the cloud delivery team by 30 consultants;
2. Focus consulting on renewals, with an 85% renewal target;
3. Keep sales expenses below 12% of revenue.