



SOLTEQ

AGM presentation
March 2022

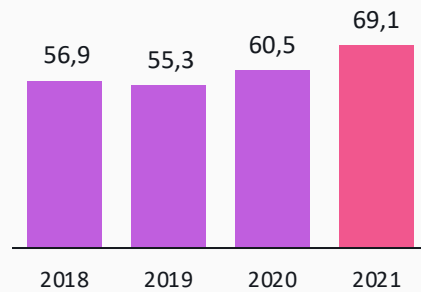
Introduction to Solteq

Nordic IT professional services provider and software house

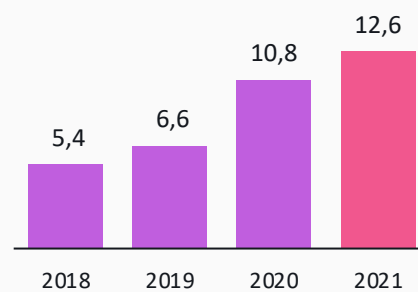
Solteq is a Nordic IT professional services provider and software house that specializes in digital business solutions and enterprise software markets with own software.

Solteq was founded in 1982 and has grown from a local IT company into a company listed on Nasdaq Helsinki employing over 600 people in six countries

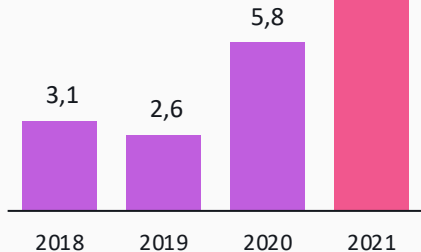
Revenue (EUR million)



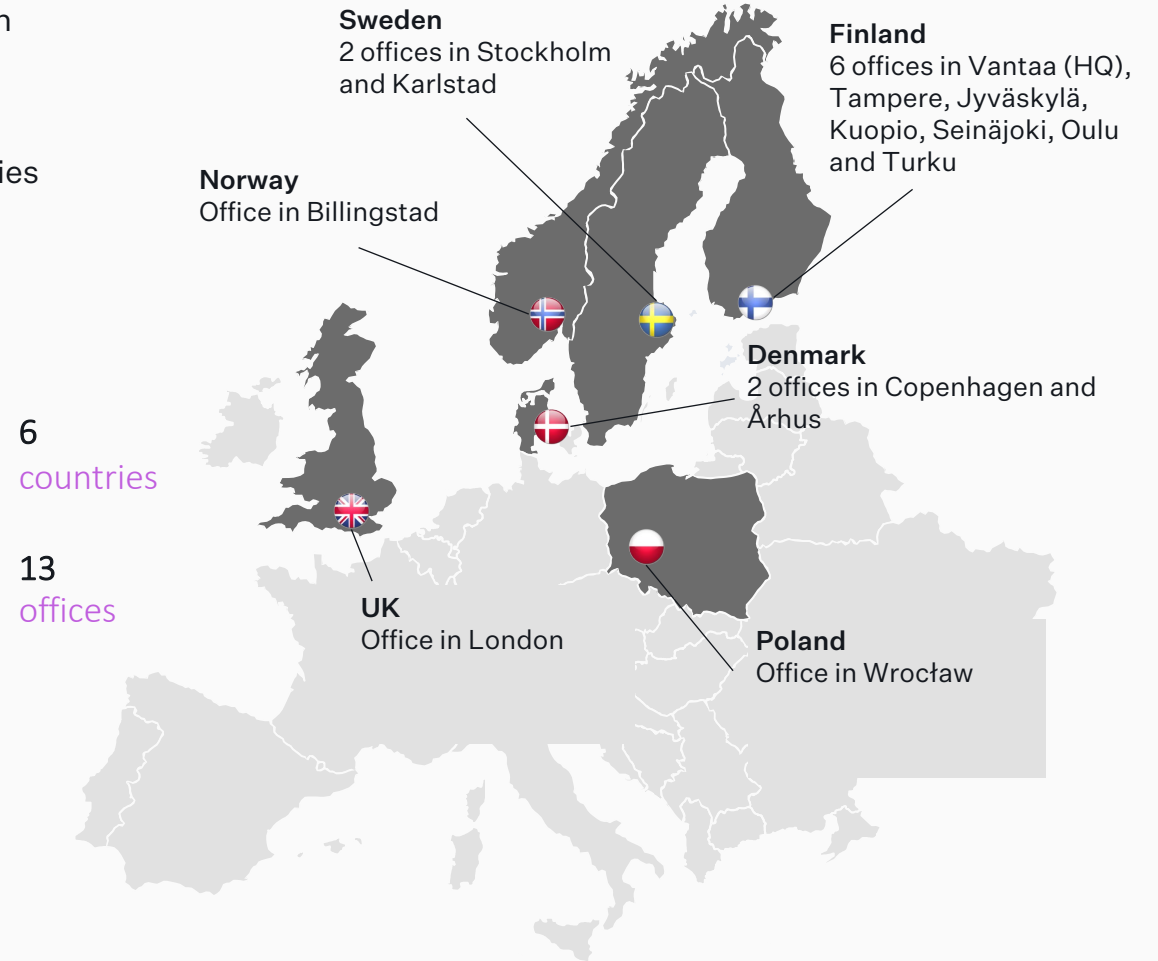
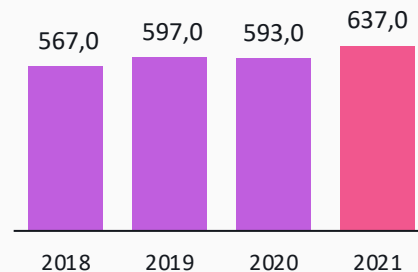
Comparable EBITDA (EUR million)



Comparable operating profit (EUR Million)



Average number of employees



Key focus industries

Specialized to accelerate digital business – competitive advantage is based on in-depth industry knowledge, cloud software products, domain competence, integration, delivery and support capabilities

Retail



Services



Utilities



Manufacturing



Digital commerce and online services

Business intelligence and data & analytics

Master data and business management solutions (ERP)

Cloud-based unified commerce anchored by POS

Autonomous Service Robotics

Business segments

Solteq offers both IT professional services and enterprise software based on Solteq's own IPR

Solteq Digital

Digital services with leading third-party software platforms to support large and medium-sized companies in digitalization

Major part of revenue from long-term relationships with customers in core industries

+5%

p.a. growth target

+8%

EBIT margin target



Business solutions

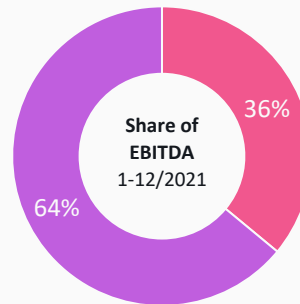
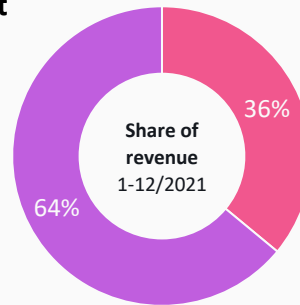


Commercial solutions



Data-driven solutions

IT professional services covering consulting, implementation of systems as projects, continuous development and maintenance



Solteq Software

Enterprise software solutions based on own IPR and related services

Annual recurring revenue is currently at ~30% and target of minimum 50% share within 3 years

+20%

p.a. growth target

+25%

EBIT margin target



Utilities



Retail



Healthcare Providers

Recurring license/usage and maintenance fees for software products and related services such as integrations, implementation and migration projects

Key product investment areas for high growth market

Target is to increase Solteq Software's recurring revenue share from current ~30% to +50%

Solteq Utilities

Cloud software to run business operations from customer service and billing to end user online services.

Solteq Commerce Cloud – Unified Commerce

Cloud native multi-tenant and hardware independent Unified Commerce Platform.

Solteq Robotics

Autonomous service robots for Retail and indoor Logistics.

Market drivers

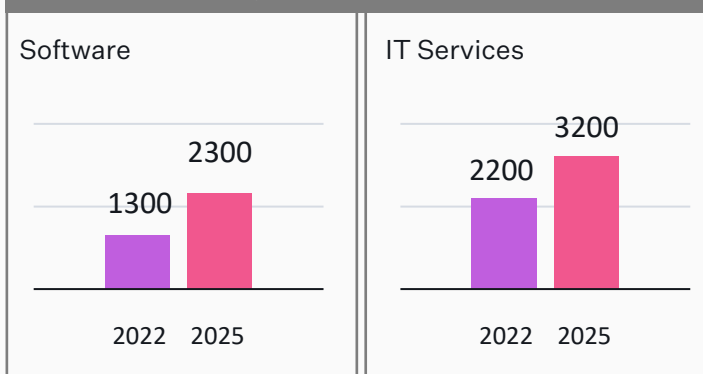
- National Data Hub
- Common European energy market 1.1.2025
- 15 minutes measure rate (electricity)
- High number of old on-prem solutions on the market that don't support digitalization

- According to Gartner (2021)
- Consumer values-driven solutions
 - Composable approach
 - Compelling technology approach
 - Collaborative ecosystems

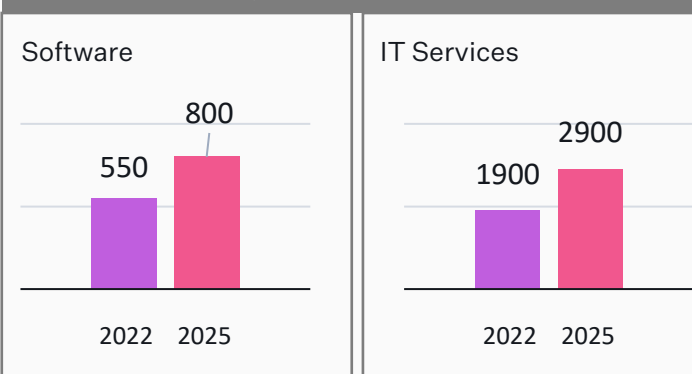
- According to Gartner (2021)
- Increasing cost pressure
 - Lack of data for optimization
 - Inefficient logistics
 - Employee retention

Market size & growth

Nordic IT Spending (Meur) Utilities



Nordic IT Spending (Meur) Retail



- By 2023, more than 15% of large enterprises will deploy robots in their organization, up from less than 2% in 2020. (Gartner: 2020)
- By 2025, more than 50% of warehouse and logistics organizations will have invested in robots to augment human labor, up from 10% in 2019. (Gartner 2020)
- By 2023, retailers that implement autonomous in-store appliances to handle mundane tasks will see staff retention improve 40%. (Gartner 2020)

Solteq annual investment range is 10%-15% from Software Segment's revenue.

Solteq 2022

Solteq Group's business outlook remains stable both in Finland and internationally. The segments are expected to continue their upward trend, driven by the more versatile and international offering of Solteq Software's Utilities business and the digital expert services provided by Solteq Digital.

Profit guidance 2022

Solteq Group's revenue is expected to grow clearly and operating profit to improve.



Kari Lehtosalo, Interim CEO, CFO



Thank you