



# SOLTEQ

Passion to deliver the unexpected.



Kirsi Jalasaho, VP IR & Marketing

22<sup>nd</sup> Feb, 2017

Stockholm

# We connect bricks and clicks, front and end

We offer end-to-end solutions for digital commerce and we have the capability to serve global clients



# Solteq turns your vision into digital commerce



# Key figures

**63M€**

Revenue 2016

**450**

Employees

**3**

Countries  
(Finland, Sweden,  
Poland)

**29M€**

Market cap

# Major Shareholders 31<sup>st</sup> Dec, 2016

1.	Sentica Buyout III Ky	4 621 244	26,0
2.	Keskinäinen Työeläkevakuutusyhtiö Elo	2 000 000	11,2
3.	Profiz Business Solution Oyj	1 781 790	10,0
4.	Saadetdin Ali	1 400 000	7,9
5.	Keskinäinen Työeläkevakuutusyhtiö Varma	1 245 597	7,0
6.	Solteq Oyj	825 881	4,6
7.	Aalto Seppo Tapio	671 882	3,8
8.	Roininen Matti Juhani	420 000	2,4
9.	Lamy Oy	225 000	1,3
10.	Sentica Buyout Iii Co-Investment	180 049	1,0

**We understand the impact of digitalisation on customer engagement**

**We combine expertise in commerce with vision of the future**



# Digital revolution creates a growing market



Urbanisation



Digitalisation of commerce

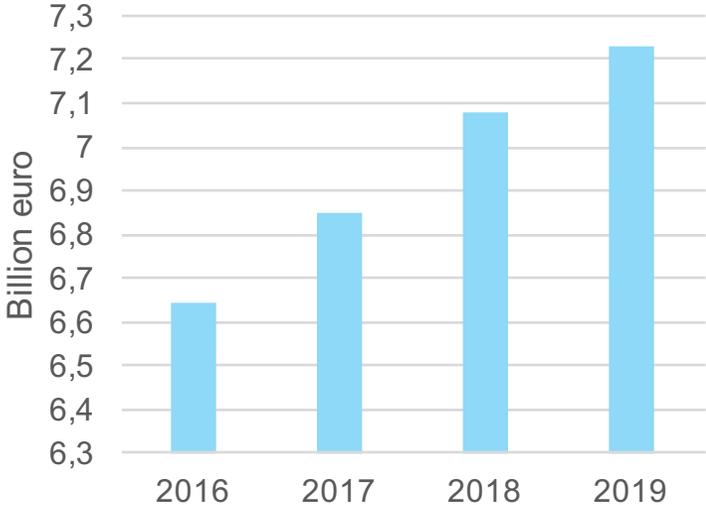


Internationalisation of commerce



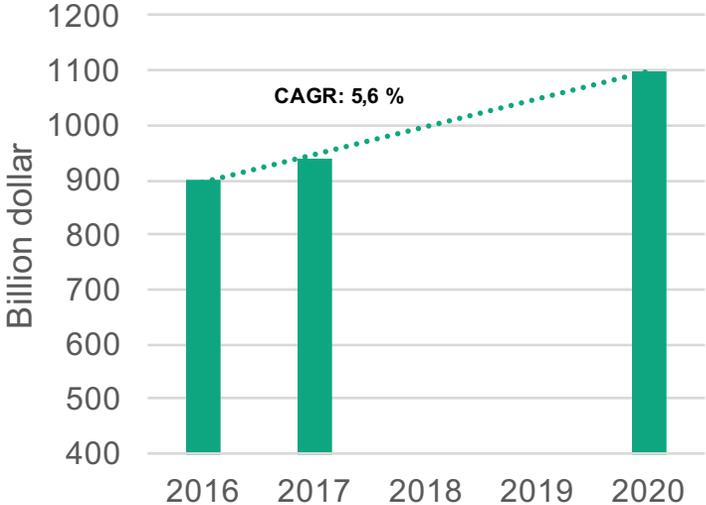
Strengthening role of mobile services

### IT Services, Finland



Source: Gartner

### IT Services, worldwide



Source: Gartner

# Our focus areas

## CLIENTS & PORTFOLIO

Focus on **customer engagement** and loyalty. Unique **end-to-end portfolio** coverage in digital omni-commerce

## INTERNATIONAL GROWTH

**Nordics:** expand the local network for selected digital commerce solution areas, such as store solutions in omni-commerce

**Global:** increase the number of global clients that are served through existing offices.

## M&A

To gain **geographical** presence and to expand our **solution offering**

## PEOPLE

Maintaining and growing the lead over of the **skills and competencies** of our experts.

# Strategy as KPI's

GROWTH

Increase in **revenue** > 20 % per annum

PROFITABILITY

**Operating profit %** > 8 %

BALANCE SHEET

Net debt / EBITDA < **3,5**

DIVIDEND

Approximately **30 % of operating profit**

# Geographical growth plan

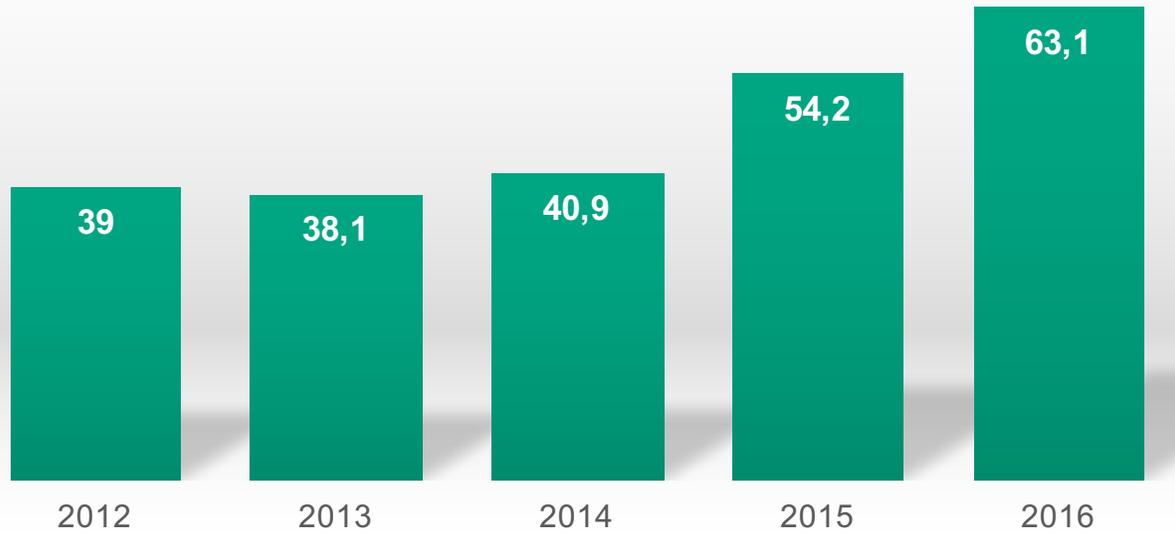
- ❖ Growth in **Finland** is based on gaining **the end-to-end coverage** in digital commerce solutions mainly of our **current customers**
  - ❖ Retail, wholesale, manufacturing, hospitality
- ❖ **Nordic** focus on software and services in **retail** sector at this moment
- ❖ European and **global** focus on **selected** digital commerce **solutions** with existing and new clients
  - ❖ Manufacturing, retail
- ❖ Active in seeking other industries, solutions and market areas that face the digital disruption of commerce



# Latest move in Sweden - Solteq acquired Aponsa AB 10/2016

- Aponsa AB is a Swedish ICT provider that is specialized in retail sector and LS NAV technology
- Revenue ca. 2,2 m€ with 20 people in Sweden and Latvia
- The heart of Solteq operations in Sweden will be built on Aponsa
- Customers e.g. Colorama, Casino Riga, MakeUp Store, Indiska, Pocada, Apoteksgruppen

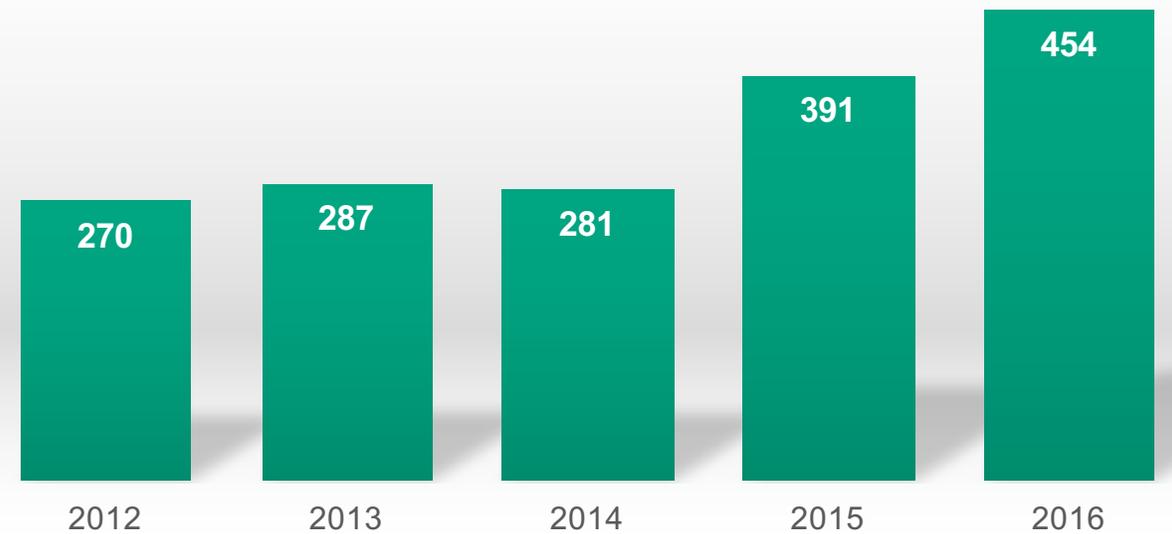
## Revenue, MEUR



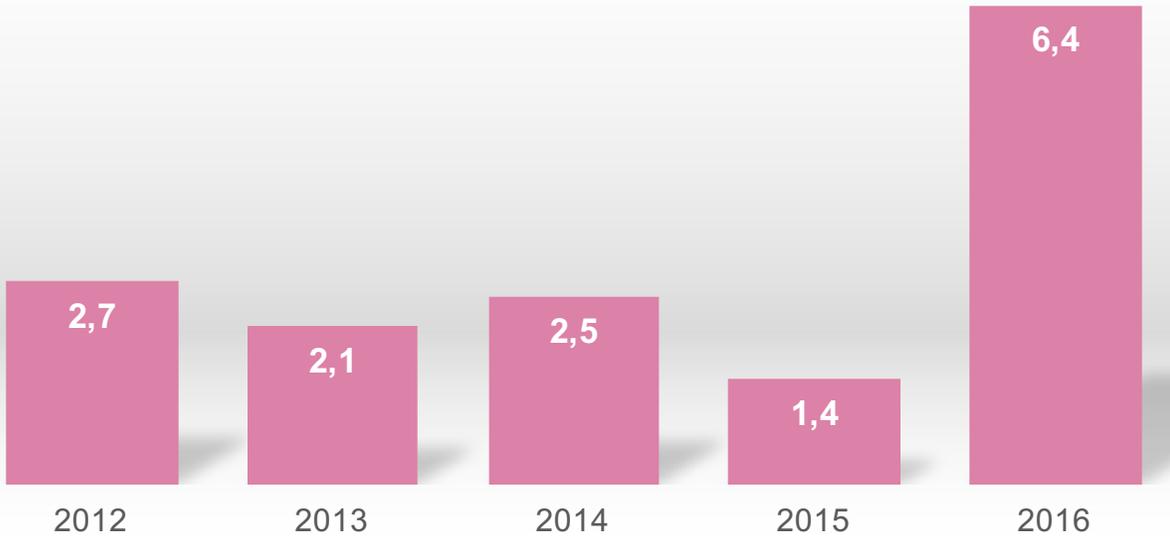
Revenue, growth +16 %

Number of personnel, growth  
+16 %

## Solteqians



## Operating profit, MEUR



Operating profit

10,2 % (2,4 %)

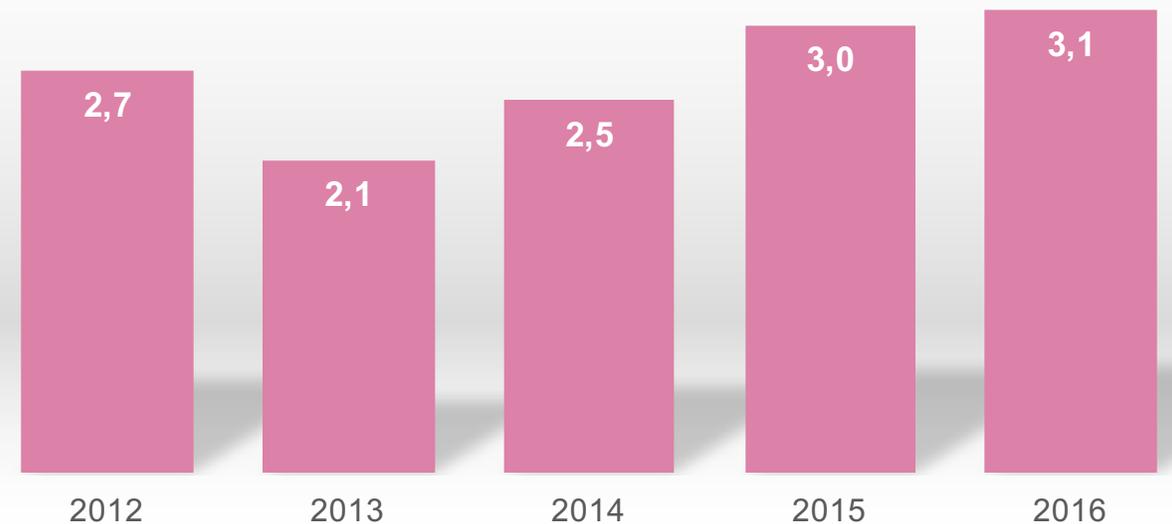
include the impact of M&A activities

Growth in operating profit, before NRI

4,1 %

NRI's follow M&A activities

## Operating profit before NRI, MEUR



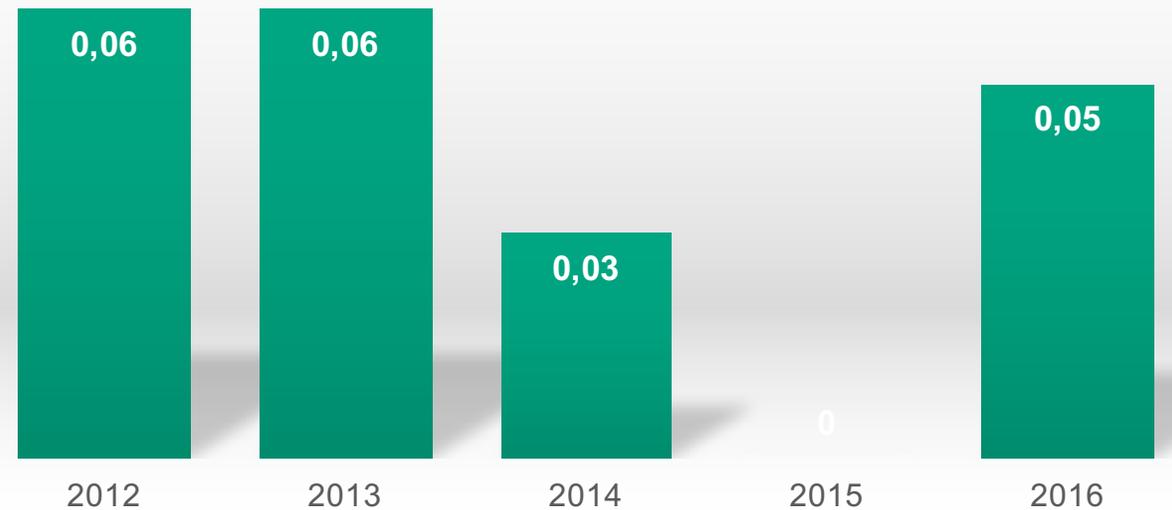
## Earnings per share, EUR



**Payout 2016**  
**19 %**

**Dividend from result of 2016 is conditional to the decision of Annual General Meeting**

## Dividends per share



# Highlights of 2016 & the beginning of 2017

Sale of Mainlot,  
provider of  
maintenance systems

Retail Solutions for  
Musti and Mirri in the  
Nordic

Growth investment  
decision in eCommerce  
(Magento)

2016

New digital commerce  
growth strategy

Acquisition of Aponsa  
AB in Sweden

Acquisition of Pardco  
to boost the growth  
investment made

Solteq to acquire store  
and inventory  
replenishment  
services from Tuko

2017

New CEO Olli  
Väätäinen

# Why invest in Solteq?

1  
Digitalisation revolutionises commerce and creates growing demand for digital services

2  
We are recognised for our competencies and we are well positioned to capture the potential

3  
Our aim is to grow faster than the market – organically and through acquisitions in Nordics and wider

# Thank You!

[www.solteq.com/investors](http://www.solteq.com/investors)



SOLTEQ