

SITOWISE

Strong Q4 driven by organic growth

**SITOWISE GROUP PLC
FINANCIAL STATEMENTS RELEASE 2021
2 MARCH 2022**



Agenda

1. Key takeaways & financial review
2. Business area highlights & developments
3. Sustainability program for 2025
4. Latest acquisitions
5. The Smart City Lab
6. New CEO appointed
7. Dividend proposal
8. Market outlook & guidance for 2022
9. Q&A



CEO
Pekka Eloholma



CFO
Heidi Karlsson

Strong Q4 with organic growth

- **Net sales** increased by 19% in Q4 year-on-year to 50.5 million euros
- **Organic growth** was 6% in Q4 year-on-year
- **Adjusted EBITA** was 5.6 million euros, or 11.1% of net sales in Q4
- **Order book** increased by 41% year-on-year to 162 million euros
- **M&A pipeline** in good shape, successful acquisitions in Q4 & early 2022
- **Number of personnel** over 2,000



Key figures

EUR million	Q4/21	Q4/20	FY/21	FY/20
Net sales	50.5	42.4	179.3	160.1
EBITA, adjusted	5.6	3.9	21.1	20.6
% of net sales	11.1%	9.2%	11.8%	12.9%
EBITA	5.2	3.0	18.5	19.5
Operating profit	4.6	2.6	16.4	18.3
Cash flow from operating activities before financial items and taxes	14.0	12.2	22.8	31.5
Net debt			30.9	56.6
Net debt/EBITDA, adjusted			1.4x	2.6x
Equity ratio, %			46.0%	30.2%
Earnings per share (EPS), EUR *)	0.08	1.56	0.22	9.69
Number of personnel, average	2,015	1,843	1,969	1,823

Q4 NET SALES

19%

YoY growth

Q4 EBITA adj.

43%

YoY growth

2021 NET SALES

12%

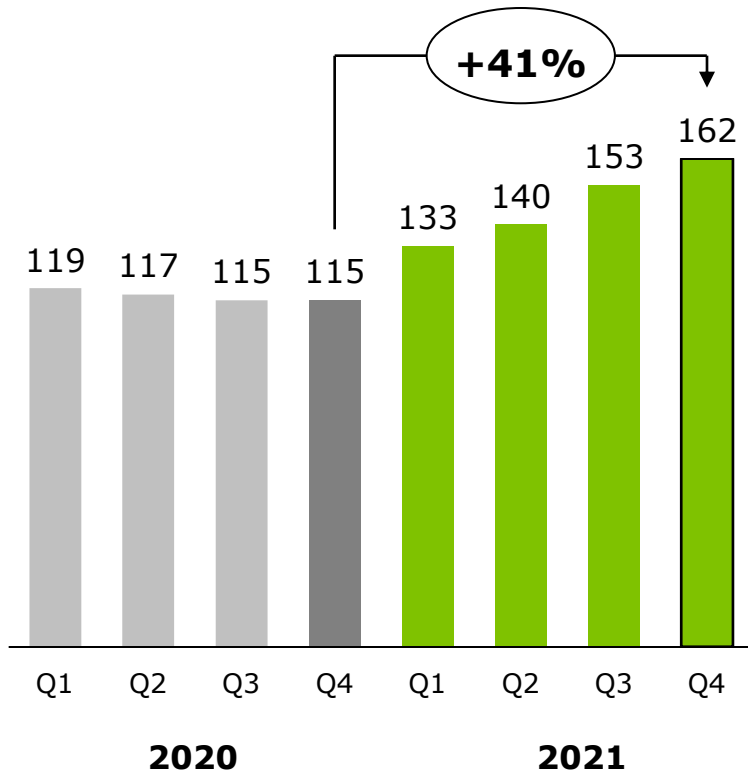
YoY growth

*) Not comparable due to the changes in number of shares (due to initial public offering)

Order book and net sales at record high

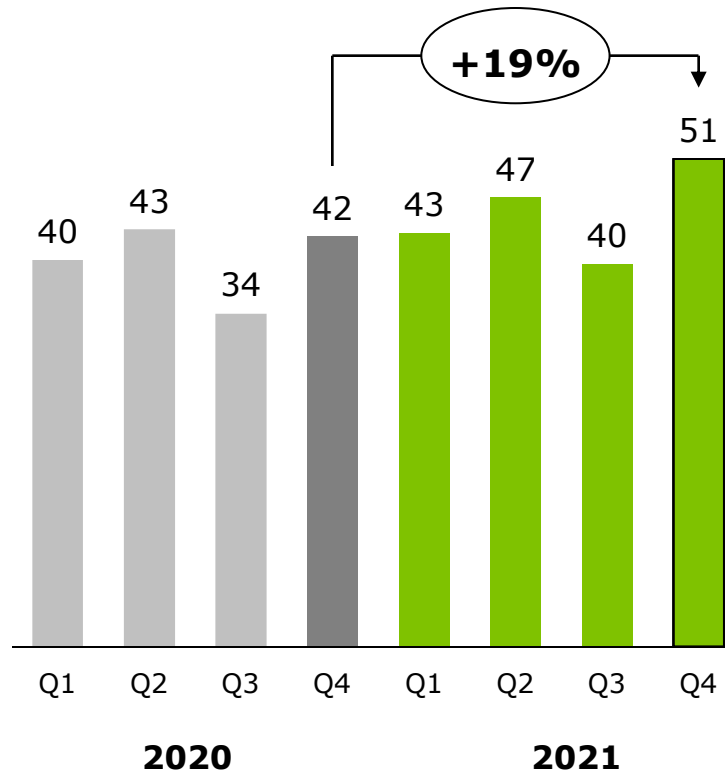
Order book

EUR million



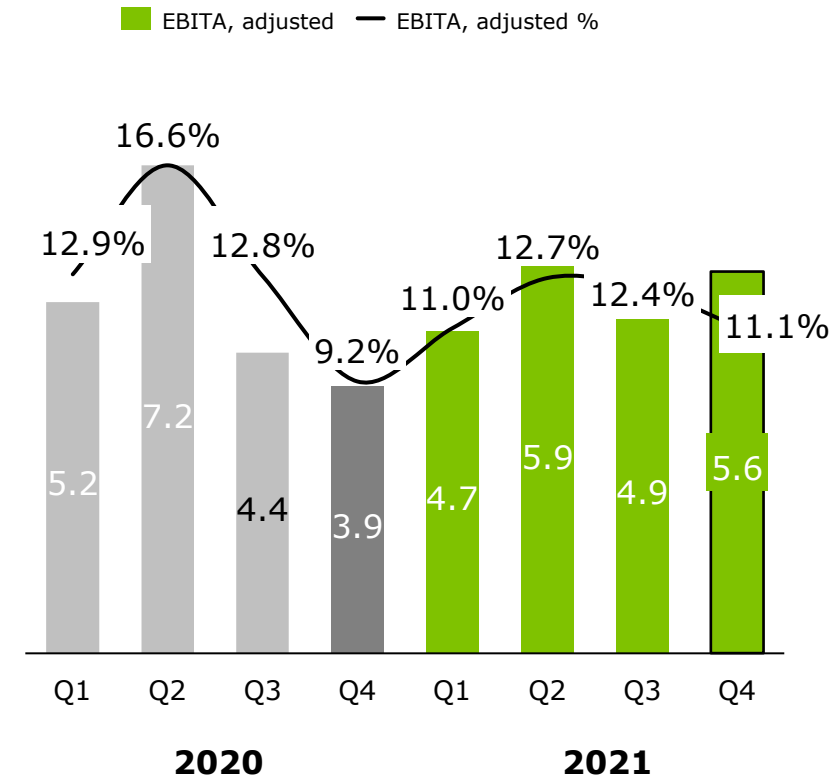
Net sales

EUR million



Profitability

EUR million



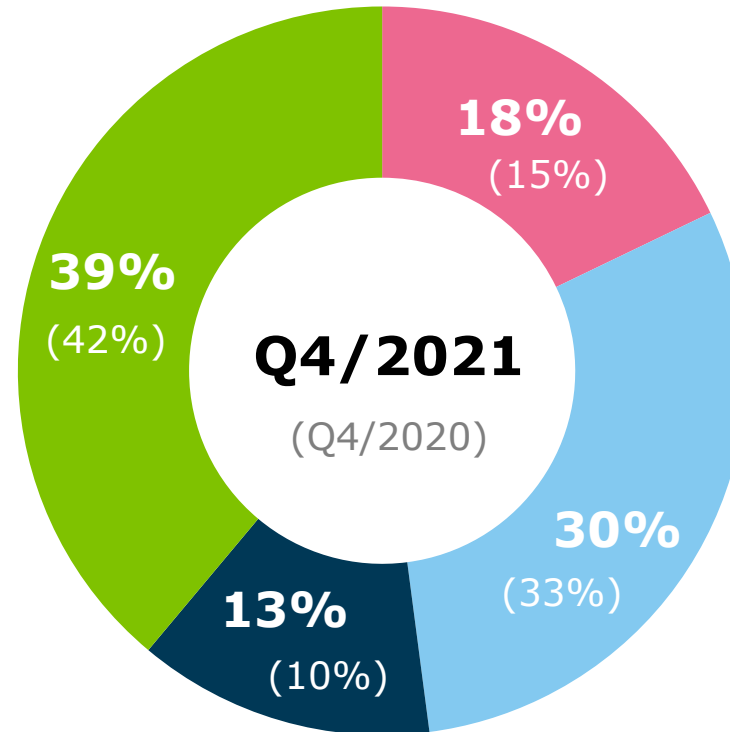
Sitowise's business areas

Buildings

The services cover the entire life cycle of buildings, from the early planning stage of a new construction to maintenance and renovation.

Digital solutions

Services include digital solutions for built environment and mobility and expert services to support them, and the Swedish traffic and infrastructure IT company Infracontrol.



Sweden

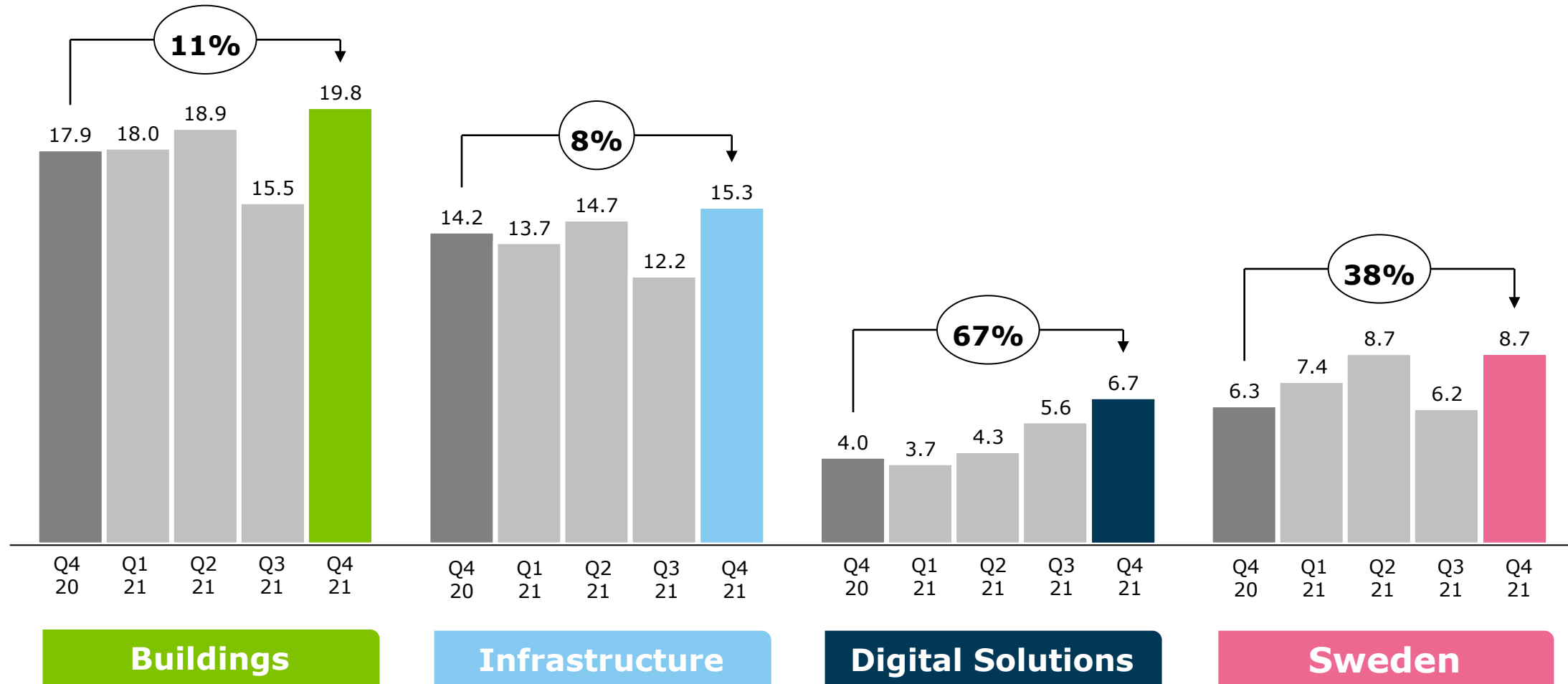
Building design services (including structural engineering) for building and infrastructure sectors.

Infrastructure

Diverse design and consulting services in all areas of infrastructure except the energy sector.

Group net sales increased by 19% YoY

Figures in EUR million

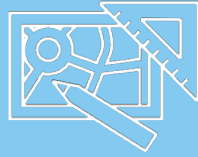


Business area highlights



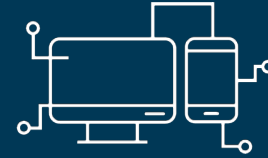
Buildings

- Back to organic growth.
- Order book increased with won tenders, significant small and medium scale projects.
- Government sector's share of the order book increased.
- Two new acquisitions and two successful mergers.



Infrastructure

- Majority of the growth was organic.
- Order book has several multi-year undertakings such as Crown Bridges.
- Acquired special expertise for utilising 3D in under and above water structure inspections.



Digital Solutions

- Earlier acquisitions of 2021 accelerated growth in Q4.
- New private sector clients from wind power and forestry companies.
- Significant public sector clients City of Helsinki, The Finnish Transport Infrastructure Agency and MuniFin increased demand.



Sweden

- Jonas Larsson took up his post as the head of Swedish operations.
- Jonas will drive the growth and integration of Sitowise's companies in Sweden, as well as leverage Sitowise's brand.
- Significant projects during Q4 from the field of life science: life science center in Stockholm, production and laboratory buildings for Key Plants.

New sustainability program for 2022–2025

In this new sustainability program for 2025, we are still guided by our vision to be the industry's most responsible partner in developing a prosperous living environment. **For the sustainability program, we set ourselves four main goals:**

- We are carbon neutral in 2025
- We are the most equal workplace with best employee wellbeing in the industry
- We aim for sustainable economic growth
- We actively contribute to make our industry more sustainable



Latest M&A brought 5 M€ net sales and over 40 new employees



Livair Oy, a company founded in 1990 and based in Espoo (Finland), who provide planning and consulting services related to HPAC engineering. Net sales 0.6 M€ in 2020, 5 employees in 2021.



Insinööritoimisto Jorma Jääskeläinen Oy, a company based in Tampere (Finland), who specialise in structural engineering and consulting. Net sales 1.2 M€ in 2020, 13 employees in 2021.



VRT Finland Oy's business, which covers 3D construction inspections and the processing and utilisation of 3D data for condition studies of structures below and above the surface of the water. Acquired business net sales 1.3 M€ in 2020, 13 employees in 2021.



Mavacon Mark & VA Consult AB, a company based in Falun (Sweden) with core competencies in consulting, technical studies and design services for road, land, water, sewer, and urban runoff projects. Net sales 2 M€ in 2020, 13 employees in 2021.

The Smart City Lab

- Sitowise's RDI activities are called **The Smart City Lab**, a platform for sustainable and smart city innovations.
- Organization-wide innovation competition held in 2021: 116 ideas, out of which 16 were selected for development.
- The lab focuses on sustainability and smartness in three key themes during 2022:
 - Smart Buildings
 - Sustainability as a Service
 - Smart and Sustainable Mobility

THE
SMART
CITY
LAB



SITOWISE

Heikki Haasmaa appointed as the new CEO of Sitowise Group

- Heikki Haasmaa comes from a position as a Senior Vice President in KONE where he has been responsible of KONE's global Maintenance Business.
- Prior to his current role, Haasmaa has worked in KONE for 19 years in multiple international management roles.
- Pekka Eloholma will continue in his position until Heikki Haasmaa takes office, no later than May 4, 2022.



Dividend proposal

- Dividend proposal **EUR 0.10** per share, which is ~30% of net result adjusted with IPO costs
- The dividend policy approved by the Board is based on Sitowise's growth strategy in which acquisitions are in a significant role
- Payment date proposal 29 April 2022



Market outlook

- The market began and has continued to pick up since 2021. Sitowise expects the market to grow in all of its business areas.
- The exceptional situation in Europe due to Russia's military action against Ukraine could contribute to uncertainty in European financial markets. This can lead to decreased economic activity.



Guidance for 2022

Sitowise Group estimates that both net sales and adjusted EBITA in euros will increase compared to 2021.



Q&A



Thank you!

- Annual Report & Sustainability Report 2021 will be released on week 13 beginning 28 March
- Annual General Meeting will be held on 20 April
- Q1 report will be released on 18 May

SITOWISE.COM – THE SMART CITY COMPANY