

A cityscape at sunset with construction cranes and a boat in the foreground. The sky is a mix of orange, yellow, and grey, reflecting on the water. In the foreground, the dark silhouette of a boat's cabin is visible on the right. In the middle ground, two large construction cranes stand on the left, and a modern building with a grid-like facade is prominent in the center. Other buildings and a smaller crane are visible in the background.

SITOWISE

Redefining smartness in cities

Sitowise Investor Presentation September 2024

HEIKKI HAASMAA, CEO
HANNA MASALA, CFO

Our topics today

01

Sitowise in brief

02

**Future growth
spearheads in**

03

Why Sitowise?

Sitowise is a Nordic expert in the built environment and forestry with strong focus on digitality

211

Net sales, M€

31

NPS
(Net Promoter Score)

100,000+

Projects

2,100+

Experts

30+

Locations

7

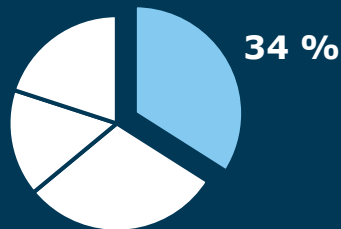
Proprietary SaaS
products and a
rapidly growing
product business



Infrastructure

- A leading player in Finland
- Steady growth and stable cashflows.
- The market's widest selection of design and consulting services within infrastructure

Share of the Group's net sales



RAILS: Light rail line 15 in Helsinki metropolitan area



BRIDGES: Crown Bridges project at the heart of Helsinki



URBAN DEVELOPMENT: Kalasatama ("Fishing harbour") district



TUNNELS AND ROADS : Keilaniemi district and start of Ring I beltway



CITY CENTERS: Kansalaistori Square ("Citizens' Square") in Helsinki



SUSTAINABILITY: e.g. environmental surveys, renewable energy effectiveness assessments, use of infrastructure construction resources and circular economy.

SITOWISE

Examples of projects where Sitowise was in a designer/planning role or acted as a supervisor.

Buildings

- A leading player in Finland
- Extensive services for the entire life cycle of buildings
- Distinctive design expertise in areas such as high-rise construction, building services technology (HVAC), acoustics design, fire safety planning and security critical services.

Share of the Group's net sales



30 %



NEW CONSTRUCTION:
Multipurpose Building "NAPSU", Rovaniemi



NEW CONSTRUCTION:
We Land office property, Helsinki



NEW CONSTRUCTION: Espoon Niittytorni complex high rise residential building



RENOVATION CONSTRUCTION:
The State Guest House



SPECIAL SERVICES:
Oodi Library (acoustics)



SUSTAINABILITY:
E.g. mitigation of climate change (energy efficiency, carbon footprint studies)

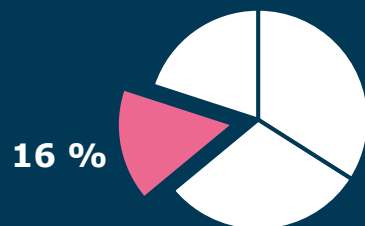
SITOWISE

Examples of projects where Sitowise was in a designer/ planning role or acted as a supervisor.

Digital Solutions

- Nordic excellence in geospatial solutions.
- Existing product/SaaS business with an ability to create new market.
- +20 years experience from digital business.

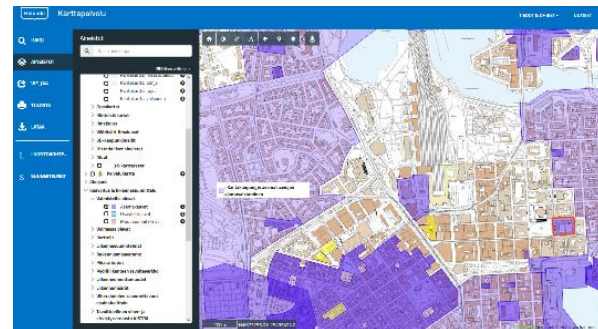
Share of the Group's net sales



Key IT projects of Finnish Transport Infrastructure Agency

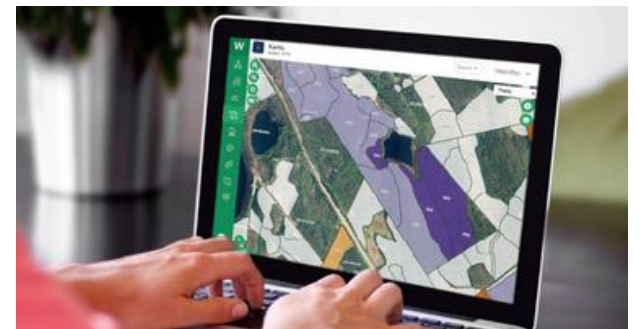


The national Built Environment Information System "RYHTI"



Comprehensive GIS platform Louhi as a map service

Helsinki City Map Service >>
Port of Naantali Map service >>



Leafpoint - The common operational control system of all Finnish Forest Management Associations



Forest change interpretation service for Metsäkeskus Forest Centre, based on satellite data and utilizing AI



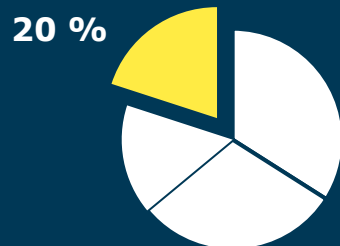
A digital twin for police training and simulation purposes

Examples of projects where Sitowise was in a consulting or implementation role.

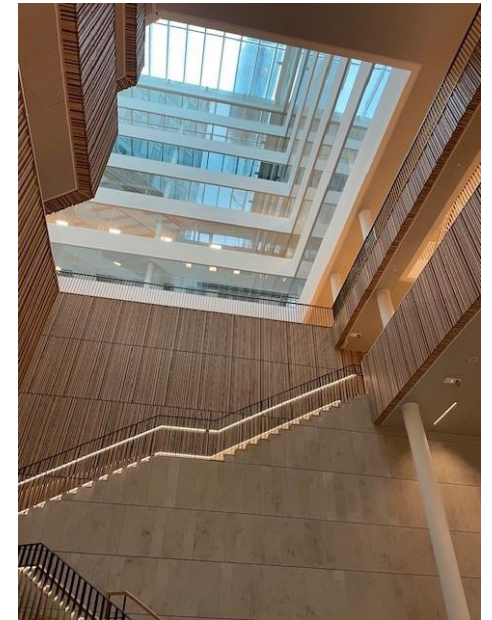
Sweden

- **A competent challenger with several growth opportunities.**
- **Industry leading expertise in selected segments: structural design, engineering planning and consulting for buildings and properties, infrastructure, and geotechnical design.**
- **Digital solutions** for traffic and infrastructure in Sweden.

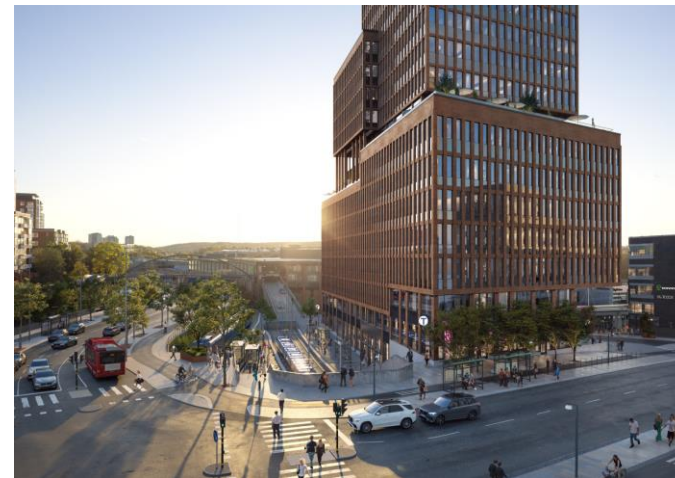
Share of the Group's net sales



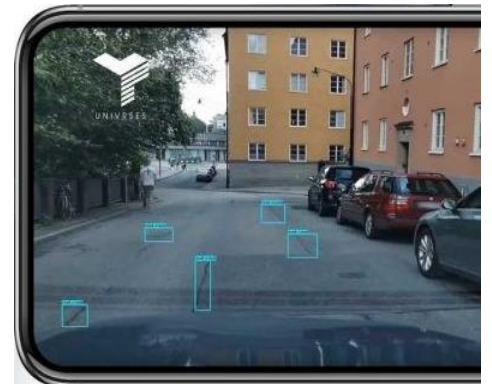
Real estate development project of the KV Johanna block in Gothenburg



Citygate office property in Stockholm



Sickla Stationshus, Stockholm



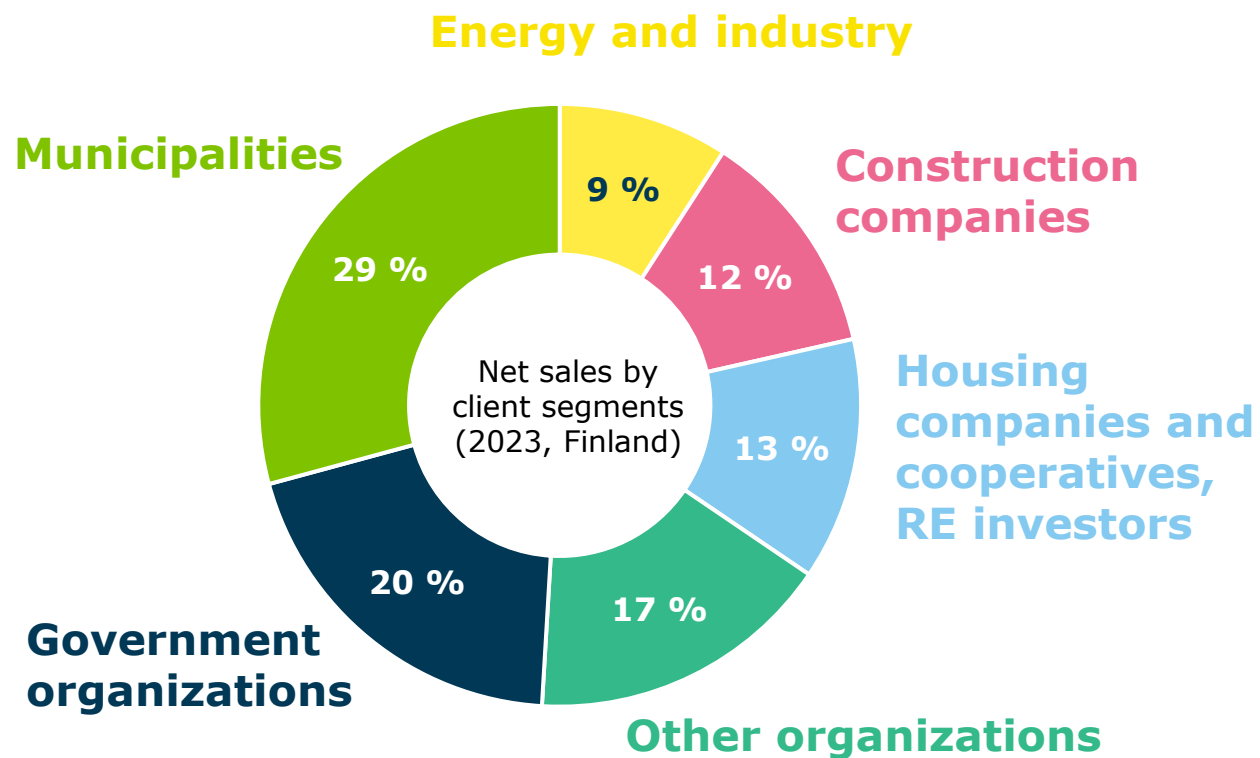
Maintenance and development of the national support system for road transport in Sweden (Infracontrol)

Examples of projects where Sitowise was in a designer/ planning role or acted as a supervisor.

SITOWISE

Broad and diverse client base

Green transition, security, and digitalization of the built environment offer growth opportunities

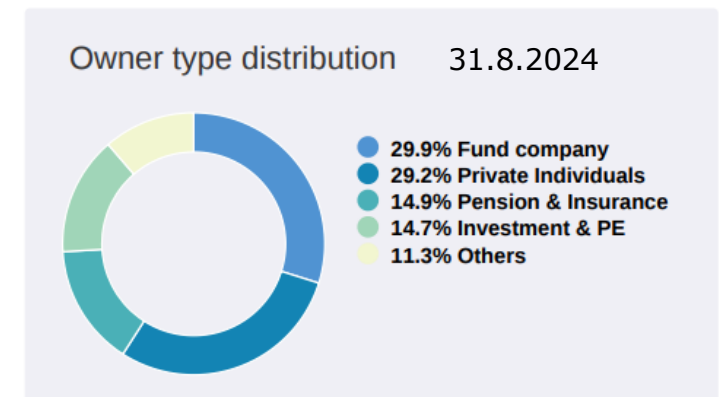
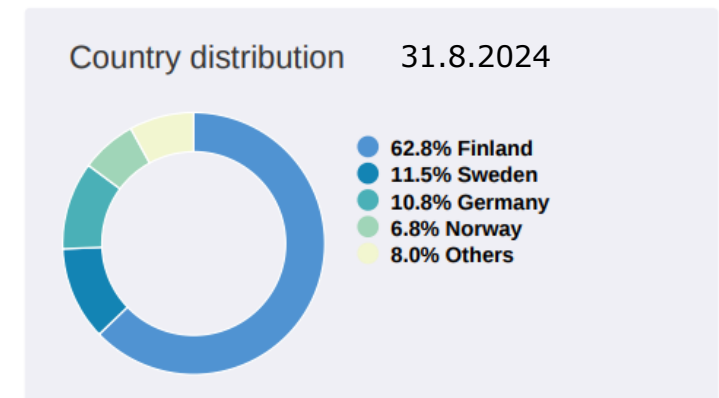


International owner base – Largest shareholders

(30.9.2024)

#	Owner	Number of shares and votes	% of capital and votes	Country	Owner type
1	Paradigm Capital AG	5,385,642	15.02 %	Germany	Fund company
2	Intera Partners Oy	5,121,573	14.29 %	Finland	Investment & PE
3	Protector Forsikring ASA	2,454,047	6.85 %	Norway	Pension & insurance
4	Evli Fund Management	1,663,003	4.64 %	Finland	Fund company
5	Lannebo Kapitalförvaltning AB	1,563,569	4.36 %	Sweden	Fund company
6	Handelsbanken Fonder	1,537,079	4.29 %	Sweden	Fund company
7	Ilmarinen Mutual Pension Insurance Company	1,071,500	2.99 %	Finland	Pension & insurance
8	SEB Fonder	881,683	2.46 %	Sweden	Fund company
9	Varma Mutual Pension Insurance Company	635,000	1.77 %	Finland	Pension & insurance
10	Aktia Asset Management	432,211	1.21 %	Finland	Fund company
		20,745,307	57.87 %		

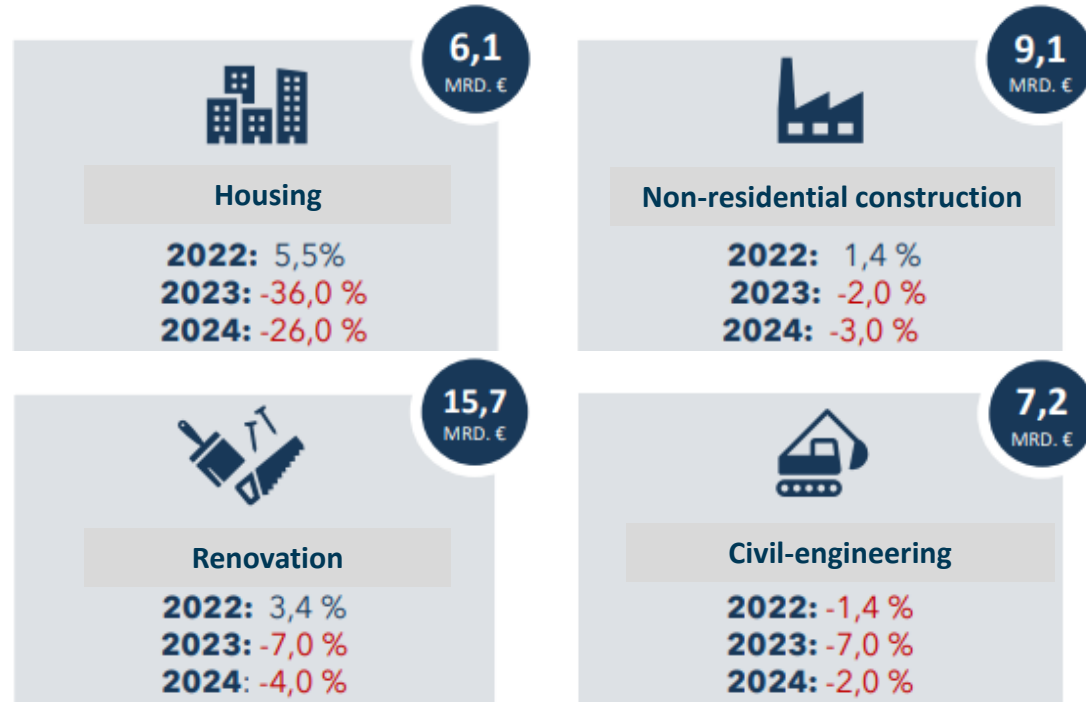
Owner distribution [↗](#)



In 2023, the market turned from a very strong market to a very weak one – **Infra and Digi, however, continued strong performance**

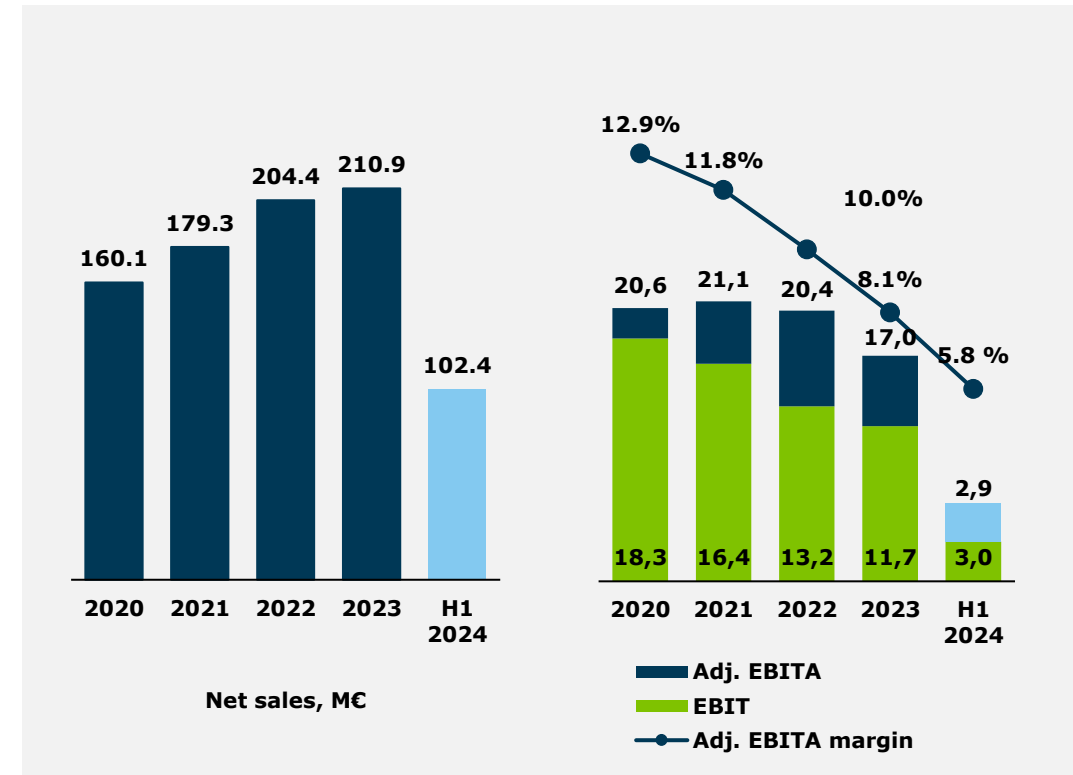
MARKET DEVELOPEMENT

Construction development 2022–23 and outlook 2024–25*



SITOWISE'S GROWTH AND PROFITABILITY

Headwind from the construction market a significant factor in profitability development

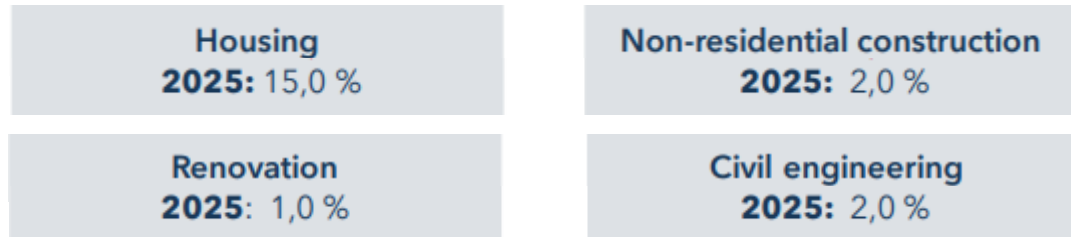


= CONSTRUCTION IN TOTAL*: 2022e: +3,4 % 2023e: -16 % 2024e: -7 %

*Source: Statistics Finland, The Finnish Construction Industry [RT](#) Forecast September 2024

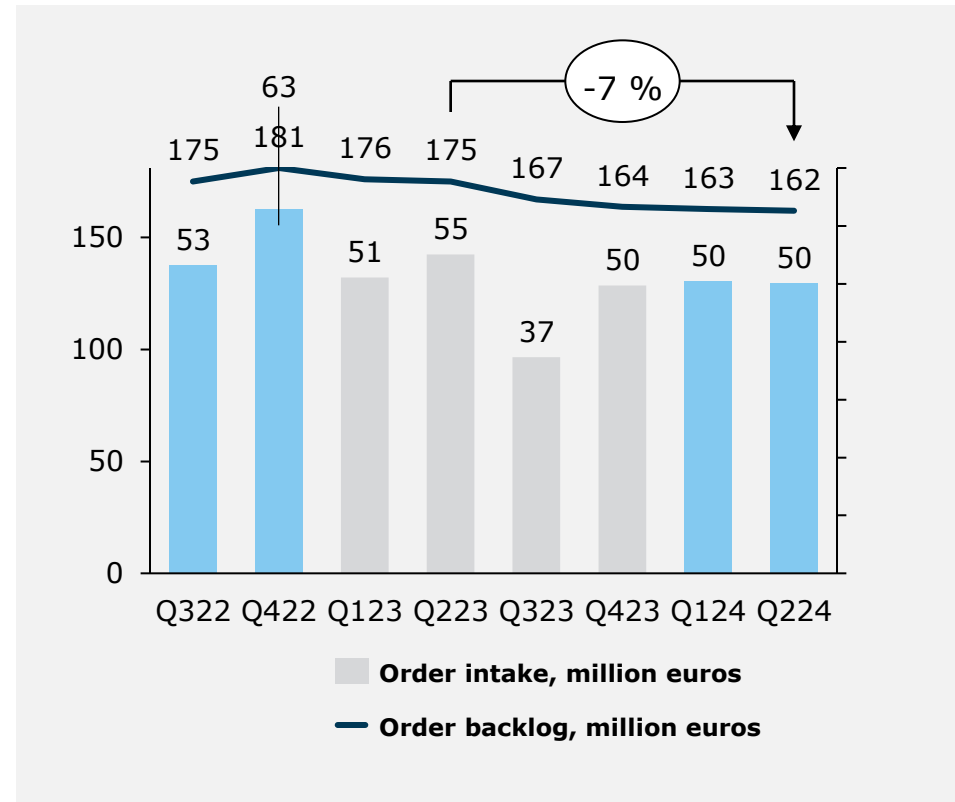
There are signs of the market bottoming out and the industry gradually recovering

CONSTRUCTION INDUSTRY OUTLOOK*



*Source: The Finnish Construction Industry [RI](#) Forecast September 2024

SITOWISE'S ORDER BACKLOG AND ORDER INTAKE HAVE STABILIZED



Our topics today

01

Sitowise in brief

02

**Future growth
spearheads in**

03

Why Sitowise?

What tomorrow looks like?

Megatrends continue to drive demand for technical consulting



URBANISATION



**MAINTENANCE
BACKLOG OF THE
BUILT
ENVIRONMENT**



**DIGITALISATION
AND THE
INCREASE OF THE
AMOUNT OF DATA**



**CLIMATE
CHANGE,
BIODIVERSITY**



SECURITY

Sitowise strategy 2025

We understand our clients



We work as one team



We trust each other



We are open



We are brave



OUR PURPOSE ›

Empowering passionate experts to solve complex challenges.

OUR VISION ›
Redefining smartness in cities



The most innovative



The most sustainable



The most efficient

WE WILL FOCUS ON ›

- Creating new smart services
- Accelerating growth in Sweden
- Expanding our digital solutions business
- Becoming a thought leader in sustainability
- Being the most well-known and desired employer
- Finding the smartest ways to work

Focus directed to growth sectors

- Growing demand for services related to **renewable energy, sustainability and security**.
- Sales focus on further diversification of client base in energy and industrial sectors.
 - For example, Suomen Voima's Energy Storage Project Noste (pumped storage hydropower plant).
- Acquisitions expanding our expertise and offering.

Picture: **Suomen Voima's Noste-project**, Kemijärvi Illustration of the upper reservoir (Infra business area). Photo: Suomen Voima.



Building our competitive edge

- **New Smart Services, SaaS business growth.**
- **Utilization of AI in product business and own operations.**
- **Maintaining close customer relationships, new ecosystems.**
- ***Building for the future* -program in Buildings and Sweden business areas.**

Picture: Sitowise is collaborating with Ponsse to explore the potential of artificial intelligence for smarter planning and optimization of loggings (Digital Solutions business area).



We are making good progress - recent wins and progress



Metsähallitus Ebba offshore wind project: EIA and planning consultant



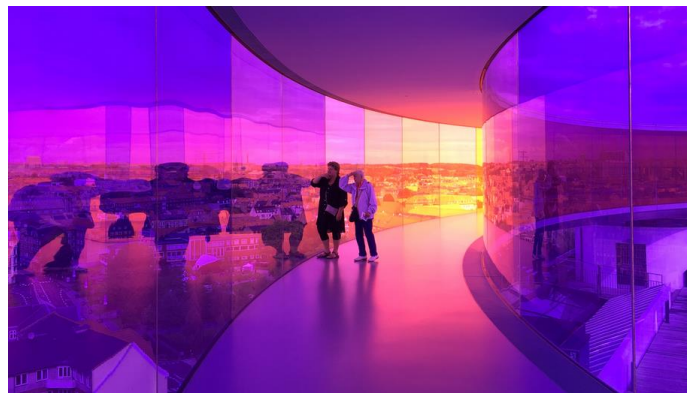
Partnership with the energy company Neoen regarding renewable energy projects



Study related to Traficom's C-ITS capabilities.



Agreement with Innovestor for the development of energy and battery solutions for several different properties



Sitowise AI Center of Excellence and own Saga AI assistant



Expansion of the product portfolio with new AI-based Smartlas additional services and the Planect product

SITOWISE

Our topics today

01

Sitowise in brief

02

**Future growth
spearheads in**

03

Why Sitowise?

A well-diversified portfolio helps drive profitable growth in changing markets - short-term outlook



Infrastructure

- Post-cyclicality of infrastructure construction slows down growth.
- The demand for services related to the green transition, safety and digitization of the built environment is growing strongly.
- Sitowise has a strong market position and good conditions for continuing profitable growth.



Buildings

- 2024 is expected to be difficult and the turn to growth will only take place on a larger scale in 2025.
- The Building for the Future program is progressing.
- Medium- and long-term prospects are good.



Digital Solutions

- Weak private sector demand will slow down growth in 2024.
- Strong differentiation factors and the opportunity to create a new market.
- The medium- and long-term prospects are good, the product business is expected to continue to grow.



Sweden

- As a whole, 2024 is expected to be challenging, with a return to growth only in 2025.
- The Building for the Future program is progressing.
- Medium- and long-term prospects are good.

Summary

- 1** A leading player in a growing technical consulting market with clear strategic targets and implementation plans
- 2** Broad technical consulting service offering with unique opportunities to combine capabilities in different business areas
- 3** Broad customer base that provides a solid platform for growth
- 4** Innovation, Sustainability and Efficiency part of our DNA and source of competitive advantage
- 5** Successful platform with strong historic growth, high margins and strong cash flow that can be leveraged in potential future acquisitions
- 6** An attractive workplace for top experts





Thank you!

Questions?

ir@sitowise.com