

Etteplan Q1 2022:

**A strong start to
the year**

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President and CEO

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Espoo, Finland





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Operating environment Q1 2022

- The demand situation has been good.
- Prolongation of the pandemic continues to have an impact on the market. Our industrial customers have adapted to the effects, and their business has developed favorably.
- Russia's attack on Ukraine increased uncertainty but had limited affect on demand.

Development in main markets:

The pandemic continued to affect the market situation in Europe:

- **In Finland**, the overall market situation remained fairly good.
- **In Sweden, Denmark, the Netherlands, Germany and Poland** increased uncertainty had only small impacts on demand.
- Pandemic related shutdown measures affected the demand situation in **China**, especially toward the end of the review period.

Highlights Q1 2022

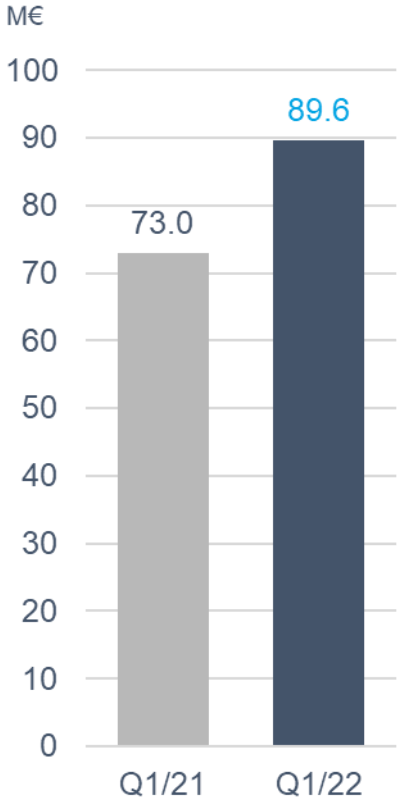
- Very strong growth supported by acquisitions, we also accelerated organic growth.
- Profitability was in line with our target.
- Cash flow was also at a good level thanks to strong Q4/21.

- The prolongation of the COVID-19 pandemic had no major impacts on demand, but the sickness-related absences increased significantly.
- Russia's attack to Ukraine has had only minor impacts on our business so far.



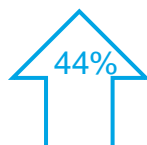
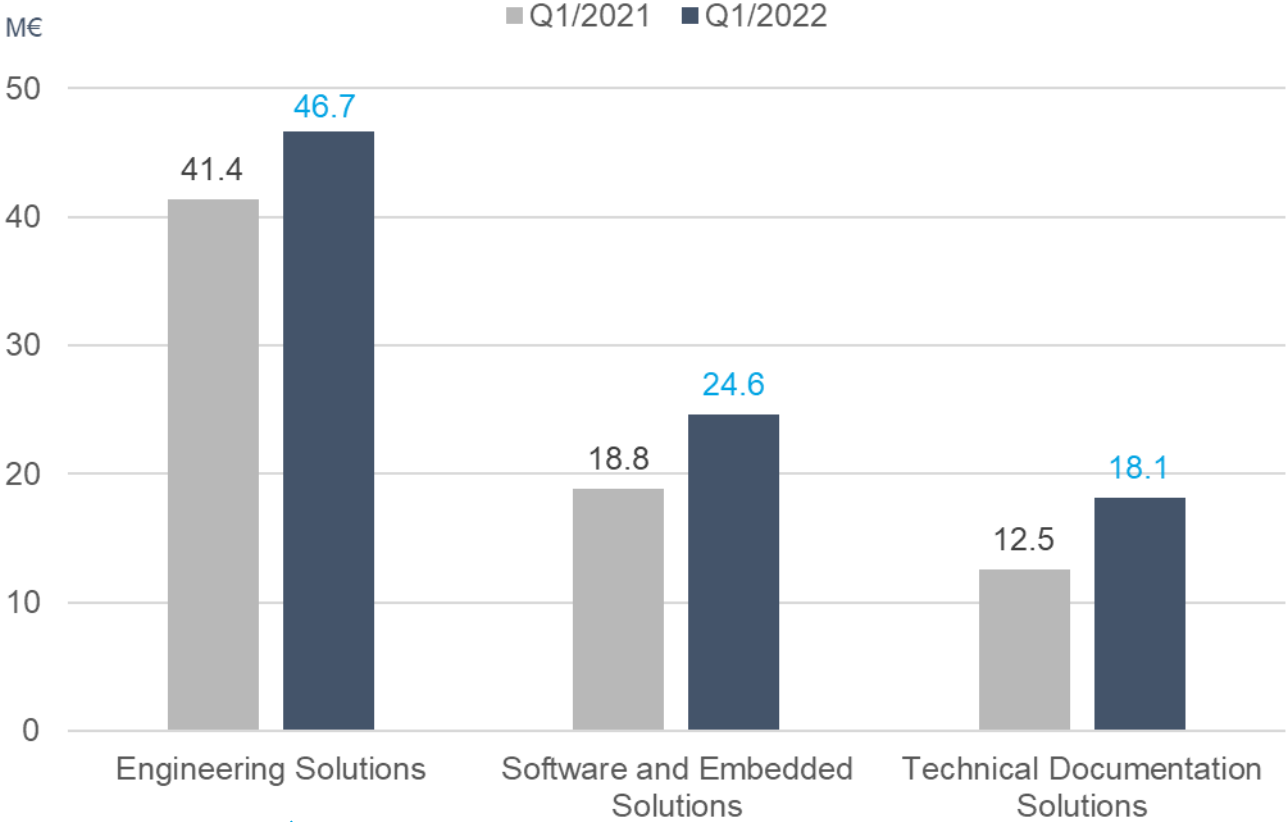
Revenue

Group



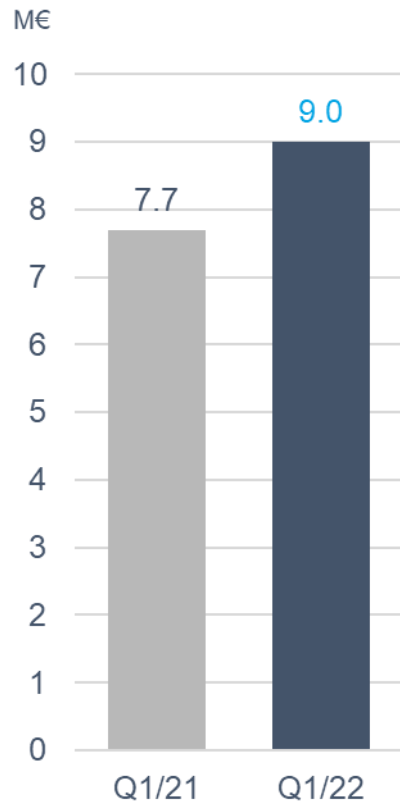
Organic growth +14.1%

Service areas

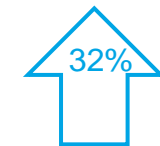
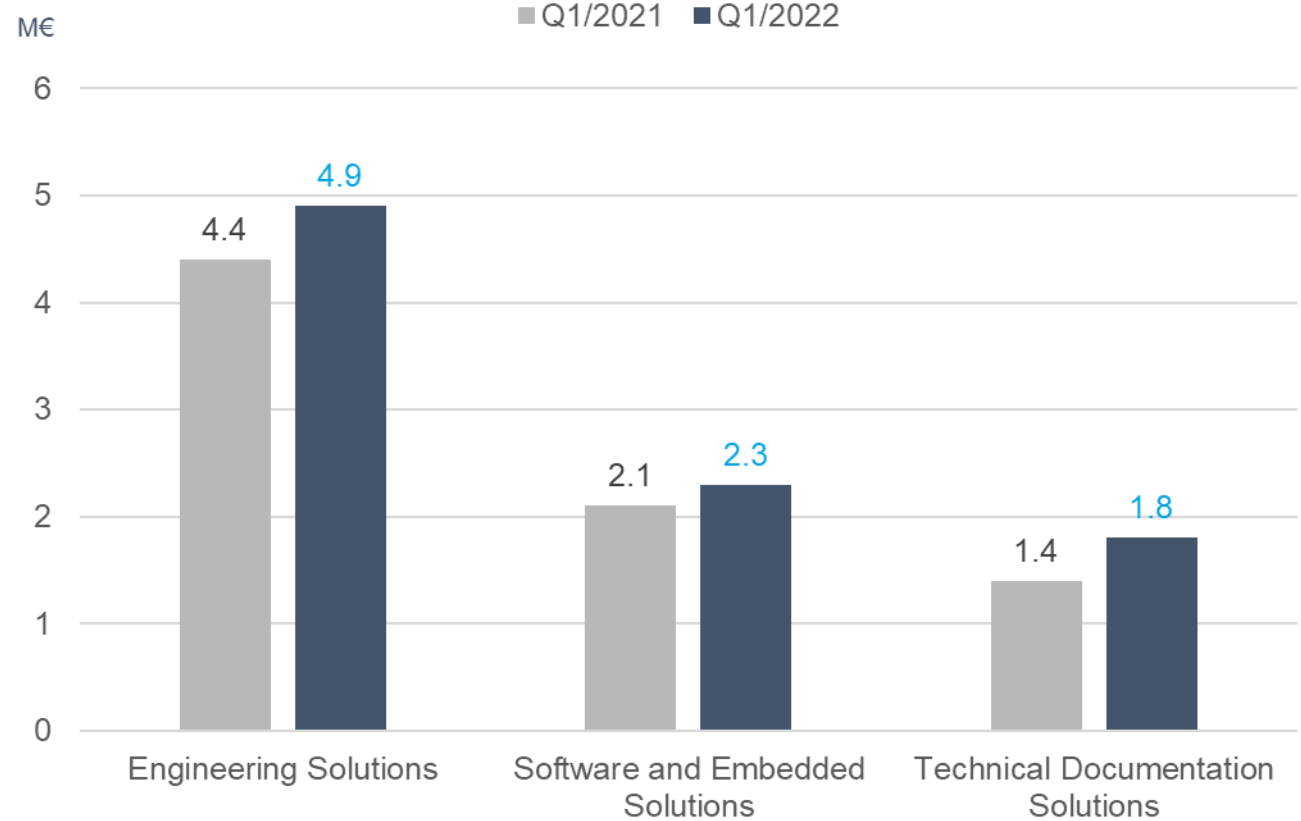


Operating profit (EBITA)

Group



Service areas



Revenue and personnel



- Engineering Solutions 52% (57%)
- Software and Embedded Solutions 28% (26%)
- Technical Documentation Solutions 20% (17%)

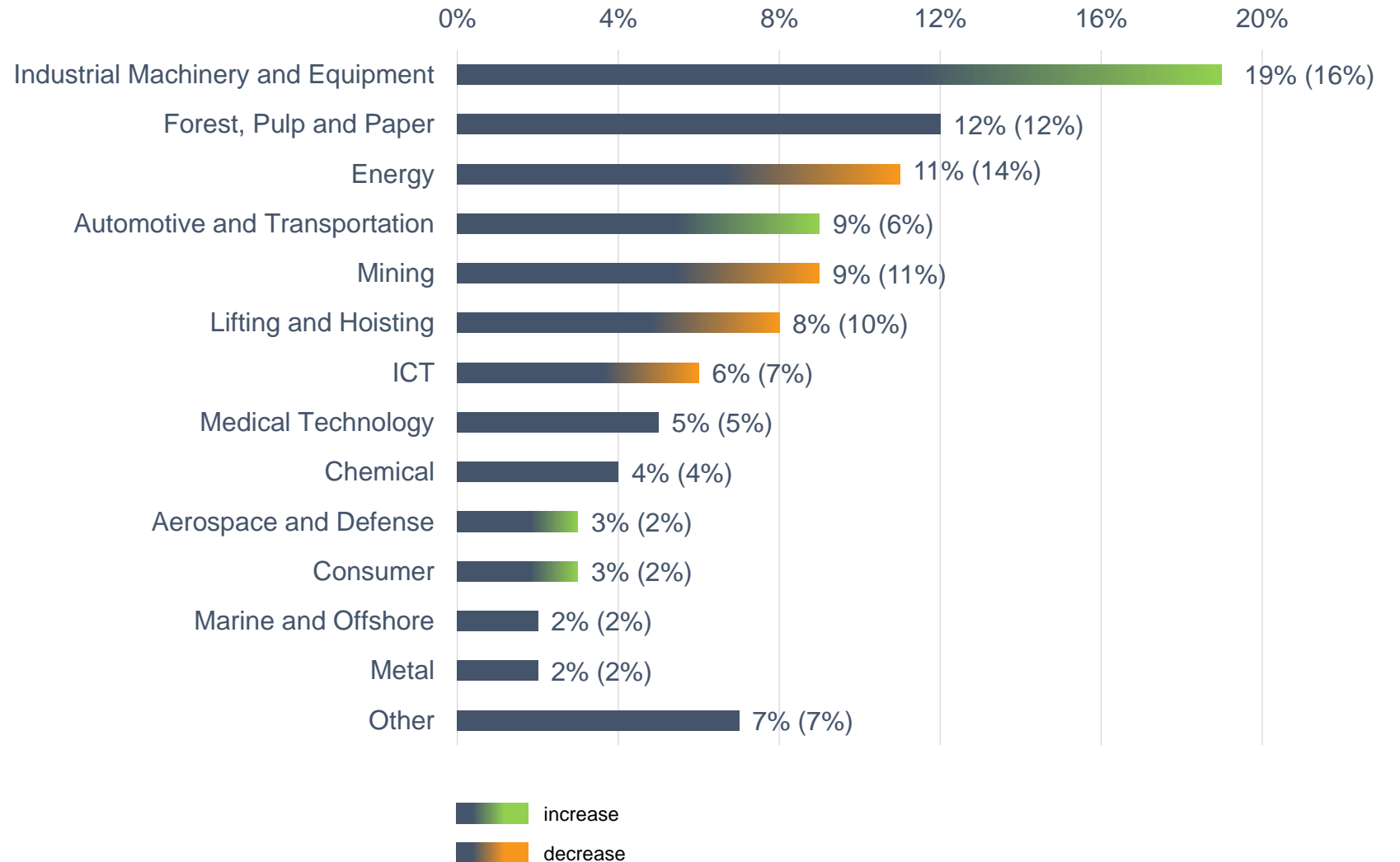


- Finland 53% (57%)
- Scandinavia 25% (24%)
- Central Europe 19% (15%)
- China 3% (4%)



- Finland 52% (58%)
- Scandinavia 17% (18%)
- Central Europe 20% (13%)
- China 11% (11%)

Revenue by customer segment 1-3/2022



Financial guidance and Outlook 2022

Financial guidance

- Revenue in 2022 is estimated to be EUR 340-370 (2021: 300.1) million
- Operating profit (EBIT) in 2022 is estimated to be EUR 28-32 (2021: 25.8) million.

Market outlook

The most important factor affecting Etteplan's business is the global development of the machinery and metal industry.

The prolongation of the COVID-19 pandemic continues to have an impact on the market situation and supply chains. Our customers have adapted to the effects of the pandemic, and their business has developed positively.

Russia's attack on Ukraine increases uncertainty in the markets and leads to higher costs, which may affect the demand situation and slow down investments.

On the other hand, the unstable geopolitical climate increases demand in the defense industry and for investments related to the green transition.

We expect the general demand situation to remain fairly good throughout 2022.

Financial development Q1 2022



Key Figures Q1 2022

M€	1-3/2022	1-3/2021	Change %	1-12/2021
Revenue	89.6	73.0	22.8	300.1
Revenue from outside Finland	42.2	31.4	34.4	130.1
Operating profit (EBITA)	9.0	7.7	16.6	30.1
EBITA, %	10.0	10.5		10.0
Operating profit (EBIT)	7.6	6.6	15.6	25.8
EBIT, %	8.5	9.0		8.6
Basic earnings per share, EUR	0.23	0.21	9.5	0.80
Operating cash flow	8.6	1.3		27.1
Managed Services Index	65	64	0.8	63
Personnel at end of the period	3,877	3,331	16.4	3,629

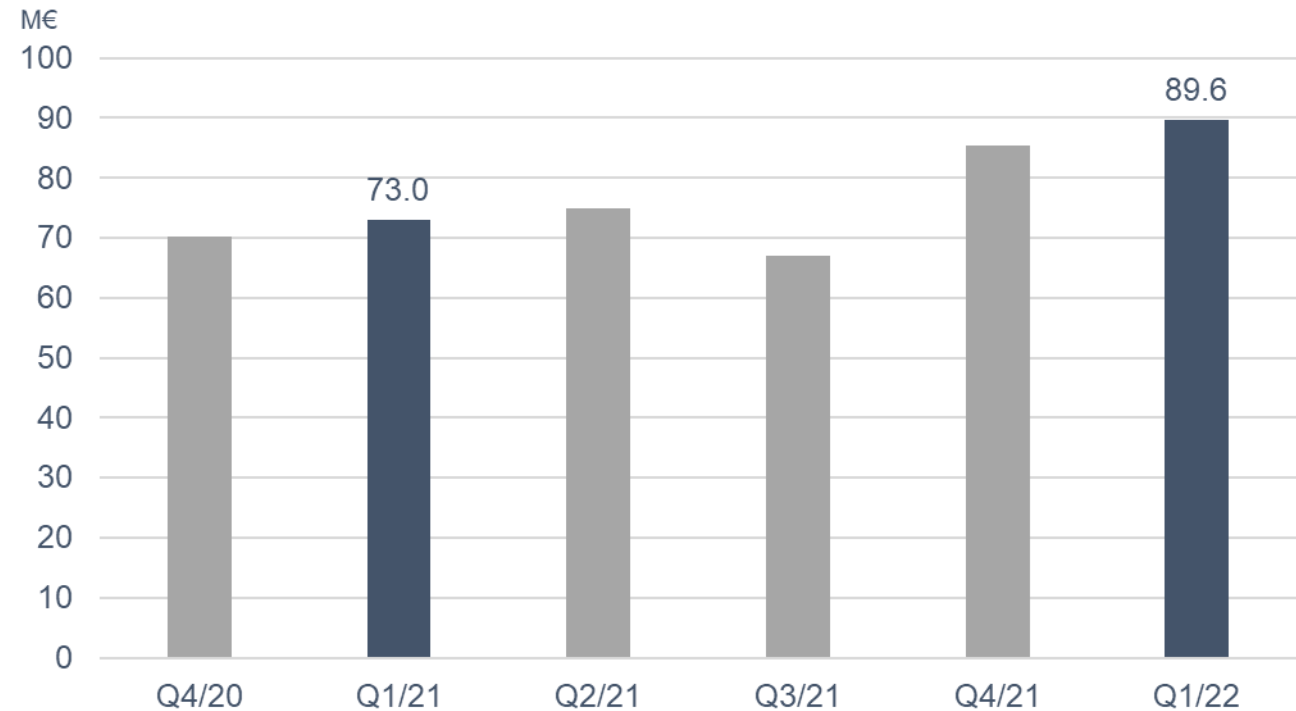
Revenue

Q1 2022

89.6 M€ (73.0 M€) +22.8%

Organic +14.1%

- Acquisitions increased revenue, organic growth was also strong due to organic investments and success of the outsourcing business.
- The significant increase in sickness-related absences affected revenue development.
- Revenue from key accounts increased by 9.8%.



Growth through acquisitions - altogether eight in 2021-2022

The most recent acquisition: LCA Consulting Oy

- Focuses on life cycle assessment of companies, products and production, carbon footprint analysis and expert training.
- We will help companies determine their carbon footprint and help them to develop products and production to support their green transition and meet their sustainability goals.



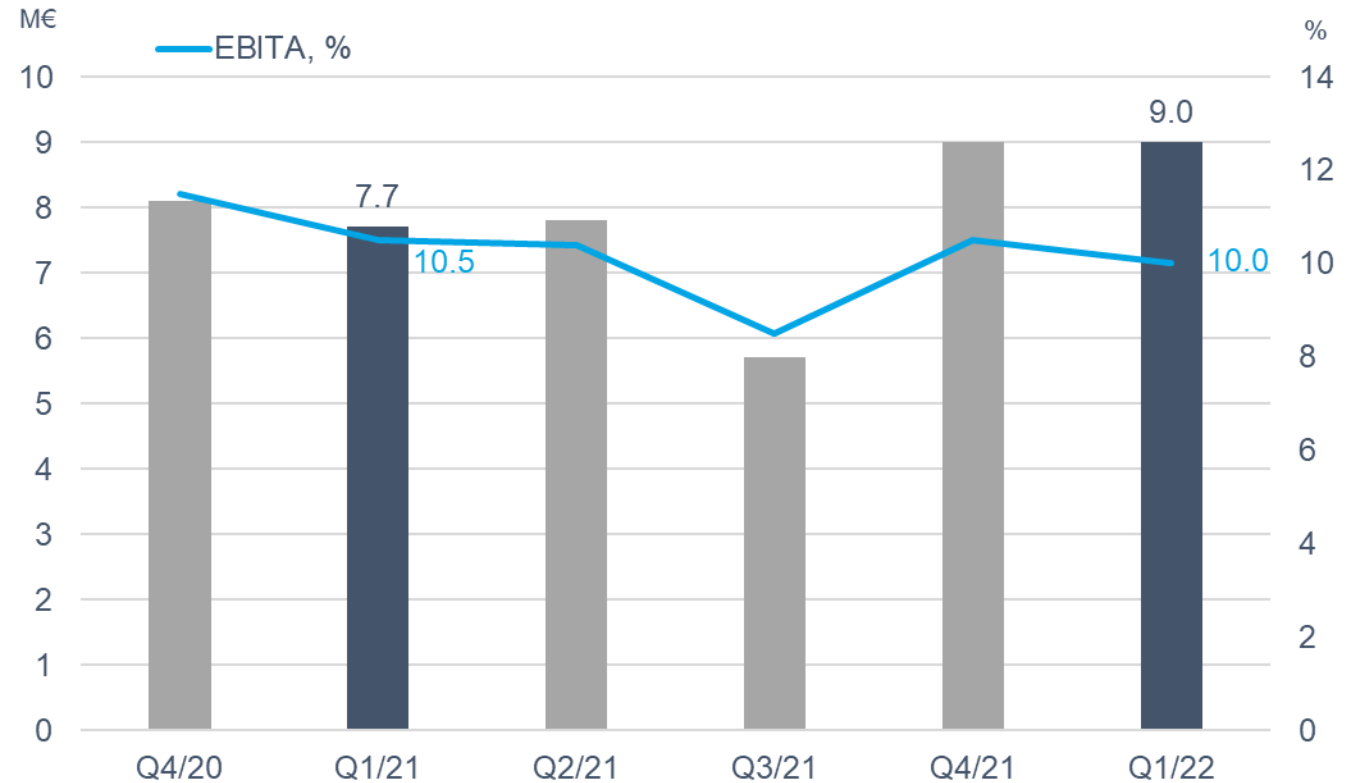
Acquired company	Number of personnel	Included in Etteplan's figures
LCA Consulting Oy, Finland	11	May 1, 2022
Syncore Technologies AB, Sweden	46	February 1, 2022
Cognitas GmbH, Germany	200	January 1, 2022
BST Buck Systemtechnik GmbH, Germany	30	October 1, 2021
Adina Solutions Oy, Finland	13	August 1, 2021
Skyrise.tech S.A. in Poland	80	June 1, 2021
F.I.T. Fahrzeug Ingenieurtechnik GmbH, Germany	15	May 1, 2021
TekPartner A/S, Denmark	19 + network	January 1, 2021

EBITA

Q1 2022

9.0 M€, 10.0% +16.6%
(7.7 M€, 10.5%)
Non-recurring -0.3 (0.0)

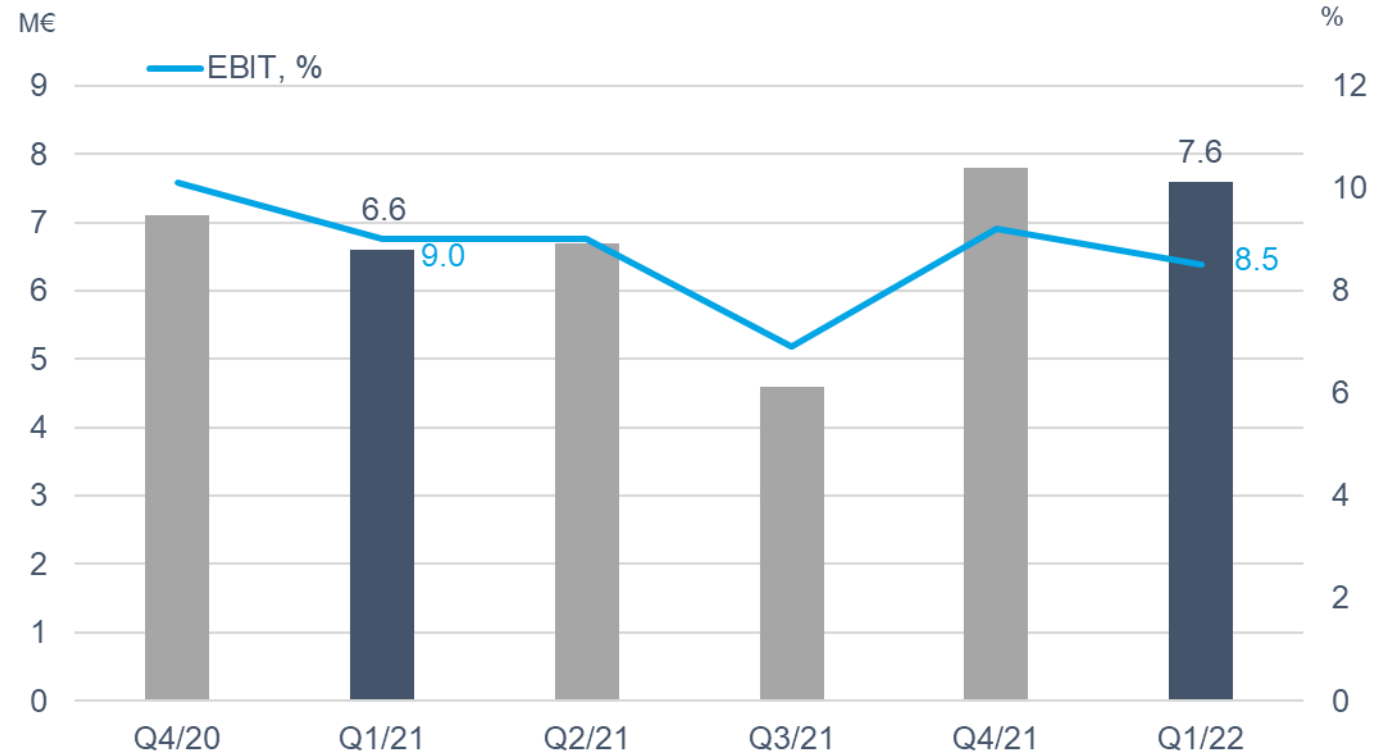
- Profitability was at a good level thanks to good operational efficiency.
- Increased sickness-related absences had a slight effect on profitability.
- We continued to work remotely, but the transition to hybrid work is under way, which will slightly affect the cost structure going forward.



EBIT Q1 2022

7.6 M€, 8.5% +15.6%
(6.6 M€, 9.0%)
Non-recurring -0.3 (0.0)

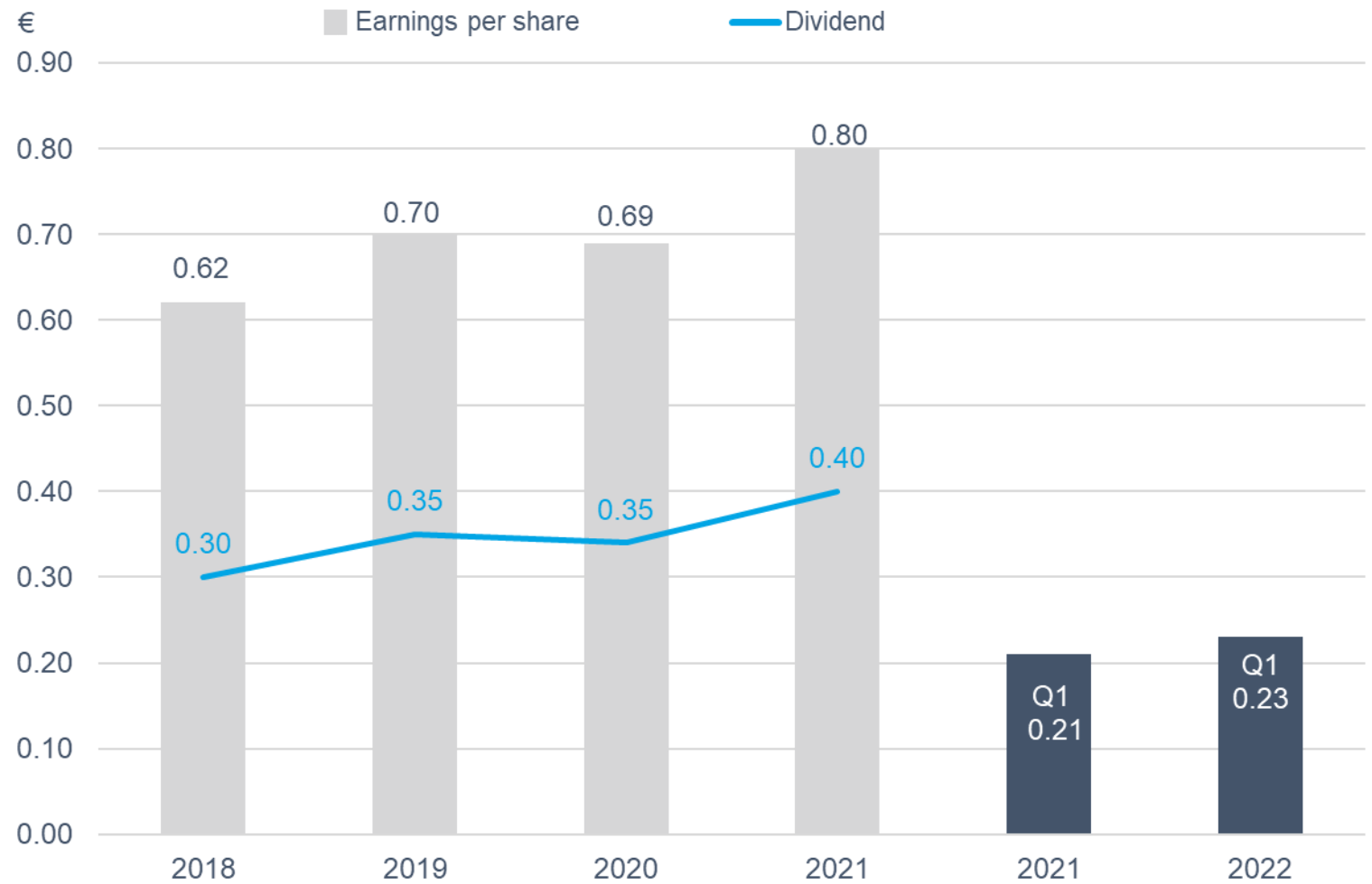
Amortization related to acquisitions
were EUR 1.3 million.



Earnings per share and dividend

Earnings per share

1-3/2022: 0.23 € (0.21 €) +9.5%

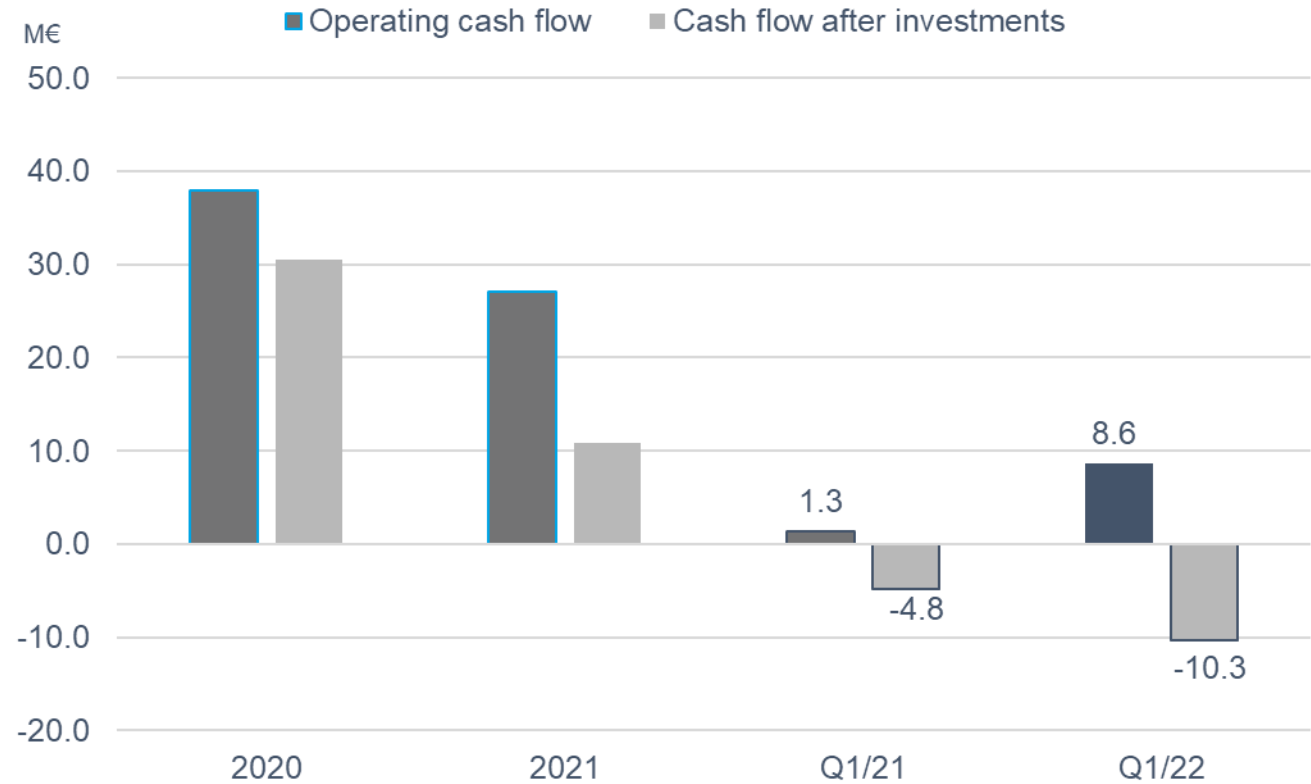


Cash flow

Operating cash flow

1-3/2022: 8.6 M€ (1.3 M€)

- Operating cash flow improved year-on-year
- Strong invoicing in the final quarter of 2021 was reflected favorably in operating cash flow in early 2022.



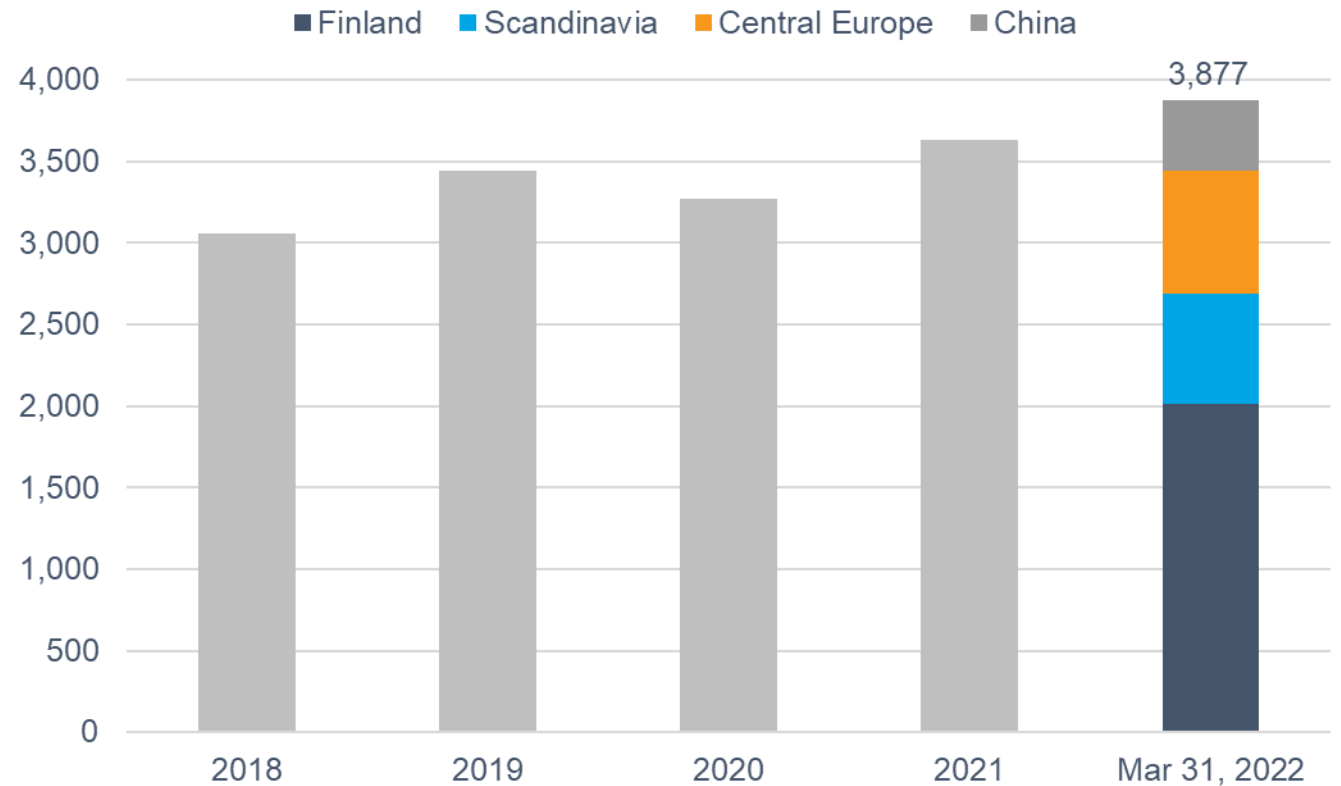
Cash flow accrues unevenly over the four quarters of the year due to periodic fluctuation in business.

Personnel

At the end of the period
3,877 (3,331) **+16.4%**
Average **3,858** (3,322)

Compared to the end of March 2021, the number of personnel increased by 16.4%.

At the end of the review period, 1,865 (Mar 31, 2021: 1,409) people were employed by the Group outside of Finland.



Service areas Q1 2022

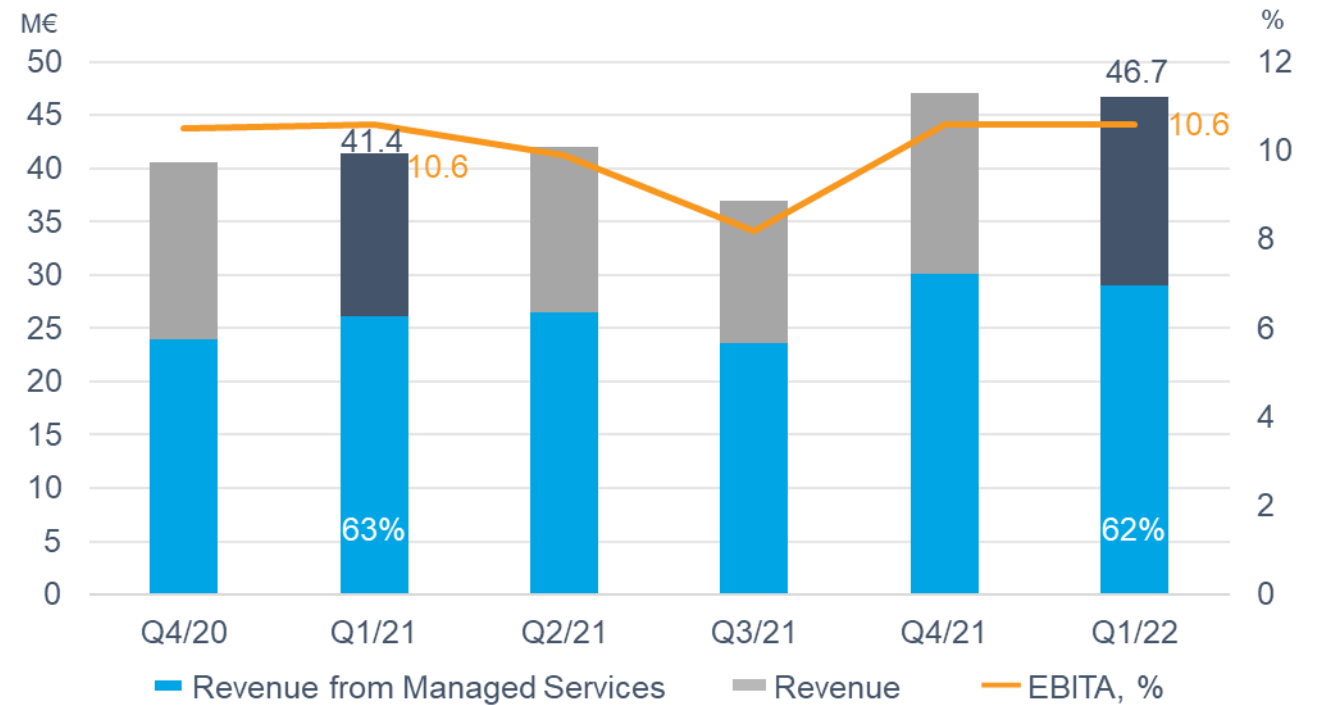
Engineering Solutions Q1 2022

Revenue **46.7 M€** (41.4 M€) **+12.8%**

EBITA **4.9 M€**, **10.6%** (4.4 M€, 10.6%)

Personnel **2,088** (1,955) at the end of the period

- The demand situation was at a good level in all markets.
- Increased uncertainty has further increased customers' interest in outsourcing solutions.
- Operational efficiency was at excellent level and contributed to profitability.



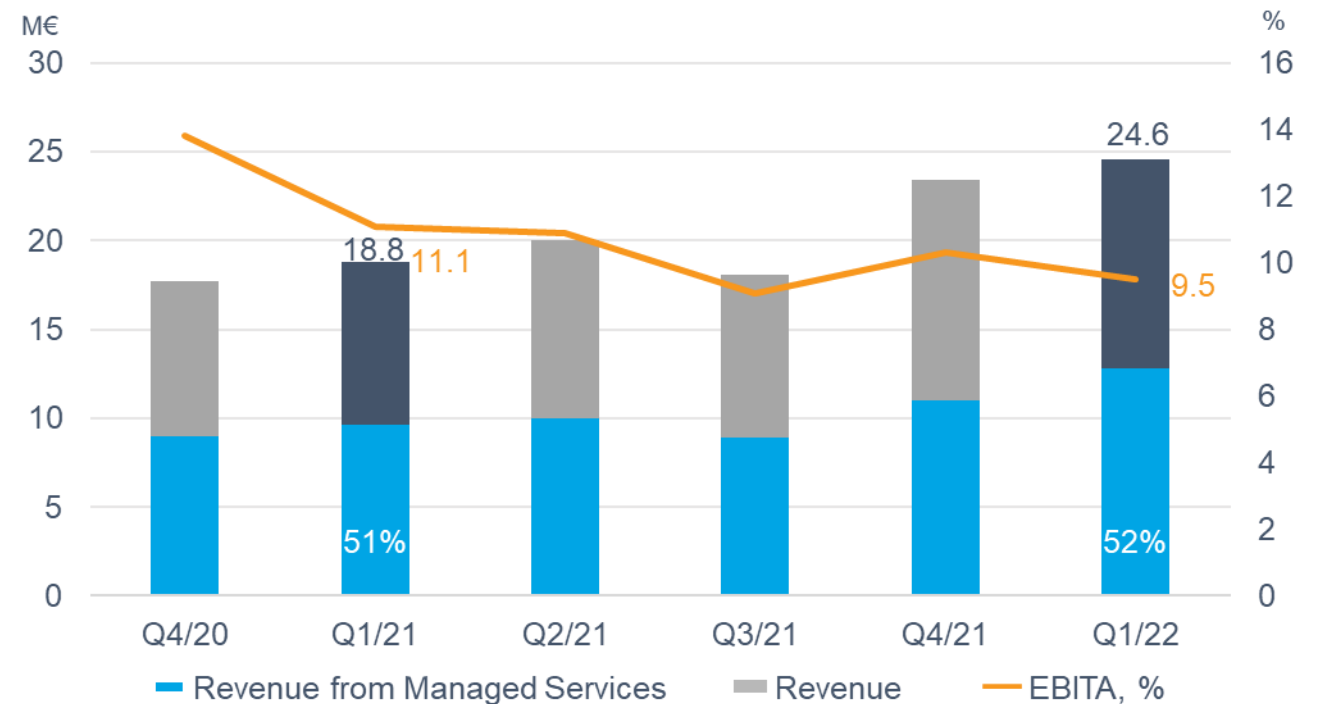
Software and Embedded Solutions Q1 2022

Revenue **24.6 M€** (18.8 M€) **+30.8%**

EBITA **2.3 M€**, **9.5%** (2.1 M€, 11.1%)

Personnel **778** (639) at the end of the period

- Demand situation remained good.
- Acquisitions and increased subcontracting affected revenue.
- We acquired embedded systems specialist Syncore Technologies from Sweden.
- Operating profit (EBITA) grew, but profitability declined.
 - In some units operational efficiency was weak. Actions to address the situation have been initiated.
 - Increased subcontracting slightly effected profitability.



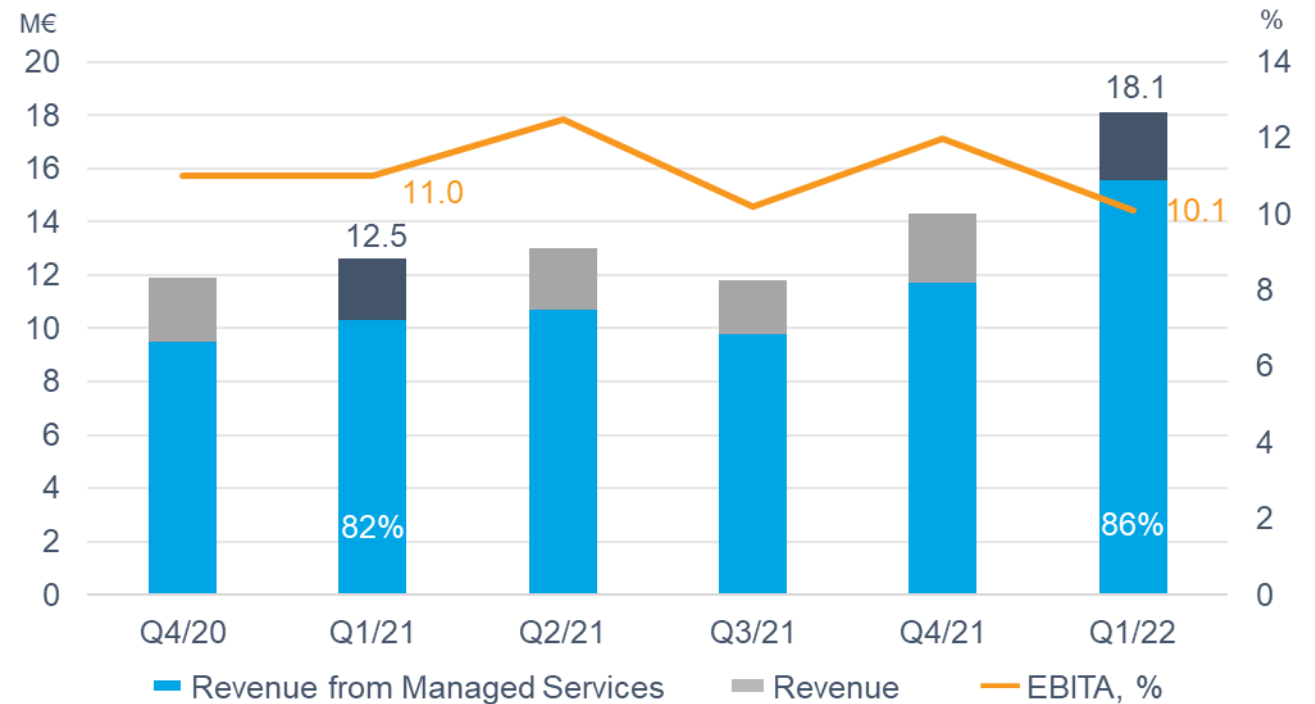
Technical Documentation Solutions Q1 2022

Revenue **18.1 M€** (12.5 M€) **+44.3%**

EBITA **1.8 M€**, **10.1%** (1.4 M€, 11.0%)

Personnel **878** (612) at the end of the period

- Demand situation remained good.
- Acquisitions and success of outsourcings contributed to growth.
- We acquired Cognitas GmbH and became a market-leading company in Germany.
- Operational efficiency was at a fairly good level.
- Profitability declined as Cognitas' weaker profitability in Q1, which was expected, affected the profitability.



Etteplan's targets



Financial targets 2020-2024

Revenue
>EUR 500
million

Rolling 12 months:
EUR 317 million

50%
Revenue
outside
Finland

1-3/2022: 47%

75%
Managed
Services share
of Revenue

1-3/2022: 65%

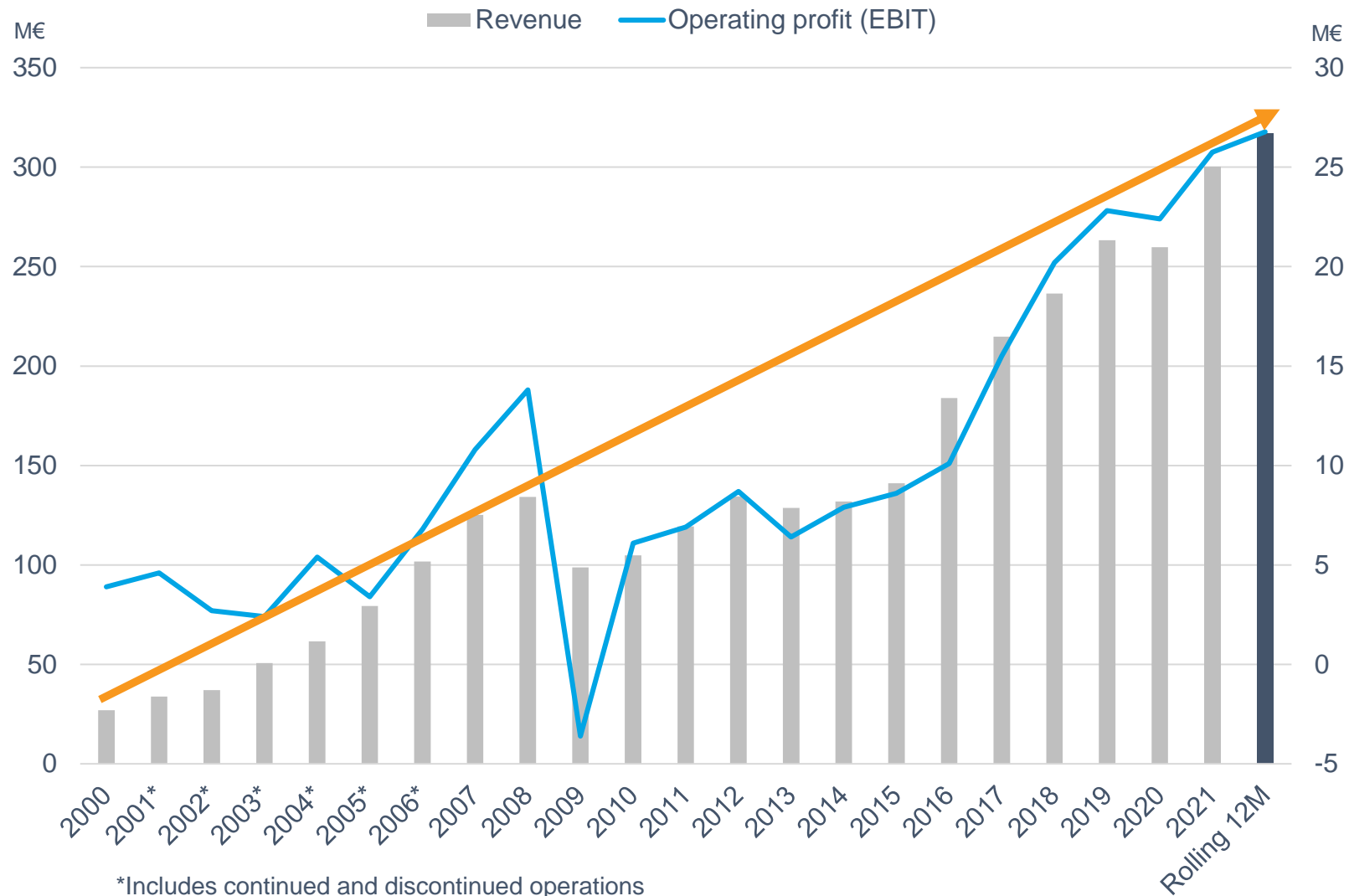
10%
Operating
profit
(EBITA)

1-3/2022: 10.0%

Questions?



Revenue and EBIT 2000-Q1/2022



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Etteplan