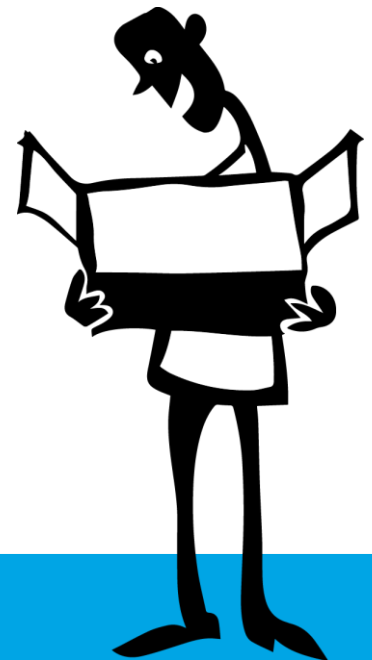


Etteplan – profitable growth company

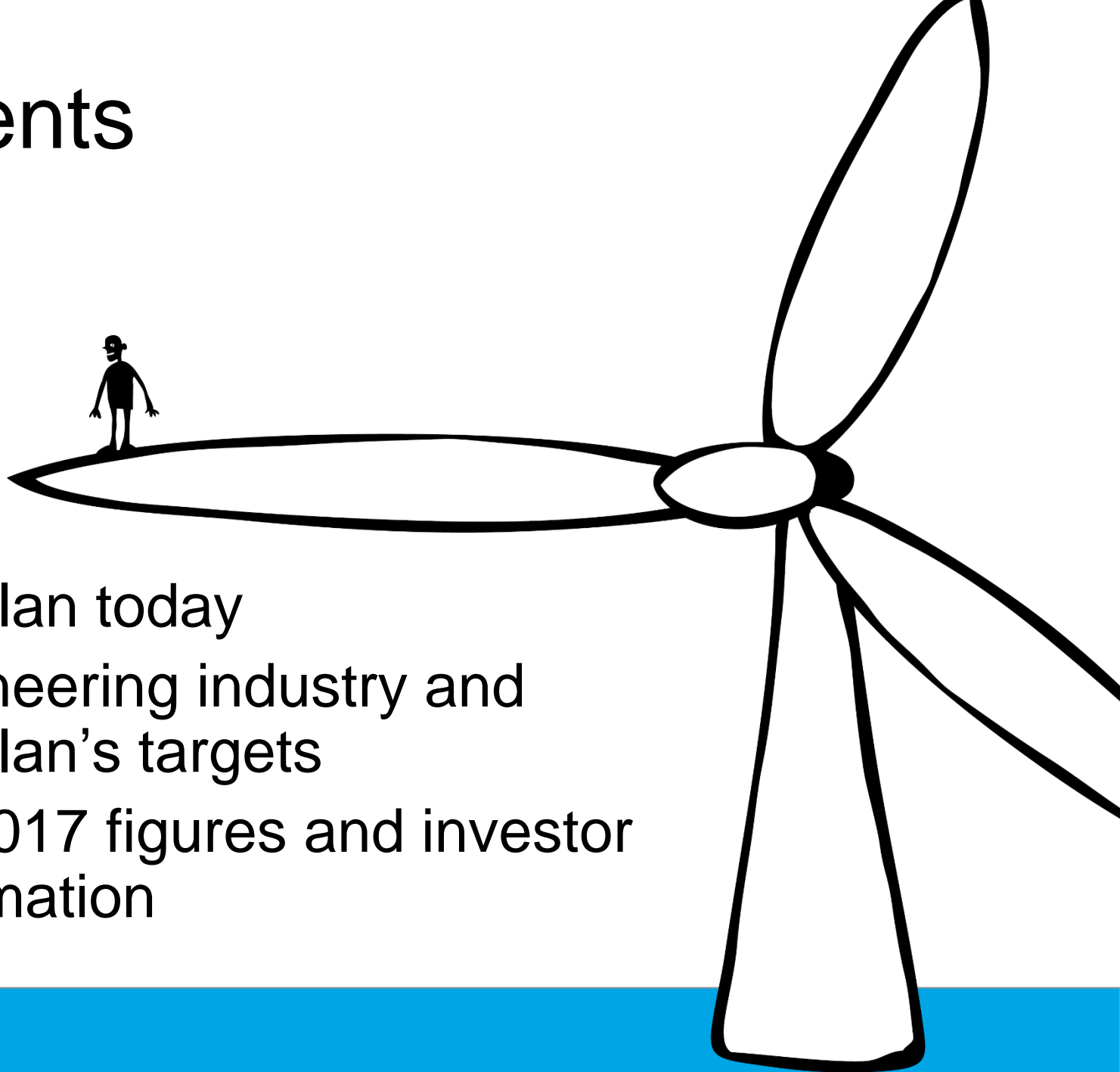
Juha Näkki, President and CEO

September 22, 2017

Danske Bank Markets – Small & Mid Cap



Contents



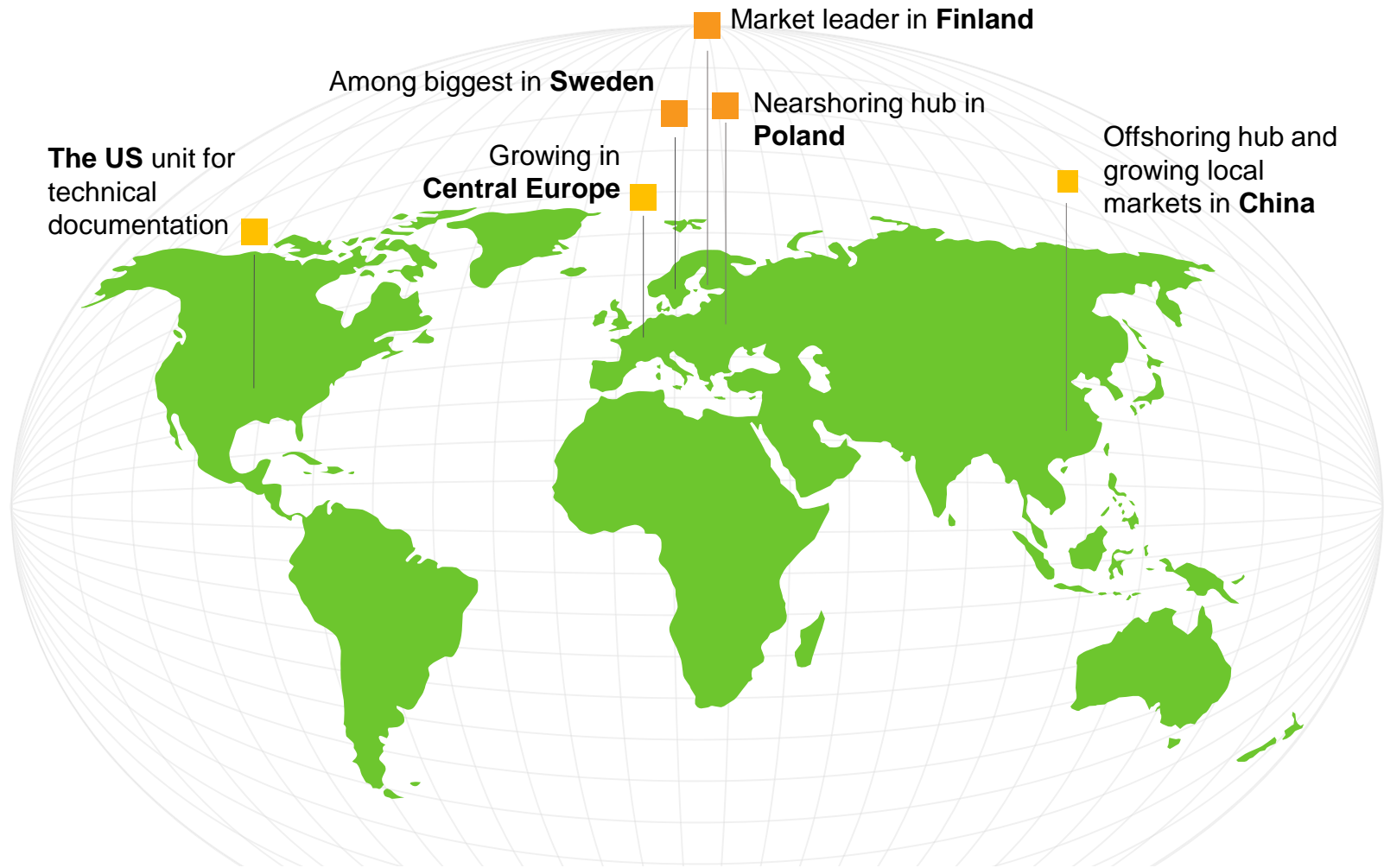
1. Etteplan today
2. Engineering industry and Etteplan's targets
3. Q2/2017 figures and investor information

Etteplan in brief

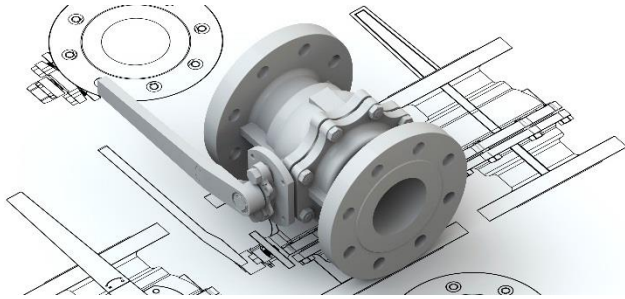
- One of the largest engineering services companies in the Nordic countries.
- Established in 1983.
- Revenue in 2016: EUR 183,9 million.
 - Etteplan strengthened its Services offering through significant acquisitions in 2015 and 2016.
- Approximately 2,800 experts in seven countries.
- Etteplan's shares are listed on Nasdaq Helsinki Ltd under the ETTE ticker.



Etteplan worldwide – more than 50 offices in seven countries



Engineering with a difference



Engineering services support customer's product development and machine manufacturing.



Embedded systems and IoT (Internet of Things) bring intelligence to machines and equipment and enable their networking.



Technical documentation services improve the efficiency of the service business of equipment manufacturers.

SmartFields by Etteplan

- The solution brings IoT (Internet of Things) into farming.
- Enables farmers to increase their productivity in an easy and cost efficient way.
- The system measures humidity, temperature and acidity of land.
 - Transceivers can be placed on different fields to give the farmer an overview of the condition of the fields.
 - Data is transferred via the LoRa network (Long Range), a long range, low power wireless platform.
- The innovation won the second prize in the prestigious Tele2 IoT Challenge, where there were 135 participants from 28 countries.

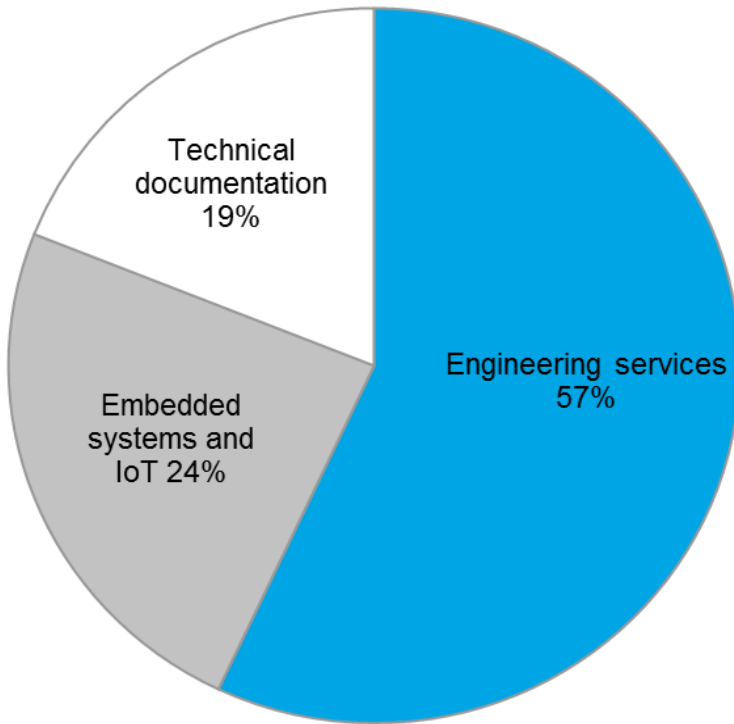


SmartFields by Etteplan
Bringing IoT to farming

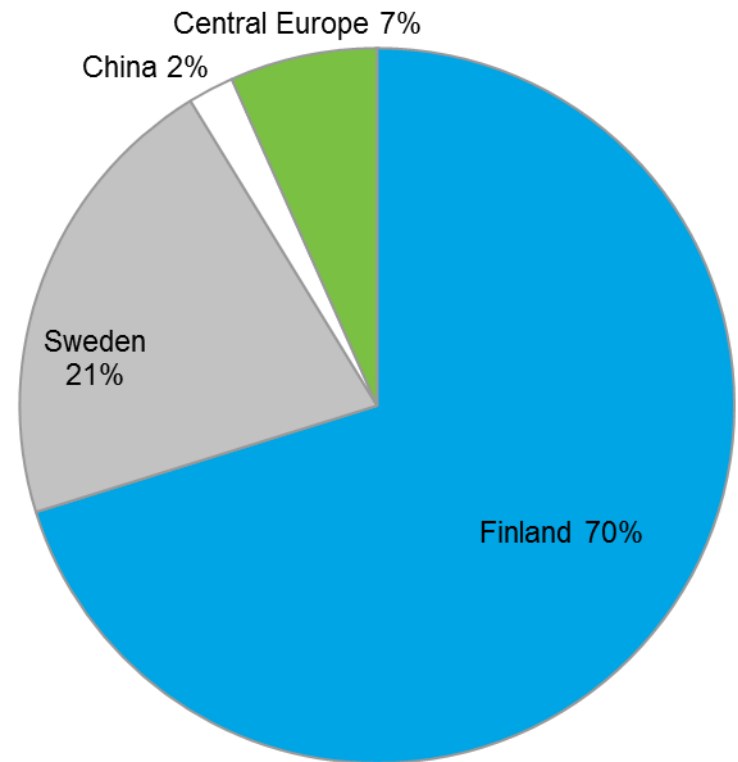


Revenue by service area and by country 1-6/2017

Revenue by service area



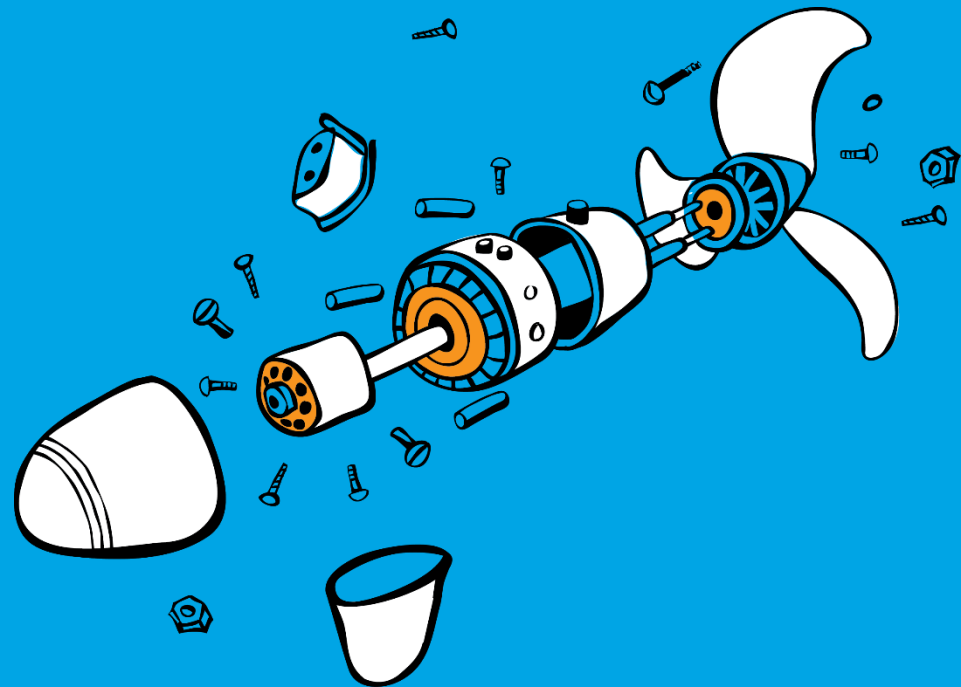
Revenue by country



Customers are leading companies in their industries



Engineering industry and Etteplan's targets



The industry is consolidating and customers decrease the amount of external partners

Etteplan has a big number of different sized competitors.

The industry is consolidating.

Customers are decreasing the amount of external partners, are looking for outsourcing opportunities and concentrate on their core businesses.

Larger companies are growing faster than the market.



Etteplan's strategic and financial targets

FINANCIAL TARGETS

15%

On average annual
revenue growth

1-6/2017: 22.9%

10%

EBIT from business
operations

1-6/2017: 8.2%

65%

Managed Services
share of revenue by
2019

1-6/2017: 57%

>30%

Equity ratio

1-6/2017: 40.1%

ACTIONS

- Growth in key customers
- Organic growth through service solutions
- Acquisitions

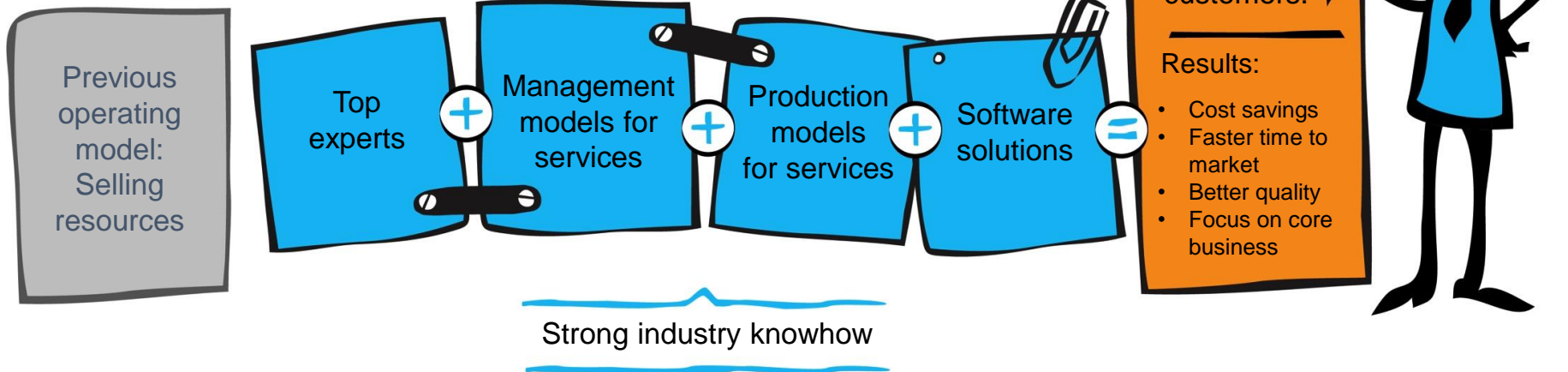
- Change in business model towards Managed services
- Market leadership

- Service solutions
- Technology solutions
- Project business

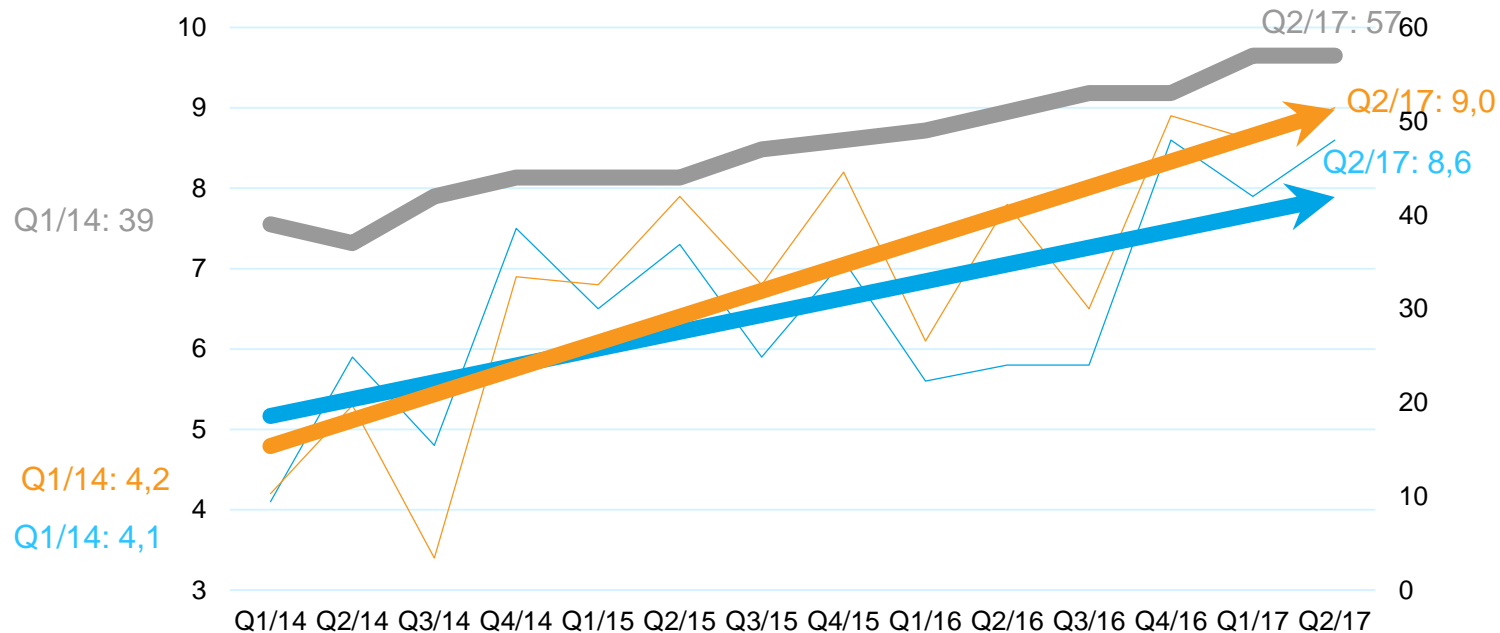
- Corresponding financing arrangements
- Improving cash flow

Competitive advantage through Managed Services

Managed Services: Projects and outsourcing solutions

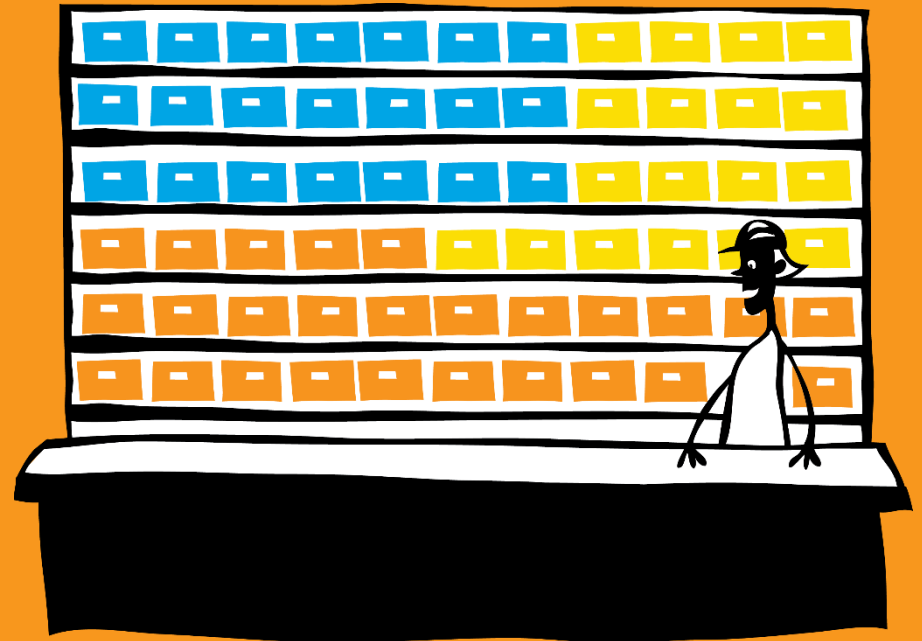


Profitability improves as Managed Services Index increases



- EBIT from business operations, %
- EBIT from business operations excluding exceptional items, %
- Managed Services Index, %
- ➔ Linear (EBIT from business operations, %)
- ➔ Linear (EBIT from business operations excluding exceptional items, %)

Q2/2017 figures and investor information



Highlights 1-6/2017

- + Strong growth of 23.7%; organic growth was 11.8% (with comparable exchange rates).
 - + The implementation of our strategy progressed well and the share of Managed Services of revenue (MSI index) increased to 57%.
 - + Operating profit nearly doubled.
 - + Cash flow improved significantly.
 - + Hours sold to China grew by 55.5%.
- Embedded systems and IoT service area's profitability was somewhat lagging from the expectations.

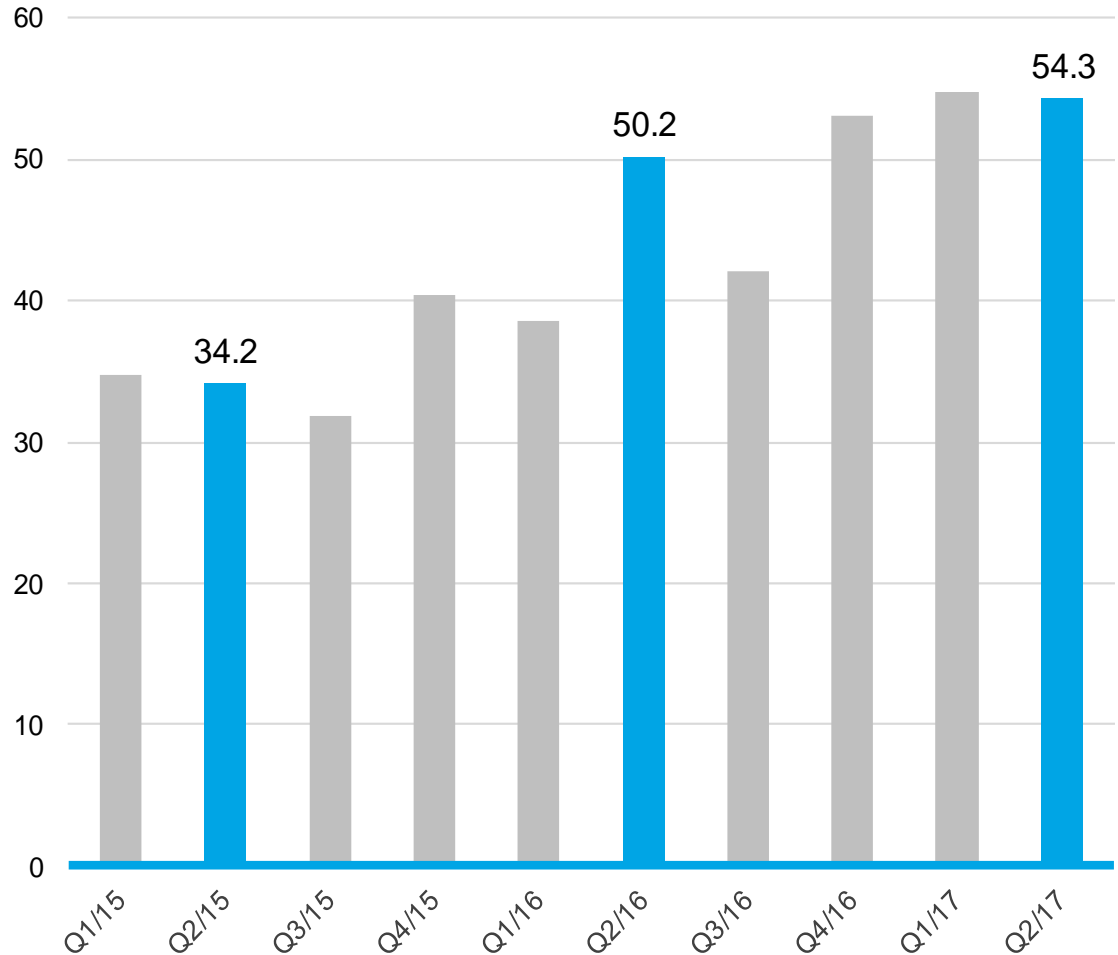
Key figures 1-6/2017

(EUR 1,000)	1-6/2017	1-6/2016	Change %	1-12/2016
Revenue	109,116	88,814	22.9	183,938
EBIT from business operations	8,998	5,090	76.8	12,071
EBIT from business operations, %	8.2	5.7		6.6
Operating profit (EBIT)	8,045	4,248	89.4	10,131
EBIT, %	7.4	4.8		5.5
Basic earnings per share, EUR	0.24	0.15	60.0	0.33
Equity ratio, %	40.1	38.1		40.0
Operating cash flow	7,305	-533		5,661
ROCE, %	18.6	12.8		14.8
Personnel at end of the period	2,731	2,487	9.8	2,545

Revenue

4-6/2017: EUR 54.3 million (4-6/2016: EUR 50.2 million)
1-6/2017: EUR 109.1 million (1-6/2016: EUR 88.8 million)

- Q2: Revenue increased by 8.2%, (with comparable exchange rates 9.0%). Organic growth was 7.8%, (with comparable exchange rates 8.6 %).
- H1: Revenue increased by 22.9%, (with comparable exchange rates 23.7%). Organic growth was 10.9%, (with comparable exchange rates 11.8%).
- During 2017 we have acquired SDS Aura Oy, Sorona Innovation AB and the full ownership of Etteplan Vataple Technology Centre, Ltd.
- We have also made several investments in our organic growth in the form of opening new offices and starting new expert teams.

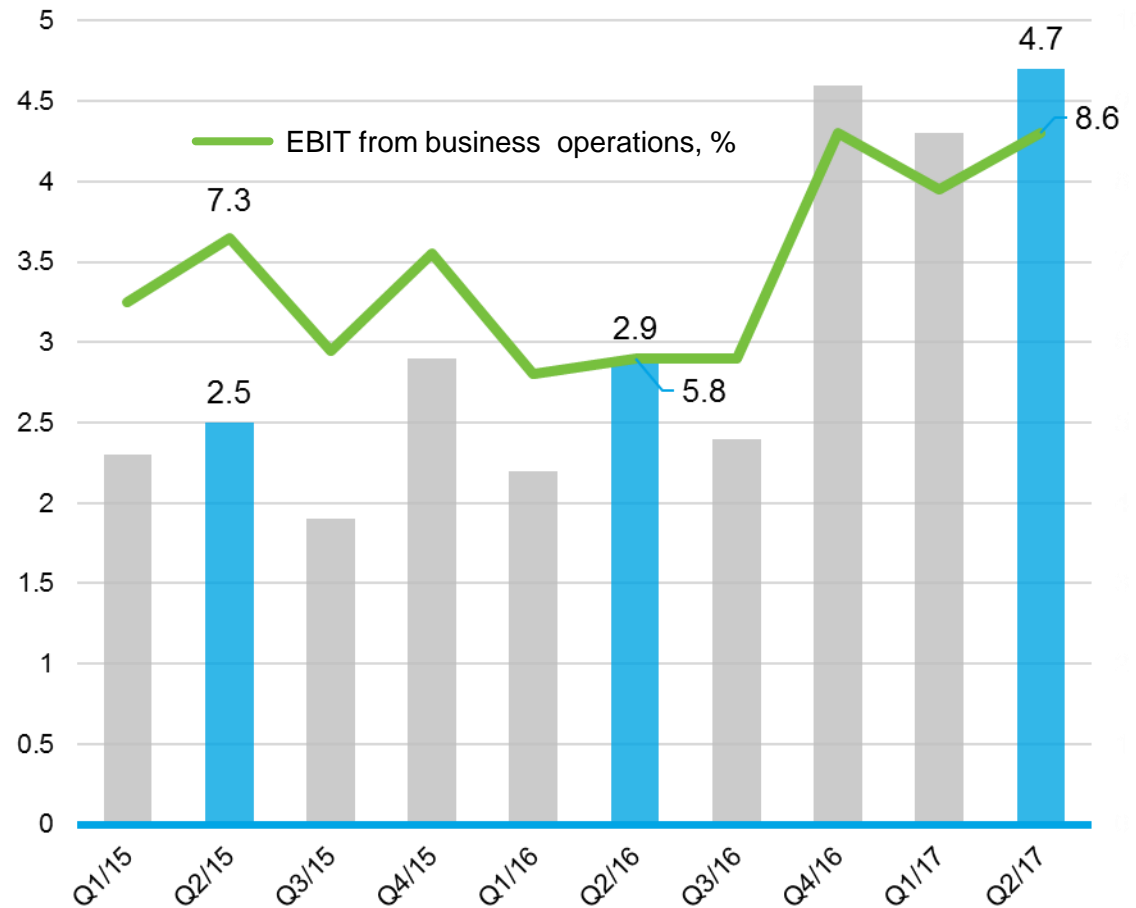


EBIT from business operations

4-6/2017: EUR 4.7 million, 8.6% (4-6/2016: EUR 2.9 million, 5.8%)

1-6/2017: EUR 9.0 million, 8.2% (1-6/2016: EUR 5.1 million, 5.7%)

- Q2: EBIT from business operations improved by 60.4%.
- Improved demand situation and the increased share of Managed Services improved capacity management and profitability.



Outlook as of August 10, 2017

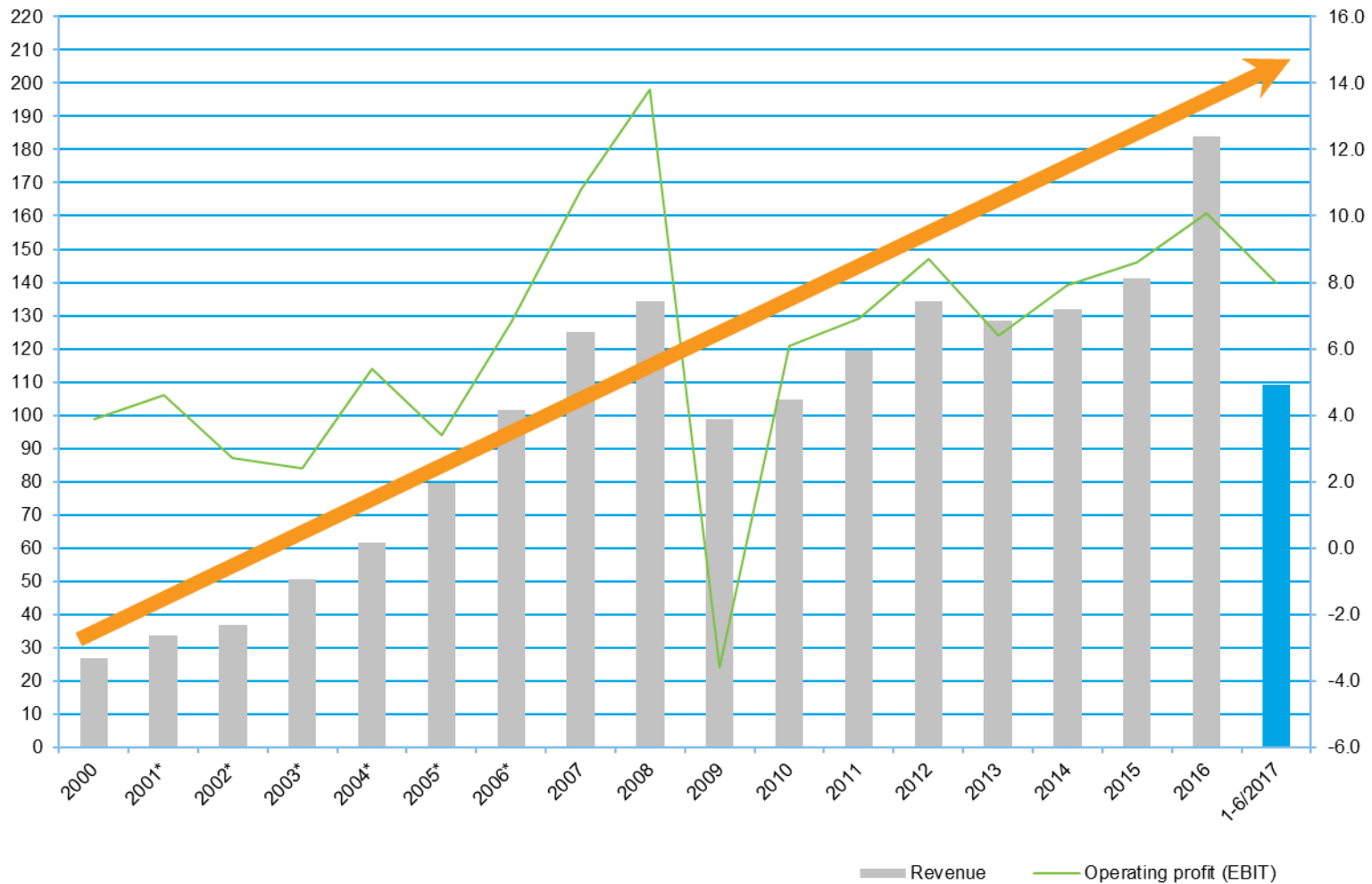
Market outlook 2017

- The most important factor in the development of Etteplan's business is the global development of the machinery and metal industry. Our business environment is currently developing favorably in all market areas. The development of the Central European markets is expected to remain unchanged. The favorable situation in the Swedish market is expected to continue. The market situation in Finland has improved and good demand is expected to continue. In Asia, the growth of the service market is expected to continue.

Financial guidance 2017 updated on May 3, 2017

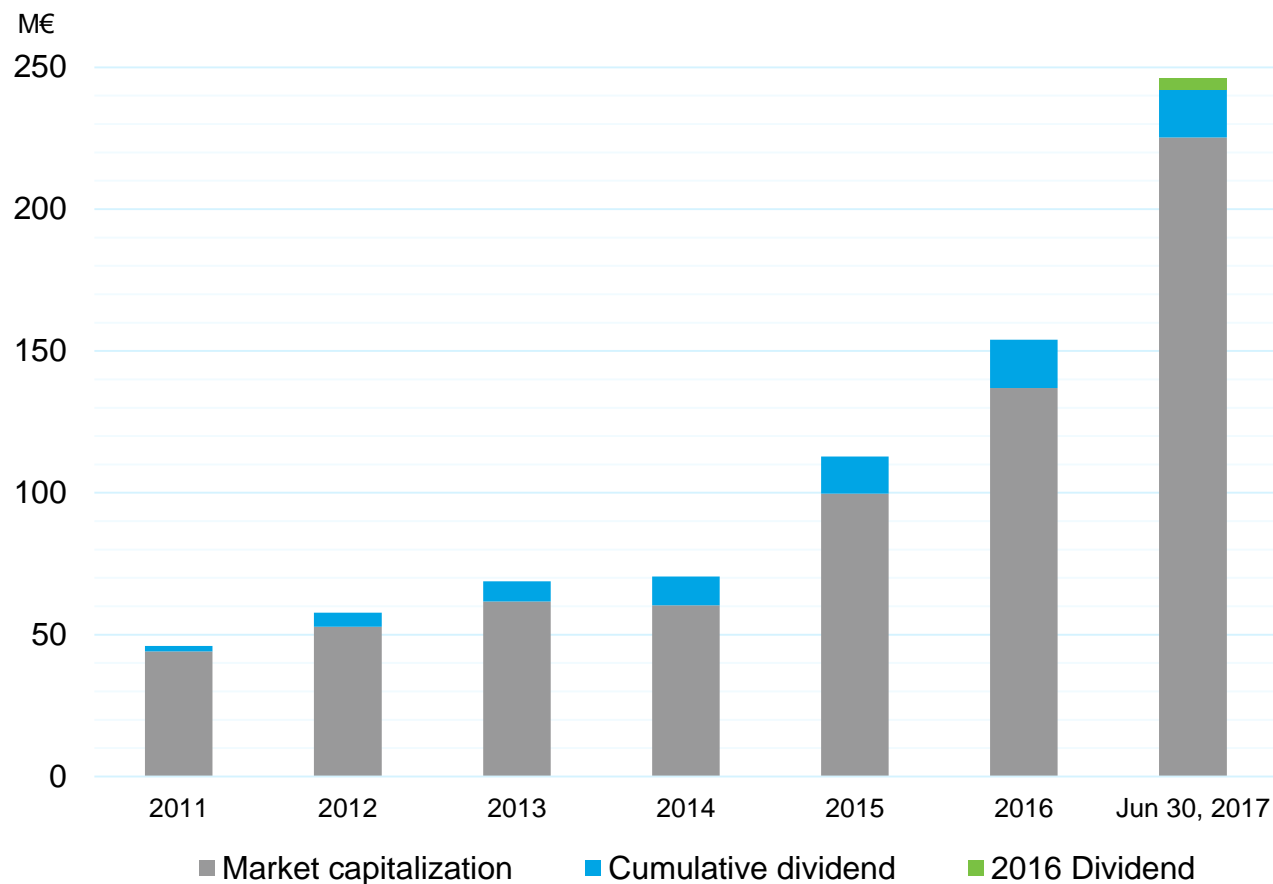
- We expect the revenue and operating profit for the full year 2017 to grow significantly compared to 2016.

Revenue and EBIT 2000-2017

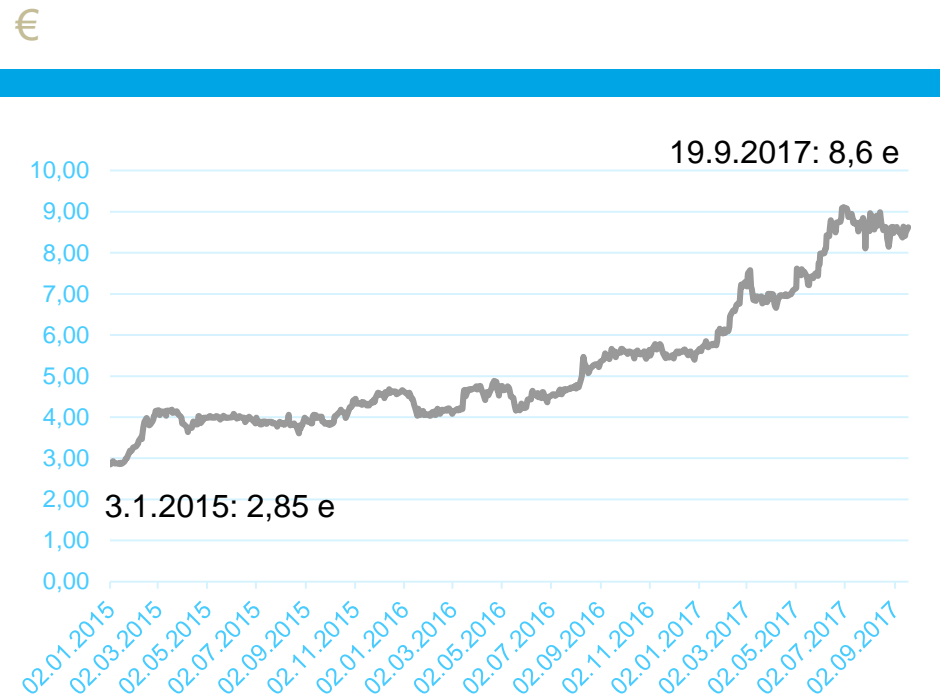


*includes continued and discontinued operations

Shareholder Return 2011-2017



Share price development and major shareholders



31.8.2017

%

1.	Ingman Group Oy Ab	66,61
2.	Oy Fincorp Ab	10,01
3.	Varma Mutual Pension Insurance Company	3,98
4.	VAS Invest Oy	2,27
5.	Tuori Klaus	1,70
6.	Sijoitusrahasto Taaleritehdas Mikro Markka	1,42
7.	Tuori Aino	1,24
8.	Kempe Anna	0,57
9.	Näkki Juha	0,42
10.	Kempe Pia	0,31

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Engineering with a difference