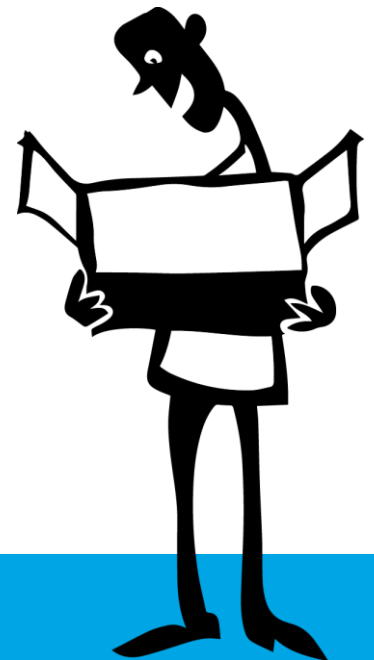


Half Year Financial Report January-June 2018

Growth accelerated and profitability close to the target level

Juha Näkki, President and CEO
August 14, 2018

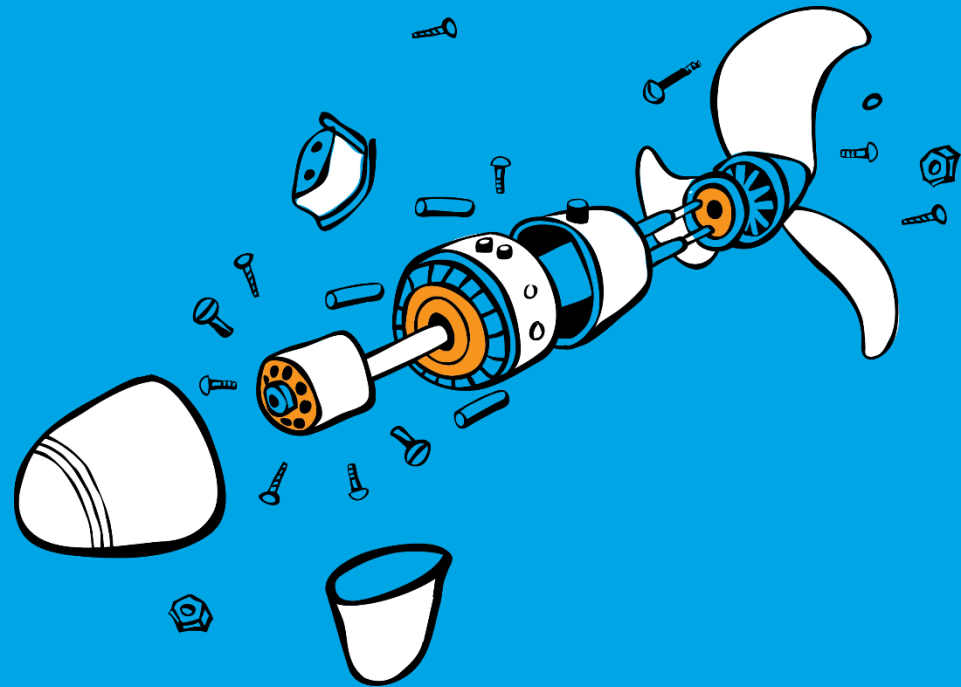


Contents

- Highlights of Q2 2018
- Q2/2018 financial development
- Etteplan's targets



Highlights of Q2 2018



Highlights 4-6/2018

- + We strengthened our software capabilities by acquiring Eatech.
 - + Revenue growth was 16.2%, with comparable currencies.
 - + Eatech-acquisition boosted growth.
 - + Organic growth was 11.5%, with comparable currencies.
 - + Engineering services service area's excellent development continued.
 - + Hours sold to China increased by 46%.
 - + Our strong operating performance improved EBIT from business operations close to our target level of 10%.
 - + We updated our financial guidance for operating profit.
- Embedded systems and IoT -service area's profitability recovered, but was still short of our expectations.
 - Technical documentation business was burdened by further delays in deliveries for a project and challenges in Germany.

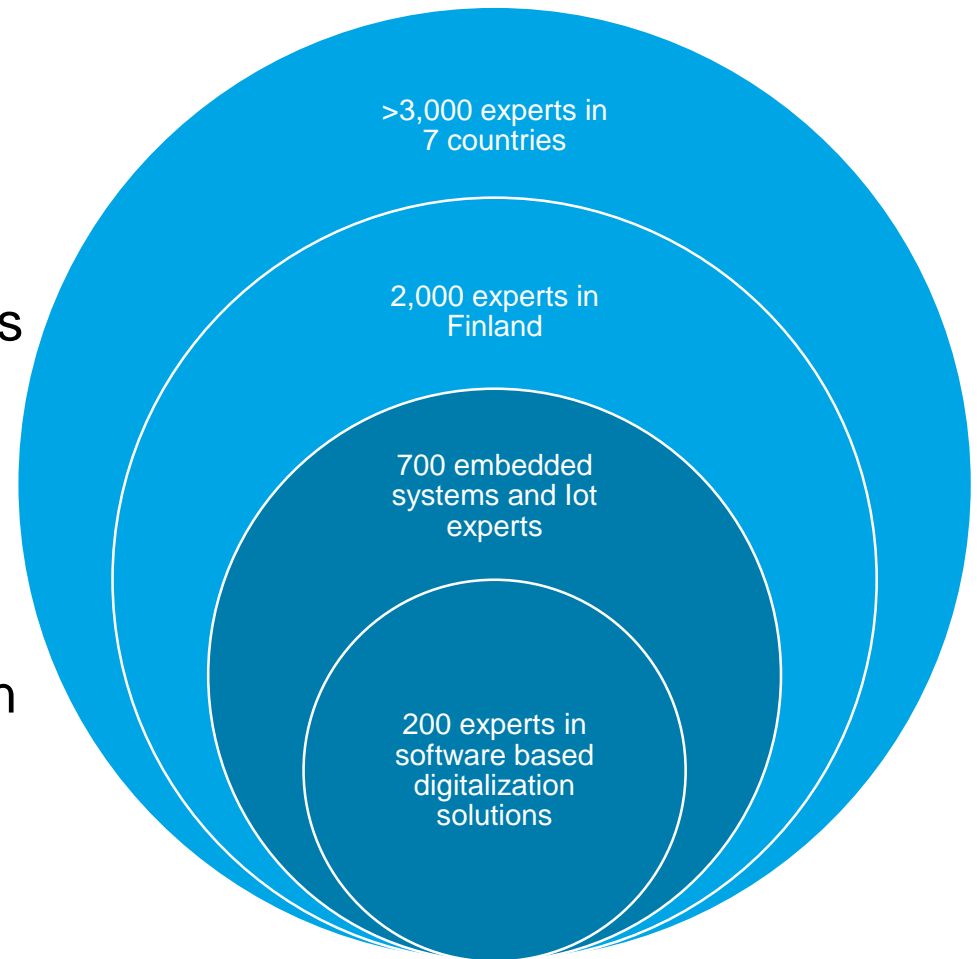
Etteplan strengthens its software capabilities by acquiring Eatech Oy

- Etteplan Oyj acquired Eatech Oy on May 15, 2018. The purchase price was paid partly through a Directed Share Issue and partly in cash.
- The acquisition of Eatech significantly strengthens Etteplan's know-how in software based digitalization solutions.
- The acquisition is a continuation to investments in digitalization and software development as well as to the acquisition of Soikea Solutions Oy in 2016.
- The acquisition is in line with Etteplan's growth strategy, which has at its heart organic growth and the strengthening of expertise through acquisitions.



A combination of versatile experts and expertise

- Etteplan's strength is to combine engineering, Internet of Things, cloud services, software development and technical documentation into solutions meeting the customer needs.
- Eatech strengthens especially our know-how and service offering in software based digitalization solutions.



Operating environment continued to develop positively

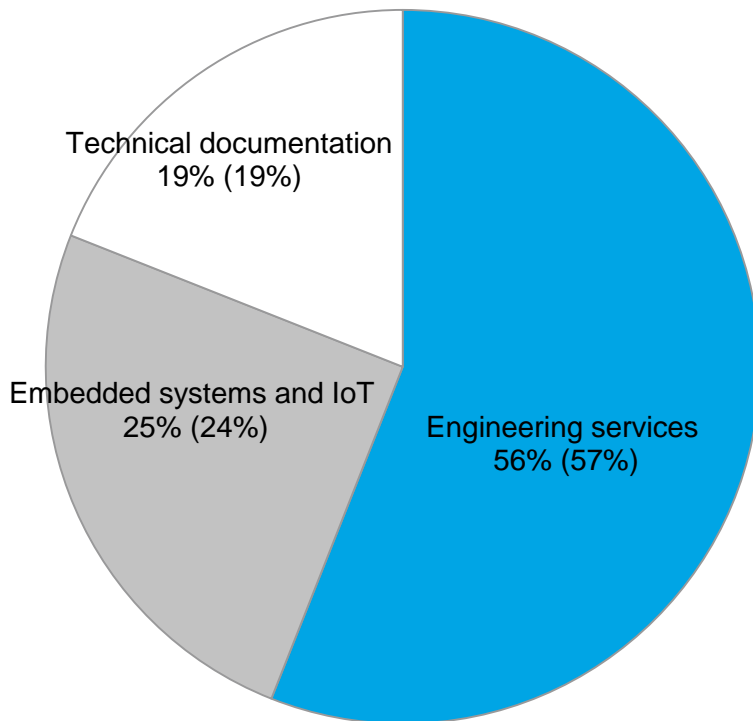
- Our operating environment developed favorably and the market situation is good in all market areas.
 - The prevailing political situation has increased uncertainty in the markets to some extent.
- There were no significant changes in the demand for our services by customer industry, but customer-specific differences were still substantial.
- Companies are directing investments to digitalization-related services.
- Outsourcing and centralizing services purchasing trends continue.
- Competition for employees in the good market situation and the lower availability of specialized experts in certain areas are affecting the development of the sector as a whole in all market areas.

Market development in Etteplan's main markets in January-June 2018

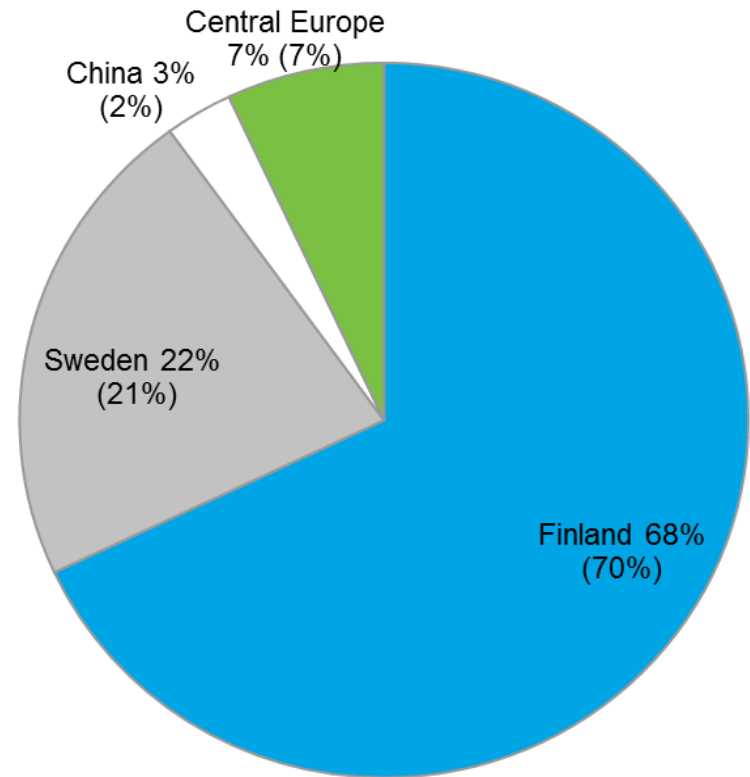
- Finland: the market situation remained at a good level.
- Sweden: demand situation remained on a very good level.
- Germany, the Netherlands and Poland: the demand for engineering services remained at a good level.
- China: demand was at a good level, and the opening up of the service market continued.

Revenue by service area and by country 1-6/2018

Revenue by service area

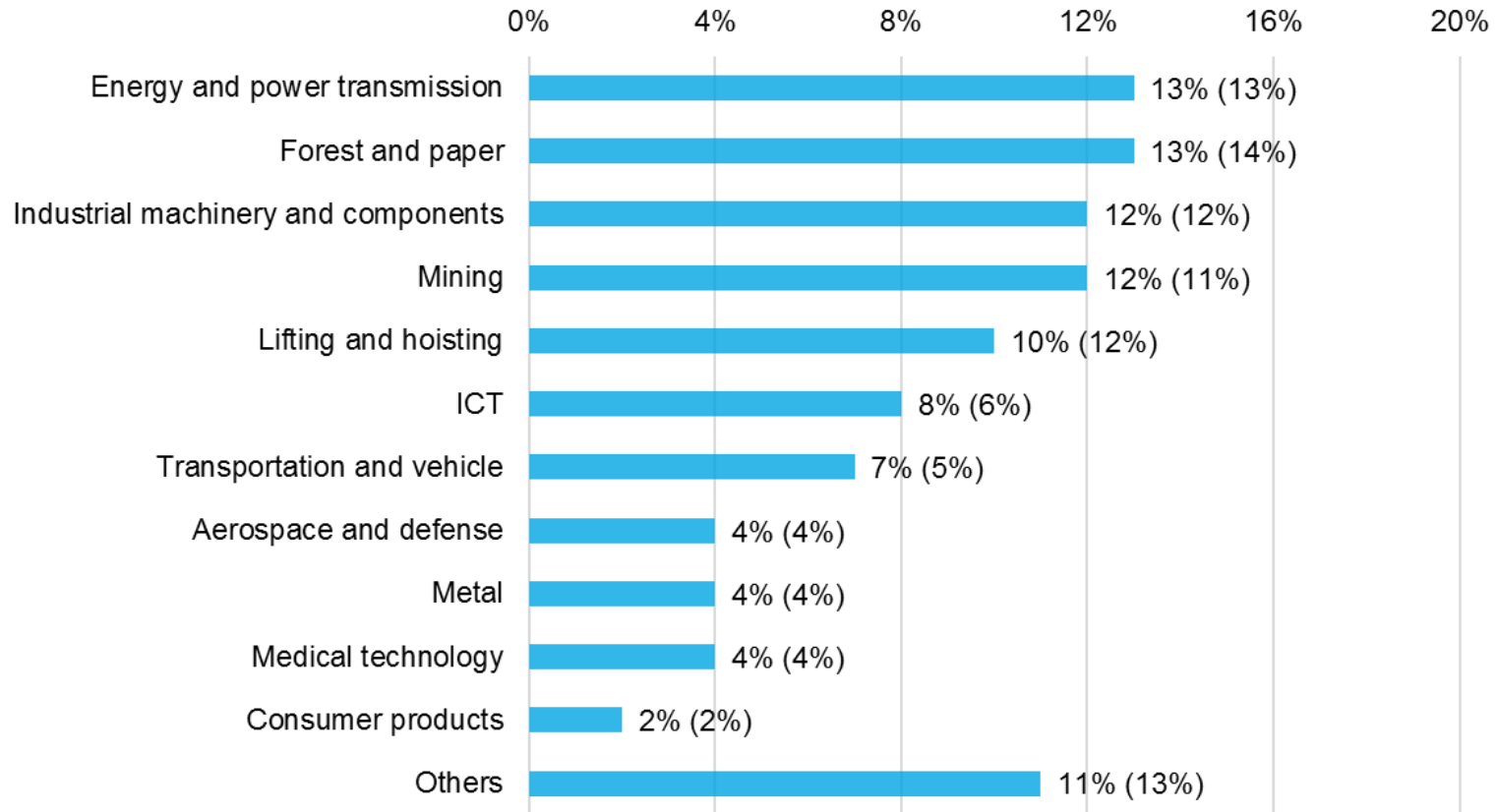


Revenue by country



Revenue 1-6/2018

Revenue by customer segment



Key figures 4-6/2018

(EUR 1,000)	4-6/2018	4-6/2017	Change %
Revenue	62,031	54,314	14.2
EBIT from business operations	6,046	4,669	29.5
EBIT from business operations, %	9.7	8.6	
Operating profit (EBIT)	5,653	4,218	34.0
EBIT, %	9.1	7.8	
Basic earnings per share, EUR	0.18	0.12	50.0
Equity ratio, %	38.5	40.1	
Operating cash flow	4,469	5,400	-17.3
ROCE, %	24.4	19.3	
Managed Services Index	55	57	-3.5
Personnel at end of the period	3,051	2,731	11.7

Key figures 1-6/2018

(EUR 1,000)	1-6/2018	1-6/2017	Change %
Revenue	120,995	109,116	10.9
EBIT from business operations	10,917	8,998	21.3
EBIT from business operations, %	9.0	8.2	
Operating profit (EBIT)	10,068	8,045	25.1
EBIT, %	8.3	7.4	
Basic earnings per share, EUR	0.31	0.24	29.2
Equity ratio, %	38.5	40.1	
Operating cash flow	7,747	7,305	
ROCE, %	22.1	18.6	
Managed Services Index	54	57	-5.3
Personnel at end of the period	3,051	2,731	11.7

Outlook

Market outlook 2018

- The most important factor affecting 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 is good. In Asia, the growth of the service market is expected to continue.

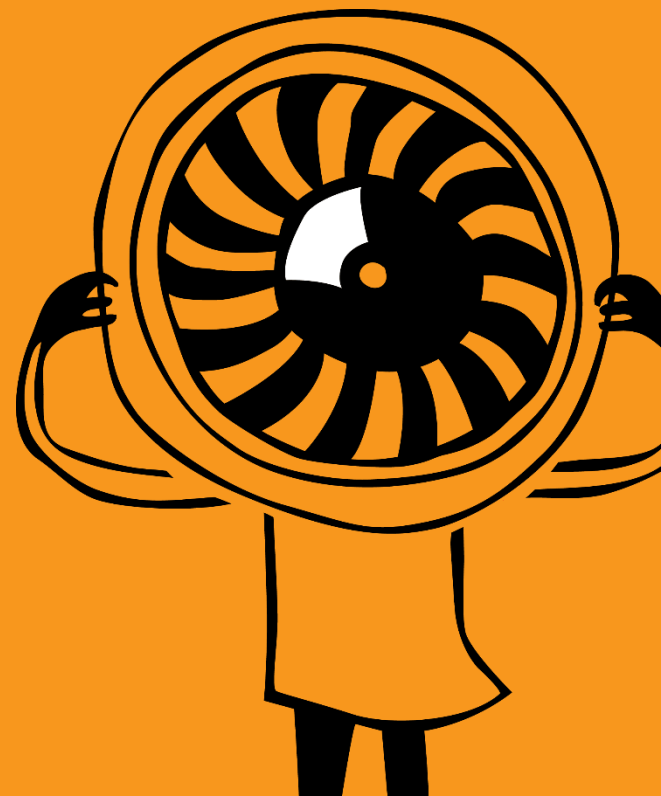
Financial guidance 2018, updated on August 14, 2018

- We expect the revenue for the year 2018 to grow clearly and the operating profit for the year 2018 to grow significantly compared to 2017.

Financial guidance 2018, updated on May 3, 2018

- We expect the revenue and operating profit for the year 2018 to grow clearly compared to 2017.

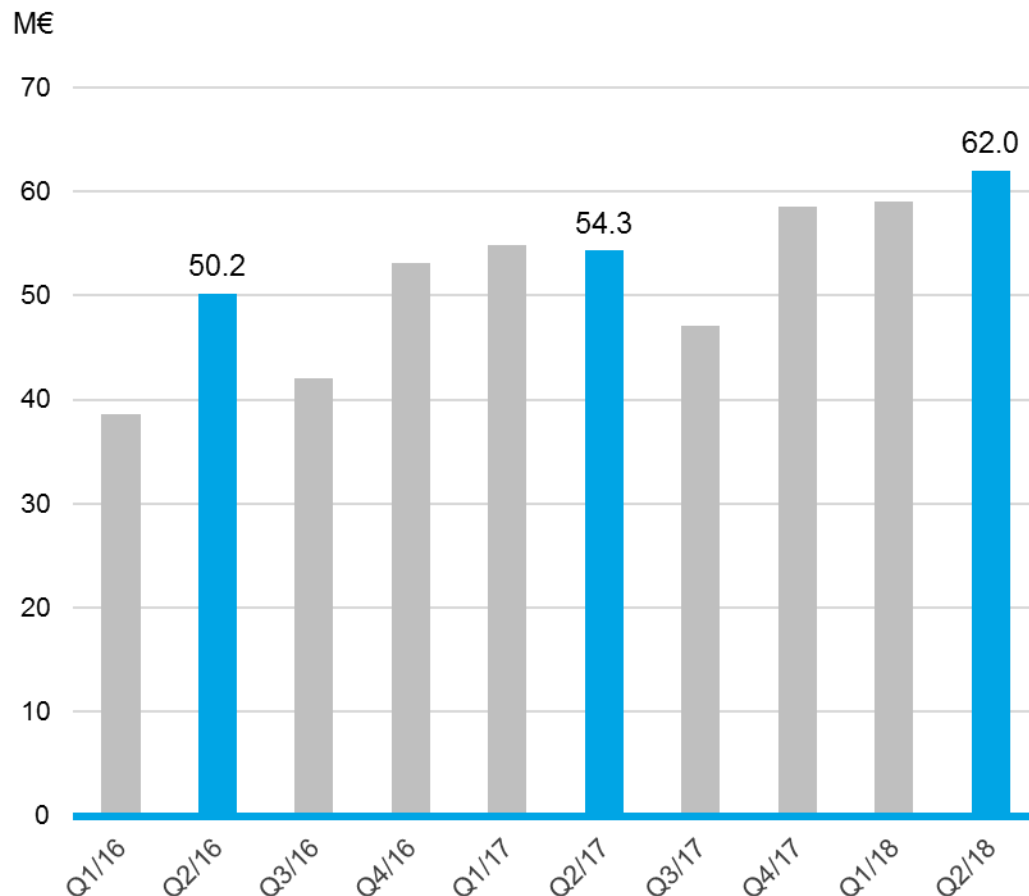
Q2/2018 financial development



Revenue

4-6/2018: EUR 62.0 million (4-6/2017: EUR 54.3 million)
1-6/2018: EUR 121.0 million (1-6/2017: EUR 109.1 million)

- Q2: Revenue increased by 14.2% (with comparable currencies 16.2%). Organic growth was 9.6% (with comparable currencies 11.5%).
- H1: Revenue increased by 10.9% (with comparable currencies 12.5%). Organic growth was 7.9% (with comparable currencies 9.5%).
- H1: Key accounts grew by 5.7%.
- Excellent organic growth continued in the good demand situation supported by Etteplan's service offering, strong market position and Eatech acquisition.

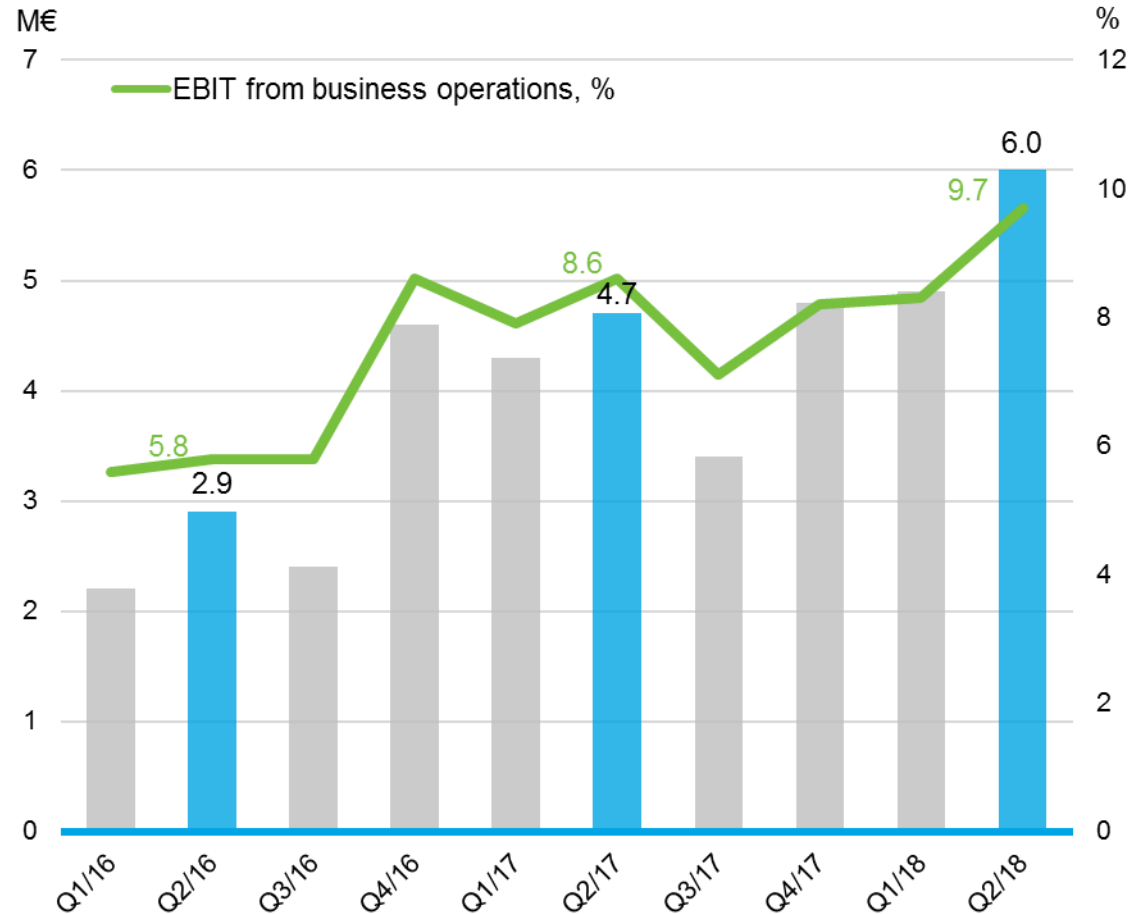


EBIT from business operations

4-6/2018: EUR 6.0 million, 9.7% (4-6/2017: EUR 4.7 million, 8.6%)

1-6/2018: EUR 10.9 million, 9.0% (1-6/2017: EUR 9.0 million, 8.2%)

- Q2: Exceptional items had an effect of EUR -0.3 (-0.2) million.
- Our high operational efficiency in good market conditions improved profitability overall, and in Engineering Services in particular.
- In Embedded Systems and IoT, measures taken to improve the efficiency of business operations and the Eatech acquisition had a positive effect on profitability.
- In Technical Documentation, challenges in Germany continued to affect profitability.

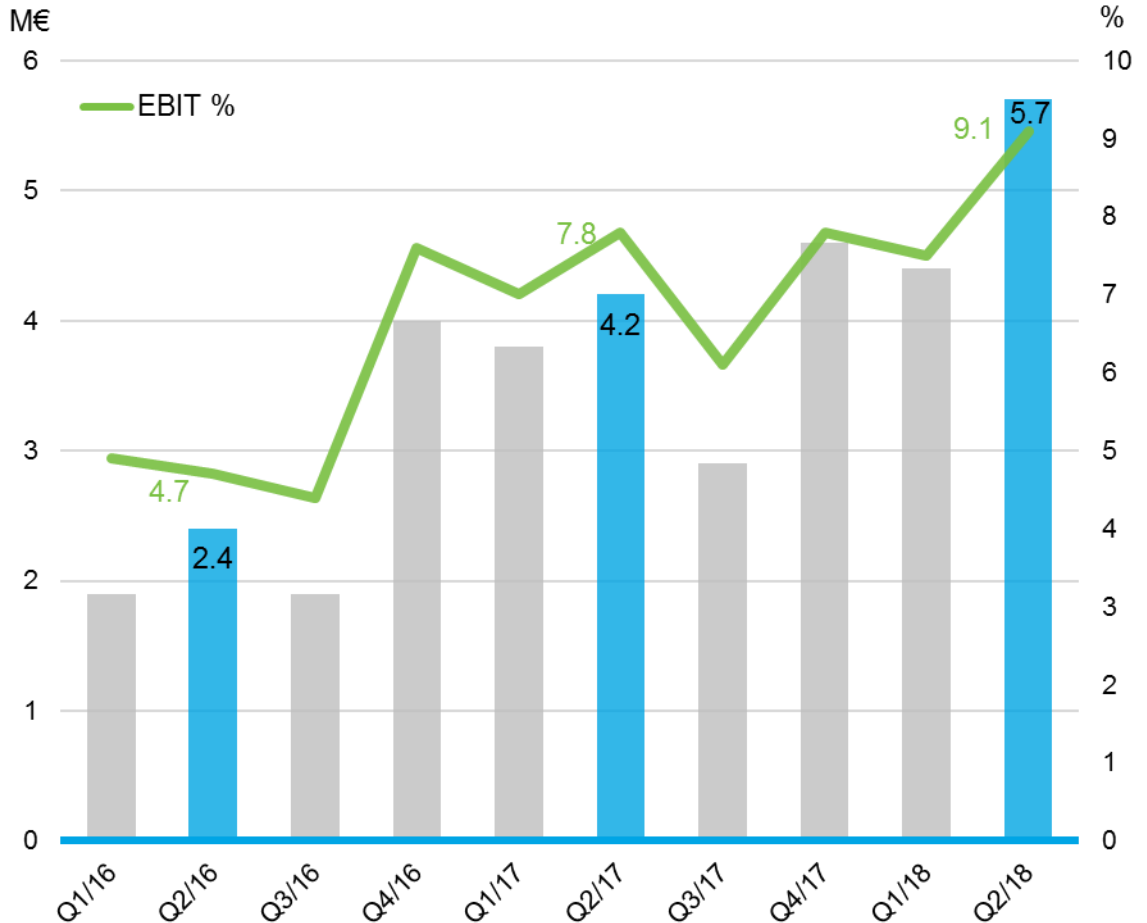


Operating profit (EBIT) and EBIT %

4-6/2018: EUR 5.7 million, 9.1% (4-6/2017: EUR 4.2 million, 7.8%)

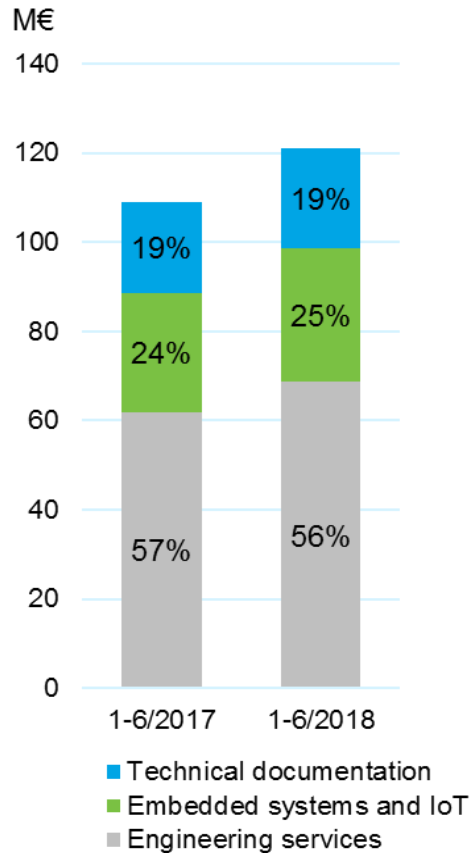
1-6/2018: EUR 10.1 million, 8.3% (1-6/2017: EUR 8.0 million, 7.4%)

- Q2: Exceptional items had an effect of EUR -0.1 (-0.2) million.
- Amortization related to acquisitions were EUR 0.6 million in 4-6/2018 and 1.1 million in 1-6/2018.

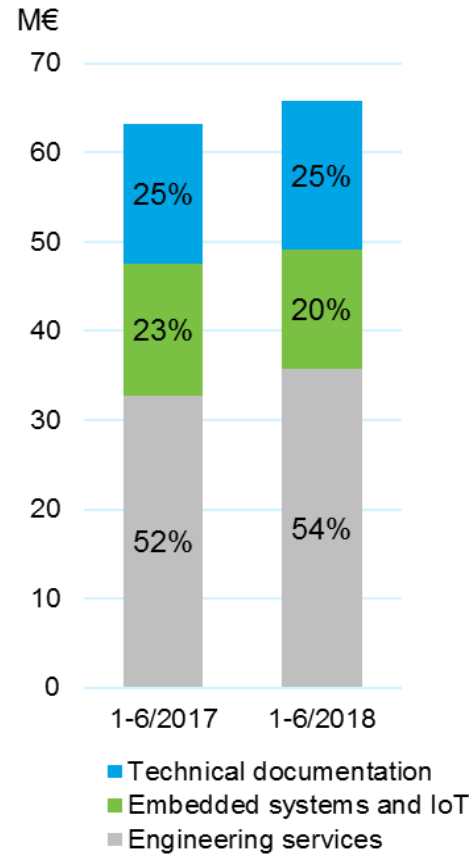


Development by service area 1-6/2018

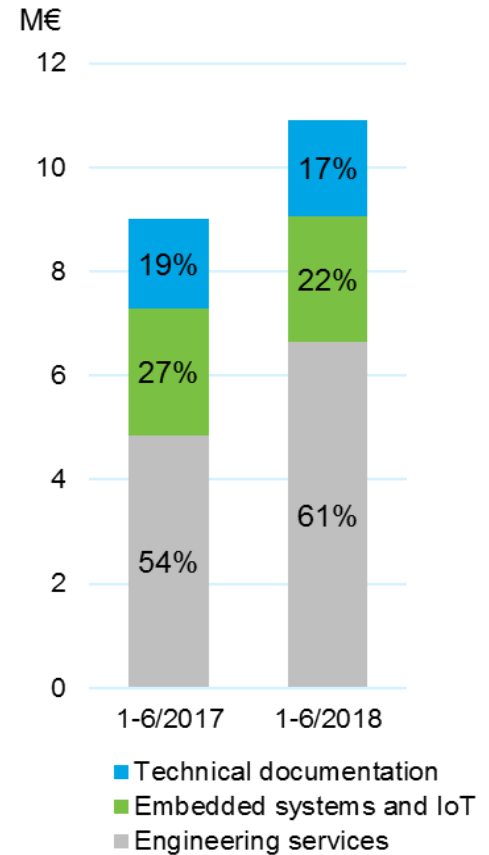
Revenue



Revenue from Managed Services



EBIT from business operations

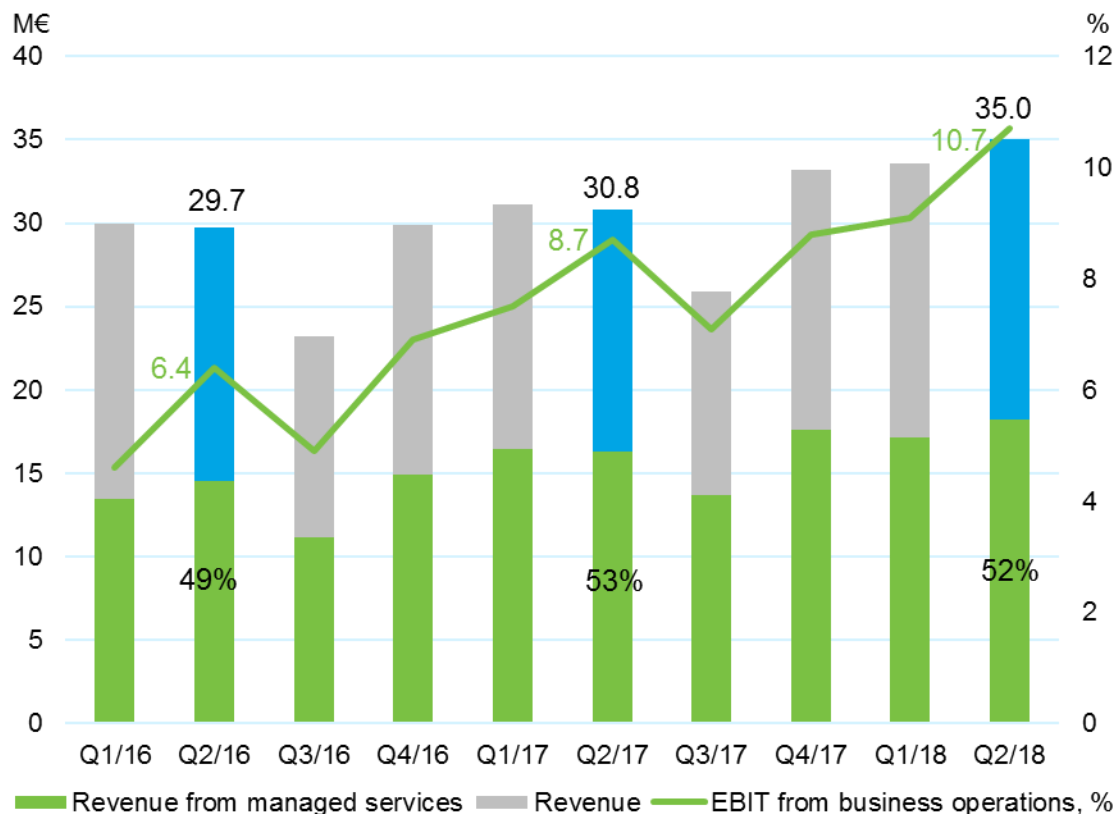


Engineering services

Revenue 4-6/2018: EUR 35.0 million (4-6/2017: EUR 30.8 million)

Revenue 1-6/2018: EUR 68.6 million (1-6/2017: EUR 61.9 million)

- Q2: Revenue increased by 13.7%.
- Q2: EBIT from business operations was EUR 3.7 (2.7) million or 10.7 (8.7) % of revenue.
- The excellent development continued in the favorable market situation.
- The excellent operational efficiency improved profitability.
- Industrial investments remained at a good level: the demand for new product development and equipment engineering projects as well as plant engineering investments remained good.

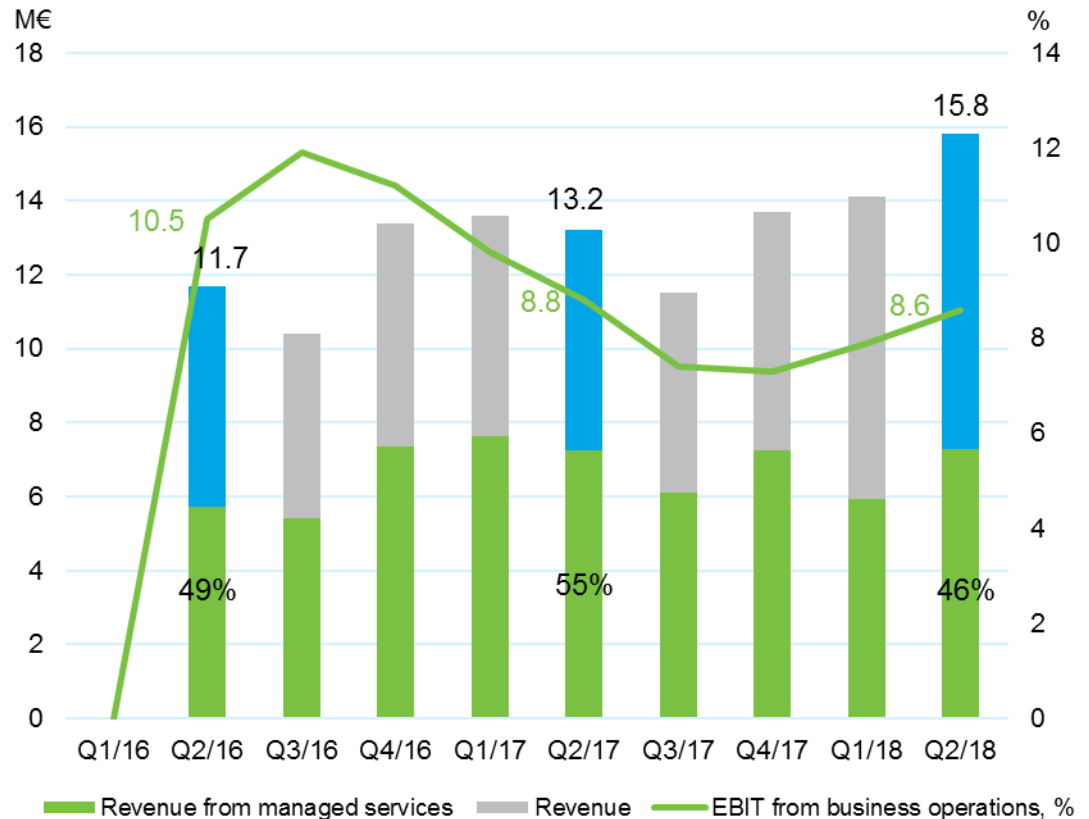


Embedded systems and IoT

Revenue 4-6/2018: EUR 15.8 million (4-6/2017: EUR 13.2 million)

Revenue 1-6/2018: EUR 29.9 million (1-6/2017: EUR 26.8 million)

- Q2: Revenue increased by 19.2%.
- Q2: EBIT from business operations was EUR 1.4 million (EUR 1.2 million) or 8.6% (8.8%) of revenue.
- The acquisition of Eatech boosted growth. The reduced availability of competent professionals slowed growth.
- Due to measures taken the service area is gradually recovering from the challenges that burdened its profitability in Q1 and 2017.
- Share of managed services decreased due to profitability improvement measures, but increased compared to Q1.

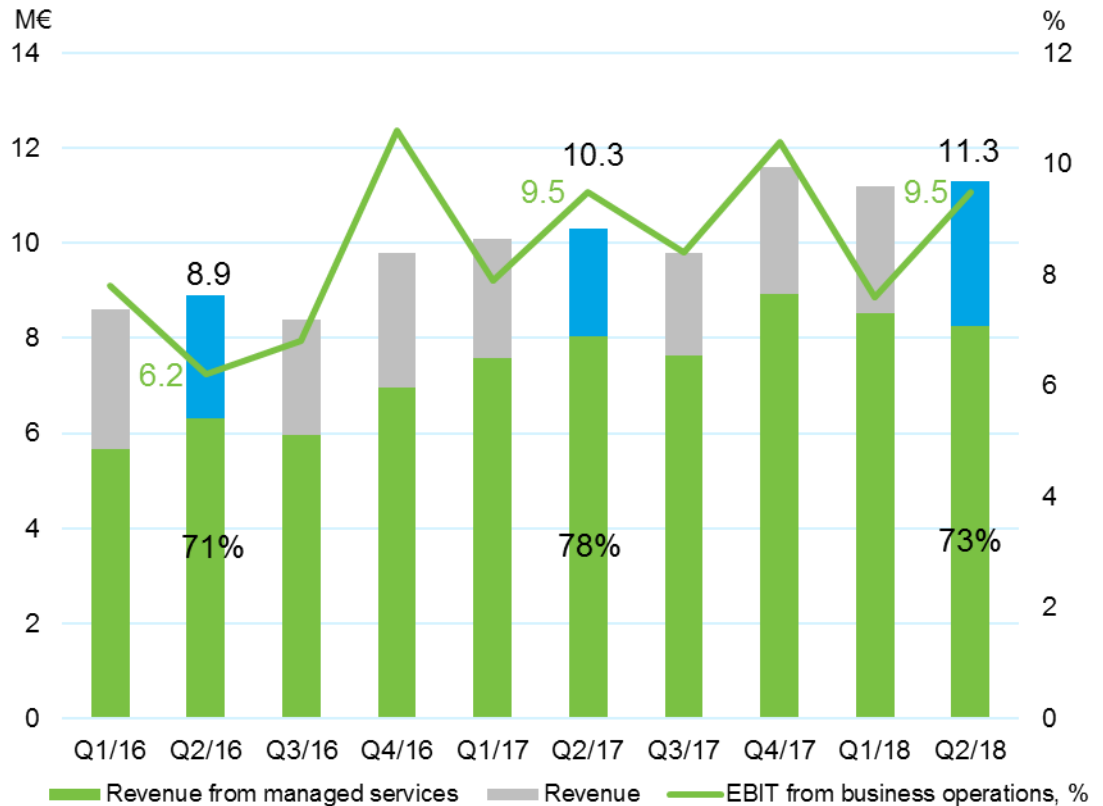


Technical documentation

Revenue 4-6/2018: EUR 11.3 million (4-6/2017: EUR 10.3 million)

Revenue 1-6/2018: EUR 22.5 million (1-6/2017: EUR 20.4 million)

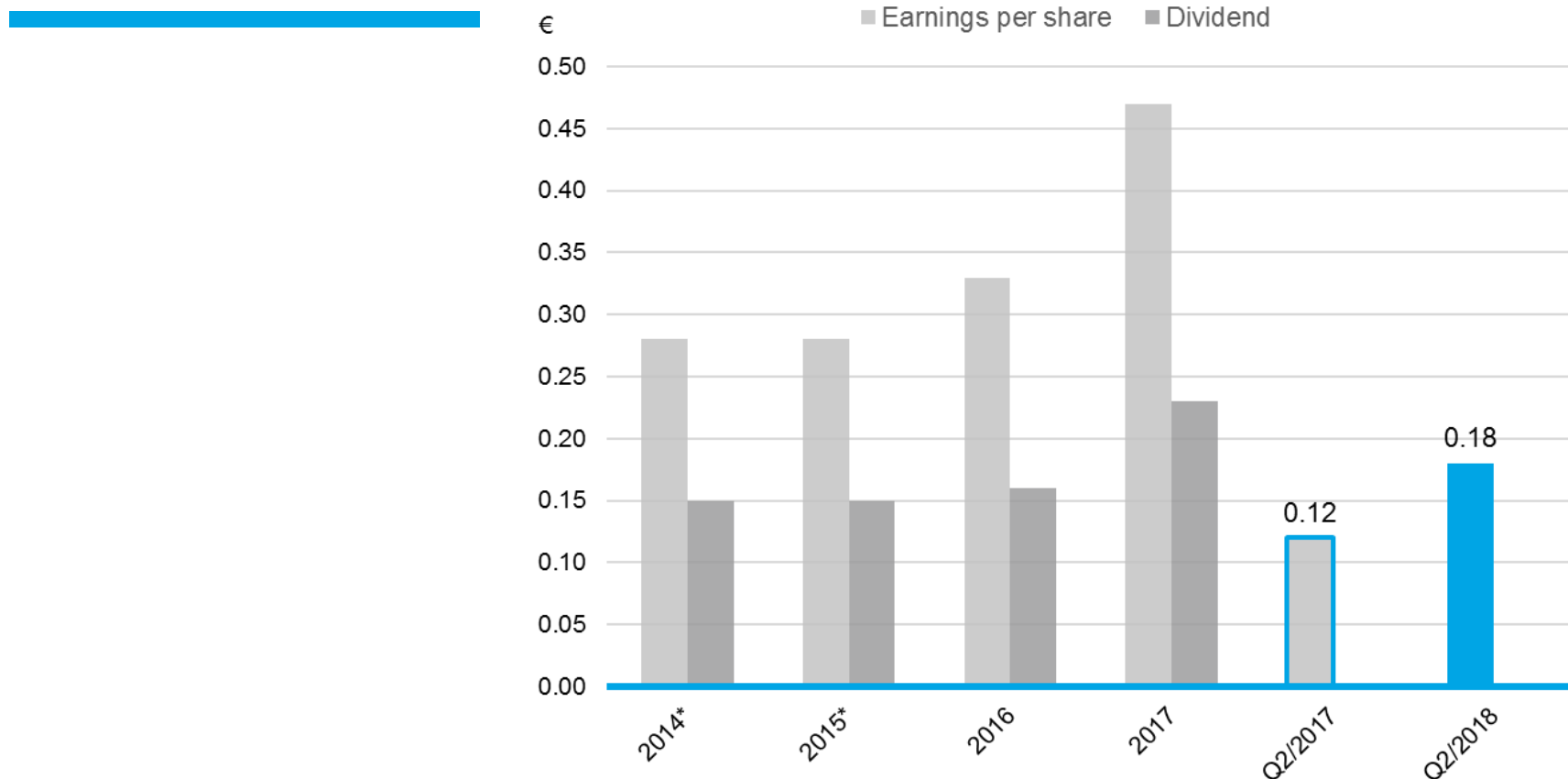
- Q2: Revenue increased by 9.8%.
- Q2: EBIT from business operations was EUR 1.1 (1.0) million or 9.5 (9.5) % of revenue.
- The service area continued to develop well.
- Organic growth was strong thanks to the success of the outsourcing business.
- Profitability was burdened by further delays in a significant project delivery and challenges related to certain customers in Germany.
- We expect the situation in Germany to improve in Q3.



Earnings per share and dividends

Earnings per share 4-6/2018: EUR 0.18 (4-6/2017: EUR 0.12)

Earnings per share 1-6/2018: EUR 0.31 (1-6/2017: EUR 0.24)



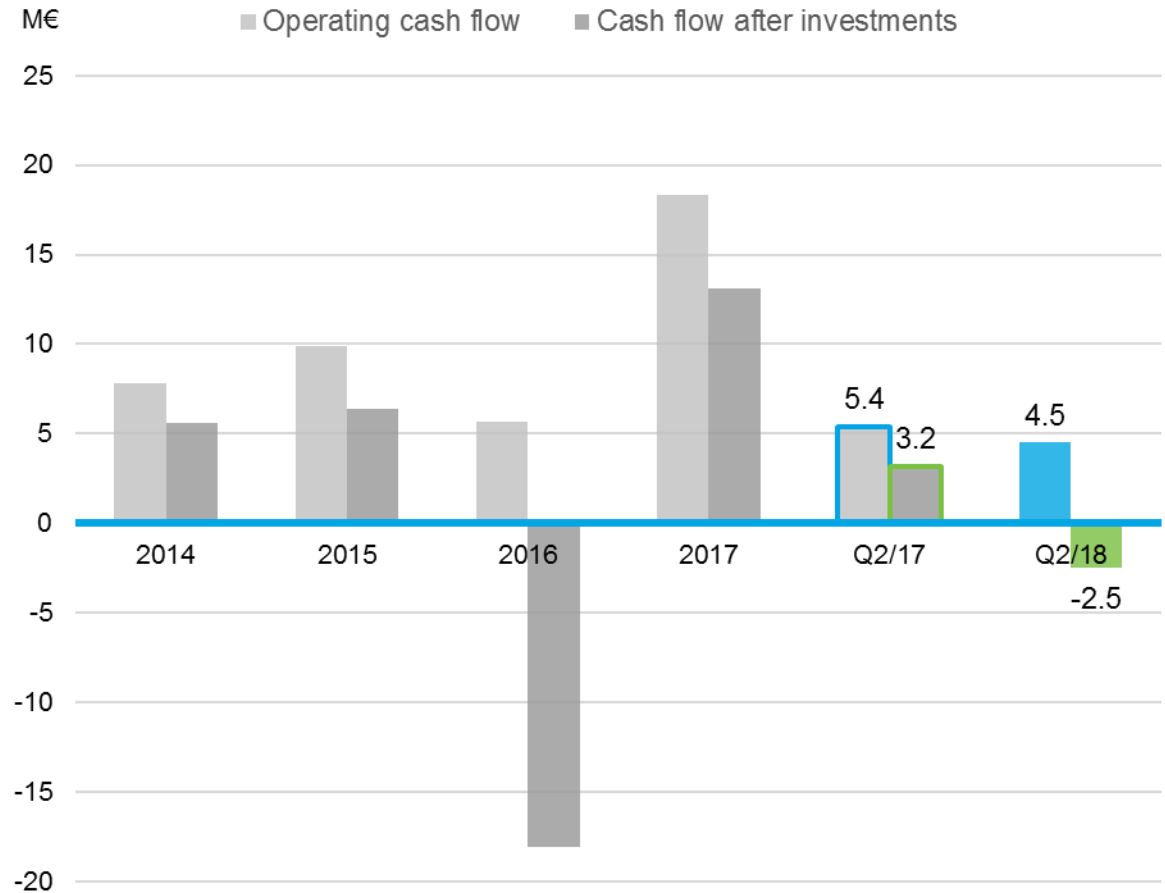
*Comparison periods' earnings per share have been issue adjusted. The rights issue factor was 1.050.

Cash flow

Operating cash flow 4-6/2018: EUR 4.5 million (4-6/2017: EUR 5.4 million)

Operating cash flow 1-6/2018: EUR 7.7 million (1-6/2017: EUR 7.3 million)

- Q2: Cash flow declined slightly due to worse distribution of customer payment terms.
- H1: Cash flow improved thanks to improved profitability.
- Cash flow accrues unevenly over the four quarters of the year due to periodic fluctuation in business.

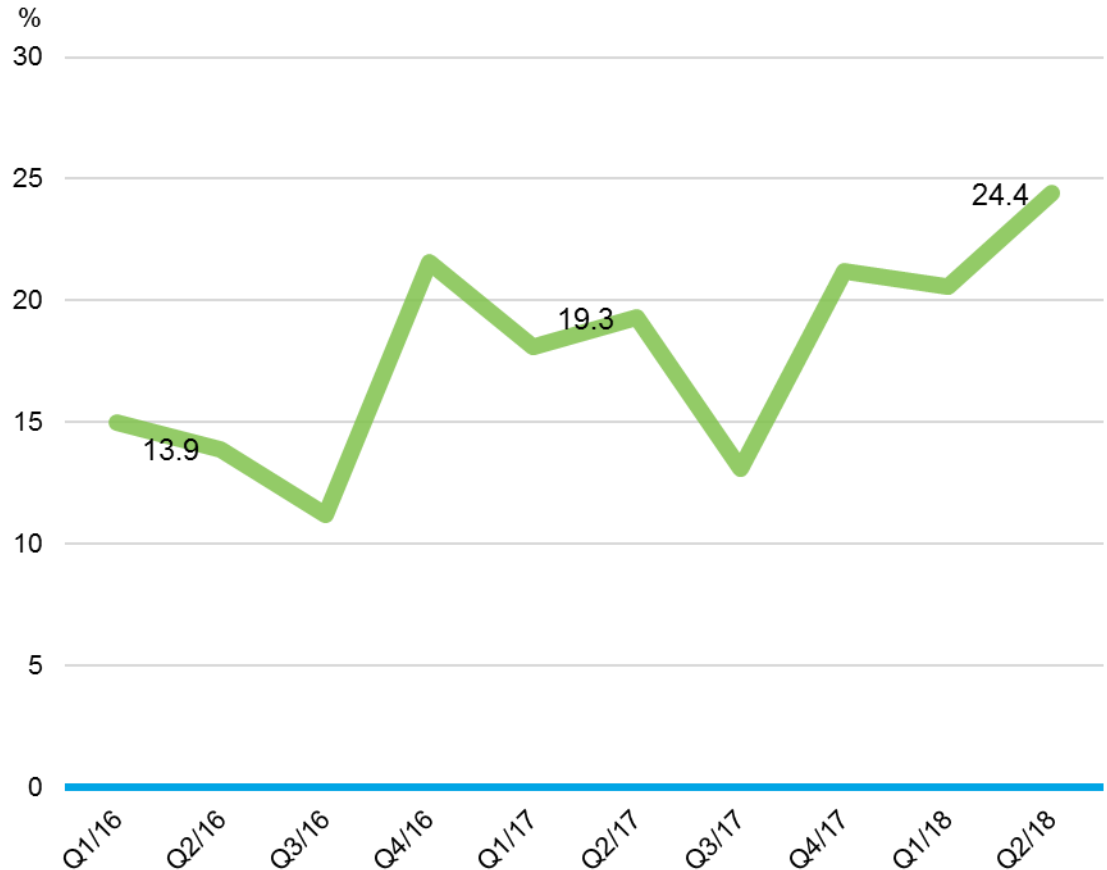


Return on capital employed (ROCE), %

4-6/2018: 24.4% (4-6/2017: 19.3%)

1-6/2018: 22.1% (1-6/2017: 18.6%)

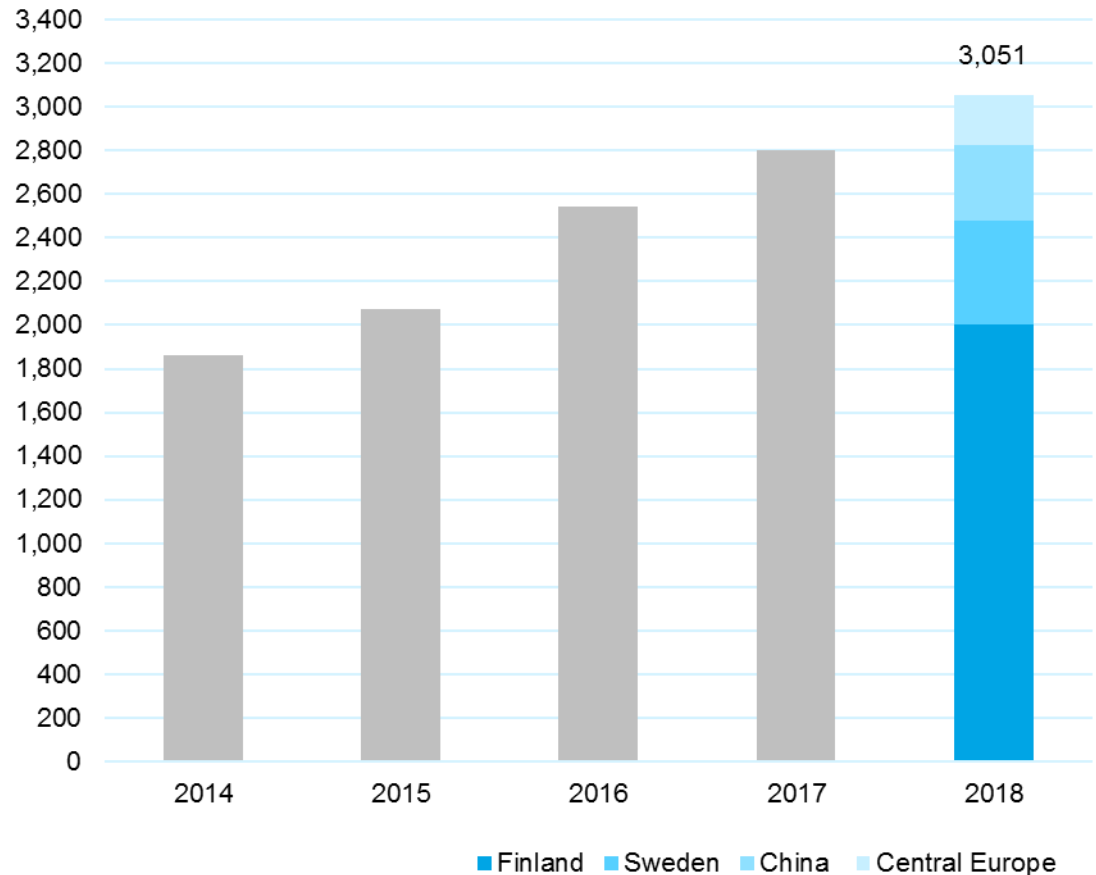
- Engineering services business does not tie significant capital. For this reason return on capital employed should be at least 20%.



Personnel at end of the period

1-6/2018: 3,051 (1-6/2017: 2,731)

- The amount of personnel grew by 11.7% year-on-year.
- At the end of the review period, 1,049 (934) people were employed by the Group outside of Finland.



Income statement

(MEUR)	1-6/2018	1-6/2017	Change %	1-12/2017
Revenue	121.0	109.1	10.9	214.8
Other operating income	0.4	0.1		0.4
Materials and services	-10.9	-9.7		-20.4
Staff costs	-81.1	-74.6		-145.0
Other operating expenses	-16.5	-14.2		-29.0
Depreciation and amortization	-2.7	-2.7		-5.3
Operating profit (EBIT)	10.1	8.0	25.1	15.5
Financial income	0.6	0.2		0.5
Financial expenses	-0.8	-0.5		-1.3
Profit before taxes	9.8	7.7	26.7	14.7
Income taxes	-2.2	-1.7		-3.2
Profit for the review period	7.6	6.0	26.4	11.6

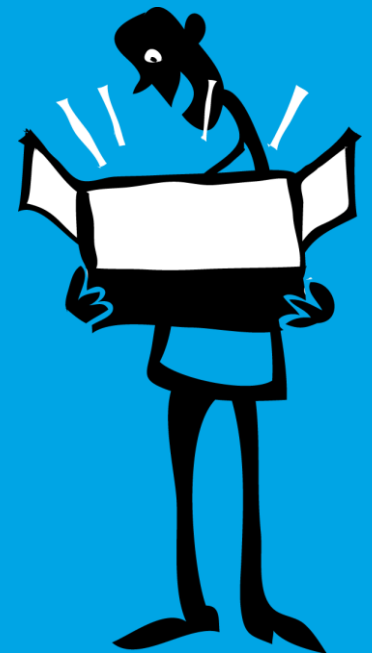
Balance sheet

(MEUR)

Jun 30, 2018 Jun 30, 2017 Dec 31, 2017

Goodwill	66.2	59.5	59.0
Other non-current assets	26.8	23.0	22.3
Non-current assets, total	93.0	82.5	81.3
Inventory	0.3	0.3	0.3
Trade and other receivables	55.7	51.5	52.8
Cash and cash equivalents	7.9	4.3	10.1
Current assets, total	63.9	56.1	63.2
TOTAL ASSETS	156.9	138.6	144.4
Equity, total	59.7	54.8	57.9
Non-current liabilities, total	34.5	24.1	23.8
Current liabilities, total	62.8	59.7	62.7
TOTAL EQUITY AND LIABILITIES	156.9	138.6	144.4

Etteplan's targets



We are progressing towards our targets

FINANCIAL TARGETS

15%

On average annual
revenue growth

1-6/2018: 10.9%

10%

EBIT from business
operations

1-6/2018: 9.0%

65%

Managed Services
share of revenue by
2019

1-6/2018: 54%

>30%

Equity ratio

1-6/2018: 38.5%

ACTIONS

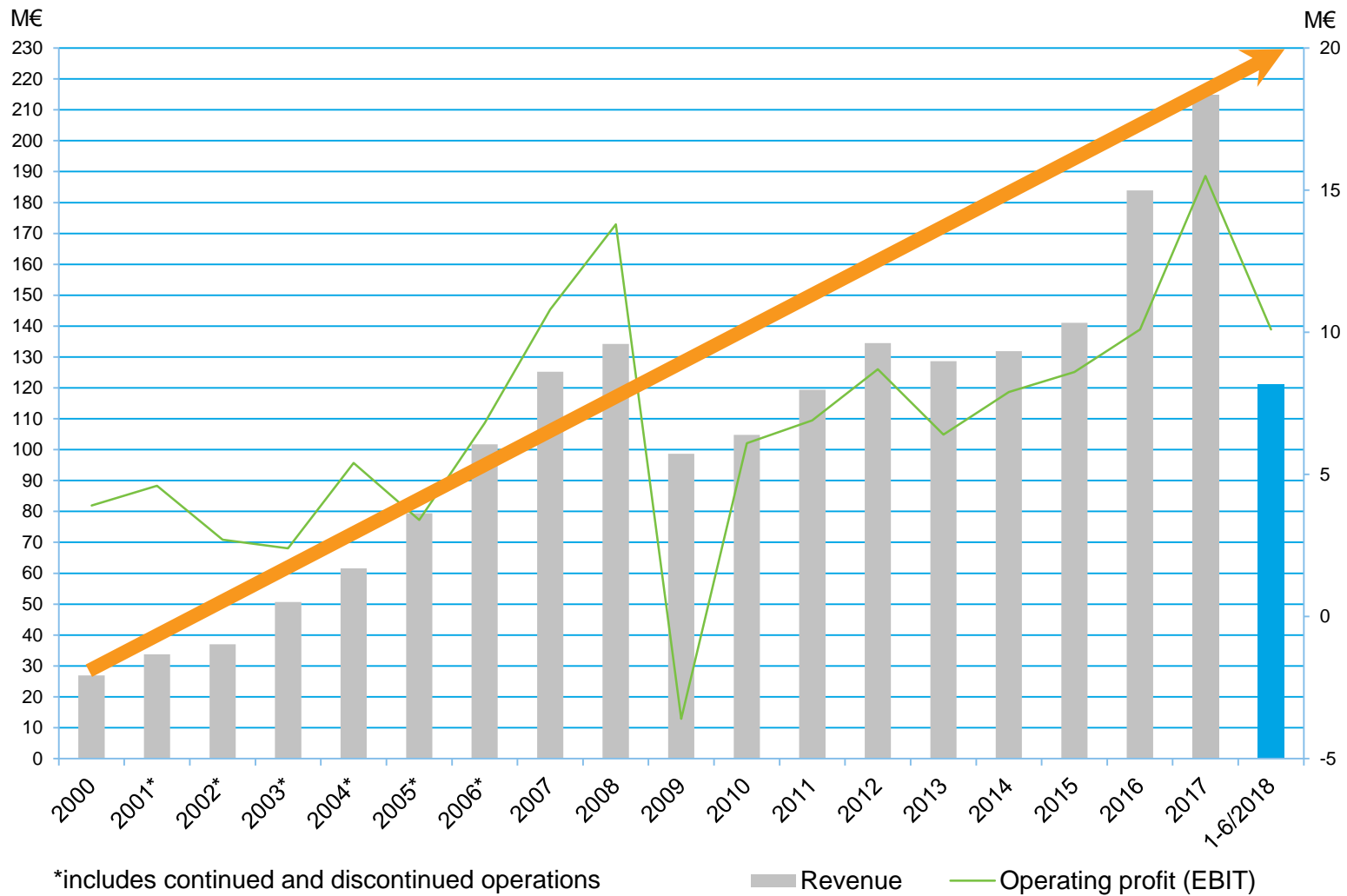
- Growth in key customers
- Organic growth through service solutions
- Acquisitions

- Change in business model towards Managed services
- Market leadership

- Service solutions
- Technology solutions
- Project business

- Corresponding financing arrangements
- Improving cash flow

Revenue and EBIT 2000-2018



Investor Relations contacts



Per-Anders Gådin
Senior Vice President,
Finance
Tel. +46 70 399 7929

Juha Näkki
President and CEO
Tel. +358 10 307 2077

Outi Tornainen
Senior Vice President,
Communications and Marketing
Tel. + 358 40 5121 375



Engineering with a difference