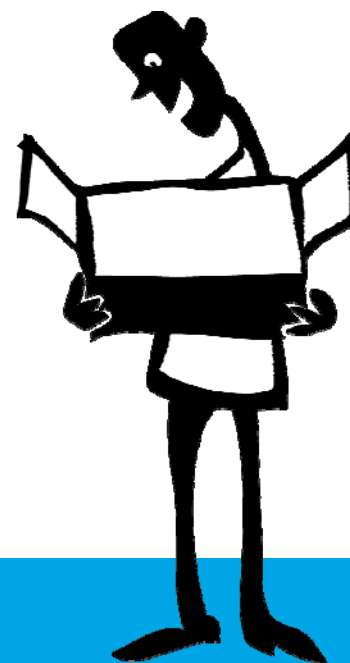


Etteplan becomes an even stronger partner in meeting customers' needs in digitalization

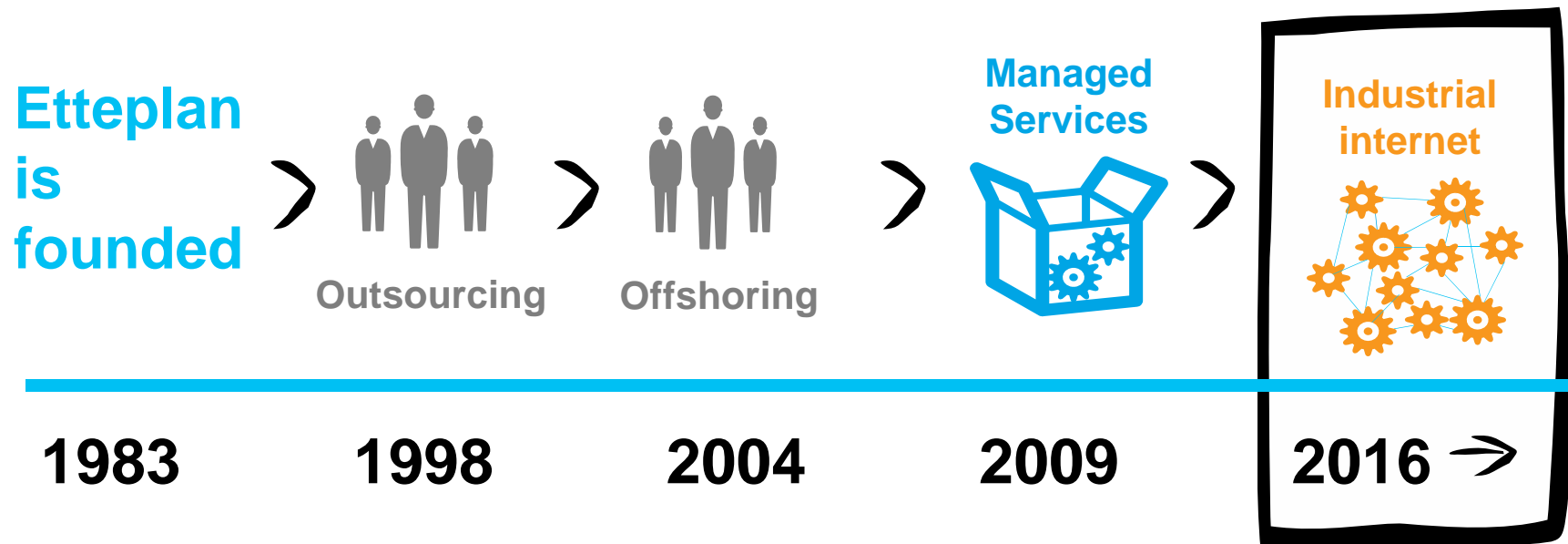
Juha Näkki, President and CEO

Etteplan Oyj

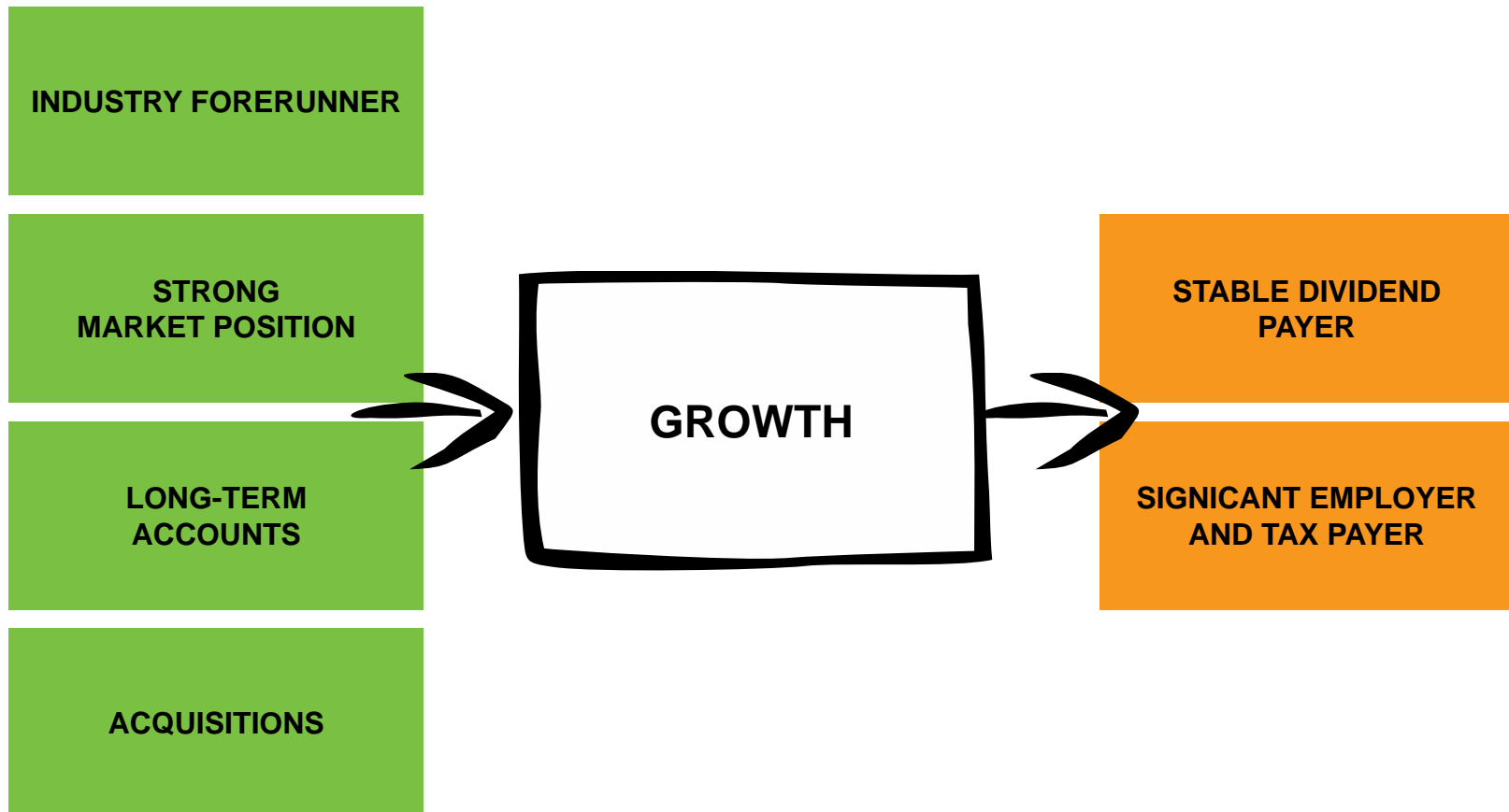
March 15, 2016



Forerunner in developing engineering methods and service solutions



Intelligent devices efficiently



Etteplan Oyj acquires the total share capital of Espotel Oy and Soikea Solutions Oy

Espotel

- One of the leading engineering services companies in the Nordics specializing in embedded systems, production testing solutions and IoT (Internet of Things) solutions for industrial purposes.

Soikea

- A specialist in digital data transfer and management, whose multichannel solutions produce the right information to the right place at the right time.

A rights issue is planned to finance the acquisitions

- The value of the transaction (Enterprise Value, EV) to be paid by Etteplan is approximately EUR 29 million. In addition, an earn-out element, which is subject to achieving certain financial result related goals.
- Etteplan's Board of Directors plans a rights issue of approximately EUR 14 million to finance the acquisitions.
- Before the execution of the rights issue Ingman Group Oy Ab grants Etteplan a bridge financing of approximately EUR 10 million, which will be converged to shares in the planned rights issue.
- As part of the acquisition price Etteplan transfers a total of 221,365 treasury shares to the key private owners of Espotel and Soikea. A three-year (3) lock-up period is associated with the share transfer.
- Etteplan will also take a bank loan to finance the acquisitions and use other available financing facilities.
- The acquisitions are estimated to be completed by April 4, 2016.

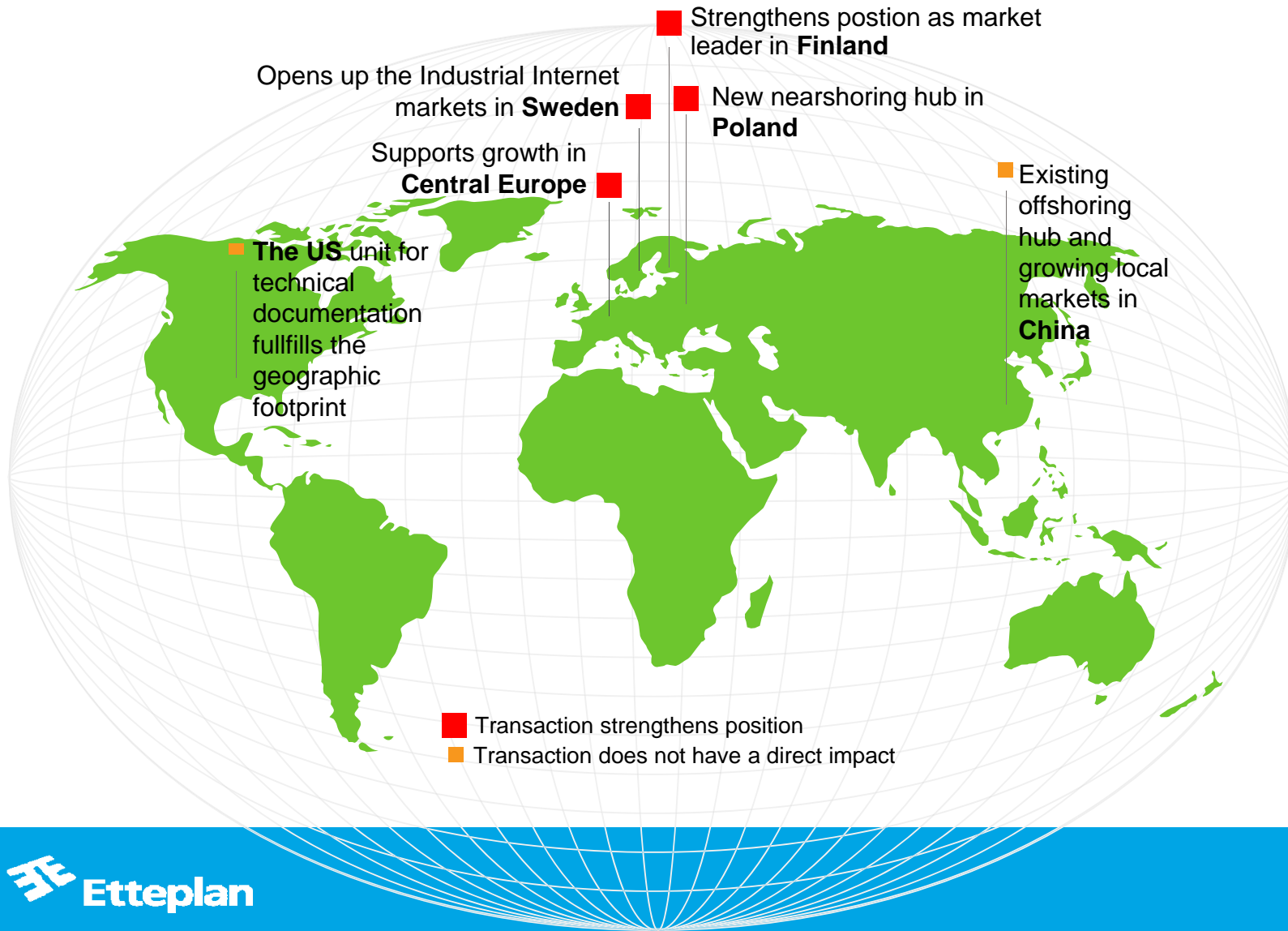
Combined revenue in 2015 totalled 170 MEUR

EUR million	Combined	Etteplan	Acquired
Revenue	169.7	141.1	28.6
EBIT from business operations*	12.6	9.5	3.1

* EBIT excluding acquisition related items such as amortization on PPA allocations and earn out revaluations.

- The combined revenue in 2015 for embedded systems and industrial internet solutions was approximately EUR 40 million.
- The acquisitions will have a positive impact on the operating profit (EBIT) in 2016.
- The run-rate of the synergies from the transaction are estimated to be about EUR 0.4 million and expected to materialize starting from the beginning of 2017.
- After the transaction Etteplan's preliminary total assets are approximately EUR 135 million.
- The transaction will raise Etteplan's preliminary goodwill by approximately EUR 17 million.
- The acquired businesses to be integrated into Etteplan's Group reporting on April 1, 2016.

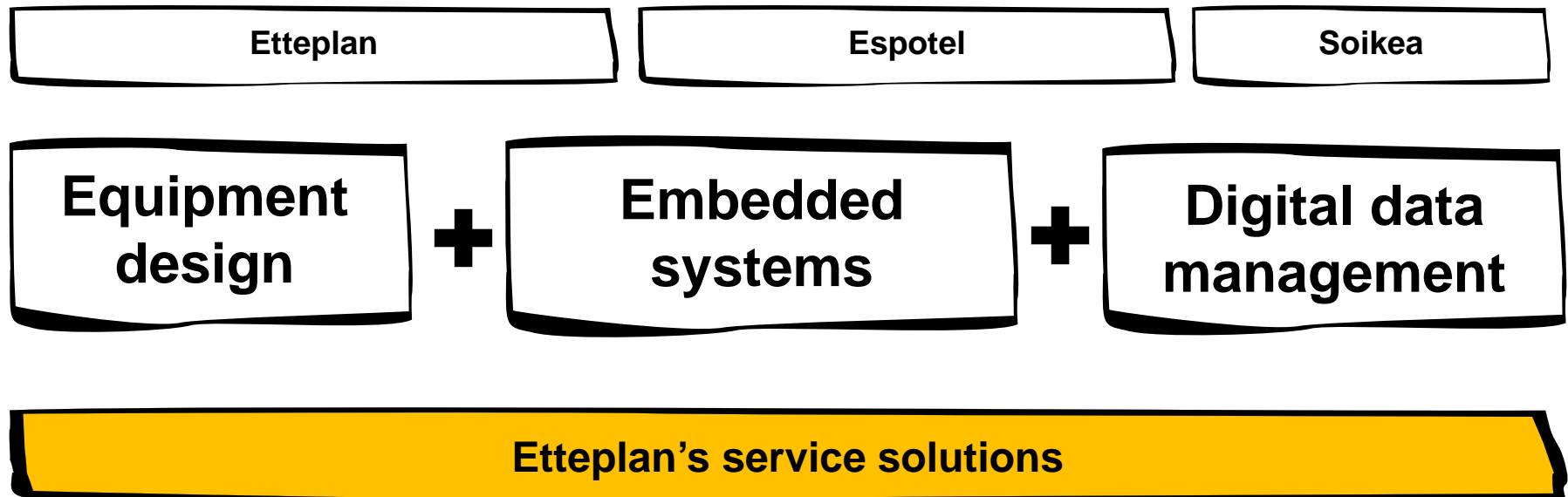
The transaction enables Etteplan new growth



New competence capital to solve customers' digitalization challenges

- Strengthens competences in embedded systems and industrial internet solutions.
- Widens strong engineering expertise into digital data management and embedded systems
- Combines intelligent devices, documentation and industrial internet applications into a unique service concept.
- Provides new value-added to customers especially in the development of their service and maintenance business.

Unique service concept in the engineering services industry



GROWTH IN KEY ACCOUNTS

Growing key accounts



BOMBARDIER

**nokian
TYRES**

ABB moventas



SIEMENS



Patra



GETINGE



Valmet

Outotec

SSAB

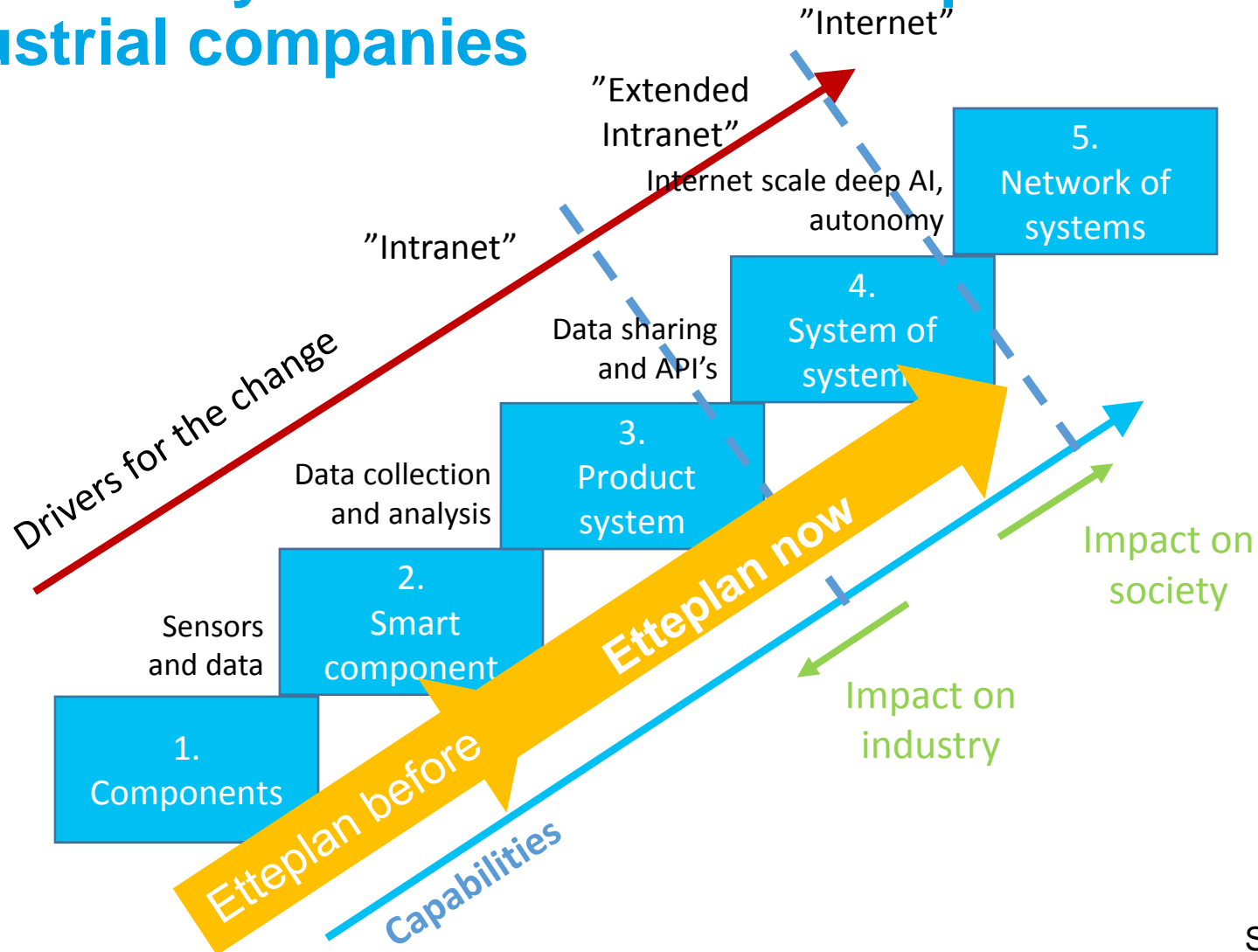


KONE



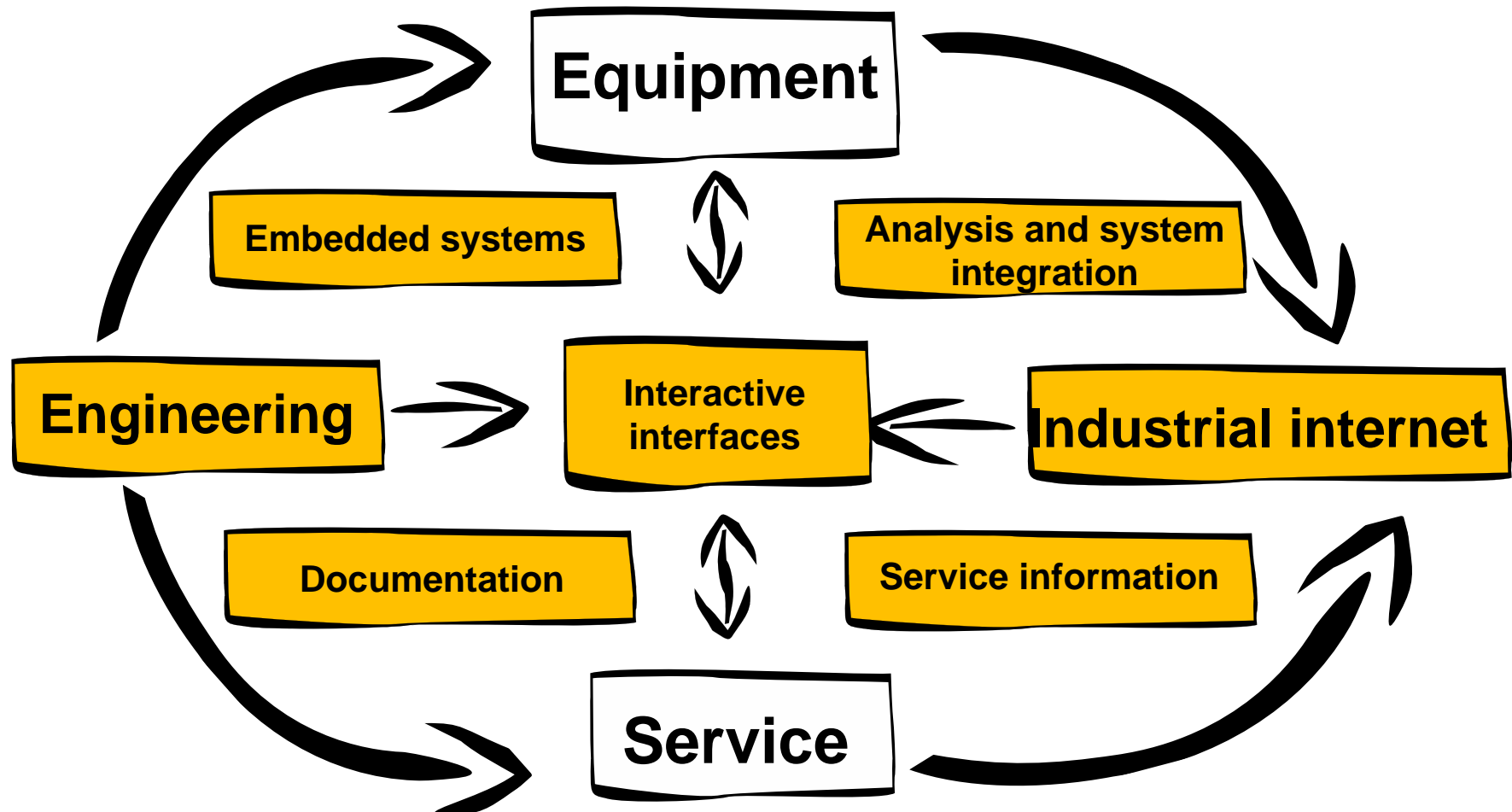
ANDRITZ

Connectivity widens business scope for industrial companies

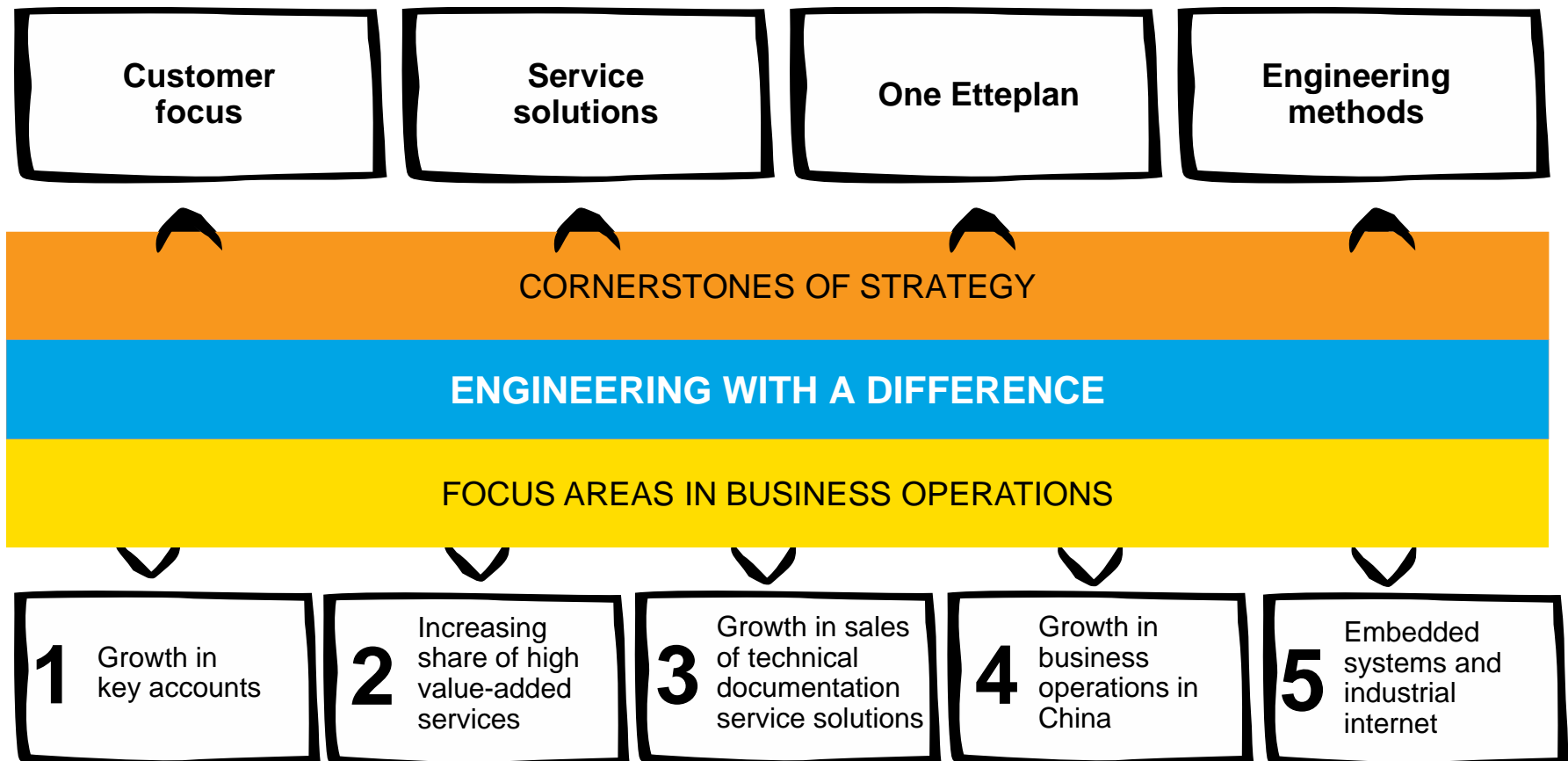


Source: ETLA

Intelligent design enables use of industrial internet in service and maintenance business



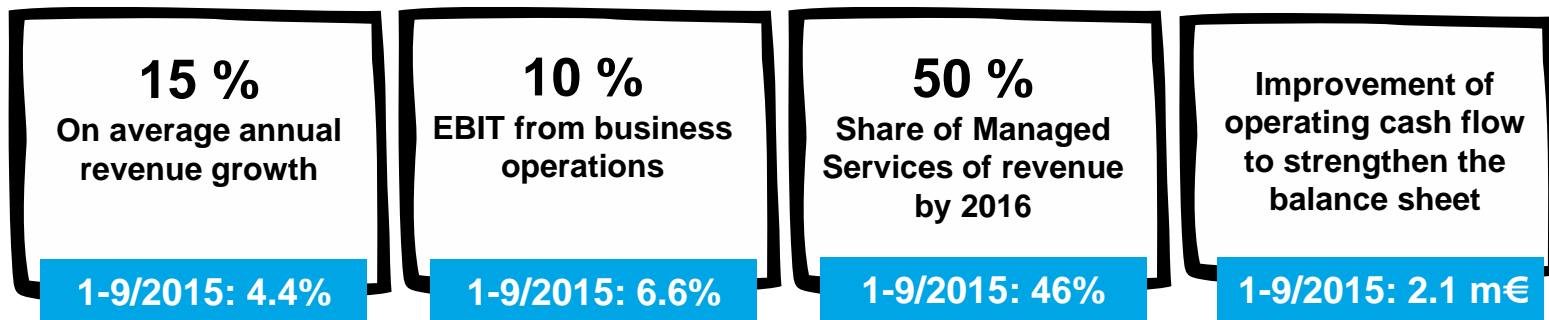
Determined growth strategy continues



TARGETS

15% annual revenue growth target

FINANCIAL TARGETS



ACTIONS

- | | | | |
|--|---|--|---|
| <ul style="list-style-type: none">• Growth in key accounts• Strong market position enables Etteplan to grow faster than the market• Acquisitions supporting growth | <ul style="list-style-type: none">• Unique service concept in the engineering services industry• Service solutions | <ul style="list-style-type: none">• Change of business model• Market leadership | <ul style="list-style-type: none">• Development of pricing models |
|--|---|--|---|

Updated financial guidance

**FINANCIAL
GUIDANCE 2016**
(March 15, 2016)

Etteplan expects the revenue and operating profit for the full year 2016 to grow significantly compared to 2015.*

**ETTEPLAN'S
GROWTH DRIVERS
2016**

Using Etteplan's unique service concept to increase market shares.
Most significant growth expectations in solutions for embedded systems and industrial internet, technical documentation and plant engineering.

* The financial guidance as given in the financial statements release on February 11, 2016: "We expect the revenue and operating profit for the year 2016 to grow clearly compared to 2015".



Engineering with a difference

Thank you!



Etteplan