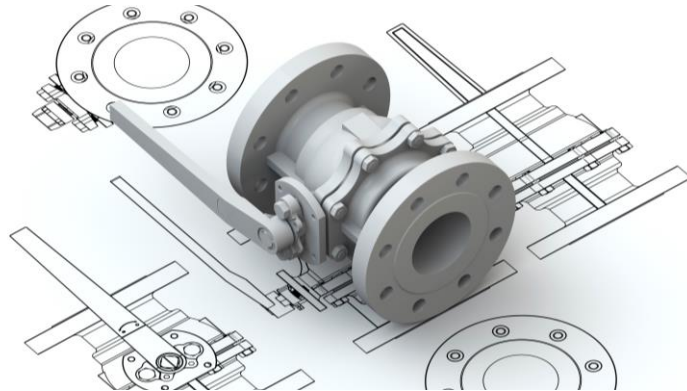


Etteplan as an investment

Sijoitus Invest 2015 -event
November 11–12, 2015

Engineering with a difference



Engineering Services

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

Engineering services mean innovation, design and engineering analysis of technical features of an equipment/ machinery or industrial plants.

Technical Documentation

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

Technical documentation means product documentation, such as manuals and user guides as well as their content creation and distribution.

Best service solutions in all time zones

24/7- engineering services

131.9

EUR MILLION
REVENUE IN 2014

7.9

EUR MILLION
OPERATING PROFIT
IN 2014

0.15

EUR DIVIDEND
IN 2014

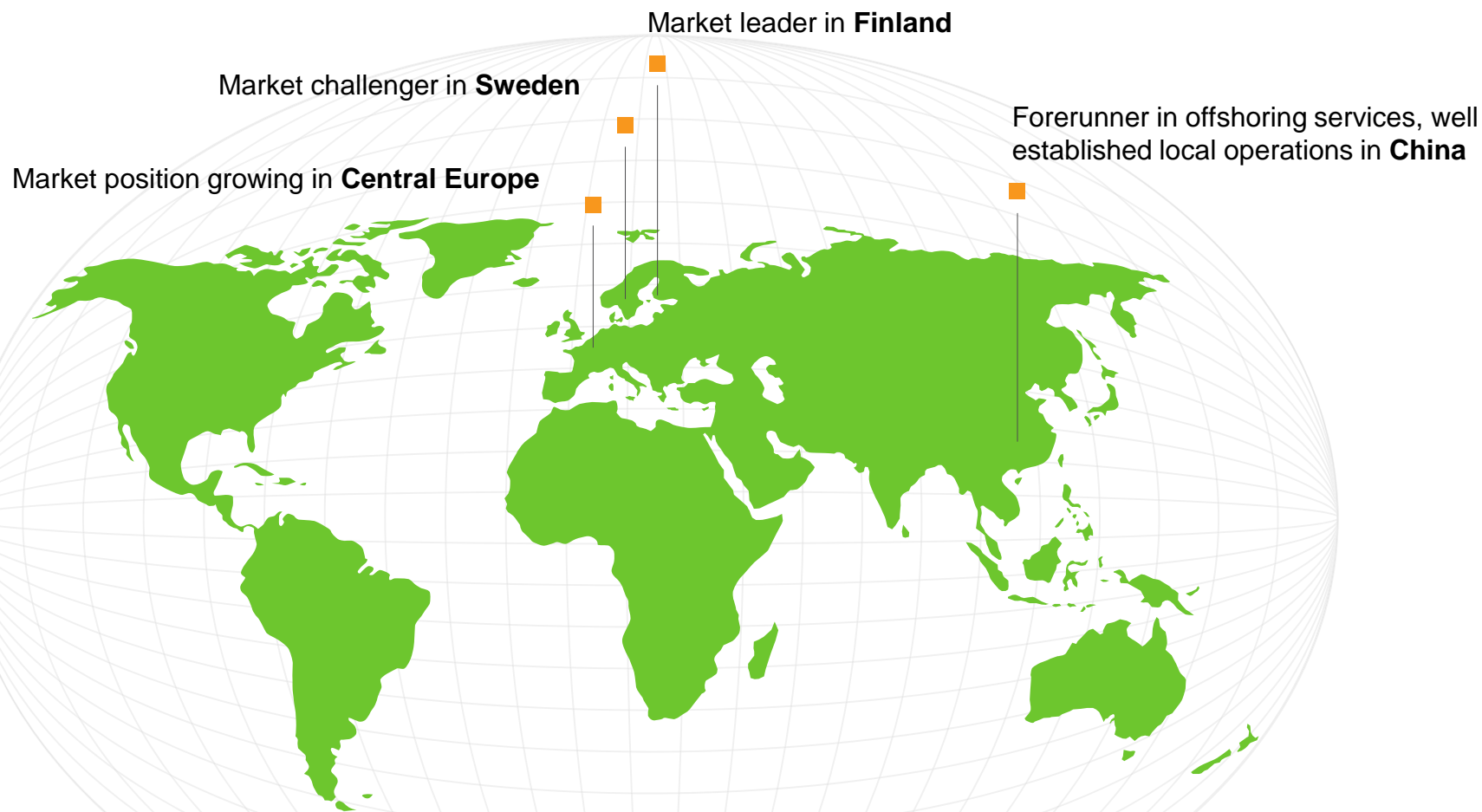
47

OFFICES IN FIVE
COUNTRIES

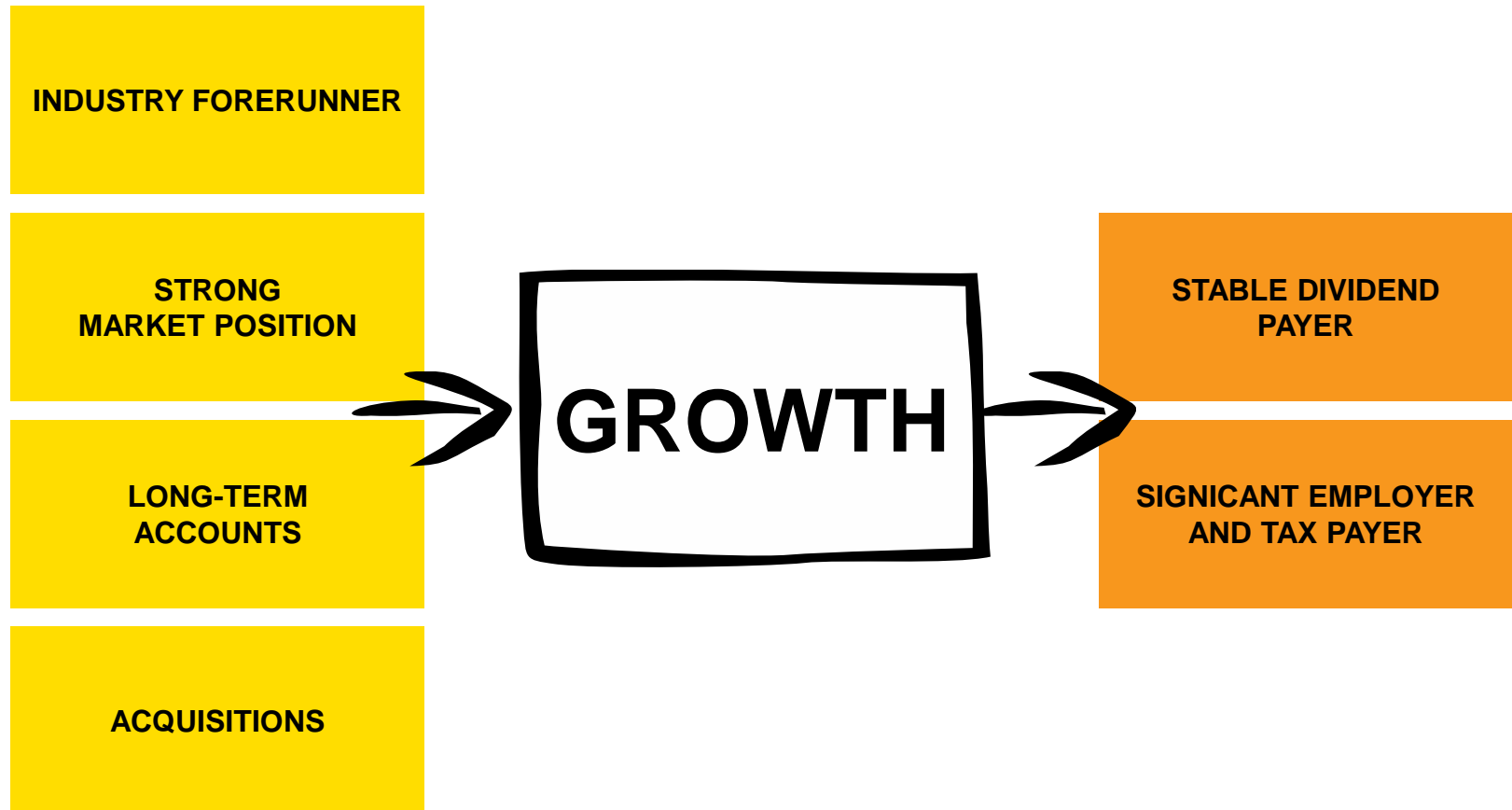
2,100

EMPLOYEES

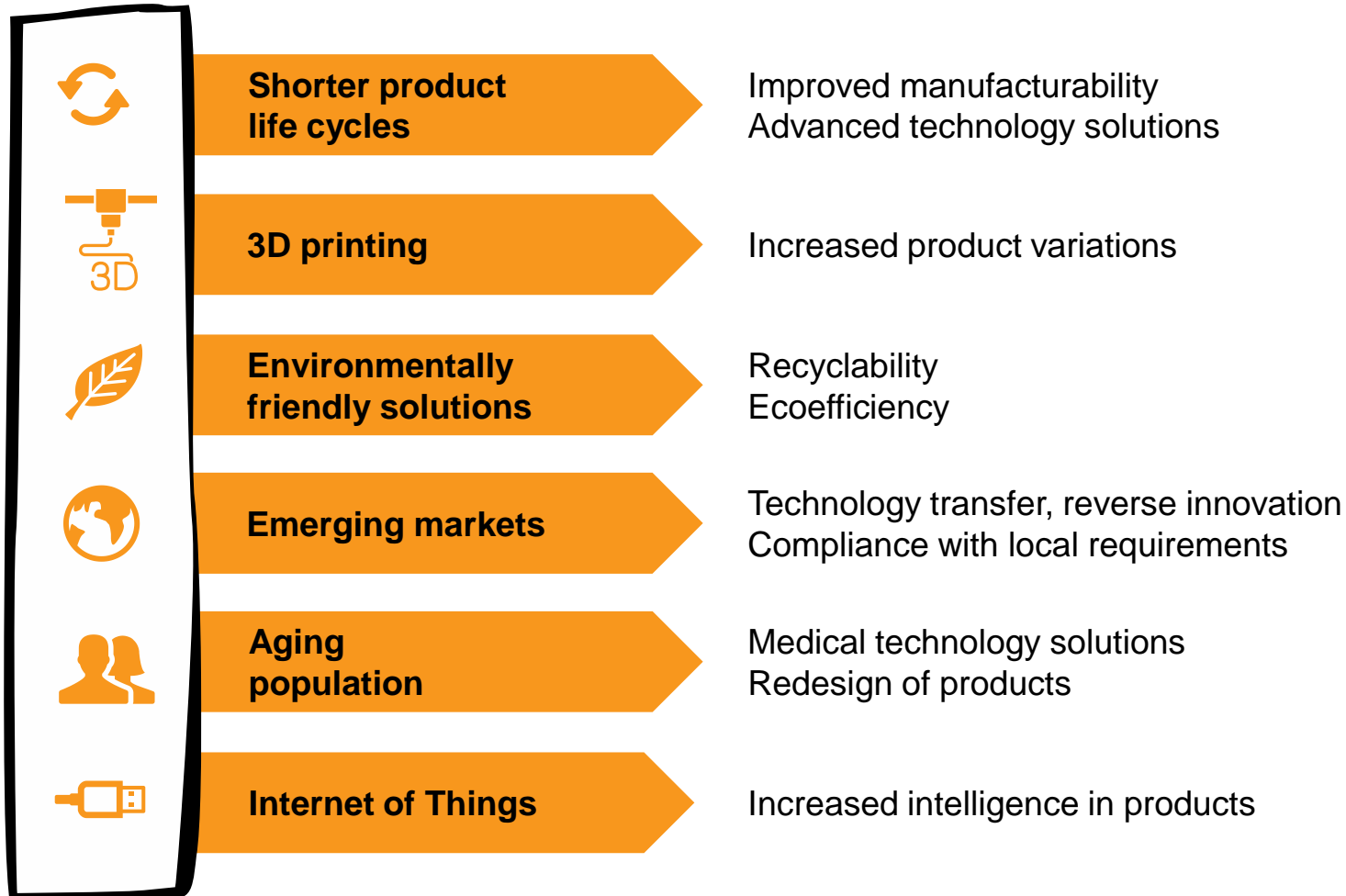
Etteplan worldwide



Etteplan is a growth company



Need for engineering work is growing

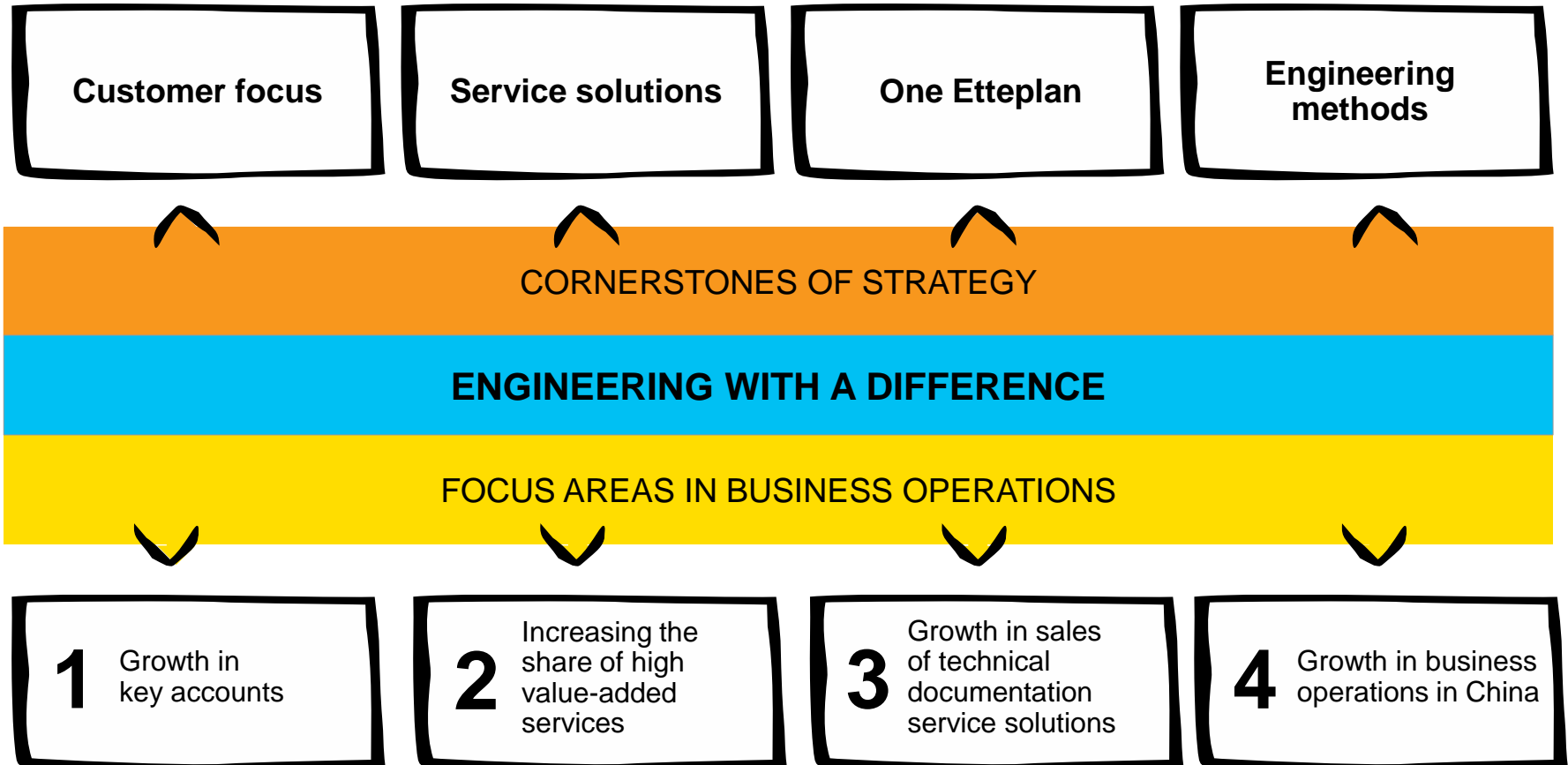


Etteplan involved in consolidation of the industry

- Competitive environment comprises of a large amount of competitors of different sizes
- Consolidation trend ongoing in the industry
- Customers are reducing the number of suppliers
- Larger players are growing faster than the markets
- Etteplan's ownership structure gives good opportunities for acquisitions



Competitive advantage from strategy



Long-term accounts are key to success



CASE Outotec

– design engineering of process piping in Turkey

Etteplan is Outotec Equipment Engineering's Preferred Partner in design engineering of equipment and machinery and in technical documentation. The order in Turkey is the first order from Outotec in the area of plant engineering.

CASE Husqvarna

– global outsourcing agreement

Husqvarna Group outsourced the global production and management of technical documentation for its all products and brands to Etteplan.

Customers are leading companies in their industries



BOMBARDIER

**nokian
TYRES**

ABB moventas



SIEMENS



Patria



GETINGE



Outotec

SSAB



ANDRITZ

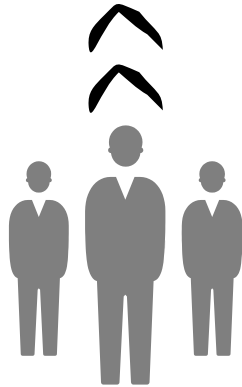


From expertise for hire towards high value-added services

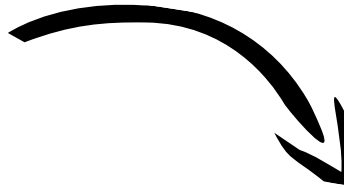
Managed Services



Customer transfers engineering or documentation work to Etteplan, who assumes the responsibility of the results



Expertise for hire

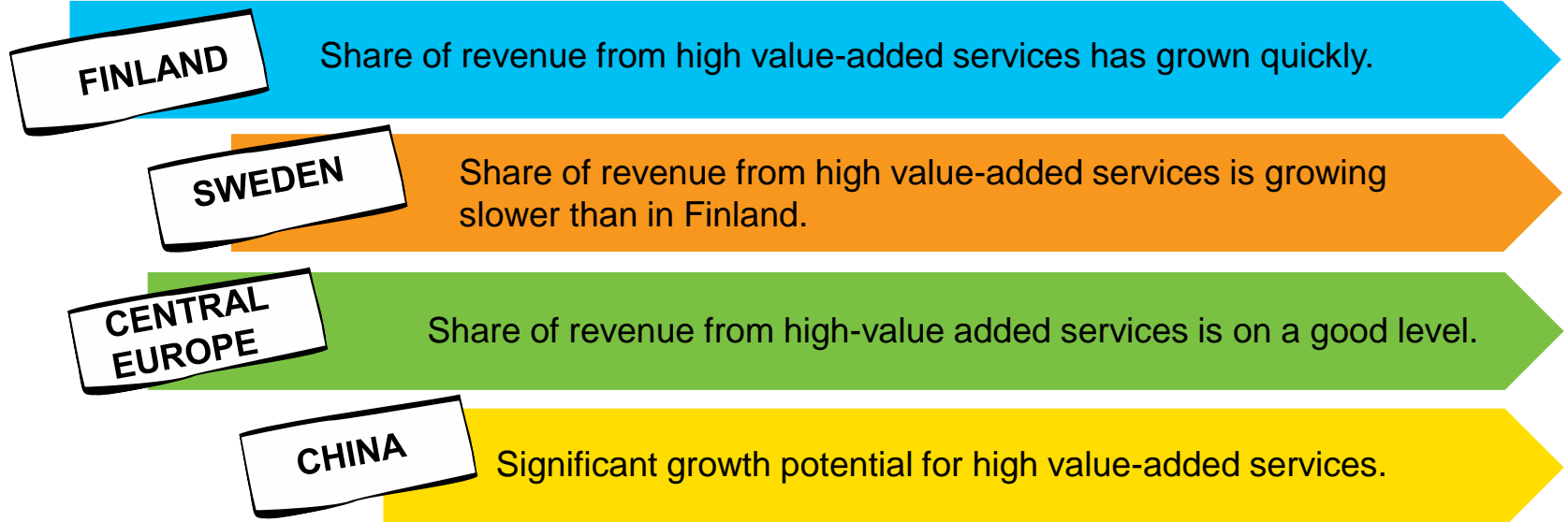


Goal:

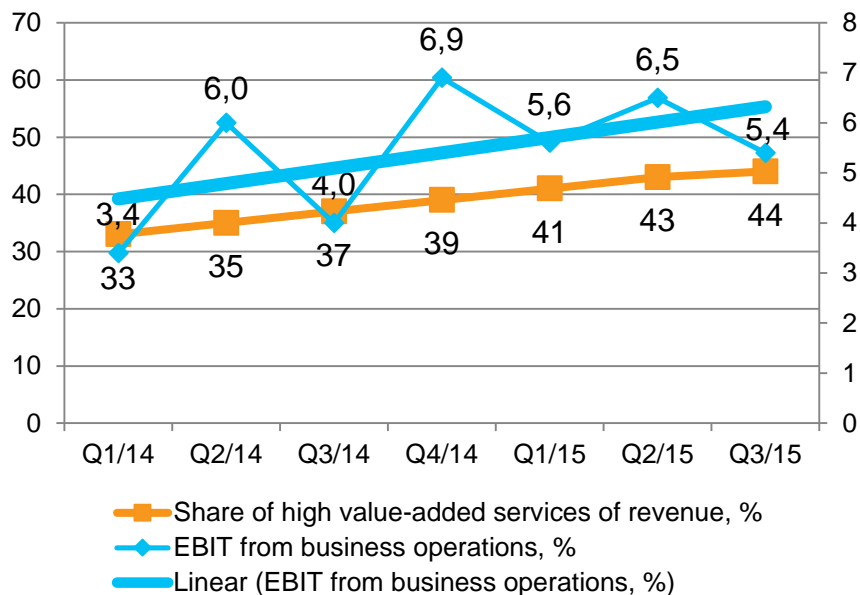
To grow share of Managed Services to 50% of revenue by 2016 (Q3/2015: 46 %)

Share of revenue from high value-added services is growing

- Customers continue to focus on their core business. This generates new demand for outsourcing solutions and other high value-added services.
- Etteplan is an industry forerunner, who has proven outsourcing solutions.

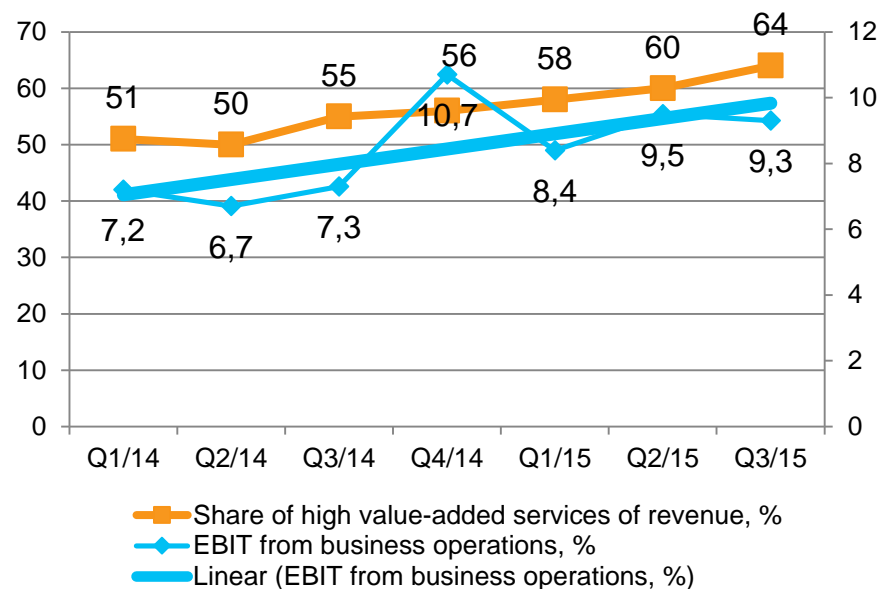


Profitability from high value-added services



Engineering Services

Share of revenue accounted for by high value-added services 43% and EBIT from business operations 5.8% (1-9/2015).



Technical documentation

Share of revenue accounted for by high value-added services 62% and EBIT from business operations 9.0 % (1-9/2015).

Most advanced offering in technical documentation



- The company has the industry's most advanced technologies to spur its customers' growing service business
- Etteplan's customers get significant cost savings
- Technical documentation has significant organic growth potential
- Etteplan is the leading technical documentation service provider in Europe

We build bridges between Europe and China

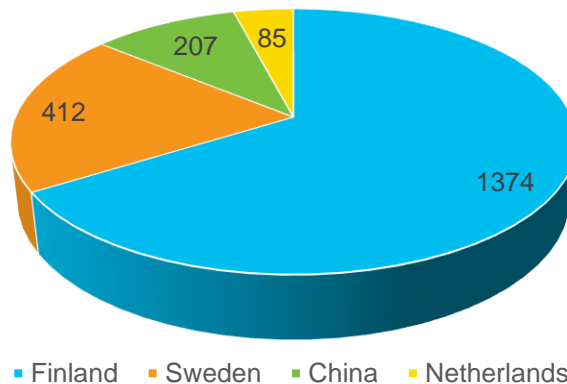
- Etteplan has operations in China since 2004
- Offshoring services in China brings significant competitive advantage
- Local markets have significant growth potential in the long-term



Expertise is the foundation of business

- Number of personnel grew with 8 % in 2014
- Number of personnel in Finland at record level in 2015
- Focus on competence management

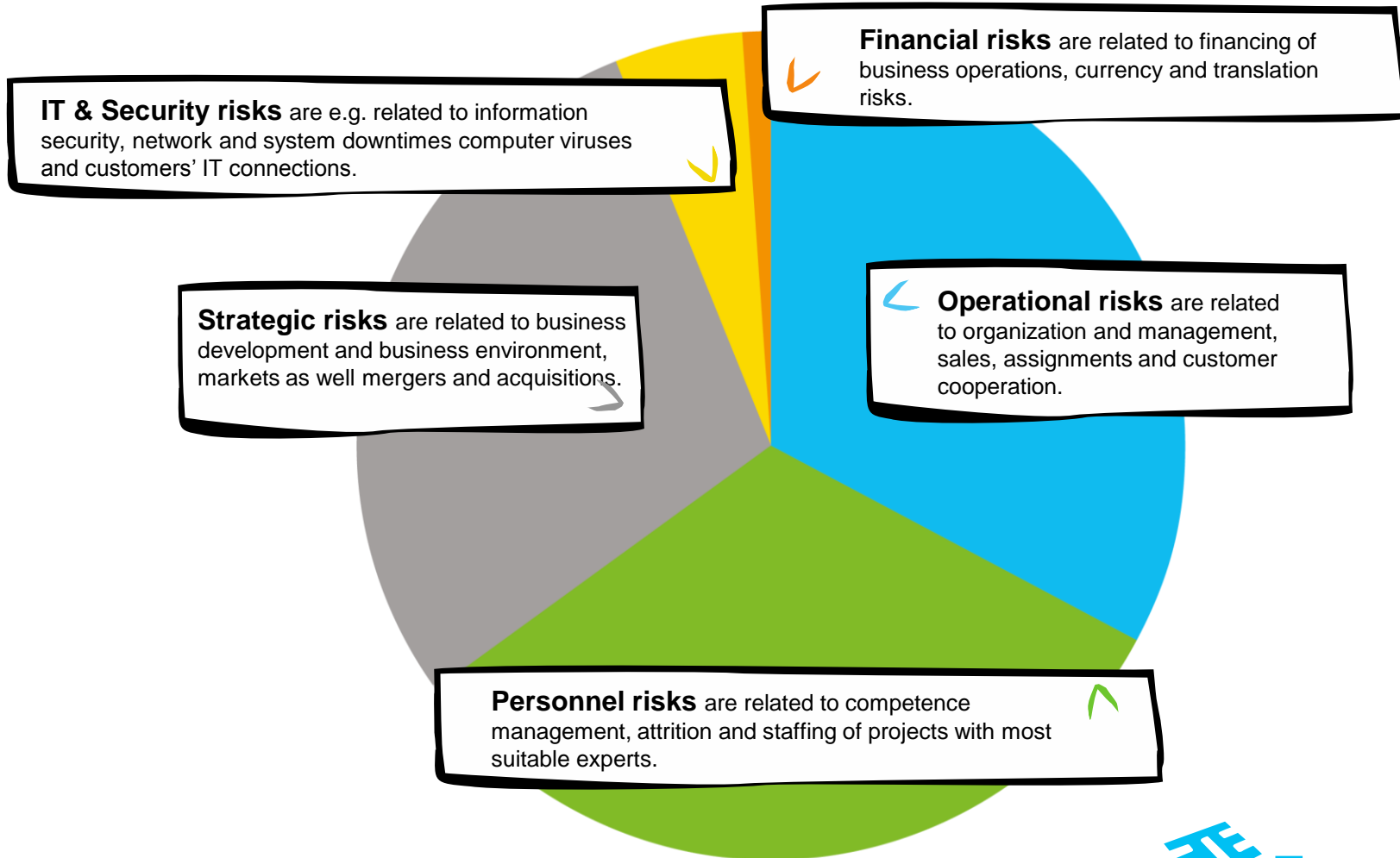
Personnel by country



Educational background of personnel in 2014

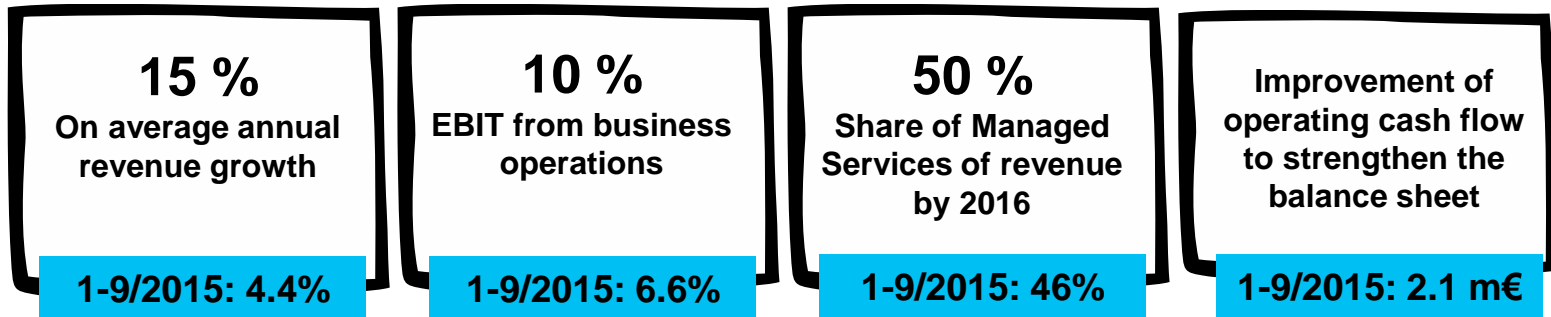
- Upper secondary education 7 %
- College 10 %
- Lower university degree 60 %
- Higher university degree 22 %
- Doctoral degree 1 %

Risk management is a key element in day-to-day management



Revenue growth target 15 % annually

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">• Change of business model• Market leadership | <ul style="list-style-type: none">• Service solutions and project business | <ul style="list-style-type: none">• Development of pricing models |
|--|--|--|---|

Outlook

Financial guidance 2015

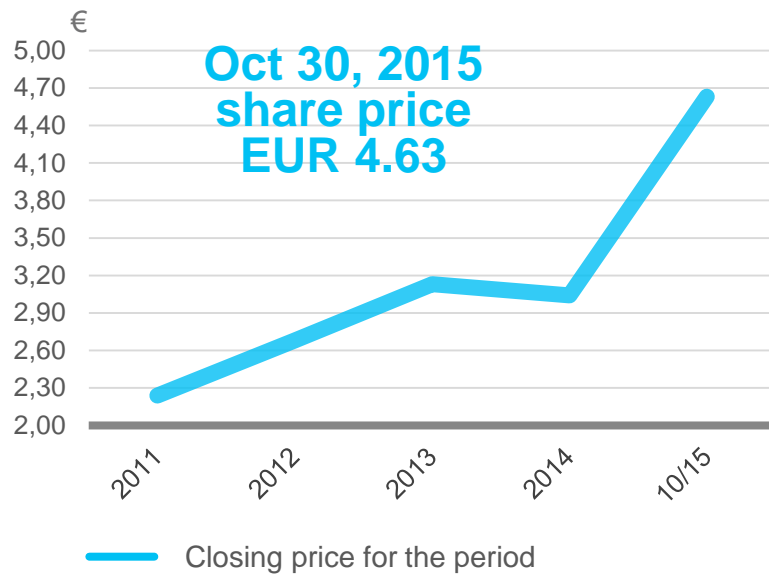
- Etteplan expects the revenue and operating profit for the year 2015 to grow clearly compared to 2014.

Etteplan's growth drivers in 2016

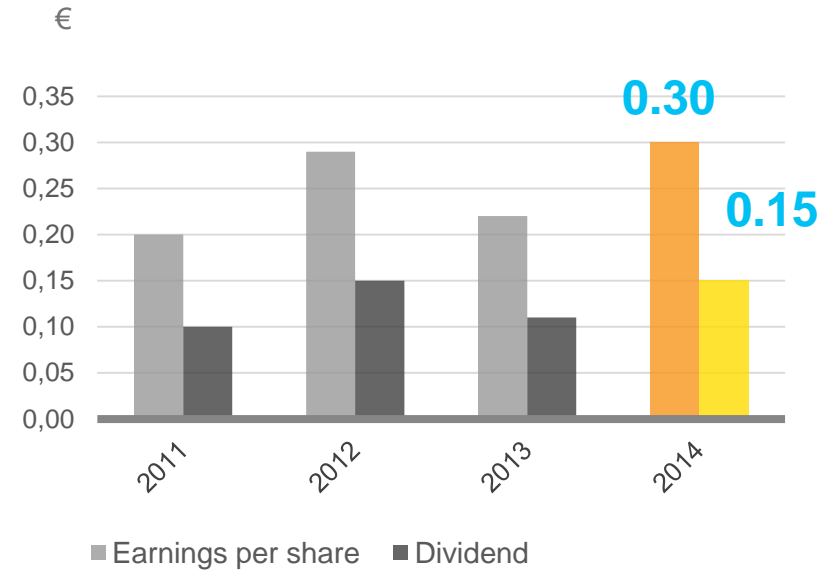
- Etteplan's service offering works well in recession and helps us grow market share.
- Technical documentation and plant engineering have the highest growth expectations.

Growth creates shareholder value

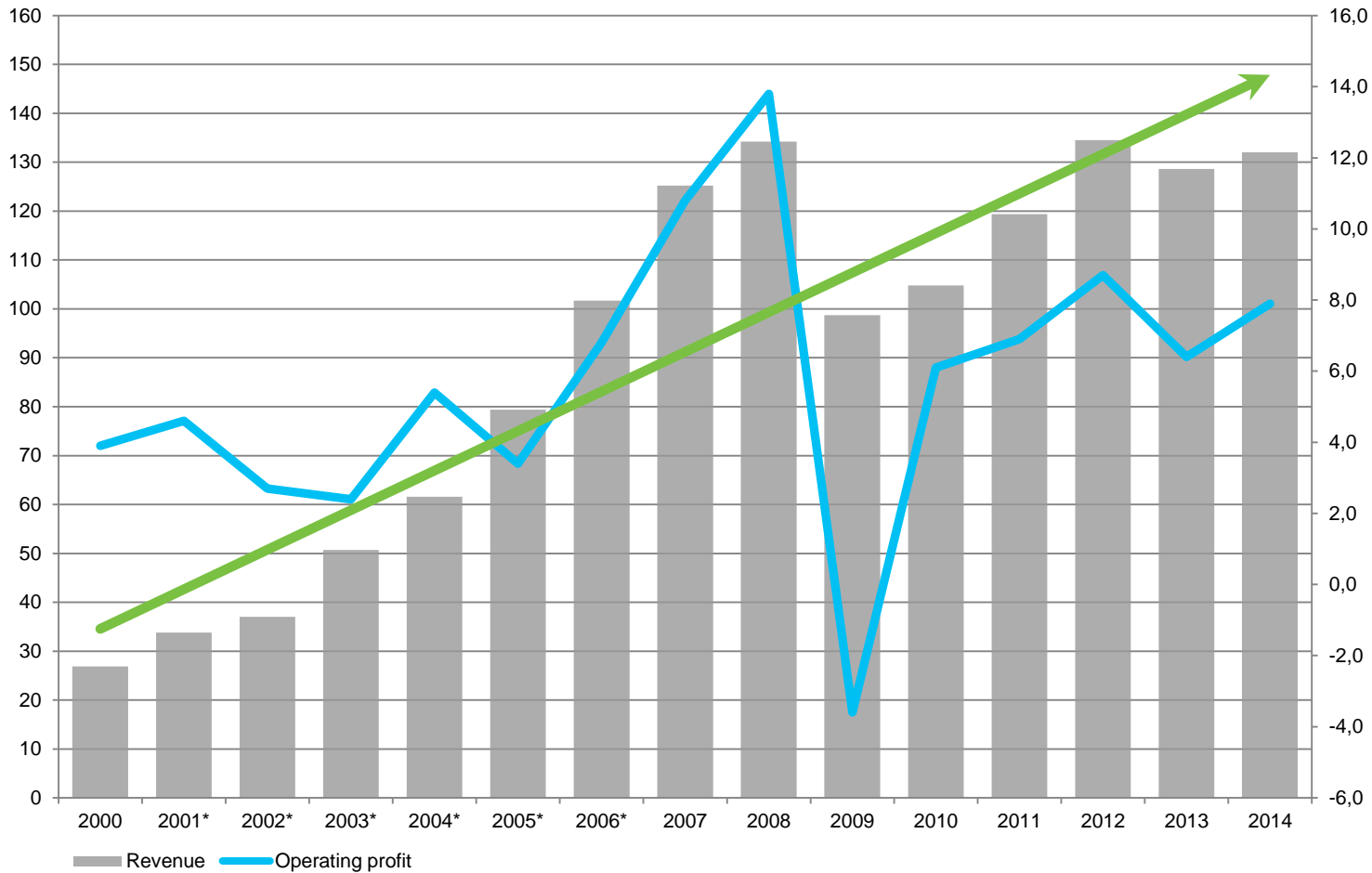
Share price development, 2011–2015



Earnings per share and dividends, 2011–2014



Revenue and operating profit (EBIT) 2000–2014*



*includes continuing and discontinued operations

**Best service solutions
anywhere at any time**