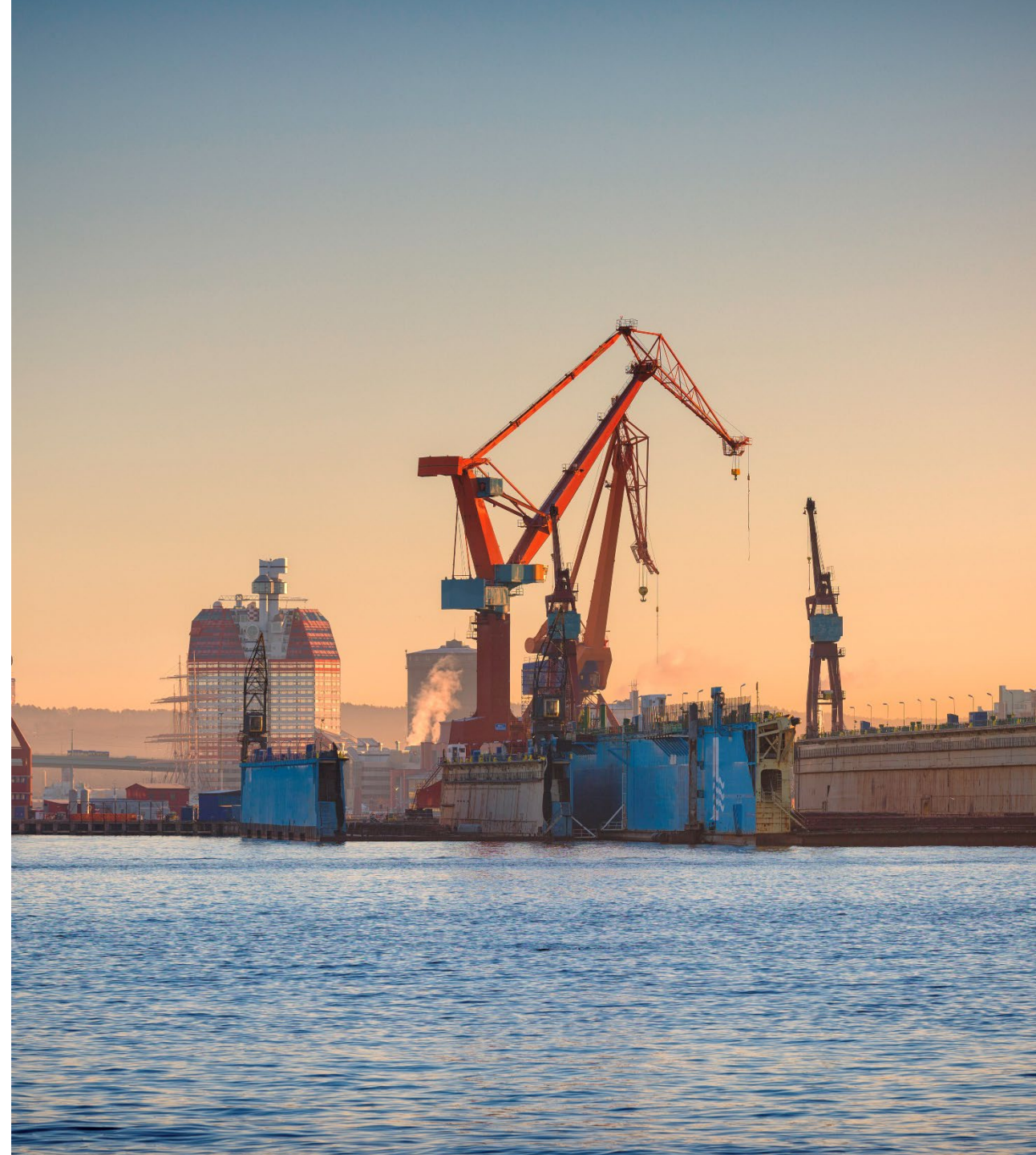


Etteplan Q3/2021: Good growth continued

Juha Näkki
President and CEO
October 28, 2021
Espoo, Finland

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Highlights of Q3/2021

Highlights Q3/2021

- + Our growth rate remained good inspite of the slow start of the quarter.
 - + Growth >20%, organic growth ~14%.
 - + We invested in organic growth by establishing several new teams.
 - + Growth in Software and Embedded Solutions >30%.
 - + The number of hours sold to the Chinese markets increased by ~47%.
 - + Technical Documentation Solutions reached an excellent profitability >10%.
 - + We also made two acquisitions during Q3: Adina Solutions Oy in Finland and BST in Germany.
- The quarter got off to a slower start than we expected.
 - The global shortage of components began to be reflected in the demand for engineering services.
 - Market hindrances and organic investments affected our operational efficiency and our profitability declined slightly.

Development of the operating environment in Q3/2021

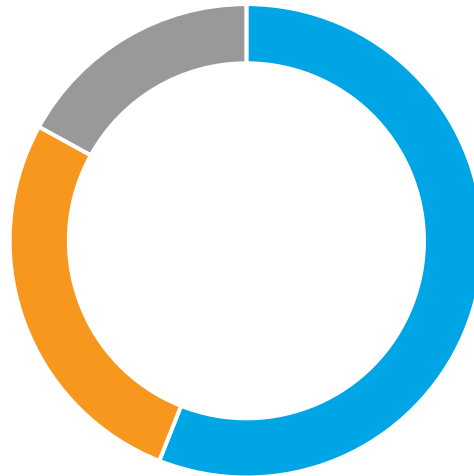
- The general demand situation remained fairly good even though the quarter got off to a slower start than expected.
 - Both our personnel and customers took a lot of vacations during summer 2021.
- The pandemic continued to have a slight impact on the market situation.
- The global component shortage began to be reflected in the demand for engineering services as the focus of customers' operations shifted increasingly to deliveries.

Market development in Etteplan's main markets in Q3/2021

- The pandemic continued to affect the market situation **in many European countries.**
- **In Finland**, the overall market situation remained fairly good, although the pandemic and the global component shortage affected demand and increased uncertainty.
- Market uncertainty also affected demand slightly in **Sweden, Denmark, the Netherlands, Germany and Poland.**
- **China:** Demand was at a good level.

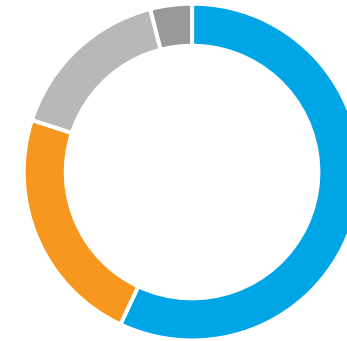
Revenue and personnel 1-9/2021

Revenue by service area



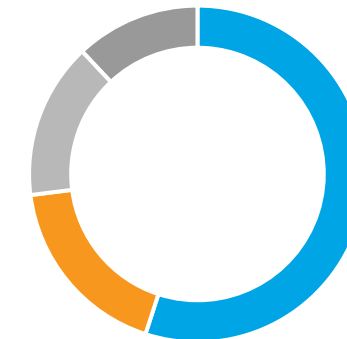
- Engineering Solutions 56% (57%)
- Software and Embedded Solutions 27% (24%)
- Technical Documentation Solutions 17% (19%)

Revenue by country



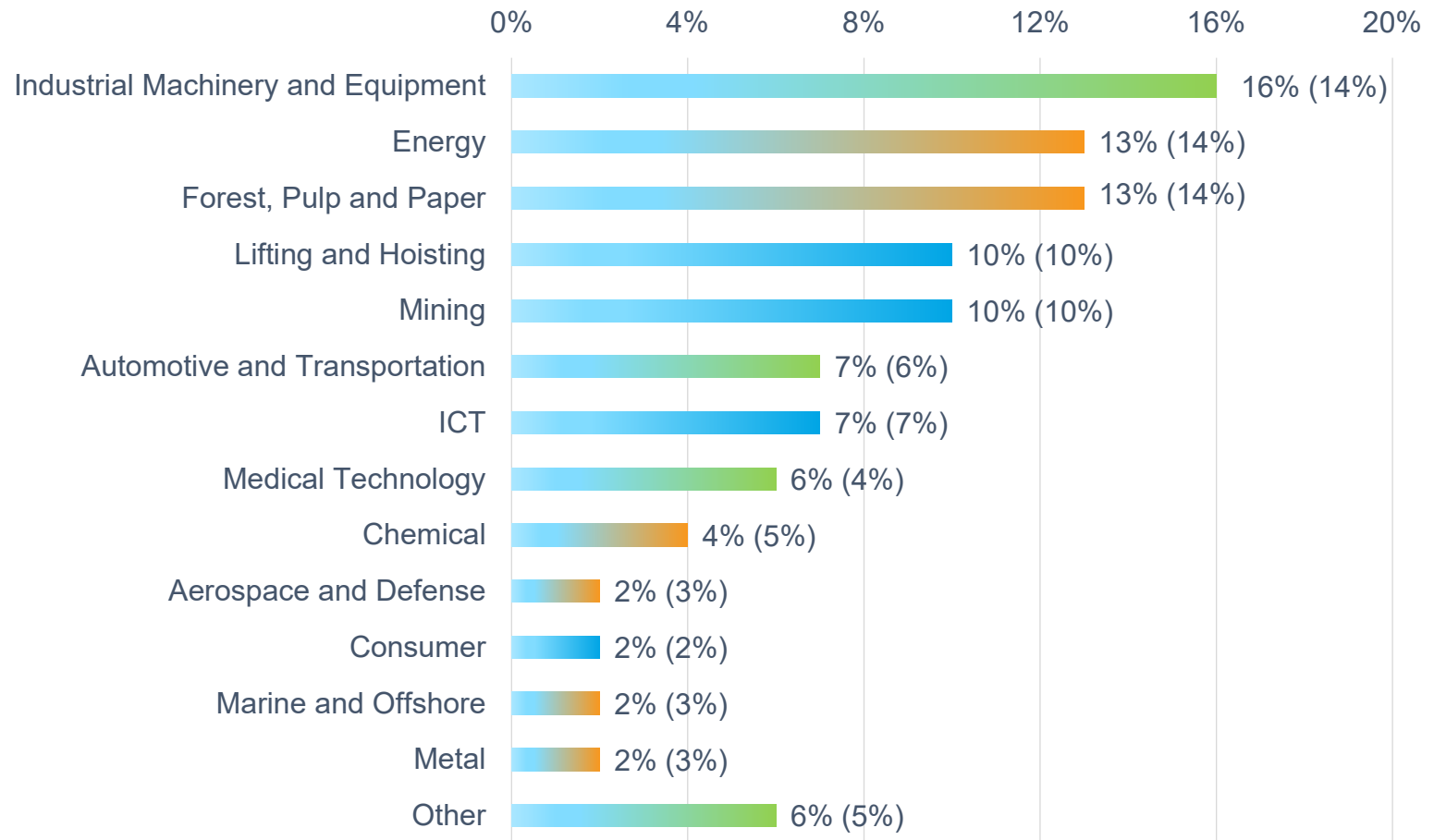
- Finland 57% (62%)
- Scandinavia 23% (22%)
- Central Europe 16% (13%)
- China 4% (3%)

Personnel by country (end of period)



- Finland 55% (59%)
- Scandinavia 18% (18%)
- Central Europe 15% (13%)
- China 12% (10%)

Revenue by customer segment 1-9/2021



Key figures 7-9/2021

EUR 1,000	7-9/2021	7-9/2020	Change %
Revenue	66,860	55,221	21.1
Operating profit (EBITA)	5,701	5,222	9.2
EBITA, %	8.5	9.5	
Operating profit (EBIT)	4,597	4,274	7.6
EBIT, %	6.9	7.7	
Basic earnings per share, EUR	0.14	0.13	7.7
Equity ratio, %	42.1	40.1	
Operating cash flow	227	206	10.0
ROCE, %	12.0	12.6	
Managed Services Index	63	60	5.0
Personnel at end of the period	3,625	3,291	10.1

Key figures 1-9/2021

EUR 1,000	1-9/2021	1-9/2020	Change %	1-12/2020
Revenue	214,853	189,408	13.4	259,702
Operating profit (EBITA)	21,174	18,087	17.1	26,172
EBITA, %	9.9	9.5		10.1
Operating profit (EBIT)	17,921	15,289	17.2	22,380
EBIT, %	8.3	8.1		8.6
Basic earnings per share, EUR	0.55	0.46	19.6	0.69
Equity ratio, %	42.1	40.1		40.5
Operating cash flow	13,937	20,485		37,997
ROCE, %	15.6	14.9		16.0
Managed Services Index	63	60	5.0	61
Personnel at end of the period	3,625	3,291	10.1	3,267

Outlook

Etteplan changed its financial guidance practice at the beginning of 2021. Going forward, Etteplan issues guidance for revenue and operating profit (EBIT) as a numerical range.

Specified financial guidance 2021

Etteplan specifies its previous guidance for Revenue and issues the following estimate:

- Revenue in 2021 is estimated to be EUR 295-310 million, and
- Operating profit (EBIT) in 2021 is estimated to be EUR 25-28 million.

Previous financial guidance 2021 (August 11, 2021)

- Revenue in 2021 is estimated to be EUR 295-315 million, and
- operating profit (EBIT) in 2021 is estimated to be EUR 25-28 million.

Market outlook 2021

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 global economy and market situation. In addition, the global component shortage is also reflected in the demand for engineering services. Our customers continue to invest in digital services and engineering solutions, which is why we expect the demand situation to remain at a fairly good level during the rest of the year in spite of the uncertainties.

Financial development Q3/2021

Revenue

7-9/2021: 66.9 M€ (55.2 M€)

Growth 21.1%

With comparable exchange rates 20.9%

Organic growth 13.8%

With comparable exchange rates 13.1%

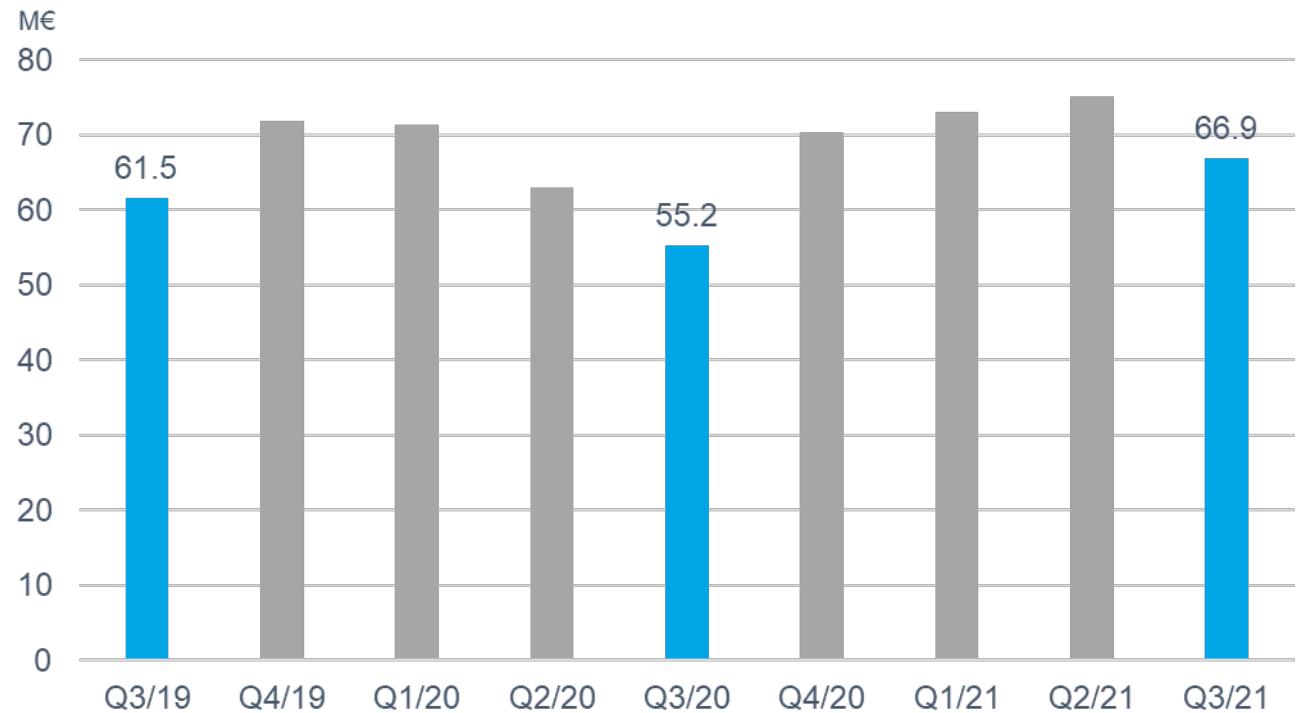
1-9/2021: 214.9 M€ (189.4 M€)

Growth 13.4%

With comparable exchange rates 12.6%

Organic growth 6.7%

With comparable exchange rates 5.7%



- The demand situation was fairly good, even though projects started at a slow pace. The global shortage of components began to reflect in the demand.
- We invested in organic growth by recruiting personnel and establishing new teams.
- Previously completed acquisitions and outsourcing agreements had a positive effect on our development.
- Revenue from key accounts increased by 12.0%.

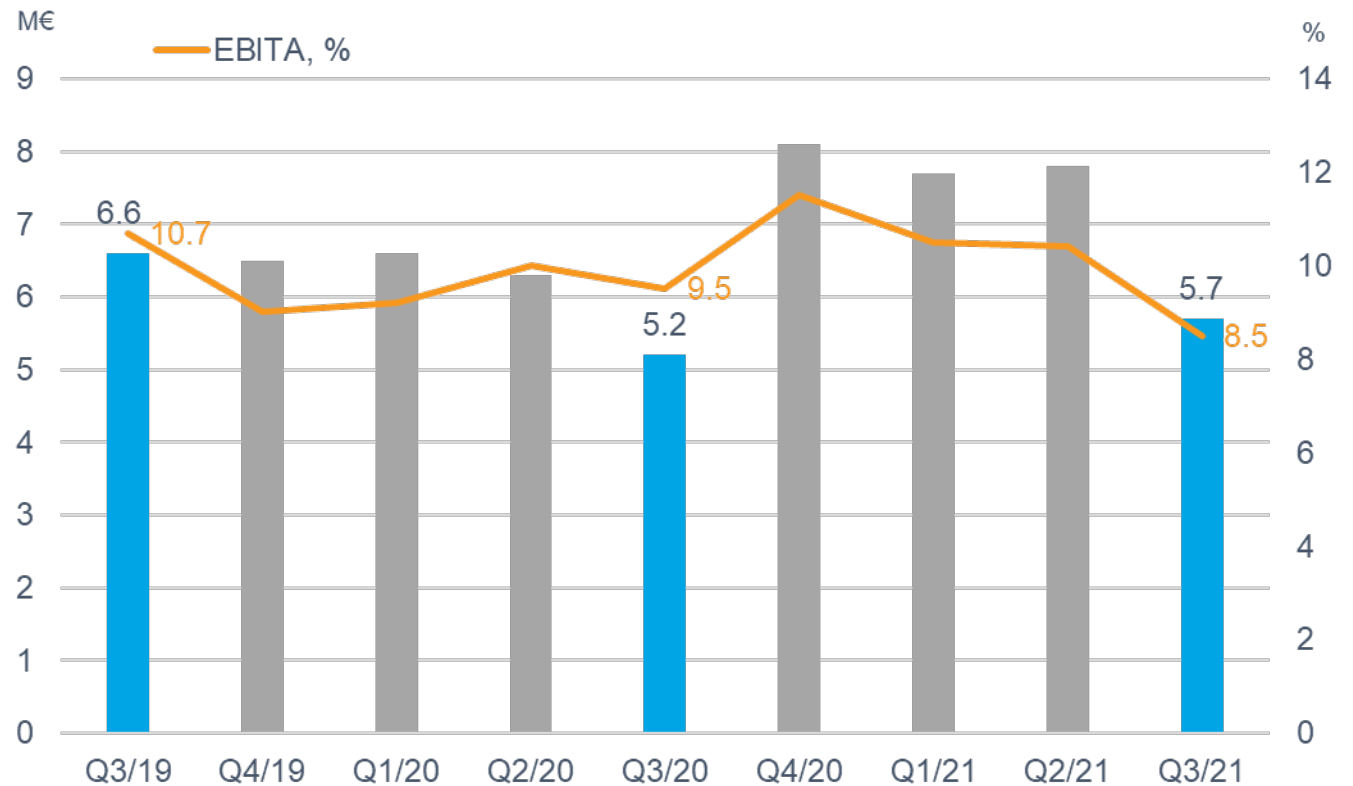
Operating profit (EBITA)

7-9/2021: 5.7 M€, 8.5%
(5.2 M€, 9.5%)

Non-recurring items -0.2 (-0.1) M€

1-9/2021: 21.2 M€, 9.9%
(18.1 M€, 9.5%)

Non-recurring items -0.6 (-0.6) M€



- The slow start of projects and our investments in organic growth had an impact on our operational efficiency and profitability.
- Towards the end of the review period the number of new engineering projects grew at accelerated pace and our operating efficiency improved.
- Transition to the new normal affects our cost structure.

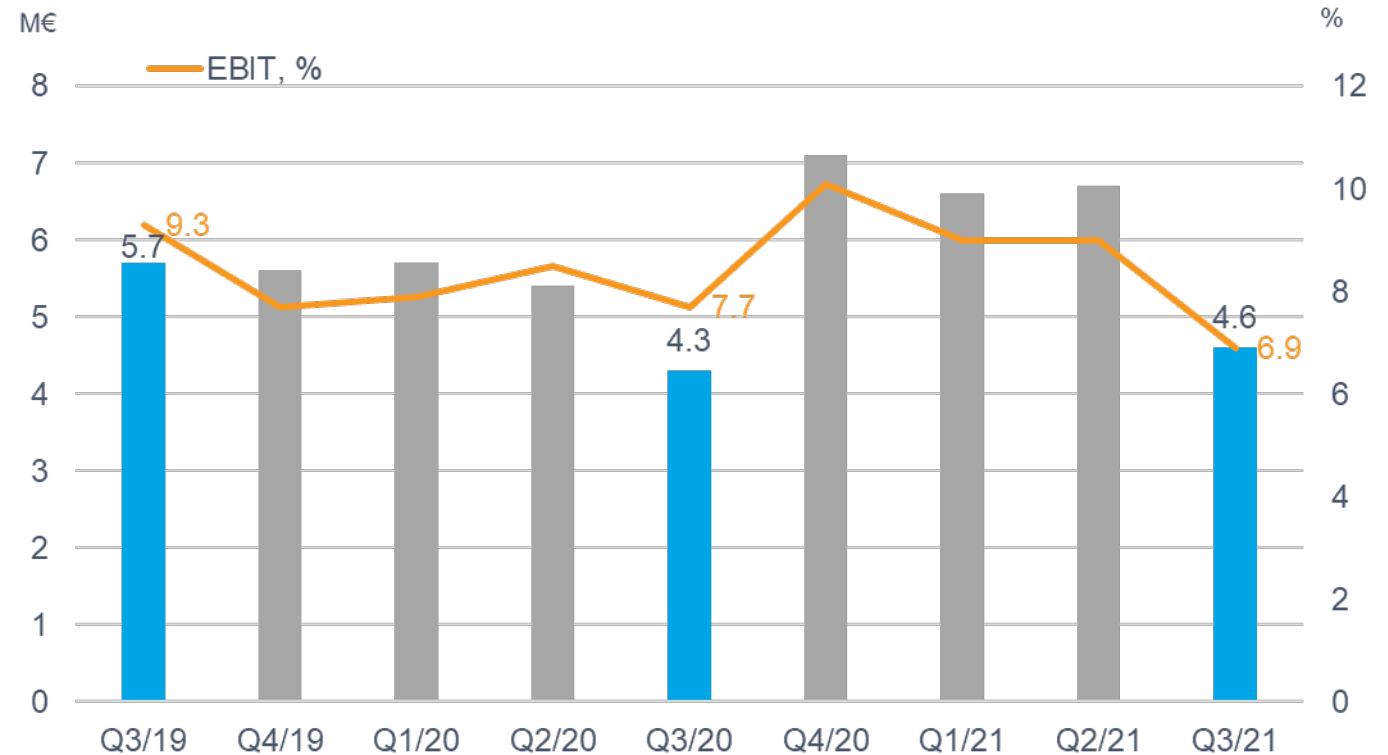
Operating profit (EBIT)

7-9/2021: 4.6 M€, 6.9%
(4.3 M€, 7.7%)

Non-recurring items -0.2 (-0.1) M€

1-9/2021: 17.9 M€, 8.3%
(15.3 M€, 8.1%)

Non-recurring items -0.6 (-0.6) M€



- Amortization related to acquisitions were EUR 1.1 million in 7-9/2021 and EUR 3.3 million in 1-9/2021.

Engineering Solutions

Revenue

7-9/2021: 36.9 M€ (31.0 M€)

Change 19.0%

1-9/2021: 120.4 M€ (108.3 M€)

Change 11.1%

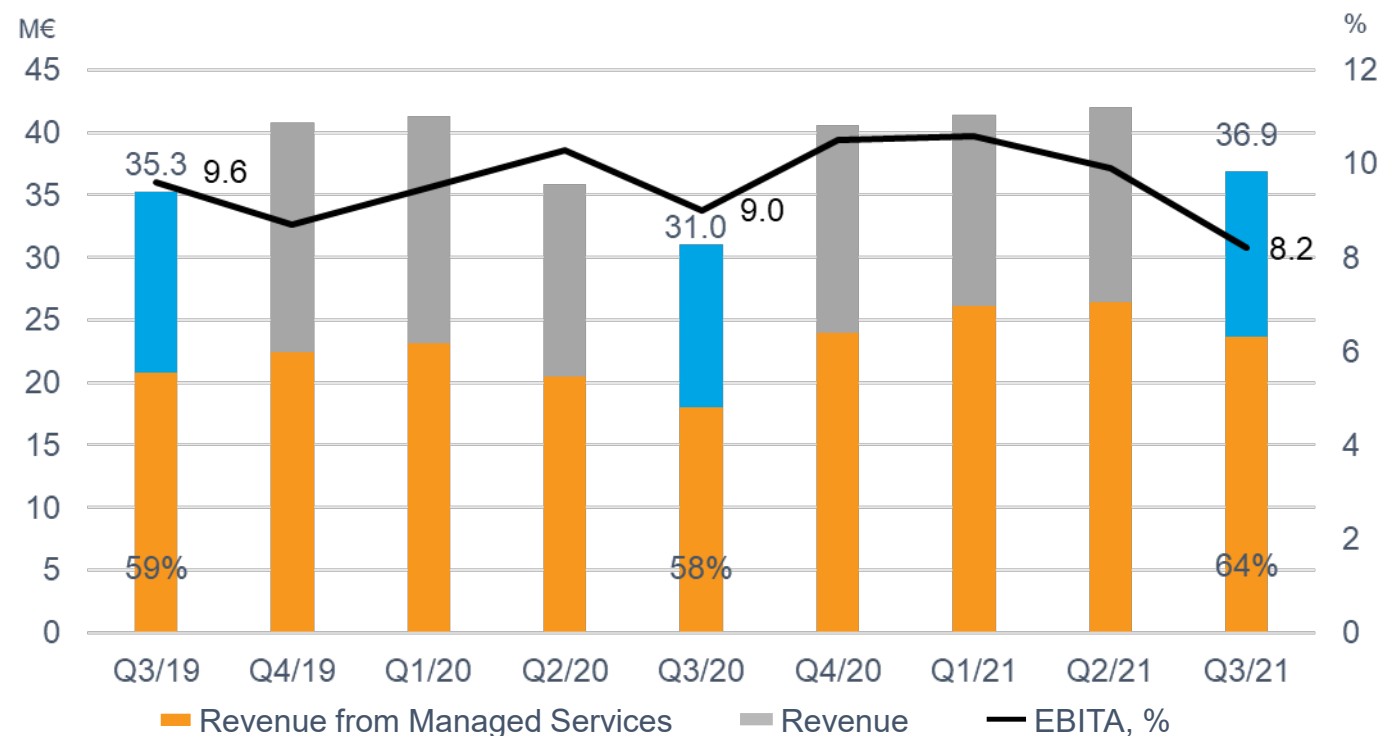
Operating profit (EBITA)

7-9/2021: 3.0 M€, 8.2%
(2.8 M€, 9.0%)

1-9/2021: 11.6 M€, 9.6%
(10.4 M€, 9.6%)

Personnel

Sep 30, 2021: 2,071 (1,946)



- The demand situation remained fairly good, development was affected by the component shortage and the slow start of projects.
- We invested in recruitment and established new teams.
- Outsourcing deals completed during the year had a positive impact on Revenue.
- The slow start of projects weakened operational efficiency and affected profitability.

Software and Embedded Solutions

Revenue

7-9/2021: 18.1 M€ (13.8 M€)

Change 30.9%

1-9/2021: 56.8 M€ (46.0 M€)

Change 23.3%

Operating profit (EBITA)

7-9/2021: 1.6 M€, 9.1%

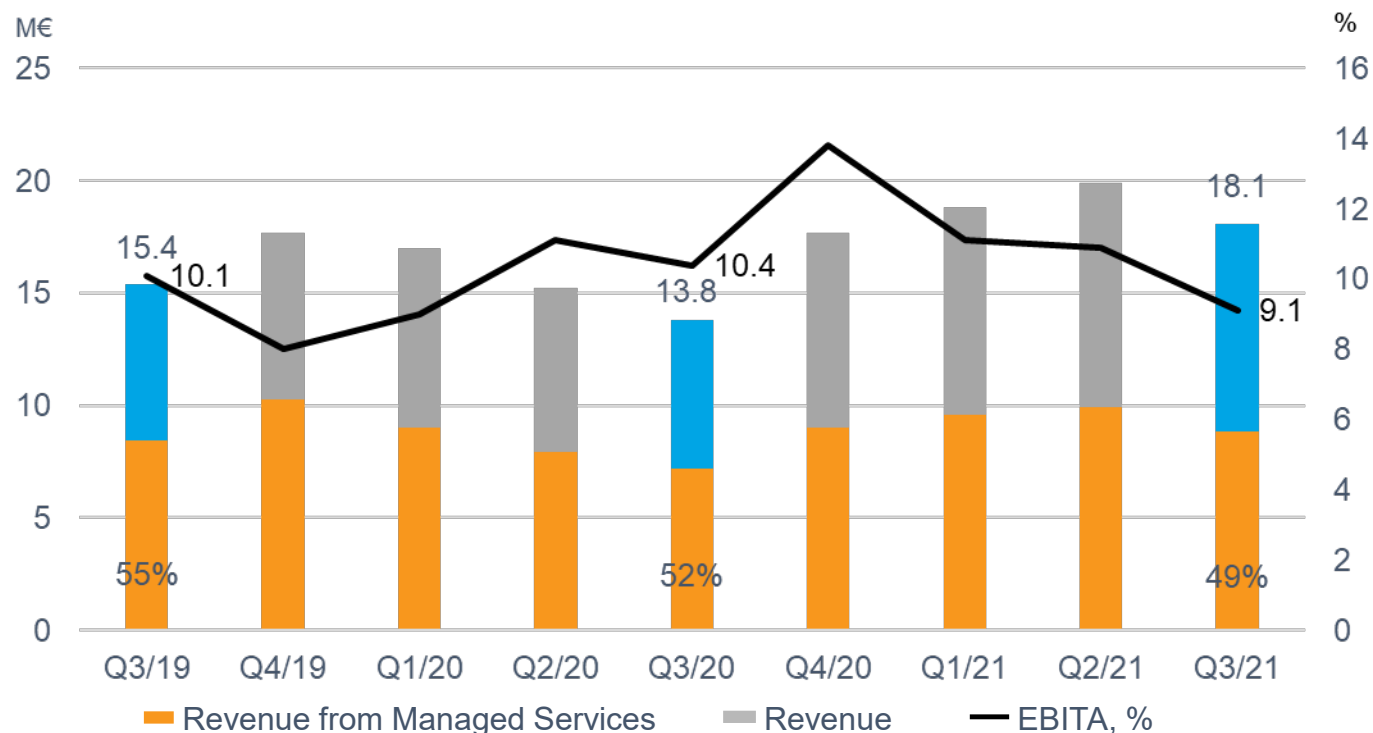
(1.4 M€, 10.4%)

1-9/2021: 5.9 M€, 10.4%

(4.7 M€, 10.1%)

Personnel

Sep 30, 2021: 762 (627)



- The demand situation remained good, although the component shortage and slow start of projects affected development.
- We invested in organic growth through recruitment and by establishing several new teams.
- The reduced availability of highly competent professionals affects the business. We have increased the use of subcontractors, and currently have over 200 subcontractors in our projects.
- Profitability was affected by our investments in growth and the increased use of subcontracting.

Technical Documentation Solutions

Revenue

7-9/2021: 11.8 M€ (10.2 M€)

Change 15.1%

1-9/2021: 37.3 M€ (34.7 M€)

Change 7.6%

Operating profit (EBITA)

7-9/2021: 1.2 M€, 10.2%

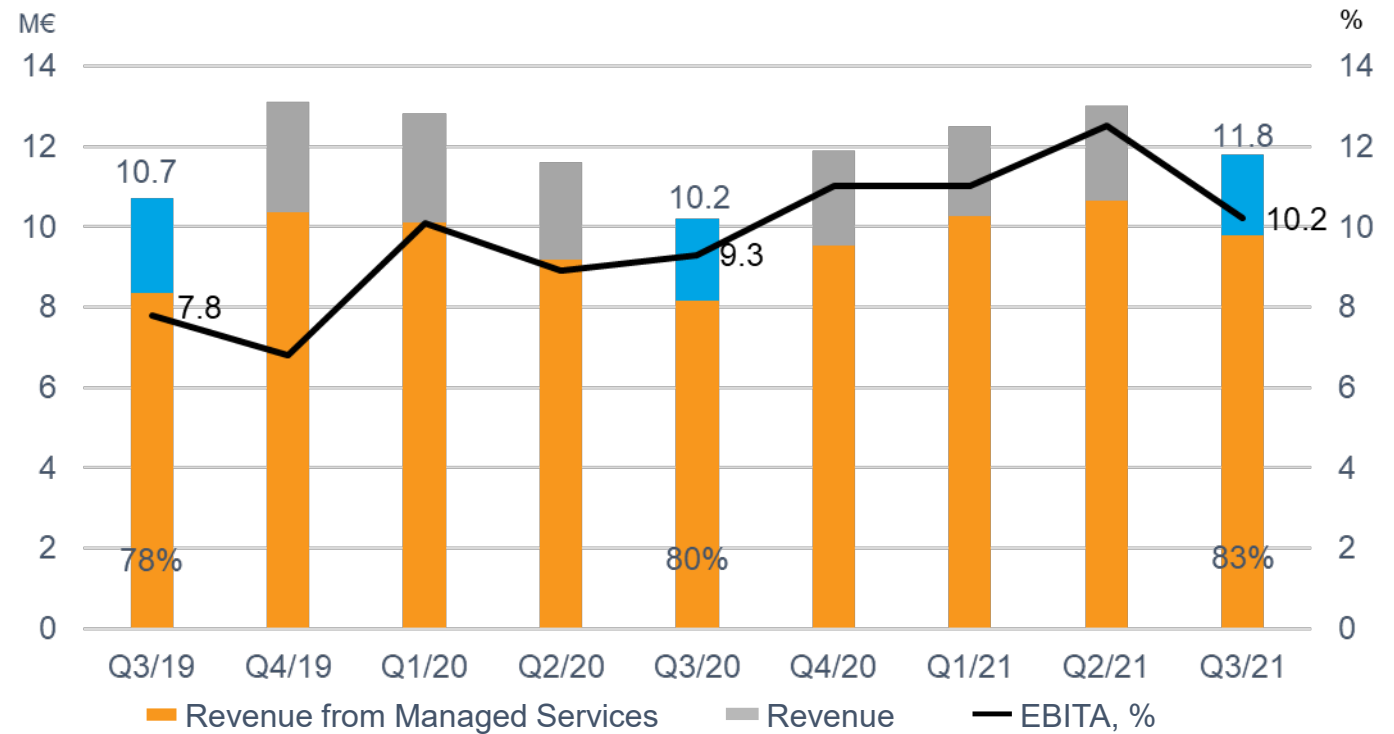
(1.0 M€, 9.3%)

1-9/2021: 4.2 M€, 11.3%

(3.3 M€, 9.5%)

Personnel

Sep 30, 2021: 669 (620)



- The demand situation was good. The component shortage had a slight effect on the development
- Due to the high share of Managed services, the impacts of the market conditions were minor and the service area again reached an excellent level of profitability. Good operational efficiency boosted profitability.

Earnings per share and dividends

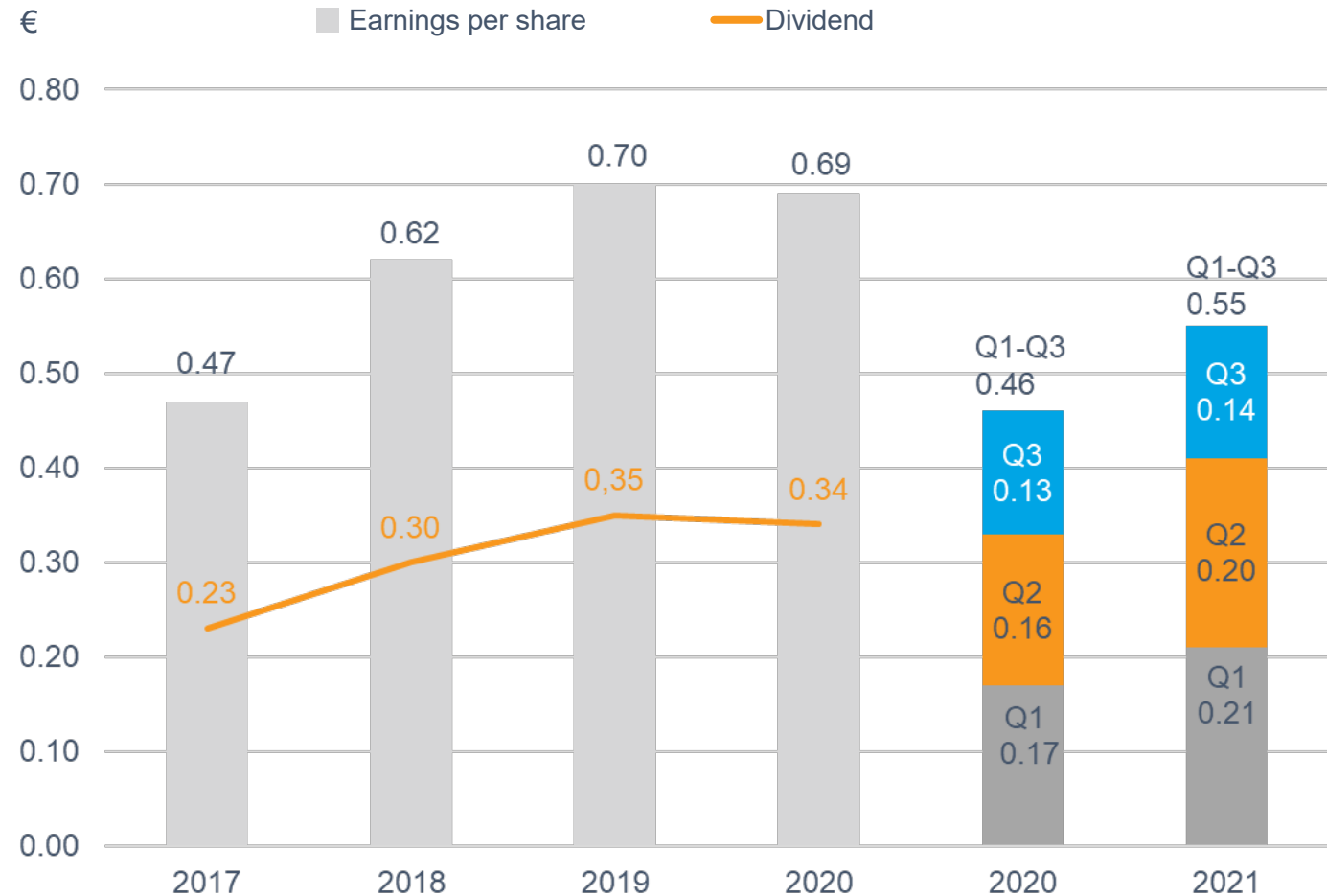
Earnings per share

7-9/2021: 0.14 € (0.13 €)

Change 7.7%

1-9/2021: 0.55 € (0.46 €)

Change 19.6%

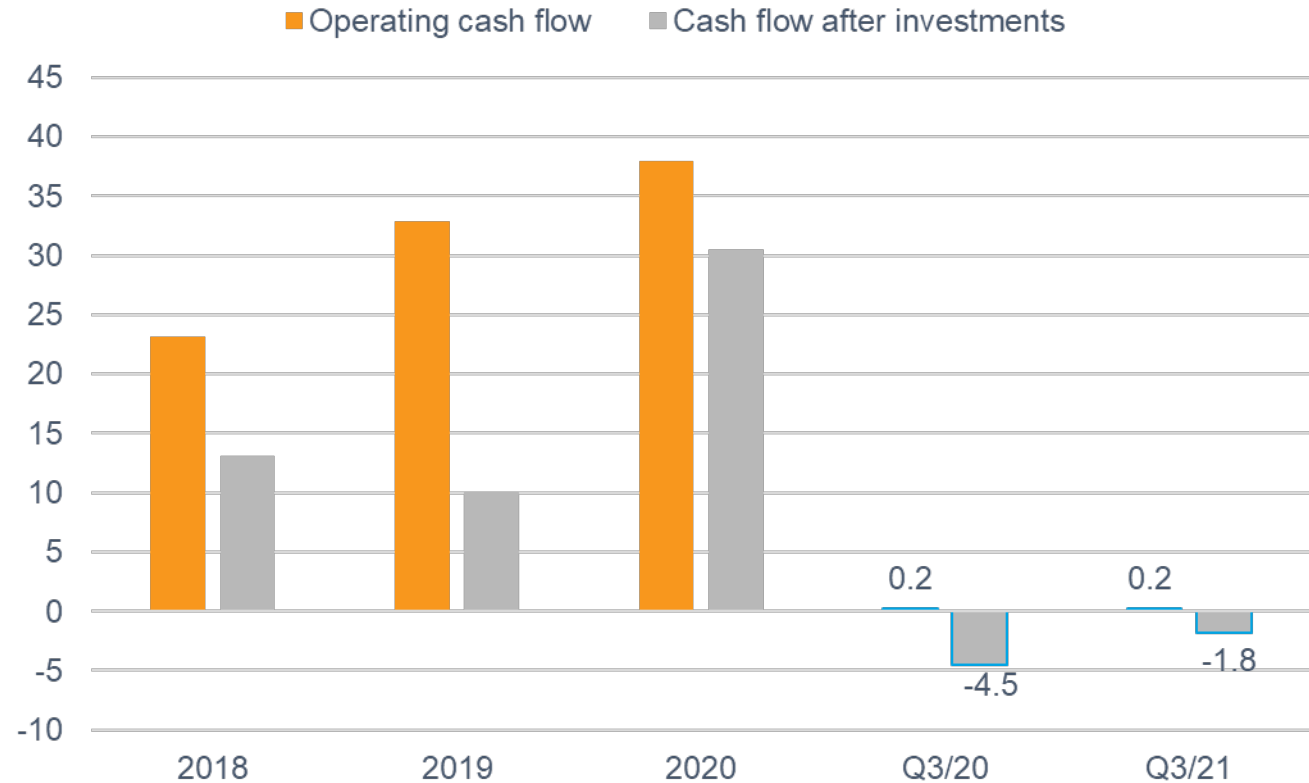


Cash flow

Operating cash flow

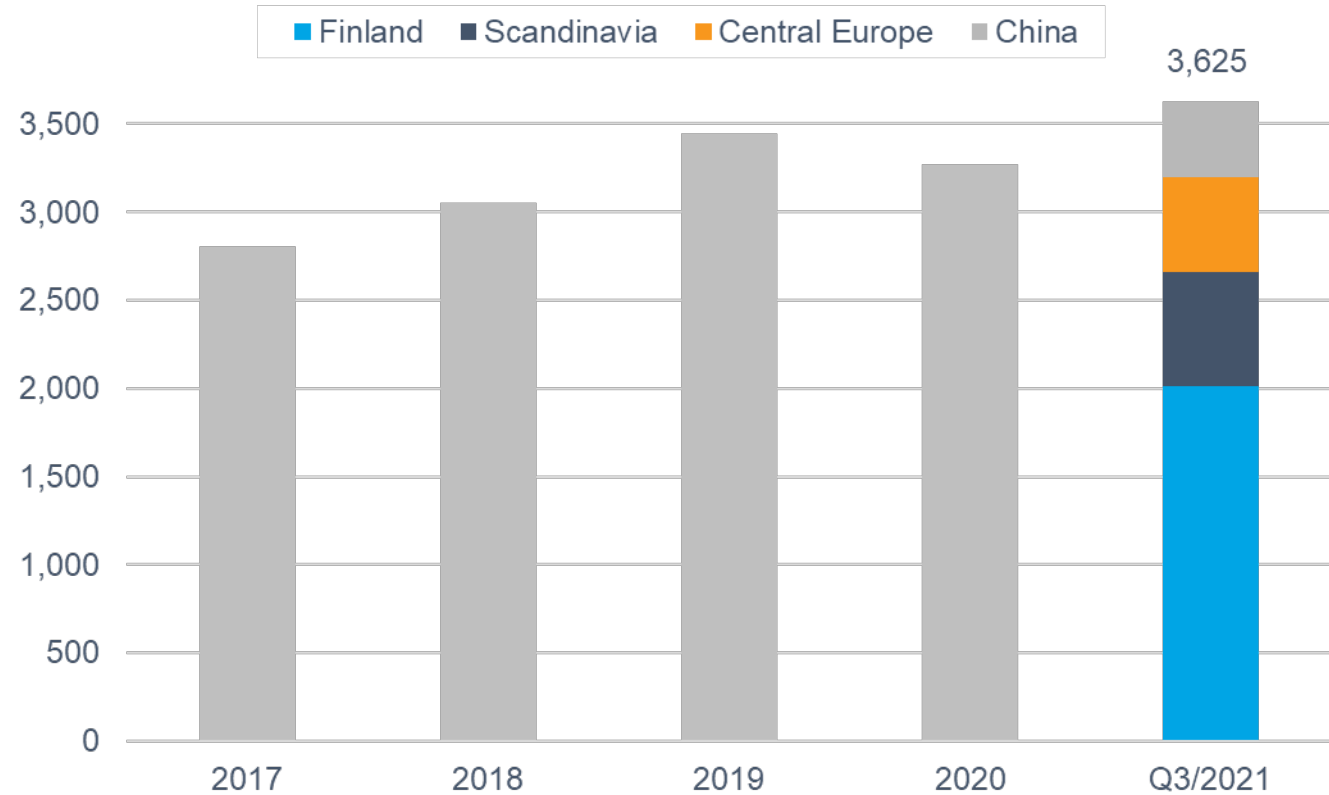
7-9/2021: 0.2 M€ (0.2 M€)

1-9/2021: 13.9 M€ (20.5 M€)



- Operating cash flow was on a par with the comparison period.
- Cash flow accrues unevenly over the four quarters of the year due to periodic fluctuation in business.

Personnel at the end of the period



- The number of personnel increased by 11.0% from the end of 2020 and stood at 3,625 employees.
- Compared to Sep 30, 2020, the number of personnel increased by 10.1% (Sep 30, 2020: 3,291).
- The number of personnel outside Finland increased by 20.4% and was at the end of the review period, 1,614 (Sep 30, 2020: 1,340).

Income statement

MEUR	1-9/2021	1-9/2020	Change %	1-12/2020
Revenue	214.9	189.4	13.4	259.7
Other operating income	0.8	2.1		3.6
Materials and services	-22.1	-16.4		-23.3
Employee benefits expenses	-142.9	-130.5		-177.3
Other operating expenses	-19.5	-16.0		-22.3
Depreciation and amortization	-13.3	-13.4		-18.0
Operating profit (EBIT)	17.9	15.3	17.2	22.4
Financial income	0.3	0.3		0.4
Financial expenses	-1.0	-1.1		-1.7
Profit before taxes	17.2	14.5	18.5	21.1
Income taxes	-3.5	-3.1		-4.0
Profit for the review period	13.7	11.4	20.1	17.1

Balance sheet

MEUR	Sep 30, 2021	Sep 30, 2020	Dec 31, 2020
Goodwill	93.0	82.0	83.7
Other non-current assets	55.1	50.3	52.6
Non-current assets, total	148.1	132.3	136.3
Inventory	0.4	0.3	0.3
Trade and other receivables	66.1	53.3	56.9
Cash and cash equivalents	9.2	15.4	24.4
Current assets, total	75.6	69.0	81.6
TOTAL ASSETS	223.8	201.3	217.9
Equity, total	92.8	79.1	87.1
Non-current liabilities, total	25.3	29.7	28.0
Current liabilities, total	105.6	92.4	102.8
TOTAL EQUITY AND LIABILITIES	223.8	201.3	217.9

Etteplan's targets

Financial targets 2020-2024

Revenue
> EUR 500
million

Rolling 12 months:
EUR 285 million

50%
Revenue
outside
Finland

1-9/2021: 43%

75%
Managed
Services share
of revenue

1-9/2021: 63%

10%
Operating profit
(EBITA)

1-9/2021: 9.9%

ACTIONS

- Constant development of Service Solutions
- Digitalization
- International growth
- Acquisitions

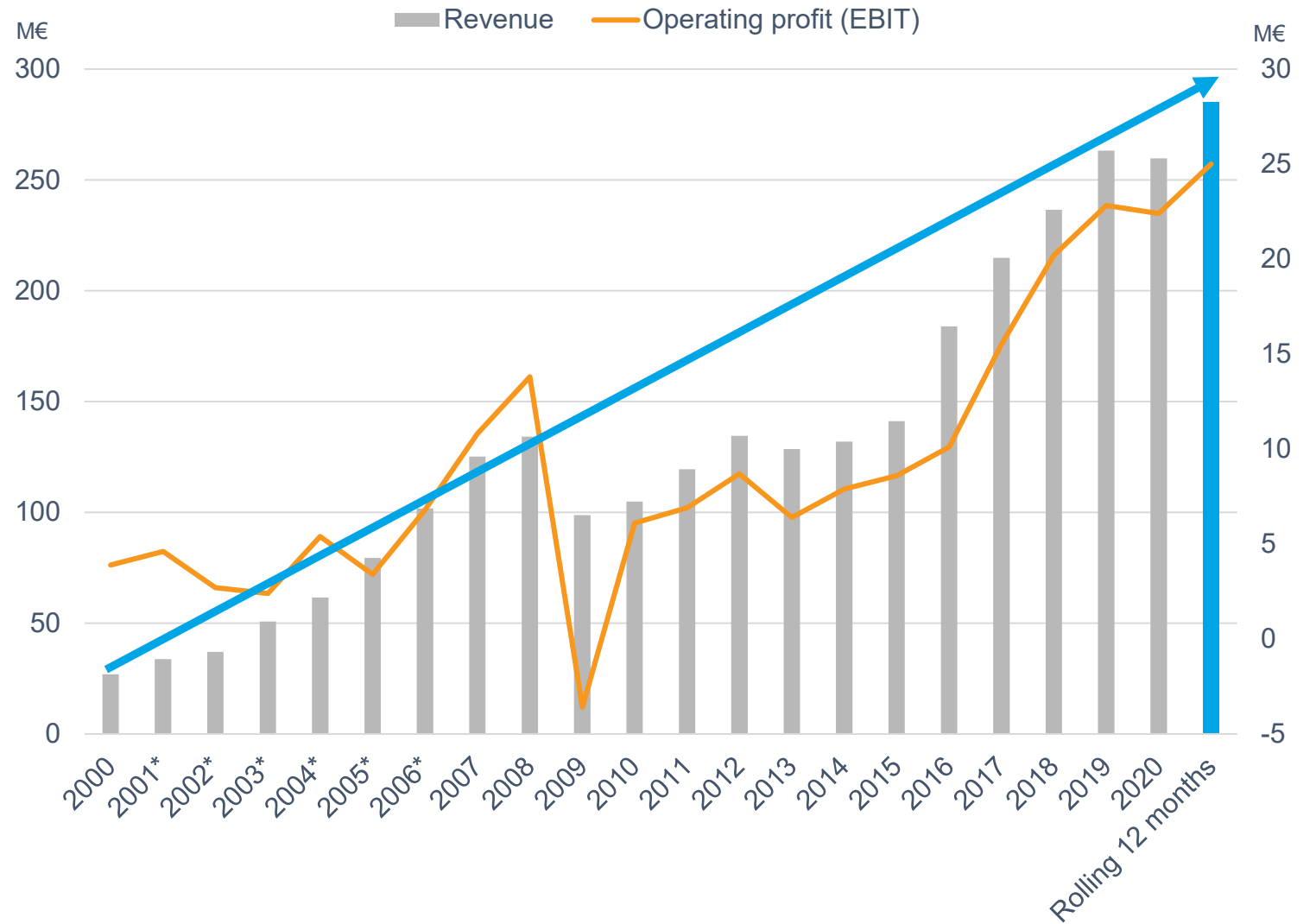
- Expanding our full service offering to all current markets

- Service solutions
- Technology solutions
- Project business

- Change in business model towards Managed services
- Market leadership

Questions?

Revenue and EBIT 2000-Q3/2021



*Includes continued and discontinued operations

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