

**Data-driven
business
transformation**

April 24, 2020 Enfo

Annual General Meeting

Roadmap

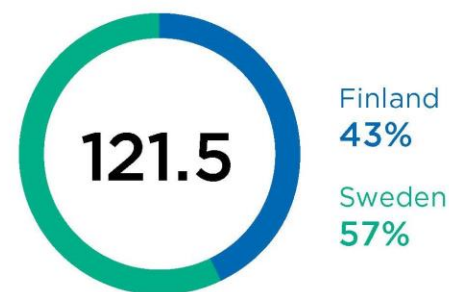


Key figures and highlights of 2019

Enfo's operating profit improved in 2019 by EUR 3.8 million. Net sales declined mainly as a result of disposing non-profitable business.

Key figures	IFRS 2019	IFRS 2018
Net sales (EUR million)	121.5	125.6
Operating profit (EUR million)	1.4	-2.5
Profit for the period (EUR million)	-1.4	-4.5
Return on equity %	-3.0	-5.6
Equity ratio %	36.4	43.8
Net gearing %	96.0	69.5
Interest-bearing net liabilities (EUR million)	41.6	32.0
Balance sheet total (EUR million)	119.6	105.5

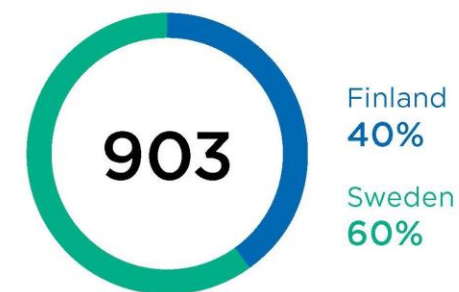
Net sales
EUR million, total



EBITDA
EUR million

9.4
(7.8%)

Experts
total



Customers
(approx.)

140 230
Finland Sweden

Highlights

Alignment of sales,
marketing and business
operations

Visual identity
supporting
the Enfo story

New
financing
package

Advancing
business
control

Defining corporate
responsibility
approach

Broadening of expertise
regarding business-critical
solutions with SAP acquisition

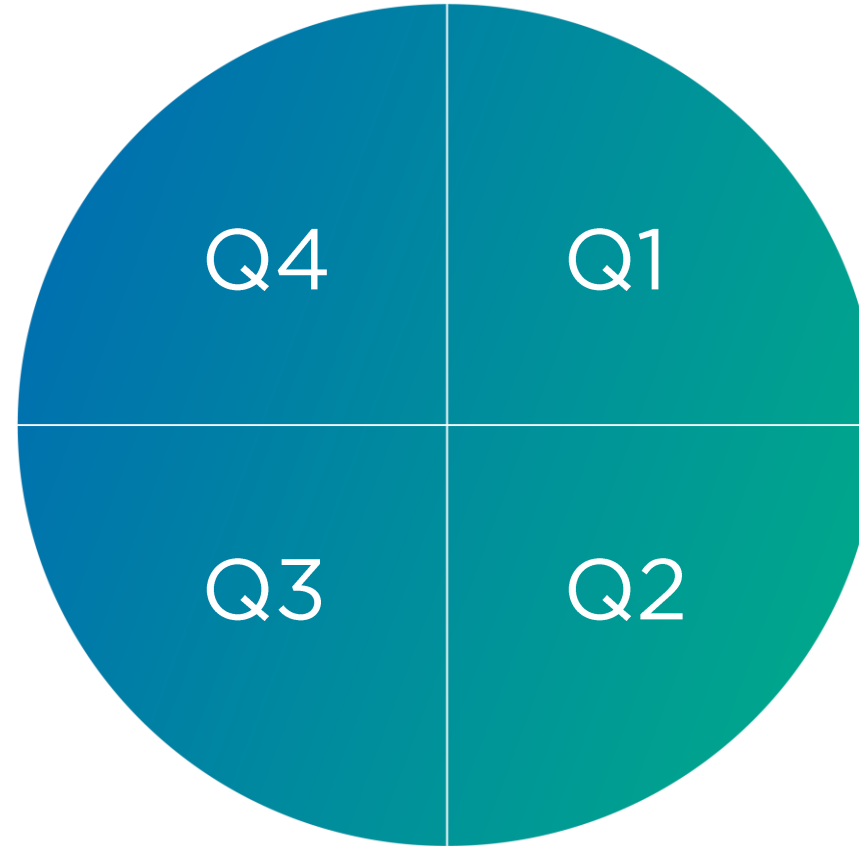
Focus 2019: Profitability

Cloud and information management

Acquisition of SAP ERP business from Solteq
TIBCO strategic partnership

Competence management

Launch of competence management program:
demand, supply, competences



Cooperation

Sales: alignment
Leadership: culture
Communications: story

Business control

Steering: proactive
transparency and business
unit ownership
New CFO

Business areas

Data platforms

Versatile platforms for the management of data

Main service areas

- Public cloud
- Private cloud, hybrid cloud and data center

Market size in Sweden and Finland

EUR 4.0 billion*

for infrastructure services

Employees

41

Information management

Information as a strategic asset: how to master exponentially growing amounts of data

Main service areas

- Data architectures
- Audits
- Data modelling
- Data governance
- Data lakes
- Data warehousing
- Planning
- AI and machine learning
- Master data management
- BI dashboards and applications
- Information competence center

Market size in Sweden and Finland

EUR 0.7 billion*

for data management and analytics services

Employees

153

Applications

Applications, digital services and integration with all leading technologies

Main service areas

- Integration maintenance and support
- Integration development
- Application maintenance and support
- Identity and access management
- Strategic asset management

Market size in Sweden and Finland

EUR 0.9 billion*

for integration services

Employees

261

Care

Genuine care for our customers and their solutions

Main service areas

- Service center
- MSO365
- Networks
- Cybersecurity
- Modern workplace
- IT in mergers and acquisitions

- Solution management
- Device care
- Robotic process automation RPA

Market size in Sweden and Finland

EUR 1.4 billion*

for application management services





Employees

310

Sustainability

- Leadership, culture, expertise
- Story
- Demand, supply, competences
- Taking sales and delivery knowledge from technical to business
- Corporate responsibility

Enfo's corporate responsibility approach

Values	Cornerstones	Objectives
Collaboration	Enfo is a workplace where we are authorized to act, encouraged to grow and have a culture of caring for each other and the world as a whole.	<ul style="list-style-type: none"> • Ensure that Enfonians participate in CR training. • Promote gender equality, diversity and fair treatment amongst Enfonians. • Promote wellness and a sustainable work life. 
Trust	We seek trusted partnerships in customer relations and long-term cooperation to build a better society and a more sustainable world.	<ul style="list-style-type: none"> • Support chosen charities and NGOs for a sustainable planet. • Be certified in environmental and quality management (ISO 14001, ISO 9001). • Minimize CO₂ emissions in our ways of travelling (i.e. virtual meetings and public transport). • Promote reuse and recycling of electronic and other equipment. • Promote clean energy use in all our operations. • Be recognized as a responsible actor in our ecosystem. 
Continuous development	We enable sustainable and responsible digital development for our customers' journey to a cross-platform environment.	<ul style="list-style-type: none"> • Support our customers through digital solutions in their efforts to do responsible and sustainable business. • Develop new offerings together with customers and partners for a more sustainable planet. 
Expertise	We are 900 experts that build and run digital solutions which empower people, industry, infrastructure and societies.	<ul style="list-style-type: none"> • Share our expertise through local initiatives such as youth hackathons, collaborations with universities and Enfo Academy. • Support chosen charities and NGOs within knowledge education for a more intelligent world. 

2020

Highlights Q1

Integration of
SAP ERP business

Ramping up
TIBCO sales

Repositioning
Modern workplace

Divesting
Zervicepoint

Key figures Q1/2020

Key figures

	1.1.–31.3.2020	1.1.–31.3.2019	1.1.–31.12.2019
Net sales, EUR million	30.9	31.3	121.5
Operating profit, EUR million	0.2	-0.3	1.4
% of Net sales	0.7	-0.9	1.1
Profit before taxes, EUR million	-1.6	-0.8	-0.1
% of Net sales	-5.3	-2.5	-0.1
Profit for the period, EUR million	-2.0	-1.0	-1.4
% of Net sales	-6.6	-3.2	-1.1
Earnings per share, EUR	-3.5	-2.3	-4.6
Return on investment, % *	4.8	neg	3.4
Equity ratio, %	39.6	39.4	36.4
Net gearing, %	88.3	95.2	96.0
Interest-bearing net debt, EUR million	40.1	42.9	41.6
Equity per share, EUR	58.0	64.4	62.6
Average number of employees	922	895	903
Number of shares	761,484	679,251	679,251

* Rolling 12months

Corona crisis and Enfo

Risks

- Enfo is impacted by customers' possible decisions to scale down services or postpone projects. In addition, customers' ability to pay and demands on renegotiating terms affect Enfo.

Risk management

- Enfo established a preparedness group in February, reporting to the management. In March, the internal work to handle and mitigate the effects of the crisis was organized into three streams focusing on employees, customers and finance respectively.
- Contingency plans have been created for the businesses.
- On the finance side, actions have been taken to ensure adequate working capital.

Opportunities

- The crisis may give Enfo new business opportunities in ensuring smooth remote work as well as the availability and security of platforms, operating systems and data.

Corona challenges growth, value proposition and strategy remain relevant

- The corona crisis challenges our growth aspirations and the Group's outlook has changed considerably. In an unstable business environment, Enfo is not giving any outlook. The previous annual guidance stated that net sales and profitability would improve in 2020 compared to 2019.
- We promise our customers to master complexity, have confidence in cloud and provide genuine care. All of these aspects, as well as our strategy of managing business-critical applications and data in a cross-platform environment, remain crucial also in a world of corona and beyond.
- The corona crisis has advanced creative collaboration, openness and trust. We will rise stronger together after this crisis.

Thank you

Headed in the same direction
– walk there together?

Seppo Kuula

CEO



enfogroup.com

