

A perspective view of a suspension bridge crossing a deep, lush green valley. The bridge's wooden deck and metal railings lead the eye towards a distant horizon where the sun is setting, casting a warm orange glow over the scene. The surrounding hills are densely covered in green trees.

Netum Group Plc acquires Cerion Solutions Oy, a specialist in knowledge management and digitalisation

1 October 2021

Olavi Kögäs

Chairman of the Board, Netum Group Plc

netum

The bridge to the future of IT.



Netum Group Plc and Cerion Solutions Oy

- Netum Group Plc has acquired the entire share capital of Cerion Solutions Oy from Cerion Oy
- Netum will grow by 38 new professionals
- Cerion Solutions is a specialist in knowledge management and digitalisation
- Cerion Solutions will significantly strengthen Netum's expertise and offering in knowledge management, analytics and digital service development
- Cerion Solutions will widen Netum's customer base among corporations, municipalities and universities
- The companies have no overlaps in the customer base
- The companies will continue their existing co-operation
- The acquisition is part of Netum's growth strategy



Advantages for both companies

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- Strengthens Netum's knowledge management expertise and digital development resources
- Cerion Solutions' Microsoft, Salesforce and SAP expertise complements that of Netum
- Stronger presence in the Turku economic region



Cerion
YOUR DATA WAY

- Strong owner will open up opportunities to bigger and more challenging projects
- Cerion Solutions' expertise and solutions will be better known as part of a listed company
- Stronger presence outside the Turku economic region

Wider customer base, more comprehensive services

Cerion Solutions in brief

- Founded in 2004
- Located mainly in Turku
- Personnel 38
- Offering:
 - Data storage and analytics solutions
 - Customised solutions for digitalising business processes
 - Support and maintenance services
- Customers:
 - Corporations
 - Public administration

Revenue 2020

EUR **3.6** million

Revenue 1-8/2021

EUR **3.0** million

+42% yoy

Operating profit 2020

EUR **0.5** million

Operating profit 1-8/2021

EUR **0.7** million

+211% yoy




REALIA
GROUP

HUS✦



TAMPERE.
FINLAND

netum

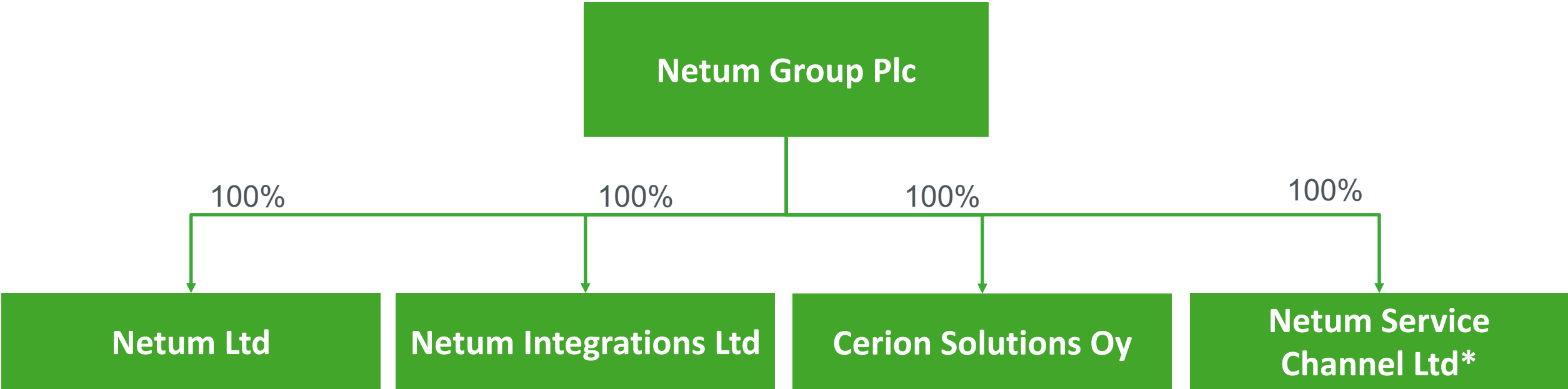
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Key figures of Cerion Solutions

EUR million

Income statement	1-8/2021 (unaudited)	1-12/2020	1-12/2019
Revenue	3.0	3.6	3.6
EBITDA	0.7	0.5	0.5
Operating profit	0.7	0.5	0.5
Profit for the period	0.6	0.4	0.4
Balance sheet	31 Aug 2021	31 Dec 2020	31 Dec 2019
Non-current assets	0.0	0.0	0.0
Current assets	1.6	1.6	1.4
Equity	0.9	0.4	0.4
Loans from financial institutions	0.0	0.0	0.0
Other loans	0.8	1.2	1.0
Balance sheet total	1.6	1.6	1.4

Cerion Solutions will be part of Netum Group

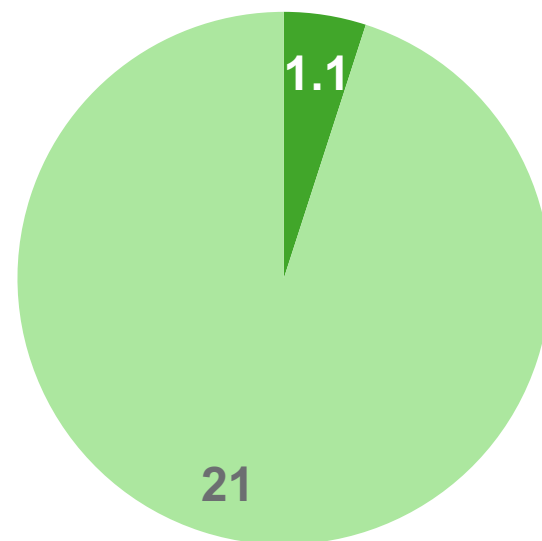


• Not operational

Netum Group after 1 October 2021

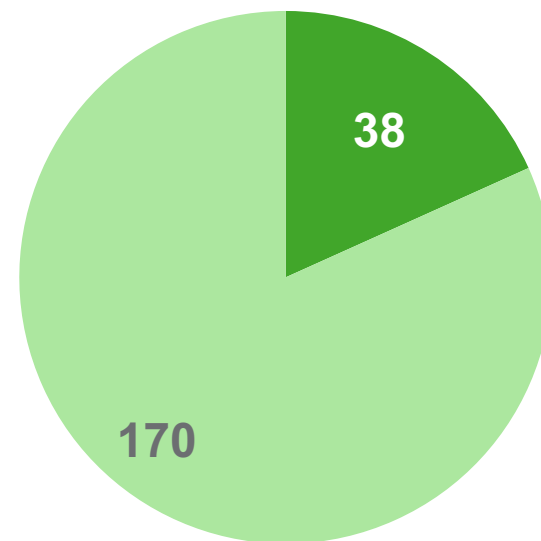
- Offering:
 - Digital service development
 - Data, data warehousing and analytics
 - Integration services
 - Continuity services (support and maintenance services)
 - Cyber security services
 - Management consulting
- Estimated combined revenue 2021 approximately EUR 22 million (Cerion Solutions included from 1 October 2021)
- Personnel approximately 210
- Located in:
 - Tampere
 - Turku
 - Helsinki
 - Pori

Netum Group's estimated revenue 2021, EUR million



■ Cerion Solutions ■ Netum Group

Personnel 1 October 2021



■ Cerion Solutions ■ Netum Group

Netum Group Plc's financial outlook 2021

€20-22 million

Revenue guidance 2021

€3.1-3.5 million

Comparable EBITA
guidance 2021

Details of the acquisition

Acquired company	Cerion Solutions Oy
Buyer	Netum Group Plc
Seller	Cerion Oy
Transaction price	Debt-free net purchase price EUR 6.0 million. Possibly an additional purchase price of no more than EUR 1.1 million, tied to Cerion Solutions's EBIT goal and to be calculated between 1 October 2021 and 30 June 2022.
Payment	Cash
Transaction completion date	1 October 2021
Organisation after the transaction	Cerion Solutions Oy is Netum Group Plc's subsidiary

The background of the advertisement is a scenic photograph of a large, multi-story red brick building with many windows, situated along a river. In the foreground, a blue boat with orange railings is on the left, and a small bridge or dock structure is on the right. The water reflects the building and the sky. The sky is blue with some light clouds. The text 'Cerion netum' is overlaid in the center in a large, white, sans-serif font. Below it, the tagline 'YOUR DATA WAY' and 'The bridge to the future of IT.' are written in a smaller, white, sans-serif font. At the bottom, the words 'Thank you!' are written in a very large, white, sans-serif font. To the right of the tagline, there is a small white icon of a bridge with a downward arrow.

Cerion netum

YOUR DATA WAY

The bridge to the future of IT.



Thank you!