



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

1 October 2021  
Olavi Köngäs  
Chairman of the Board, Netum Group Plc

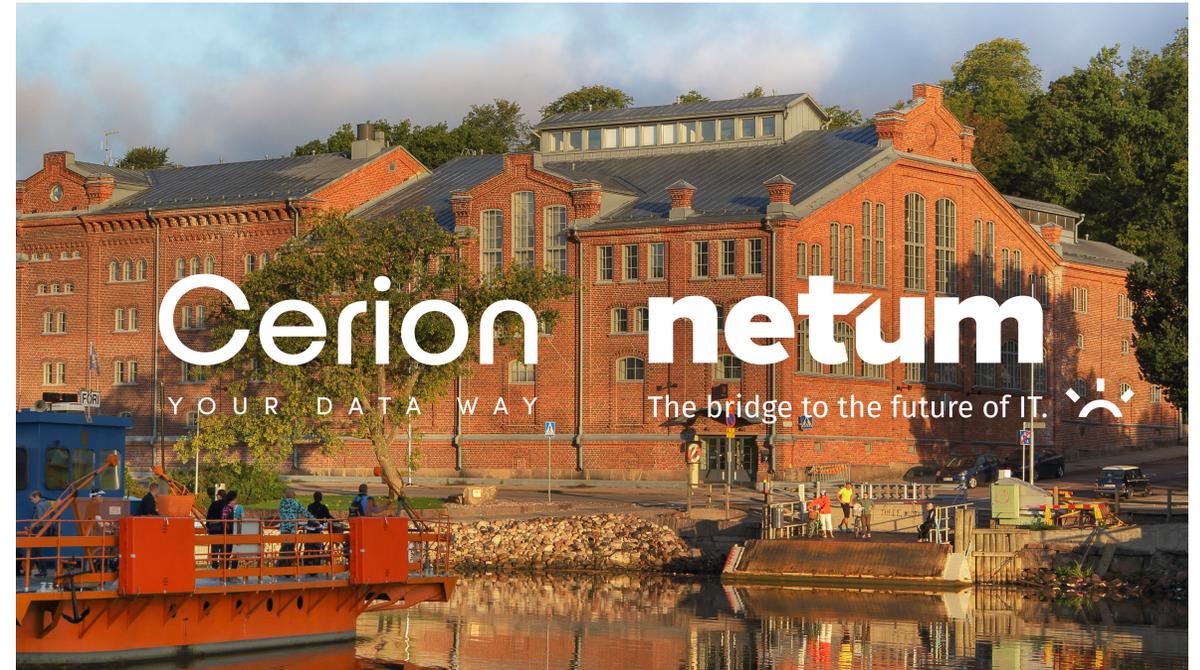
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# Netum Group Plc and Cerion Solutions Oy

- 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
- 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**<sup>\*</sup>



**TAMPERE.**  
FINLAND

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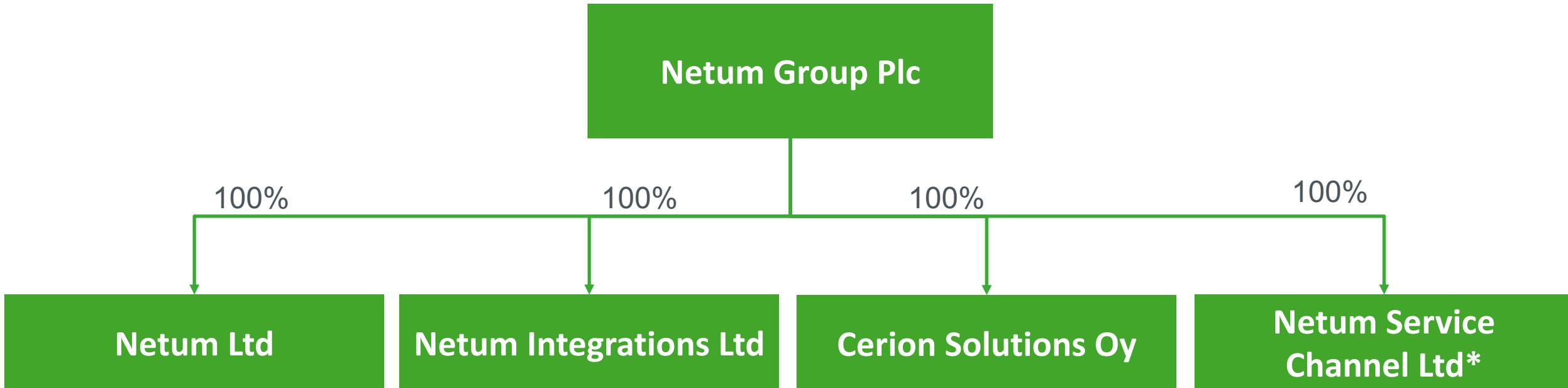
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# Key figures of Cerion Solutions

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

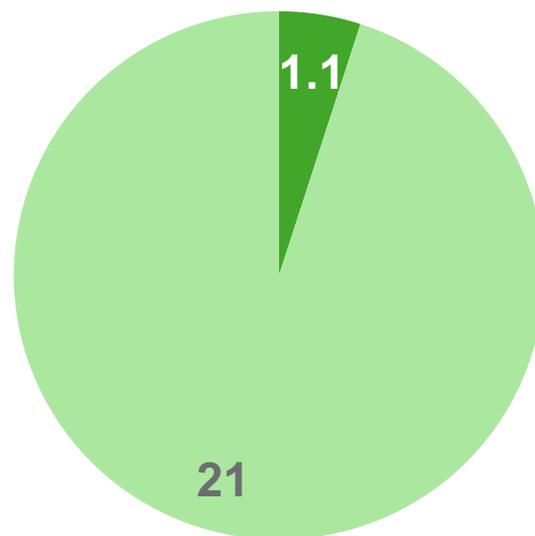


- Not operational

# Netum Group after 1 October 2021

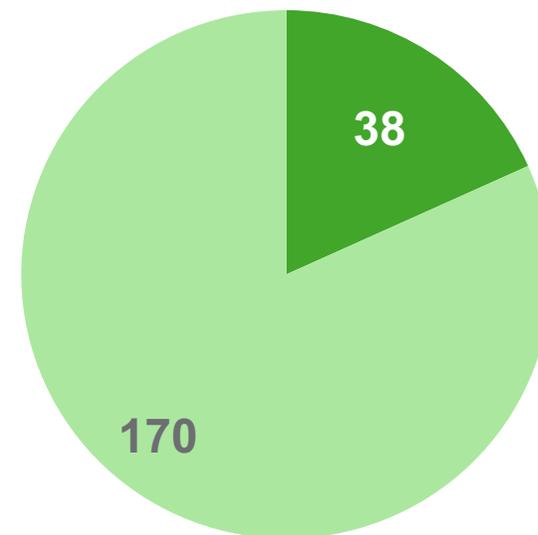
- Offering:
  - Digital service development
  - Data, data warehousing and analytics
  - Integration services
  - Continuity services (support and maintenance services)
  - Cyber security services
  - Management consulting
- Estimated combined revenue 2021 approximately EUR 22 million (Cerion Solutions 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

<b>Acquired company</b>	Cerion Solutions Oy
<b>Buyer</b>	Netum Group Plc
<b>Seller</b>	Cerion Oy
<b>Transaction price</b>	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.
<b>Payment</b>	Cash
<b>Transaction completion date</b>	1 October 2021
<b>Organisation after the transaction</b>	Cerion Solutions Oy is Netum Group Plc's subsidiary



# Cerion netum

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# Thank you!