

A long suspension bridge stretches across a deep, forested valley at sunset. The bridge's wooden deck and metal railings lead the eye towards the horizon where the sun is setting, casting a warm orange glow over the scene. The surrounding hills are covered in dense green forest.

Netum Group Plc Investor presentation

November 2021

netum

The bridge to the future of IT.



This is Netum

- Profitably growing IT services company
- Netum helps its customers in digital transformation with its Legacy to Digi® concept
- Over 20 years of experience of demanding IT projects in public administration and large companies
- Target is to build long-term customer relationships through know-how, trust and responsibility
- Listed in Nasdaq Helsinki's First North Growth Market Finland marketplace from 06/21

**€17.5
million**

Revenue
2020

**€3.1
million**

Comparable EBITA
2020

31%

Revenue growth
2020

210

Professionals
in Tampere,
Helsinki, Turku and
Pori, Finland

Successful listing

- The IPO was 7.4 times oversubscribed
- EUR 8.0 million gross proceeds
- Trading on Nasdaq First North Growth Market Finland marketplace commenced 2 June 2021
- Total number of shareholders after the listing was over 6,000
- On 31 October 2021, Netum had 4,023 shareholders
- The company holds 31,000 own shares

10 largest shareholders on 31 October 2021

Shareholder	Nr of shares	% of shares	Change, nr of shares	Change %
Mujunen Matti Juhani	1,965,000	17.04	0	0.00
Cascade Oy	1,451,212	12.58	6,212	0.43
Osaamo Oy	1,352,000	11.72	0	0.00
Aloma Oy	1,300,000	11.27	0	0.00
Lilja Jari Pekka	757,808	6.57	0	0.00
Oy Fincorp Ab	486,823	4.22	-8,819	-1.78
Ilmarinen Mutual Pension Insurance Co.	467,500	4.05	0	0.00
Savolainen Olli Matias	397,808	3.45	0	0.00
Nummijärvi Tero	232,409	2.01	0	0.00
Pulkkinen Ari Pekka	223,809	1.94	-3,285	-1.45
10 largest total	8,634,369	74.85	-5,892	-0.07
100 largest total	10,423,581	90.37	7,219	0.07
Nominee registered total	17,496	0.15	1,600	10.07
Number of shares total	11,535,000	100.00	0	0.00

Netum Group's structure

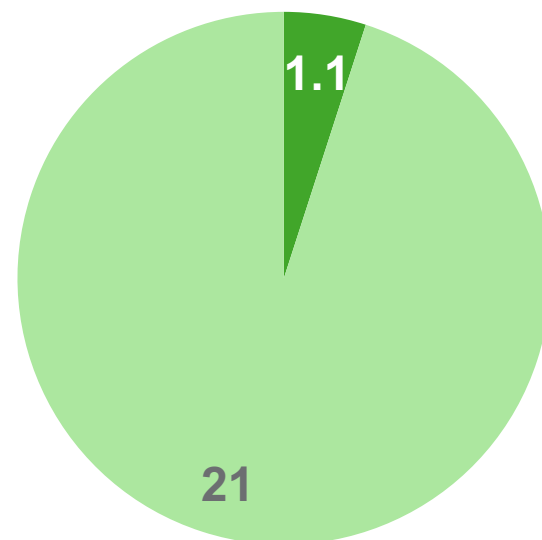


• Not operational

Netum Group since 1 October 2021

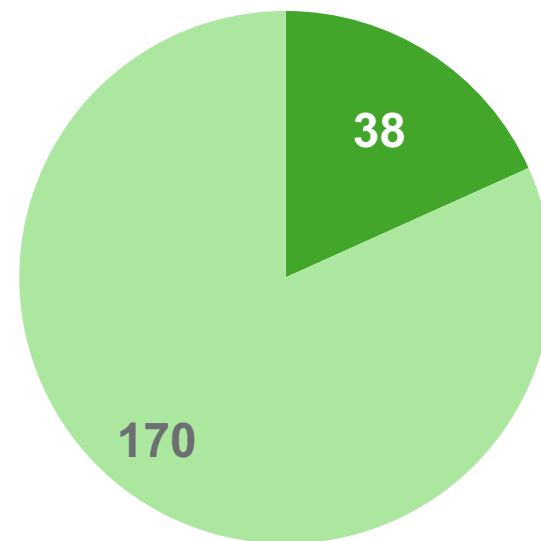
- Offering:
 - Digital service development
 - Data, data warehousing and analytics
 - Integration services
 - Continuity services (support and maintenance services)
 - Cyber security services
 - Management consulting
- Estimated combined revenue 2021 approximately EUR 22 million (Cerion Solutions included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

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

The bridge to the future of IT. 

Vision, strategy and values

VISION

The most trusted digital partner and the preferred employer in its industry

STRATEGY

Organic growth

- added personnel in digital services development, cyber security services and management consulting
- increased cross-selling and fixed-priced services
- increased SaaS sales

Growth based on acquisitions

- Active scanning
- Targeted acquisitions for
 - stronger offering
 - wider customer base

VALUES

Focus on customers

Assistance

Appreciation

Transparency

Professionalism

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The bridge to the future of IT.



Netum wants to be the most trusted digital partner for its customers

- We build long-term customer relationships through professionalism, trust and responsibility
- Profound understanding of customers' IT assets and operating environment
- Legacy to Digi®: responsible and secure digital transformation
- Information security in our DNA
 - ISO 27001 certified for over 10 years
 - Cyber security services
- Continuous personnel development
 - Competence bank

EXTREMELY HIGH CUSTOMER SATISFACTION

- Service-mindedness of personnel 4.5/5
- Professionalism of personnel 4.4/5
- Co-operation in total 4/5



Netum wants to be the preferred employer in its industry

- Our target is to be the top working community
- We want to offer our employees a fair and pluralistic working community
- We are committed to equal treatment of our employees and are against all discrimination
- We take care of each other and support the personnel's well-being in many ways
- We want to offer our employees an opportunity to constantly develop themselves in their work

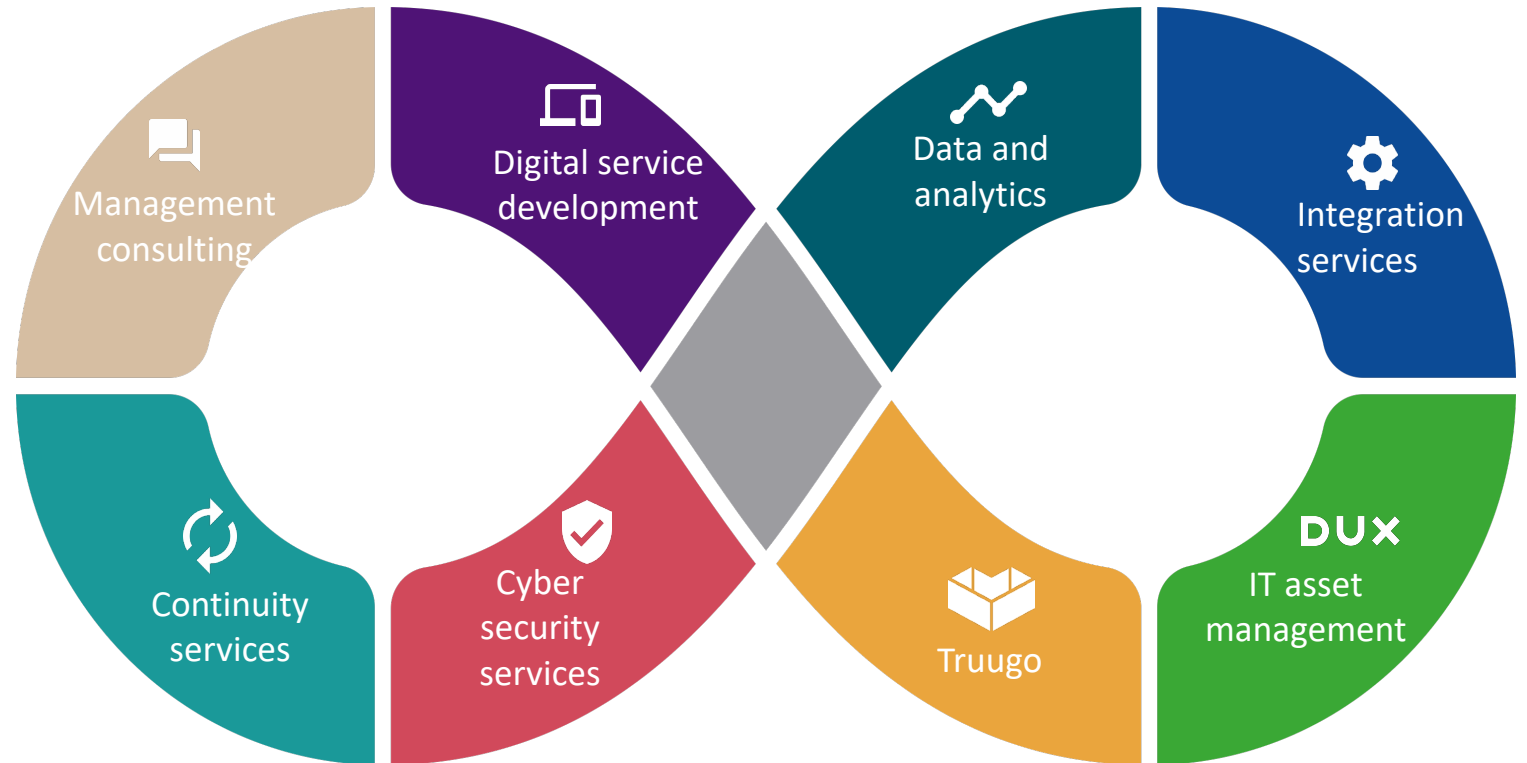


TARGETS OF THE CORPORATE RESPONSIBILITY PROGRAMME

- NPS (personnel satisfaction) > 9/10
- Share of female employees 20% by 2023

The Legacy to Digi[®] concept

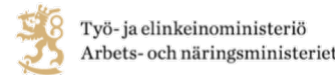
- Reliably combining usable IT assets to new services and technologies
- Digital business in a responsible and safe way
- Enables the quality and availability of customers' business-critical services



Significant long-term customer relationships and partnerships

"Netum's customers value the company's professionalism, service-mindedness, security of supply, agility and dependability as a partner."

Customer survey 2020, Balentor Oy



"Netum has been a reliable partner able to quickly respond to our changing needs."

Ministry of Economic Affairs and
Employment of Finland

"Netum is a quality partner, reliable and flexible. Co-operation runs smoothly in all aspects."

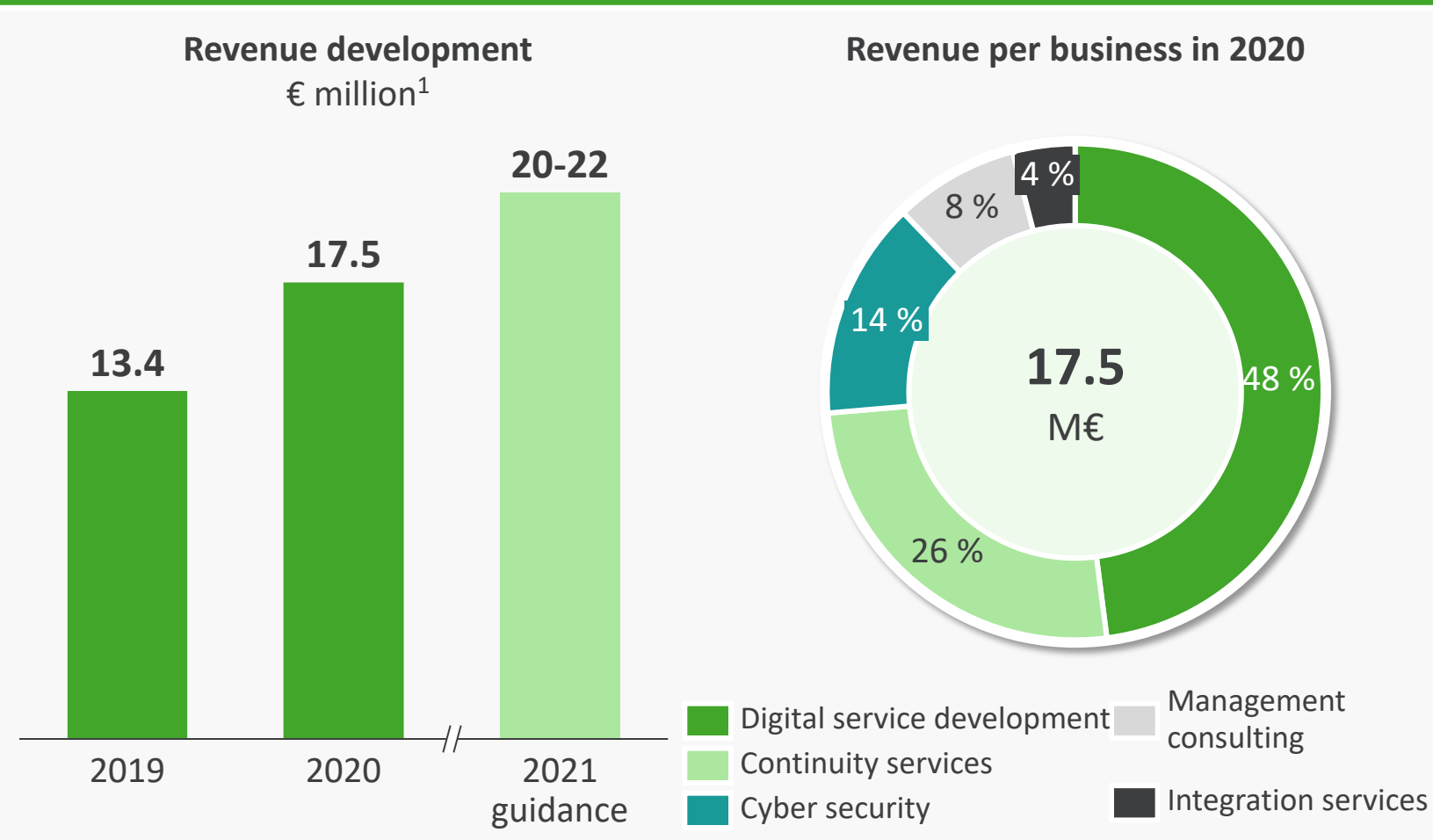
Senate Properties

"It is great that our crucial information systems are in capable hands."

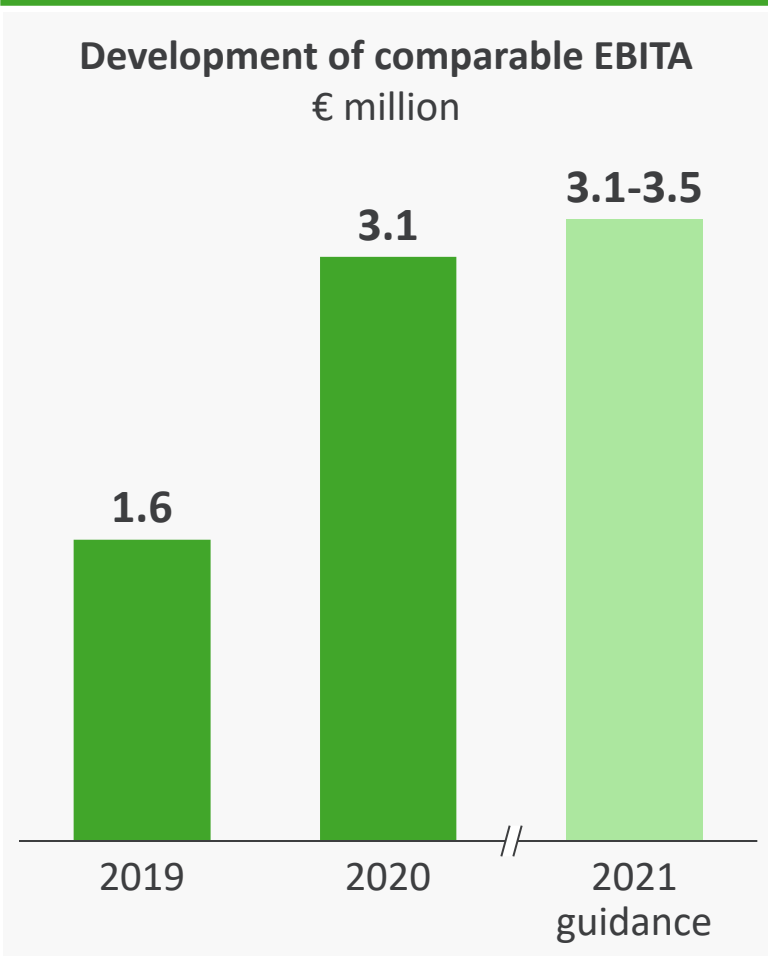
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Revenue and profitability in 2019-2021E

Revenue¹



Profitability²



January-June 2021

- Listing on the Nasdaq First North Growth Market Finland market place
- 6-year frame agreement with the Finnish KEHA centre^{*)} for application development and professional maintenance services, worth EUR 11–13 million
- Cyber security services as a separate business area
- Corporate responsibility programme and targets defined
- Revenue €10.4 M (8.6), growth 22%
- Comparable EBITA €1.6 M (1.5)
- Result for the period EUR 86 thousand: result burdened with non-recurring expenses of EUR 875 thousand related to the listing
- Equity ratio 62.4% (39.1)
- Return on equity 2.0% (43.7)^{**)}
- Personnel 171 (116)

€10.4M

Revenue
1-6/2021

+22%

Revenue growth

171

Personnel
30 June 2021
(30 June 2020: 116)

€1.6M

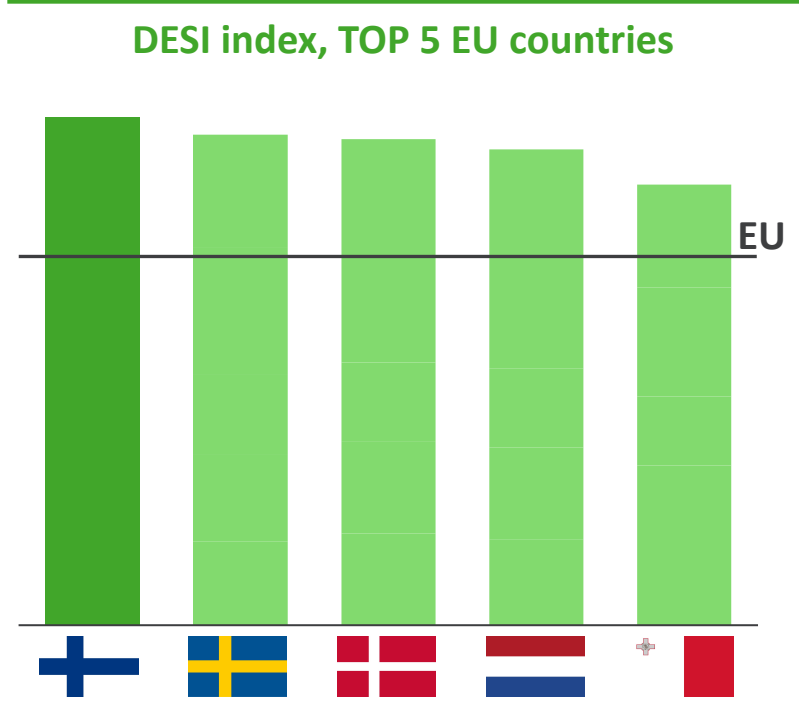
Comparable EBITA
1-6/2021

13 ^{*)} The development and administration centre for the Centres for Economic Development, Transport and the Environment and for the Employment and economic development service offices

^{**)} Annualised

Digitalisation supports Netum's development

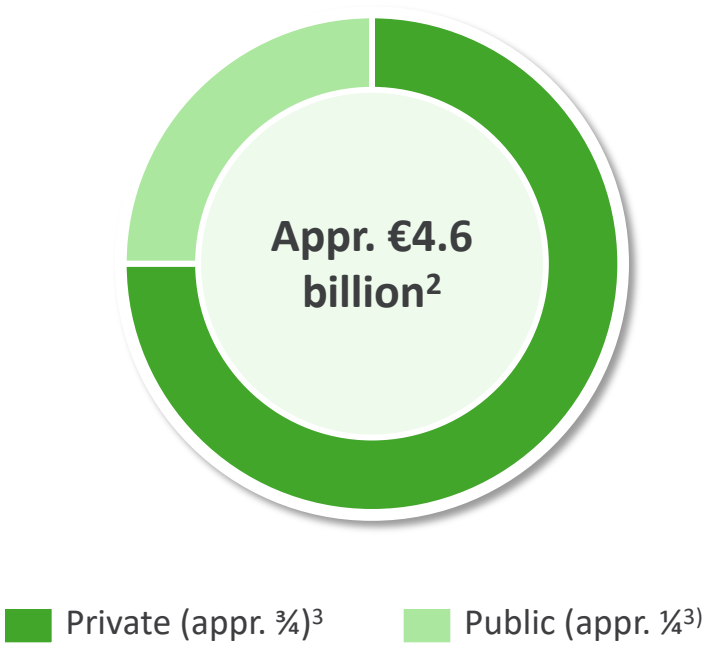
Finland at the forefront of digitalisation¹



Market drivers

- Digital transformation of society
- Cloud services
- Growth of IT assets
- Data analytics, AI and machine learning
- Technological development
- Cyber security and legislation reforms

Finland's IT services market in 2019



Excellent business environment
for IT service companies



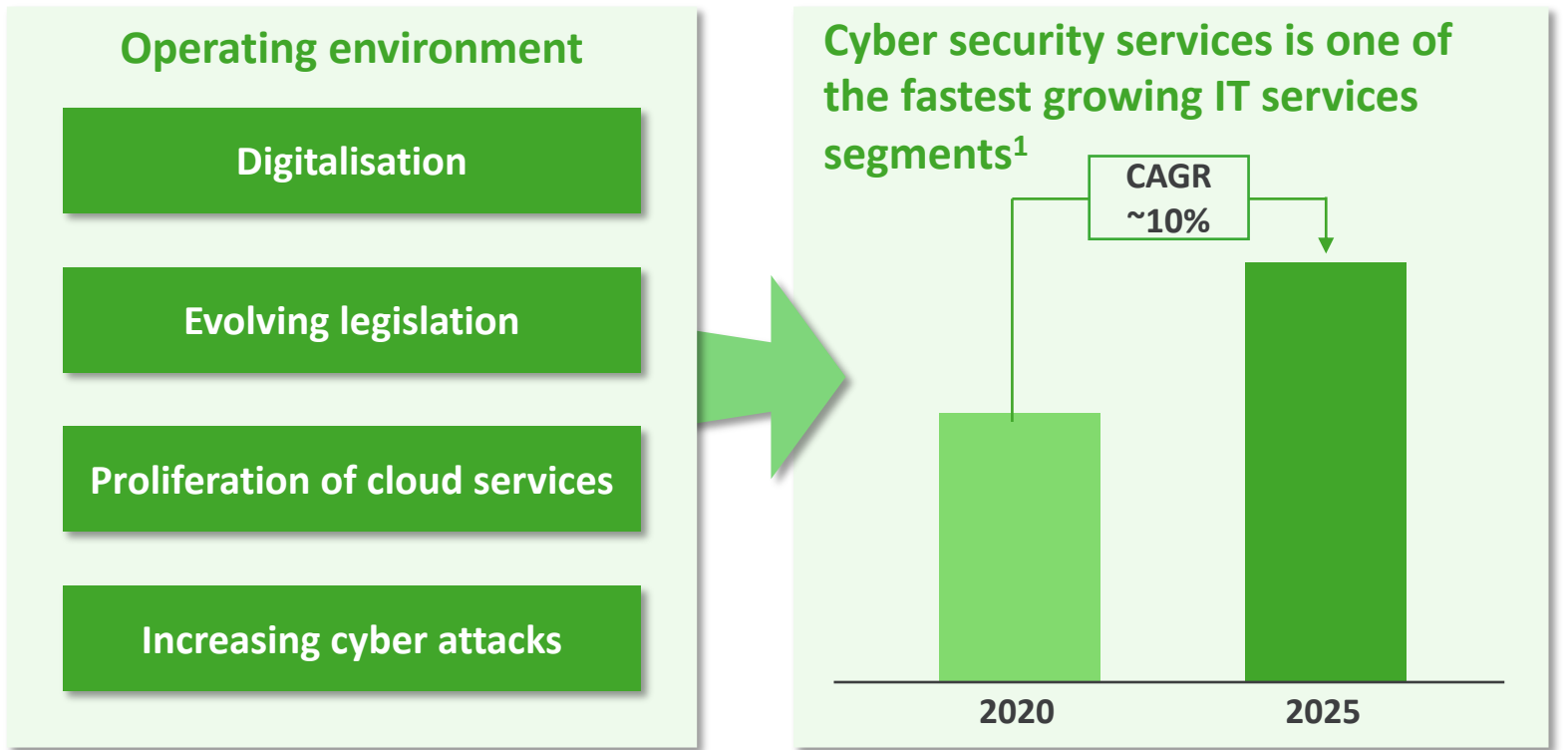
Supporting market drivers
and trends



IT services market worth
over EUR 4 billion and growing

14 Sources: 1) DESI 2020, European Commission; 2) Business Sweden: The Nordic IT market; 3) tutkihankintoja.fi, Kuntien Tietotekniikkakartoitus 2018, management estimates

Digitalisation and the corona crisis increase the need for cyber security



- Severe, large-scale cyber attacks have become more common
- The corona crisis has significantly boosted digitalisation and increased the number of cyber attacks

Financial targets and dividend payout policy



Netum targets to continue its strong growth in the next few years

- Netum's target is to reach **net sales of EUR 30 million in 2023**.
The growth target is based on organic growth.
- Netum actively identifies opportunities for inorganic growth and aims to make **targeted acquisitions**.



Netum's target is to continue profitable growth and to **annually reach an EBITDA profit margin of at least 15%**.



Netum targets to annually pay out dividends corresponding to **at least 40 per cent** of comparable profits for the period.



Financial outlook 2021

€20-22 million

Revenue guidance 2021

€3.1-3.5 million

Comparable EBITA
guidance 2021

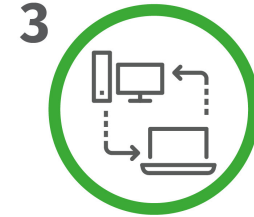
Why invest in Netum



Netum has proved its ability to grow both organically and through acquisitions



Netum is among the most profitable companies in its industry



Profound understanding of customers' IT assets and operating environment



Experienced personnel offers high value add services



Long-term customer relationships and extremely satisfied customers



Global market trends: digitalisation and growth of cyber threats



Thank you!

Questions?

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Silta IT:n huomiseen. 