

# Accelerating growth in Sweden

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# We have built a strong core for Sitowise in Sweden



BYGGNADSTEKNISKA BYRÅN

TFIP

V-Kompetens

MAVA CON  
MARK & VA CONSULT AB

**CONSTRUCT**  
KARLSSON & SEGELSTRÖM

!infracontrol

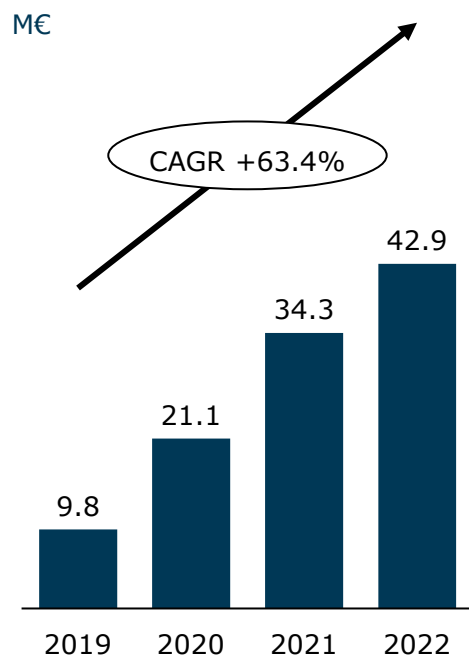
E<sup>60</sup>  
Elkonsult AB

Convia  
INGENJÖRSBYRÅ AB



# Industry leading expertise in selected segments

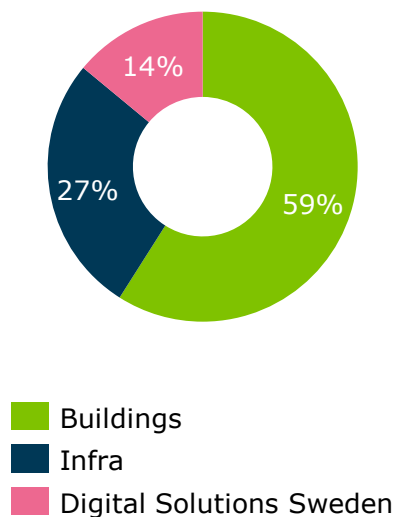
## Net sales growth driven by M&A



*Above market organic growth*

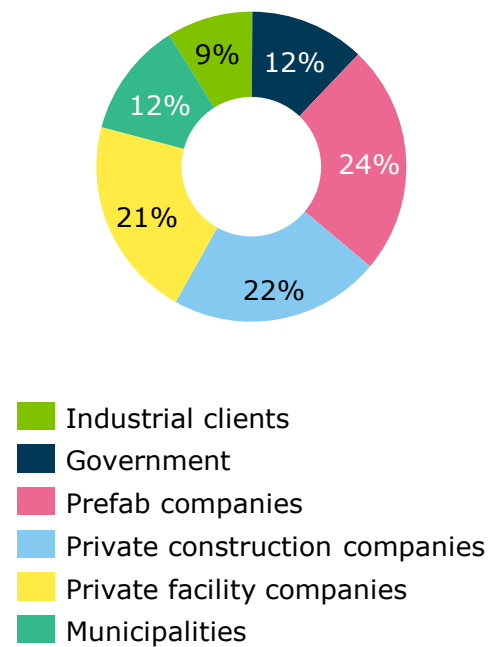
## Services focused in three segments

Net sales split (2022 PF)



## 3/4 of our clients in private sector

Net sales split (2022 PF)



## Key success factors

- Established platform with Sitowise Brand
- Strong core in selected segments
- Positioned in the front in our current offerings
- Buy and build



# The Citygate Project

## Being a frontrunner in sustainable building construction

- Project in Gothenburg with UPB (end client Skanska)
- Our knowledge and experience told us that the pre-design was not up to standard
  - Recalculations, optimization, firm believe, and persistency **led to a completely new design**

### Take aways:

1. Savings of 900m3 of concrete (-13%)
2. CO2 savings of 260 tonnes
3. Leading up to new projects with the same client



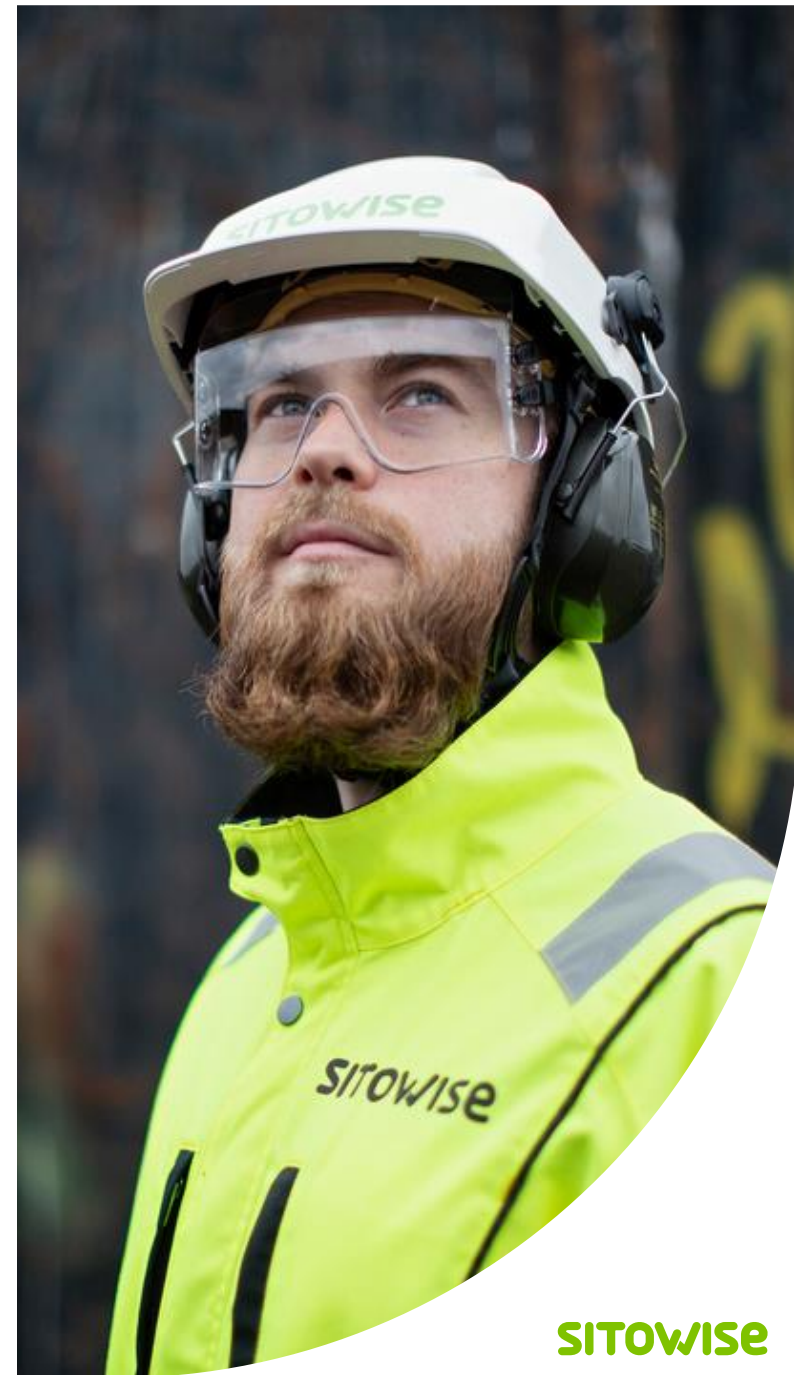
# Prefab – from low to good margin

Utilizing offshoring and specialization to create value  
– for our clients and for ourselves

- A lot of buildings constructed today is more or less prefabricated
- The prefab industry is driven by the quest for **lower risk** and **lower cost**
- We are excelling in prefab utilizing two tools:
  - **Development of design methods and tools**, increasing re-use
  - **Offshoring** parts of the work to Latvia and India

## Take aways:

1. Our most profitable business unit is specialized on prefab
2. The market is growing
3. We have recurring clients – that choose us not for price but for competence



**SITOWISE**



# Infracontrol Online – enables better street maintenance in cities

Combining our digital solutions with knowledge of our clients' needs

- Our SaaS IoT platform for municipalities and cities is a well structured and proven solution
  - Different front-end detecting solutions **adds value to the taxpayers** and increase the service level for the citizens
  - In the city of Helsingborg Infracontrol Online is combined with AI cameras on garbage trucks – collecting the needed data while picking up the trash

## Take aways:

1. Cost savings of 80% compared to conventional screening
2. Data in the same system that is already in use, 120+ installations
3. Shows the potential in our IoL system



**SITOWISE**

# Pharma knowledge gives us an edge

**KeyPlants – creates covid vaccine factory in Africa in record time -  
“3D modelling together with pharma experience is the key”**

- Sitowise has engineered, designed, and performed 3D modelling for HVAC and Utility Piping to a new Filling Line Facility for Covid 19 vaccine at the Institute Pasteur de Dakar (IPD) for Senegal
- Capacity of at least 300 million doses of vaccines per year
- Modular off-site construction, **increases flexibility and enables rapid completion**

## Take aways:

1. KeyPlants have chosen Sitowise as partner in multiple projects
2. High performing installations expertise and Digital documentation and QA & Validation capabilities
3. The pharma segment opens the door to other high demanding segments



# The path to success – is built on our strategic pillars

## Last period highlights

- ✓ Strong organic growth →
- ✓ Acquisitions →
- ✓ Entry to Infra →
- ✓ Stable operations →
- ✓ One Sitowise Sverige →
- ✓ Competence edge →

## Target state 2025+

- Preferred partner** in our areas
- Focused approach **taking position**
- Scaling Industry** market segment
- Efficient and **Scalable** operations
- Known and **attractive employer**
- Challenger and disruptor** in selected segments

## Take position in Sweden using our competitive edge

### Sustainability

- Wood and hybrid solutions, Green concrete
- Energy efficiency in buildings
- Reuse & Optimization

### Efficiency

- Full use of our digital design tools
- Resourcing including offshoring
- Levering Sitowise IT platform e.g. Voima

### Innovation

- Business model disruption
- Continuous development of our design tools for prefab and sustainability

Not alone in Sweden – but we have a great potential



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