Expanding our Digital Solutions business

ANNA WÄCK
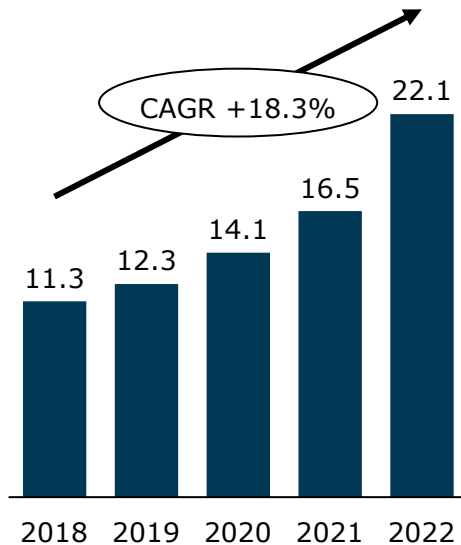
EVP, Digital Solutions

SITOWISE

Nordic excellence in geospatial solutions

Organic growth and M&As driving net sales

M€

CAGR +18.3%

2018	2019	2020	2021	2022
11.3	12.3	14.1	16.5	22.1

Diversified offering with SaaS driving growth

Net sales split
(2022 PF)

- 58%
- 25%
- 16%
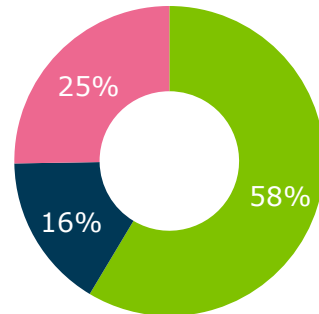
■ Software development
■ Consulting
■ SaaS and product

Segments

✓ Land use, Buildings and Utilities

✓ Infrastructure and Traffic

✓ Forest and natural resources

Balanced and loyal client base

Net sales split
(2022 PF)

- 39%
- 46%
- 15%
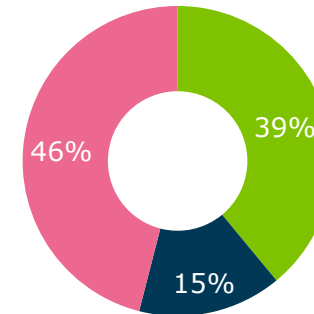
■ Government
■ Municipalities
■ Private sector

Key success factors

- Over 20 years experience from digital business

- Geospatial excellence and strong industry knowledge

- Long contracts with stable revenue and profitability

- Existing product/SaaS business with double digit growth track

- Ability to create new market

- Strong culture with a "digital flavor"

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Ryhti project is typical for us: transformative, multi-stakeholder, with geospatial data in the core

WHAT? BUILT ENVIRONMENT INFORMATION SYSTEM

A new, national home for land use and building information, Allows e.g.

- Faster **response time** and better **cooperation** for authorities

- **Safety** with better information for rescue services

- **Improved ability** to monitor the carbon footprint of buildings

HOW? RYHTI PROJECT, 2020-24, SITOWISE AND SOLITA JOINT TEAM

- Deep business process understanding to define the data model

- System development, integrations and data flow between 300 stakeholders

- Change support for municipalities

- Total project size estimated at ~6M€

- Potential for upkeep and development until 2030

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Curated offering and strong RnD pipeline drive further growth in product business

Product offering sharpened to ensure value for business and customer

Louhi: a comprehensive GIS platform for state & municipalities, construction, energy & telecom

Routa: infrastructure management for municipalities, road owners and infra companies

Aino: a one-stop data service for operators of the built environment

Infracontrol Online: a web-based service for monitoring, control and issue management.

Leafpoint and Foresta: sustainable forest asset management

Bitcomp Leafpoint –
Client use case by the Finnish Forest Association

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We have a strong foundation and operate in a growth market

WHY WE WILL BE SUCCESSFUL IN FUTURE?

The market continues to grow rapidly

- Demand for digital solutions continues strong
- We are industry disruptor with a strong RnD pipeline with new smart services

We focus on efficient and scalable business model

- Our balanced business mix brings stability and predictability
- New business models improve scalability and profitability (SaaS, productized services)

We aim to be the most attractive employer for digital experts

- We provide meaningful work to passionate experts and support growth of other business areas

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We will accelerate our growth and drive profitability by increasing share of SaaS

WHAT WE WILL DO IN FUTURE?

Consulting and software development projects:

- **Excel in sales:** Win profitably in own niche and expand share of wallet with key accounts
- Maintain industry-leading **delivery efficiency and margins with Voima**
- **Improve utilization** with proactive recruitment and onboarding efficiency

Products/ SaaS:

- **Grow SaaS business** by active sales, expanding to new markets and customer segments
- **Invest selectively** in industry-leading services and M&A

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