

# Maintaining industry leading profitability

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CEO



# Infra continues to focus on profitable growth and market leading client and employee satisfaction



**Continued profitable growth** in existing business combined with new **Smart Infra initiatives** built on this foundation



**Expanding operations** more broadly to the entire life cycle and continued investments in **sustainable development**



Implementation of **the smartest ways to work** and **adaptation of latest tools** for the benefit of our clients

## INFRA TARGET STATE IN 2025+

**Infra has the widest service portfolio in industry and is especially well-known for its environmental services**

**Infra has maintained its market leading profitability**

**Smart services providing new business**

# Digital Solutions will accelerate growth and drive profitability by increasing share of SaaS



**Influence and disrupt the industry** with new products, services and business models



**Win profitably in own niche:** geospatial excellence, sales excellence and customer proximity, attractive product portfolio



**Accelerate with SaaS,** new markets and customer groups, and selective M&A

## DIGITAL SOLUTIONS TARGET STATE IN 2025+

**Recognized as the digital disruptor and maintained our leading position in geospatial solutions**

**Scalable and efficient business model with rapid growth and high profitability**

**Significant SaaS business contributing to the 10% recurring revenue target**

# Sitowise in Sweden taking the position in selected segments



## **Innovate in our own arena**

- Enabling cross border growth with digital portfolio
- Challenge existing business models where possible



## **Being the preferred sustainability partner for selected clients**

- Bringing sustainable solutions to the built environment
- Meeting or exceeding the requirements – true experts



## **Pushing the project efficiency to create value**

- Lever on our ability to utilize our tools
- Mixing our resources with offshoring – where suitable

## **SWEDEN TARGET STATE IN 2025+**

**Go-to partner in  
our core expertise**

**Focused approach  
taking position**

**Scalable and  
efficient operations**

**Known and attractive  
employer in Sweden**

**Challenger and disruptor  
in selected segments**

**Grow further into  
selected Industry sector**

# Buildings will drive value with high demand services and Smart Buildings initiatives



**Proprietary tools** to improve efficiency of design processes



Help building owners to lengthen the life of their properties in **energy efficient design**



Enabling our clients to **manage their real estate in the most efficient way**

**Improving internal efficiencies** for improved profitability

## **BUILDINGS TARGET STATE IN 2025+**

**We have succeeded in increasing the resilience of the business**

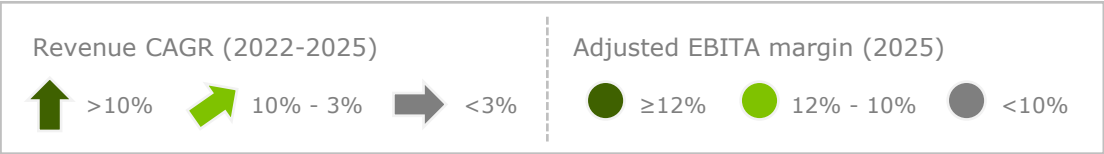
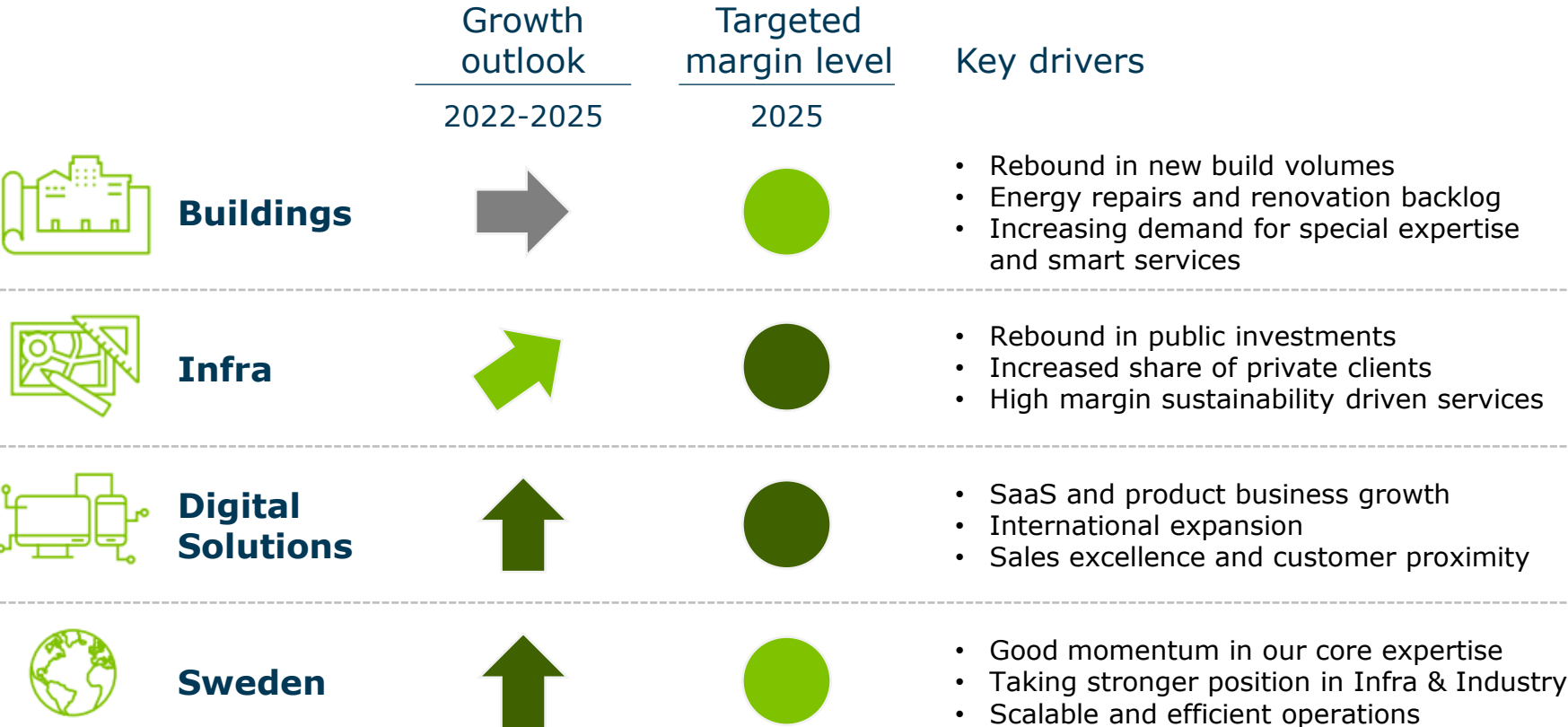
**We have the best client experience and are the forerunner in sustainable buildings design**

**Smart Buildings lifecycle solutions providing new business**

**We have efficient business with good profitability**



# Well diversified portfolio helps driving profitable growth in changing market



Sustainable growth in core supported by investments in new smart services and strategic M&A

# WHY INVEST IN SITOWISE

- 1** A leading player in a growing technical consulting market with clear strategic targets and implementation plans
- 2** Broad technical consulting service offering with unique opportunities to combine capabilities in different business areas
- 3** Broad customer base that provides a solid platform for growth
- 4** Innovation, Sustainability and Efficiency part of our DNA and source of competitive advantage
- 5** Successful platform with strong historic growth, high margins and strong cash flow that can be leveraged in potential future acquisitions
- 6** An attractive workplace for top experts





# Q&A

## SITOWISE MANAGEMENT TEAM

