



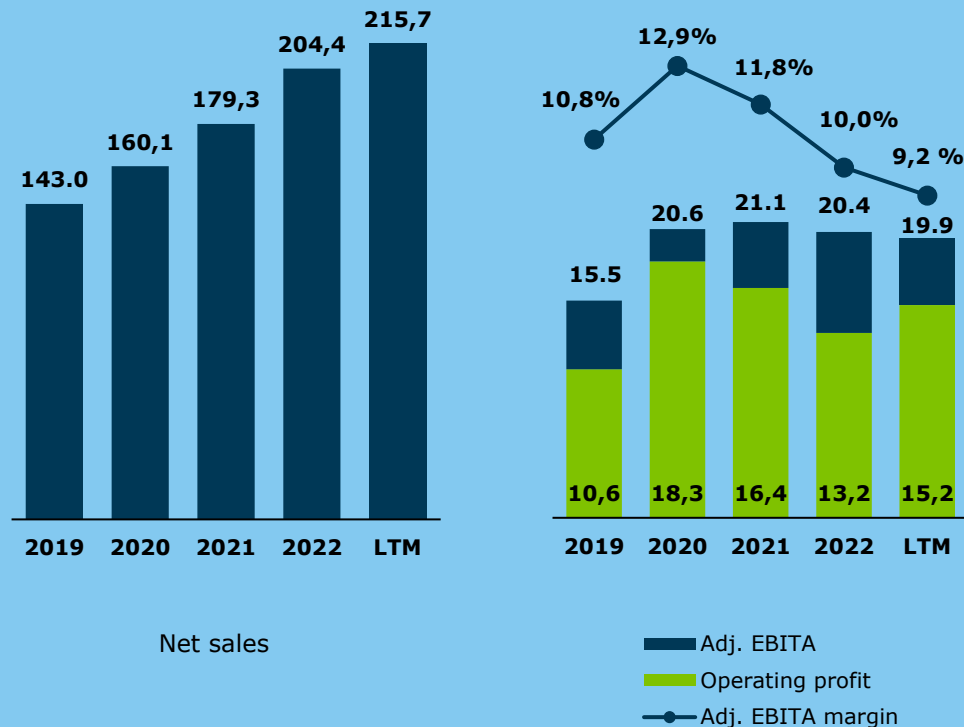
Redefining smartness in cities

Inderes ESG Day 12 December 2023

HEIKKI HAASMAA, CEO

Sitowise is a Nordic expert in the built environment with a strong focus on digitality

Strong track record of net sales growth with industry leading profitability



Local client relations in **32** locations

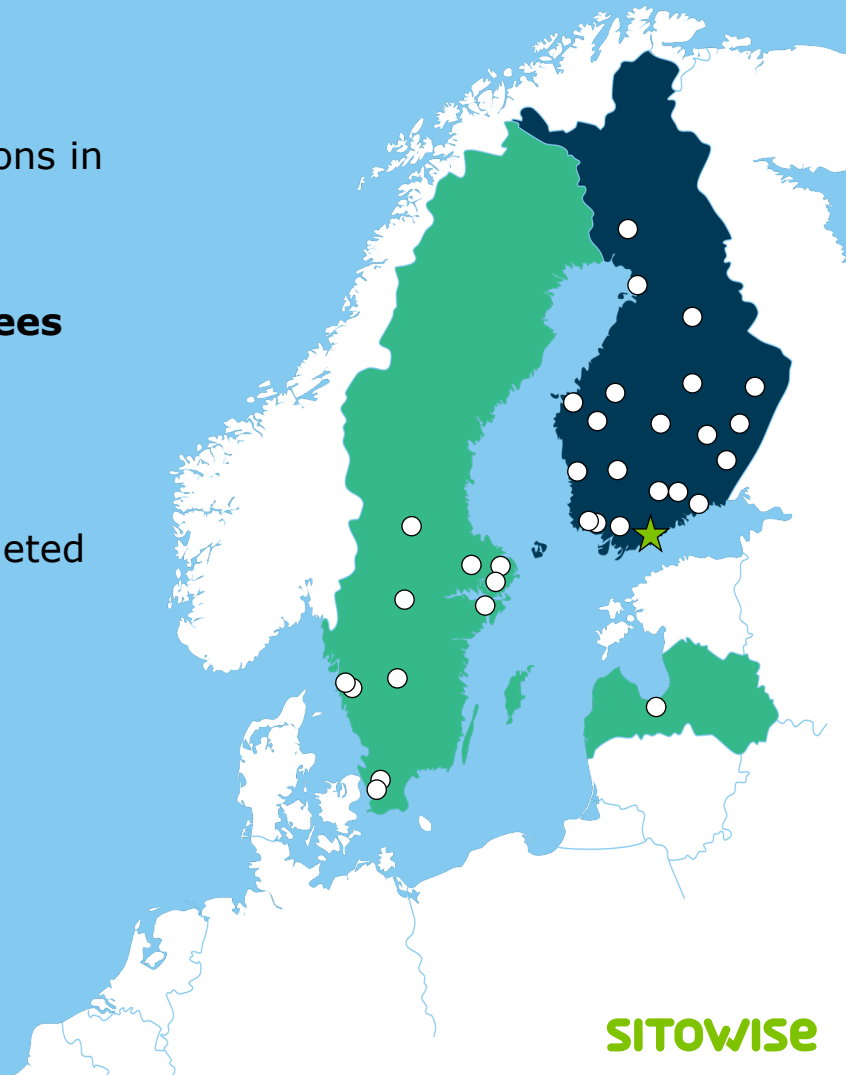
+2,200 employees

NPS 32

+100,000 completed client projects

+60 acquisitions

IPO in 03/2021



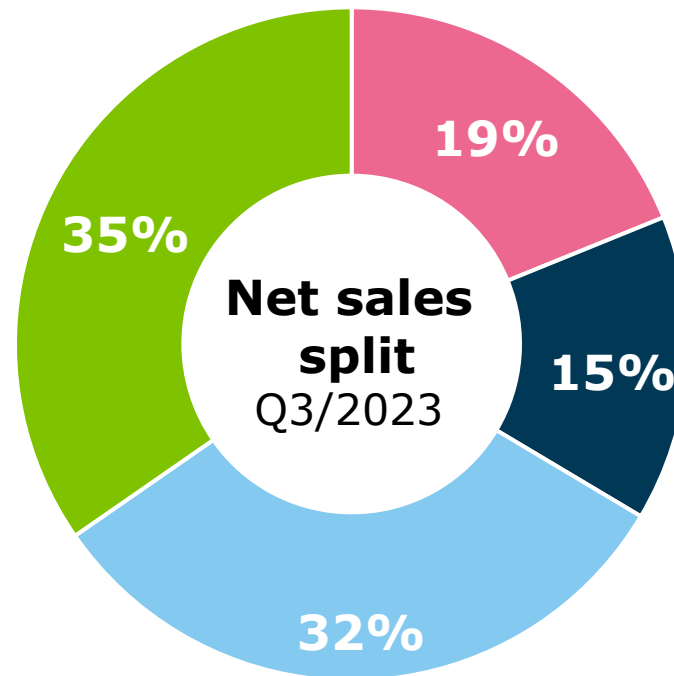
Four established Business Areas

BUILDINGS

A leading player in Finland with extensive services for the entire life cycle of buildings: from the early planning stage of a new construction to maintenance and renovation.

INFRASTRUCTURE

A leading player in Finland with steady growth and stable cashflows and the market's widest selection of design and consulting services in its field.



SWEDEN

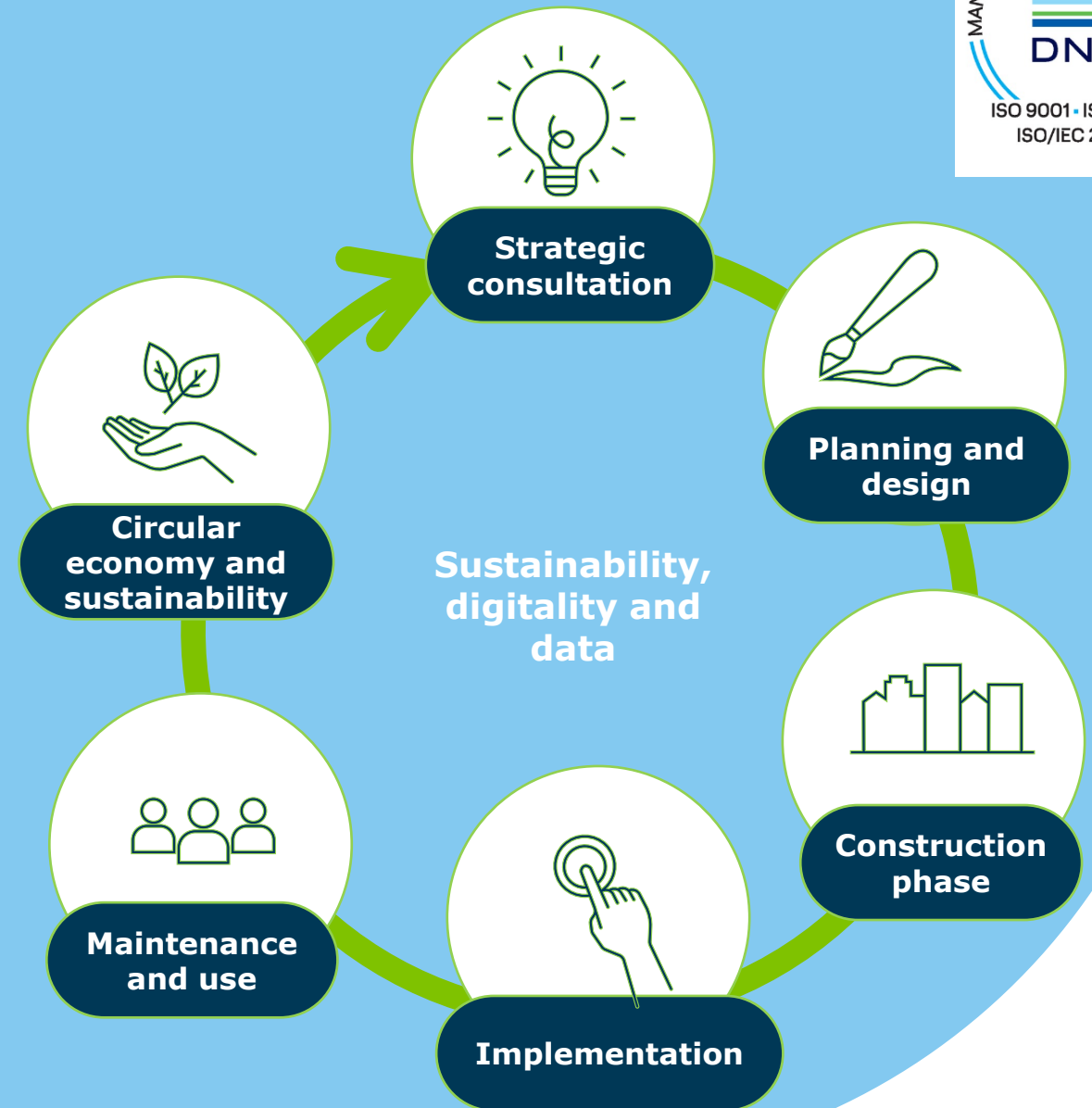
A competent challenger in the Swedish technical consulting market with several growth opportunities and industry leading expertise in selected segments.

DIGITAL SOLUTIONS

Nordic excellence in geospatial solutions. Existing product/SaaS business with double digit growth track and stable profitability. Ability to create new market.

We use lifecycle thinking to create sustainable built environments

- Expert services and solutions for sustainable living environment, mobility and natural asset management throughout the life-cycle
- Sustainability, knowledge-based management, digitality and data in the core
- Security and quality are a central part of our operations



Megatrends continue to drive demand for technical consulting



URBANISATION



**MAINTENANCE
BACKLOG**



DIGITALISATION



**CLIMATE CHANGE,
BIODIVERSITY &
ADAPTATION**



SECURITY

New and tightening regulation impacts us and our clients and brings opportunities

The new Building Act

- The act incorporates measures to combat climate change comprehensively into the building legislation.
- The act will also smoothen the construction processes, boost a circular economy and digitalization and improve the quality of building.
- The Building Act will enter into force on 1 January 2025.

+ EU green finance regulation

- EU Taxonomy regulation
- EU Sustainable Finance Disclosure Regulation
- EU Corporate Sustainability Reporting Directive
- EU Corporate Due Diligence initiative
- EU Green Bond Standard

Sitowise strategy 2025

**We understand
our clients**



**We work as
one team**



**We trust
each other**



**We are
open**



**We are
brave**



OUR PURPOSE ›

Empowering
passionate experts
to solve complex
challenges.

OUR VISION ›
Redefining
smartness
in cities



**The most
innovative**



**The most
sustainable**



**The most
efficient**

WE WILL FOCUS ON ›

- Creating new smart services
- Accelerating growth in Sweden
- Expanding our digital solutions business
- Becoming a thought leader in sustainability
- Being the most well-known and desired employer
- Finding the smartest ways to work

We have identified Sitowise's material topics together with key stakeholders

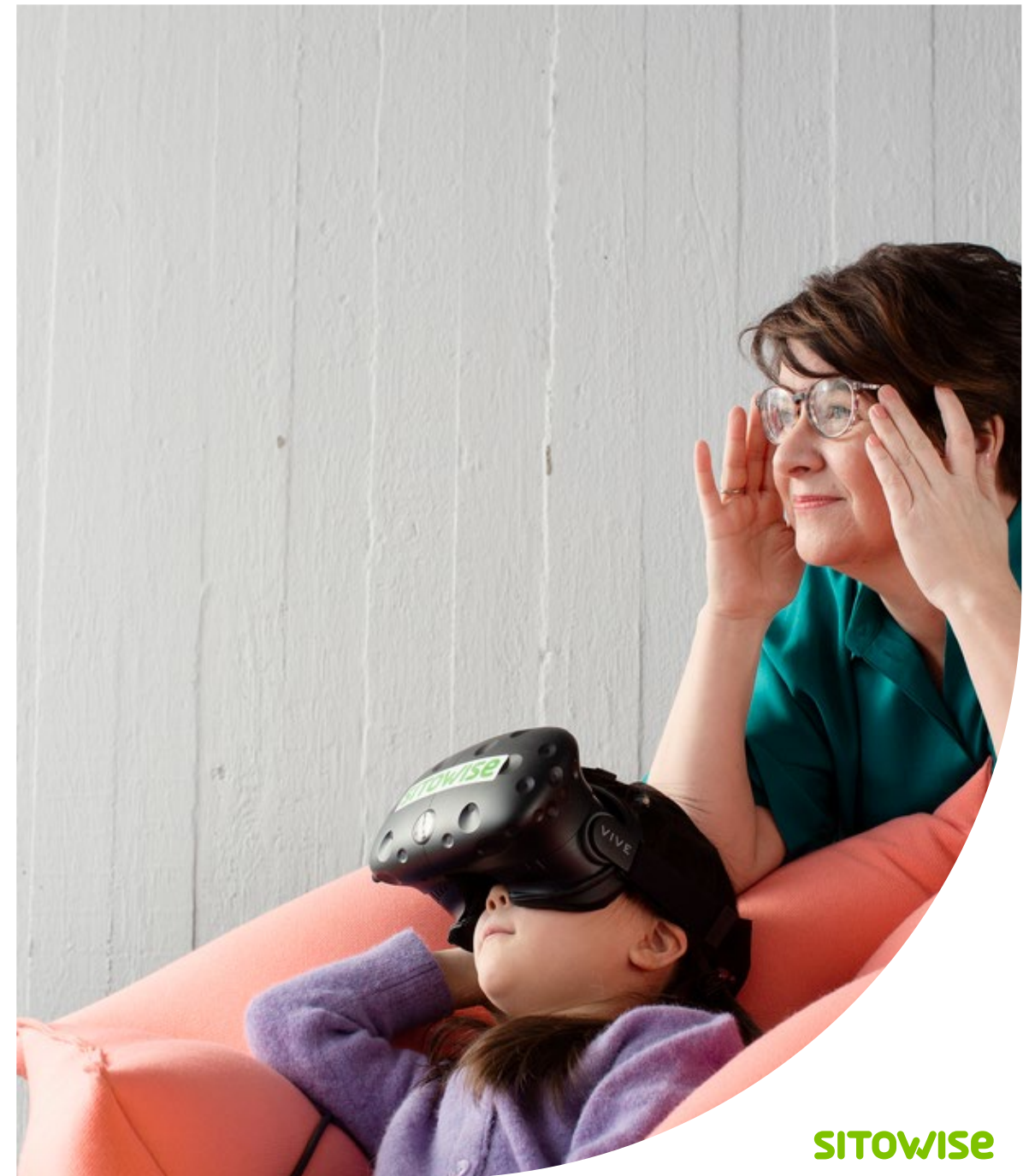
Our materiality analysis examined the trends affecting our business, made comparisons to the UN's Sustainable Development Agenda and took the views of our employees and clients into account.



Result of materiality assessment from the point of view of staff society and clients.

Sitowise Sustainability Program 2025 goals:

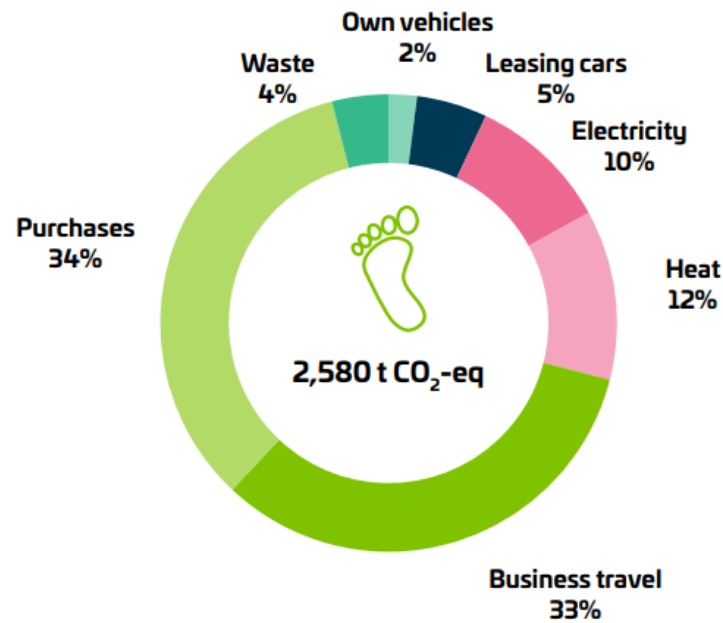
- 1 **We are carbon neutral in 2025**
- 2 **We are the most equitable workplace with best employee wellbeing in the industry**
- 3 **We aim for sustainable economic growth**
- 4 **We actively contribute to making our industry more sustainable**



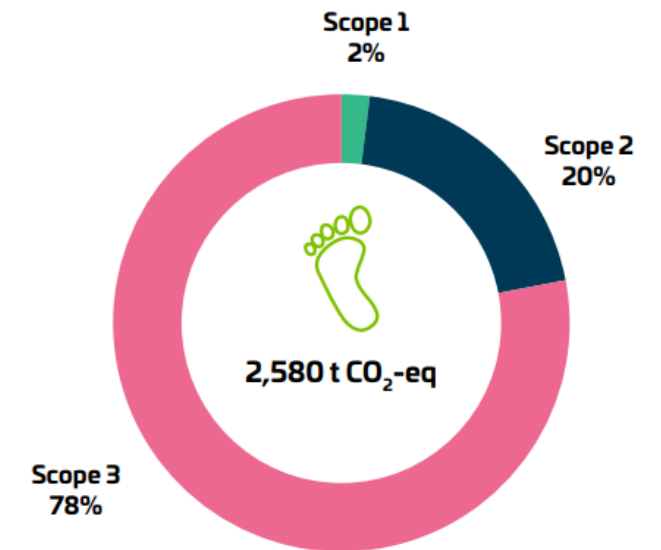
1 We are carbon neutral in 2025

We will continuously reduce our own emissions towards carbon neutrality by 2025

Distribution of the total emissions from Sitowise's operations in 2022



Sitowise's total emissions with the scope breakdown applied in the GHG protocol



2 We are the most equitable workplace with best employee wellbeing in the industry



+2,200 employees with over 100 different degree titles

Key KPIs

- 3.8 My employer supports the wellbeing of employees
- 4.1 At my workplace, everyone is treated equally
- 4.1 I feel that I am appreciated in my work community
- 3.7 I have opportunities to develop my skills
- 3.6 I know how to affect sustainability in my work

3 We aim for sustainable economic growth

01

Developing
existing expertise,
understanding
client needs

02

Growing
new services

SET GOALS*

We want **to double our sustainability services revenue** to exceed 10 million euros by the end 2025

We want **to grow our recurring revenue to be 10%** of Sitowise's annual net sales by the end of 2025

* Additional targets within Sitowise's long-term growth target of annual net sales growth of over 10%, including acquisitions



Our sustainability services focus areas

RENEWABLE ENERGY



CASE: Impact assessments of renewable energy. **Client:** Ministry of Employment and the Economy, Energy Agency and Motiva Oy, 2010–

BIODIVERSITY & ADAPTATION



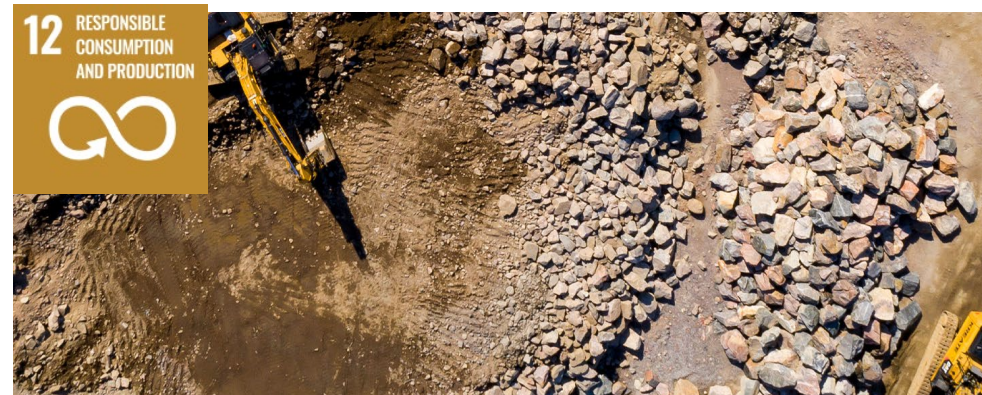
CASE: Survey of harmful substances in urban waters of the Salpakangas area. **Client:** Municipality of Hollala, 2022–2023.

CLIMATE CHANGE MITIGATION



CASE: Optimizing the carbon footprint of building materials as well as the construction costs. **Client:** SKANSKA, 2021.

CIRCULAR ECONOMY



CASE: Resource-wise Vantaa tram. The circular economy thinking of the project covering the recycling of land masses, the reduction of carbon emissions and the protection of biodiversity. **Client:** City of Vantaa, 2020–2021.

Future growth opportunities from new sustainable innovations

OUR INNOVATION PIPELINE (JUNE 2023)

31
customers
involved

200+
ideas

37
ideas in
screening

SOME RESEARCH TOPICS

- Smart cyber security
- Climate risk and adaptation analytics
- IOT-based quality assurance
- Data-driven circularity in landmass management
- ESG DD risk assessment
- Smart renovation debt management
- Biodiversity metrics and accounting
- Real estate location intelligence
- Energy optimization tools for real estate
- Regional Blue Green Infrastructure

We will expand and diversify our sustainability service offering also with targeted acquisitions

ACQUISITIONS WITH FOCUS ON SUSTAINABILITY SERVICES IN 2021–2023

In addition to these four, Sitowise has made 13 acquisitions between 2021-2023.



Municipal emissions calculation and CO2 reporting as well as energy and climate action plans for cities and municipalities.

2021



MayorsIndicators

A digital service supporting leadership and decision-making in the sustainable development of municipalities.

2021



Carbon footprint calculators, carbon handprint studies, sustainability programs, climate roadmaps, and software related to sustainability.

11/2023



Business transaction

Nature surveys, especially related to wind parks, Natura evaluations, archaeological surveys and nature and environmental education.

12/2023

4

We actively contribute to making our industry more sustainable



Shaking up your thinking about the future of cities.

[Read more](#)



Educating our employees and challenging our clients with our SDG-based **Sitowise Sustainability Tool**



Driving a positive change **in collaboration with others**

KEY TAKEAWAYS

- **Technical consultants drive positive environmental impact.** Our work can be seen everywhere you look. The world of tomorrow is planned today.
- **Megatrends and new legislation provide us several growth opportunities.** **Additional opportunity** from new smart and sustainable services.
- **ESG related investments and costs are mainly related** to employee wellbeing, new smart services, addressing new regulatory requirements (training and reporting).



Thank you

ADDITIONAL INFORMATION:

ir@sitowise.com

