



SOLTEQ



Passion to deliver the unexpected.

Kirsi Jalasaho, VP IR & Marketing

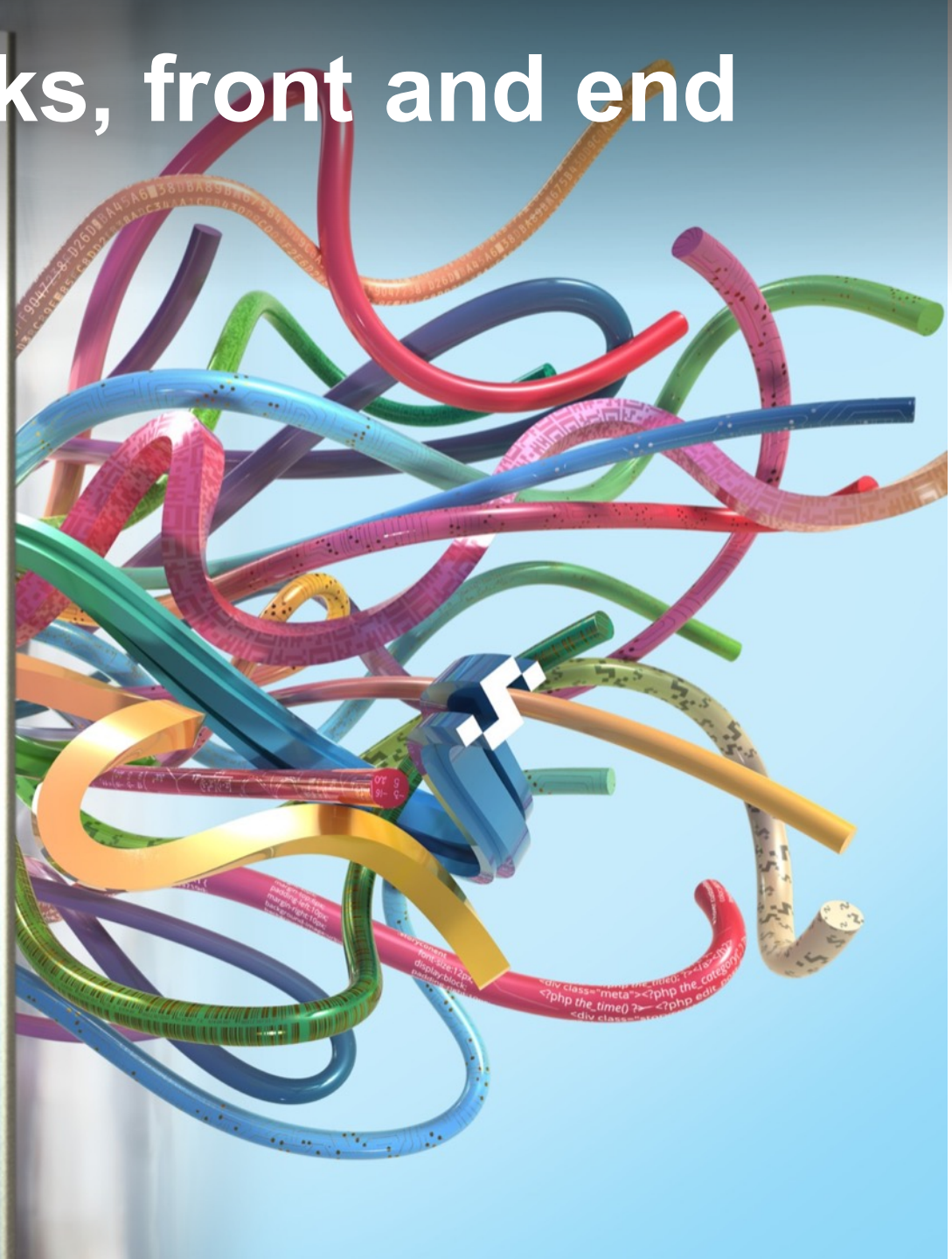
22nd Feb, 2017

Stockholm

We connect bricks and clicks, front and end

We offer end-to-end solutions for digital commerce and we have the capability to serve global clients

SOLTEQ



Solteq turns your vision into digital commerce



Key figures

63M€

Revenue 2016

450

Employees

3

Countries
(Finland, Sweden,
Poland)

29M€

Market cap

Major Shareholders 31st Dec, 2016

1.	Sentica Buyout III Ky	4 621 244	26,0
2.	Keskinäinen Työeläkevakuutusyhtiö Elo	2 000 000	11,2
3.	Profiz Business Solution Oyj	1 781 790	10,0
4.	Saadetdin Ali	1 400 000	7,9
5.	Keskinäinen Työeläkevakuutusyhtiö Varma	1 245 597	7,0
6.	Solteq Oyj	825 881	4,6
7.	Aalto Seppo Tapio	671 882	3,8
8.	Roininen Matti Juhani	420 000	2,4
9.	Lamy Oy	225 000	1,3
10.	Sentica Buyout Iii Co-Investment	180 049	1,0

**We
understand
the impact of
digitalisation
on customer
engagement**

**We combine
expertise in
commerce
with vision of
the future**



Digital revolution creates a growing market



Urbanisation



Digitalisation of commerce

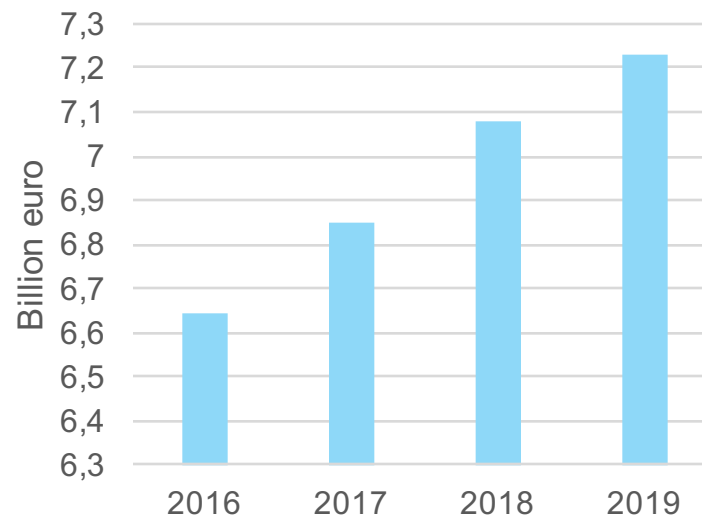


Internationalisation of commerce



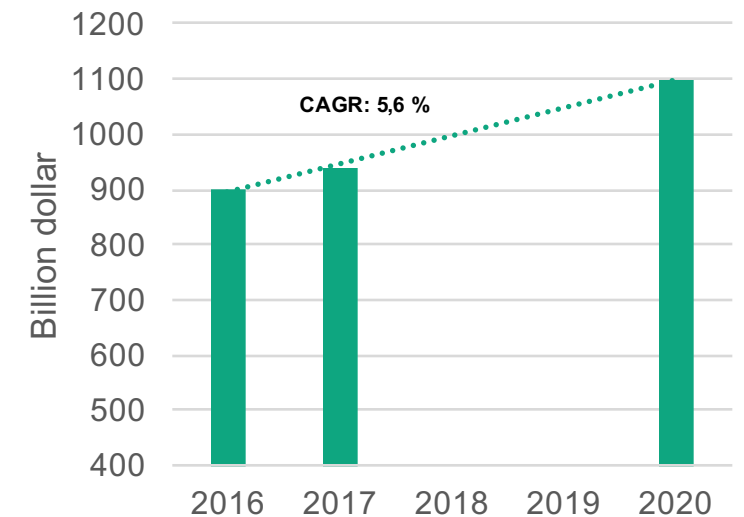
Strengthening role of mobile services

IT Services, Finland



Source: Gartner

IT Services, worldwide



Source: Gartner

Our focus areas

CLIENTS & PORTFOLIO

Focus on **customer engagement** and loyalty.
Unique **end-to-end portfolio** coverage in digital omni-commerce

INTERNATIONAL GROWTH

Nordics: expand the local network for selected digital commerce solution areas, such as store solutions in omni-commerce

Global: increase the number of global clients that are served through existing offices.

M&A

To gain **geographical** presence and to expand our **solution offering**

PEOPLE

Maintaining and growing the lead over of the **skills and competencies** of our experts.

Strategy as KPI's

GROWTH

Increase in **revenue** > 20 % per annum

PROFITABILITY

Operating profit % > 8 %

BALANCE SHEET

Net debt / EBITDA < **3,5**

DIVIDEND

Approximately **30 % of operating profit**

Geographical growth plan

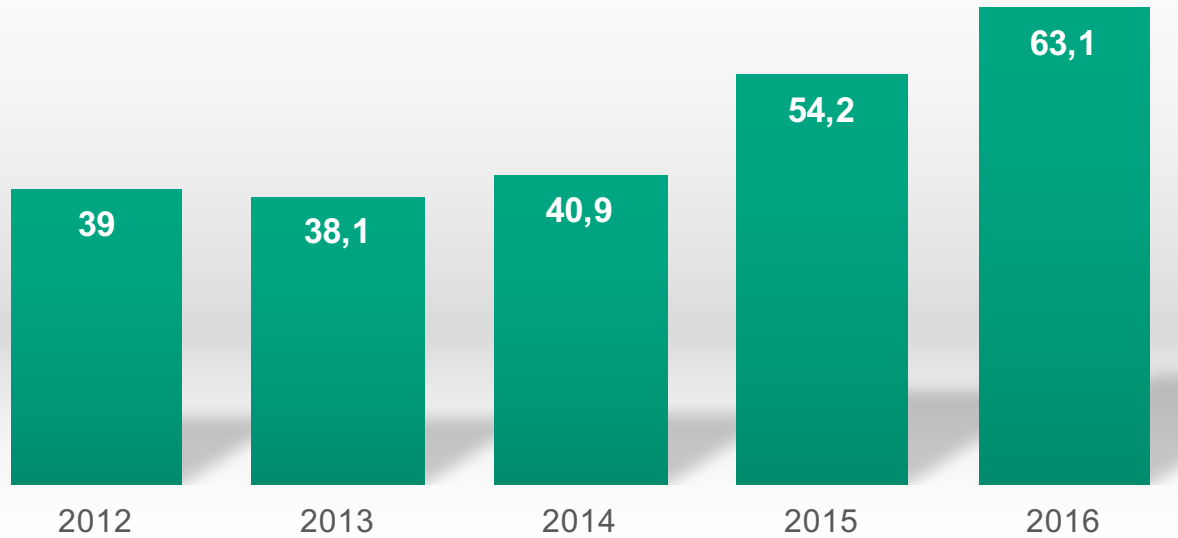
- ❖ Growth in **Finland** is based on gaining **the end-to-end coverage** in digital commerce solutions mainly of our **current customers**
 - ❖ Retail, wholesale, manufacturing, hospitality
- ❖ **Nordic** focus on software and services in **retail** sector at this moment
- ❖ European and **global** focus on **selected** digital commerce **solutions** with existing and new clients
 - ❖ Manufacturing, retail
- ❖ Active in seeking other industries, solutions and market areas that face the digital disruption of commerce



Latest move in Sweden - Solteq acquired Aponsa AB 10/2016

- Aponsa AB is a Swedish ICT provider that is specialized in retail sector and LS NAV technology
- Revenue ca. 2,2 m€ with 20 people in Sweden and Latvia
- The heart of Solteq operations in Sweden will be built on Aponsa
- Customers e.g. Colorama, Casino Riga, MakeUp Store, Indiska, Pocada, Apoteksgruppen

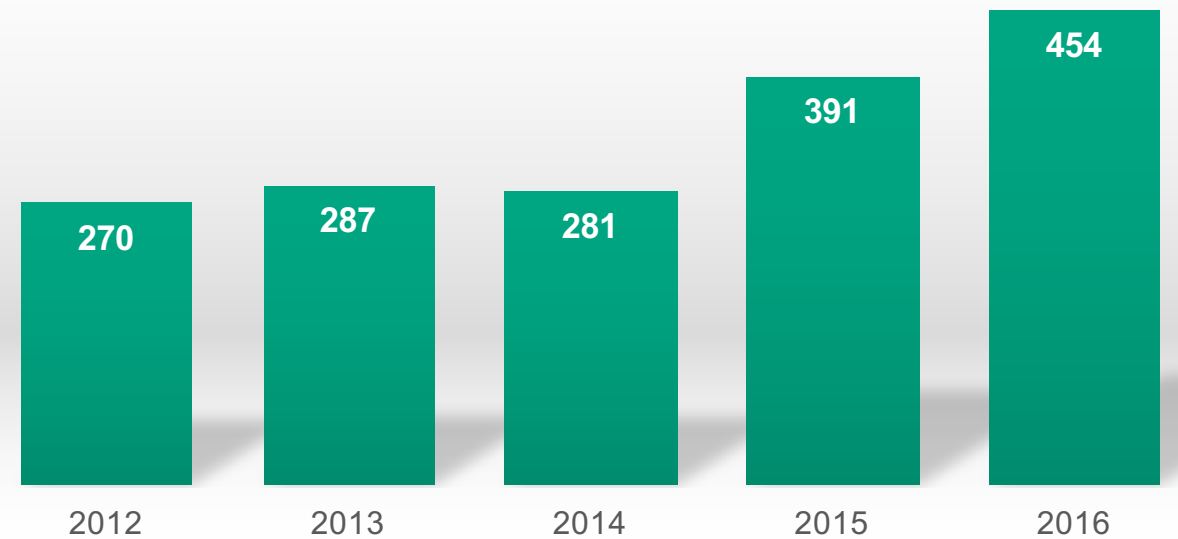
Revenue, MEUR



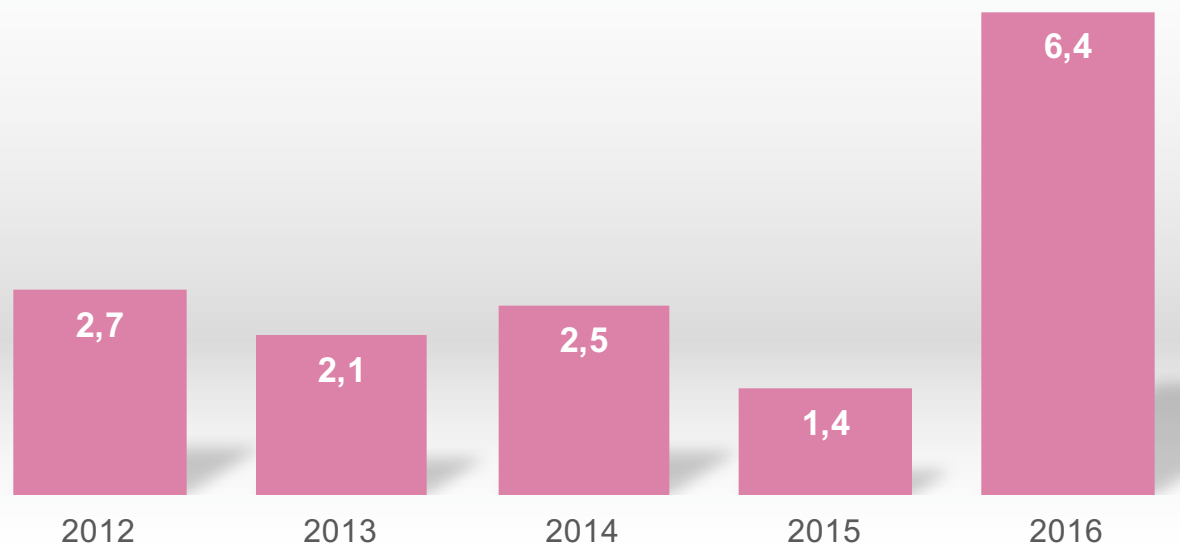
Revenue, growth +16 %

Number of personnel, growth
+16 %

Solteqians



Operating profit, MEUR



Operating profit

10,2 % (2,4 %)

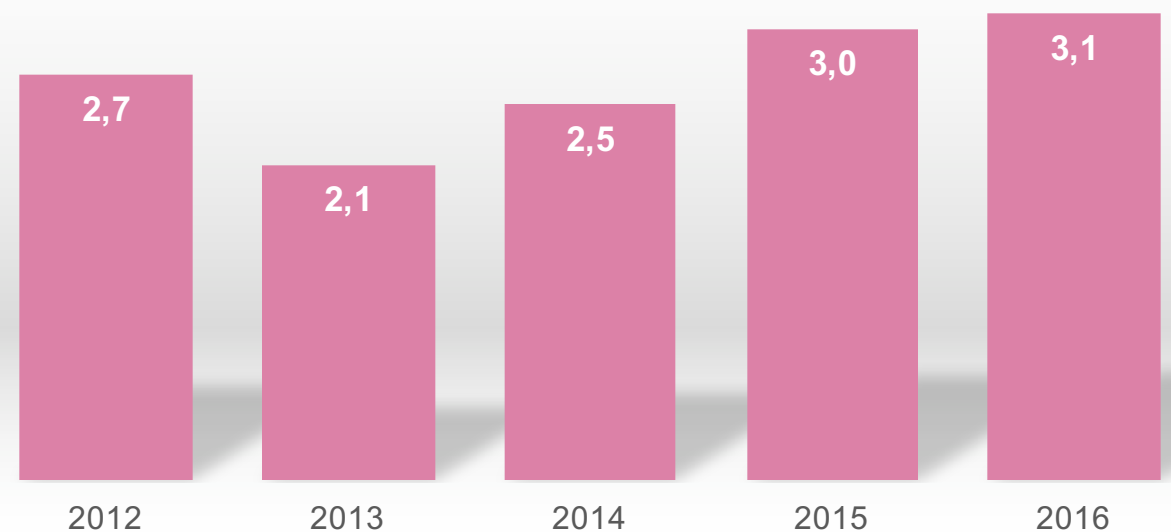
include the impact of M&A activities

Growth in operating profit, before NRI

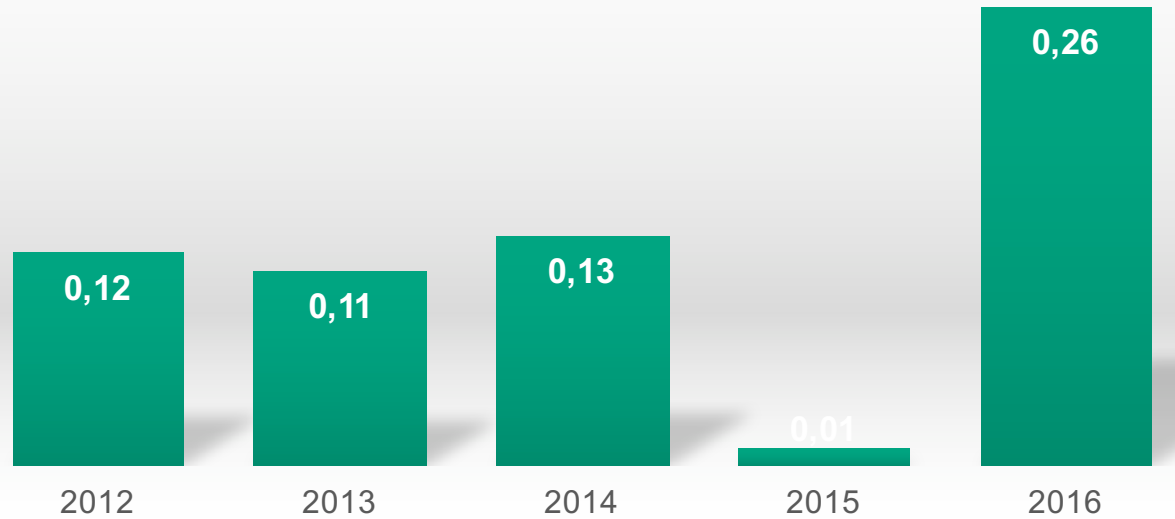
4,1 %

NRI's follow M&A activities

Operating profit before NRI, MEUR



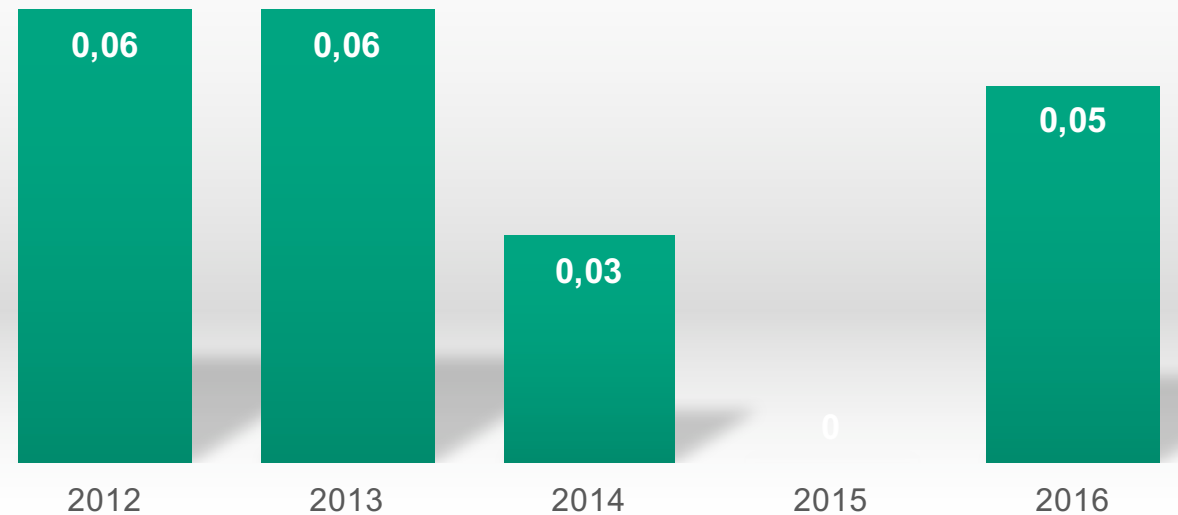
Earnings per share, EUR



Payout 2016
19 %

**Dividend from result of 2016 is
conditional to the decision of Annual
General Meeting**

Dividends per share



Highlights of 2016 & the beginning of 2017

Sale of Mainlot,
provider of
maintenance systems

Retail Solutions for
Musti and Mirri in the
Nordic

Growth investment
decision in eCommerce
(Magento)

2016

New digital commerce
growth strategy

Acquisition of Aponsa
AB in Sweden

Acquisition of Pardco
to boost the growth
investment made

Solteq to acquire store
and inventory
replenishment
services from Tuko

2017

New CEO Olli
Väättäinen

Why invest in Solteq?

1
Digitalisation
revolutionises
commerce and
creates growing
demand for digital
services

2
We are recognised
for our competencies
and we are well
positioned to capture
the potential

3
Our aim is to grow
faster than the
market – organically
and through
acquisitions in
Nordics and wider

Thank You!

www.solteq.com/investors



SOLTEQ