

# Roadmap

2018 — 2019 — 2020 — 2021

A workplace to love

Sustainable business

Collaborative value creation

Profitability

Trusted partner **Profitability** 

Trusted partner **Growth** 

# **Enfo 2020: Stable profitability despite exceptional year**

### **Key figures**

|  | 4.4.24.42.2020  | 4.4.04.40.0000  |  |
|--|-----------------|-----------------|--|
|  | 1.1.–31.12.2020 | 1.1.–31.12.2019 |  |
| Net sales, EUR million                 | 114.6           | 121.5           |  |
| EBITDA                                 | 11.4            | 9.4             |  |
| % of Net sales                         | 10.0            | 7.8             |  |
| Operating profit, EUR million          | 2.0             | 1.4             |  |
| % of Net sales                         | 1.7             | 1.1             |  |
| Profit for the period, EUR million     | 0.0             | -1.4            |  |
| % of Net sales                         | 0.0             | -1.1            |  |
| Earnings per share, EUR                | -2.6            | -4.6            |  |
| Return on investment, %                | 3.6             | 3.4             |  |
| Equity ratio, %                        | 40.1            | 36.4            |  |
| Net gearing, %                         | 86.1            | 96.0            |  |
| Interest-bearing net debt, EUR million | 40.8            | 41.6            |  |
| Equity per share, EUR                  | 60.7            | 62.6            |  |
| Average number of employees            | 907             | 903             |  |



# **Year 2020 - Figures and highlights**

**Net sales** EUR million, total



Finland 45% Sweden 55% **EBITDA**EUR million

11.4

**Experts** total



Sweden 56%

**Enfonians answer** 

on a scale from 1-5 when asked if Enfo is a good place to work

### Customers



### **Highlights**

### Integrating SAP business

Enfo integrates Solteq's SAP ERP business into its business after acquisition at the end of 2019.

### Enfo and TIBCO form strategic partnership

Enfo becomes an exclusive reseller of TIBCO solutions in the Nordic and Baltic countries.

### Finavia agreement

Enfo and Finavia sign a broad cooperation agreement of approx. EUR 26 million, including operations and capacity in both data center and cloud as well as services for a modern workplace.

### **Divesting Zervicepoint**

Enfo divests the Swedish Zervicepoint business.

### **ISO** certifications

Enfo renews its ISO 14001 certification and confirms its ISO 9001 and ISO 27001 certifications.

### **Employee and customer satisfaction**

Employee satisfaction and customer satisfaction surveys prove content Enfonians and

#### **New CEO**

In January 2021, Mikko Valorinta is appointed new CEO from March 1, 2021.

## **Must-win battles**

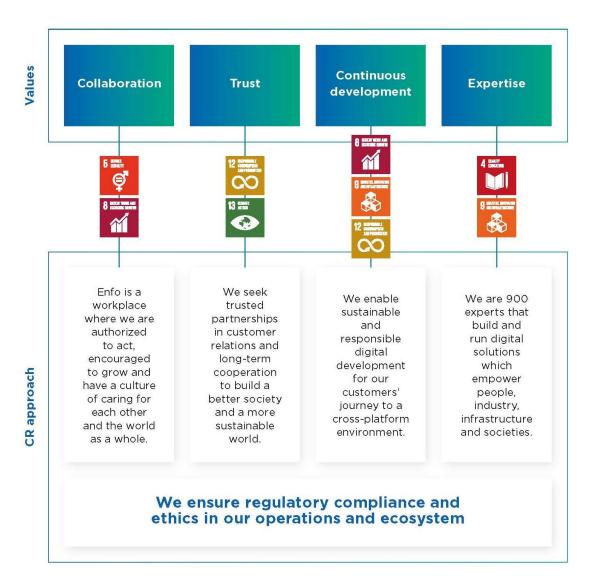
|                              | Target 2020   | Outcome 2020 |
|------------------------------|---|--------------|
| A workplace to love          | <ul> <li>eNPS above 40 (12-month average)</li> <li>Monthly employee turnover approx. 1% (12-month average)</li> </ul> | 37.7<br>0.7% |
| Collaborative value creation | • EBITDA-% approx. 10%  | 10%          |
| Trusted partner              | • Customer satisfaction above 4 (scale of 1-5)  | 4.3          |



# **Sustainability**

Enfo's CR mission is to be the obvious choice as an employer and supplier through responsible digital development and business.

### **Enfo's CR cornerstones**





### **Business Areas**

### **Data platforms**

Versatile platforms for the management of data

#### Main service areas

- Public cloud, private cloud and hybrid cloud platforms and technologies
- · Cloud consulting, migrations & services
- Own data center in Kuopio

Employees 83

### Information management

Information as a strategic asset: how to master exponentially growing amounts of data

#### Main service areas

- Performance management: BI / analytics, planning, predicting, data warehousing / data marts
- · Data hub: Data lakes, data virtualization, IoT
- Data asset management: Metadata, data governance, data models, data catalog, master data management

Employees 154

### **Applications**

Applications, digital services and integration with all leading technologies

#### Main service areas

- · Integration maintenance and support
- Integration development
- · Application maintenance and support
- · Identity and access management
- Asset management

Employees 289

#### Care

Genuine care for our customers and their solutions

#### Main service areas

- 24/7 service center
- Modern workplace solutions, including Microsoft O365
- Device care

- Solution management
- Networks
- Cybersecurity

- IT in mergers and acquisitions
- Business process automation

Employees 244

### **Themes 2021**





# Thank you

Mari Orttenvuori CFO

Mikko Valorinta CEO











