

Data-driven  
business  
transformation

March 24, 2021 Enfo

# Annual General Meeting

Public

enfo

# 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

	1.1.–31.12.2020	1.1.–31.12.2019
<b>Net sales, EUR million</b>	<b>114.6</b>	<b>121.5</b>
<b>EBITDA</b>	<b>11.4</b>	<b>9.4</b>
% of Net sales	10.0	7.8
Operating profit, EUR million	2.0	1.4
% of Net sales	1.7	1.1
<b>Profit for the period, EUR million</b>	<b>0.0</b>	<b>-1.4</b>
% 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

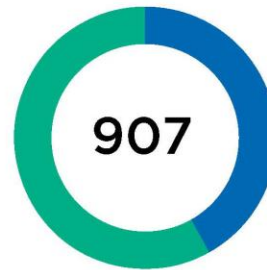


Finland 45%  
Sweden 55%

**EBITDA**  
EUR million

**11.4**  
(10.0%)

**Experts**  
total



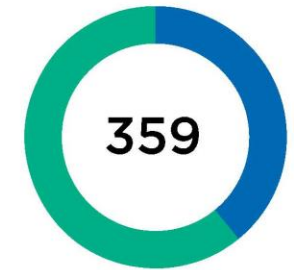
Finland 44%  
Sweden 56%

**Enfonians answer**

**4.2**

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

**Customers**



Finland 150  
Sweden 209

## 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 customers.

### New CEO

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

# Must-win battles

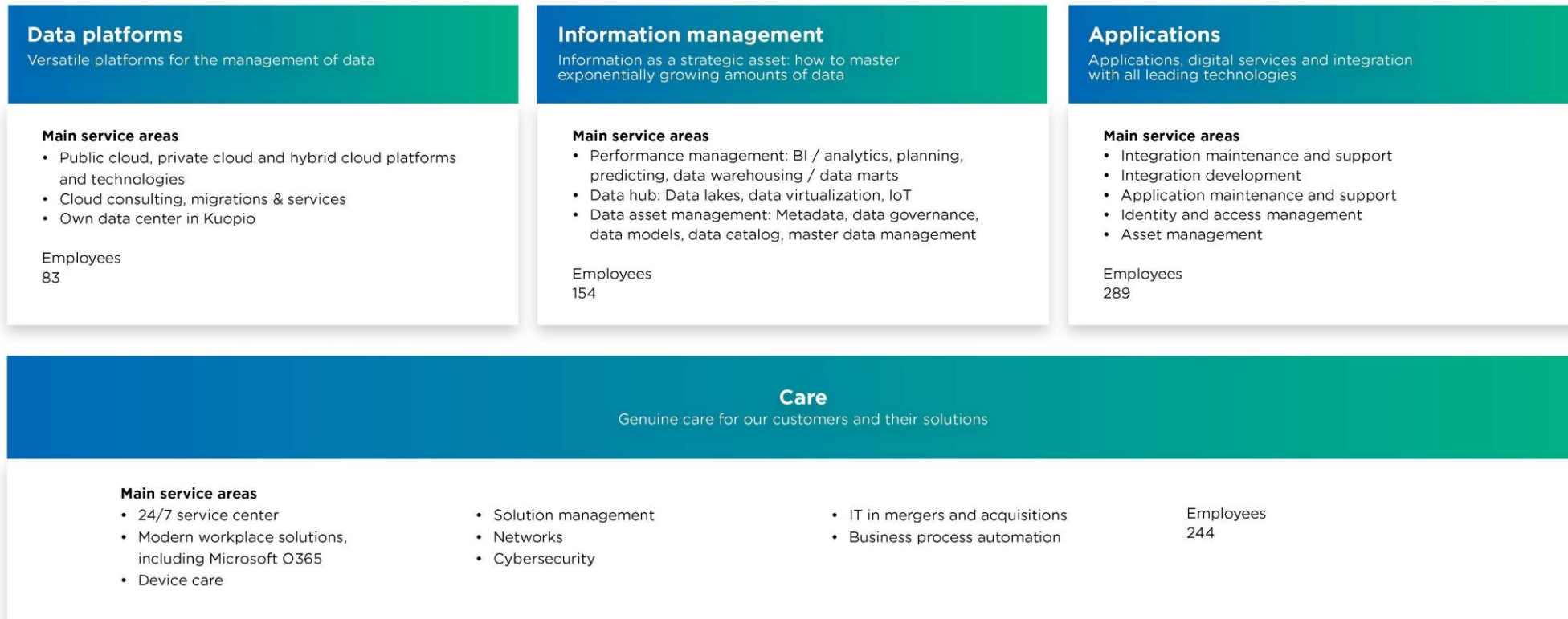
	Target 2020	Outcome 2020
<b>A workplace to love</b>	<ul style="list-style-type: none"><li>• eNPS above 40 (12-month average)</li><li>• Monthly employee turnover approx. 1% (12-month average)</li></ul>	37.7 0.7%
<b>Collaborative value creation</b>	<ul style="list-style-type: none"><li>• EBITDA-% approx. 10%</li></ul>	10%
<b>Trusted partner</b>	<ul style="list-style-type: none"><li>• Customer satisfaction above 4 (scale of 1-5)</li></ul>	4.3

# Sustainability

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



# Business Areas



# Themes 2021

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Profitable growth

Market leadership

Responsibility



# Thank you

Mari Orttenvuori  
CFO

Mikko Valorinta  
CEO



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