

**Accelerating your digital
business transformation**

—

**to make better
Mondays for us all.**



The logo features a stylized 'V' shape on the left, composed of a dark grey outer ring and a solid black inner circle. To the right of this graphic, the word 'VINCIT' is written in a bold, white, sans-serif font. The letter 'C' in 'VINCIT' is stylized to match the inner circle of the 'V' logo.

VINCIT

Half-year Review 2023

27.7.2023



Julius Manni
Chief Executive Officer



**Vincit is renewing itself
in a turbulent market**

VINCIT

100M€

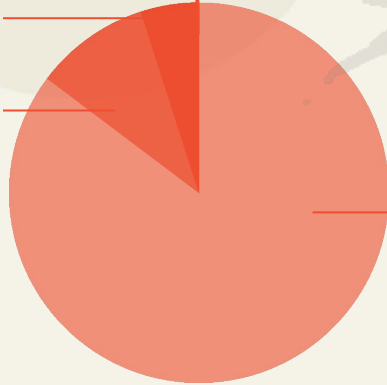
COMBINED
REVENUE 2022

3%

VincitEAM

12%

Vincit USA



85%

Vincit Europe

FINLAND

Tampere, Helsinki, Turku, Oulu, Jyväskylä, Kuopio

SWEDEN

Stockholm

POLAND

Poznań, Warsaw

PORTUGAL

Lisbon

USA

Irvine, Palo Alto, Phoenix

2007

FOUNDED

2016

FIRST NORTH

~900

VINCITIZENS &
PARTNERS

23%

WOMEN & GENDER
MINORITIES

VINCIT

H1/23 Highlights



First half two-folded

- Revenue increased by **47.5%**.
- Outlook for the **SAP** related business remains good
- Market disruption in custom software development creating uncertainties for H2.
- Actions to improve profitability continued.



Renewing our skin

- A clear focus on developing new commercial expertise, Vincit brand position and wider customer offering.
- Moving up in the customer value chain.
- Renewed local sales and marketing in the **USA**.



Investing in partnerships and streamlining leadership

- Strengthening strategic partnership with **SAP** and **Microsoft (Azure)**.
- Streamlining operating and leadership model.

Selected Customer Cases



S Group

SAP S/4HANA warehouse management solution to the modern cloud for logistic division INEX

End-to-end operational model enable an efficient supply chain and the best customer experience



SRV

Utilizing generative AI, we are revamping a tailored ERP by renewing old code with CoPilot and ChatGPT

A pilot project conducted in June estimated that AI-assisted software development is up to 20% more efficient



Public sector

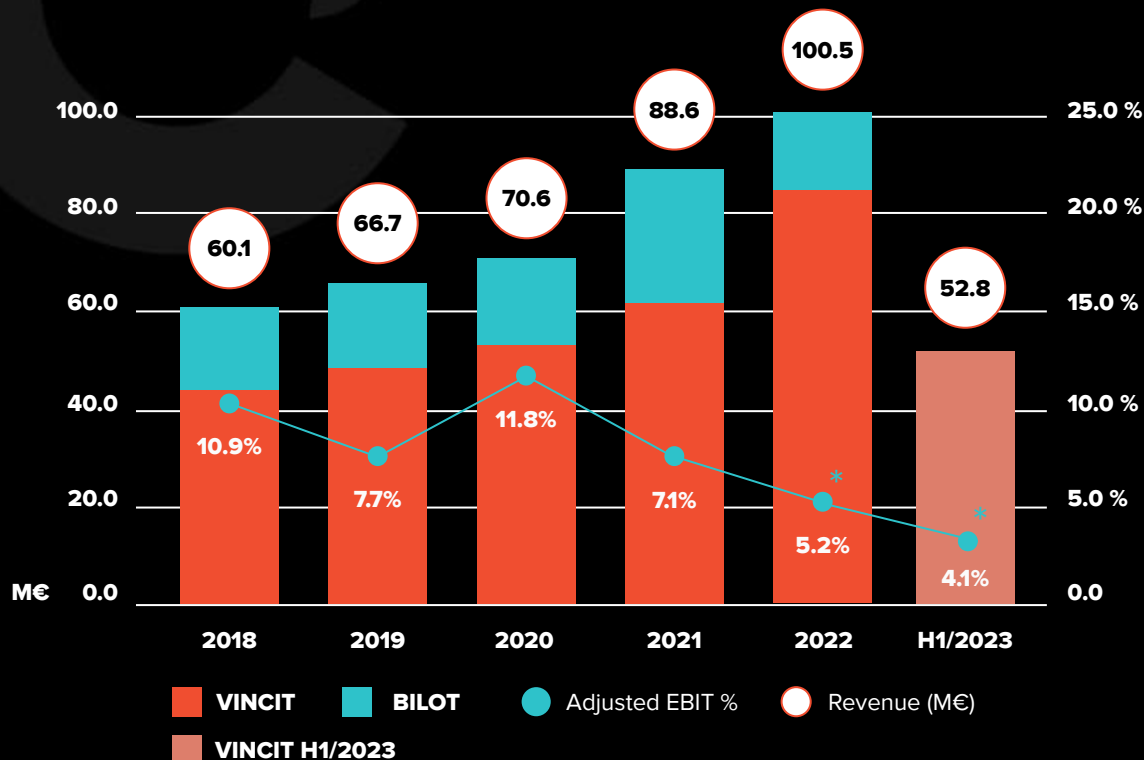
6,8 M€ worth of won Public sector deals in H1

DigiFinland HYTE 2,3M€ and framework agreements with City of Tampere, Veikkaus and City of Helsinki's Accessibility



Key figures

Combined Revenue & Adjusted EBIT before non-recurring items



*2022 & H1/2023 Adjusted EBIT before non-recurring items

H1/2023:

Revenue 52.8 (35.8) M€

Revenue growth 47.5%

Adjusted EBIT 2.2 (2.6) M€
before non-recurring items

Adjusted EBIT-% 4.1 (7.4) %
before non-recurring items

Q1 & Q2/2023:

Q1: Adjusted EBIT-% 9.1 (10.4) %
before non-recurring items

Q2: Adjusted EBIT-% -1.5 (4.6) %
before non-recurring items

Vincit Group

M€	H1/2023	H1/2022	CHANGE	2022	Q1/2023	Q2/2023
Revenue	52.8	35.8	47.5%	84.8	27.8	25.0
Adjusted EBIT before non-recurring items	2.2	2.6	-18.4%	5.2	2.5	-0.4
% of revenue before non-recurring items	4.1%	7.4%		6.1%	9.1%	-1.5%

Service Business

EUROPE

M€	H1/2023	H1/2022	CHANGE	2022
Revenue	46.6	29.2	59.3%	71.9
Adjusted EBIT before non-recurring items	2.4	1.8	35.6%	4.3
% of revenue before non-recurring items	5.2%	6.1%		6.1%

Q1/2023	Q2/2023
24.5	22.1
2.5	-0.1
10.4%	-0.5%

USA

M€	H1/2023	H1/2022	CHANGE	2022
Revenue	5.4	6.2	-12.8%	12.6
Adjusted EBIT before non-recurring items	-0.2	0.8	-119.0%	0.8
% of revenue before non-recurring items	-2.9%	13.5%		6.6%

Q1/2023	Q2/2023
2.8	2.6
0.0	-0.2
0.6%	-6.8%

Product Business: VincitEAM

M€	H1/2023	H1/2022	CHANGE	2022	Q1/2023	Q2/2023
Revenue	1.5	1.4	9.9%	2,7	0.8	0.7
Adjusted EBIT before non-recurring items	-0.1	0.0	-	0.0	-0.0	-0.1
% of revenue before non-recurring items	-7.7%	0.4%		0.9%	-1.3%	-14.9%

Financing

	30.6.2023	31.12.2022
Cash & cash equivalents, M€	11.2	10.3
Interest-bearing net debt, M€	0.1	0.2
Net gearing, %	-28.5%	-24.8%
Equity ratio, %	66.5%	67.1%

Strong balance sheet enables continuing M&A efforts.

A large, dark grey graphic of the Vincit logo, consisting of a stylized 'V' shape with a circle inside, is positioned in the top left corner of the slide.

2023 updated guidance

Updated guidance for 2023 (21 June 2023)

In 2023, Vincit's revenue is estimated to be more than 95 million euros and adjusted EBIT (EBIT before goodwill amortization) is estimated to be between 3–8 percent of revenue.

Previous guidance for 2023 (published 28 February 2023)

In 2023, Vincit's revenue is estimated to be more than 105 million euros. Adjusted EBIT (EBIT before goodwill amortization) is estimated to be between 7–11 percent of revenue.



To conclude...

Strategy implementation is proceeding

OUR CUSTOMER MARKETS ARE

USA & NORDICS



SERVED THROUGH

GLOBAL TALENT



**DESIGN
& BUSINESS
THINKING**

+



**AGILE
SOFTWARE
DEVELOPMENT**

+



**ENTERPRISE
PLATFORMS**
(SAP, AZURE)

OUR TWO GAMES ARE

**DIGITAL
ACCELERATION** **&** **BUSINESS
TRANSFORMATION**

KPIs by the end of 2025



BUSINESS TARGETS

20%

ANNUAL REVENUE
GROWTH

>10%

ADJUSTED EBIT
EVERY YEAR

>60%

EQUITY RATIO

Market split

USA: **30%** of revenue
Europe: **70%** of revenue



SUSTAINABILITY TARGETS

30%

WOMEN & GENDER
MINORITIES

15%

INTERNATIONAL
TALENT/COUNTRY

100%

PROJECTS WITH
SUSTAINABILITY
GOALS

Impact

Our own operations carbon neutral
in 2023

Why to invest in Vincit?



Unique combo for customer value

Combining the best of design & business thinking, agile custom software development and enterprise level capabilities.



Growth opportunities in the USA and Nordics

We have a strong basis for profitable growth in Europe and a proven track record and opportunities in the US market.



Attractive for the best talent

Happy people create better business. We continue to invest in both the professional growth and diversity of Vincitizens.



THANK YOU

VINGIT



Q & A