



vincit

JULIUS MANNI

Chief Executive Officer



Build
fit-for-purpose
Digital
Products &
Services

vincit

**We turn digital into business results
by combining leading platforms, tailored
solutions, and human-centric design thinking.**

VINCIT TODAY

650
VINCITIZENS
& PARTNERS

85M€
REVENUE

300+
CUSTOMERS

Markets
FINLAND
SWEDEN
USA

Talent sites
POLAND
PORTUGAL

2016
LISTED
FIRST NORTH
OMX HELSINKI

4X
BEST PLACE TO
WORK IN FINLAND

ISO 9001:
Quality Management

ISO/IEC 27001:
Information Security Management

ISO 13485:
Medical Devices



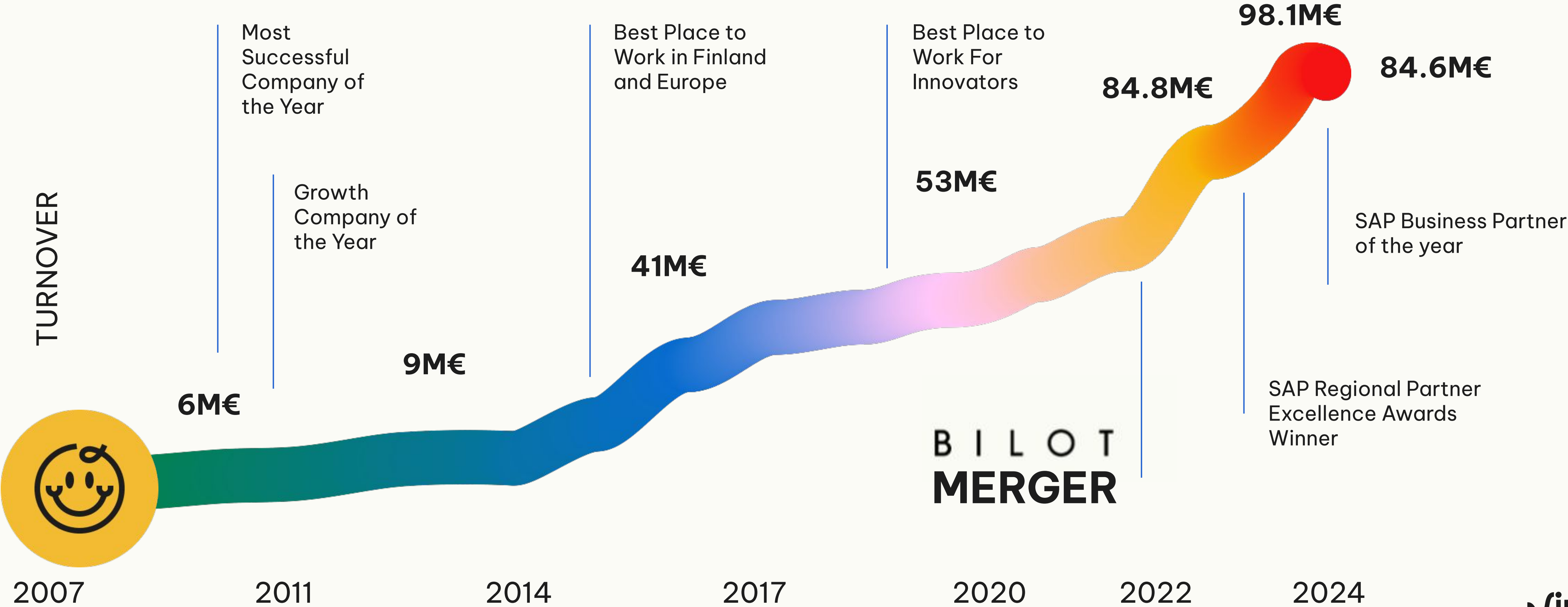
Our purpose: Better Mondays since 2007

Vincit was founded on the belief that employees who show up to work happy make Mondays better for customers – and for the planet.



We were a bit nerdy – and proud of it

We started as a cult of developers, building the greatest workplace while crafting award-winning solutions. And that was a winning formula for a long time.



HOW DO MONDAYS LOOK NOW?

MARKET TODAY



”

Gartner Forecasts Worldwide IT Spending to Grow 9.8% in 2025

– *Worldwide IT Spending Forecast, Gartner 2025*

”

Microsoft Azure and other cloud services grew 31% compared to the previous year

– *Microsoft Q4 results 2025*

”

In Q4, SAP's cloud revenue increased by 27% to €4.7bn

– *SAP Global Communications 2025*

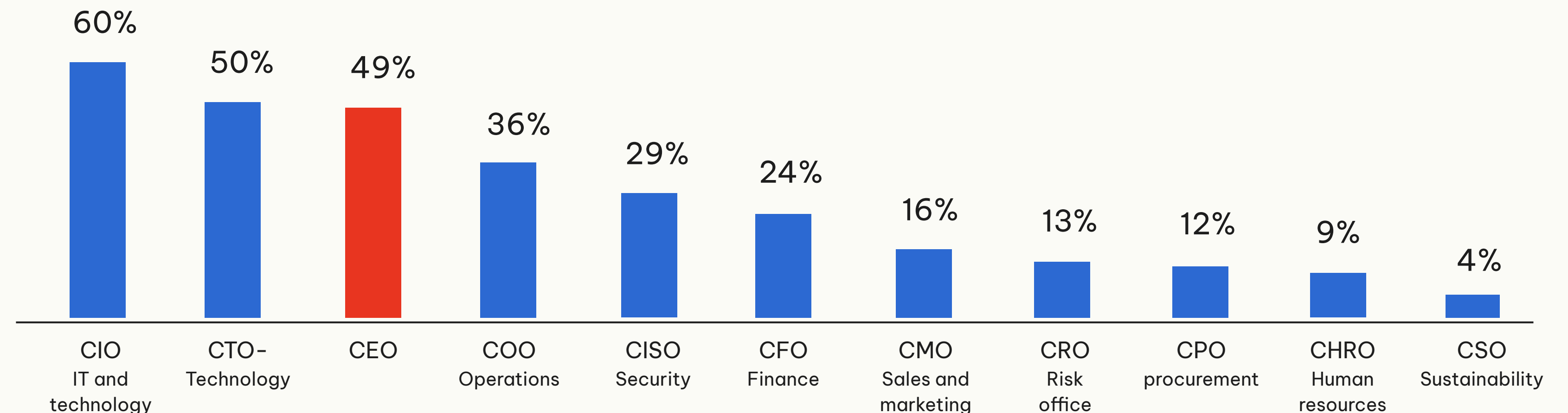
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Decisions about emerging technologies now stretch well beyond the IT function, highlighting the importance of new CXO interactions between enterprises and suppliers

– *EY, Reimagining Industry Futures Study 2025*

49%

of CEO's are now involved in decisions on emerging technology strategy, including the choice of ICT vendors.



The most important decision makers or influencers in organization's emerging technology strategy

How has our market changed?



Business relevance

True value is created with deep understanding of business, combined with expertise in leading platforms and custom solutions.



Market maturity

The Nordics have the highest levels of digital adoption – and some of the most informed and experienced buyers.



Gravity of trust

In order to develop business-critical environments, you need the right fit, right locations and mutual trust in place.



Rise of AI

AI will supercharge businesses. But only with the right skills, grounded in reliable data, and implemented with security in mind.

WE TURN DIGITAL INTO BUSINESS VALUE

OUR APPROACH



We turn digital into business results – our approach

Business-driven

We take joy in creating customer value through strategic choices, design thinking and cutting-edge execution to reach the set business goals.

Composable

One size fits none.
We embrace composable architecture to enable agility and adaptability, combining leading platforms and tailored solutions.

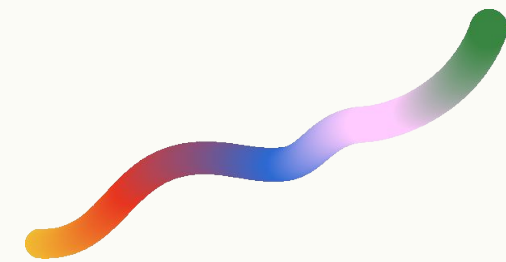
AI-supercharged

We help uncover unseen business opportunities for innovation and automation with best-of-breed AI technologies.

End-to-end

As a one-stop shop, we connect the dots between customer touchpoints, underlying processes and data in secure and seamless manner.

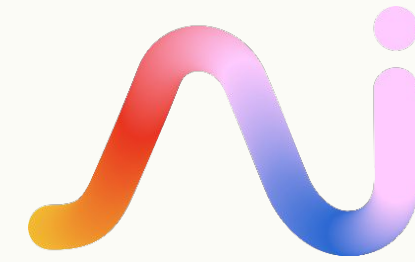
Our approach and offering



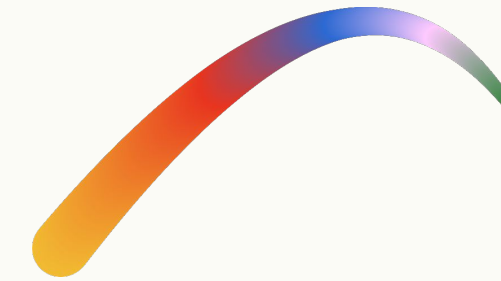
Business-driven



Composable



AI-supercharged



End-to-end

Data & AI

Composable Commerce

SAP & Core Processes

Digital Products & Services

DATA & AI

Leverage data and AI for the sake of business

We build and maintain modern data platforms, real-time analytics, and tailored AI solutions – so you can focus on what matters most: growing your business.

Whether you're aiming to boost operational efficiency, unlock real-time insights, or identify high-impact use cases for data and AI, we help turn your vision into measurable results.

Our offering includes

- Data & AI advisory
- Data foundation
- Analytics & insights
- AI solutions

Case Edilex Lakitieto →

Revolutionizing law business with Generative AI*



COMPOSABLE COMMERCE

Profitable growth, end-to-end

Growth is our mission. Our job is to find new revenue streams and boost the existing ones, creating maximum business value. We do this end-to-end: from strategic goals to running and optimising everyday business through digital.

We create B2B and B2C digital sales channels, online portals, and winning customer experiences that foster loyalty and boost sales. We are currently one of the top companies creating end-to-end B2B solutions in the Nordics.

Our offering includes

- Commerce consulting
- Omnichannel commerce
- Commercial data
- Customer engagement

Case Outokumpu Connect →

A commerce-driven customer portal for easier purchase and increased sales.



SAP & CORE PROCESSES

We put those big wheels spinning with SAP

Efficient processes are key to business success—and to the bottom line. We help transform business operations from running ERP in the cloud to real-time analytics, reporting, AI, and automation.

With the help of SAP and other power tools, we help companies of any size to make change happen. We do all of this with the perfect blend of AI and human intelligence.

Our offering includes

- SAP Cloud ERP
- SAP Business applications
- SAP Extensions
- Integrations

Case Certia →

Renewing a critical financial system to boost innovation and education.



DIGITAL PRODUCTS & SERVICES

Even if the challenge isn't digital, the solution might be

Whether it's an app for customers, a tool for internal users, we believe the key to success lies in truly understanding its purpose.

The recipe for a winning experience is combining user-centric design, agile development, and the possibilities of AI.

Our offering includes

- AI Driven Digital Development
- Fit-for-purpose Expertise
- Vincit Care

Case Tommy's Express →

User-friendly digital solution to support business growth



EXTRAORDINARY THINGS ARE CREATED TOGETHER

OUR VALUE AND WAY OF WORKING



The right-sized challenger that's got your back

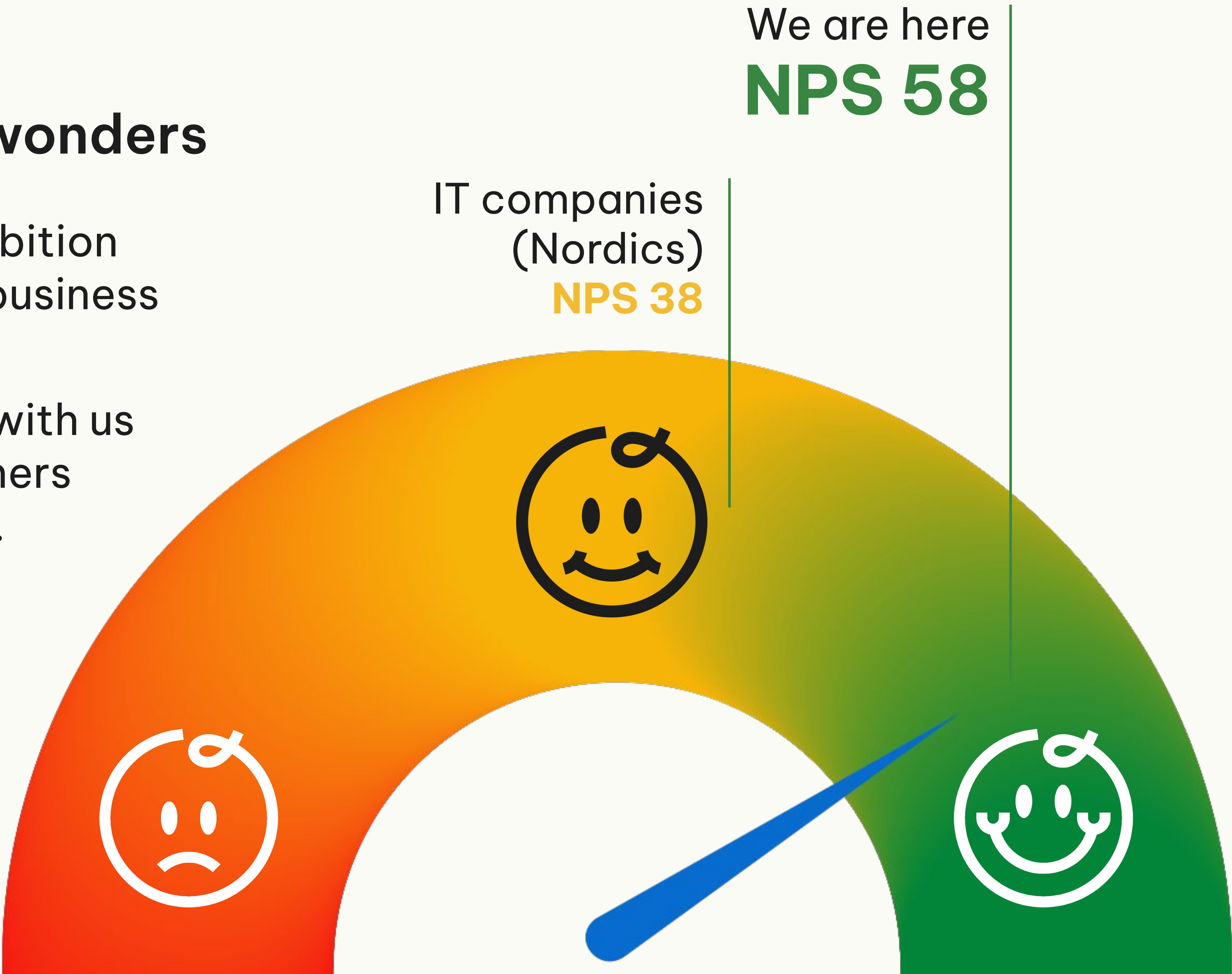
There are countless IT vendors in the world. Some are big and rigid. Others are small to handle the complexity. We deliver the full package—reliably and in agile manner.



Collaboration works wonders

Our customers share our ambition to create the best possible business results.

It doesn't hurt that working with us is fun as well and our customers are happy to recommend us.

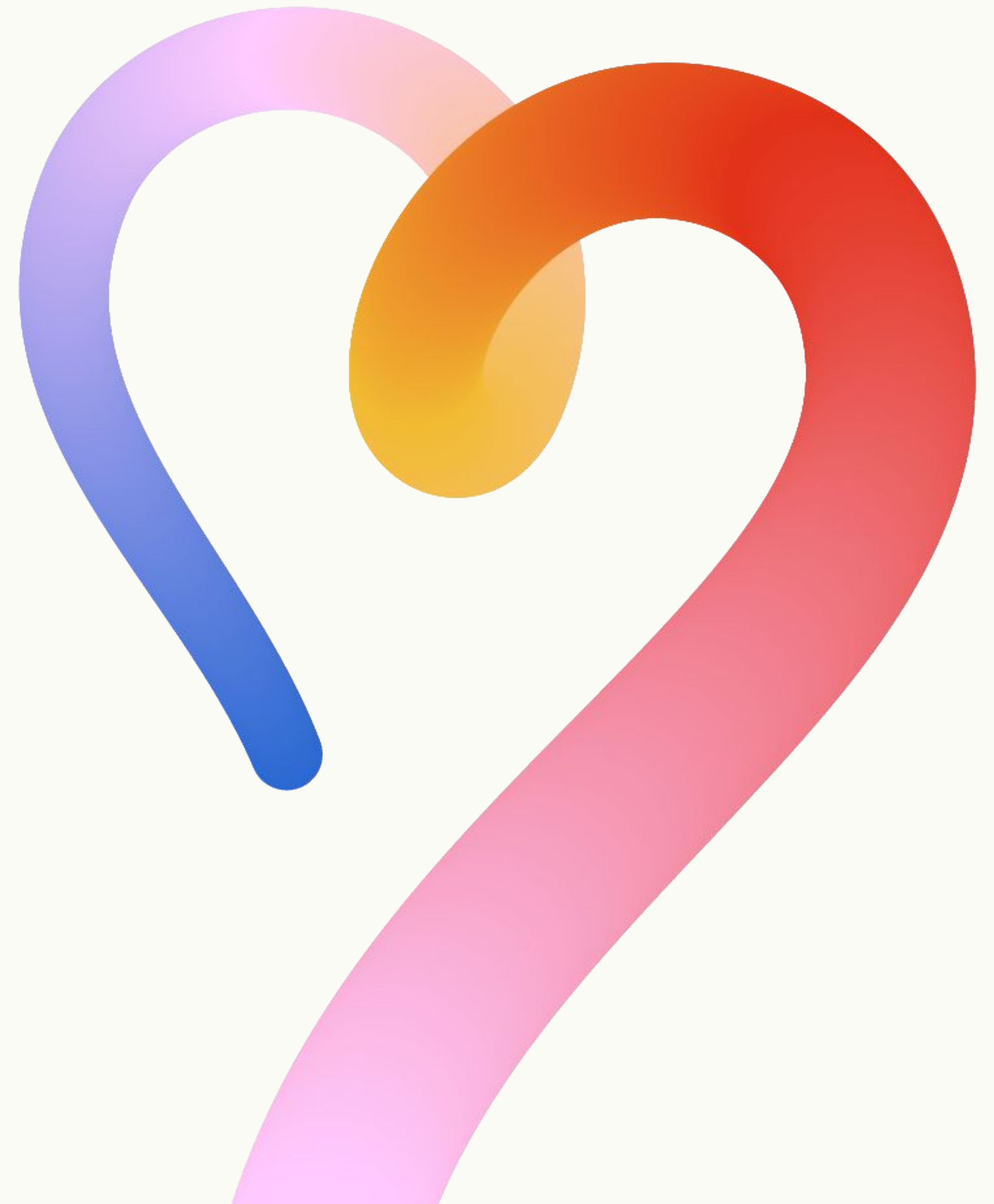


Great people thrive in great cultures

Extraordinary things happen when people can be their authentic selves and are encouraged to lead with both head and heart.

As a result, we've been selected as the best place to work numerous times.

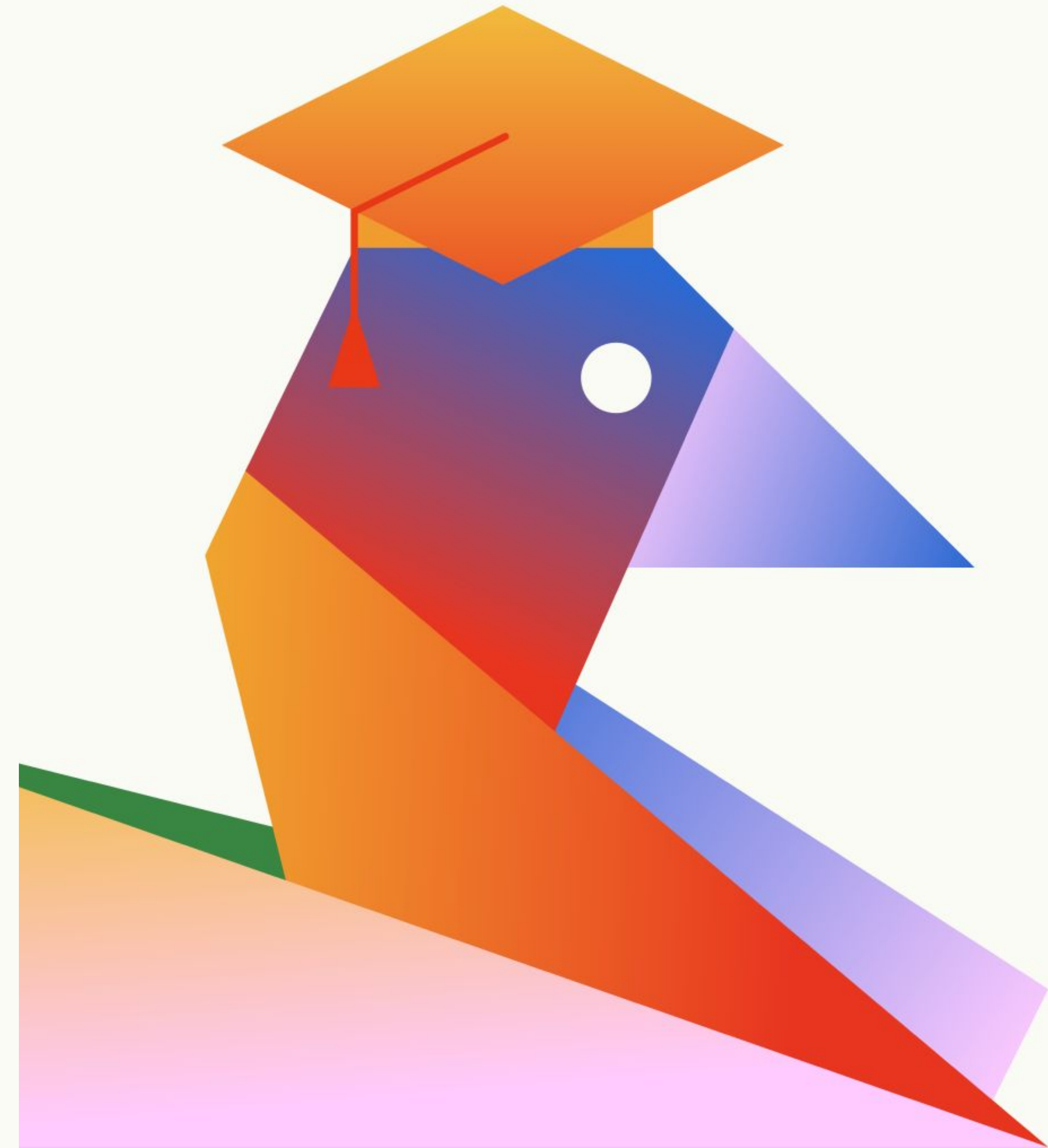
We keep on attracting the best talent even in a turbulent market – and we do our best to keep them happy.



Growing people, powering future success

Univincity is our engine for nurturing talent and shaping tomorrow's leaders. It's how we ensure every Vincitizen has the opportunity to learn, grow and lead with confidence.

- Align our talent strategy with future needs
- Build lasting careers – strengthening our culture and driving growth

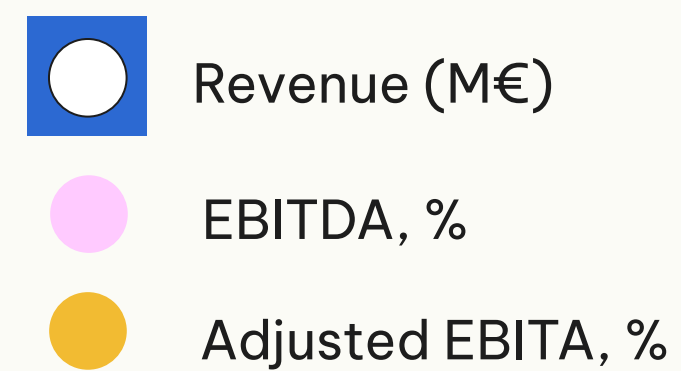
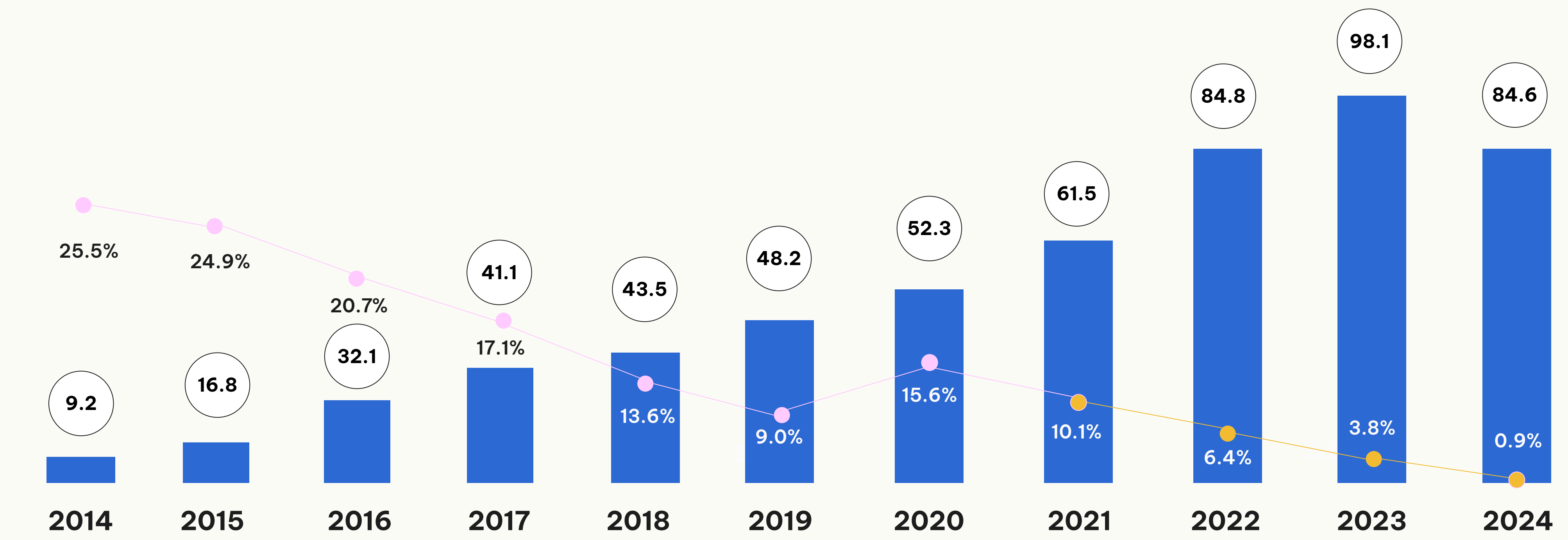


STREAMLINING FOR FUTURE GROWTH

LOOKING AHEAD



VINCIT YEARS 2014-2025



Q1 2025

Cash & cash equivalents

10,7M€

Interest bearing debt

0,1M€

Equity ratio

58,4%

FINANCIAL TARGETS

2025 - 2027



THROUGHOUT THE YEARS

- Strengthen business areas through acquisitions
- Equity ratio above 50%
- Net debt-to-EBITDA ratio below two
- Distribute at least 30% of the profit as dividends

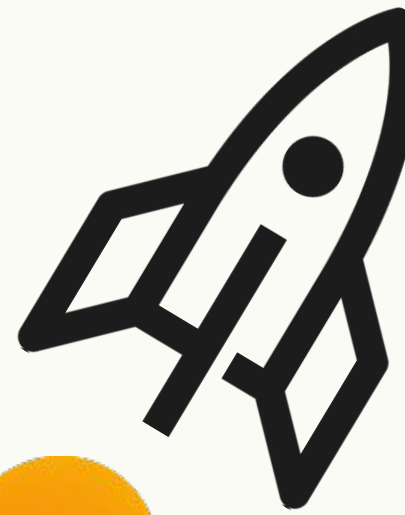
STREAMLINING FOR FUTURE GROWTH.

01. Streamlined and stabilized

- Significant cost savings
- Enhanced business agility
- USA business restructuring

02. Clear offering and sales focus

- Offering clarity and competitiveness
- Deepened partnerships
- Professional sales operations



03. Growth-oriented future investments

- Key expertise (AI, Data, SAP)
- Best-in-class in cybersecurity
- Strategic M&A readiness

THANK YOU



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