

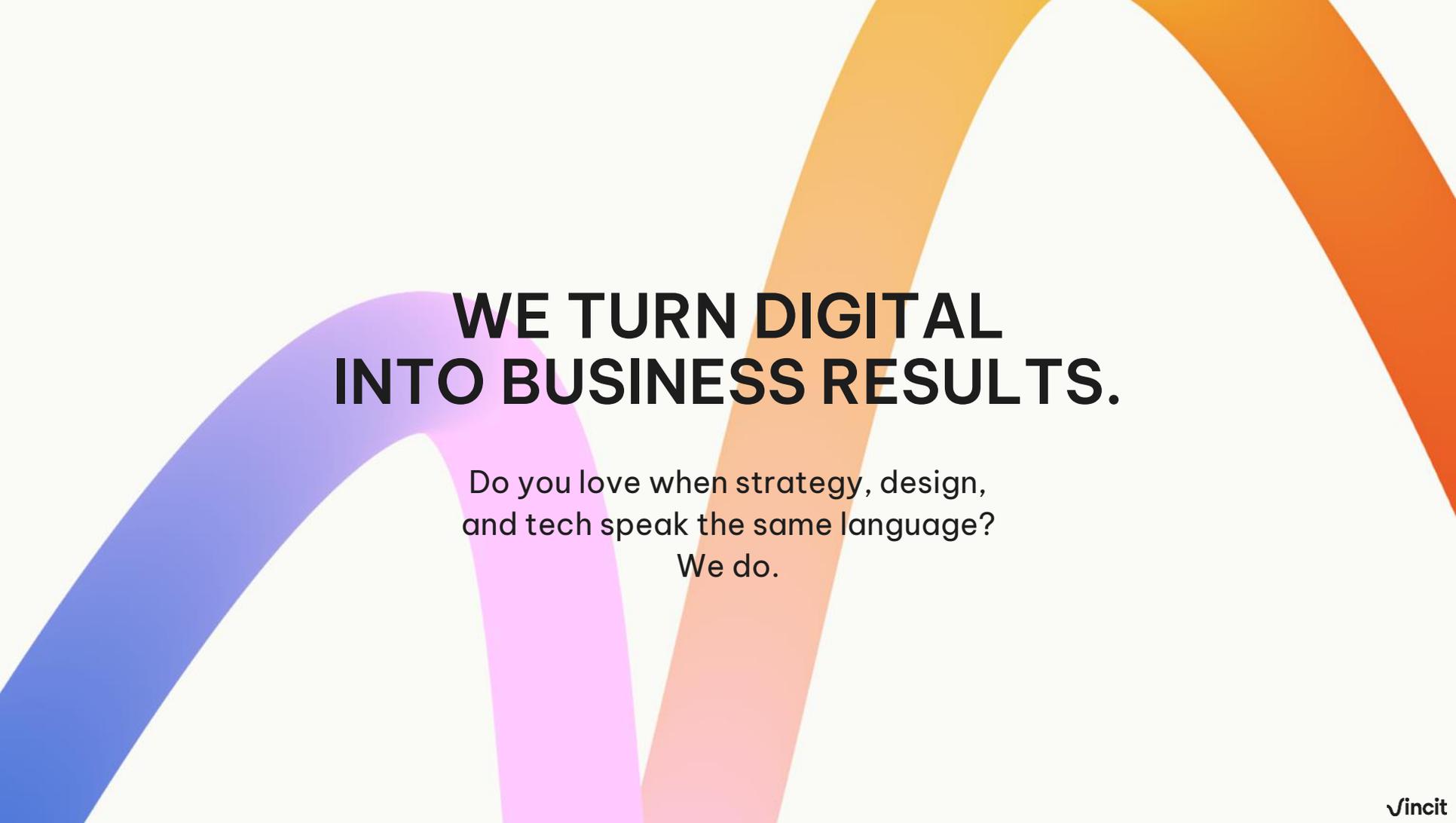


vincit

Inderes IT-palveluilta 20.5.2024

Julius Manni
CEO

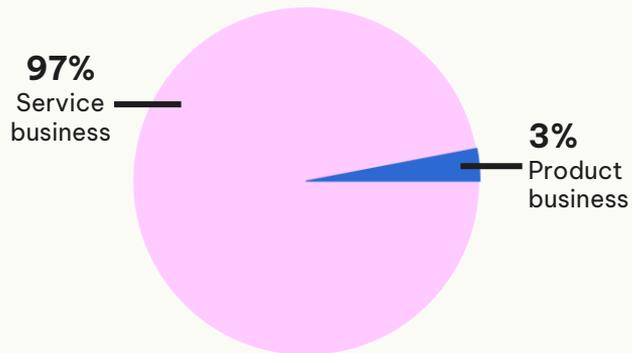




WE TURN DIGITAL INTO BUSINESS RESULTS.

Do you love when strategy, design,
and tech speak the same language?

We do.



DISTRIBUTION OF REVENUE BETWEEN SEGMENTS 2023

98 M€

REVENUE 2023

2007

FOUNDED

400

CUSTOMERS

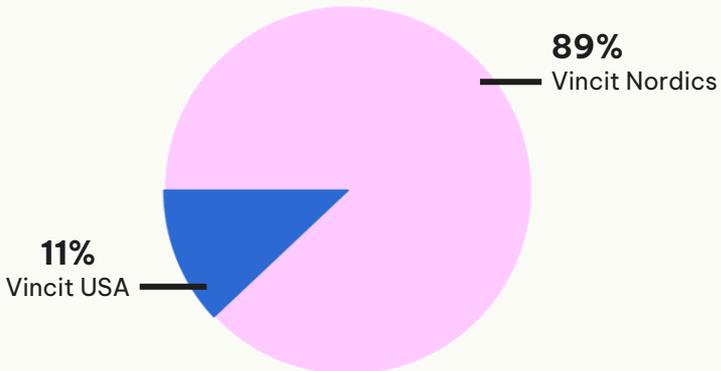
FINLAND

POLAND

PORTUGAL

SWEDEN

USA



GEOGRAPHICAL DISTRIBUTION OF REVENUE 2023

800

VINCITIZENS & PARTNERS

5

OPERATING COUNTRIES

4X

BEST PLACE TO WORK

VINCIT

FOUNDED
2007

2011

2012

2015

2016

2017

2019

2020

2021

2022

2024

Vincit

Most Successful Company Of The Year

Growth Company Of The Year

LISTED ON FIRST NORTH

Best Place to work in Finland and Europe

SOLIDANGLE
LINJA
XT
DEVISE
INTERACTIVE
AVOITUS

LeanCraft
MAKE IT SIMPLE

Best Place To Work For Innovators

bonsky
VURIA

Vincit USA Listed On Inc 5000

LaaS DETACHES

EXPANSION CONTINUES NORDICS & USA

BILOT

FOUNDED
2005

BILOT POLAND

EUROPEAN WIDE SAP COOPERATION

LOUHIA

SAP C/4HANA Partner Excellence Award

BILOT SWEDEN

castorit

LISTED ON FIRST NORTH

MOTLEY

WE TURN DIGITAL INTO BUSINESS RESULTS

Drive growth with composable commerce

Create efficiency with core processes and systems

Steer business with data and AI

Craft winning digital products and services

... WITH A UNIQUE COMBINATION



**Business &
design driven
approach**

+50
Strategists & Designers

INCLUDING

Strategic Design
Tech Advisory
Business Design
Change Management



**Commercial solutions
& tailored
software**

+400
Consultants & Developers

INCLUDING

Service & UX Design
Architecture
SW/Data/AI Development
Validation



**Enterprise
Platforms &
DevOps**

+150
Enterprise Platform Consultants
(SAP, MS Azure, Google...)

INCLUDING

Business Processes
Data and AI DevOps
Cloud Platforms

FROM HELSINKI TO CALIFORNIA

We expect customers in Scandinavia and the US to become an increasingly significant part of our entire business.

Supported by our talent hubs in Poland and Portugal.

FINLAND
Helsinki, Tampere, Turku, Jyväskylä, Oulu, Kuopio

SWEDEN
Stockholm

POLAND
Poznan

PORTUGAL
Lisbon

USA
Irvine, Phoenix

VINCIT CLIENT MARKETS

NORDICS

In the Nordic countries, we have a **unique combination** of business-driven design thinking, data & AI, modern agile software development, commercial solutions and enterprise-level platform expertise, especially in SAP ecosystem technologies.

USA

In the United States, the software development and digital commerce market is several times larger than in the whole of Europe. We will leverage our **global delivery capability** and thus provide our US customers the best digital solutions and teams competitively.

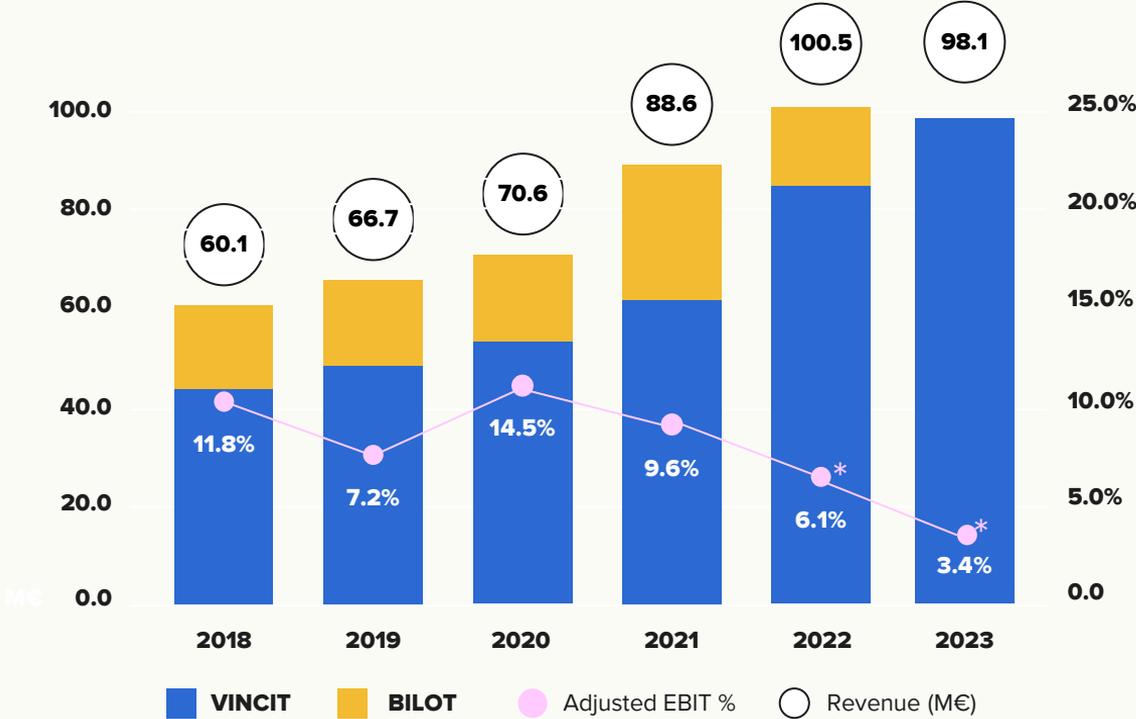
VINCIT NORDICS	M€	1-3/ 2024	1-3/ 2023	Change
Revenue		20.2	24.1	-16.4%
EBITA		1.0	2.5	-60.7%
% of revenue		4.8%	10.2%	

VINCIT USA	M€	1-3/ 2024	1-3/ 2023	Change
Revenue		2.0	2.8	-31.3%
EBITA		-0.2	0.0	> -100%
% of revenue		-11.9%	0.6%	

Vincit's robust balance sheet enables targeted acquisitions to strengthen foothold for future growth

TOWARDS TURNAROUND OF THE ROLLER COASTER RIDE

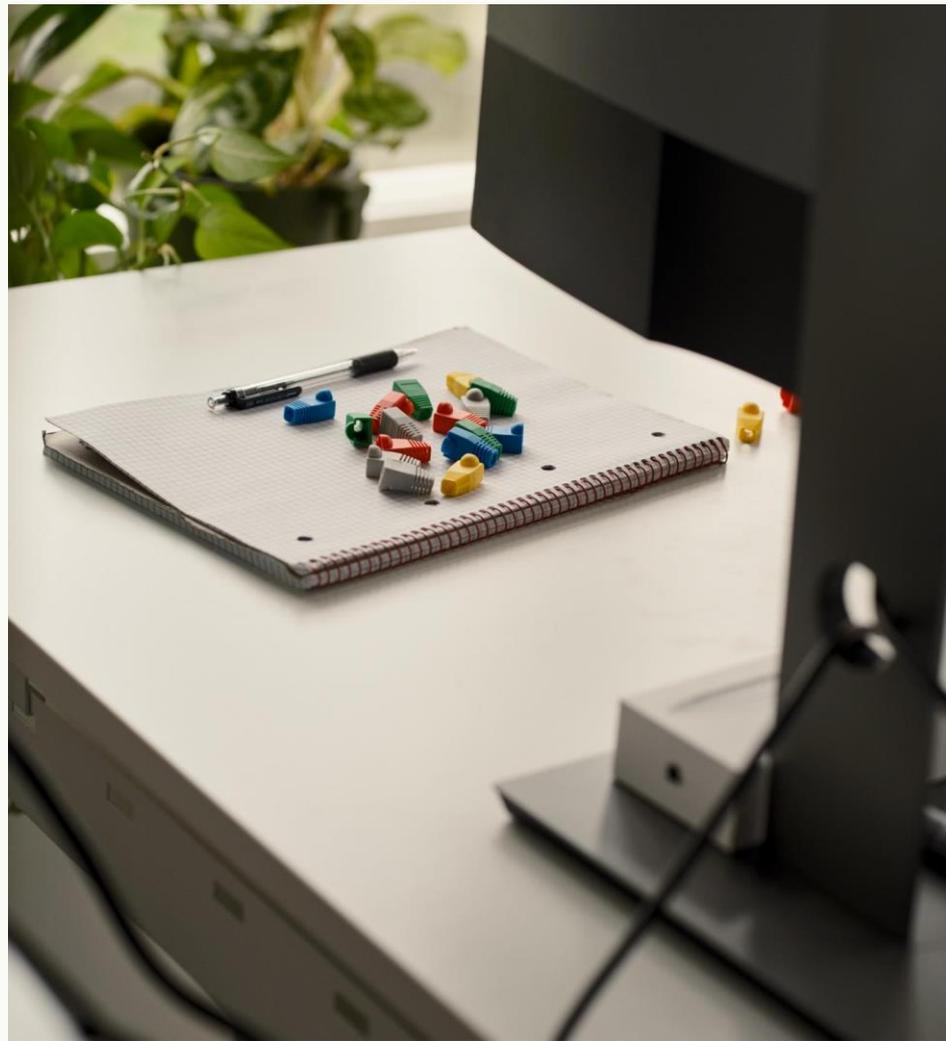
Combined pro forma revenue & profitability



*) 2022 & 2023 Adjusted EBIT before non-recurring items

OUTLOOK 2024

With a lower headcount than last year, revenue in 2024 is expected to be lower than in 2023, but relative profitability is expected to improve year-on-year.



Drive growth with
COMPOSABLE COMMERCE



→ **OUTOKUMPU**

We helped the global leader in stainless steel to boost sales and digital service by creating a modern **commerce-driven customer portal and solution architecture** from start to finish.

Create efficiency with
CORE PROCESSES & SYSTEMS



→ **CERTIA**

We renewed a critical financial system for the education sector with **SAP S/4HANA**. We ensured a smooth transformation without disrupting the intricate workflows, resulting in improved client processes and user experience.

Steer business with
DATA & AI



→ **RUUKKI**

We used **AI tools** to analyze the vast amount of data from NPS survey for manufacturer and service provider of construction products. As a result, understanding customer needs and areas for improvement has become faster and easier.

Craft winning
DIGITAL PRODUCTS & SERVICES



→ **TOMMY'S EXPRESS**

We streamlined the registration process for a leading automatic car washing technology provider with a new **mobile application**, helping them become one of the fastest growing franchising chains in the US.

HOW AI IS LEVELING UP EVERYDAY WORK AND BUSINESS?

GitHub Copilot
ChatGPT
MS Copilot
Google Duet AI
Mid Journey

And many more...

Productivity AI Tools for the Staff

Front Office

Back Office

*Customer Experience,
Efficiency and Quality*
Sustain Competitiveness

Integrated AI for Business

Products and Services

Business Processes

*Customer Experience,
Efficiency and Innovations*
Competitive Advantage

AI

200+
Azure AI
Certifications

MS Azure
OpenAI
SAP Business AI
Google AI
Microsoft Copilot Studio

And many more...

SUSTAINABILITY IN OUR WORK



DIGITAL SOLUTIONS

Accessibility of digital tools
and services.

Green software and
architecture.



TRANSPARENCY AND IMPACT

Ethical AI.

Transparency
in product information.

Optimizing carbon footprint
& efficiency with data & ERP.



SUSTAINABLE BUSINESS

Circular business
and resale models.

Sustainable business
transformation.

WHY VINCIT?

01.

Unique combo for customer business value

Business-driven design thinking, modern agile software development, data & AI, and deep enterprise-level system expertise, especially in SAP ecosystem technologies.

Higher in the value chain, we undertake more complex and business-critical customer engagements.

02.

Growth opportunities in the USA and Nordics

A strong client portfolio and solid basis for growth and larger engagements in the Nordics.

Proven track record to capture new opportunities in the USA, utilizing our delivery capabilities from Europe.

03.

Employer brand among the best in the industry

Award-winning organizational culture, ranked several times as the #1 best place to work.

Constantly among the top 10 most attractive employers listings in Finland.

WE MAKE BETTER MONDAYS FOR OUR PEOPLE, OUR CUSTOMERS AND THE PLANET

Extraordinary things are created together.

Q&A



THANK YOU

