

This is Knowit

Per Wallentin, CEO

SHB TechDays

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An aerial photograph of a large lake surrounded by dense green forests. The sun is low on the horizon, creating a bright glow and lens flare effects. The water reflects the sky and the surrounding trees.

A sustainable
and humane society
through digitalization
and innovation

A Nordic powerhouse for digital solutions

~ 3,900+

/ Professionals

6 countries

/ Sweden, Norway, Finland, Denmark, Germany and Poland

4 business areas

/ Solutions, Experience, Connectivity and Insight

4,811 MSEK

/ Net sales 2021

487,9 MSEK

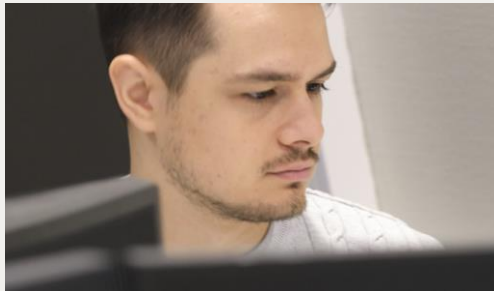
/ Adjusted operating profit (EBITA) 2021

Nordic ESG champions

/ Clear vision to accelerate the sustainability agenda



With four complementary business areas that create sustainable value...



Knowit Solutions

/ Innovative solutions based on the latest technology

~1,700

/ No of employees

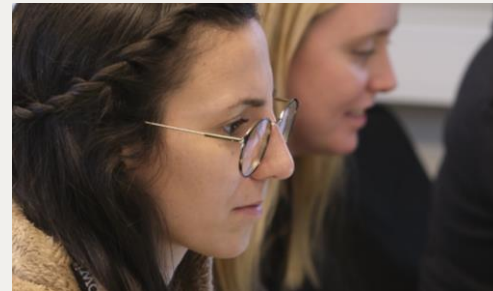


Knowit Experience

/ The largest digital agency in the Nordic region

~ 1,000

/ No of employees



Knowit Connectivity

/ Expertise and development to support a connected world

~ 740

/ No of employees



Knowit Insight

/ The digital management consultants

~ 370

/ No of employees

→ A strong partner working for a sustainable impact

External market trends



E-commerce

/ Shift in customer behavior fueled by the pandemic resulting in strong e-commerce growth



Data analysis

/ Increasing use of data analysis in marketing and strategic decisions



Cloud services

/ Growing demand for cloud services in order to increase flexibility



Cyber security

/ Legislation and a rising number of cyber threats increase security demands



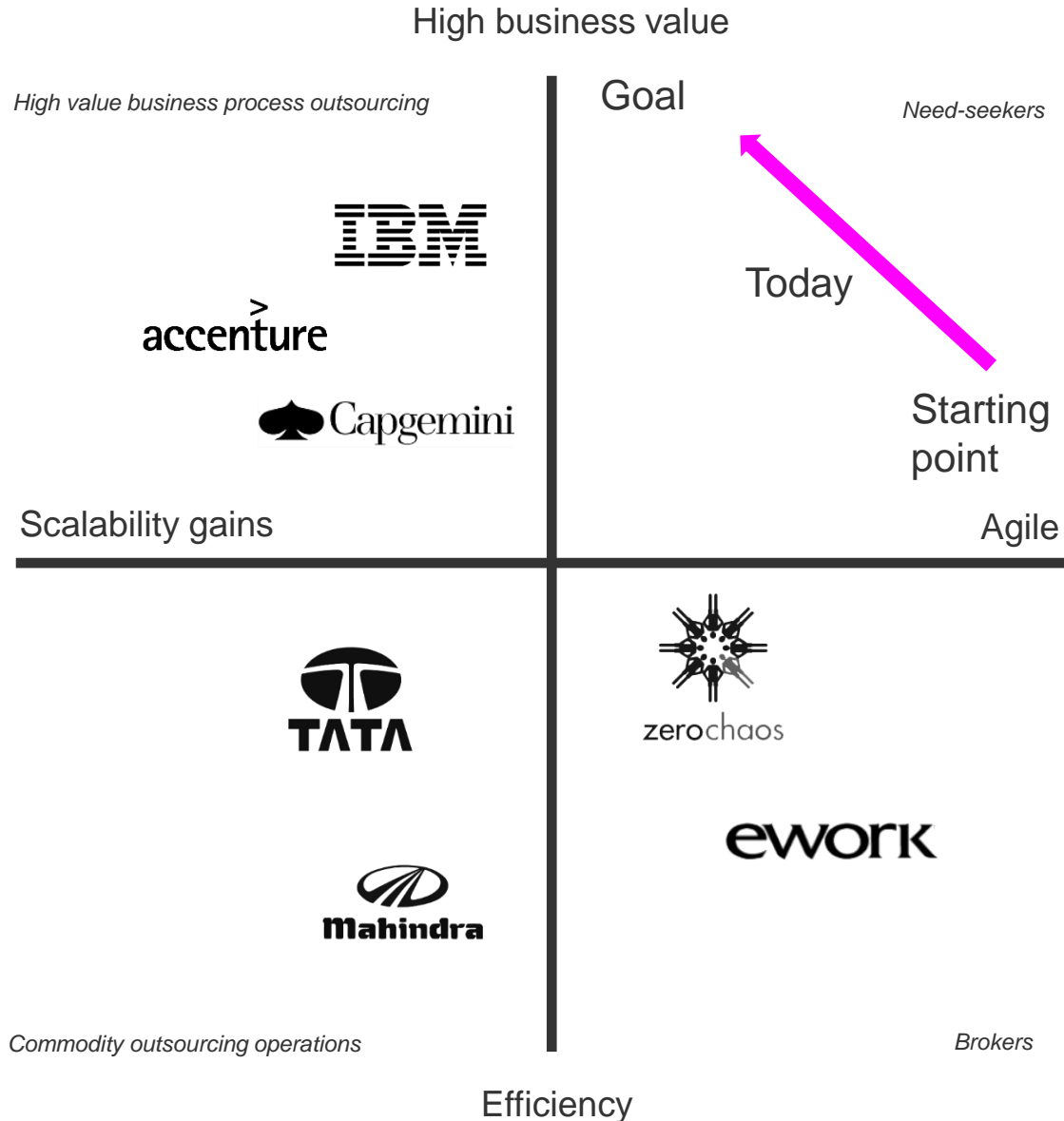
Mobility and 5G

/ Ongoing switch to 5G enables greater use of AI, ML, RPA and IoT

Internal Knowit strengths

- Driving **transformation of clients' business models** by combining strategic capacity and creative solutions with in-depth expertise in mobility and connectivity
- An **attractive workplace** creating a platform for growth and development, with the ability to take on more complex and larger assignments – accessing the best talent.
- **Nordic way of working** with close client relationships and a common vision to accelerate the journey towards a sustainable and humane society

More complex customer needs, requiring support throughout the value chain, from product development, to new customer interfaces and processes for interaction.



Wanted position

- High business value
- From supplier to partnership
- Creativity and bespoke solutions to support new business models
- Innovation in close cooperation with customers and partners
- Increase sustainability as part of client proposition



Employee promise

Grow.
Make a
difference.
Together.



First half of 2022 in figures



3,340.0

Net sales increased
by 63% (2,045.1) million



334.7

Adjusted EBITA increased
by 66% (201.6) million



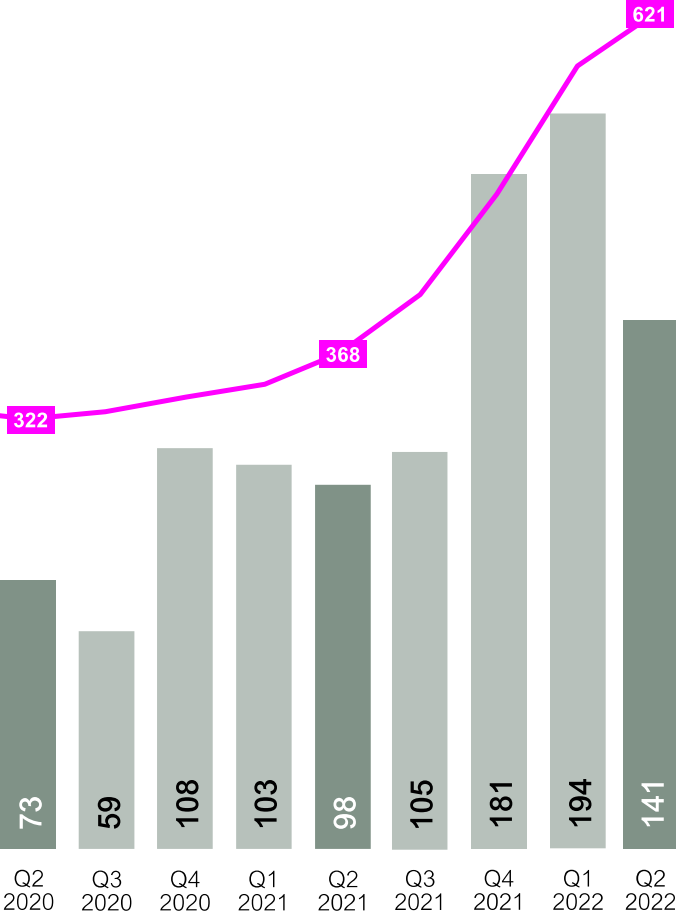
10.0%

The adjusted EBITA margin
was 10.0% (9.9)

EBITA Adjusted development

SEK,millions

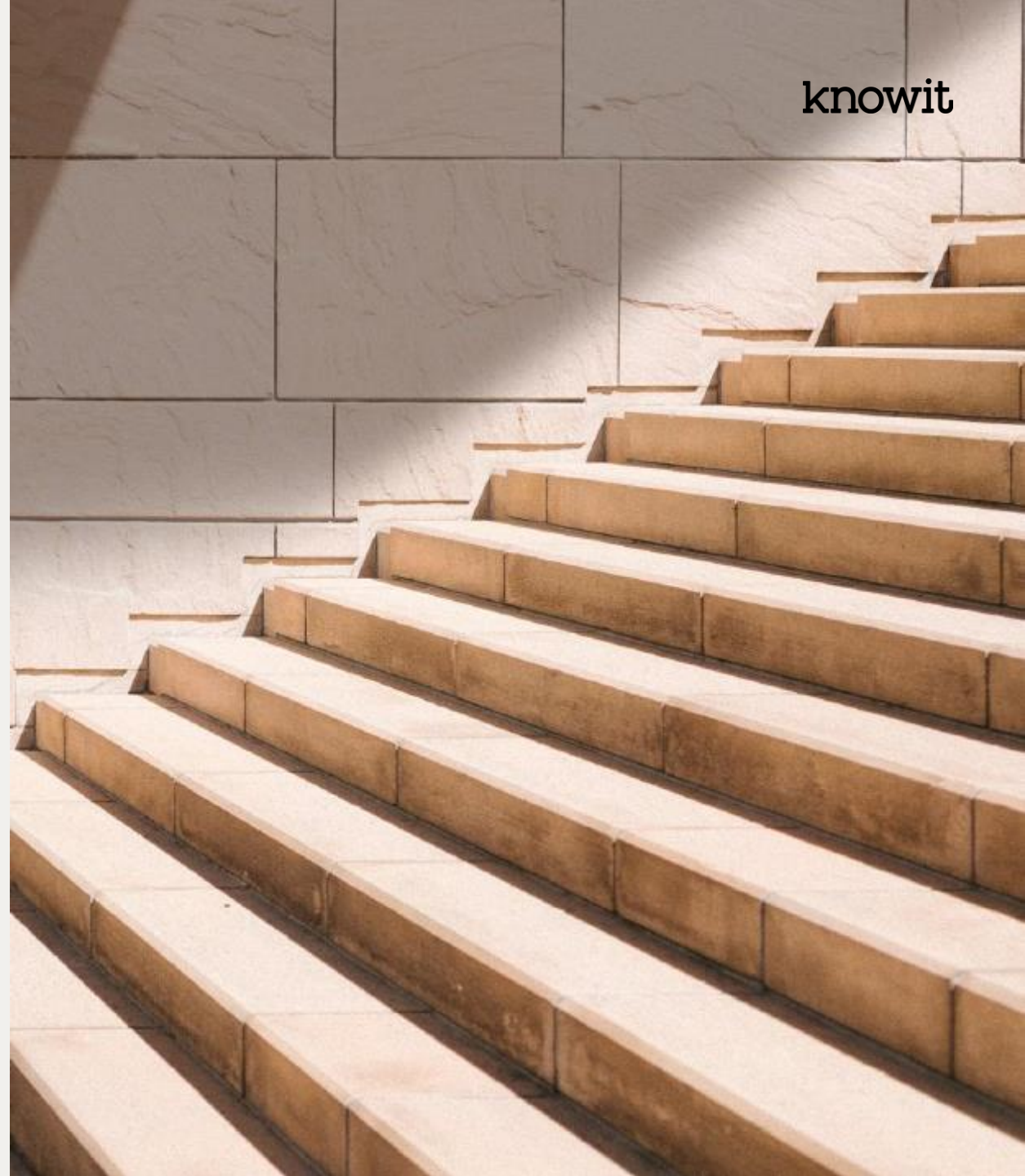
- Quarterly values
- Rolling 12 month



→ Financial targets

- ✓ **Growth target:** Sales growth exceeding market growth, targeting an annual growth rate of around 15 percent over time*). Growth is to be achieved sustainably by continued organic growth and acquisitions.
- ✓ **Earnings target:** EBITA target of 12 percent of net sales over time.
- ✓ **Capital structure:** Net debt in relation to EBITDA should not exceed 2x over time.
- ✓ **Dividend policy:** The ambition is to pay dividends corresponding to 40-60 percent of profit after tax. The dividend should reflect the Board's expectations on future market development, as well as the Company's growth strategy.

*) starting point May 2021



↓ 5 reasons to invest in Knowit

1. The market for digitalization services is growing
2. Strong corporate culture attract talents
3. Stable growth, result and yield
4. Contributes to solutions that create a sustainable society
5. Agile approach and close cooperation with customers and partners

Makers of a sustainable future

