

# Business Review

## January 1- March 31, 2022

MAY 5, 2022

CEO Mika Vainio-Mattila

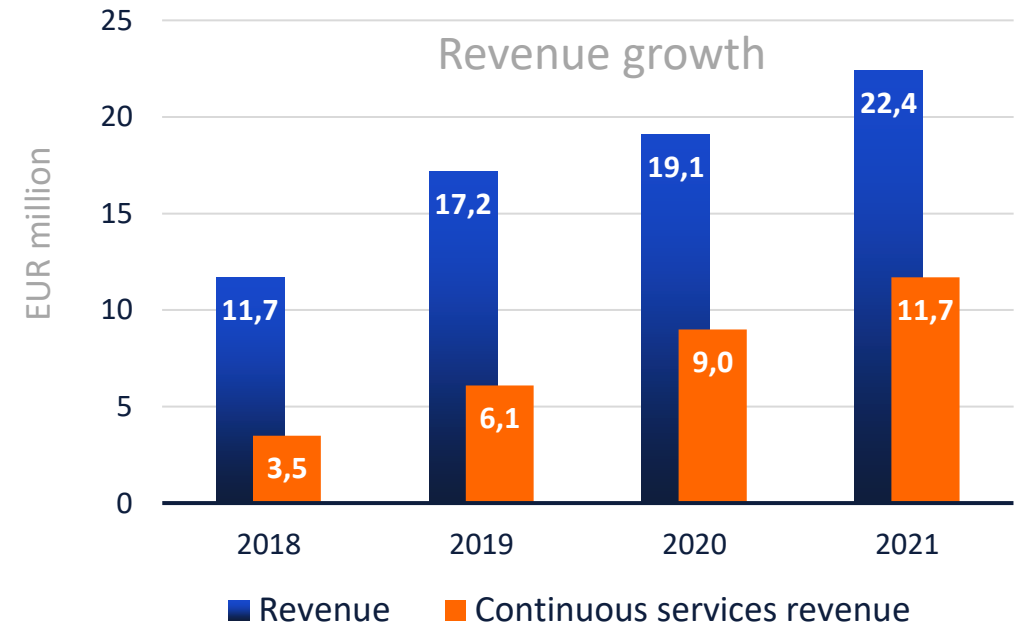
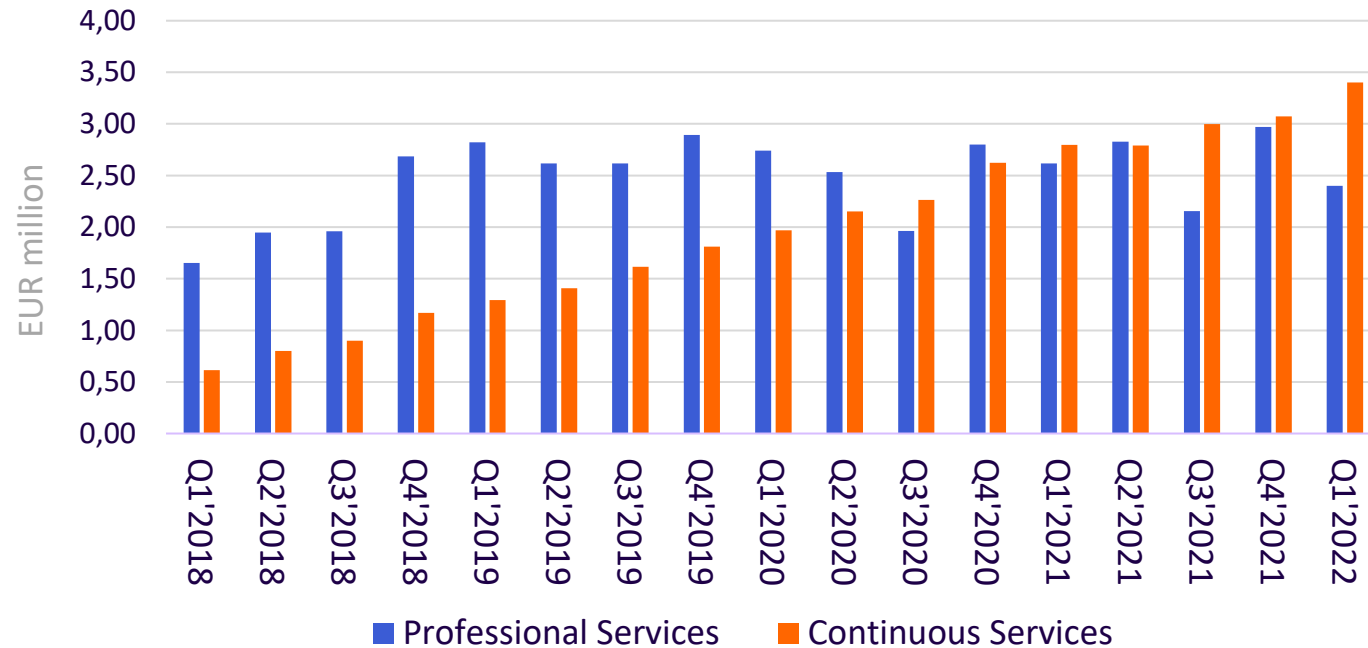
# Financial highlights Q1/2022

**7.2%**

Revenue growth  
Q1/2022

**22.7%**

Growth in Continuous  
Services



# Financial summary

Million euros	1-3/2022	1-3/2021	Change	2021
Revenue	5.8	5.4	7.2%	22.4
Revenue from Continuous Services	3.4	2.8	22.7%	11.7
Revenue from Professional Services	2.4	2.6	-9.2%	10.7
EBITDA	-0.6	-0.1	-	-1.0
EBIT	-0.6	-0.2	-	-1.2

**22.7%**

Growth in Continuous Services

**7.2%**

Revenue growth Q1/2022

# Key highlights



Net sales doubled both in UK and United States compared with corresponding period of previous year



Stable foothold in UK especially in health care sector



Major new deals in UK



Key recruitments in UK and United States



Solid growth of Continuous Services

# Customers' automation needs are changing

Which of the following statements best describes an update to your organization's plan to leverage digital technologies in the future?

We plan to reinvent and re-imagine existing processes to better support our digital business strategies

31 %

We plan to automate large numbers of currently manual processes to drive end-to-end digital transformation

23 %

We plan to completely transform end-to-end processes to better support our digital strategies

23 %

76%

We plan to implement minor changes in different process steps to better support our digital business strategies

22 %

We don't plan to make any minor changes in different process steps to better support our digital business strategies

2%

Source: Forrester's Q2 2021 Global Digital Process Automation Vision Survey Base: 118 business technology decision-makers

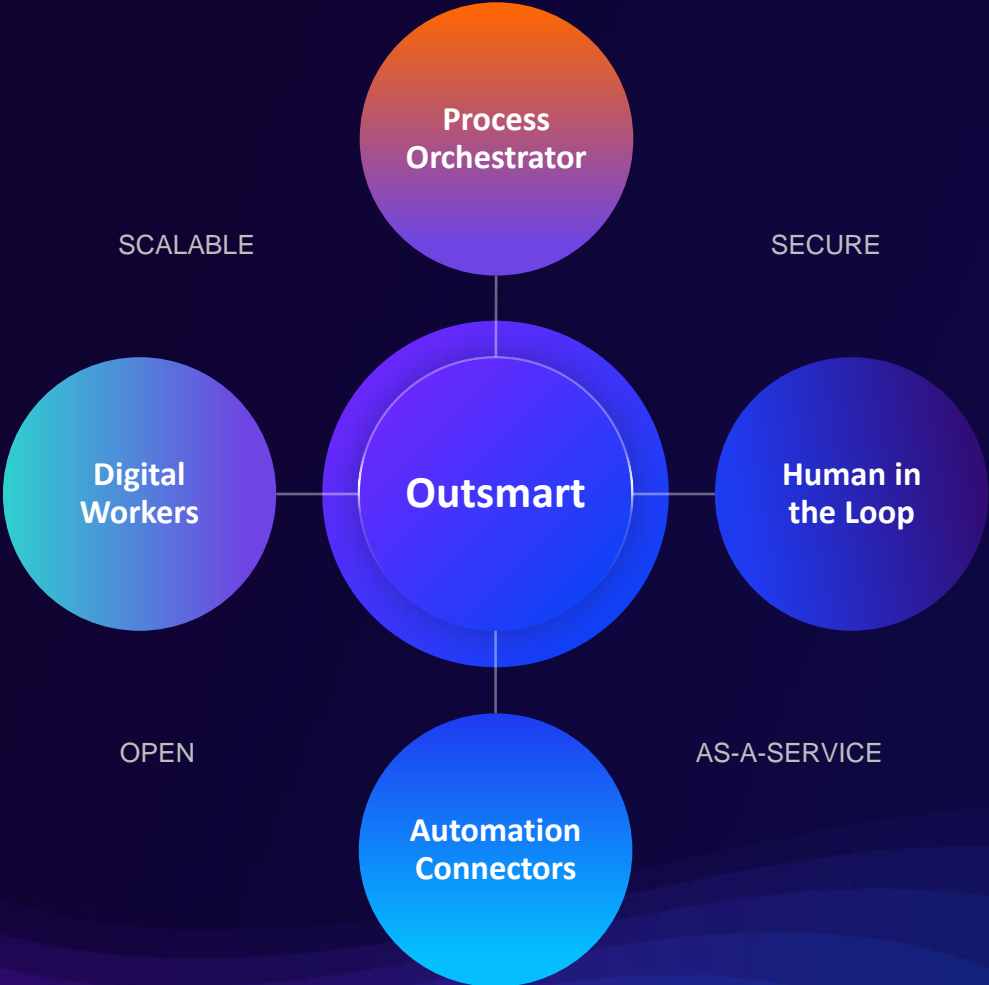
# Strategy update in a nutshell:

Business Automation Platform  
that is self-deployed and  
enables scalable growth



<p><u>01</u></p> <p>Digitalisation and automation are impacting every aspect of work</p>	<p><u>02</u></p> <p>Our track record of delivering business automation as a scalable cloud-based service</p>	<p><u>03</u></p> <p>Customers' automation needs are changing – the automation fabric is emerging</p>
<p><u>04</u></p> <p>Digital Workforce Outsmart Platform is a unique offering on the market globally and increases value to customers</p>	<p><u>05</u></p> <p>Supports revenue growth with existing customers and accelerates entrance to new markets</p>	<p><u>06</u></p> <p>Positions Digital Workforce as a leading innovator in business automation</p>

# Digital Workforce Outsmart Platform: unique offering on the market globally



"You cannot buy an automation fabric in the market today, but you can buy its constituent technologies to cobble together your own."

Forrester 06/21, Automation Is The New Fabric For Digital Business

We are a

Business Automation Platform Company.

Brand statement:

Business Automation Platform that outsmarts your competition and enables purposeful work.

Customer promise:

Outsmart your competition

Competitive advantages:

It's easy, safe, open, and scalable.

Customer gains:

It enables scalable growth, committed employees, better business performance and ability to launch new business models quickly and safely.

Business model:

The platform enables scalable growth and 10x larger market segment(s). The business model emphasises a transition from expert-driven services to a platform business with fast market entry and minimal market onboarding costs.



# Thank you!

## Q&A

# Working together with leading technology partners and innovative customers

## New Technologies on the Platform



A strategic partnership with Flowable AG,  
the leading workflow engine

- Flowable's capability will be a key element in building towards the Human, Digital Worker & AI bot orchestration capability needed to satisfy the growing appetite for more complex core business process automations
- Through Flowable's cutting edge capability to orchestrate complex workflows and a full low-code/no-code developer experience DWF believes our platform will increase both the business value and speed of business automation initiatives for our customers.

Pilot projects with  
existing customers

## Supported Technologies on the Platform



# Our people

▶ International team  
of 196 talented employees

▶ Positive, committed and  
meaningful working  
environment where employees  
see their contribution to the  
company objectives and strategy

▶ Strong value-based  
culture with focus on

- Leadership and Talent Development
- Talent Acquisition and Onboarding
- Ensuring a strong Engagement

**Thank you!**