

CAPITAL MARKETS DAY

16 January 2025

Gofore's Growth Strategy 2025



CMD
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GOFORE

Disclaimer

This presentation includes forward looking statements which involve risks and uncertainty factors. These statements are not based on historical facts but relate to the company's future activities and performance. They include statements about future strategies and anticipated benefits of these strategies. These statements are subject to risks and uncertainties.

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Speakers today



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PEOPLE & CULTURE



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FINNISH BUSINESS



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Financial Performance

Teppo Talvinko

Gofore Career

2020- CFO, Gofore Group

Earlier Career

2018-2019 CFO, Nurminen Logistics
2014-2018 CFO, Maintpartner
2013-2014 CFO, Ixonos
2009-2013 CFO, FCG Finnish Consulting Group
2005-2009 CFO, SITA Finland

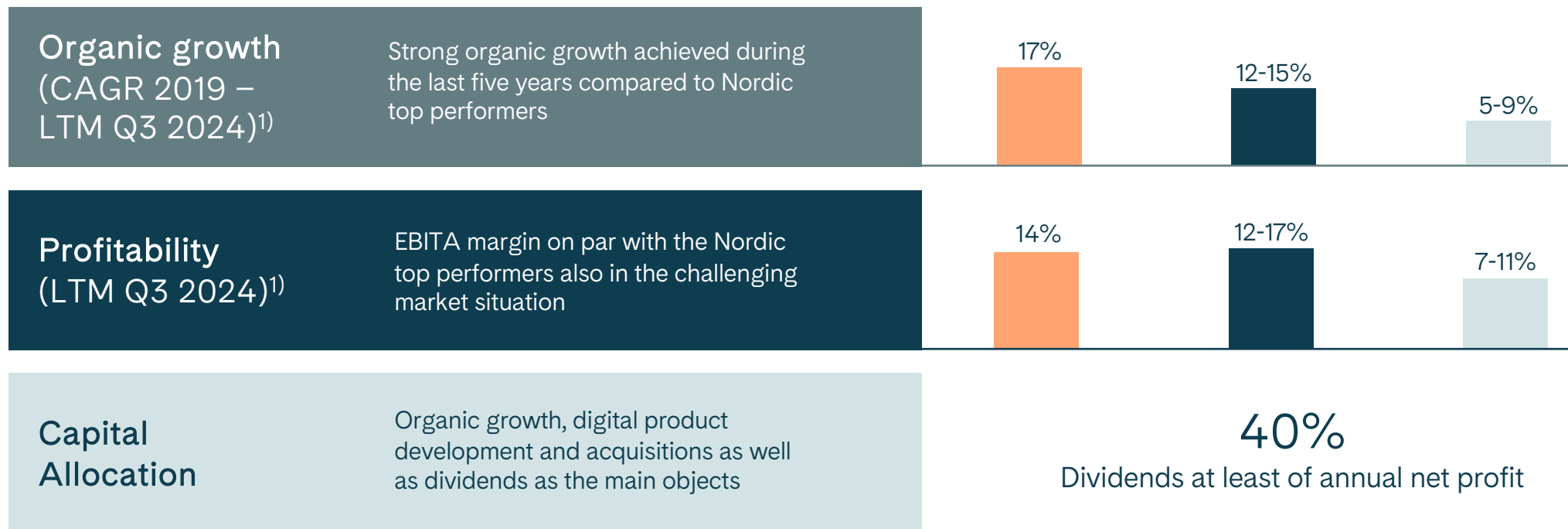


Growth and profitability fueling clear capital allocation strategy

GOFORE

Best performing Nordic peers²⁾

Other Nordic peers³⁾⁴⁾



1) 2023 figures used for private companies instead of Q3 LTM

2) Peer group comprises Bouvet, Exsitec and Netcompany, chosen as the top-3 highest combined organic growth and profitability (excluding private companies due to missing LTM figures)

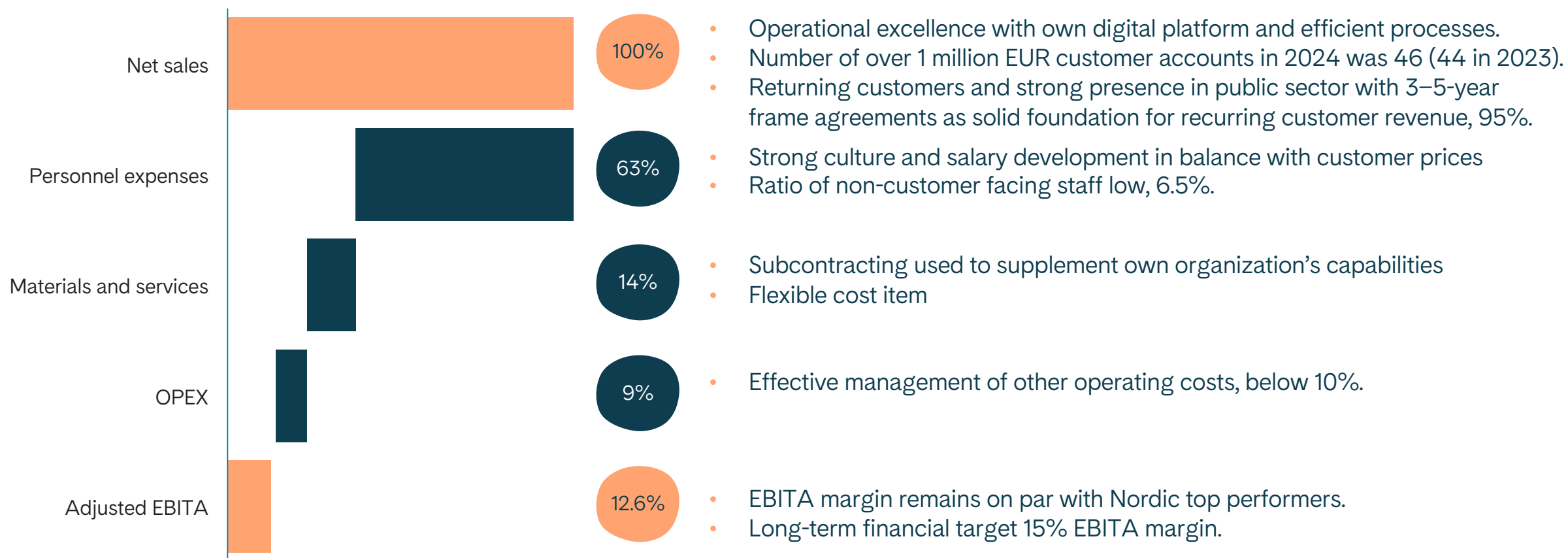
3) Other Nordic peers peer group comprises Digia, Futureice, Innofactor, Knowit, Netum, Reaktor, Siili, Solita, Solteq, Tietoevry, Trifork and Vincit

4) Range as average +/- 2%

Source: LSEG, Company materials

Top line and flexible cost structure a solid base for profitability

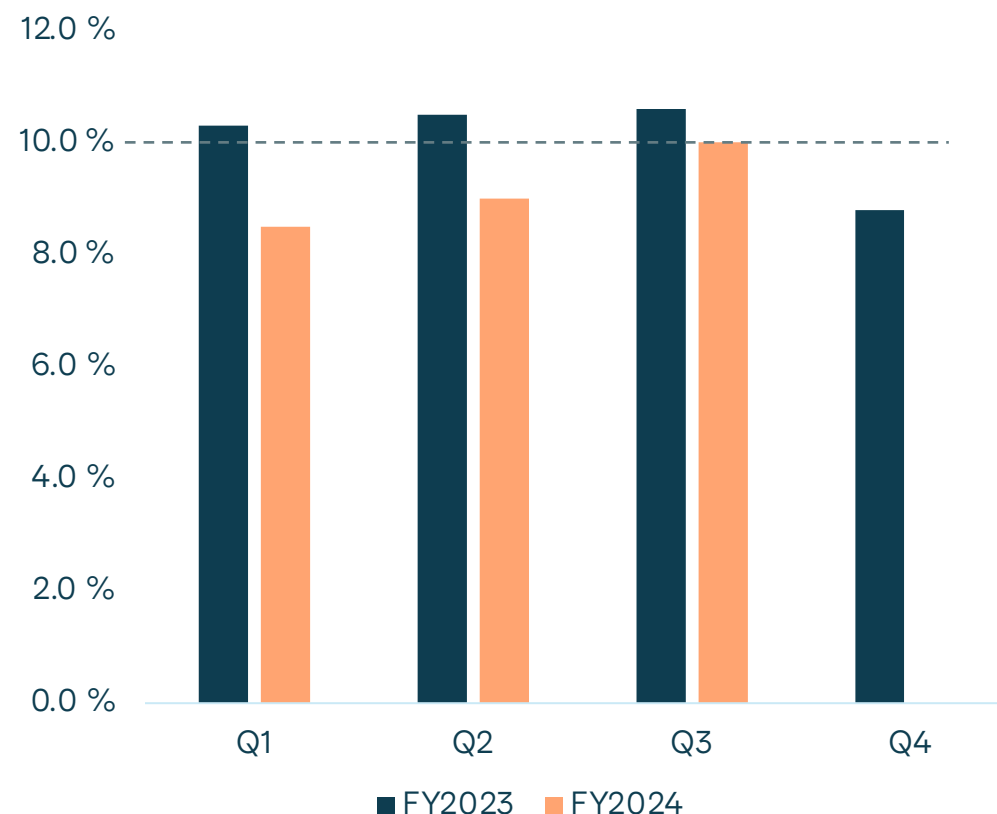
GOFORE Q1-Q3/2024 (% OF NET SALES)



Lean and cost-efficient operations enable growth in a profitable way

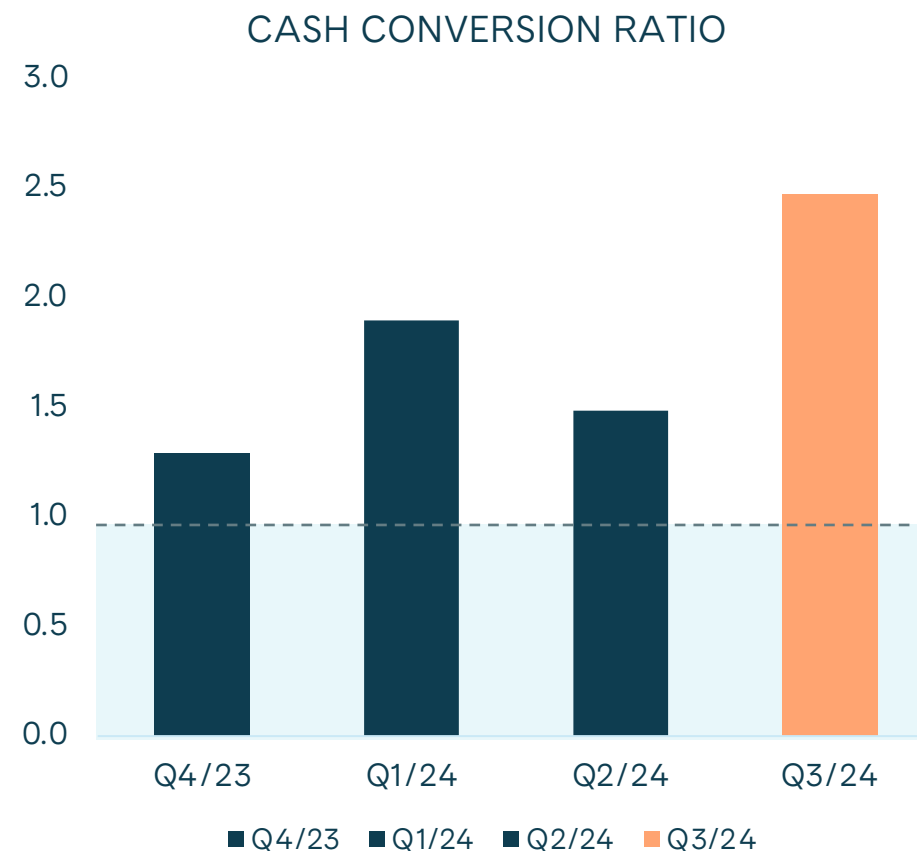
- When we scale up our operations, the fixed costs will not be increasing proportionally.
- Approximately half of the operating costs not directly tied to volume of the business.
- Challenging market balanced with internal cost efficiency program between Q3 2023–Q3 2024, approx. savings were 1.5 MEUR YTD Q3 2024.
- Effective management of other operating costs.
- OPEX % during 2024 below 10% on average.

OTHER OPERATING EXPENSES TO NET SALES



Strong cash flow enables investments in growth and major acquisitions

- With the strong cash flow and balance sheet, we are able to invest in our offering.
- Additionally, they will allow major acquisitions.
- Solid track record on generating cash and converting net profit into operating cash flows.
- Effective working capital management.
- Net cash position (i.e. negative net debt) could allow leveraging.



Cash Conversion ratio = Operative Cash Flow / Net Income