

International Digital Services

Henri Korpi

Executive Vice President

● **CMD 2023**

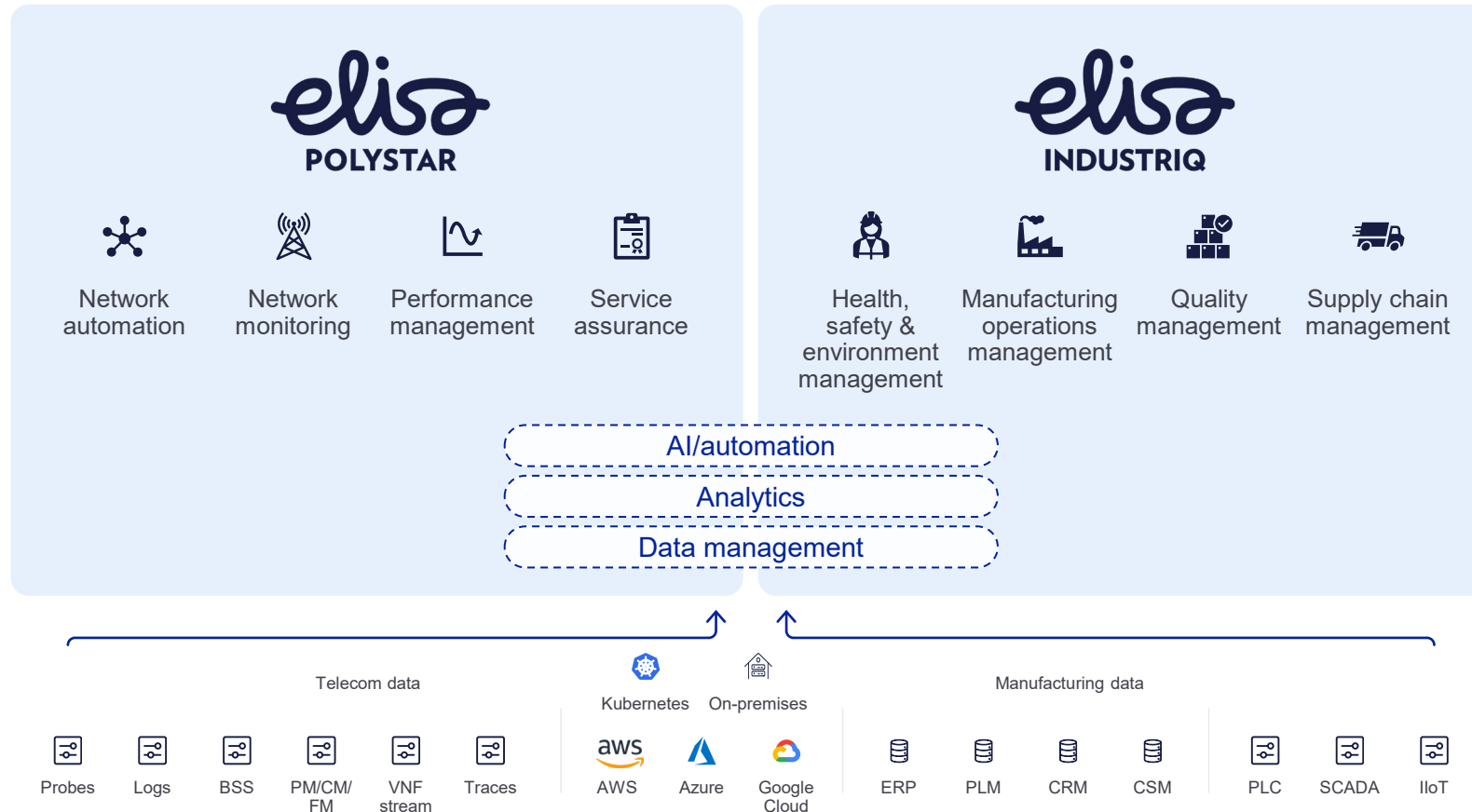
elisa

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- 3** Elisa IndustrIQ
- 4** Distributed Energy Storage startup
- 5** Management priorities

Performance update and strategy

We have a fast-growing software business delivering value from data in the telecom and manufacturing industry

International Digital Services



2022 revenue

EUR 82m

YoY organic revenue growth

+22%

+24%

YoY organic growth of software & maintenance revenue

+7%

YoY organic growth of services revenue

67%

Share of software & maintenance revenue

33%

Share of services¹ revenue

CMD **2023**

Elisa Polystar

Making Self-Driving Networks Happen



Elisa Polystar

We are positioned in growing areas in the telecom software market...

Addressable market



CSP challenges



Inflation



Network energy costs

Demand drivers

Migration to 5G standalone

Cloud-native solutions

Automation and SaaS

Competitors

Huawei

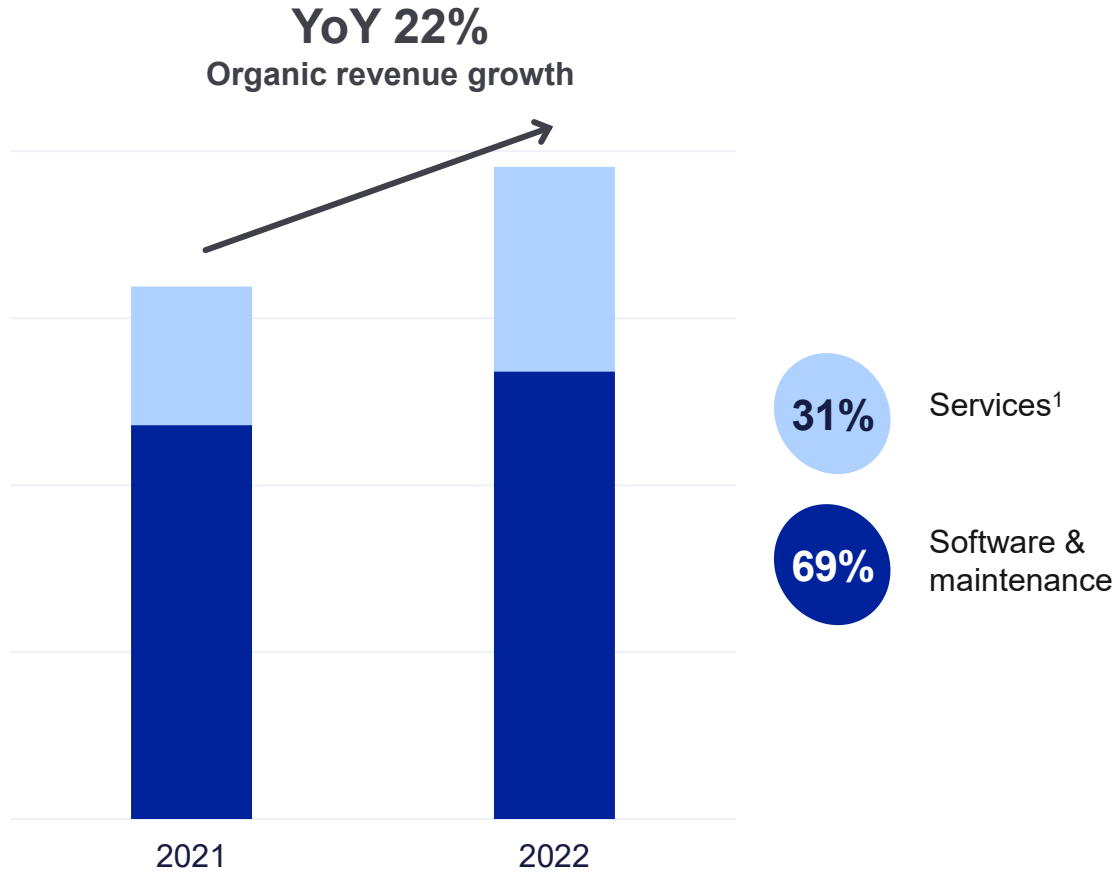
NetScout

TCS



Elisa Polystar

...as a global player with strong growth...



elisa
POLYSTAR

400
employees

11
Countries with offices

12
partners

NOKIA **Atos**

Google Cloud

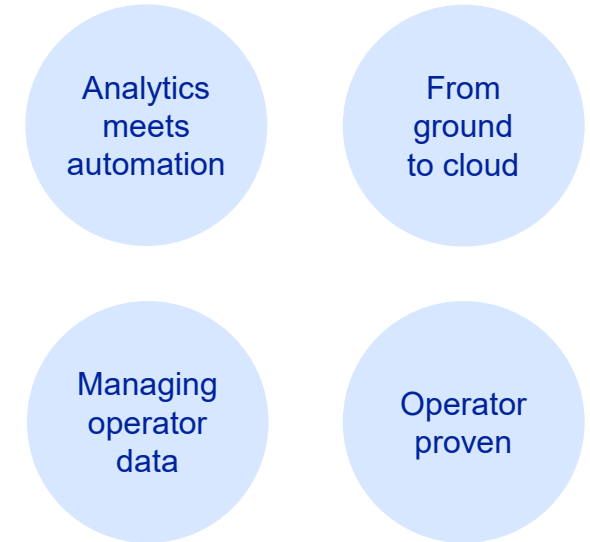
Elisa Polystar

...where we enable self-driving networks with a set of leading modular solutions in the cloud...

Offering

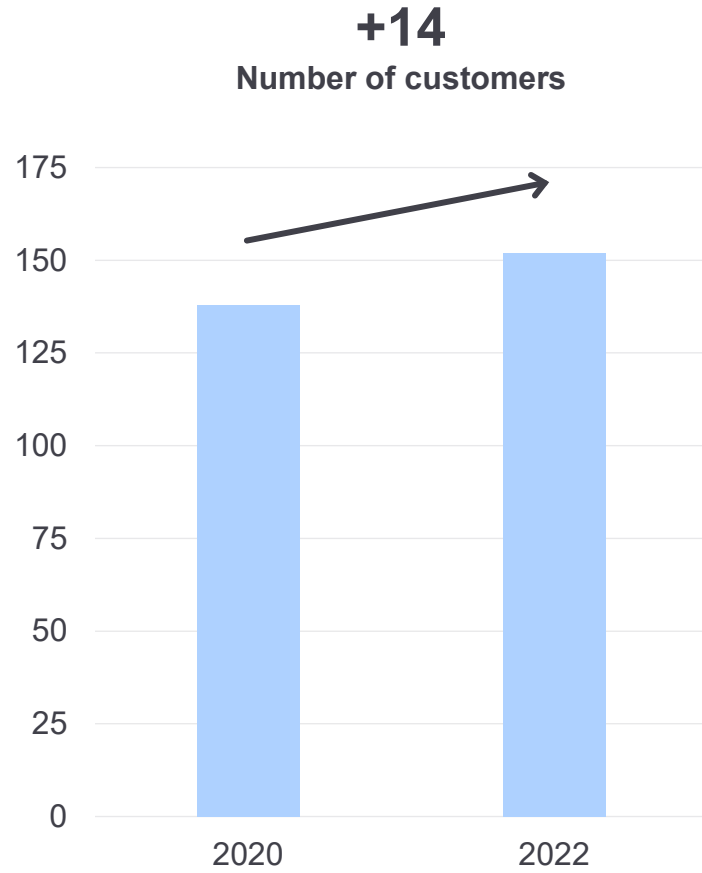


Differentiators



Elisa Polystar

...for a growing number of telco customers globally



Customers

4.75 out of 5 Customer satisfaction

CUSTOMER CASE Cloud-native platform for Unified Performance Management

>100 applications being replaced **IN** **11** operating countries **1** secure data pool

CMD **2023**

Elisa IndustrIQ

Making Intelligent Manufacturing Happen



Elisa IndustrIQ

We are in attractive verticals of the industrial software market...

Addressable market

Manufacturing challenges



Supply chain disruptions



Production speed and quality



Lack of skilled workforce



Demand drivers

Connecting the supply chain

Cloud and connected analytics

Automation and AI

Chemicals

Food & beverage

Hi-tech

Machinery

Competitors

Dassault Systems

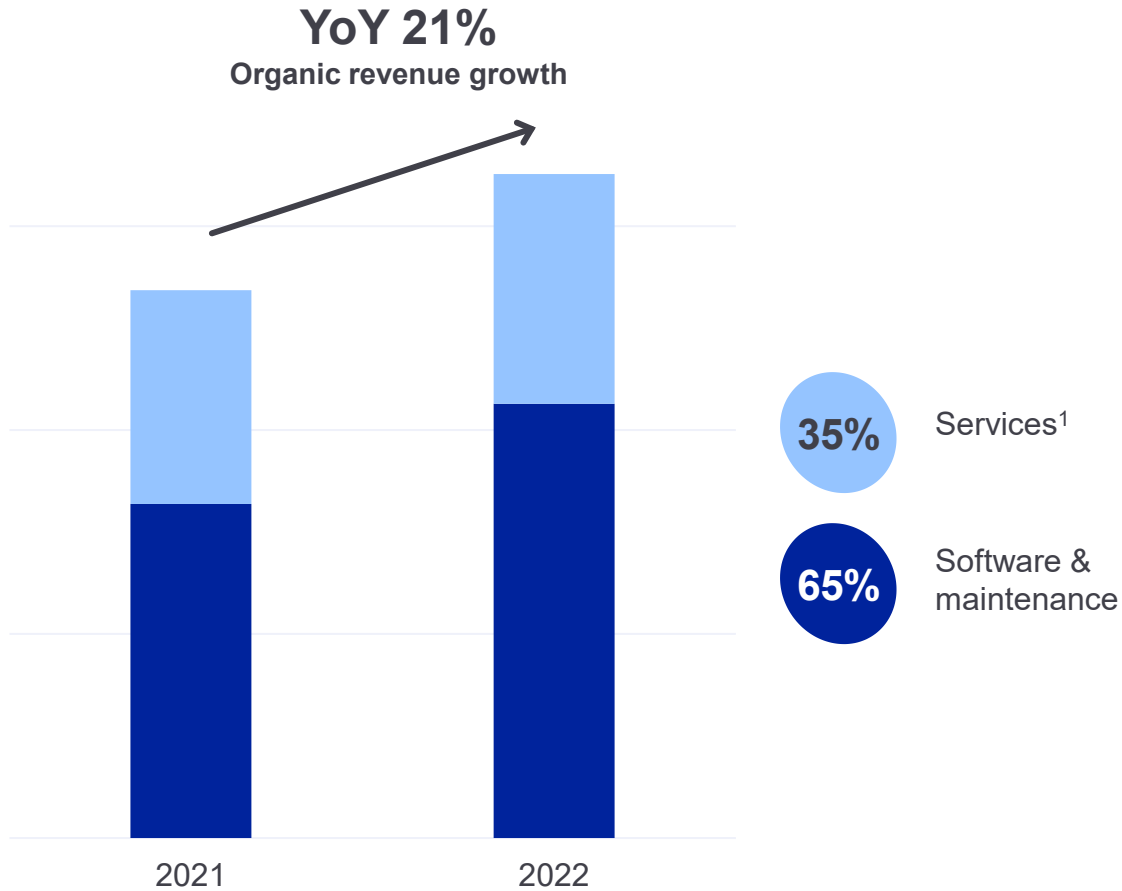
PTC

Siemens



Elisa IndustrIQ

...becoming a global player with solid growth...



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INDUSTRIQ

400
employees

12
countries with offices

>20
partners

APPLIED MATERIALS

INEOS

ALTRAN
part of Capgemini

sedapta group

Azure

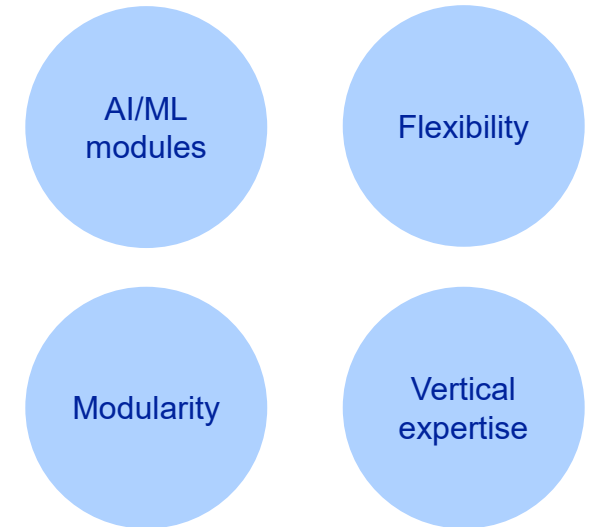
Elisa IndustrIQ

...offering modular, AI-powered manufacturing solutions...

Offering

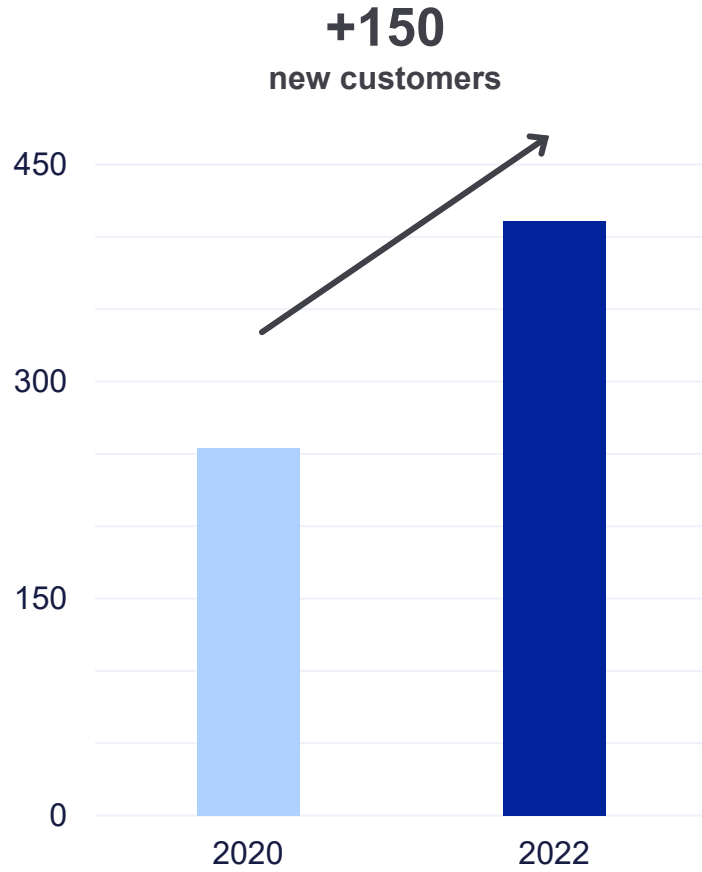


Differentiators



Elisa IndustrIQ

... for a rapidly growing number of customers globally



Customers



CUSTOMER CASE

Core manufacturing execution systems

>50
factories

4
continents

“camLine has consistently and successfully implemented the standardisation of our MES strategy”

- Head of Automotive IT Application Core System



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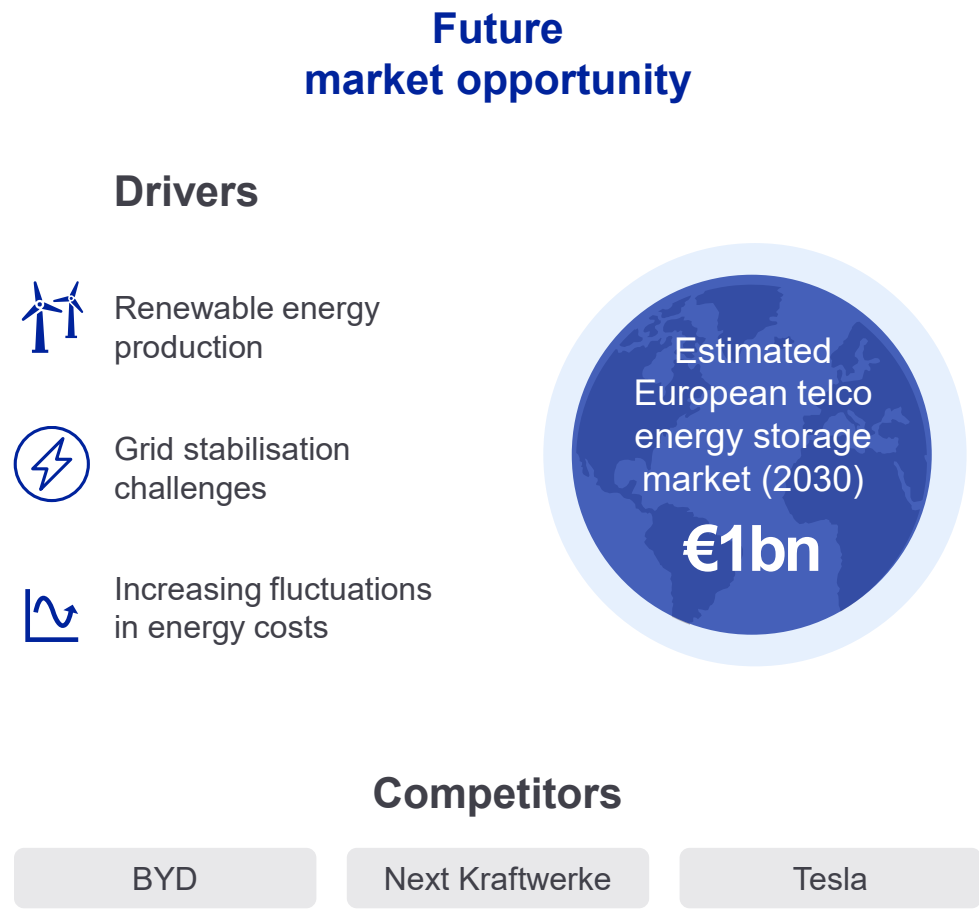
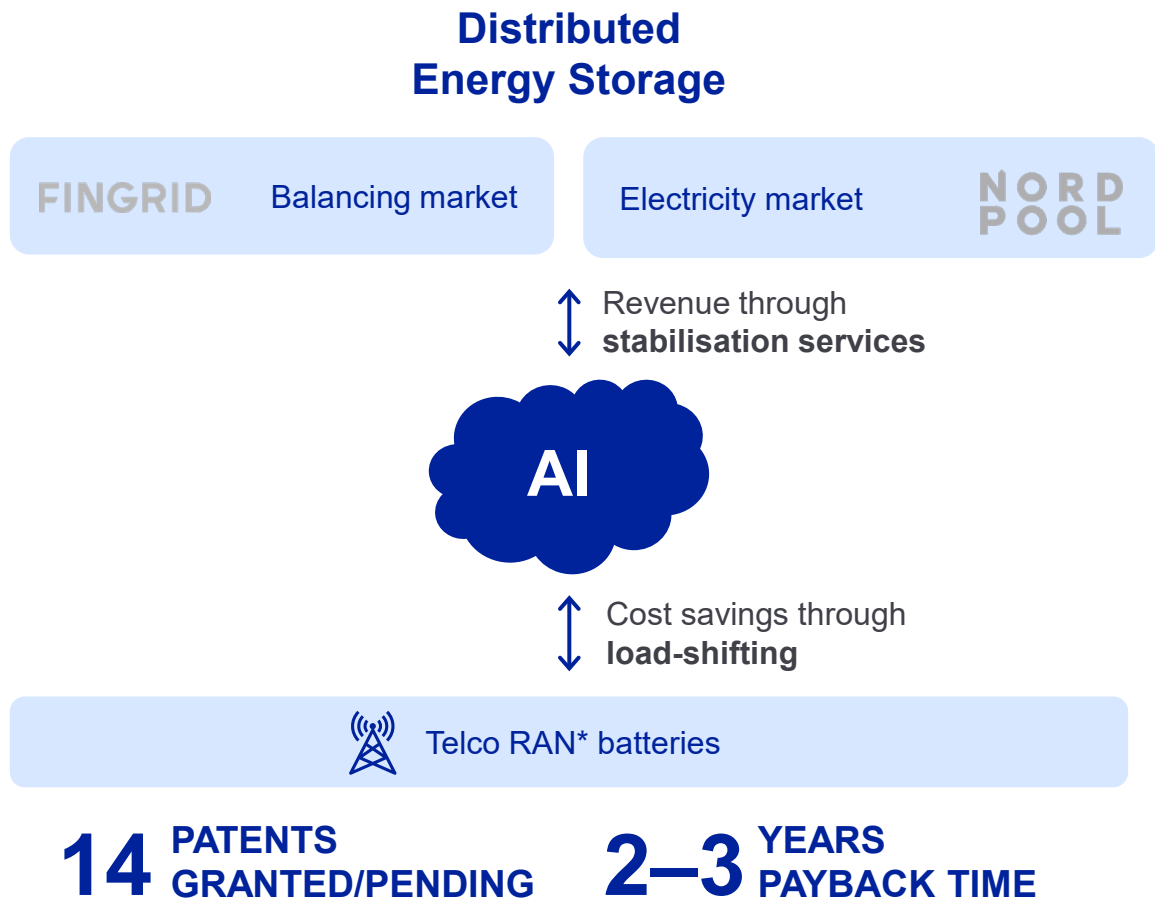
Distributed Energy Storage

Startup



Distributed Energy Storage Startup

We are testing AI-enabled Distributed Energy Storage, exploring potential future markets



Management priorities

Next, focusing on sustainable business growth while continuously exploring attractive inorganic opportunities





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THANK YOU.

Statements made in this document relating to the future, including future performance and other trend projections, are forward-looking statements. By their nature, forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that will occur in the future. There can be no assurance that actual results will not differ materially from those expressed or implied by these forward-looking statements, due to many factors, many of which are outside of Elisa's control.