

SOLTEQ



Half-Year Report

JANUARY 1–JUNE 30, 2022

Solteq Plc Half-Year Report January 1–June 30, 2022

Challenges in the Utilities Business Weakened the Profitability of Solteq

April–June

- Revenue totaled EUR 17.9 million (18.5) and decreased by 3.0 percent
- EBITDA was EUR 1.8 million (3.7) and EBITDA percent was 9.9 (20.2)
- Operating profit was EUR 0.4 million (2.4) and operating profit percent was 2.3 (13.2)
- Earnings per share was EUR 0.00 (0.08)

January–June

- Revenue totaled EUR 37.2 million (35.9) and increased by 3.6 percent
- EBITDA was EUR 4.5 million (7.2) and EBITDA percent was 12.1 (20.1)
- Operating profit was EUR 1.8 million (4.7) and operating profit percent was 4.8 (13.0)
- Earnings per share was EUR 0.04 (0.16)
- Solteq Group's equity ratio was 35.4 percent (35.3)
- Net cash flow from operating activities was EUR 1.6 million (7.8)

Key figures

	4-6/2022	4-6/2021	Change %	1-6/2022	1-6/2021	Change %	1-12/2021	Rolling 12mos
Revenue, TEUR	17,937	18,487	-3.0	37,176	35,870	3.6	69,055	70,361
EBITDA, TEUR	1,776	3,726	-52.3	4,496	7,217	-37.7	12,267	9,547
Comparable EBITDA, TEUR	1,946	3,767	-48.3	4,868	7,322	-33.5	12,556	10,103
Operating profit, TEUR	414	2,440	-83.0	1,798	4,672	-61.5	7,123	4,249
Comparable operating profit, TEUR	585	2,481	-76.4	2,170	4,777	-54.6	7,412	4,805
Result for the financial period, TEUR	-90	1,551	-105.8	705	3,007	-76.6	4,100	1,798
Earnings per share, EUR	0.00	0.08	-105.8	0.04	0.16	-76.6	0.21	0.09
Operating profit, %	2.3	13.2		4.8	13.0		10.3	6.0
Comparable operating profit, %	3.3	13.4		5.8	13.3		10.7	6.8
Equity ratio, %				35.4	35.3		36.9	35.3

Profit guidance 2022 (updated on May 25, 2022)

Solteq Group's revenue is expected to grow and profit to weaken.

CEO Aarne Aktan:

The second quarter of the year was challenging for Solteq. The Group's revenue was EUR 17.9 million, with operating profit of EUR 0.4 million. The revenue decreased by 3.0 percent and operating profit by 83.0 percent from the comparison period.

The difficulties were mainly caused by challenges in the development of software products. This increased delivery costs for projects and decreased customer invoicing relative to the comparison period. Due to these factors, Solteq published a profit warning on May 25, 2022, and lowered its guidance for both revenue and operating profit.

The Solteq Software segment accounted for just over one-third of the Group's revenue, and the Solteq Digital segment for just under two-thirds. Solteq Software's profitability was affected by challenges in product development in the Solteq Utilities business area and the resulting increase in project delivery costs. The revenue and profitability of Solteq Digital were weakened by slower than expected sales and delays in the commencement of certain customer projects. Foreign subsidiaries accounted for 22.7 percent of the Group's revenue.

Russian invasion of Ukraine, increasing inflation, and changes in the energy sector caused insecurities in the operating environment during the second quarter. Changes in the operating environment were not significantly reflected in the Group's operations yet. In the long run, Russian invasion of Ukraine causes economic uncertainty, which will affect the investment capabilities of customer organizations. In addition, the high inflation will affect the Group's cost level going forward.

Despite some growing pains and changes in the operating environment, the outlook for Solteq Group's international and domestic business is estimated to remain positive. Demand in the key solution areas of Solteq Software is expected to create significant growth opportunities, especially in the energy sector. In Solteq Digital, growth will be driven by the internationalizing customer base and new technological solutions. Solteq Group is updating its business strategy and will release it within the current half-year period. Solteq continues to strengthen its international operations and to develop the Utilities business for profitable, international growth.

Nordic IT market outlook within the key industries for Solteq

Solteq aims to meet the changing needs of industries, such as the Nordic utilities, retail, and service sectors, through its product development and expert services. The selected industries need smarter and more efficient core functions due to the ongoing rapid digital disruption. Particularly, the retail and utilities sectors have increased in importance for Solteq's business. These industry-specific software solutions and expert services account for over three quarters of the group-level revenue.

Solteq has two business segments: Solteq Software, which focuses on product development and software solutions, and Solteq Digital, which provides IT expert services. The company's software products and expert services comprehensively cover the trends which, according to recent studies, will be the key IT investment areas for Nordic decision-makers in the coming years.

Evolving operating environment creates demand for software solutions in the utilities sector

The utilities sector is one of the key drivers of growth for Solteq in the Nordic market. Demand for industry-specific software solutions is accelerated by consumers' increased interest in the origin and the production of energy, societal changes in the industry's regulation, and the potential of more streamlined business operations created by the developing technology.

The Utilities business consists of software solutions and expert services. The offering comprehensively takes into account the Nordic and EU level regulatory changes in the utilities sector. Among these are nationally driven datahub projects for centralized information exchange and the unification of operating models regarding measurement practices and the opening of electricity markets. The company estimates that its long-term industry expertise, along with its industry-specific offering, meets the requirements of the changing operating environment and creates a clear competitive advantage in the Nordic market.

The research and advisory company Gartner forecasts that during 2022, the Nordic utilities sector will invest over EUR 1.3 billion in software solutions and approximately EUR 2.2 billion in IT expert services. According to Gartner, investments in digitalization in the sector will continue to grow in the Nordic countries, reaching nearly EUR 2.3 billion in software solutions and approximately EUR 3.2 billion in IT expert services by 2025.

Retail and service sectors look for unified commerce solutions

The compatibility and efficiency of IT architecture are challenged by increasingly multidimensional customer journeys, the increased number of online transactions accelerated by the COVID-19 pandemic, and the multiple information systems linked to the various stages of trading. The retail and service sectors are being transformed, and not only by rapid digital disruption but also by changing consumer behavior and needs. Customers in digital channels already have high expectations in terms of fluency, personalized service, and the user experience.

As a result of long-term product development, Solteq offers cloud-based point-of-sale solutions to meet the needs of the retail and service sectors. These solutions simplify business processes and data management while creating a coherent and integrated IT architecture. Solteq's expert services focusing on ecommerce, data, and analytics meet well with the development needs related to the digital customer experience.

Gartner estimates that during 2022, the Nordic retail and service sectors will invest over EUR 550 million in software solutions, and approximately EUR 1.9 billion in IT expert services. As the digital disruption continues to advance and consumer behavior continues to evolve, investment needs in the Nordic countries will increase by 2025 to about EUR 800 million in software solutions, and to around EUR 2.9 billion in IT expert services.

Russian invasion of Ukraine and labor shortage create uncertainties in the marketplace

The Russian invasion of Ukraine, which began in February, has had no immediate impact in the Company's business. In the long run, the war may affect demand for IT solutions and expert services provided by the Company due to the weakened economy and customers' decreased ability to make investments. In addition, the changed cyber security environment increases the risk for denial-of-

service attacks, which could affect the reliability of cloud services. Solteq has put long-term effort in the prevention of information security threats to its own operations.

The IT sector worldwide is severely affected by a labor shortage, with millions of vacancies at risk of being left unfilled due to a lack of qualified candidates. In the IT sector, the demand for experts is particularly high in areas including cloud technology, artificial intelligence, data, system development and architecture, and automation. The labor shortage is expected to significantly hamper the realization of the sector's full growth potential. Solteq is striving to minimize the business impact of these difficult conditions by investing resources in recruitment, employer branding, and the employee experience.

Revenue and profit

April–June

Revenue for the second quarter decreased by 3.0 percent compared to the previous year and totaled EUR 17,937 thousand (18,487). Operating profit for the review period was EUR 414 thousand (2,440). Comparable operating profit was EUR 585 thousand (2,481). Result before taxes was EUR -99 thousand (1,989) and the result for the financial period was EUR -90 thousand (1,551).

January–June

Revenue increased by 3.6 percent compared to the previous year and totaled EUR 37,176 thousand (35,870). Operating profit for the review period was EUR 1,798 thousand (4,672). Comparable operating profit was EUR 2,170 thousand (4,777). Profit before taxes was EUR 923 thousand (3,827) and the profit for the financial period was EUR 705 thousand (3,007).

Solteq Digital

April–June

In the Solteq Digital segment, revenue growth and profitability were affected by slower than expected sales in the beginning of the year, major customer delivery projects reaching the production phase, and delays in the start of certain customer projects. The segment's revenue was EUR 11,390 thousand (11,880), a decrease of 4.1 percent. For April-June, the EBITDA was EUR 1,858 thousand (2,466) and the operating profit EUR 1,340 thousand (1,866).

The segment's business consists of three solution areas: digital business and commerce solutions, data and analytics solutions, and business solutions. Of the segment's revenue, 47.5 percent was derived from digital business and commerce solutions, 18.7 percent from data and analytics solutions, and 33.7 percent from business solutions.

January–June

Solteq Digital segment's revenue was EUR 23,194 thousand (23,054), an increase of 0.6 percent relative to the comparison period. The segment's EBITDA was EUR 3,888 thousand (4,449) and the operating profit EUR 2,836 thousand (3,232).

Demand in key business areas, such as digital business and commerce solutions, is expected to remain at a good level during the ongoing quarter. The internationalizing customer base and new technology solutions create a good foundation for positive business segment development in the future.

Solteq Digital	4-6/2022	4-6/2021	Change %	1-6/2022	1-6/2021	Change %	1-12/2021
Revenue, TEUR	11,390	11,880	-4.1	23,194	23,054	0.6	44,302
Comparable EBITDA, TEUR	2,018	2,466	-18.2	4,073	4,449	-8.5	7,969
Comparable EBITDA, %	17.7	20.8		17.6	19.3		18.0
EBITDA, TEUR	1,858	2,466	-24.7	3,888	4,449	-12.6	7,916
EBITDA, %	16.3	20.8		16.8	19.3		17.9
Comparable operating profit, TEUR	1,500	1,866	-19.6	3,021	3,232	-6.5	5,617
Comparable operating profit, %	13.2	15.7		13.0	14.0		12.7
Operating profit, TEUR	1,340	1,866	-28.2	2,836	3,232	-12.3	5,563
Operating profit, %	11.8	15.7		12.2	14.0		12.6

Solteq Software

April–June

During the second quarter, challenges in product development and the resulting increase in project delivery costs and decrease in customer invoicing affected the profitability. Solteq Software segment's revenue was EUR 6,547 thousand (6,607), a decrease of 0.9 percent. The segment's EBITDA was EUR -82 thousand (1,261) and operating result EUR -926 thousand (574).

The segment's business consists primarily of the Utilities business and retail sector software and services. The Utilities business accounted for 55.4 percent and the Retail business for 38.5 percent of the segment's revenue.

January–June

Solteq Software segment's revenue was EUR 13,982 thousand (12,816), an increase of 9.1 percent. The segment's EBITDA was EUR 608 thousand (2,767) and operating result EUR -1,037 thousand (1,440).

The Utilities portfolio expanded with the acquisition of Enerity Solutions Oy. The acquisition strengthens the Company's leading expert position in the changing energy sector and creates opportunities for growth within the international market. A significant milestone was reached in February as the customers switched to the centralized information exchange system, Datahub. The introduction of a centralized information exchange system has been a significant step towards a flexible electricity retail market of the future. Going forward, Datahub will be further developed to meet the needs of the changing energy market, and it will enable, among other things, the formation of energy communities and the introduction of a 15-minute imbalance settlement period in 2023. Solteq Utilities will continue to invest in product development and internationalization.

In the product development of Retail business area, the Nordic launch of Solteq Commerce Cloud was one of the key focus areas. Aimed at the retail and service sectors, the solution is being implemented at

several new customer organizations, such as the Royal Arena in Copenhagen. Cloud-based technology, versatile integration capabilities, open interfaces, and features supporting omnichannel business create significant competitive advantage for Solteq Software's Retail business.

The Company also reached important milestones in the commercialization of Solteq Robotics. The collaboration with KONE Corporation evolved to include robotics solutions utilized in indoor logistics. The Company's plans to incorporate the Solteq Robotics business area have proceeded accordingly, and the process will be finalized by the end of the financial year.

Recurring revenue accounted for 34.1 percent of the segment's revenue. This was lower than previous estimates, due to high amount of expert work related to delivery projects. Recurring revenue consists of software licensing, maintenance, and support fees. The company aims to increase recurring revenue to account for more than 50 percent of the revenue within the next three years.

During the review period, Solteq invested EUR 1,814 thousand in product development. The annual product development investments for Solteq Software are estimated to account for 10 to 15 percent of the segment's revenue.

The business outlook for Solteq Software is expected to remain positive.

Solteq Software	4-6/2022	4-6/2021	Change %	1-6/2022	1-6/2021	Change %	1-12/2021
Revenue, TEUR	6,547	6,607	-0.9	13,982	12,816	9.1	24,753
Comparable EBITDA, TEUR	-72	1,302	-105.5	796	2,873	-72.3	4,587
Comparable EBITDA, %	-1.1	19.7		5.7	22.4		18.5
EBITDA, TEUR	-82	1,261	-106.5	608	2,767	-78.0	4,352
EBITDA, %	-1.2	19.1		4.4	21.6		17.6
Comparable operating result, TEUR	-916	615	-248.9	-850	1,545	-155.0	1,795
Comparable operating result, %	-14.0	9.3		-6.1	12.1		7.3
Operating result, TEUR	-926	574	-261.3	-1,037	1,440	-172.0	1,560
Operating result, %	-14.1	8.7		-7.4	11.2		6.3

Balance sheet and financing

Total assets amounted to EUR 80,995 thousand (76,936) at the end of the review period. Liquid assets totaled EUR 3,032 thousand (5,991). The company has a standby credit limit of EUR 5,000 thousand and a bank account credit limit of EUR 2,000 thousand. At the end of the review period, EUR 5,000 thousand (0) of the standby credit limit and EUR 772 thousand (0) of the bank account credit limit were in use. At the end of the review period, the company had a EUR 1,463 thousand (1,463) Business Finland loan for product development.

The Group's interest-bearing liabilities were EUR 34,424 thousand (30,426).

Solteq Group's equity ratio was 35.4 percent (35.3).

On October 1, 2020, Solteq issued a fixed rate bond with a nominal value of EUR 23.0 million. Annual interest of 6.0 percent is paid on the bond, and it will mature on October 1, 2024. The bond can be redeemed before its final maturity date.

The terms of the bond include financial covenants concerning the distribution of funds and incurring financial indebtedness other than permitted under the terms of the Bond (Incurrence Covenant). The covenants require that at any agreed review date, the equity ratio exceeds 27.5 percent, the interest coverage ratio (EBITDA/net interest cost) exceeds 3.00:1, and that the Group's net interest-bearing debt to EBITDA ratio does not exceed 4:1. The conditions of the bond covenants have been fulfilled during the financial year.

The maturity distribution of financial liabilities is presented in the tables section of this Half-Year Report.

Investment, research, and development

The net investments during the review period were EUR 7,385 thousand (3,895). Of the net investments, EUR 5,291 thousand (2,350) were related to business acquisitions. Solteq Plc acquired the entire share capital of Enerity Solutions Oy on January 3, 2022. During the comparison period, Solteq Plc acquired the consulting business of Partiture Oy on March 1, 2021. A total of EUR 1,814 thousand (1,262) of the net investments were capitalized development costs relating to continued further development of the existing software products and the development of new software products. Other investments were EUR 280 thousand (283). Other investments include the net change in rented premises and equipment, totaling EUR 250 thousand (223).

Capitalized development costs included EUR 1,185 thousand (964) of personnel costs.

Personnel

The number of permanent employees at the end of the review period was 682 (650).

Key figures for Group's personnel

	4-6/2022	4-6/2021	1-6/2022	1-6/2021	1-12/2021
Average number of personnel during period			677	628	637
Employee benefit expenses, TEUR	9,602	9,064	19,344	17,714	33,987

Related party transactions

Solteq's related parties include the Board of Directors, CEO and Executive Team.

The related party actions and euro amounts are presented in the tables at the end of this Half-Year Report.

Shares, shareholders, and treasury shares

Solteq Plc's equity on June 30, 2022 was EUR 1,009,154.17 which was represented by 19,396,501 shares. The shares have no nominal value. All shares have an equal entitlement to dividends and company assets. Shares are governed by a redemption clause.

Solteq Plc did not hold any treasury shares at the end of the review period.

Exchange and rate

During the review period, the exchange of Solteq's shares in the Nasdaq Helsinki Ltd was 8.2 million shares (14.2) and EUR 28.7 million (70.1). The highest rate during the review period was EUR 4.94 and lowest rate EUR 2.26. The weighted average rate of the share was EUR 3.51 and end rate EUR 2.38. The market value of the company's shares at the end of the review period totaled EUR 46.2 million (111.3).

Ownership

At the end of the review period, Solteq had a total of 8,228 shareholders (6,359). Solteq's 10 largest shareholders owned 10,358 thousand shares, i.e. they owned 53.4 percent of the company's shares and votes. Solteq Plc's members of the Board of Directors and CEO owned 15 thousand (592) shares on June 30, 2022.

Annual General Meeting

Solteq's Annual General Meeting was held on March 24, 2022. The Annual General Meeting approved the financial statements for period January 1–December 31, 2021 and discharged the CEO and the Board of Directors from liability.

In accordance with the proposal of the Board of Directors, the Annual General Meeting decided that no dividend is directly distributed for the financial period ended on December 31, 2021 by a resolution of the Annual General Meeting but that the Annual General Meeting authorized the Board of Directors to decide, at its sole discretion, on the distribution of dividends of a maximum amount of EUR 0.10 per share from retained earnings. If the conditions for dividend distribution are met, the Board of Directors is entitled, based on the authorization, to decide on the amount of the dividend within the limit of the above maximum amount, the dividend record date, the dividend payment date, and other required measures. The company will announce the possible dividend distribution decision by the Board of Directors separately and announce the applicable dividend record date and dividend payment date at the same time. The dividend to be distributed based on the resolution of the Board of Directors will be paid to shareholders who are, on the record date of the dividend payment, recorded in the shareholders' register of the company held by Euroclear Finland Oy. The authorization will be valid until September 30, 2022 (including September 30, 2022).

The Annual General Meeting authorized the Board of Directors to decide on share issue, carried out with or without payment and on issuing share options, and other special rights referred to in Chapter 10, Section 1 of the Finnish Companies Act as follows:

The maximum total amount of shares or other rights is 3,000,000. The authorization includes the right to give new shares and special rights or convey the company's own shares. The authorization includes

the right to deviate from the shareholders' pre-emptive right of subscription if there is a weighty financial reason for the company, e.g., to improve the capital structure, to execute of business acquisitions and other business improvement arrangements. The authorization cannot be used to implement the company's incentive schemes. The authorization includes the right for the Board of Directors to decide on the other terms concerning the share issue and the granting of special rights, including the subscription price and payment of the subscription price in cash or in whole or in part by other means (subscription in kind) or by using a claim on the subscriber to offset the subscription price and to record it in the company's balance sheet. The authorization is effective until the next annual general meeting, however, no longer than until April 30, 2023 (April 30, 2023 included).

The Annual General Meeting authorized the Board of Directors to decide on share issue, carried out with or without payment and on issuing share options, and other special rights referred to in Chapter 10, Section 1 of the Finnish Companies Act as part of the implementation of the company's incentive schemes as follows:

The maximum total amount of shares or other rights is 1,000,000. The authorization includes the right to give new shares and special rights or convey the company's own shares. The authorization includes the right to deviate from the shareholders' pre-emptive right of subscription as part of the implementation of the company's incentive schemes, in which case there is a weighty financial reason for the company. The authorization includes the right for the Board of Directors to decide on the other terms concerning the share issue and the granting of special rights, including the subscription price and payment of the subscription price in cash or by using a claim on the subscriber to offset the subscription price and to record it in the company's balance sheet. The authorization is effective until the next annual general meeting, however, no longer than until April 30, 2023 (April 30, 2023 included).

The Annual General Meeting authorized the Board of Directors to decide on repurchasing of the company's own shares as follows:

On the basis of the authorization the number of own shares to be repurchased shall not exceed 500,000 shares. Shares may be repurchased in one or more lots. The Company may use only unrestricted equity to repurchase own shares. Repurchase of own shares may be made otherwise than in proportion to the share ownership of the shareholders (directed repurchase). The purchase price shall be at least the lowest price paid for the company's shares in regulated trading at the time of purchase and no more than the highest price paid for Company shares in regulated trading at the time of purchase. Own shares can be purchased to be used to improve the capital structure of the company, to execute of business acquisitions and other business improvement arrangements or as a part of the implementation the company's incentive schemes. The authorization is effective until the next annual general meeting, however, no longer than until April 30, 2023 (April 30, 2023 included).

In addition, the Annual General Meeting authorized the Board of Directors to decide on accepting the company's own shares as pledge as follows:

The Board of Directors is authorized to decide on accepting the company's own shares as pledge (directed) regarding business acquisitions or when executing other business arrangements. Accepting pledge may occur at once or in multiple transactions. The number of own shares to be accepted as pledge shall not exceed 2,000,000 shares. The authorization includes that the Board of Directors may decide on all other terms concerning the accepting as pledge. The authorization is effective until the next Annual General Meeting, however, no longer than until April 30, 2023 (April 30, 2023 included).

Board of Directors and auditors

The Annual General Meeting on March 24, 2022 decided to appoint six members to the Board of Directors. Aarne Aktan, Markku Pietilä, Panu Porkka, and Katarina Segerståhl were re-elected and Anni Sarvaranta and Mika Sutinen were elected as members of the Board of Directors for the term expiring at the end of the Annual General Meeting of 2023.

In the Board meeting, held after the Annual General Meeting, Markku Pietilä was elected as the Chairman of the Board.

In addition, Aarne Aktan, Markku Pietilä, and Katarina Segerståhl were appointed as the members of the Audit Committee and Aarne Aktan as the Chairman of the Audit Committee.

KPMG Oy Ab, Authorized Public Accountants, was re-elected as auditors, with Petri Sammalisto, APA, acting as the chief auditor.

Aarne Aktan resigned from the Board of Directors of Solteq Plc on July 1, 2022 as he assumed the role of CEO of the Company. Thereafter, Solteq's Board of Directors consists of five and the Audit Committee of two members.

Other events during the review period

On January 3, 2022, Solteq Plc announced that it had signed an agreement to purchase the entire share capital of the energy software company Enerity Solutions Oy. The table-section of this Half-Year Report provides more detailed information regarding the acquisition.

On January 14, 2022, Solteq Plc announced that the company's Board of Directors has appointed Kari Lehtosalo, CFO, as Interim CEO as of February 1, 2022.

On April 1, 2022, Solteq Plc announced that the Company's Board of Directors has appointed Aarne Aktan as the new Chief Executive Officer of the Company. Aktan will begin in his duties on July 1, 2022, at the latest. Aarne Aktan has been a member of Solteq's Board of Directors since 2015, and he will continue as a member of the Board until taking over his CEO duties. Thereafter Solteq's Board of Directors consists of five board members.

On May 25, 2022, Solteq Plc announced it is lowering its revenue and profit guidance for 2022. The new profit guidance for 2022 is: Solteq Group's revenue is expected to grow and profit to weaken. The previous 2022 profit guidance, published on April 28, 2022 as a part of the year's first Interim Report, was: Solteq Group's revenue is expected to grow clearly and operating profit to improve. The company's long-term financial goals remain unchanged.

Events after the review period

The company's management is not aware of events of material importance after the review period that might have affected the preparation of the Half-Year Report.

Risks and uncertainties

Material uncertainties and near-term risks consist of the general financial uncertainty caused by the Russian invasion of Ukraine, high inflation, the availability of labor and the possible continuance of the COVID-19 pandemic. The Russian invasion of Ukraine has not had an immediate effect on the Company's business. The weakened economy and other indirect effects might affect the customers' ability to make investments in the long run. In addition, the change in the security environment increases the risk of cyber attacks.

Other key uncertainties and risks are related to the management of changes in financing and balance sheet structures, the timing and pricing of business deals that are the basis for revenue, changes in general costs, developing company's own products and their commercialization, and the company's capability to manage extensive customer contracts and deliveries.

The key business risks and uncertainties of the company are monitored constantly as a part of the Board of Directors' and Executive team's duties. In addition, the company has the Audit Committee appointed by the Board of Directors.

Financial reporting

This Half-Year Report has been prepared in accordance with the recognition and valuation principles of IFRS standards and using IAS 34 and the same accounting policies as the Financial Statements 2021. The new IFRS standards, taken into use on January 1, 2022, do not have a significant impact on the Group's Half-Year Report. The information presented in the Half-Year Report has not been audited.

Financial information

Consolidated statement of comprehensive income

TEUR	4-6/2022	4-6/2021	1-6/2022	1-6/2021	1-12/2021
Revenue	17,937	18,487	37,176	35,870	69,055
Other income	76	61	101	108	113
Materials and services	-1,781	-1,991	-4,083	-3,939	-7,903
Employee benefit expenses	-11,592	-10,758	-23,073	-20,947	-40,312
Other expenses	-2,864	-2,072	-5,625	-3,875	-8,685
Depreciations and impairments	-1,361	-1,287	-2,698	-2,545	-5,144
Operating profit	414	2,440	1,798	4,672	7,123
Financial income and expenses	-513	-451	-876	-845	-1,878
Result before taxes	-99	1,989	923	3,827	5,245
Income taxes	8	-439	-218	-820	-1,145
Result for the financial period	-90	1,551	705	3,007	4,100
Other comprehensive income to be reclassified to profit or loss in subsequent periods					
Currency translation differences	-29	48	-69	4	-46
Other comprehensive income, net of tax	-29	48	-69	4	-46
Total comprehensive income	-120	1,599	636	3,011	4,055
Total result for the period attributable to owners of the parent	-90	1,551	705	3,007	4,100
Total comprehensive income attributable to owners of the parent	-120	1,599	636	3,011	4,055
Earnings per share, EUR (undiluted)	0.00	0.08	0.04	0.16	0.21
Earnings per share, EUR (diluted)	0.00	0.08	0.04	0.16	0.21

Taxes corresponding to the profit have been presented as taxes for the period.

Consolidated statement of financial position

TEUR	30 Jun 2022	30 Jun 2021	31 Dec 2021
Assets			
Non-current assets			
Tangible assets	187	327	244
Right-of-use assets	4,187	5,936	5,010
Intangible assets			
Goodwill	46,439	40,933	42,325
Other intangible assets	13,029	11,857	12,092
Other investments	438	438	438
Other long-term receivables	375	158	198
Non-current assets total	64,656	59,649	60,307
Current assets			
Inventories	171	58	207
Trade and other receivables	13,136	11,238	11,705
Cash and cash equivalents	3,032	5,991	3,588
Current assets total	16,339	17,287	15,500
Total assets	80,995	76,936	75,806
Equity and liabilities			
Equity attributable to equity holders of the parent company			
Share capital	1,009	1,009	1,009
Share premium reserve	75	75	75
Distributable equity reserve	13,260	13,260	13,260
Retained earnings	14,296	12,616	13,660
Total equity	28,640	26,960	28,004
Non-current liabilities			
Deferred tax liabilities	746	607	610
Financial liabilities	24,259	24,177	24,217
Lease liabilities	2,366	4,035	3,330
Non-current liabilities total	27,371	28,819	28,158
Current liabilities			
Financial liabilities	5,772		
Trade and other payables	17,095	18,884	17,595
Provisions	90	59	73
Lease liabilities	2,027	2,214	1,976
Current liabilities total	24,984	21,158	19,644
Total equity and liabilities	80,995	76,936	75,806

Consolidated cash flow statement

TEUR	1-6/2022	1-6/2021	1-12/2021
Cash flow from operating activities			
Profit for the financial period	705	3,007	4,100
Adjustments for operating profit	3,728	3,693	7,096
Changes in working capital	-2,641	1,263	514
Interests paid	-237	-176	-1,772
Interests received	10	10	16
Net cash flow from operating activities	1,565	7,797	9,955
Cash flow from investing activities			
Business acquisitions	-4,922	-1,000	-2,855
Investments in tangible and intangible assets	-1,782	-1,547	-3,064
Net cash used in investing activities	-6,704	-2,547	-5,920
Cash flow from financing activities			
Short-term loans, increase	5,772		
Payment of finance lease liabilities	-1,189	-1,227	-2,415
Dividend payment		-2,909	-2,909
Net cash used in financing activities	4,583	-4,137	-5,325
Changes in cash and cash equivalents	-556	1,114	-1,289
Cash and cash equivalents at the beginning of period	3,588	4,877	4,877
Cash and cash equivalents at the end of period	3,032	5,991	3,588

Consolidated statement of changes in equity

TEUR	Share capital	Share premium account	Invested unrestricted equity reserve	Currency translation difference	Retained earnings	Total
Equity 1 Jan 2021	1,009	75	12,910	-99	12,613	26,509
Profit for the financial period					3,007	3,007
Other items on comprehensive income				4		4
Total comprehensive income	0	0	0	4	3,007	3,011
Transactions with owners						
Dividends paid					-2,909	-2,909
Share issue			350			350
Transactions with owners	0	0	350	0	-2,909	-2,559
Equity 30 Jun 2021	1,009	75	13,260	-95	12,711	26,960
Equity 1 Jan 2022	1,009	75	13,260	-144	13,805	28,004
Profit for the financial period					705	705
Other items on comprehensive income				-69		-69
Total comprehensive income	0	0	0	-69	705	636
Equity 30 Jun 2022	1,009	75	13,260	-213	14,509	28,640

Revenue from contracts with customers

Solteq Digital

TEUR	4-6/2022	4-6/2021	1-6/2022	1-6/2021	1-12/2021
Services	10,758	11,293	21,638	21,683	41,692
Software and hardware sales	633	587	1,556	1,371	2,610
Total	11,390	11,880	23,194	23,054	44,302

Solteq Software

TEUR	4-6/2022	4-6/2021	1-6/2022	1-6/2021	1-12/2021
Services	3,759	4,299	7,952	8,422	15,308
Recurring revenue / SaaS	2,353	1,900	4,761	3,709	7,789
Non-recurring sales	436	408	1,269	685	1,656
Total	6,547	6,607	13,982	12,816	24,753
Group total	17,937	18,487	37,176	35,870	69,055

Total investments

TEUR	4-6/2022	4-6/2021	1-6/2022	1-6/2021	1-12/2021
Group total	971	531	7,385	3,895	7,147

Maturity of financial liabilities

	Book value	Contractual cash flows	1-12 months	13-24 months	25-36 months	Later
TEUR						
Financial liabilities, 30 Jun 2022						
Bond	22,796	27,149	1,383	1,383	24,383	
Loans from financial institutions	1,463	1,525	95	414	359	657
Lease liabilities	4,393	4,483	2,188	1,469	786	39
Trade payables	3,717	3,717	3,717			
Financial liabilities total	32,369	36,874	7,383	3,266	25,528	697
Financial assets, 30 Jun 2022						
Trade receivables	10,372					
Cash and cash equivalents	3,032					
Financial assets total	13,405					

The company has a standby credit limit of EUR 5,000 thousand and a bank account credit limit of EUR 2,000 thousand. At the end of the review period, EUR 5,000 thousand (0) of the standby credit limit and EUR 772 thousand (0) of the bank account credit limit were in use.

Fair value of financial assets and liabilities

The fair values of the financial assets and liabilities are mainly the same as the book values. Hence, they are not presented in table form in the Half-Year Report.

Liabilities

TEUR	30 Jun 2022	30 Jun 2021	31 Dec 2021
Business mortgages	10,000	10,000	10,000
Off-balance sheet lease liabilities	1,569	1,552	1,642

Related party transactions

There were no related party transactions reported in the review or the comparison period.

Major shareholders June 30, 2022

		Shares and votes	
		number	%
1.	Profiz Business Solution Oy	2,060,769	10.62
2.	Elo Mutual Pension Insurance Company	2,000,000	10.31
3.	Ilmarinen Mutual Pension Insurance Company	1,651,293	8.51
4.	Varma Mutual Pension Insurance Company	1,545,597	7.97
5.	Aktia Capital Mutual Fund	770,000	3.97
6.	Aalto Seppo Tapio	615,000	3.17
7.	Saadetdin Ali Urhan	602,216	3.10
8.	Säästöpankki Small Cap Mutual Fund	500,000	2.58
9.	Vätäinen Olli Pekka	313,178	1.61
10.	OP-Finland Micro Cap	300,000	1.55
10 largest shareholders total		10,358,053	53.40
Total of nominee-registered		668,129	3.44
Others		8,370,319	43.15
Total		19,396,501	100.00

Financial performance indicators

	4-6/2022	4-6/2021	1-6/2022	1-6/2021	1-12/2021
Revenue, MEUR	17.9	18.5	37.2	35.9	69.1
Change in revenue, %	-3.0	22.6	3.6	16.6	14.2
Operating profit, MEUR	0.4	2.4	1.8	4.7	7.1
% of revenue	2.3	13.2	4.8	13.0	10.3
Result before taxes, MEUR	-0.1	2.0	0.9	3.8	5.2
% of revenue	-0.6	10.8	2.5	10.7	7.6
Net investments in non-current assets, MEUR	1.0	0.5	7.4	3.9	7.1
Equity ratio, %			35.4	35.3	36.9
Net debt, MEUR			31.4	24.4	25.9
Gearing, %			109.6	90.6	92.6
Return on equity, rolling 12 months, %			6.5	15.8	15.0
Return on investment, rolling 12 months, %			8.0	13.9	13.0
Personnel at end of period			682	650	648
Personnel average for period			677	628	637

Key indicators per share

	4-6/2022	4-6/2021	1-6/2022	1-6/2021	1-12/2021
Earnings per share, EUR (undiluted)	0.00	0.08	0.04	0.16	0.21
Earnings per share, EUR (diluted)	0.00	0.08	0.04	0.16	0.21
Equity per share, EUR			1.48	1.39	1.44

Alternative performance measures to be used by Solteq Group in financial reporting

Solteq uses alternative performance measures to describe the company's underlying financial performance and to improve the comparability between review periods. The alternative performance measures should not be regarded as indicators that replace the financial key figures as defined in IFRS standards.

Performance measures used by Solteq Group are EBITDA, equity ratio, gearing, return on equity, return on investment, net debt, and the share of recurring revenue of the total revenue of Solteq Software segment. The calculation principles of these financial key figures are presented as part of this Half-Year Report. The performance measures presented as rolling 12 months include the total figures of the past four quarters.

Items affecting comparability and alternative performance measures

Items affecting comparability:

Transactions that are unrelated to the regular business operations, or valuation items that do not affect the cash flow, but have an important impact on the income statement, are adjusted as items affecting comparability. These non-recurring items may include the following:

- Significant restructuring arrangements and related financial items
- Impairments
- Items related to the sale or discontinuation of significant business operations
- Costs incurred by the re-organization of operations
- Costs incurred by the integration of acquired business operations
- Non-recurring severance packages
- Fee items that are not based on cash flow
- Costs incurred by changes in legislation
- Fines and similar indemnities, damages, and legal costs

Comparable operating profit (EBIT)

The reconciliation of the comparable operating profit to operating profit is presented in the table below. The same adjusting items apply when reconciling the comparable EBITDA to EBITDA.

TEUR	4-6/2022	4-6/2021	1-6/2022	1-6/2021	1-12/2021
Operating profit (EBIT)	414	2,440	1,798	4,672	7,123
Items affecting comparability					
Acquisition costs			124	64	189
Cost of integrating the acquired business	10		24		7
Non-recurring severance packages		41	36	41	68
Costs incurred by the re-organization of operations	160		189		25
Total items affecting comparability	170	41	372	105	289
Comparable operating profit (EBIT)	585	2,481	2,170	4,777	7,412

Calculation of financial ratios

Equity ratio, %: $\text{equity} / (\text{balance sheet total} - \text{advances received}) \times 100$

Gearing, %: $(\text{interest bearing liabilities} - \text{cash and cash equivalents}) / \text{equity} \times 100$

Return on Equity (ROE), %: $\text{profit for the financial period (rolling 12 months)} / \text{equity (average for the period)} \times 100$

Return on investment (ROI), %: $(\text{profit before taxes} + \text{finance expenses (rolling 12 months)}) / (\text{balance sheet total} - \text{interest free debt (average for the period)}) \times 100$

Earnings per share: $(\text{profit before taxes} -/+ \text{minority interest}) / \text{adjusted average basic number of shares}$

Diluted earnings per share: $(\text{profit before taxes} -/+ \text{minority interest}) / \text{adjusted average diluted number of shares}$

Equity per share: $\text{equity} / \text{number of shares}$

EBITDA: $\text{operating profit} + \text{depreciation and impairments}$

Net debt: $\text{interest bearing liabilities} - \text{cash and cash equivalents}$

Share of recurring revenue of the total revenue of Solteq Software segment: $\text{recurring revenue} / \text{SaaS} / \text{total revenue of Solteq Software segment}$

Business Combinations

On January 3, 2022, Solteq Plc signed an agreement to purchase the entire share capital of the energy software company Enerity Solutions Oy. Through the acquisition, Solteq is expanding its software offering in the utilities sector, which is one of the company's key growth drivers in the Nordic market. The deal also further increases the company's expertise in the changing operating environment of the energy sector. Enerity Solutions specializes in software solutions for electricity trading and grid profitability and risk management.

TEUR **1-6/2022**

Consideration

Paid in cash	5,291
Total	5,291

Values of the assets and liabilities arising from the acquisition

Tangible assets	5
Intangible assets **	577
Trade and other receivables	229
Cash and cash equivalents	869
Total assets	1,680

Trade payables and other liabilities	445
Financial liabilities	115
Total liabilities	560

The goodwill value of the acquisition **4,171**

Cash flow from the acquisition

Consideration paid in cash in 2022	5,291
Cash and cash equivalents of the acquired companies	869
Total cash flow from the acquisition	4,422

Goodwill consists of assets that cannot be separated like synergy benefits, competent personnel, market share and entrance to new market.

** Depreciations of the intangible rights during the reporting period are EUR 58 thousand.

Expenses related to the acquisition

Other expenses	124
Total expenses related to the acquisition	124

Impact on the Solteq Group's number of personnel **17**

Impact on the Solteq Group's comprehensive income statement

Revenue *	1,212
Operating profit *	280

* The amount of the revenue and the operating profit from the acquisition date to the end of the reporting period. Enerity Solutions Oy is consolidated to Solteq Group as of the beginning of the reporting period. The company was merged into the parent company on June 1, 2022.

Business Combinations in the Financial Year 2021

Solteq Plc acquired Partiture Oy's professional services business, specializing in utilities sector. The agreement was effective as of March 1, 2021. The utilities sector is one of the Solteq's key drivers for growth in the Nordic market. As a result of the business transfer agreement, 16 experts transferred to Solteq. The debt-free purchase price of the transfer was EUR 2,350 thousand.

EUR 350 thousand of the business acquisition purchase price was paid for with new Solteq shares measured at fair value, based on the authorization given to the Board, by the Annual General Meeting on June 10, 2020 and the rest of the purchase price with existing cash funds. EUR 1,000 thousand of the purchase price was paid at the time of signing the agreement, and the rest was paid on December 15, 2021.

The business transfer agreement created an intangible asset related to the customer contracts transferred to Solteq Plc with the agreement. In addition, goodwill of EUR 1,991 thousand, which consists of non-separable assets, such as synergies, competent personnel, and market share, was recognized for the transaction. The goodwill is tax-deductible.

A total of EUR 64 thousand of expenses related to the business transfer agreement were recognized in other operating expenses.

TEUR	1-12/2021
Intangible assets	448
Total assets	448
Deferred tax liabilities	90
Total liabilities	90
Net assets acquired	359
Total consideration	2,350
Goodwill	1,991
Impact on cash flows	
Paid in cash	2,000
Cash flow from investing activities	-2,000
Consideration	
Paid in cash	2,000
Directed issue	350
Total	2,350

Solteq Plc's Danish subsidiary, Solteq Denmark A/S, signed a share purchase agreement on October 1, 2021, whereby it acquired a management consulting business specialized in the utilities sector. The acquisition consisted of the consulting business of Kouno P/S and the share capital of Forsyning 360 ApS. As a result of the acquisition, 9 employees joined the Solteq Denmark Group. The debt-free purchase price of the transaction was EUR 1,425 thousand. EUR 855 thousand of the purchase price was paid at the time of signing the agreement, and the rest was paid in 2022.

A total of EUR 57 thousand of expenses related to the acquisition were recognized in other operating expenses.

The revenue and operating profit of the acquired companies is not presented as if the consolidation would have happened in the beginning of the financial year because it has no significant effect on Solteq Group's figures.

Financial reporting

Solteq Plc's financial information bulletins in 2022 have been scheduled as follows:

- Interim Report 1-9/2022 Thursday October 27, 2022 at 8.00 am

More investor information is available on Solteq's website at www.solteq.com.

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