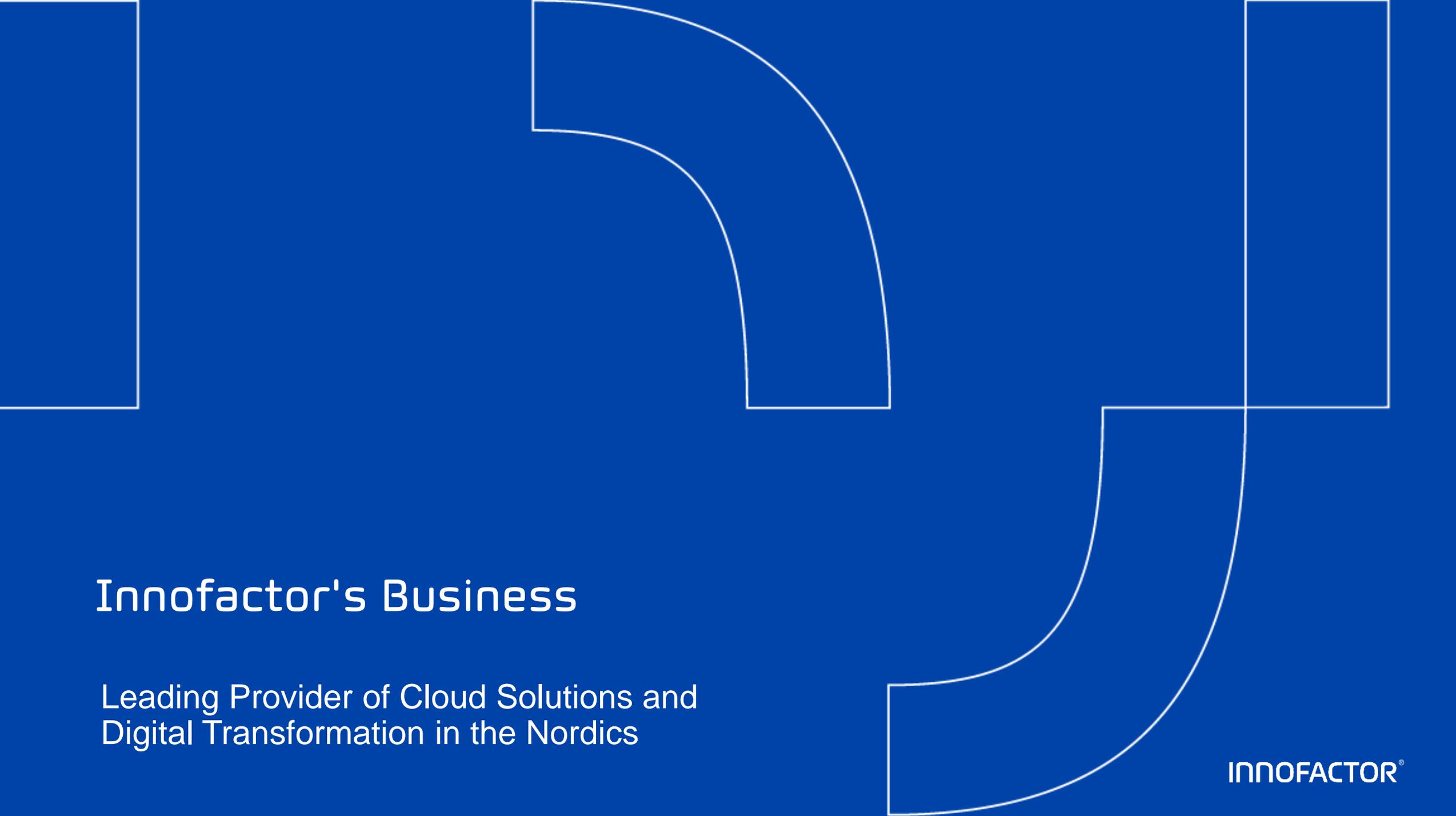




# Innofactor Plc Half-Yearly Report for Q2 2017

August 1, 2017  
Sami Ensio, CEO

INNOFACTOR®

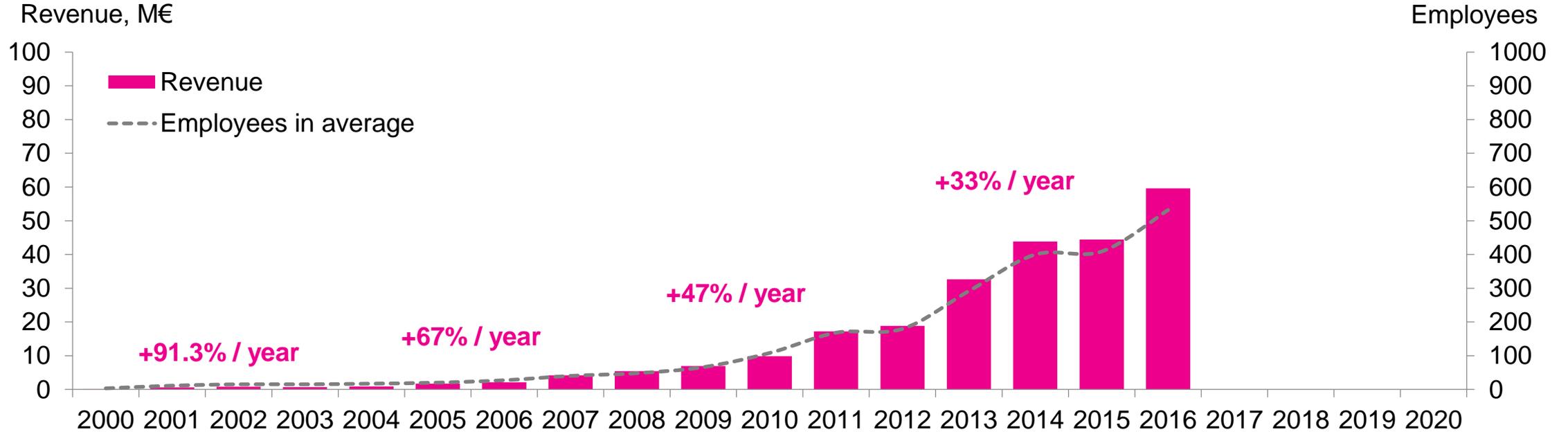


# Innofactor's Business

Leading Provider of Cloud Solutions and  
Digital Transformation in the Nordics

INNOFACTOR®

# Systematic Growth since 2000



## Start Up – Everything for Everyone

- Innofactor founded by Sami Ensio in Jan 2000
- Innofactor’s first Microsoft-based product “Prime” released

## #1 in Selected Micro Segments

- Microsoft SharePoint pioneer
- First M&A activities

## #1 Microsoft-based Provider in Finland

- CRM, BI and case management included in the offering
- Reverse IPO, NASDAQ Helsinki

## #1 Microsoft-based Provider in the Nordics

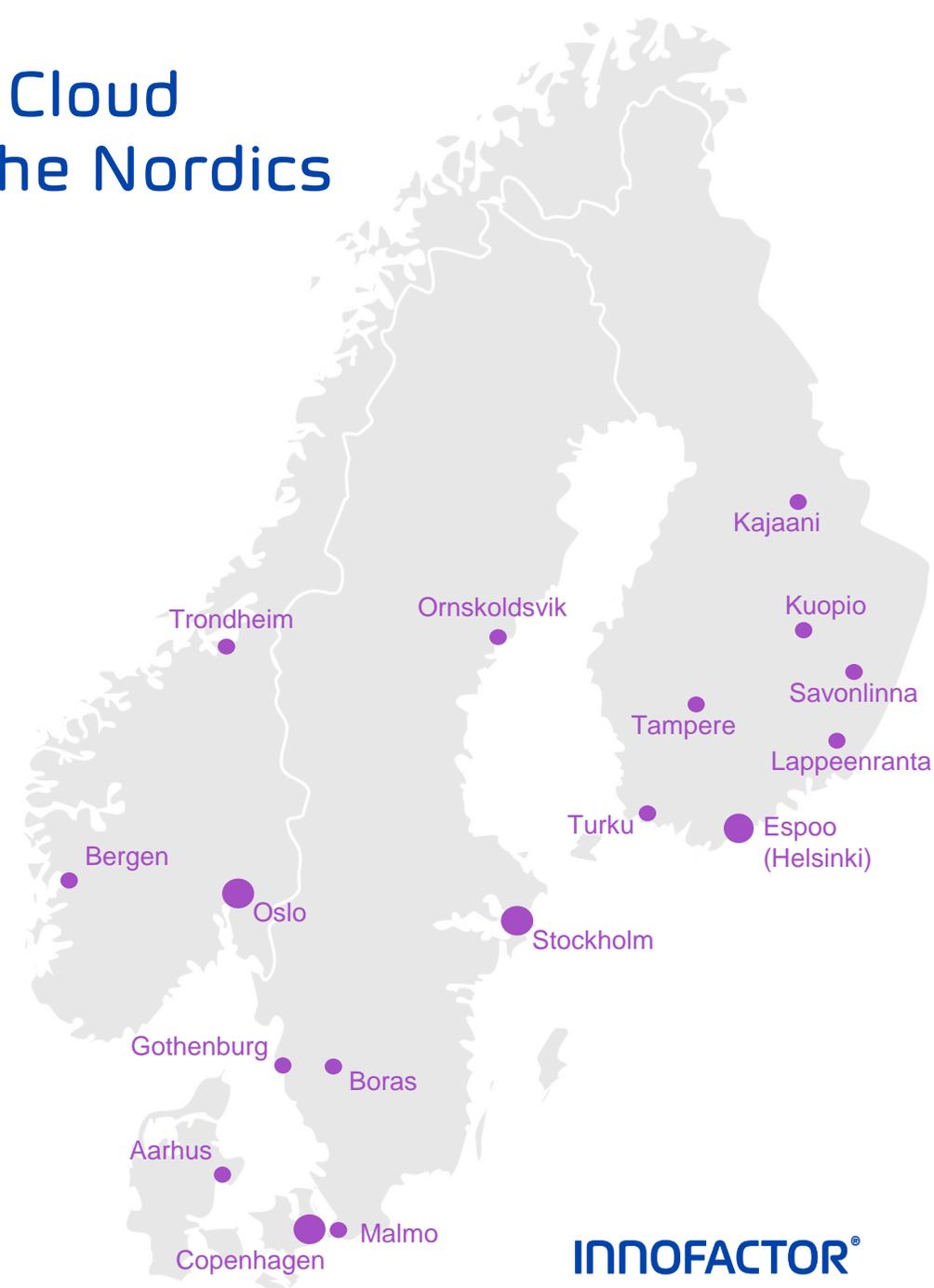
- Cloud transition
- Several acquisitions in the Nordic countries

## #1 Provider of Cloud Solutions and Digital Transformation in the Nordics

- Harmonizing offering across the Nordics
- 20% organic growth and 20% EBITDA in the year 2020

# Innofactor in Brief – Leading Provider of Cloud Solutions and Digital Transformation in the Nordics

- 1,500+ customers from commercial, public sector and membership-based organizations
- 15 enterprise-level Microsoft Gold Competencies
- 600+ professionals (350+ in Finland), 1600+ Microsoft certificates, 10+ MVPs
- Revenue EUR 59.6M (2016)
- Growth 28+% and EBITDA 8+% (2012 to 2016 average)
- Listed in NASDAQ Helsinki, 10,000+ shareholders



Microsoft Partner



- Gold Application Development
- Gold Application Integration
- Gold Cloud Customer Relationship Management
- Gold Cloud Platform
- Gold Cloud Productivity
- Gold Collaboration and Content
- Gold Customer Relationship Management
- Gold Data Analytics
- Gold Datacenter
- Gold Data Platform
- Gold Devices and Deployment
- Gold Enterprise Mobility Management
- Gold Enterprise Resource Planning
- Gold Identity and Access
- Gold Project and Portfolio Management

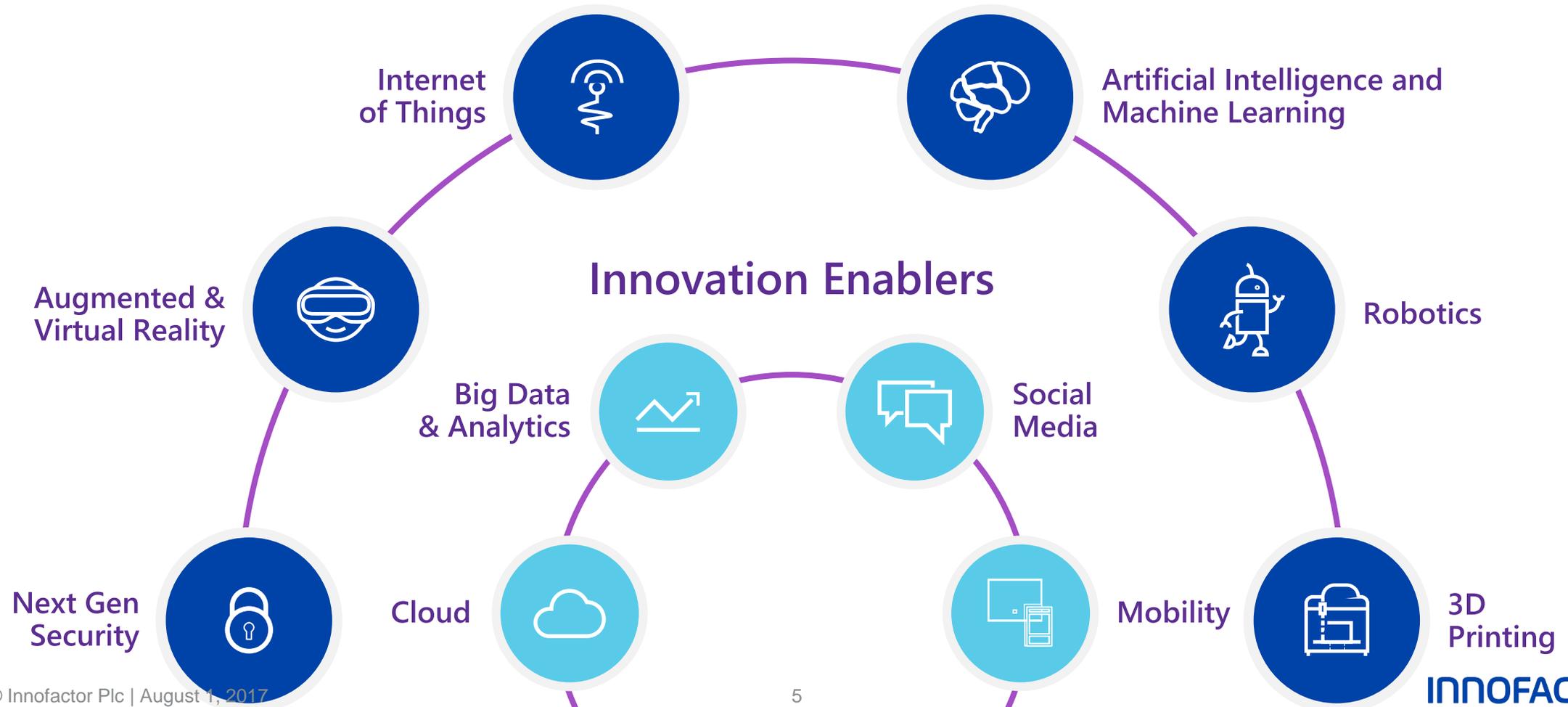


**NASDAQ**  
Listed Company

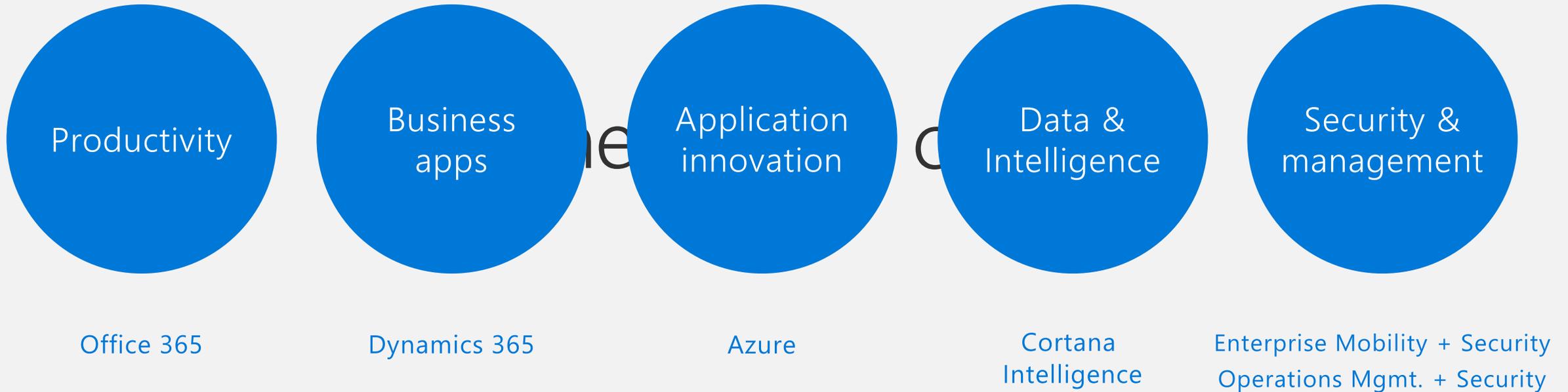


# Digital Transformation

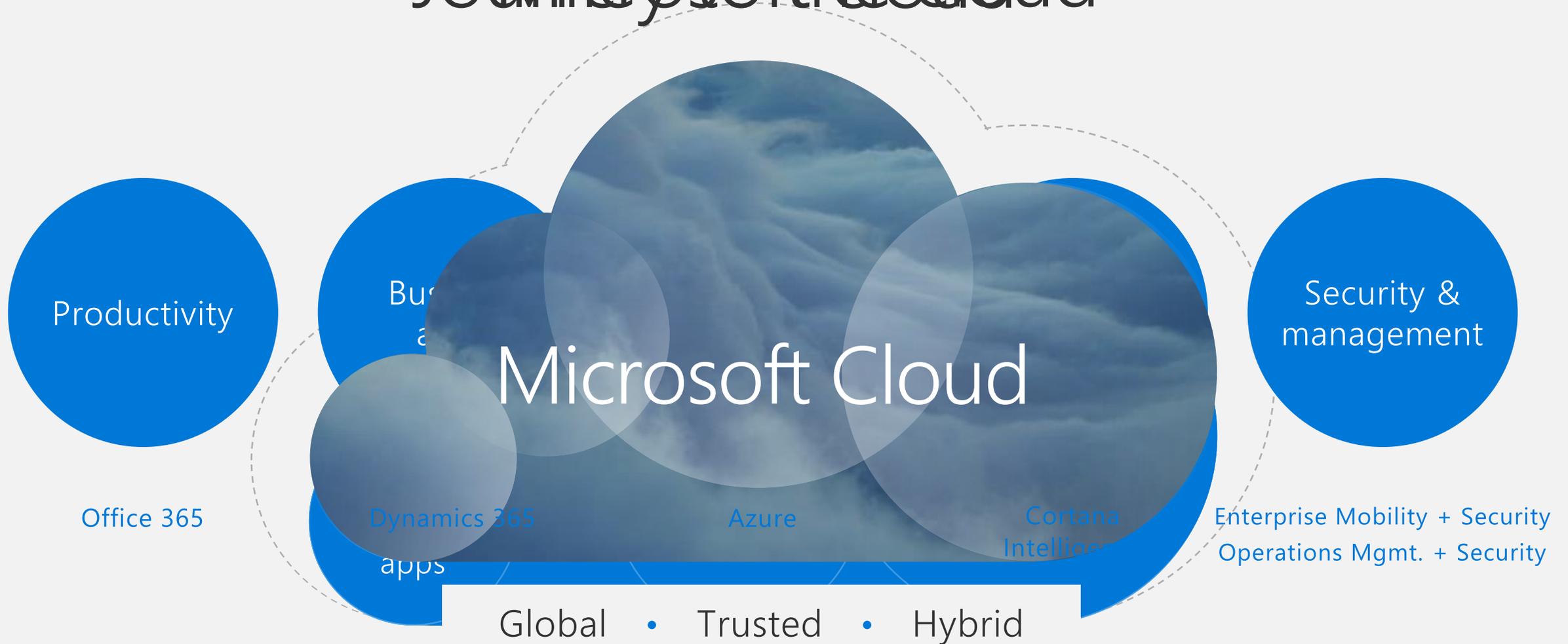
## Key Trends Driving Innovation



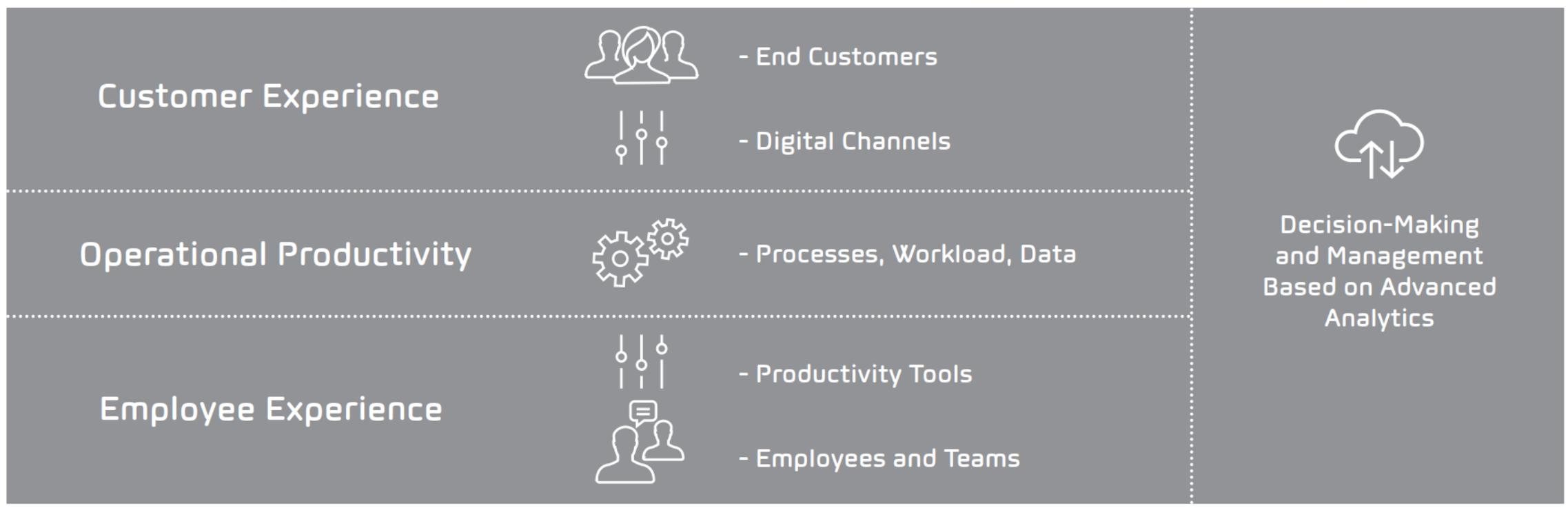
# Journey to the cloud



# Journey of the cloud



# Our Vision of a Modern Organization



# The Innofactor Offering – Keys to Realizing the Digital Vision of a Modern Organization





## Digital Vision and Processes

## Digital Business

## Business Productivity

## Flexible Collaboration

## Intelligent Cloud

### Modern Organization

- Customercare, Marketing, Sales and Support
- Production, Logistics, Delivery and Projects
- Business and Product Development and Innovation
- Financial Management and Business Forecasting
- HR, Quality, Risk Management, ICT and Legal

### Modern Customer Experience

- Service Design
- Digital Marketing
- Websites and Mobile Applications
- Digital Customer Service

### Modern Business Experience

- Customer Relationship Management (CRM) and xRM
- Project and Portfolio Management (PPM)
- Enterprise Resource Planning (ERP) and Customized Solutions
- Information, Case and Quality Management
- Business Intelligence (BI)

### Modern Employee Experience

- Mobile Productivity
- Digital Collaboration
- Enterprise Communication

### Modern Cloud Experience

- Managed Azure Services
- Identity Management
- Enterprise Mobility and Security (EMS)
- Operations Management and Security (OMS), and System Management
- Advanced Analytics, Machine Learning and IoT

# Top Nordic customers: 1500+ Commercial, Public Sector and Membership-based Customers



## Our Mission:

We empower organizations and people to make a difference in the digital world.

## Our Vision:

We are the leading provider of cloud solutions and digital transformation in each of the Nordic Countries.

## Our long-term financial goals are:

- To achieve annual organic growth of about 20 percent by 2020
- To achieve about 20 percent EBITDA in relation to the net sales by 2020
- To keep the cash flow positive and secure solid financial standing in all situations

## Our Strategy:



# Microsoft Has the Leading Ecosystem in Innofactor's Strategic Focus Areas

- Microsoft is the leading global provider in Innofactor's strategic focus areas
- By focusing on the Microsoft ecosystem Innofactor can attract the best talent and know-how and have close relations to Microsoft
- If Microsoft were to lose its leading position in some areas Innofactor could transition to other partners in these areas

## Cloud infrastructure\*



## Analytics\*



## CRM\*



## ERP\*\*



# Innofactor Competitive Positioning in the Nordic EUR 10 Billion Microsoft IT Services Market

Nordic IT services market  
25 billion euro\*

**Large companies, in every Nordic Country, all solution areas, and several technologies**  
- E.g. Tieto, CGI, Fujitsu and Accenture

Nordic Microsoft IT-services market  
10 billion euro\*\*

**Mid-sized, not in all Nordic Countries, several technologies**  
- E.g. Siili, Solita, Digia, Netcompany and Precio

**Our Competitive Advantage:**  
- leading know-how in Microsoft-based solutions  
- productized offering

**Our Competitive Advantage:**  
- more skilled local professionals  
- better productized offering  
- more flexible mode of operation

**INNOFACTOR®**

**Our Competitive Advantage:**  
- Trustworthiness of a listed company  
- Established processes  
- Strong customer references.

**Our Competitive Advantage:**  
- leading know-how in Microsoft-based solutions  
- stronger industry focus & knowledge  
- Broader offering

**Mid-sized, in every Nordic Country, focusing on specific solutions**  
- E.g. Affecto, Atea, HiQ, Knowit and EG

**Small companies, usually only in home market, one solution or one technology**  
- E.g. Sulava, Cloudriven ja Proactive

>>+4%

+3–4%

\* Source: IDC, internet

\*\* Estimate Microsoft market share to approx. 40 %

# The Best Microsoft-professionals Enable Innofactor's Development and Growth



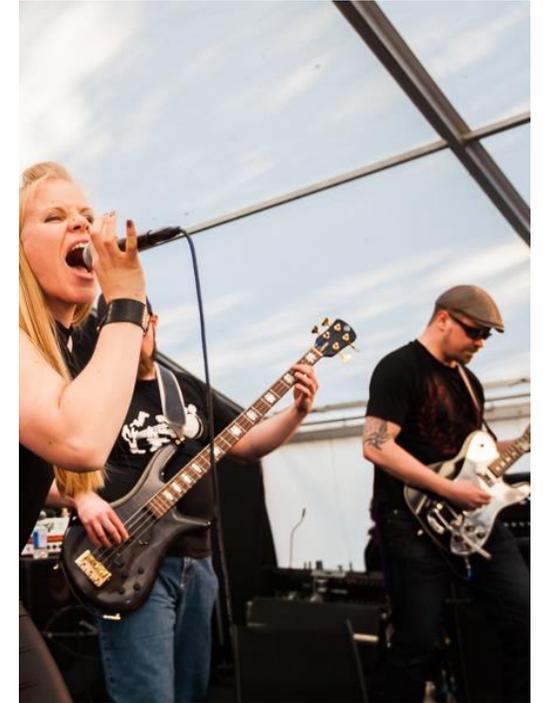
Dynamic community of 600+ leading professionals



1600+ Microsoft certificates



10+ Microsoft Most Valuable Professionals



Inspiring work environment and a culture of winning

# Organization

**Board of Directors**  
 Ari Rahkonen (Ch.) Sami Ensio  
 Jukka Mäkinen Ilari Nurmi  
 Pekka Puolakka Anni Vepsäläinen

**Sami Ensio**  
 President and CEO

**Patrik Pehrsson**  
 CFO

**Sanna Lindner**  
 EVP, HR

**Vesa Syrjäkari**  
 EVP, Biz Dev and Oper Excellence

**PRODUCTS AND SERVICES**  
**Janne Heikkinen**  
 CTO and EVP,  
 Products & Services

**FINLAND**  
**Jari Hahl**  
 EVP, Country Manager,  
 Finland

**SWEDEN**  
**Robert Erlandsson**  
 MD, Country Manager,  
 Sweden

**DENMARK**  
**Per Bendix Olsen**  
 MD, Country Manager,  
 Denmark (acting)

**NORWAY**  
**Stig Nerland**  
 MD, Country Manager,  
 Norway

**Digital Experience**  
**Jyrki Vepsäläinen**  
 Vice President

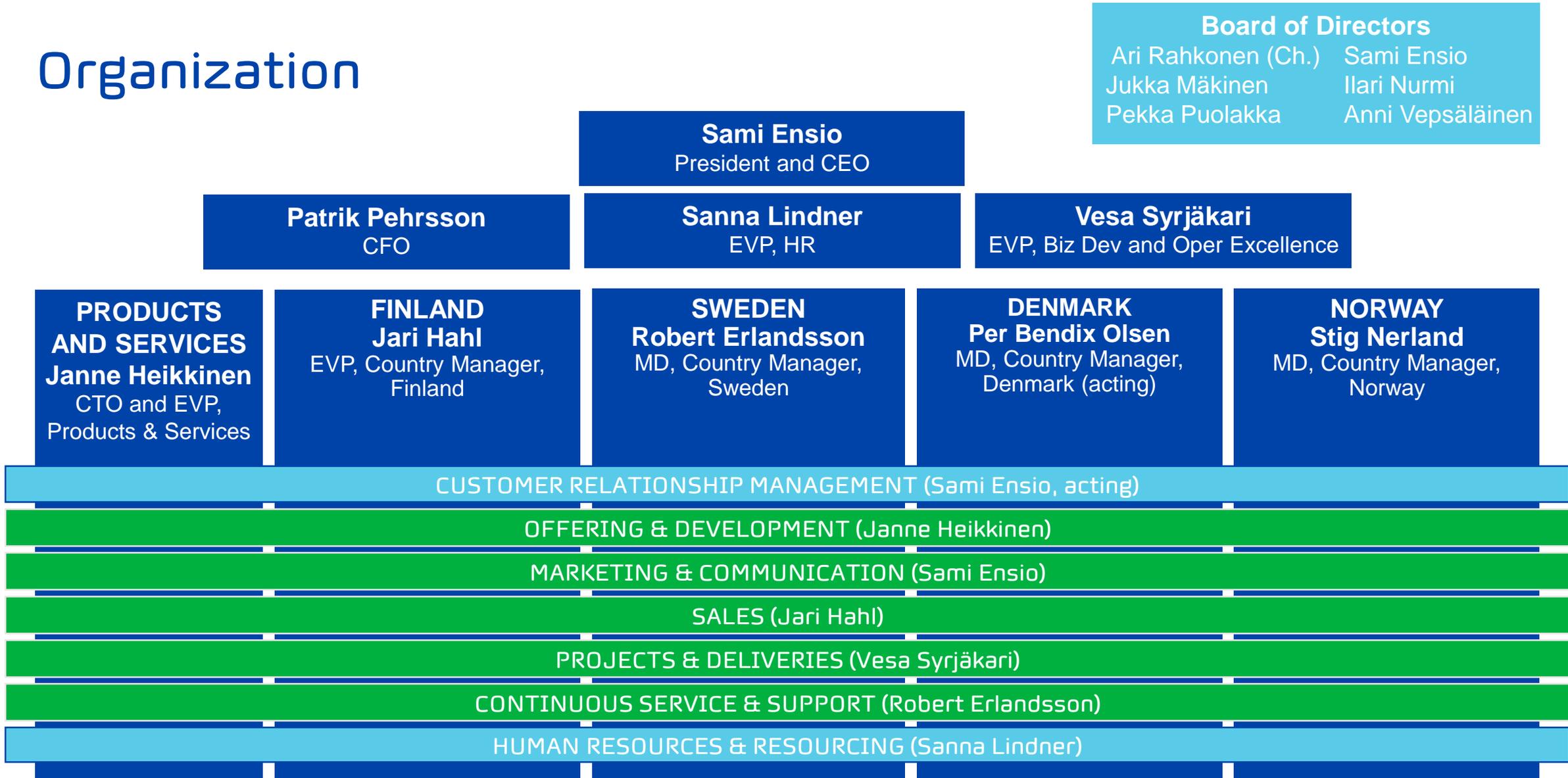
**Business Productivity**  
**Jaakko Karhumaa**  
 Vice President

**Productized Solutions**  
**Mikko Myllys**  
 Vice President

**Corporate Customers**  
**Tommi Flemming**, Vice President

**Public Sector Customers**  
**Antti Pohjolainen**, Vice President

# Organization



# Innofactor's Founder and CEO

## Sami Ensio, born 1971, M.Sc. (Tech.)

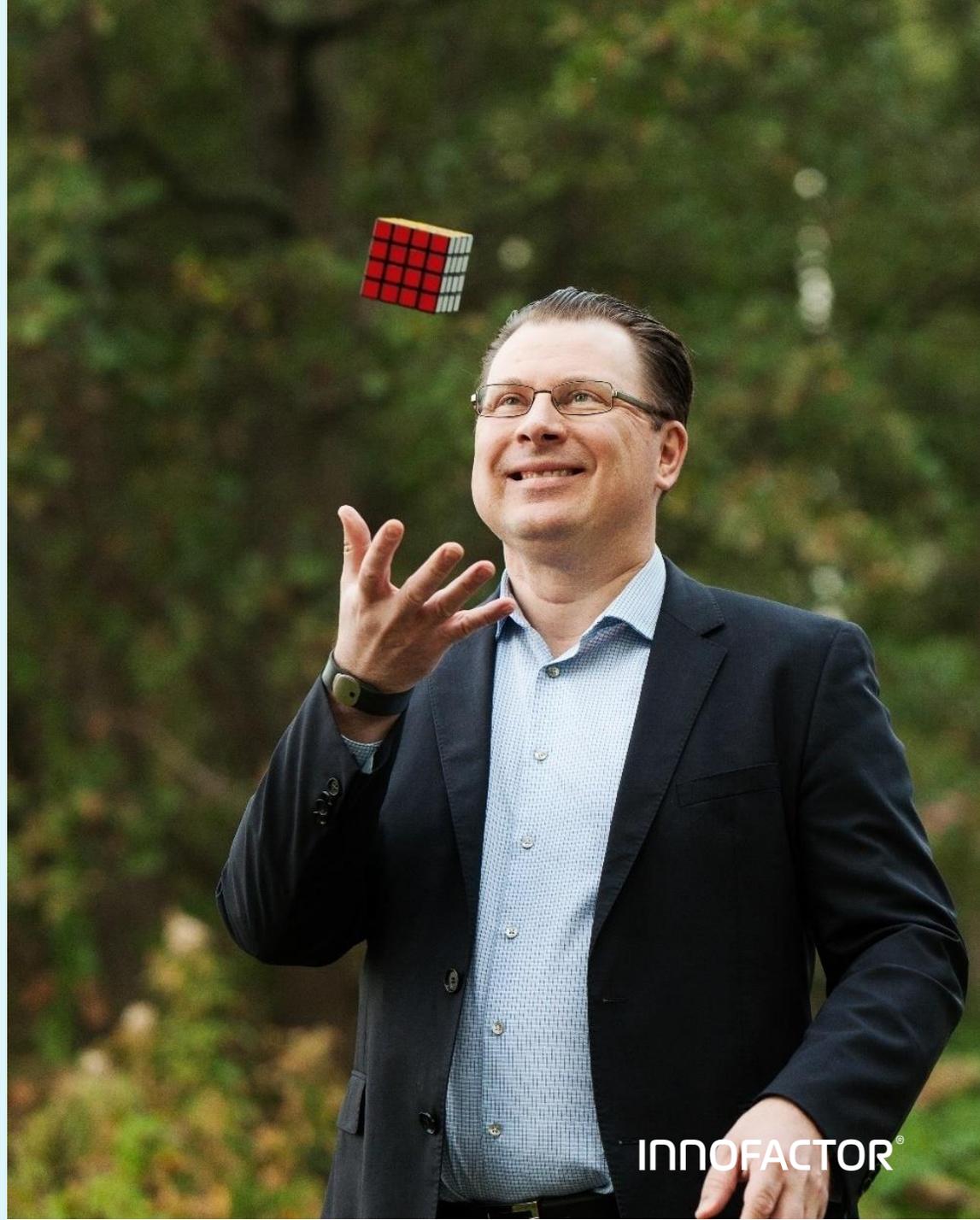
Founder and CEO of Innofactor. Previously member of the Omnitele Management Team. Several positions of trust in the Federation of Finnish Technology Industries and Confederation of Finnish Industries. Member of Partner Advisory Council in Microsoft Corporation.

Sami Ensio's specialties include solid and comprehensive know-how of the software industry as well as strategic and operational leadership and managing profitable growth. Sami Ensio was, for example, selected Software Entrepreneur of the year by the Finnish Software Entrepreneurs Association.

Education: Master of Science (Technology), technical physics, Helsinki University of Technology (Aalto University), legal studies at the University of Helsinki and general business studies at University of California, Los Angeles UCLA.

Shareholding: ~7.5 million shares (over 20%)

More information: <https://fi.linkedin.com/in/ensio>



# Innofactor Group Other Executive Board Members



**Robert Erlandsson**

M.Sc. (Econ. & Bus. Adm.) MD, Country Manager, Sweden. CEO and co-founder of Cinteros AB since 2005. Employed by Innofactor since 2016 (acquisition). Born in 1966. Ownership: about 800 000 shares.



**Jari Hahl**

Diploma in Business Information Technology. EVP, Country Manager, Finland. Employed by Innofactor since 2016. Born in 1962. Ownership: 66 793 shares.



**Janne Heikkinen**

M.Sc. (Tech.) Chief Technology Officer and EVP Products and Services. Employed by Innofactor since 2015. Born in 1974. Ownership: 83 044 shares.



**Sanna Lindner**

M.Sc. (Psychology) VP HR. Employed by Innofactor since 2017. Born in 1973. Ownership: 0 shares.



**Stig Nerland**

M.Sc. (marketing) MD, Country Manager, Norway. Employed by Innofactor since 2016. Born in 1979. Ownership: 0 shares (Earn Out).



**Per Bendix Olsen**

MBA. MD, Country Manager, Denmark (acting). Employed by Innofactor in 2017. Ownership: 0 shares.



**Patrik Pehrsson**

M.Sc. (Econ. & Bus. Adm.) CFO. Employed by Innofactor since 2016. Born in 1971. Ownership: 83 044 shares.



**Vesa Syrjäkari**

M.Sc. (Econ. & Bus. Adm.) EVP, Business Development and Operational Excellence. Employed by Innofactor in 2017. Born in 1960. Ownership: 0 shares

# Board of Directors



**Ari Rahkonen, Chairman**  
BBA. Chairman of the Board and member of Board of Directors as of March 24, 2015. Born in 1963. Ownership: 30 000 shares.



**Sami Ensio**  
M.Sc. (Tech.) CEO of Innofactor Plc since 2010 and member of the Innofactor Plc Board of Directors since 2010. CEO and founder of Innofactor since 2000. Born in 1971. Ownership: 7 468 823 shares.



**Jukka Mäkinen**  
Member of the Board of Directors as of March 27, 2012. Born in 1954. Ownership: 91 599 shares.



**Ilari Nurmi**  
M.Sc. (Tech.). Member of the Board of Directors as of March 26, 2013. Born in 1975. Ownership: 71 436 shares.



**Pekka Puolakka**  
LLM, lawyer. Member of the Board of Directors from since March 24, 2015, and in years 2010–2014. Born in 1971. Ownership: 202 511 shares.



**Anni Vepsäläinen**  
M.Sc. (Tech.) Member of the Board of Directors as of April 4, 2017. Born in 1963. Ownership 8 108 shares.

# Innofactor Nordic Advisory Board



**Jonas Persson, Sweden**  
Industrial Advisor at EQT Partners.  
Former country manager of  
Microsoft Sweden.



**Niels Soelberg, Denmark**  
Independent Consultant. Former  
country manager of Microsoft  
Denmark and Microsoft Vice  
President EMEA Public Sector.



**Knut Aasrud, Norway**  
CEO at Norstat. Former country  
manager of Microsoft Norway and  
Microsoft GM Communications  
Sector EMEA, Former country  
manager of SAP in Norway and  
Sweden.



**Ari Rahkonen, Chairman of Board**  
BBA. Chairman of the Board and  
member of Board of Directors as of  
March 24, 2015. Born in 1963.  
Ownership: 30 000 shares.



**Sami Ensio, President and CEO**  
M.Sc. (Tech.) President and CEO.  
Member of the Board of Directors.  
CEO and founder of Innofactor since  
2000. Born in 1971.  
Ownership: 7 468 823 shares.

## 20% Organic Growth:

Focus on industries that provide the highest growth opportunities and allow us best to scale existing offering in the Nordics, e.g. healthcare

Focus on current customers and cross sales getting bigger share of wallet of customer's digital transformation budget

Improving modern digital marketing and sales skill to achieve better and more cost-effective sales results

# 2020 Goals

## 20% EBITDA:

Shifting revenues from projects and professional services toward products, IP-based and continuously managed services

Getting increasing hour price because of the best Nordic professionals (seniors and juniors) and leading offering

Continuously improving our flexible value-adding delivery model minimizing number of non-invoiced hours and maximizing customer satisfaction

Creating operative Nordic synergies and cost savings, e.g. Nordic ERP



## Financial Information

The first half of the year was passable—we expect to have a strong second half of the year

## Q2/2017 Results

In the second half of the year, Innofactor will focus in clearly improving the profitability

The new director of Nordic public sector business, Per Bendix Olsen from Denmark, will also act as the Country Manager in Denmark as of August 1, 2017, until further notice.

Also another person coming from the Microsoft's head office, Vesa Syrjäkari, will start in the Innofactor's Executive Board on September 1, 2017. His title will be Executive Vice President, Business Development and Operational Excellence.

Revenue

**17.5 M€**

+14.6% vs.  
Q2/2016

EBITDA

**5.0 %**  
**0.9 M€**

-18.5%  
vs.  
Q2/2016

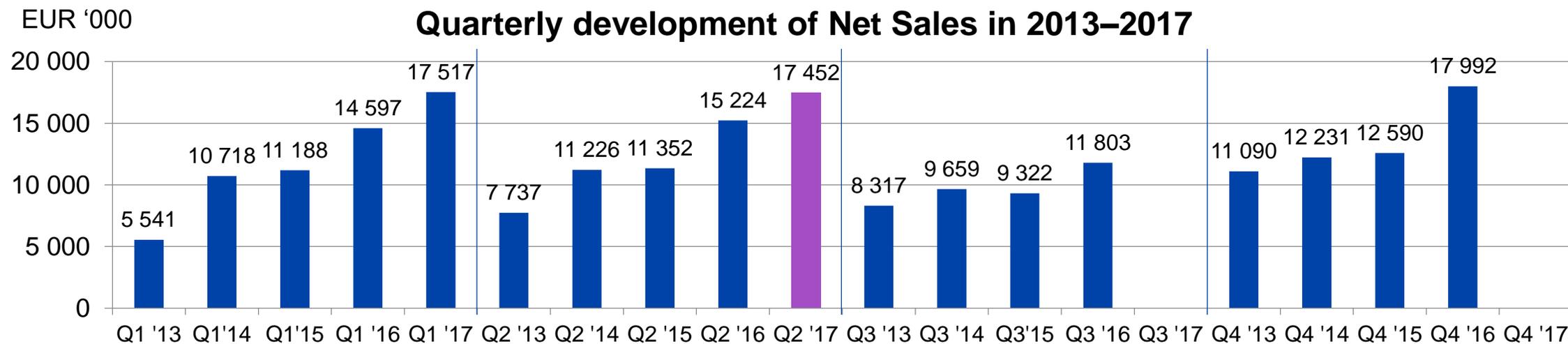
# Q1-Q2/2017 Actuals

## Selected Key Figures

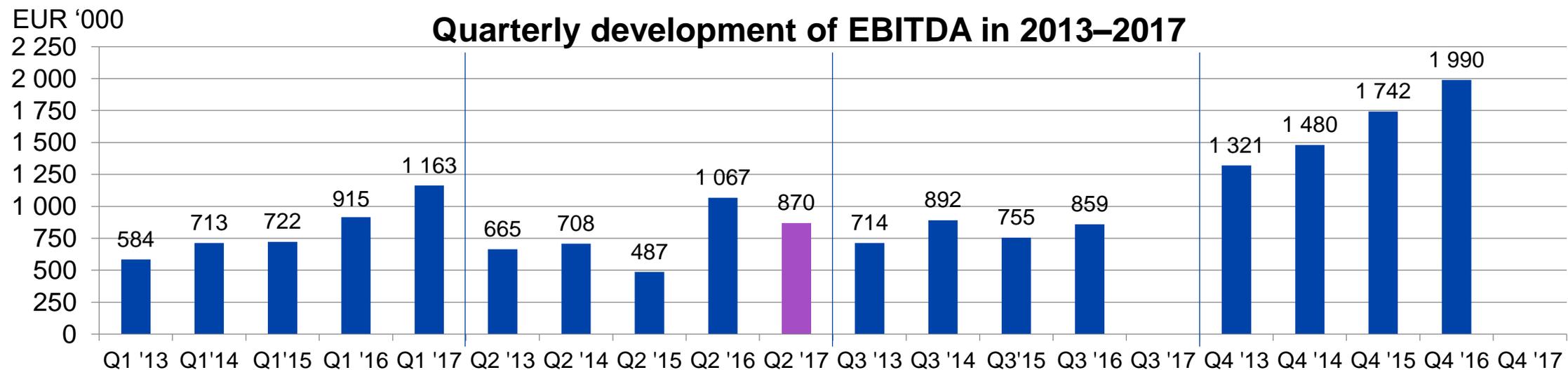
	Q1-Q2 /2017	Q1-Q2 /2016	Change (%)	CEO's comment
<b>Net Sales (kEUR)</b>	<b>34,969</b>	<b>29,821</b>	<b>+17.3%</b>	<i>"Innofactor has estimated that the Nordic IT market will grow faster in 2017 than in the previous years, and this estimate remains the same. The market growth is believed to also increase Innofactor's growth possibilities."</i>
<b>EBITDA (kEUR)</b>	<b>2,033</b>	<b>1,982</b>	<b>+2.6%</b>	<i>"The weaker than expected profitability was contributed to by the lower than expected net sales and the fact that the results from the Danish business operations were significantly less than expected. In Innofactor's history, the end of the year has typically been better in terms of operating margin than the beginning of the year."</i>
<b>Equity Ratio (%)</b>	<b>43.5%</b>	<b>39.3%</b>		<i>"Despite the challenging operating margin level, the cash flow from business activities in the first half of the year remained strong and was approximately EUR 3.9 million (2016: EUR 2.9 million)."</i>

# Quarterly Development of Innofactor Group Financials

## Quarterly development of Net Sales in 2013–2017

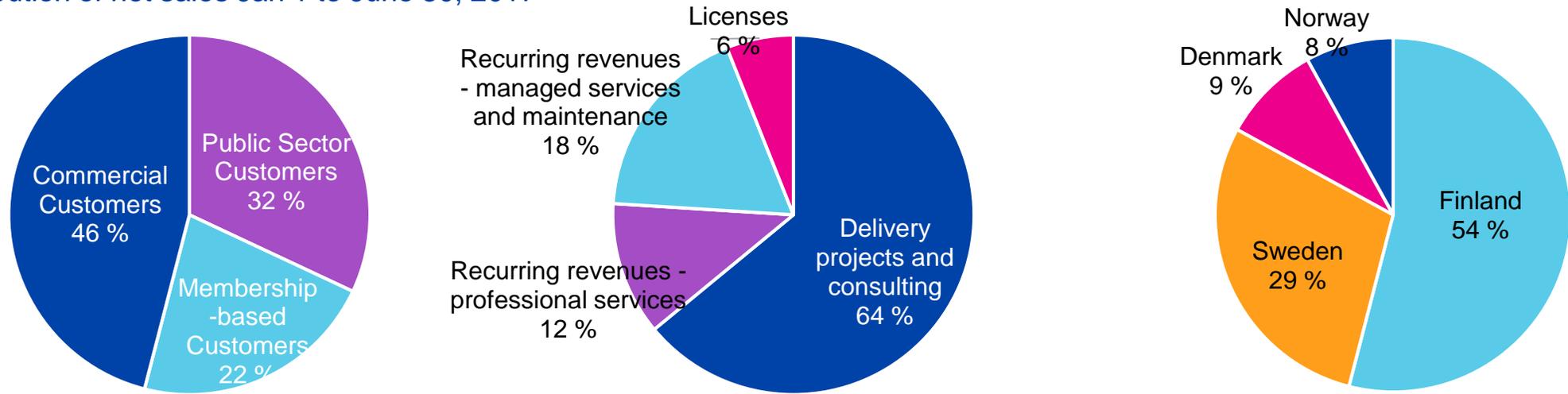


## Quarterly development of EBITDA in 2013–2017



# Customer Base and Long Term Contracts Bring Stability

Distribution of net sales Jan 1 to June 30, 2017



- Strong customers in both public and private sectors bring stability in economic fluctuations
- 10 largest customers account for approximately 27% of net sales
- Recurring revenues from service agreements and license sales bring competitive advantage and business stability
- Sales of labor moving increasingly to frame agreements and continuous maintenance work
- Sweden, Denmark and Norway represented a significant portion of Innofactor's revenues.
- Innofactor's objective is to create a strong position in all Nordic countries

# Innofactor Key Financials, IFRS

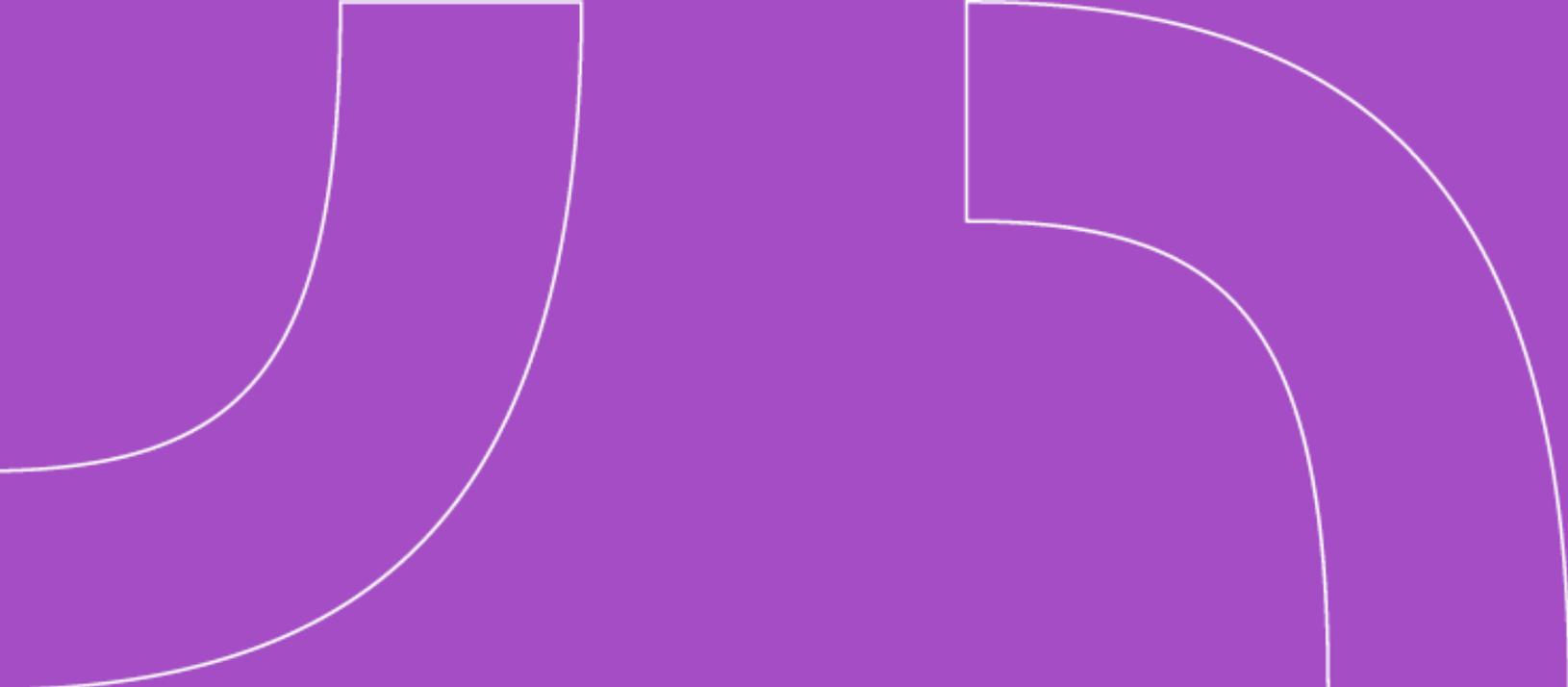
	Apr 1–Jun 30, 2017	Apr 1–Jun 30, 2016	Change	Jan 1–Jun 30, 2017	Jan 1–Jun 30, 2016	Change	Jan 1–Dec 31, 2016
<b>Net sales, EUR thousand</b>	17,452	15,224	14.6%	34,969	29,821	17.3%	59,616
<b>Operating margin (EBITDA), EUR thousand</b>	870	1,067	-18.5%	2,033	1,982	2.6%	4,831
<b>percentage of net sales</b>	5.0%	7.0%		5.8%	6.6%		8.1%
<b>Operating profit/loss (EBIT), EUR thousand**</b>	200	446	-55.2%	687	752	-8.6%	2,332
<b>percentage of net sales**</b>	1.1%	2.9%		2.0%	2.5%		3.9%
<b>Earnings before taxes, EUR thousand**</b>	72	396	-81.8%	418	567	-26.3%	1,920
<b>percentage of net sales**</b>	0.4%	2.6%		1.2%	1.9%		3.2%
<b>Earnings, EUR thousand**</b>	-59	294	-120.1%	19	436	-95.6%	1,516
<b>percentage of net sales**</b>	-0.3%	1.9%		0.1%	1.5%		2.5%
<b>Net gearing</b>	48.9%	52.2%		48.9%	52.2%		70.2%
<b>Equity ratio</b>	43.5%	39.3%		43.5%	39.3%		35.9%
<b>Active personnel on average during the review period***</b>	609	500	21.8%	602	501	20.2%	427
<b>Earnings per share (EUR)</b>	0.0016	0.0096	-83.6%	0.0097	0.0137	-29.3%	0.0467

\*) In accordance with IFRS 3, the operating profit for April 1–June 30, 2017, includes EUR 507 thousand (2016: 455) in depreciations related to acquisitions, consisting of allocations of the purchase price to intangible assets. Adjusted for the said depreciations, Innofactor's operative business profit for the review period of April 1–June 30, 2017, would have been EUR 707 thousand (2016: 901), the operative business result before taxes EUR 579 thousand (2016: 851), the operative business result EUR 463 thousand (2016: 681), and the operative business result per share EUR 0.0141 (2016: 0.0211). In accordance with IFRS 3, the operating profit for January 1–June 30, 2017, includes EUR 1,014 thousand (2016: 910) in depreciations related to acquisitions, consisting of allocations of the purchase price to intangible assets. Adjusted for the said depreciations, Innofactor's operative business profit for the review period of January 1–June 30, 2017, would have been EUR 1,701 thousand (2016: 1,662), the operative business result before taxes EUR 1,432 thousand (2016: 1,447), the operative business result EUR 1,146 thousand (2016: 1,182), and the operative business result per share EUR 0.0347 (2016: 0.0367).

\*\*) The Innofactor Group monitors the number of active personnel. The number of active personnel does not include employees who are on a leave of over 3 months.



Innofactor's revenue and EBITDA in 2017 is estimated to increase from 2016, during which the revenue was EUR 59.6 million and EBITDA was EUR 4.8 million.



## Other Issues

Innofactor received several significant orders during the first half of the year

# The Most Significant Stock Exchange Releases Q2

- On April 6, 2017, Innofactor announced in a stock exchange release that the Hospital District of Helsinki and Uusimaa (HUS) has selected Innofactor as the developer of the Terveyskylä applications. The value of the deal during the contract period is approximately EUR 1.8 million, which is estimated to be contributed to 2017.
- On April 10, 2017, Innofactor announced in a stock exchange release that IF Metall in Sweden selected Innofactor as the provider of the further development and support of IF Metall's membership management system and that the value of the deal is approximately EUR 0,6 million and EUR 4 million at the maximum in 2017–2020.
- On May 3, 2017, Innofactor announced in a stock exchange release that the Board of Directors of Innofactor Plc has in its meeting on May 2, 2017 established a Remuneration Committee.
- On May 3, 2017, Innofactor announced in a stock exchange release that its market maker agreement will end on May 31, 2017.
- On May 8, 2017, Innofactor announced in a stock exchange release about managers' transactions concerning the buying of Innofactor Plc for some board members as a fee for their work in the Board of Directors as decided by the General Meeting.
- On May 30, 2017, Innofactor announced in a stock exchange release that the Hospital District of Helsinki and Uusimaa (HUS) has selected Innofactor as the implementer of its cloud service architecture. The value of the deal during the contract period is approximately EUR 1.2 million, which is estimated to be registered for 2017–2018.
- On May 31, 2017, Innofactor announced in a stock exchange release that it will deliver an ERP system for a Finnish service company. The value of the implementation of the first phase is approximately EUR 0.5 million, which is estimated to be registered for 2017.

# The Most Significant Stock Exchange Releases after Q2

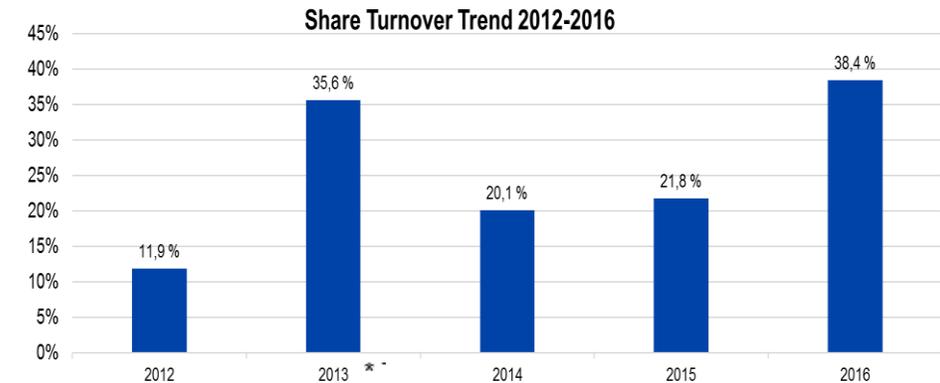
- There are no other significant events in Innofactor after the financial period.

# Largest shareholders June 30, 2017

Nimi	Määrä	Prosenttiosuus
1. Ensio Sami*	7,460,715	20.64%
<i>Ensio Sami</i>	5,295,063	14.63%
<i>Minor under guardianship</i>	724,588	2.00%
<i>Minor under guardianship</i>	724,586	2.00%
<i>Minor under guardianship</i>	724,586	2.00%
2. Tilman Tuomo Tapani	2,645,247	7.31%
3. Ilmarinen Mutual Pension Insurance Company	1,550,000	4.28%
4. Laiho Rami Tapani	1,331,582	3.68%
5. Linturi Kaija and Risto*	1,261,411	3.49%
<i>R. Linturi Oyj</i>	494,107	1.37%
<i>Linturi Kaija Anneli</i>	430,000	1.19%
<i>Linturi Risto Erkki Olavi</i>	337,304	0.93%
6. Ärje Matias Juhanpoika	882,065	2.44%
7. Mäki Antti-Jussi	877,192	2.42%
8. Muukkonen Teemu Heikki	522,230	1.44%
9. Ingman Finance Oy Ab	500,000	1.38%
10. Järvenpää Janne-Olli	315,211	0.87%
11. Kukkonen Heikki-Harri	282,931	0.78%
12. Rausanne Oy	273,040	0.75%
13. Laiho Jari Olavi	270,000	0.75%
14. Hellen Stefan Andreas	250,000	0.69%
15. Karppinen Antti Sakari	200,000	0.55%
16. Mäkinen Antti Vilho Juhani	140,000	0.39%
17. Salmela Alpo Jalmari	128,400	0.35%
18. Muurinen Hannu Olavi	125,750	0.35%
19. Mandatum Life	122,710	0.34%
20. Tiirikainen Vesa Martti	110,750	0.31%

\*) Direct or indirect

# Innofactor Share Price Development Compared to Nasdaq Helsinki Index (Closing July 31, 2017 at €1.68)



\* The high turnover in 2013 is due to the atBusiness acquisition and an option relating to this where Innofactor purchased approx. 4.7 million of its own shares. This constitutes approx. 29 percent of the share turnover in 2013.

In public trading in April 1–June 30, 2017, a total of 7,986,133 shares were traded (2016: 1,546,931 shares), which corresponds to 22.1 percent (2016: 4.7%) of the average number of shares on the said period. In April 1–June 30, 2017, there were 36,188,225 shares on the average (2016: 32,954,980\*). The share trading increased by 416.3 percent compared to the corresponding period in 2016.

## Share Price Development

Beginning of 2017	+46.09%	5 year change	+290.70
1 year change	+75.00%	Year highest	1.80EUR
2 year change	+94.22%	Year lowest	1.13EUR
3 year change	+54.13%		

For more information

<http://www.innofactor.com/investors>

**Sami Ensio, CEO**

+358 50 584 2029

[Sami.ensio@innofactor.com](mailto:Sami.ensio@innofactor.com)

**Patrik Pehrsson, CFO**

+358 50 529 2170

[patrik.pehrsson@innofactor.com](mailto:patrik.pehrsson@innofactor.com)



## Hafslund ASA

Tietoturvan ja hallinnan lisääminen pilvessä Enterprise Mobility & Securityn (EMS) avulla

[Tutustu asiakastarinaa](#)

- INNOFACTOR
- RATKAISUT
- TUOTTEET
- TYÖPAIKAT
- MEDIA
- SIOITTAJAT**
- YHTEYSTIEDOT

### Innofactor sijoituskohteena

- Toimitusjohtajan katsaus
- Missio ja visio
- Konsernin keskeiset tunnustukset
- Kasvu ja taloudelliset tavoitteet
- Liiketoimintaympäristö ja strategia
- Asiakkaat
- Henkilöstö
- Tarjottavat ratkaisut
- Yrityskaupat
- Yritysvastuu
- Tulevaisuudennäkömät (markkinaohjaus)

### Osaketietoa

### Hallinto ja johtaminen

### Tiedotteet, julkaisut ja selvitykset

### Analytiikat

### Sijoittajan kalenteri

### Yhtiökokous

### Sijoittajayhteydet

### Sijoittajat > Innofactor sijoituskohteena

#### Innofactor sijoituskohteena

Johtava pilviratkaisujen ja digitalisaation toteuttaja Pohjoismaissa

Innofactor on johtava digitalisaation ja pilviratkaisujen toteuttaja Pohjoismaissa. Innofactorilla on Pohjoismaiden laajin Microsoft-ekosysteemin ratkaisutarjonta ja johtava osaaminen. Innofactorilla työskentelee yli 800 innostunutta ja motivoitunutta huippuasiantuntijaa Suomessa, Ruotsissa, Tanskassa ja Norjassa. Innofactorin asiakkaina on yli 1 500 yritystä, julkishallinnon ja kolmannen sektorin organisaatioita. Vuosina 2012–2016 Innofactorin liikevaihdon vuotuinen kasvu on ollut keskimäärin 28 %. Innofactor Oyj:n osake on noteerattu NASDAQ Helsinki Oyj:n päälistalla toimialalla teknologia.

#### Inderes CEO Corner (22.6.2017)

Inderesin CEO Cornerissa esitellään pörssiyritysten toimitusjohtajia haastattelujen avulla ja tuodaan sijoittajille tietoa yhtiöiden strategiasta ja tulevaisuuden näkymistä. Lue toimitusjohtaja [Sami Ension CEO Corner -haastattelu](#).

#### Innofactorin Q1 2017 (3.5.2017)



€ 1,68

31.07.2017 18:29 EET

Muutos	%	Ylin	Alin
€ +0,04	+2,44%	€ 1,88	€ 1,62

#### Pörssitiedotteet

18.07.2017

Innofactorin tammi–kesäkuun 2017 puolivuosisikatsauksen julkaiseminen

31.05.2017

Innofactor toteuttaa toiminnanohjausjärjestelmän suomalaiselle palvelualan yritykselle

[NÄYTÄ KAIKKI](#)

#### Uutiset

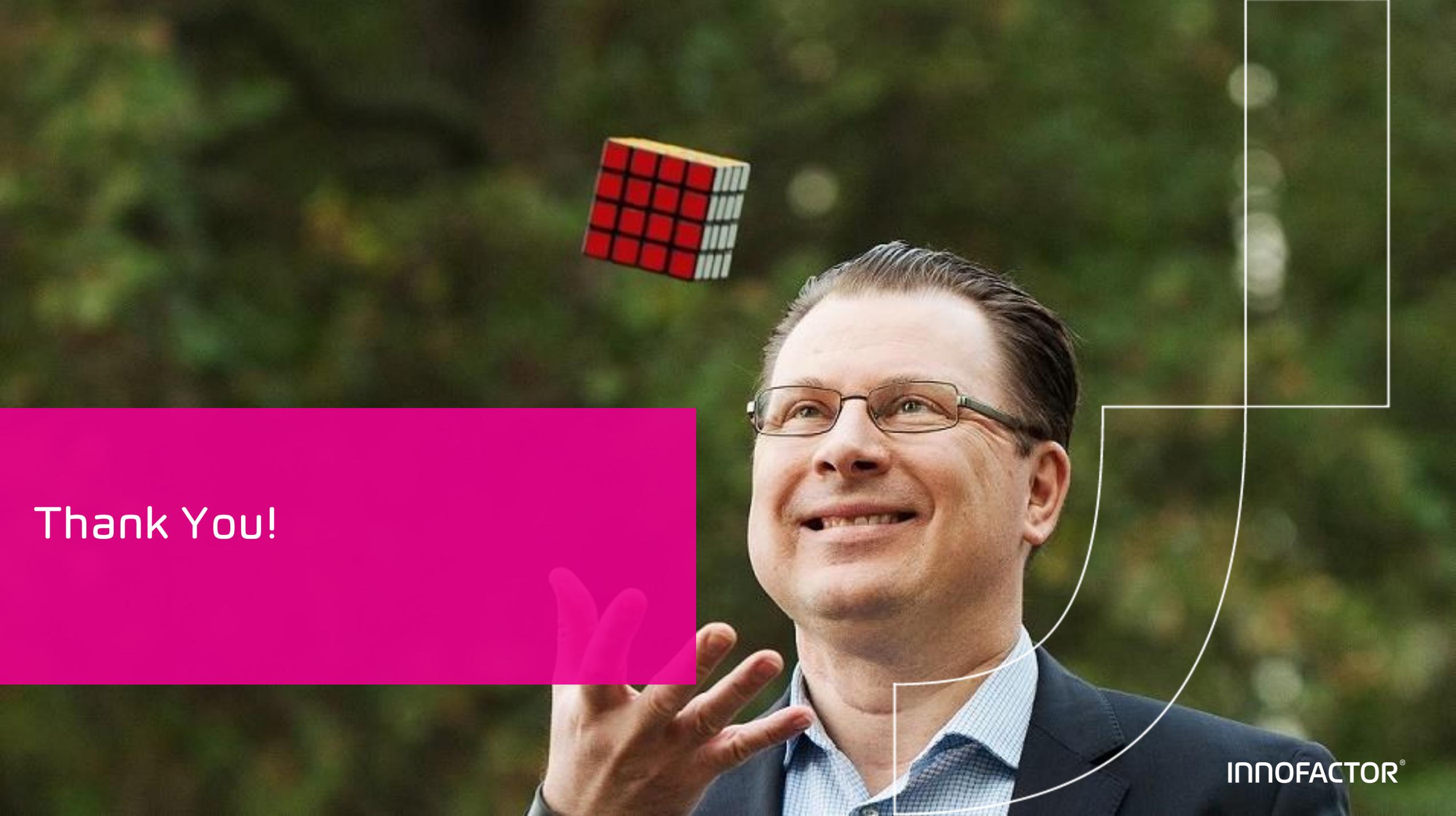
27.06.2017

Innofactorille ISO 13485:2016 -sertifikaatti terveydenhuollon ohjelmistoihin

08.06.2017

Innofactor toista kertaa mukana Maankoodauskursilla – tänä vuonna työstiin ratkaisua nuorten syrjäytymisen estoon

[NÄYTÄ KAIKKI](#)

A man with glasses and a dark suit over a light blue shirt is smiling and looking upwards. He is juggling a Rubik's cube. The background is a blurred green forest. A white outline of a large letter 'U' is overlaid on the right side of the image. A pink rectangular box is on the left side, containing the text 'Thank You!'.

Thank You!

INNOFACTOR®



# Appendix 1: Customer References

# Hospital District of Helsinki and Uusimaa

## Digital Channels in Hospitals – the Health Village Brings Technology to People

“The aim of developing virtual and electronic services that are closely intertwined with patients’ service paths is to design customer-focused and multi-channel services, enhance the prevention of illnesses and the efficiency of care, facilitate customers’ timely access to treatment and increase the effectiveness of remote appointments. The use of eHealth services makes it possible to allocate human resources to more demanding service areas in which patient counseling and care requires a broader range of competencies.”

**Sirpa Arvonen**

Project Director

HUS Virtual Hospital Project



# Foundation for Student Housing in the Helsinki Region (Hoas)

## Finding the Ideal Roommate with a Smartphone – a Digital Service for Apartment Sharing

“Hoas provides many students with their first home. Leaving the nest and potentially moving to a different city represents a major life change. Hoas Matchie gives students the opportunity to choose their roommate instead of having the landlord randomly assign two strangers to the same apartment. This entirely new form of accommodation combines the best aspects of living in a student dormitory and sharing an apartment with a friend. Hoas Matchie gives the new roommates the opportunity to get to know each other before moving in together, which can help increase their peace of mind.”

**Tommi Ora**

Director, Innovations & Brand  
Hoas



# Kommunal

## Better and More Personalized Services and Communications for Members

“We chose Innofactor because they genuinely understood our needs. They offered a ready-to-use solution customized to the needs of this membership-based organization. We also found that their Microsoft Dynamics CRM expertise was the most comprehensive in all of Sweden.”

### **Hanna Stenholm**

Head of Membership Administration  
Kommunal



# Red Barnet – Save the Children Denmark

## More Funds for Helping Children Through Better Collaboration and Greater Convenience at Work

“We decided to invest in the Champion program to promote change in our working culture. The main focus of the program was to have key members of the organization introduce new, modern working methods to their workplaces based on Microsoft Office 365 services. The primary goal was to train these key individuals to ensure that they recognize the value of the Microsoft Office 365 toolbox. Further priorities included abandoning old ways of working and learning new and more flexible organization-wide collaboration methods. Innofactor helped us with this process and provided a structure for it. They have worked in close cooperation with us and we find that our constructive dialogue with Innofactor brought a great deal of added value to the project. We now have a highly active community of key individuals who help drive change within the organization and help us get more out of the Microsoft Office 365 services.”

**Rikke Bygballe Møller**  
Project Manager  
Red Barnet

**Mads Gaub**  
CIO  
Red Barnet

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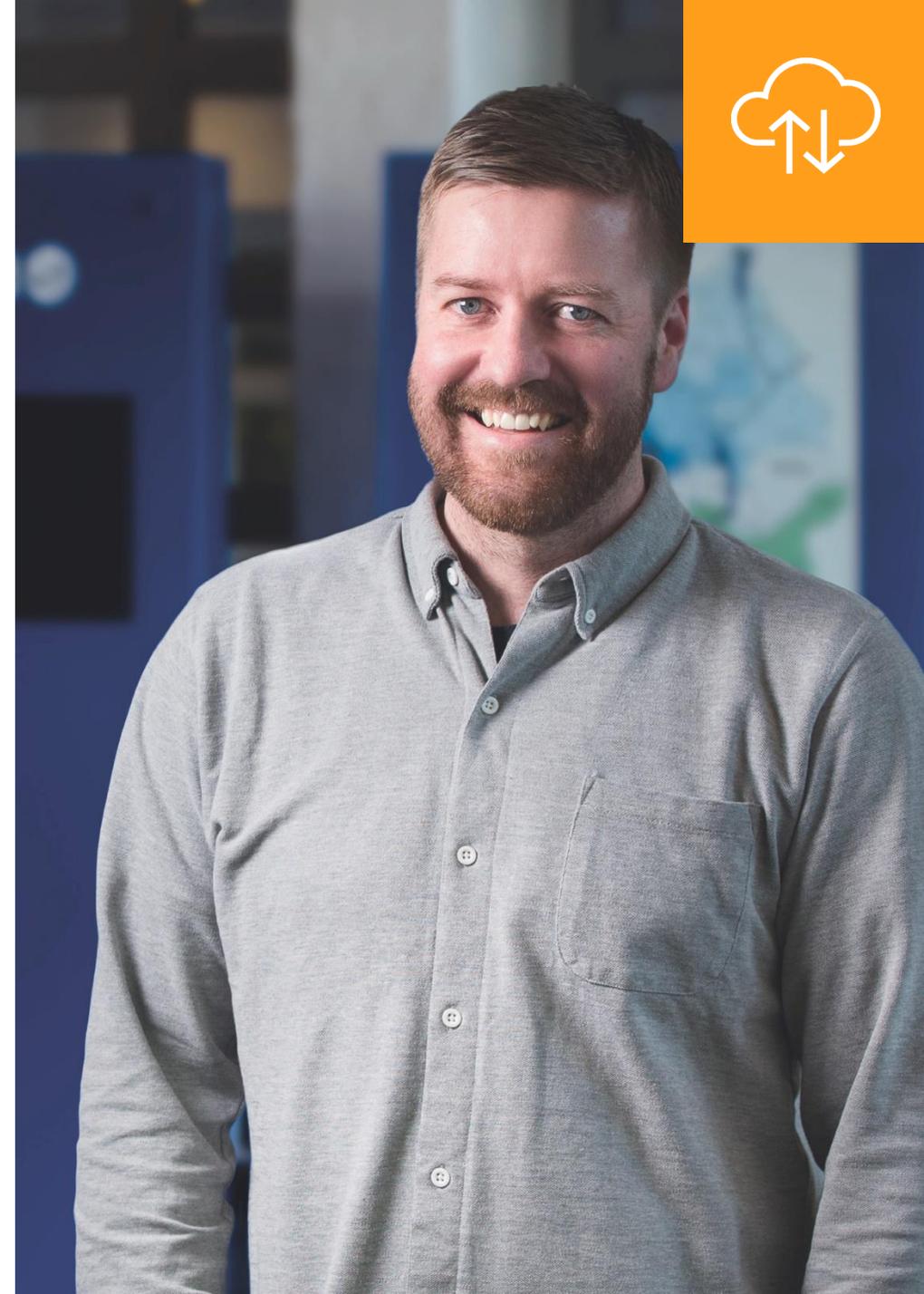
# Hafslund ASA

## Using Enterprise Mobility & Security (EMS) to Increase Data Security and Control in the Cloud

“We realized we need more advanced data security and better access management functionality. We decided to contact Innofactor’s subsidiary Lumagate. Their task was to come up with the best practices for us to meet these needs, and they did a perfect job of that.”

### **Øyvind Takøy Naas**

Senior Advisor and Head of Security  
Hafslund ASA



# Varma Mutual Pension Insurance Company

VarmaWorks Makes Life Easier for Companies and Entrepreneurs by Providing Flexible and Community-Oriented Business Premises

“We were looking for a suitable management tool that would be a good fit with VarmaWorks’ flexible customer relationship management as well as integration with a payment processor. We found the Innofactor Prime system very convincing. Innofactor’s personnel were able to work on a very tight schedule to deliver the system we wanted. We expect this excellent cooperation and service development to continue in 2017.”

**Benjamin Kalliola**

Real Estate Developer

Varma Mutual Pension Insurance Company

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