



The 2017 Financial Statements Bulletin and Q4/2017

March 6, 2018
Sami Ensio, CEO

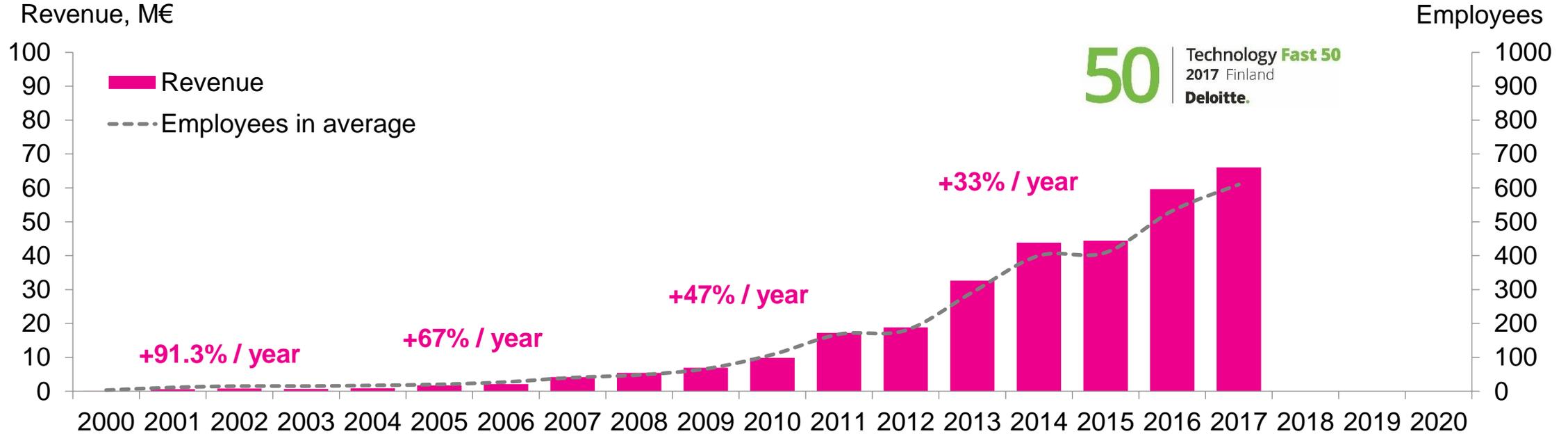


Innofactor's Business

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

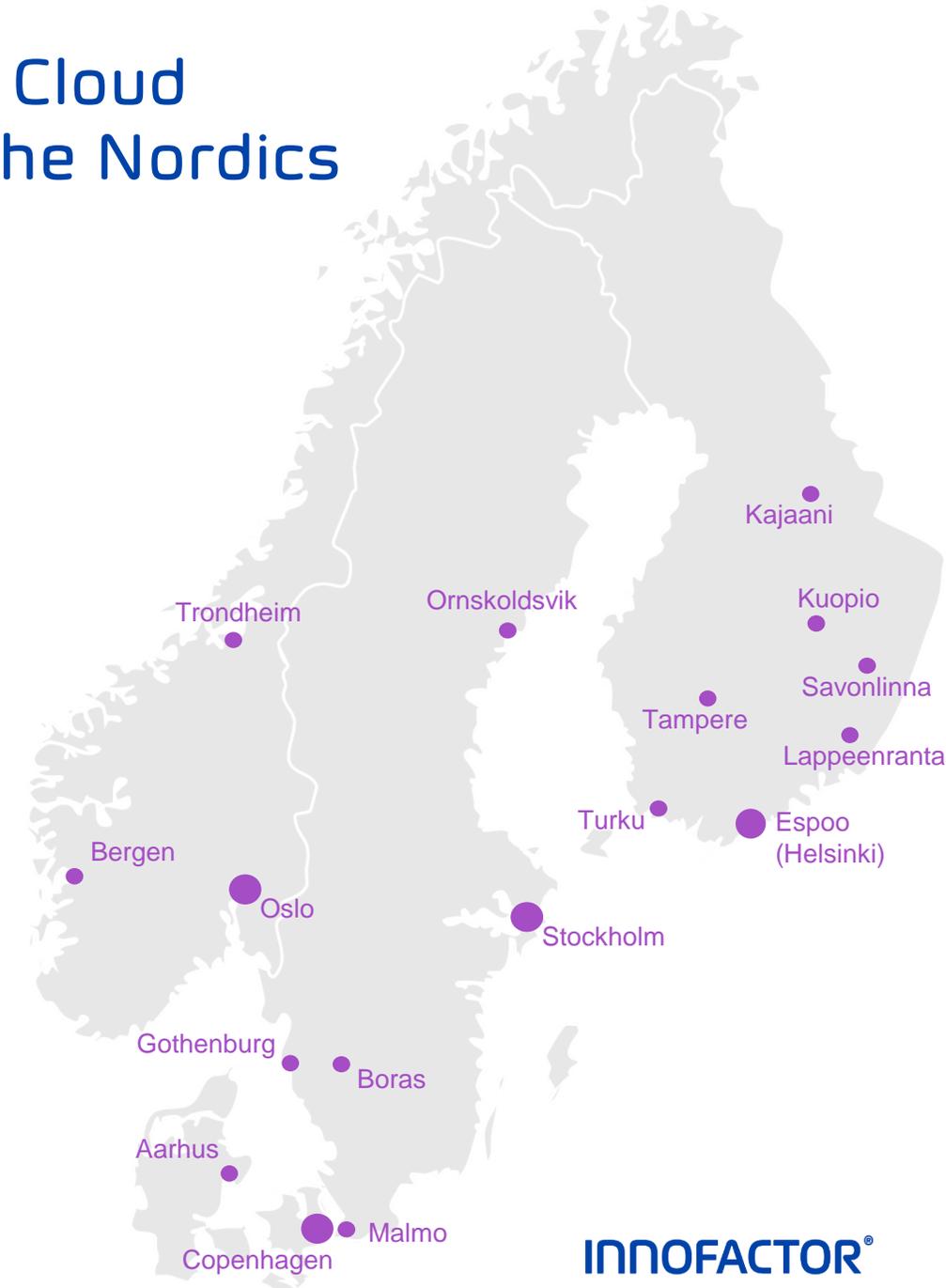
- Cloud transition
- Several acquisitions in the Nordic countries

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

- Harmonizing offering across the Nordics
- 20% growth and 20% EBITDA

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 66.1M (2017)
- Growth 20+% & EBITDA 7.5+% (2013 to 2017 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

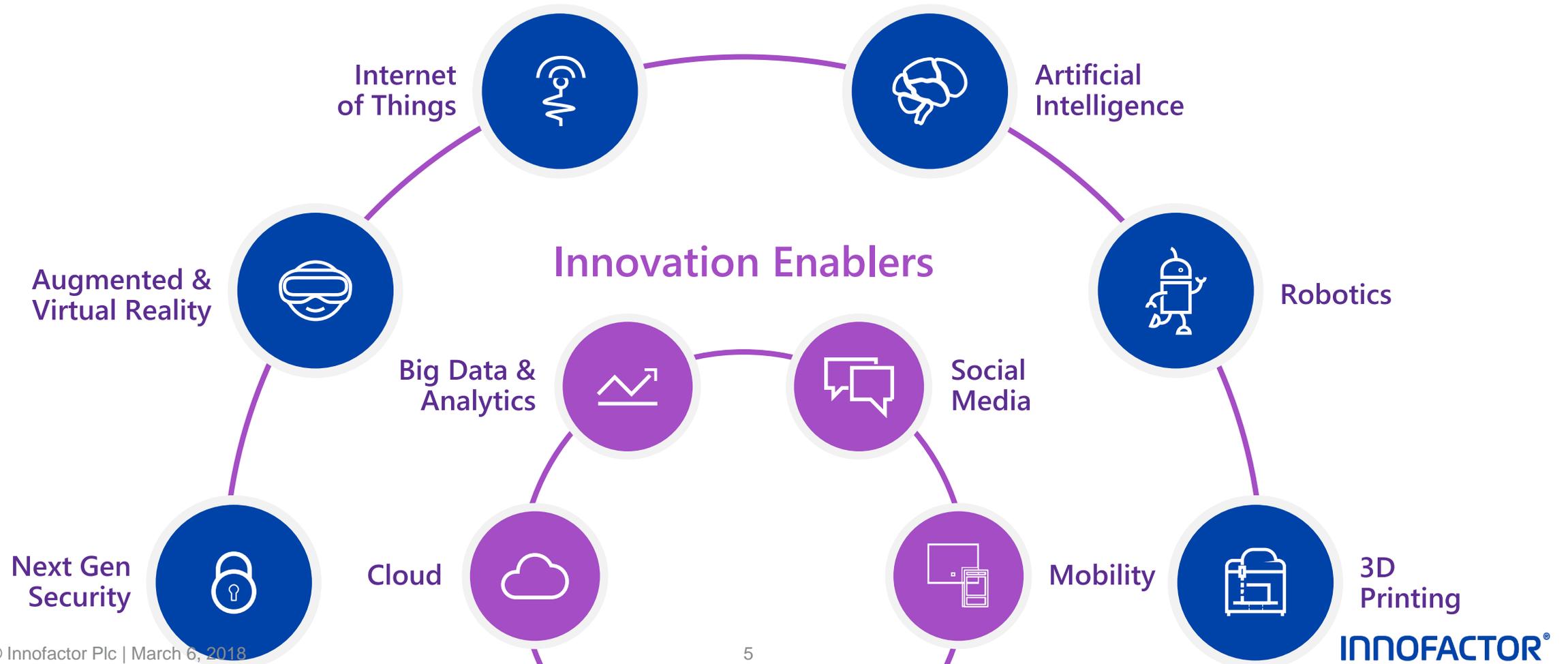


NASDAQ
Listed Company

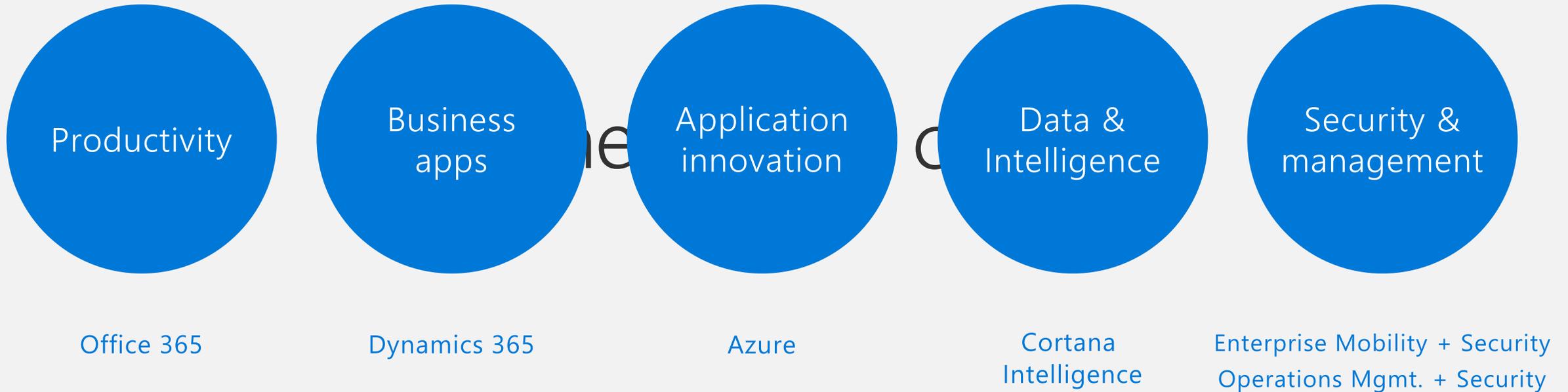


Digital Transformation Changes Our Society

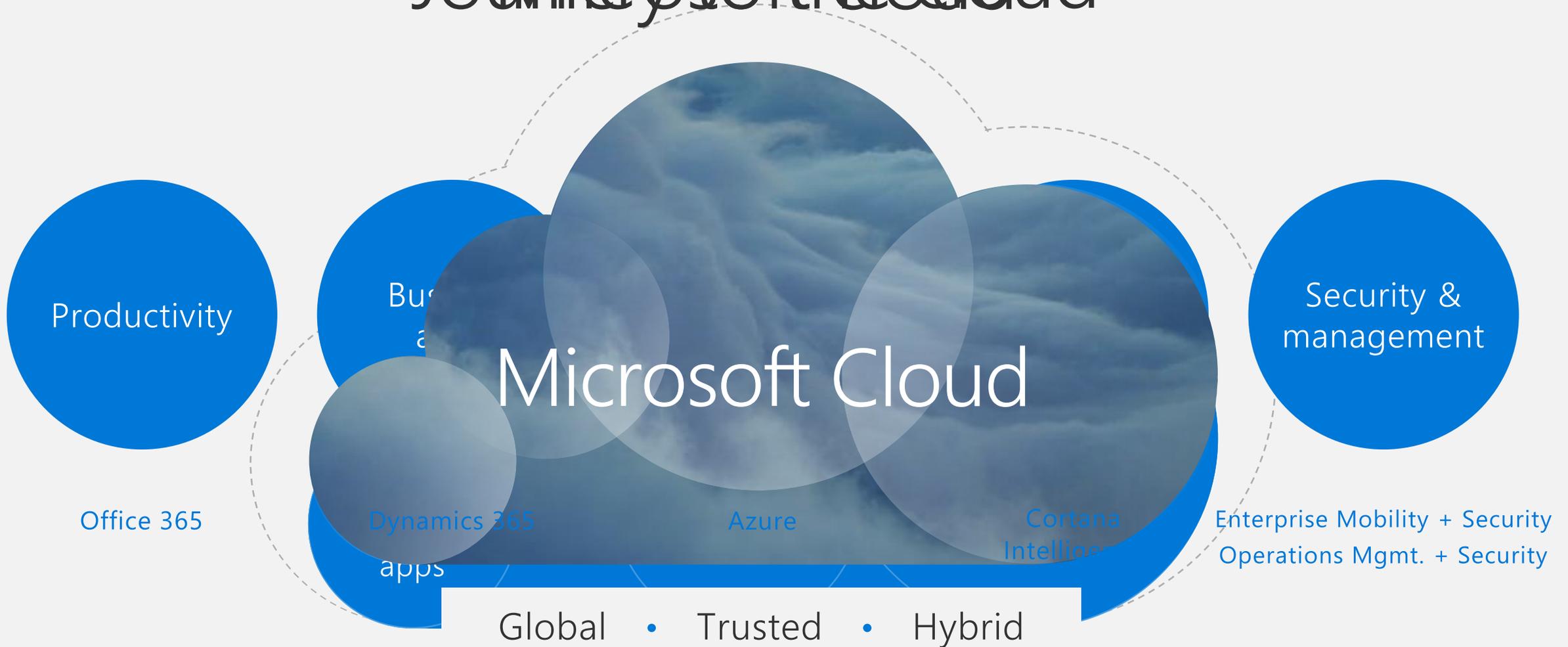
Key Trends Driving Innovation



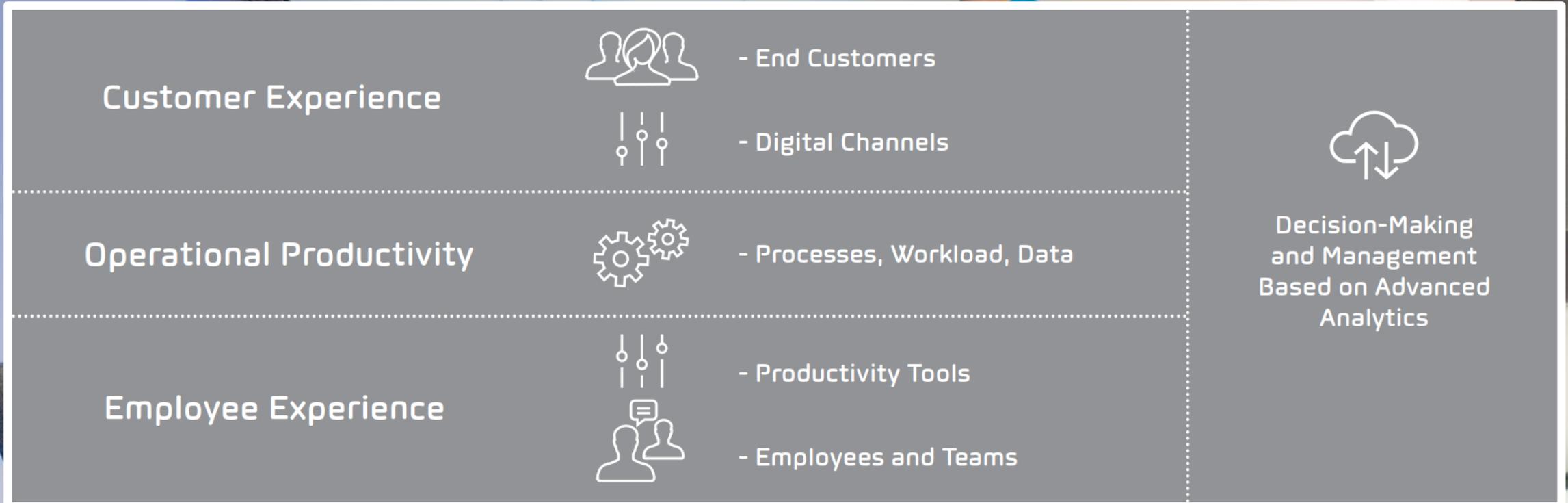
Journey to the cloud



Journey to 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

- Customer care, 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 goal is to grow profitably:

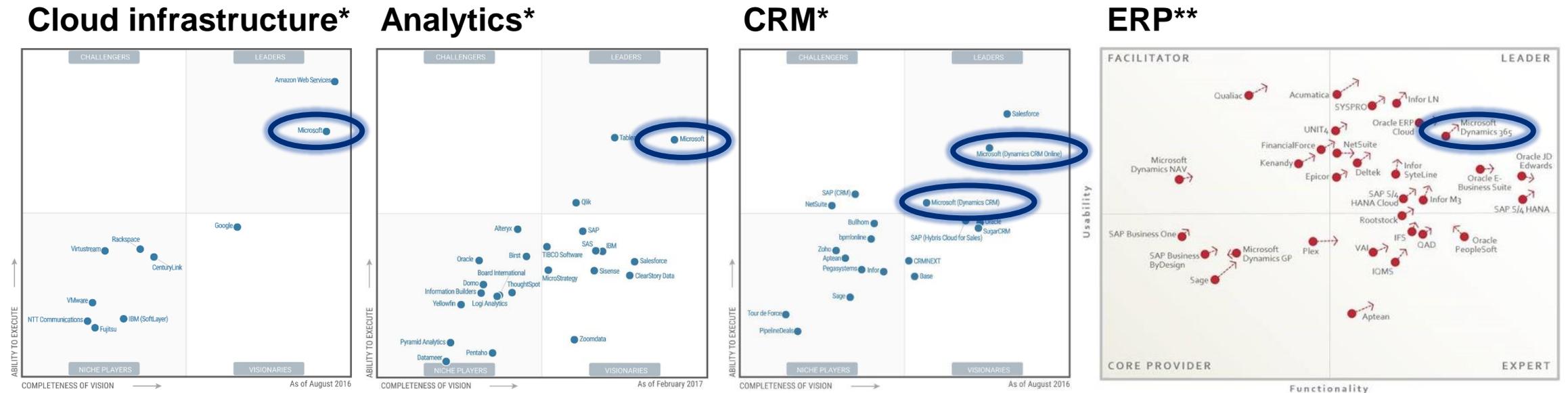
- By achieving annual growth of about 20 percent, most of which should be organic
- By achieving about 20 percent EBITDA in relation to the net sales
- By keeping the cash flow positive and securing solid financial standing in all situations

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



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

>+5%

+3–5%

* Source: IDC, internet

** Estimate Microsoft market share to approx. 40%

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



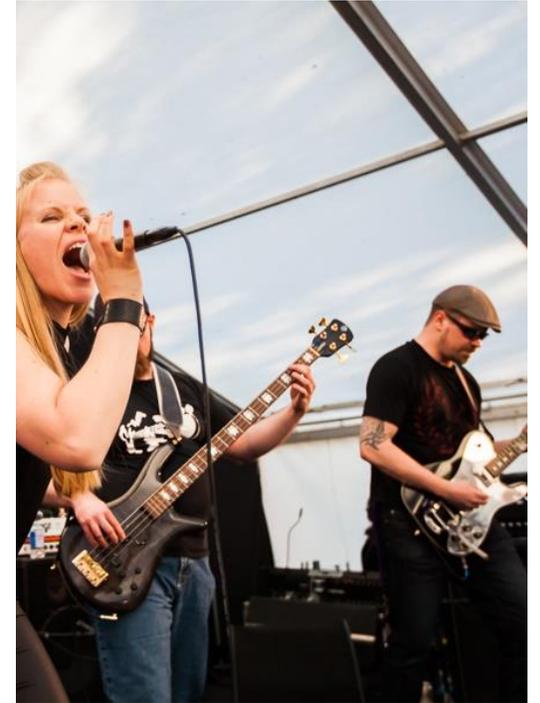
Dynamic community of 600+ leading professionals



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

Marko Lehtonen
 CFO (starting March 12, 2018)

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
Viktor Lundqvist
 MD, Country Manager,
 Sweden

DENMARK
Per Bendix Olsen
 MD, Country Manager,
 Denmark

NORWAY
Stig Nerland
 MD, Country Manager,
 Norway

Digital Experience
Jyrki Vepsäläinen
 Vice President

Business Productivity
Tom Puusola
 Vice President

Productized Solutions
Mikko Myllys
 Vice President

Account Sales
Tommi Flemming, Vice President

Solution Sales
Antti Pohjolainen, Vice President

Organization

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 Sweden

DENMARK
Per Bendix Olsen
 MD, Country Manager,
 Denmark

NORWAY
Stig Nerland
 MD, Country Manager,
 Norway

CUSTOMER RELATIONSHIP MANAGEMENT (Jari Hahl)

OFFERING AND DEVELOPMENT (Janne Heikkinen)

MARKETING AND COMMUNICATION (Stig Nerland, Lasse Lautsuo)

SALES (Vesa Syrjäkari)

PROJECTS AND DELIVERIES (Sami Ensio)

CONTINUOUS SERVICE AND SUPPORT (Sami Ensio)

HUMAN RESOURCES AND RESOURCING (Sanna Lindner)

Innofactor's Founder and CEO

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

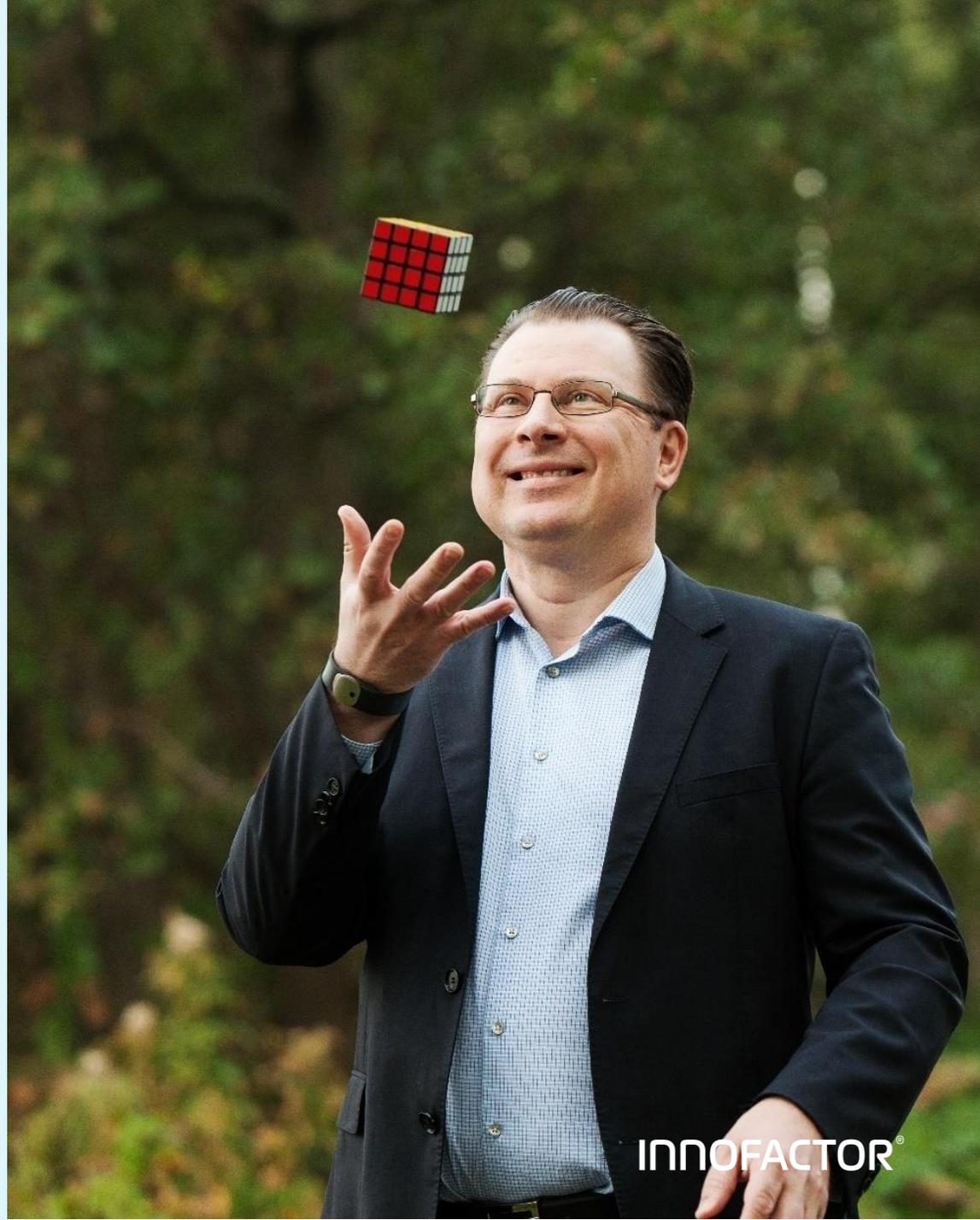
Founder and CEO of Innofactor. Previously member of the Omnitele Management Team. Several positions of trust in the Federation of Finnish Technology Industries and Confederation of Finnish Industries. Member of Partner Advisory Council in Microsoft Corporation.

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 Executive Board



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.



Per Bendix
MD (acting), Country Manager, Denmark and Director of Nordic public administration business. Employed by Innofactor since 2017. Born in 1958. Ownership: 0 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) EVP, HR. Employed by Innofactor since 2017. Born in 1973. Ownership: 0 shares.



Viktor Lundqvist
M.Sc. (Computer Engineering) MD, Country Manager, Sweden. Former Business Unit Lead at Innofactor and several management roles at Medius. Employed by Innofactor since 2016. Born in 1982. 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 option).



Vesa Syrjäkari
M.Sc. Executive Vice President, Business Development and Operational Excellence. Employed by Innofactor since 2017. Born in 1960. Ownership: 50,000 shares.

Board of Directors



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



Sami Ensio
M.Sc. (Tech.) CEO of Innofactor Plc 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
M.Sc. (Econ. & Bus. Adm.) Member of the Board of Directors since 2012. Born in 1954.
Ownership: 91,599 shares.



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



Pekka Puolakka
LL.M. Member of the Board of Directors since 2015 and from 2010 to 2014. Born in 1971.
Ownership: 202,511 shares.



Anni Vepsäläinen
M.Sc. (Tech.) Member of the Board of Directors since 2017. Born in 1963.
Ownership: 8,108 shares.

New Board of Directors (Proposition)



Pekka Eloholma, Chairman

M.Sc. (Tech.) CEO of Nebula 2014–2017. CEO of Affecto 2006–2013. Former management positions in, for example, Setec, Siemens, FinnetCom, and Helsingin Puhelin (current Elisa). Born in 1960. Ownership: No shares at the moment.



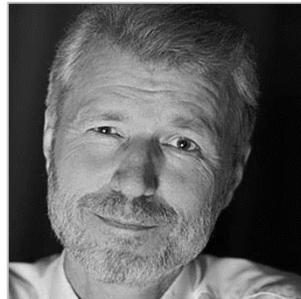
Sami Ensio

M.Sc. (Tech.) Innofactor's founder and CEO since 2000. Member of the Microsoft Corporation's Partner Advisory Council since 2014. Several positions of trust in the Federation of Finnish Technology Industries and the Confederation of Finnish Industries since 2013. Born in 1971. Ownership with related parties: 7,468,823 shares.



Anna Lindén

M.Pol.Sc. COO of the Nokia Mobile Networks business group. Several positions at Nokia since 1998. Born in 1973. Ownership: No shares at the moment.



Risto Linturi

M.Sc. (Tech.) Chairman of the Board of Sovelto. Director of Aalto University's Radical innovations program 2004–2014. Previously CTO of Helsingin Puhelin (current Elisa). One of Finland's most acknowledged researchers of future and has drawn up reports, for example, for the Finnish Parliament. Born in 1957. Ownership with related parties: 1,256,411 shares.

Focus Areas of New Board of Directors (preliminary)

- Nordic integration finalization
 - Cross sales of products and services through competitive Nordic offerings
 - Cross resourcing of competencies between countries
 - Common processes and IT systems through data-driven business management
 - Creating one winning Innofactor culture
- Technology transformation, especially Artificial Intelligence (AI)
 - What are the areas we should focus on in the future?
 - What own products and services we should have?
 - How could we increase our cloud business?
 - How could we use AI in our own processes?

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.

How to Achieve Long-term Financial Goals

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

Focus on competence planning, recruiting and resource optimization across Nordics

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

Drive Operational Excellence to improve Financial Quarterly Accountability (FQA), internal information systems and predictability

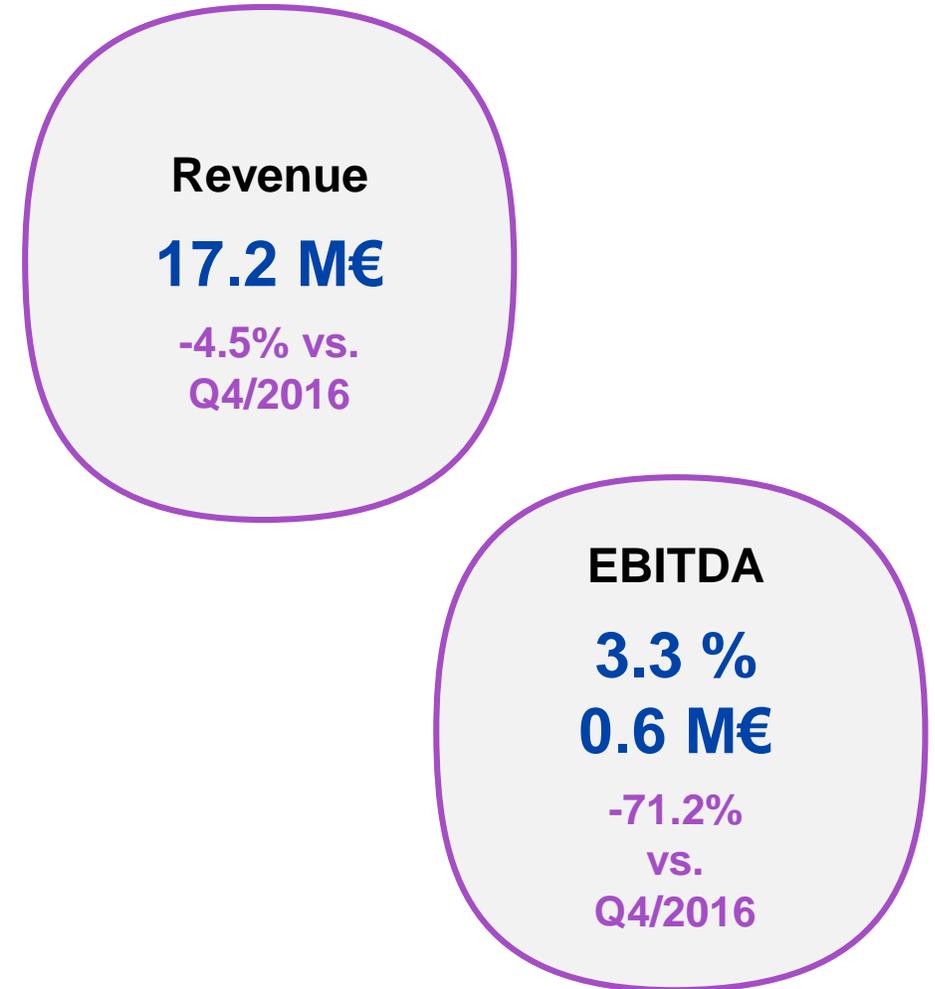
Q4/2017 Results

The last quarter continued to be challenging

The weaker than expected profitability was primarily contributed to by the lower than expected net sales

Especially the net sales from licenses was significantly lower than we expected

Completing the ERP project and unification of the Nordic operating models is central in ensuring future profitability and Nordic growth strategy

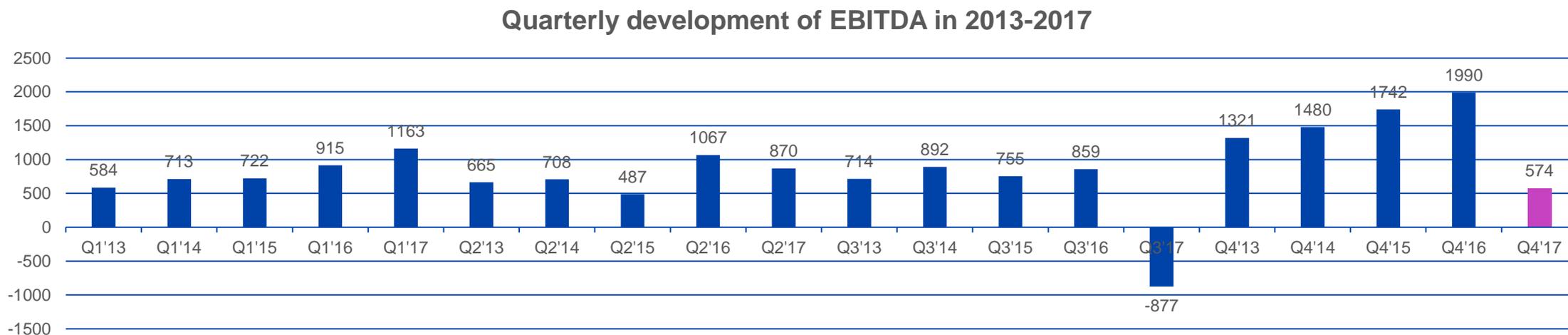
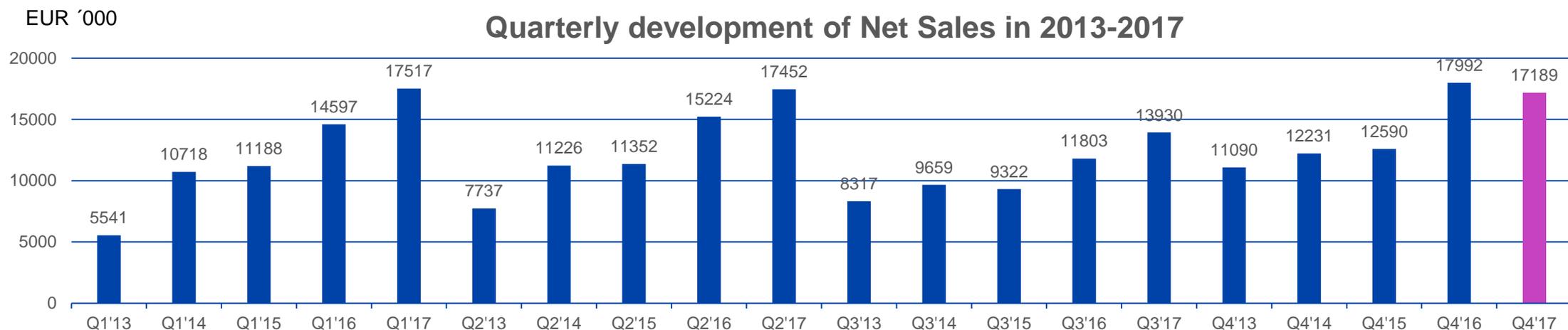


Q1-Q4/2017 Actuals

Selected Key Figures

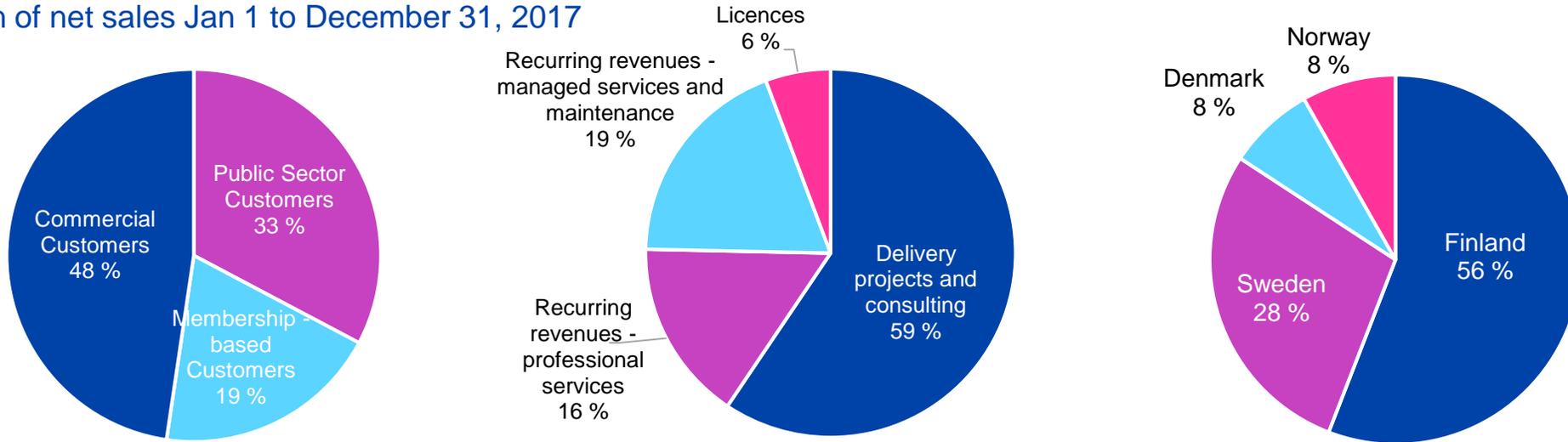
	Q1-Q4 /2017	Q1-Q4 /2016	Change (%)	CEO's comment
Net Sales (kEUR)	66,088	59 616	+10.9%	<i>"Innofactor estimates that the Nordic IT market grew faster in 2017 than in the previous years. Nevertheless, revenue of the second half was significantly weaker than planned."</i>
EBITDA (kEUR)	1,730	4,831	-64.2%	<i>"The weak profitability was especially due to the lower than expected net sales on the second half of the year, especially in licensing net sales, and the resulting decrease in the operating margin"</i>
Equity Ratio (%)	43.8%	41.6%		<i>"Despite the weak operating margin level, the cash flow from business activities in year 2017 remained strong and was approximately EUR 4.2 million (2016: EUR 3.4 million)."</i>

Quarterly Development of Innofactor Group Financials



Customer Base and Long Term Contracts Bring Stability

Distribution of net sales Jan 1 to December 31, 2017



- Strong customers in both public and private sectors bring stability in economic fluctuations
- 10 largest customers account for approximately 25% 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

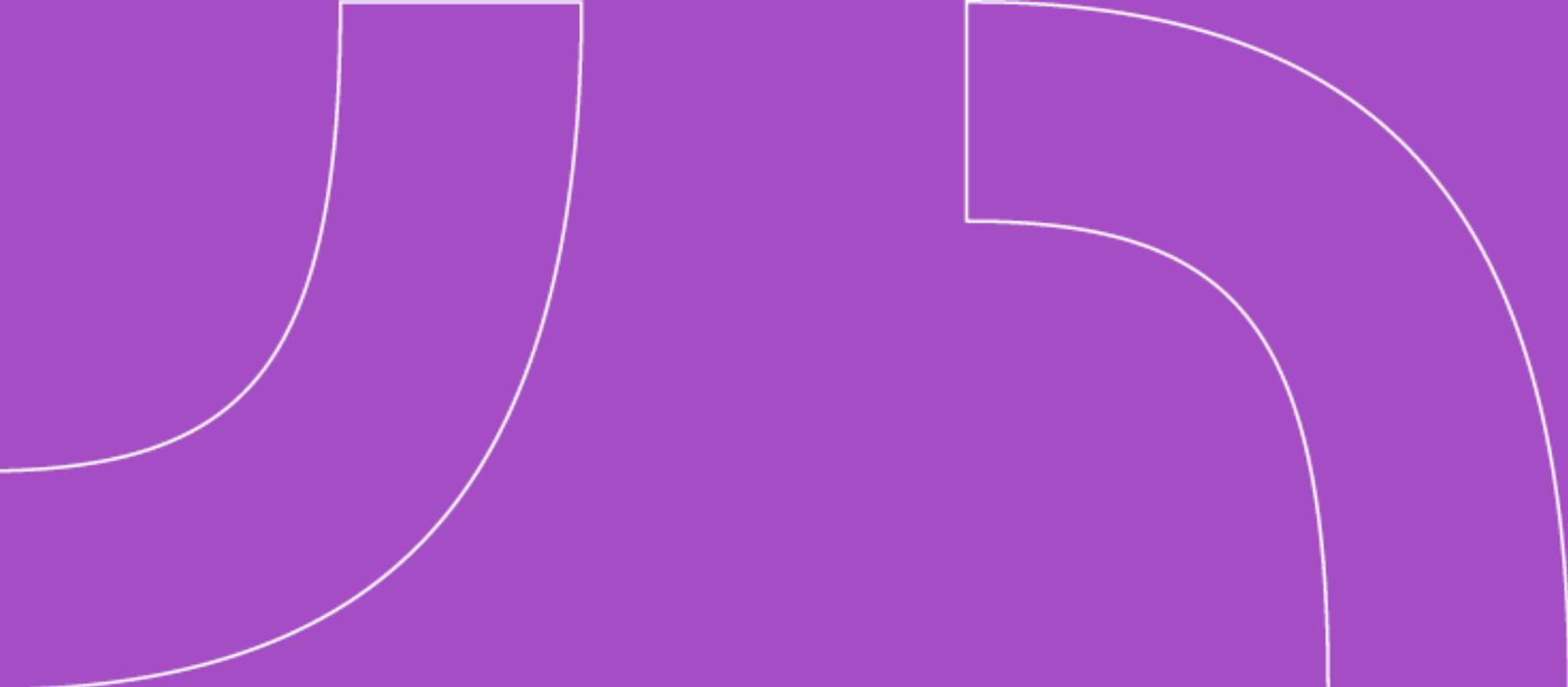
	Oct 1–Dec 31, 2017	Oct 1–Dec 31, 2016*	Change	Jan 1–Dec 31, 2017	Jan 1–Dec 31, 2016*	Change
Net sales, EUR thousand	17,189	17,992	-4.5%	66,088	59,616	10.9%
Operating margin (EBITDA), EUR thousand	574	1,99	-71.2%	1,73	4,831	-64.2%
percentage of net sales	3.3%	11.1%		2.6%	8.1%	
Operating profit/loss (EBIT), EUR thousand*	-182	1,326	-113.7%	-1,039	2,332	-144.6%
percentage of net sales*	-1.1%	7.4%		-1.6%	3.9%	
Earnings before taxes, EUR thousand*	42	1,196	-96.5%	-1,157	1,92	-160.3%
percentage of net sales*	0.2%	6.6%		-1.8%	3.2%	
Earnings, EUR thousand*	33	125	-73.6%	-926	1,536	-160.3%
percentage of net sales*	0.2%	0.7%		-1.4%	2.6%	
Net gearing	53.1%	70.2%		53.1%	70.2%	
Equity ratio	43.8%	35.8%		43.8%	41.6%	
Active personnel on average during the review period**	613	589	4.1%	610	532	14.7%
Earnings per share (EUR)	0.0009	0.0038	-76.0%	-0.0262	0.0176	-248.9%

*) In accordance with IFRS 3, the operating result for July 1–September 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 loss for the review period of July 1–September 30, 2017, would have been EUR 1,037 thousand (2016: operating profit 709), the operative business result before taxes EUR 1,110 thousand (2016: 612), the operative business result EUR -888 thousand (2016: 490), and the operative business result per share EUR -0.0245 (2016: 0.0149). In accordance with IFRS 3, the operating result for January 1–September 30, 2017, includes EUR 1,522 thousand (2016: 1,365) 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–September 30, 2017, would have been EUR 665 thousand (2016: 2,371), the operative business result before taxes EUR 323 thousand (2016: 2,089), the operative business result EUR 258 thousand (2016: 1,671), and the operative business result per share EUR 0.0074 (2016: 0.0508).

***) 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 2018 is estimated to increase from 2017, during which the revenue was EUR 66.1 million and EBITDA was EUR 1.7 million.



Other Issues

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

The Most Significant Stock Exchange Releases Q4

- On October 13, 2017, Innofactor announced in a stock exchange release that Innofactor is revising the guidance for 2017.
- On October 31, 2017, Innofactor announced in a stock exchange release that Innofactor is revising its long term financial goals. These have been described in more detail in the section "Strategy and its realization in the review period."
- On November 30, 2017, Innofactor announced in a stock exchange release that the Finnish Communications Regulatory Authority had selected Innofactor as the partner for maintenance and further development of the domain name system. The value of the deal is approximately EUR 0.9 million, which is estimated to be registered for 2018.
- On December 5, 2017, Innofactor announced in a stock exchange release that the Finnish Safety and Chemicals Agency (Tukes) had selected Innofactor as the provider for the chemical data digital management (KemiDigi) system. The value of the deal is approximately EUR 0.6 million, which is estimated to be registered for 2018.
- On December 21, 2017, Innofactor announced in a stock exchange release that it will deliver the renewal of the damage and compensation system for a financial sector organization. The value of the deal is approximately EUR 0.6 million, which is estimated to be registered for 2018.

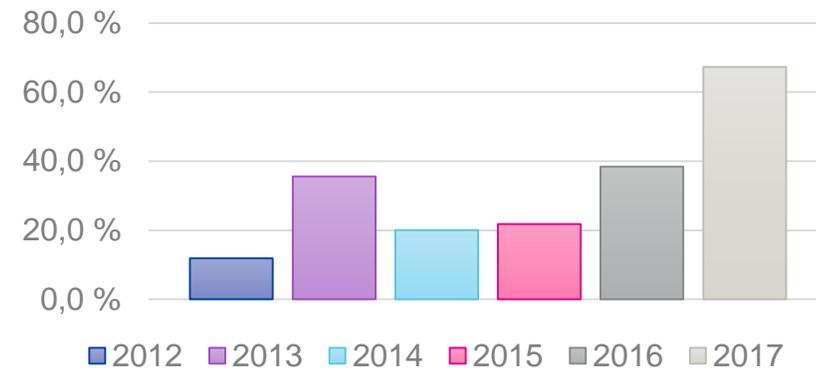
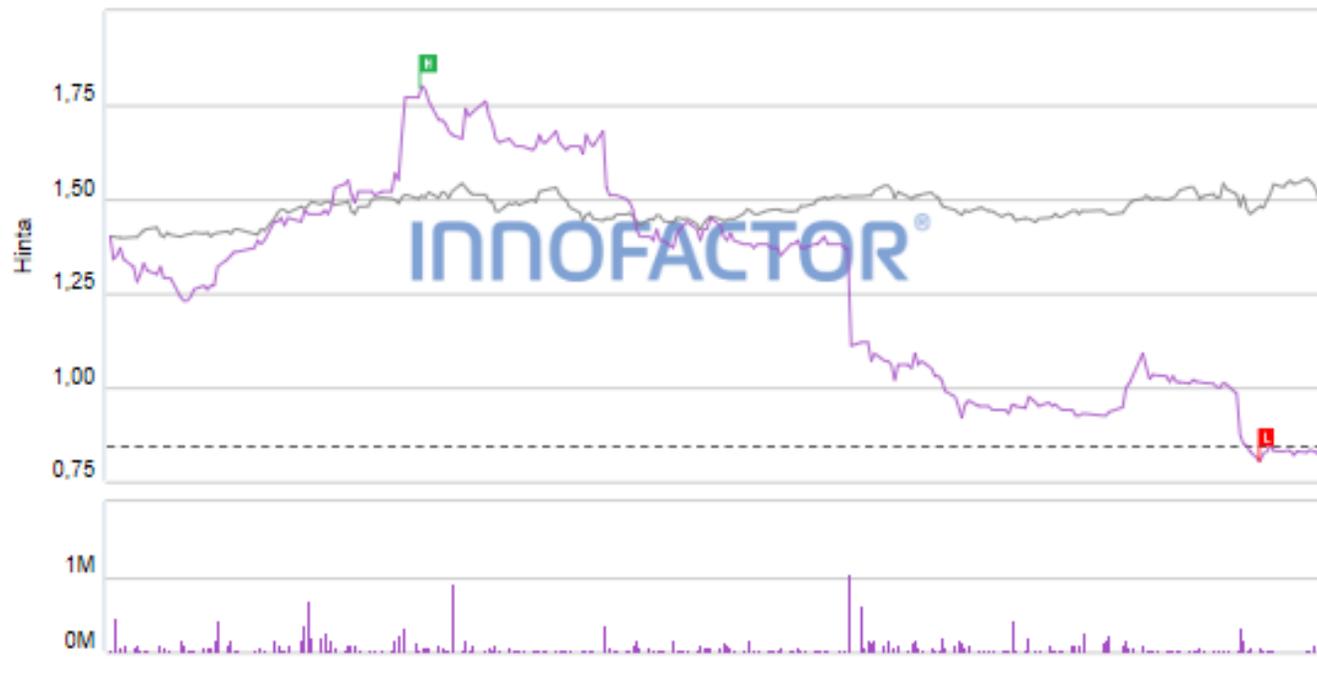
The Most Significant Stock Exchange Releases after Q3

- On January 2, 2018, Innofactor announced in a stock exchange release that Marko Lehtonen has been appointed as Innofactor's Chief Financial Officer (CFO) and will start in his position on March 12, 2018, at the latest.
- On January 24, 2018, Innofactor announced in a stock exchange release that Folkuniversitetet in Sweden selected Innofactor as the implementer of their Course and Event Management System. The value of the deal is approximately EUR 0.5 million, which is estimated to be registered for 2018 and 2019.
- On February 6, 2018, Innofactor announced in a stock exchange release that Innofactor's operating margin (EBITDA) for the fourth quarter of 2017 (Q4) is less than expected in the Interim Report for the third quarter (Q3) of 2017.
- On February 7, 2018, Innofactor announced in a stock exchange release that the Swedish Teachers' Union (Läraryrket) selected Innofactor as the partner for a pilot project for membership management, recruiting and membership analysis. The value of the deal is approximately EUR 0.5 million, which is estimated to be registered for 2018.

Largest shareholders December 31, 2017

Name	Number of shares	% of share capital
1. Ensio Sami	7,468,823	20.64%
Ensio Sami	5,295,063	14.63%
Minor under guardianship	724,588	2.00%
Minor under guardianship	724,586	2.00%
Minor under guardianship	724,586	2.00%
2. Tilman Tuomo Tapani	1,953,286	5.40%
3. Ilmarinen Mutual Pension Insurance Company	1,800,000	4.97%
4. Laiho Rami Tapani	1,294,159	3.58%
5. Linturi Kaija and Risto	1,256,411	3.47%
R. Linturi Oyj	489,107	1.35%
Linturi Kaija Anneli	430,000	1.19%
Linturi Risto Erkki Olavi	337,304	0.93%
6. Ärje Matias Juhanoika	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. Hellen Stefan Andreas	250,000	0.69%
14. Laiho Jari Olavi	235,000	0.65%
15. Mandatum Life	164,954	0.46%
16. Harju Petteri	160,000	0.44%
17. Heikki Tervonen Oy	153,000	0.42%
18. Mäkinen Antti Vilho Juhani	148,000	0.41%
19. Salmela Alpo Jalmari	128,500	0.36%
20. Muurinen Hannu Olavi	125,750	0.35%

Innofactor Share Price Development Compared to Nasdaq Helsinki Index (Closing March 5, 2018 at €0.864)



* 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 on January 1–December 31, 2017, a total of 23,796,019 shares were traded (2016: 12,617,494 shares), which corresponds to 67.3 percent (2016: 38.4%) of the average number of shares on the said period. The share trading increased by 88.6 percent compared to the corresponding period in 2016.

Share Price Development

Beginning of 2017	-7.59%	5 year change	+63.02%
1 year change	-36.93%	Year highest	1.13EUR
2 year change	-7.59%	Year lowest	0.79EUR
3 year change	-23.54%		

For more information

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

Sami Ensio, CEO

+358 50 584 2029

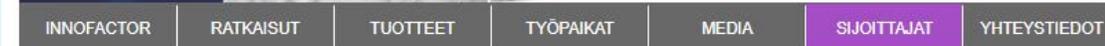
Sami.ensio@innofactor.com



Hafslund ASA

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

Tutustu asiakastarinaa



Innofactor sijoituskohteena

- Toimitusjohtajan katsaus
- Missio ja visio
- Konsernin keskeiset tunnusluvut
- Kasvu ja taloudelliset tavoitteet
- Liiketoimintaympäristö ja strategia
- Asiakkaat
- Henkilöstö
- Tarjottavat ratkaisut
- Yrityskaupat
- Yritysvastuu
- Tulevaisuudennäkymät (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 € 1,82

Pörssitiedotteet

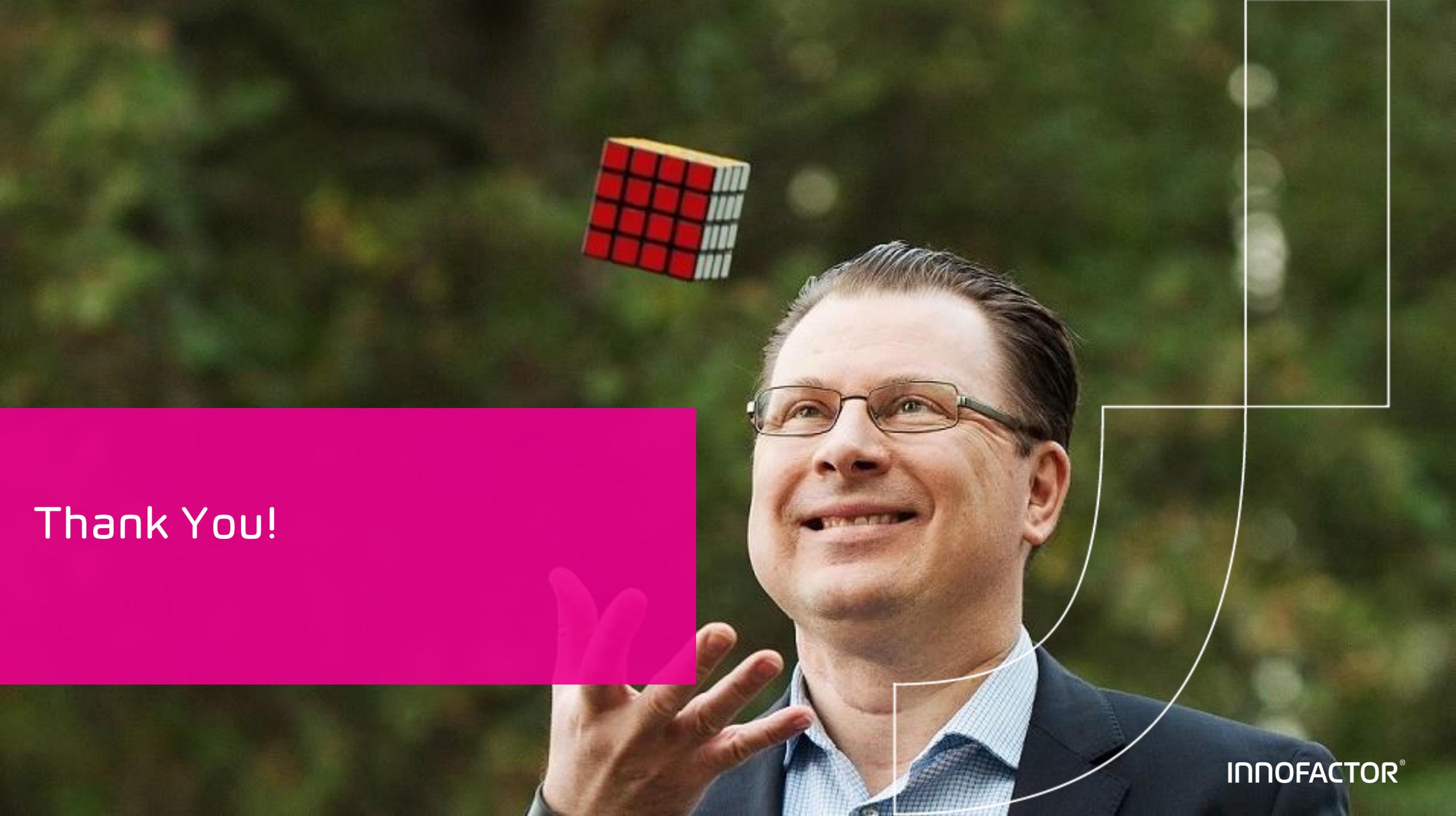
18.07.2017
Innofactorin tammi–kesäkuun 2017 puolivuosisikatsauksen julkaiseminen
31.05.2017
Innofactor toteuttaa toiminnanohjausjärjestelmän suomalaiselle palvelualan yritykselle

► NÄYTÄ KAIKKI

Uutiset

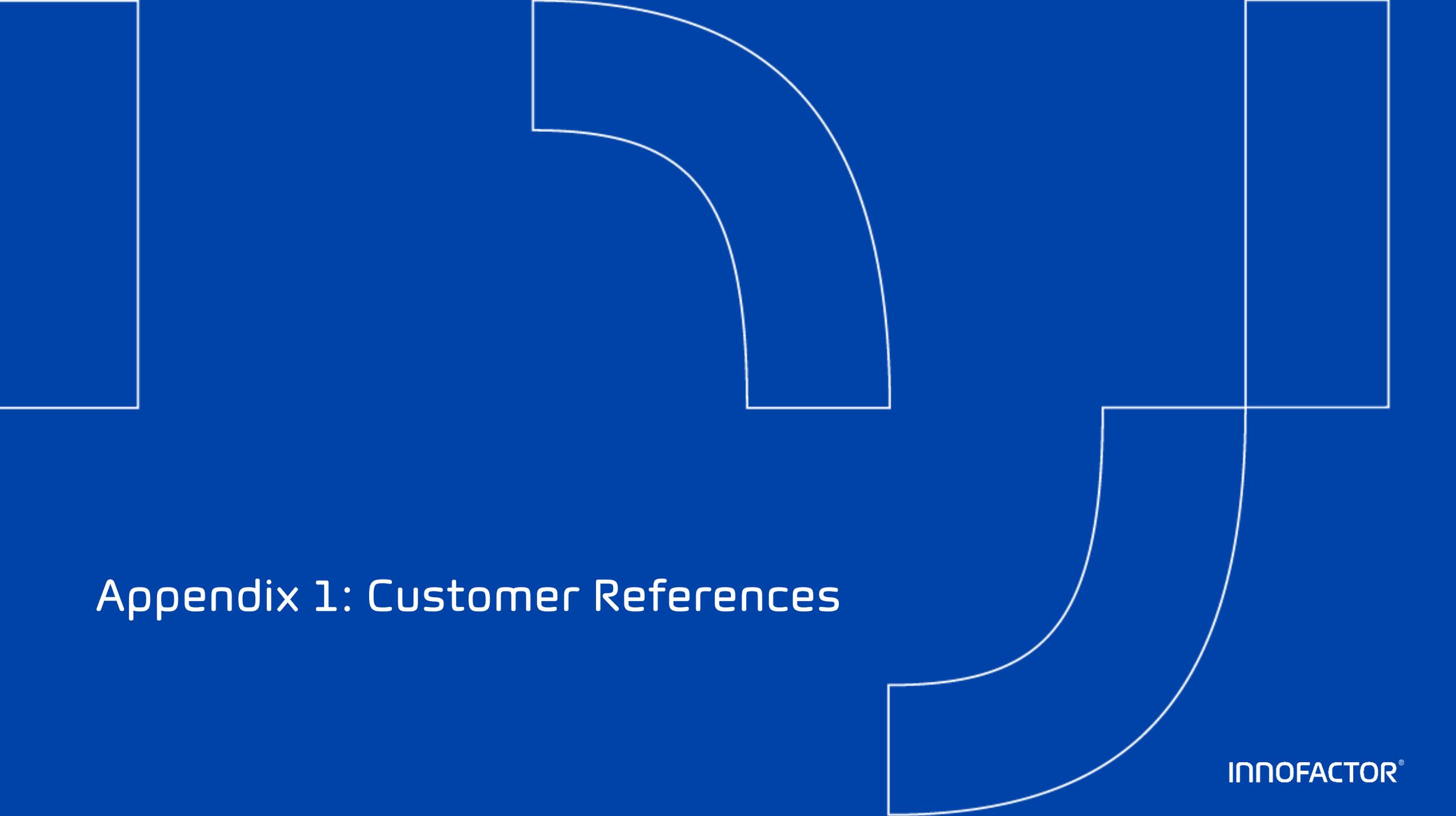
27.06.2017
Innofactorille ISO 13485:2016 -sertifikaatti terveydenhuollon ohjelmistoihin
08.06.2017
Innofactor toista kertaa mukana Maankoodauskursseilla – tänä vuonna työstiittiin ratkaisua nuorten syrjäytymisen estoon

► NÄYTÄ KAIKKI

A man with glasses, wearing a dark suit jacket over a light blue checkered shirt, is smiling and looking upwards. He is juggling a Rubik's cube. The background is a blurred green outdoor setting. A white outline of a large letter 'U' is visible on the right side of the image. A pink rectangular area 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 Arvonien

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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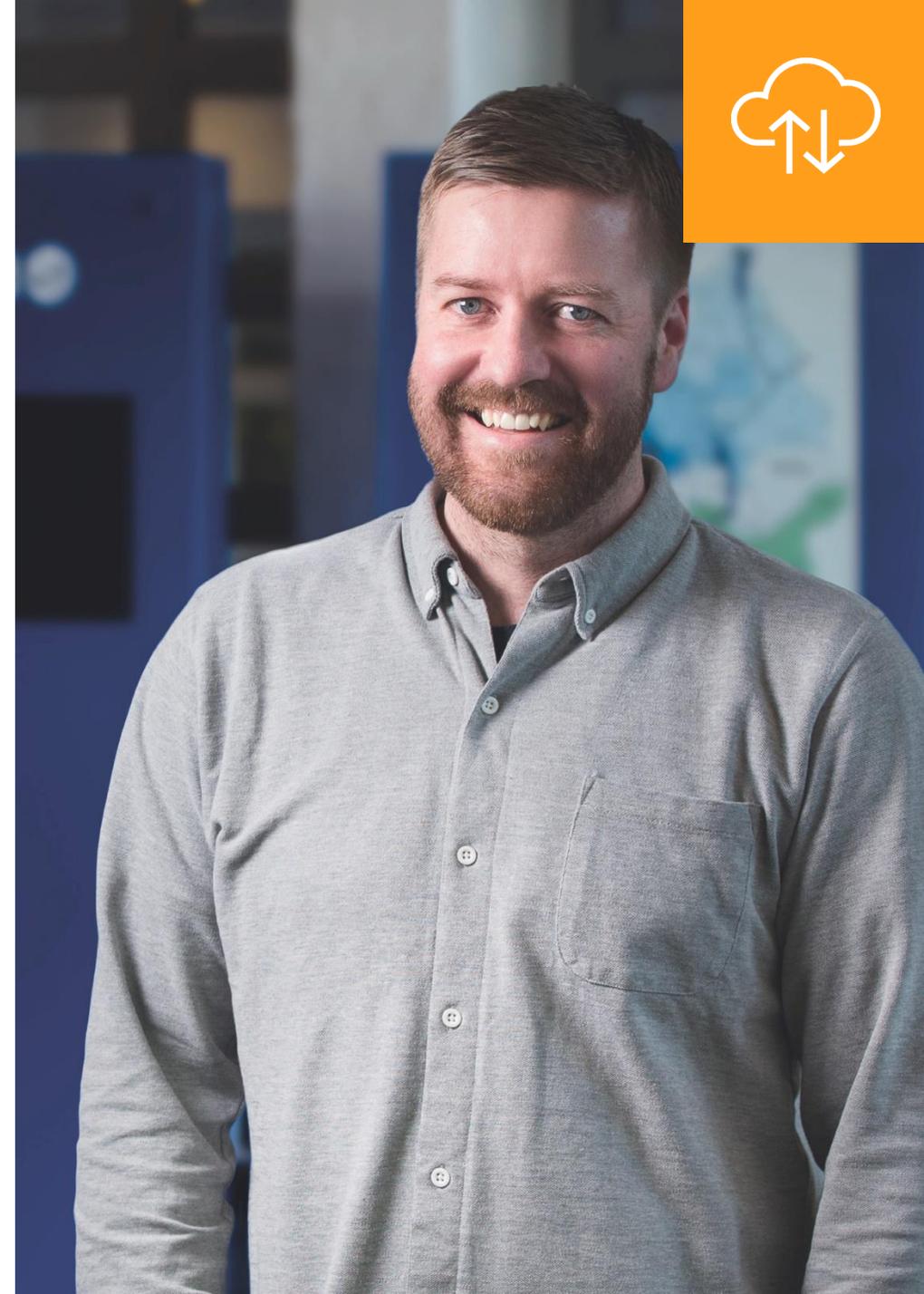
Hafslund ASA

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

