

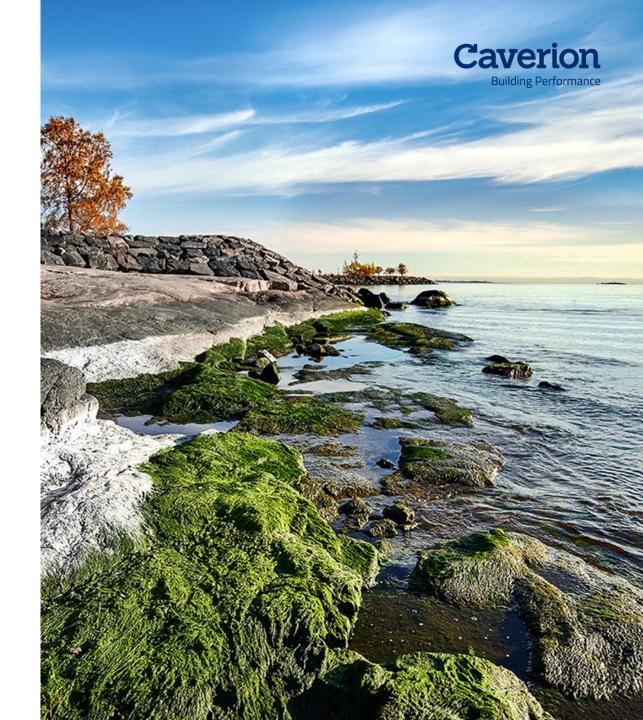


Investor Presentation

November 2022

Agenda

- 1. Business and strategy overview
- 2. Sustainability targets and offering
- 3. Reaching financial targets through strategy execution
- 4. Group development
- 5. Guidance





1. Business and strategy overview

Caverion at a glance

We enable performance and people's wellbeing in smart and sustainable built environments



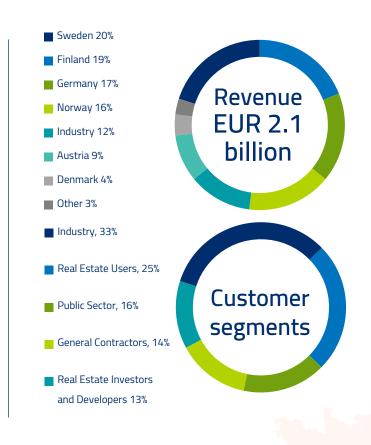
>30,000 properties under our service

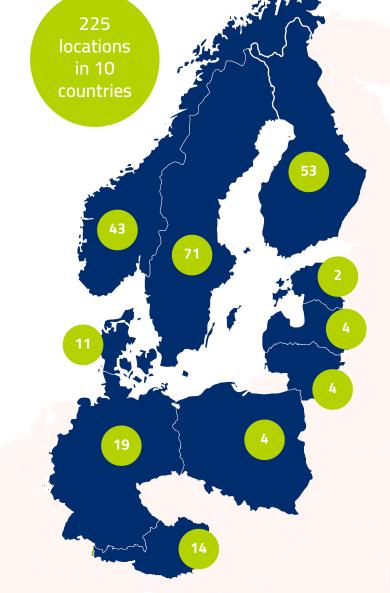


>10,000 properties digitally monitored



>14,000 employees





Listed on Nasdaq Helsinki Head office in **Finland**

MSCI ESG Rating: A 66% share of service sales

Public tender offer

North Holdings 3 Oy's voluntary recommended public cash tender offer for all the shares in Caverion

www.caverion.com/tender-offer



The wide scope of our business differentiates us



Buildings & Infrastructure



Advisory, Engineering & Digital





Managed Services





Smart disciplines





Base disciplines





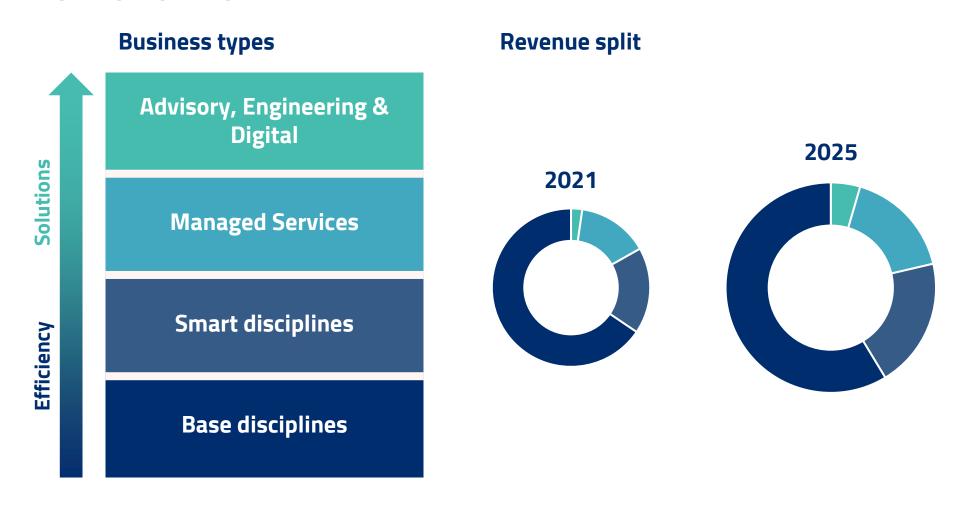
Efficiency

Solutions



Growth in all businesses and divisions, with focus on the higher end of the value chain

Targeting organic growth fuelled by disciplined M&A



Solutions
business
portion growing

Services >2/3 of revenue

Our strategy for sustainable growth in 2022-2025

OUR DIFFERENTATION

We create sustainable impact for every customer with the solutions we design and deliver, reliably and transparently every time.

OUR BUSINESS FOCUS

Adding value through Advisory, Engineering and Digital

Services along the lifecycle

Outstanding installation and maintenance throughout our regions and disciplines

OUR WINNING CAPABILITIES

Customer-centric solutions

Segment expertise and commercial excellence

Operational excellence in the field

The best experts in the right places

OUR STRATEGIC THEMES

People

Digitalisation

Sustainability

Customer experience





People

The most attractive employer

- Focusing on attracting and growing the right people
- Empowering Building Performance culture
- > Leading people and performance with passion and care

Digitalisation

to our customers

We have own digital

products and capabilities

core to delivery or giving

us a competitive edge

processes to empower

customers reliably and

We digitalise our

people to serve

transparently

More valuable solutions

Sustainable value for our stakeholders

Sustainability

- We maximise our positive handprint by advising our customers
- We comply with requirements supported by meaningful reporting and supplier collaboration

Customer experience

The best customer experience

- We stay true to our purpose and our promise of Building Performance in every interaction
- Customer experience is a priority in every business decision

Actions driving our sustainable growth





We have a diversified customer base with a high retention rate

Constant progress in customer satisfaction in recent years

Loyalty customers are willing to work with Caverion also in the future



Satisfaction

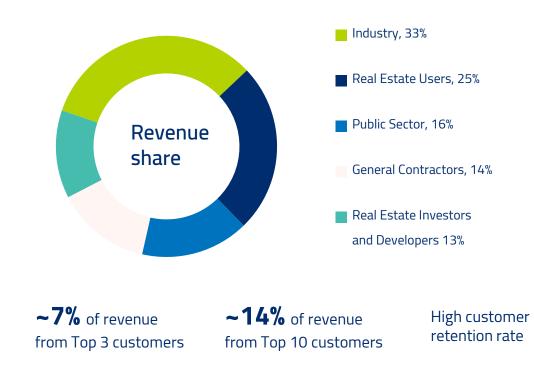
91%

customers are satisfied with Caverion (CSAT)

Top 5 Performance areas

- 1. Service attitude & respectfulness
- 2. Competence
- 3. Easy to get in touch with
- 4. Work safety
- 5. Listening to customer needs

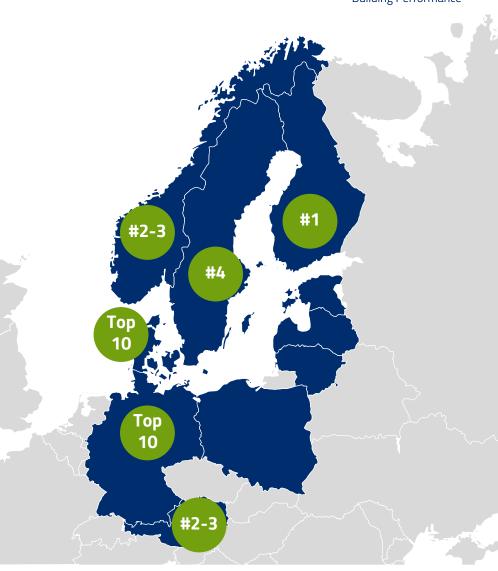
Less dependency on economic cycles through various customer groups in private and public sectors



Leading positions in key markets

Strong competence in all business areas

- Caverion has a strong market position and is ranked among the top-5 players in the building solutions market in most of its operating countries measured by revenue.
- The market is overall still very fragmented in countries where Caverion operates.
 - Caverion is the largest company in its market in Finland and among the two or three largest companies in Austria and Norway and the fourth largest company in Sweden in its market.
 - In Germany and Denmark, Caverion is among the top-10 players in the market.
- Additionally, the Company is one of the leading industrial solutions companies in Finland.
 - The largest industrial client segments are the forest and bioproducts industry and the energy sector.
- Exit from Russian market at the end of 2021



^{*} Source of market sizes: the company's estimate based on public information from third parties and management calculation)

We have a strong position in a fragmented market

Caverion has a strong competence in all these businesses



Caverion **Building Performance**

Caverion estimate of overall market growth

3% p.a.

+ many local players and potential new entrants (construction, soft FM and Design & Engineering companies)





2. Sustainability targets and offering

Building sustainable performance towards a carbon-positive future

We have a strong position in environment and climate protection



Environment

Towards a carbon-positive future

Social

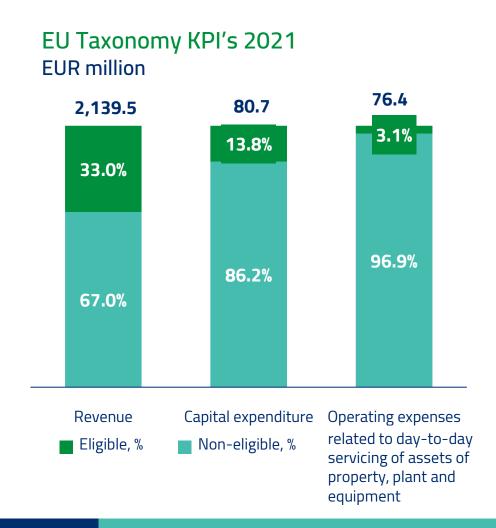
Our people are key to our success





Governance

Ethical operating culture



People

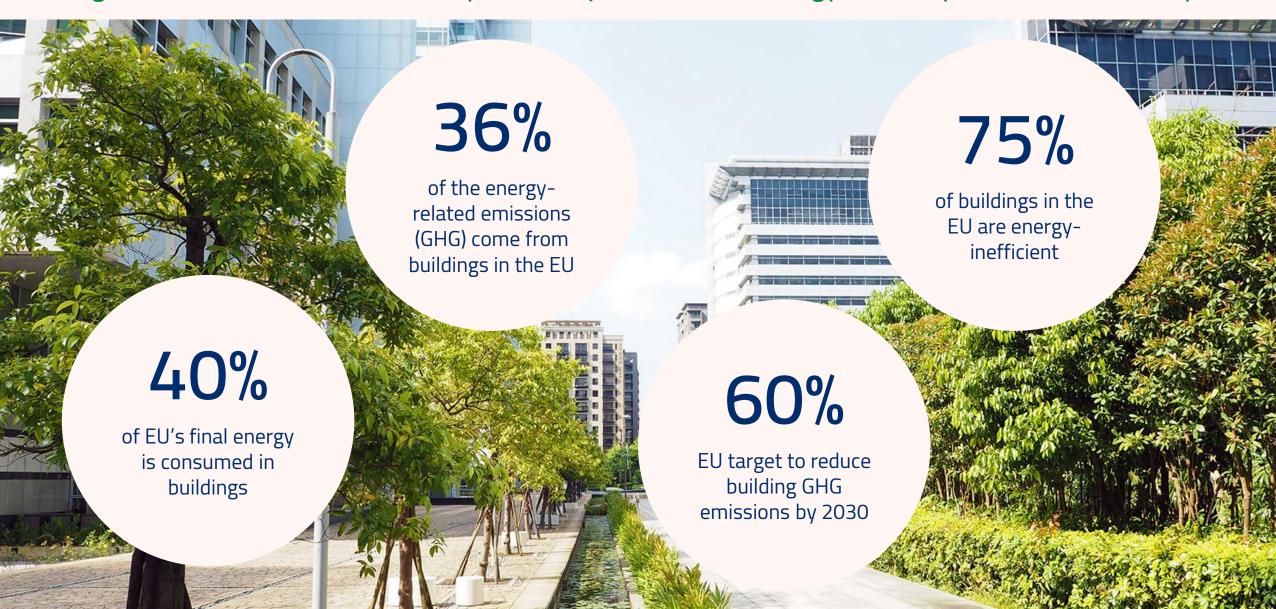
Digitalisation

Sustainability

Customer experience

Major need for building renovation in Europe - Major opportunity for Caverion

EU target net 55% emission reduction by 2030, major renovation/energy efficiency investment wave expected





By 2030...

Our positive GHG handprint is

1 0 x greater than our own GHG <u>footprint*</u>



















Caverion sustainability strategy focus areas

& targets by 2025

Caring for our people

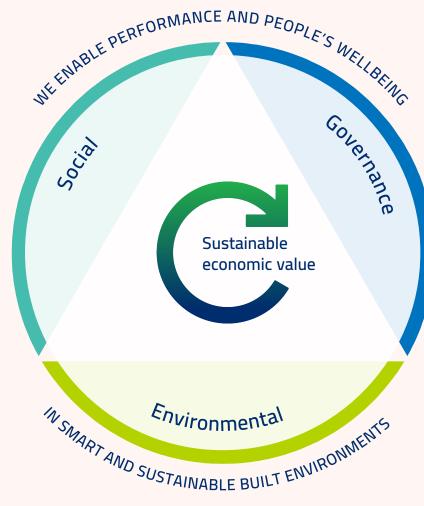
We provide our people a safe and sustainable environment with diversity, equity and inclusion, backed up by training and processes.

- > Lost Time Injury Frequency Rate (LTIFR) <2
- > Our employees trained in sustainability
- > Share of female employees 15%

Increasing our handprint

We maximize our positive **handprint** with a directed effort on identifying and developing smart sustainable offerings, designs and solutions to **advise** our customers.

- > 5 times carbon handprint over footprint (Scope 1-2)
- > Our offering has a defined carbon handprint



Ensuring sustainable value chain operations

We comply with legal requirements and Caverion policies supported by meaningful reporting and supplier engagement.

- > Supplier Code of Conduct sign-off rate >90%
- Our tender requests include sustainability criteria

Decreasing our footprint

We develop detailed targets and **emission reduction plans** for our footprint while engaging our suppliers and customers to reduce the emissions throughout our value chain.

> Total carbon footprint defined and measured

Clear progress in sustainability target achievement

Sustainability targets

2019 2021 2025 Baseline Actual Target

Our business makes sustainable impact					
Total carbon footprint defined and measured, %	66%	80%	100%		
Share of offerings with a defined carbon handprint, %	-	20%	100%		
Carbon handprint over footprint (Scope 1-2)	>1x	>2x	5x		
We care for our employees					
Lost Time Injury Frequency Rate (LTIFR) <2	5.3	4.0	<2		
Employees trained in sustainability, %	50%	89%	100%		
Share of female employees, %	11%	11%	15%		
We ensure efficient and high-quality implementation of sustainability					
Supplier Code of Conduct sign-off rate, %	55%	66%	>90%		
Share of tender requests including sustainability criteria, %	-	-	100%		



Caverion's solutions along the lifecycle create clear sustainable impact

EU's and national stimulus packages expected to be directed to green growth and digitalisation

Direct sustainability impact through:

- Lifecycle engagement via outcome-based contracts, EPC etc
- > **Solution projects with smart tech**, e.g. refrigeration, security, automation; upgrades and modernisations
- > **Advisory services**, e.g. Smart readiness indicator, energy advice, sourcing of subsidies
- > Digital services, e.g. remote center, analytics (SmartView)
- Financing solutions, e.g. PPP, XaaS and leasing solutions

Digital, data-driven, analytics focused integrated solutions



Traditional project & service business and technical discipline expertise

Stimulus packages and legislation

are in all our countries supporting sustainable investments. Caverion expects stimulus packages to increase demand also in Caverion's areas of operation in 2022.

Examples:

- > EU EUR 800bn recovery fund stimulus package
- > EPBD directive
- > EU F-gas regulation
- > EU taxonomy

Sustainability trend is growing stronger – Caverion expects stimulus packages to increase demand in 2022

EU's "Fit for 55" climate package

A set of proposals to make EU's climate, energy, transport and taxation policies fit for <u>reducing net greenhouse gas</u> <u>emissions by at least 55% by 2030</u>,

EU's "Renovation Wave" strategy

- Objective to at least double the annual energy renovation rate of residential and non-residential buildings by 2030
 - -> expected to result in 35 million building units renovated

EU's "Energy Performance of Buildings Directive" (EPBD)

Requires <u>all new buildings from</u>
 2021 to be nearly zero-energy
 buildings (NZEB) in the EU

Major opportunities for Caverion:

compared to 1990 levels

- > Increasing energy efficiency of buildings
- > Electrification of transport infrastructure
- > Use of renewable energy technologies
- > Green industrial transition towards clean technologies

We are committing to science based environmental targets and other initiatives



Current development

> Committing to science based environmental targets



 Aligning with EU taxonomy and considering TCFD recommendations



 Considering KPI's with SASB recommendations for our sector



In 2021, Caverion joined UN Global Compact



Annual reporting

- Complied in the sustainability report
- > EU nonfinancial reporting
- Signatory of the UN Global Compact and UN SDG's in 2020
- Nasdaq ESGTransparency partner



GRI



Latest ratings (score)

Gold rating by EcoVadis;
 top 5% in the industry
 and top 8% of all
 companies



> ESG Risk rating: Low risk (7/2021)



> A (12/2021)



> C (NP)



> C (2021)







3. Reaching financial targets through strategy execution

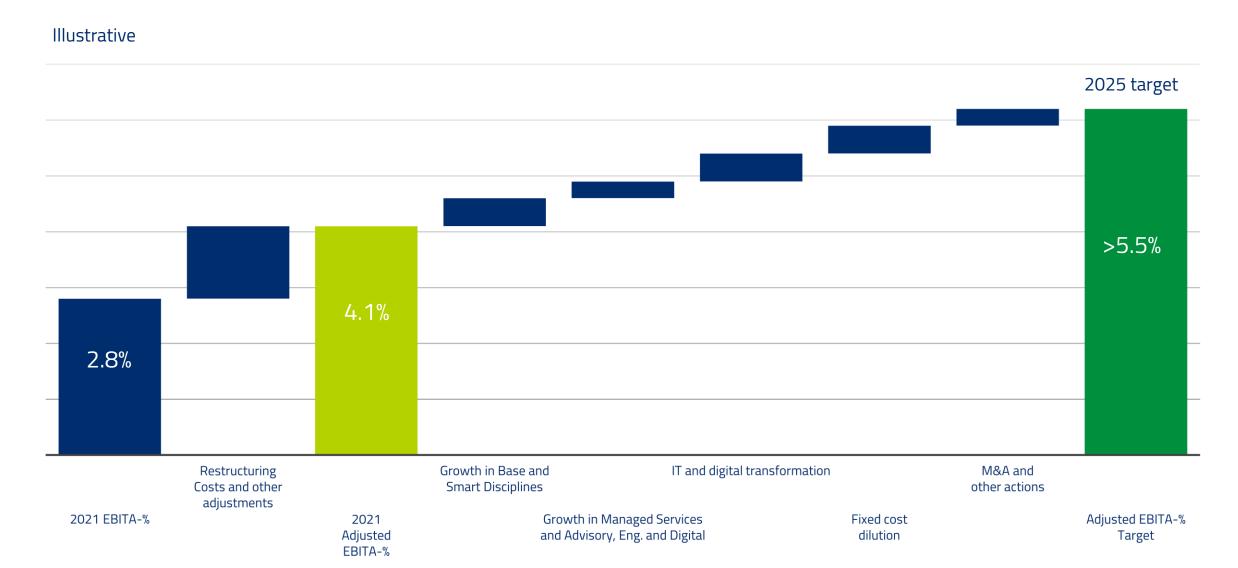
Financial targets until the end of 2025

Mid-term financial to	argets until the end of 2025	Actual 1-9/2022	Actual 2021
Cash conversion (LTM)	Operating cash flow before financial and tax items / EBITDA > 100%	90.1%	91.2%
Profitability	Adjusted EBITA > 5.5% of revenue	4.0%	4.1%
Organic revenue growth	3–4% p.a. over the strategy period	6.2%	-2.0%
M&A revenue growth	2–3% p.a. over the strategy period	1.6%	-0.2%
Debt leverage	Net debt/LTM Adjusted EBITDA < 2.5x	1.8x	1.0x
Dividend policy	Distribute at least 50% of the result for the year after taxes, however, taking leverage level into account	100% *	100% *

^{*}Calculated as Dividend per earnings (%). The Annual General Meeting approved the proposal of the Board of Directors according to which a dividend of EUR 0.17 per share was paid from the distributable funds of the company for the financial year 2021. The dividend was paid on 6 April 2022.

Targeting sustainable profitable growth

Sustainable growth actions projected to take us to the next level of profitability

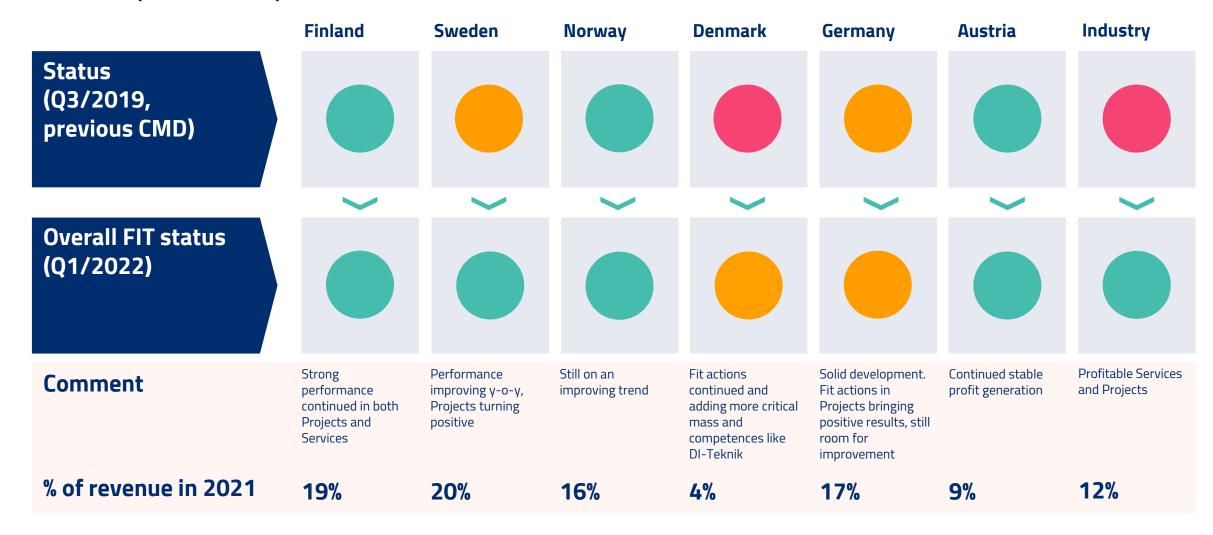




Tangible progress in each division

Services improving across our portfolio, Projects developing in right direction

Illustrative performance by division



Caverion

The turnaround of our Projects business has been successful, with strong focus on selectivity, governance and performance management

Our turnaround actions, started in 2017

Select projects based on profitability, cash flow and ability to support growth in services

Implement Projects Performance Management

Improve project management competences and develop resource planning

Manage project portfolio and business mix, climb up in the value chain

Project business now on a healthy base



Roles & organisation

Key project roles and responsibilities with competent people in key delivery roles



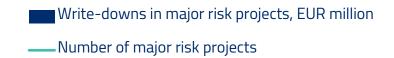
Processes, governance & performance management

Common process and governance of end-to-end project process compliance, including early warning indicators. Project follow-up steering and monthly reporting consistently with common KPI's

Building Performance

Project write-downs in major risk projects under control

- > In 2021, Caverion critically assessed its final remaining major risk project at the end of the year
- The write-downs from this major risk project amounted to FUR 4.0 million in 2021
- The project is now handed over to the customer, however final discussions between the parties are still ongoing





Major risk projects include only one risk project in Germany in 2019 –Q3/2022. In 2018, major risk projects included three completed Large Projects from Industrial Solutions.



There are major opportunities in all of our main markets

The fragmented competition landscape gives us freedom to operate

- > Even with our strong market position, there is considerable room to grow our market size
- > Despite consolidation over recent years, there are still multiple big and small players present in all our markets

The combination of our presence in Nordics and in Central Europe gives us a competitive edge

- > We are uniquely positioned to serve our customers with a combined Nordic/Central European scope
- > German market size is almost double that of our other operating countries combined

2021 Market size in services and projects, € bn

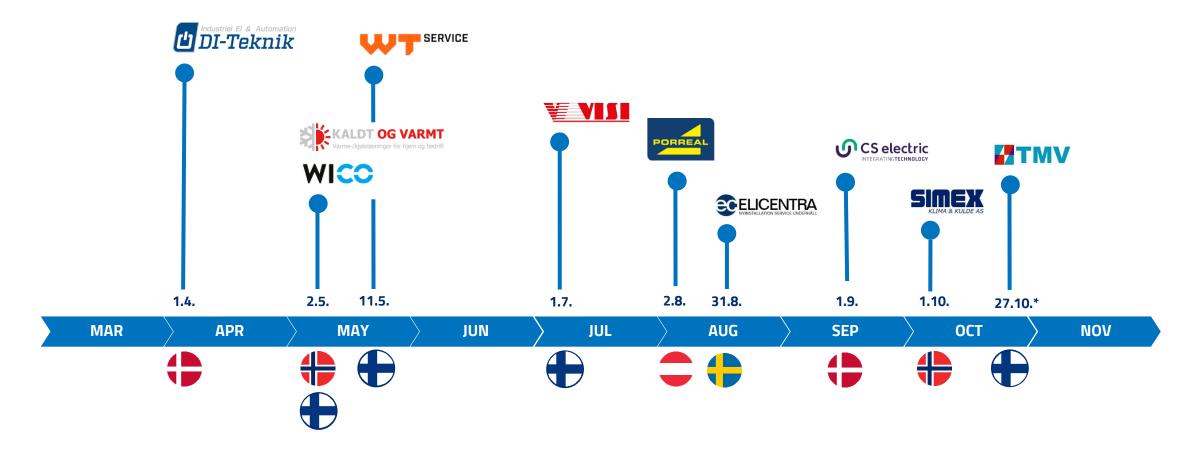


Caverion market share in 2021

	Nordics	Germany, Austria
Services	7%	1%
Projects	3%	1%



Acquisitions are a key part of our growth strategy



^{*}The closing of the acquisition is subject to the approval by the Finnish Competition and Consumer Authority.

Revenue:

EUR 13.4m



EUR 4.2m

We continue to invest in capabilities and core competencies

CS electric A/S Visi Oy Simex Klima & Kulde AS Acquisition of CS electric, a technology Acquisition of the Finnish industrial Acquisition of Simex Klima & Kulde in company in Denmark security service specialist Visi Oy Norway A leading player in Denmark in technical > Visi provides industrial video and One of Stavanger region's leading engineering, electrification and access control services as well as work suppliers in technical installations of automation services and safety communication services indoor climate, cooling and heat pump systems for commercial buildings Closed on 1 September 2022 Closed on 1 July 2022 Closed on 1 October 2022 Norway Denmark

70 22 25 **Employees:**

EUR 4.6m





4. Group development

Operating environment 1-9/2022

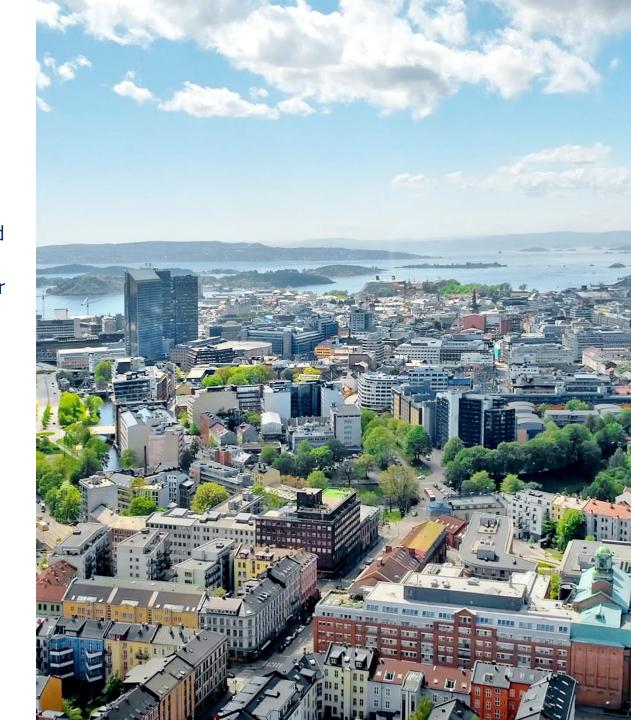
The economic uncertainty has increased

Services 66.1% (65.1%) of Group 1-9/2022 revenue

- > The market demand and general investment activity remained positive.
- > Caverion has continued to see a general increasing interest for services supporting sustainability.
- > There has also been increasing interest towards long-term and large-scale service agreements.
- > Growth has been limited by the availability of competent workforce and delays in the supply chain.

Projects 33.9% (34.9%) of Group 1-9/2022 revenue

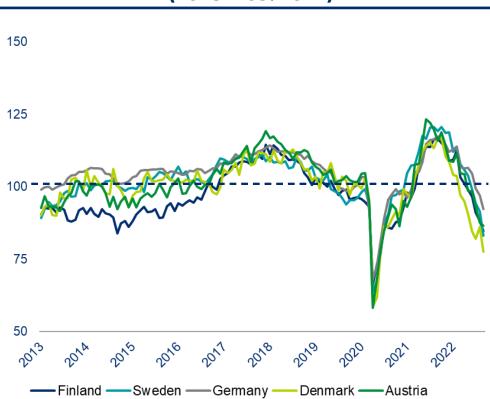
- > The market demand remained mostly stable.
- The interest for energy improvement projects has picked up, driven by the focus on energy consumption due to the energy crisis.
- > The market was impacted by increases in material prices, delays in decision-making and supply chain as well as uncertainty in the business environment, especially related to new construction.



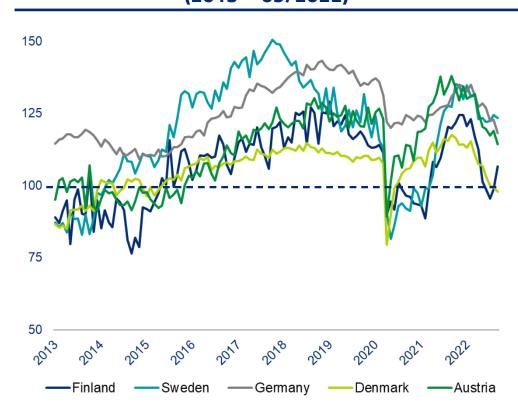
Operating environment 1-9/2022

Economic sentiment indicators impacted by the Ukraine war and the energy crisis

ECONOMIC SENTIMENT INDICATOR (2013 – 09/2022)



CONSTRUCTION CONFIDENCE INDICATOR (2013 – 09/2022)

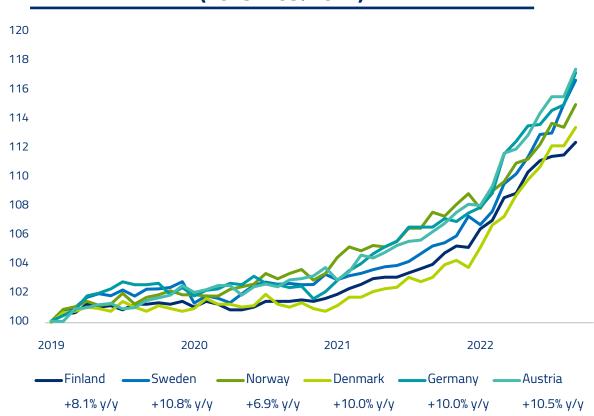


Sources: European Commission, September 2022

Operating environment 1-9/2022

Inflation continued to accelerate

CONSUMER PRICE INDEX (2019=100) (2019 – 09/2022)



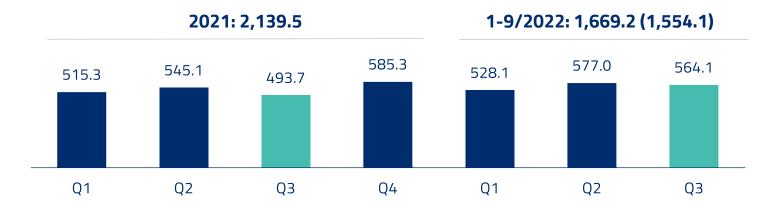
Sources: Countries Statistical centers, September 2022

- > The cost inflation related to material prices, including fuel costs, continued to impact the building technology market.
- > Caverion has proactively taken various measures to optimise the supply chain and to manage pricing.

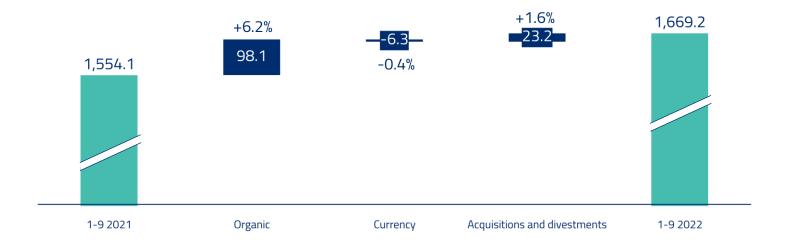
Revenue

Q3/2022 revenue up by 14.3% underlined by strong organic growth

Group revenue, EUR million



Revenue development in 1-9/2022, EUR million, %

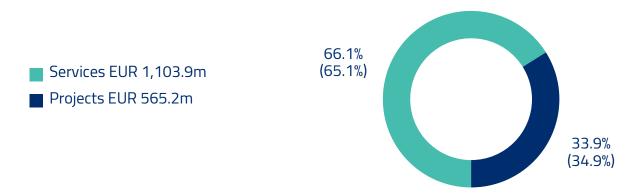


- Q3/22 revenue: EUR 564.1 (493.7) million, up by +14.3% (+14.7% in locals)
- Organic growth: +11.8%. Estimated inflation impact roughly one third of the organic growth
- > 1-9/22 revenue: EUR 1,669.2 (1,554.1) million, up by +7.4% (+7.8% in locals) and organic growth of +6.2%

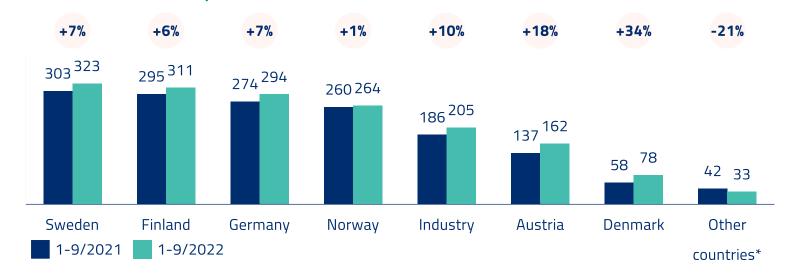
Revenue

Growth in all divisions in Q3/2022 and 1-9/2022

Revenue breakdown by business unit in 1-9/2022, EUR million



Revenue breakdown by division in 1-9/2022, EUR million



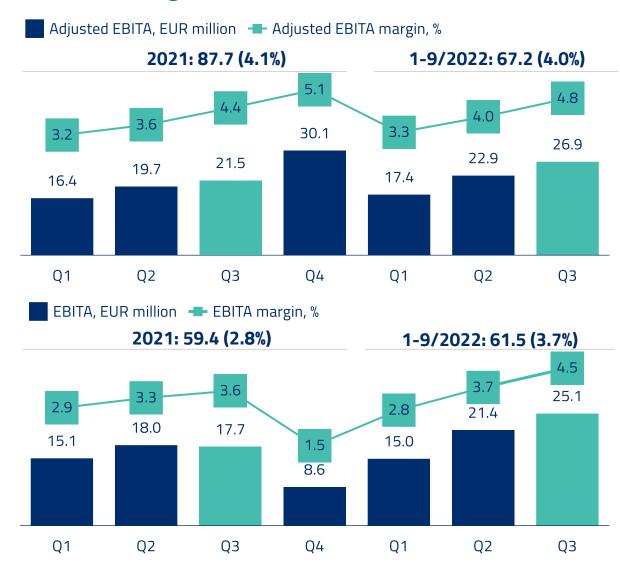
- > Business unit revenues Q3/22:
 - > Services +15.5 % (+15.8% locals; +11.2% organic)
 - > Projects +11.9% (+12.5% locals; +12.9% organic)
- Growth in all divisions in Q3/22 and 1-9/22 as a result of increased underlying activity and partly indirectly due to inflation impact

^{*} Other countries include the Baltic countries and Russia. Caverion divested its Russian subsidiary in December 2021, which explains the year on year decline in revenue. Baltic countries revenue increased slightly during January-September of 2022 compared to last year.

Profitability

Profitability improved in Q3/2022 despite the cost inflation and higher sick leave levels

- > Q3/2022: Adjusted EBITA improved by 25.0% to EUR 26.9 (21.5) million
 - > Adjusted EBITA margin: 4.8% (4.4%)
 - Both Services and Projects improved their profitability. Caverion has managed to cover material cost increases in pricing and improve efficiency.
- > Q3/2022 EBITA: EUR 25.1 (17.7) million, up by 42.2%
 - > EBITA margin: 4.5% (3.6%)
 - > Impacted by one-offs: transaction costs related to acquisitions and divestments of EUR 1.7 million
- > 1-9/2022 Adjusted EBITA EUR 67.2 (57.6) million, up by 16.6%, adjusted EBITA margin 4.0% (3.7%)
- > 1-9/2022 EBITA EUR 61.5 (50.8) million, up by 21.1%, EBITA margin 3.7% (3.3%)

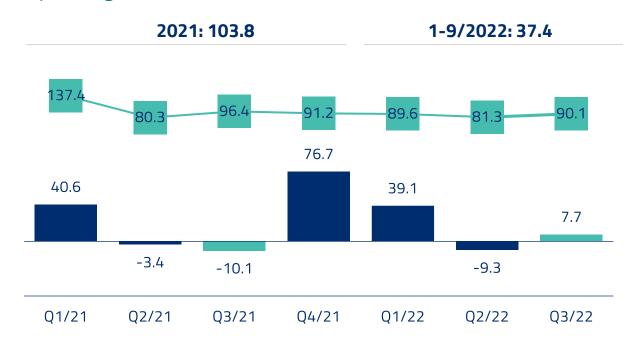


Cash flow

Operating cash flow improved in 1-9/2022

- > Operating cash flow before financial and tax items was EUR 37.4 (27.1) million in 1-9/22
 - > Cash conversion (LTM) 90.1% (96.4%)
 - > Change in working capital of EUR -58.6m (-61.1m).
 - > 1-9/2022 cash flow was negatively impacted by the payment of EUR 8.8 million for civil claims relating to the German anti-trust matter. The respective cost was reported in items affecting comparability in 2021.
- > Operating cash flow before financial and tax items was EUR 7.7 (-10.1) million in Q3/22
- > Free cash flow 1-9/22: EUR -55.2 (2.4) million
 - > Impacted by investments in the acquisitions with a negative cash flow effect of EUR 73.6m (6.6m)
- > Capex 1-9/22: EUR 92.8 (20.8) million
 - > IT investments: EUR 6.3m (5.6m) representing 0.4 (0.4) percent of revenue
 - > Other investments incl. acquisitions: EUR 86.5m (15.2m)

Operating cash flow before financial and tax items, EUR million

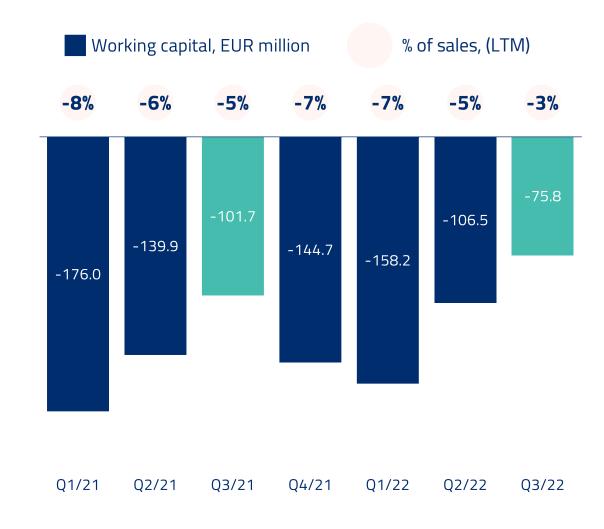


- Operating cash flow, EUR million
- Cash conversion (LTM), %

Working capital

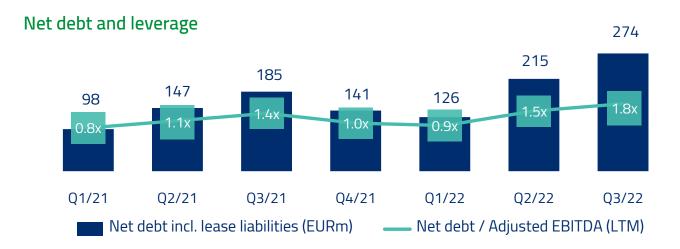
Working capital was at a level of -3% of sales (LTM)

- > The Group's working capital amounted to EUR -75.8 (-101.7) million at the end of September.
 - Working capital was impacted by revenue growth in the Services business as well as several projects being in a cash-consuming phase.
- Trade and POC receivables increased to FUR 588.6 (530.0) million and other current receivables decreased to EUR 29.9 (30.2) million.
- > Advances received increased to EUR 264.0 (242.1) million. Other current liabilities decreased to EUR 251.5 (253.4) million and trade and POC payables increased to EUR 201.7 (183.1) million.



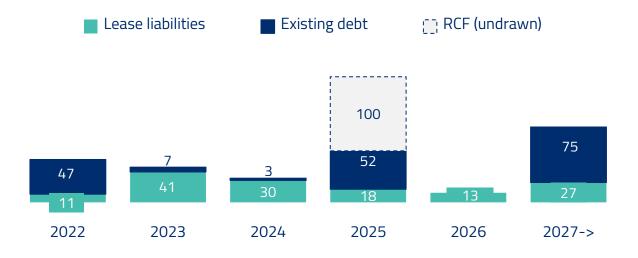
Leverage

Net debt impacted by investments in the acquisitions and dividend payment



- > Interest-bearing net debt incl. lease liabilities: EUR 274.0m (185.0m), excl. lease liabilities: EUR 135.1m (56.0m)
 - > Caverion has issued commercial papers to support sufficient liquidity for acquisitions. At the end of September outstanding amount was EUR 44.9m.
- Cash and cash equivalents of EUR 46.8m (81.5m)
- > Net debt/Adjusted EBITDA according to group's financial targets in Q3/2022: 1.8x (1.4x). Group's target limit is less than 2.5x.
- > EUR 35m hybrid bond has first call date in May 2023.
- > Caverion has a balanced debt maturity profile, where most of the long-term debt matures in 2025 and in 2027.

Debt maturity structure on 30 September 2022, EUR million



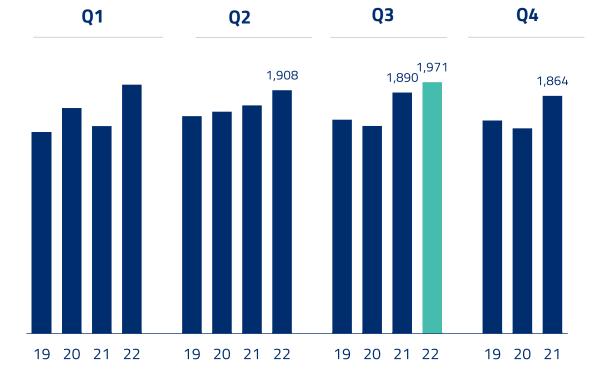
Building Performance

Order backlog

Order backlog continued to increase, +4.3% year-on-year at the end of Q3/2022

- Despite the challenges posed by the operating environment, order backlog increased by 4.3% year-on-year to EUR 1,971.0 (1,889.7) million at the end of September.
 - Order backlog increased by 3.3% from the end of lune 2022.
- At comparable exchange rates the order backlog increased by 5.8% from the end of September 2021.
- Order backlog increased by 9.0% in Services and decreased by 1.3% in Projects from the end of September 2021.







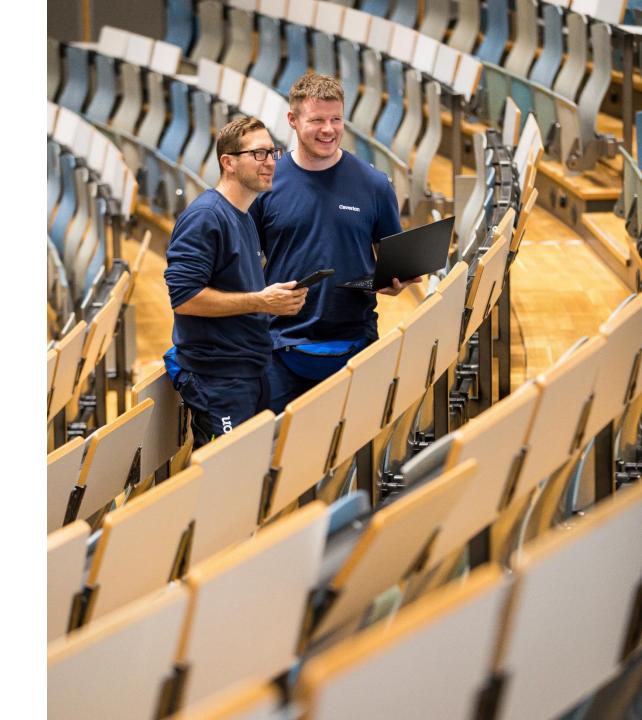


5. Guidance

Guidance

Guidance for 2022

In 2022, Caverion Group's revenue (2021: EUR 2,139.5 million) and adjusted EBITA (2021: EUR 87.7 million) will grow compared to 2021.



Capital allocation policy to achieve sustainable growth

Illustrative

Investment capacity created through:

- > Sustainable growth
- > Margin uplift
- > Improved scalability, efficiency and productivity including procurement optimisation
- > Strong cash conversion



Capital allocation policy

Organic investments

Investments in organic growth, including digitalisation and offering development

Dividends

Dividend policy:
Payout ratio of at least 50% of the result for the year after taxes, however, taking leverage level into account

M&A

M&A in selected growth areas and complementary capabilities

Why invest in Caverion?







Key figures

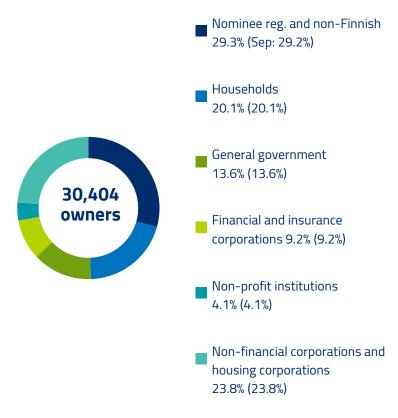
EUR million	7-9/22	7-9/21	Change	1-9/22	1-9/21	Change	1-12/21
Revenue	564.1	493.7	14.3%	1,669.2	1,554.1	7.4%	2,139.5
Organic growth, %	11.8	-4.6		6.2	-2.3		-2.0
Adjusted EBITDA	41.1	35.0	17.3%	109.1	97.6	11.8%	142.1
Adjusted EBITDA margin, %	7.3	7.1		6.5	6.3		6.6
EBITDA	39.3	31.2	26.1%	103.6	90.8	14.1%	113.8
EBITDA margin, %	7.0	6.3		6.2	5.8		5.3
Adjusted EBITA	26.9	21.5	25.0%	67.2	57.6	16.6%	87.7
Adjusted EBITA margin, %	4.8	4.4		4.0	3.7		4.1
EBITA	25.1	17.7	42.2%	61.5	50.8	21.1%	59.4
EBITA margin, %	4.5	3.6		3.7	3.3		2.8
Operating profit	21.1	13.5	55.8%	49.9	38.4	30.0%	43.5
Operating profit margin, %	3.7	2.7		3.0	2.5		2.0
Earnings per share, undiluted, EUR	0.10	0.05	91.4%	0.23	0.16	43.4%	0.17
Operating cash flow before financial and tax items	7.7	-10.1		37.4	27.1	37.9%	103.8
Order backlog				1,971.0	1,889.7	4.3%	1,863.8
Cash conversion (LTM), %				90.1	96.4		91.2
Working capital				-75.8	-101.7	25.4%	-144.7
Interest-bearing net debt				274.0	185.0	48.1%	140.7
Net debt/Adjusted EBITDA				1.8	1.4		1.0
Gearing, %				131.8	96.2		69.8
Equity ratio, %				19.0	19.0		19.0
Number of personnel at the end of the period				15,037	14,773	1.8%	14,298



Directly registered shareholders on 31 October 2022

Largest shareholders	Shares, pcs	% of shares	Change after 9/2022, pcs
1 Herlin Antti	21,054,392	15.2	0
2 Fennogens Investments SA (Ehrnrooth family)	14,169,850	10.2	0
3 Varma Mutual Pension Insurance Company	9,035,780	6.5	0
4 Mandatum companies	6,443,213	4.6	18,129
5 Ilmarinen Mutual Pension Insurance Company	4,162,955	3.0	0
6 Säästöpankki funds	3,716,562	2.7	0
7 Elo Mutual Pension Insurance Company	2,565,640	1.8	0
8 Caverion Oyj	2,447,447	1.8	0
9 The State Pension Fund	2,050,000	1.5	0
10 Brotherus Ilkka	1,803,765	1.3	0
11 OP funds	1,498,362	1.1	6,937
12 Nordea funds	1,456,253	1.0	-4,034
13 Aktia funds	1,250,000	0.9	0
14 S-Bank funds	1,062,605	8.0	0
15 Kaleva Mutual Insurance Company	969,025	0.7	0
16 Sinituote Oy	772,400	0.6	0
17 Veritas Pension Insurance Company Ltd.	755,000	0.5	0
18 Haapalainen Marko Juhani	392,265	0.3	-2,735
19 Samfundet folkhälsan i Svenska Finland rf	374,400	0.3	200,600
20 Finska Läkaresällskapet rf	331,800	0.2	0
Source: Investis, as presented on 20 largest, to	tal 76,311,714	54.9	

Sector distribution (10/2022)



Source: Investis, as presented on Caverion website.

20 largest, total 76,311,714 All shares 138,920,092

54.9 100.0



Board of Directors re-elected by the AGM on 28 March 2022



Mats Paulsson Chairman



Markus Ehrnrooth Vice Chairman



Jussi Aho **Board** member



Joachim Hallengren **Board** member



Thomas Hinnerskov **Board member**



Kristina Jahn **Board member**



Jasmin Soravia Board member

Caverion Group Management Board

