

Partner for  
**predictive maintenance**  
in critical infrastructure



**Nils Lindgren**  
CFO & IR

# Agenda

- Our customers
- Market overview
- The solution
- About Gomero

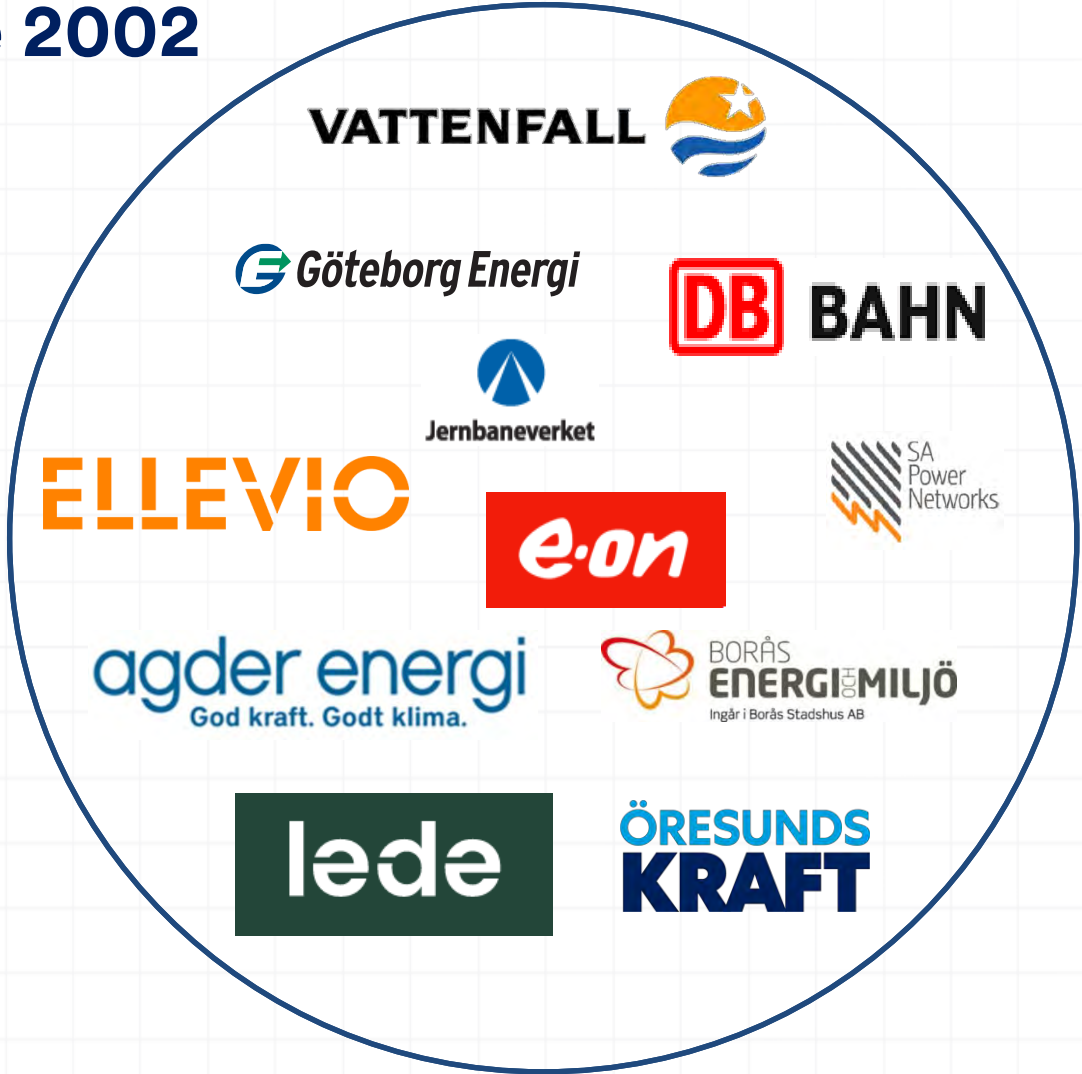




Our customers


# Gomero Group

>100 customers in nine countries since 2002



## The past 12 months:

>5 500 incidents 

>50 000 kg CO<sub>2</sub> 

>85 000 m<sup>2</sup> 



We ensure that maintenance work can be carried out optimally and with increased degrees of automation.

The logo for 'omero' features a stylized Greek letter sigma (σ) in white with a blue-to-teal gradient arc at its base. To the right of the symbol, the word 'omero' is written in a clean, lowercase, sans-serif font, followed by a trademark symbol (™).

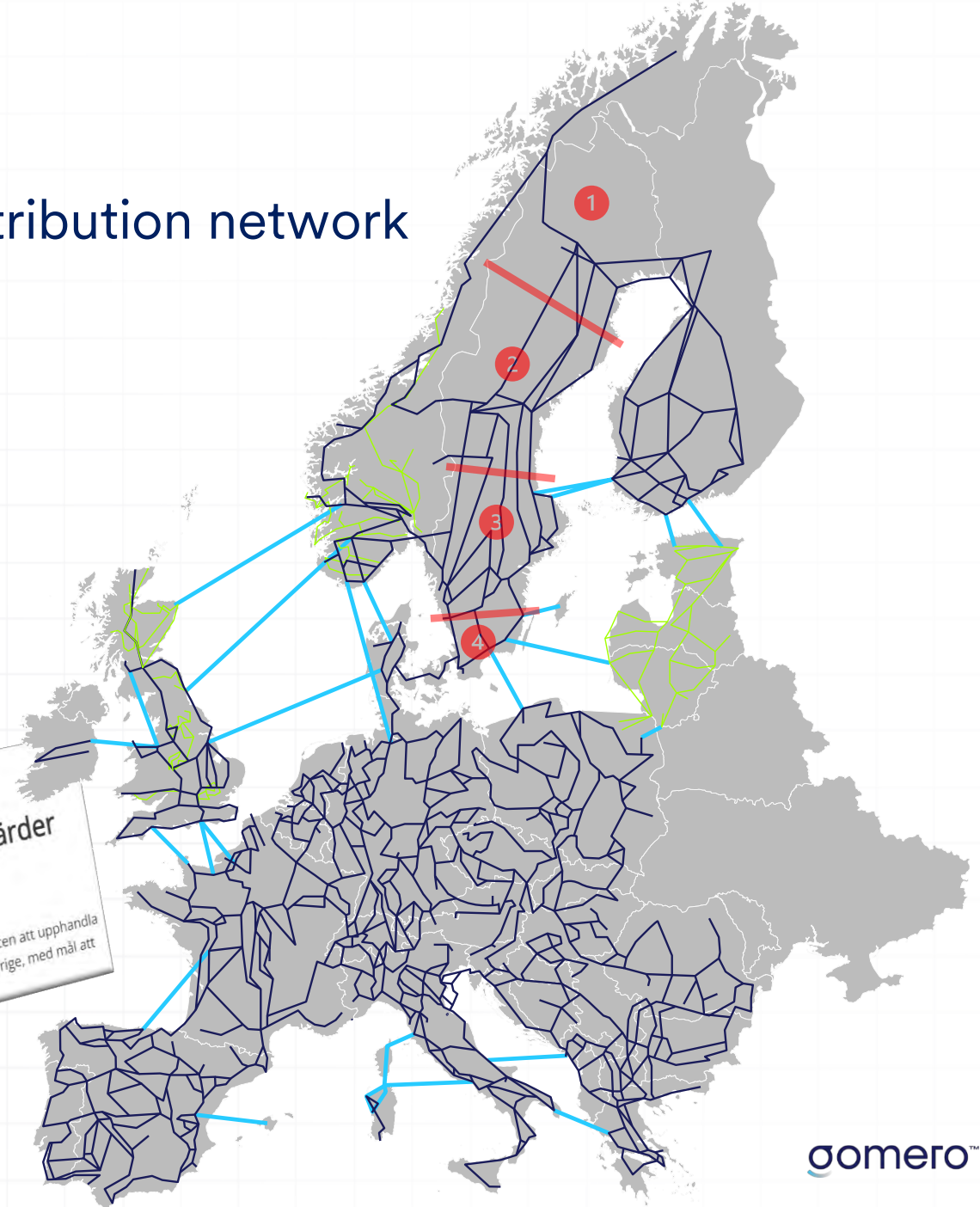
omero™

**Market overview**



# Gomero Group

- Market overview – Europe's electricity distribution network



**Debatt: Öka elnätinvesteringarna**  
Det krävs en mycket omfattande utbyggnad av elnätet för att möta framtidens energibehov. Det visar en studie som beräknar de ekonomiska utfallen av elnätets utbyggnadsgrad, skriver E.ON Networks vd Martin Höhler.  
Uppdaterad: 16 december 2021, 12:19 Publicerad: 15 december 2021, 19:30

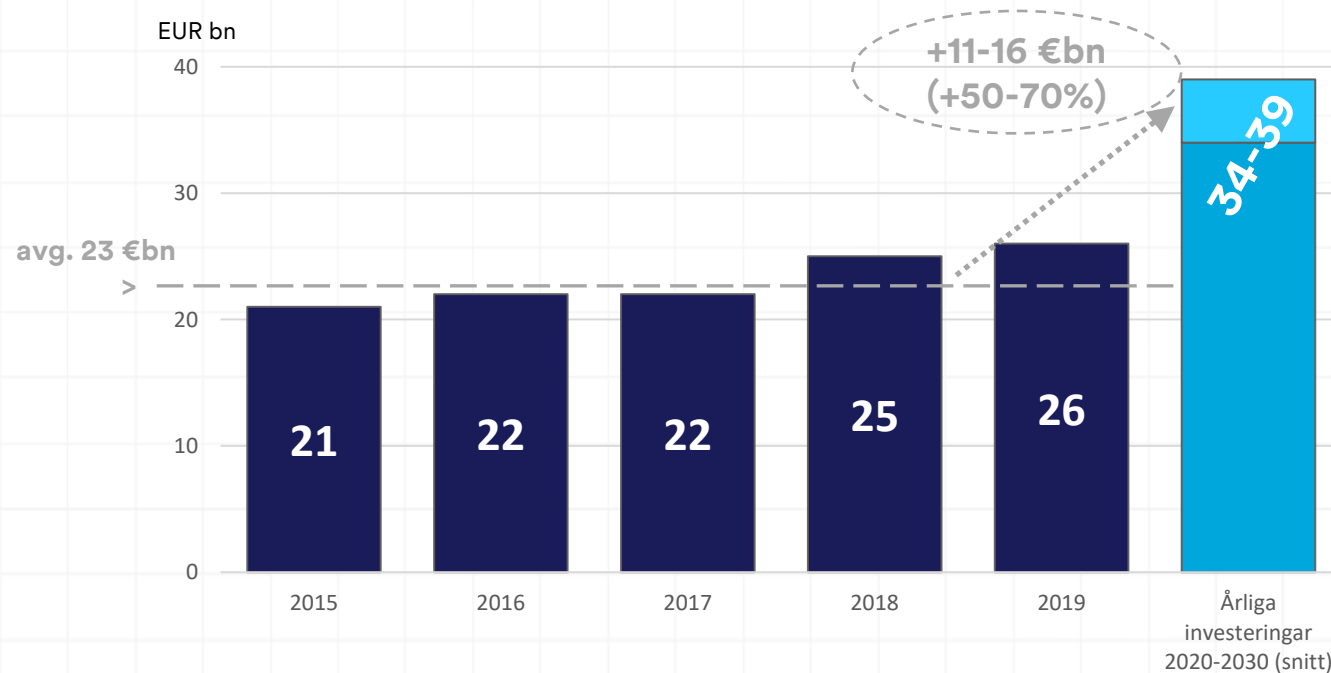
Menu Search Sign In  
Bloomberg  
Markets  
**France Faces Power Cuts in Case of a Cold Snap, Grid Says**  
Record nuclear plant high outages for January creates risk  
Weather forecasts suggest cold snap unlikely at start of year

ENERGI  
**Hushållens elförbrukning minskade med 21 procent i södra Sverige i september – danskarna minskade sin elförbrukning med 12 procent**  
FA VÅRT NYHETSBRÄV

SVENSKA KRAFTNÄT  
**Svenska kraftnät undersöker åtgärder som kan dämpa elpriserna**  
Idag Svenska kraftnät har på uppdrag av regeringen utrett möjligheten att upphandla förbrukningsflexibilitet och planerbar elproduktion i södra Sverige, med mål att motverka exceptionellt höga elkostnader.

# Gomero Group

- Market overview – Investments in distribution network within EU+UK



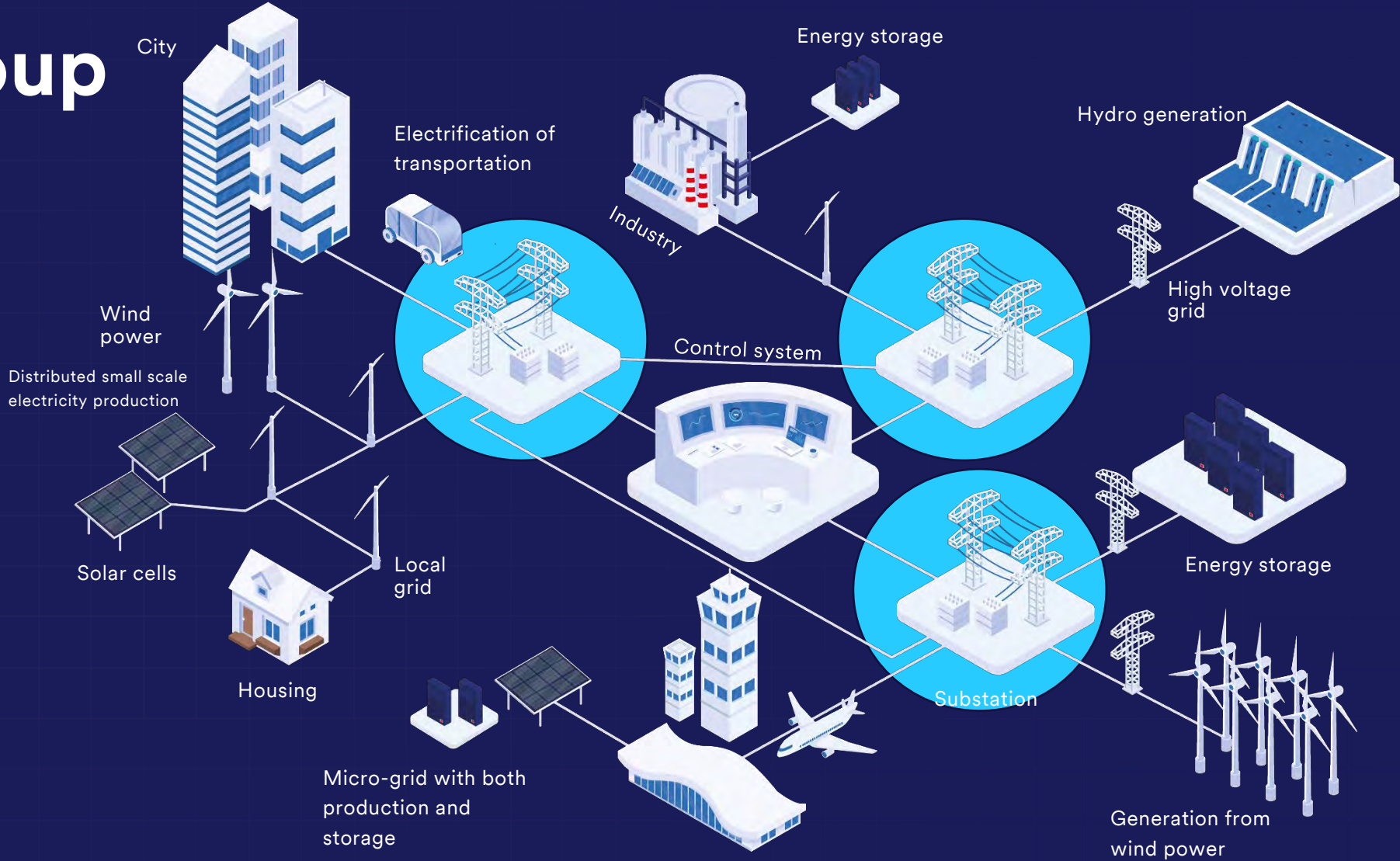
## Why increase?

- To meet increased demand
- Integrate renewable sources
- Increase flexibility/ quality
- Digitalization



# Gomero Group

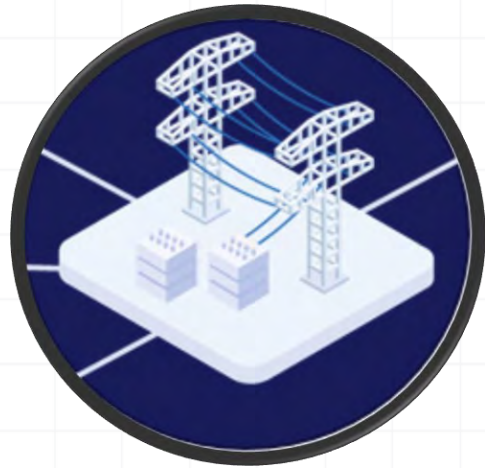
- Market overview





The solution

# A electricity substation

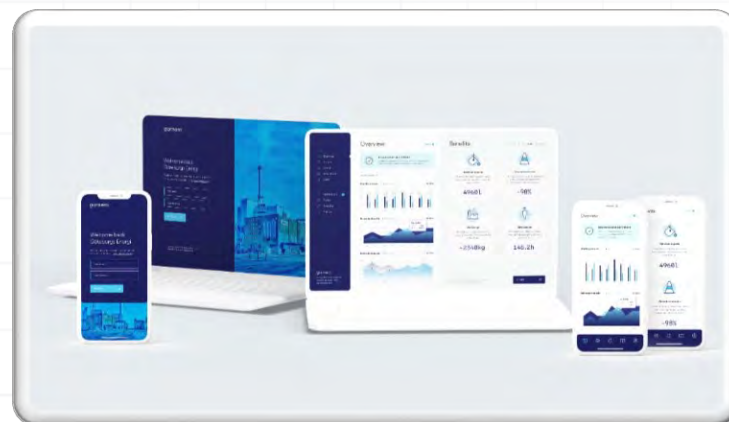




# Gomero Group

## sipp™ Solution

 since 2006







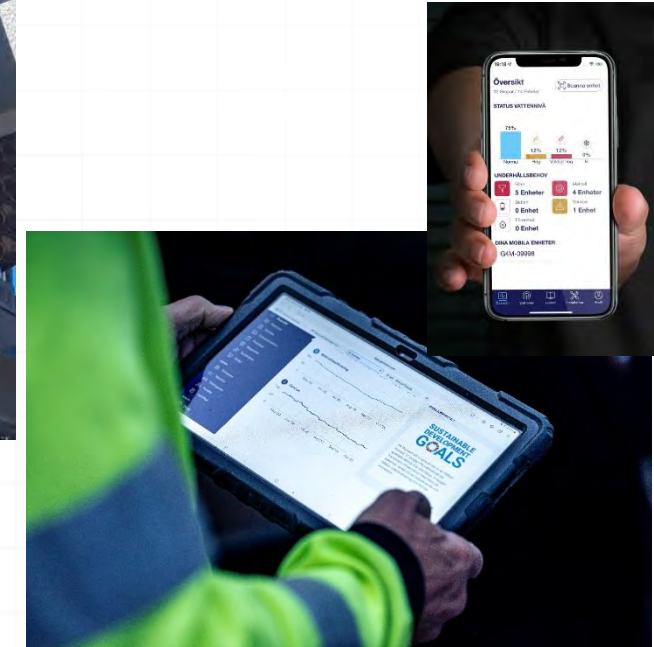


# Gomero Group

 **sipp™ Hub, the "Connected substation"**

## Predictive maintenance via:

- Secure local wireless network & backhaul
- Monitoring and control solutions
  - Transformer bund - oil in water detection
  - Switchgear – SF6 gas leakage detection
  - Integration of additional sensors & systems
- Associated services – Gomero Web & App
- Integration to customer & 3rd party platforms
  - IBM Maximo, ABB, Hitachi etc



“Your partner for predictive maintenance in critical infrastructure”

gomero™



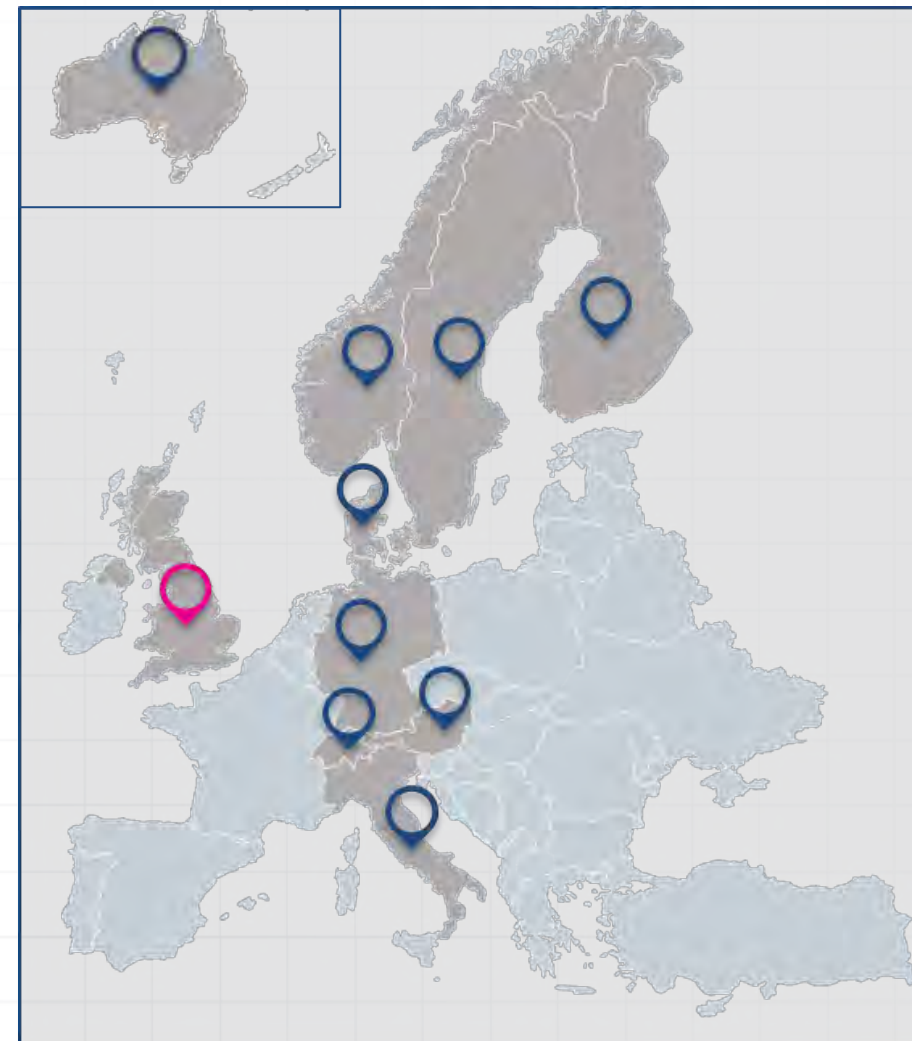


About Gomero

# Gomero Group

## - Overview

- Founded 2002
- Based in Gothenburg, Sweden
- In-house developed solutions and services
- ISO-certified: 9001, 14001 and 27001



**Sales:**  
SEK41,5mn,  
37% tillväxt  
(rolling 4q)



**EBITDA:**  
SEK8mn,  
19% marginal  
(rolling 4q)



**Customers:**  
> 100 customers,  
in 9 countries



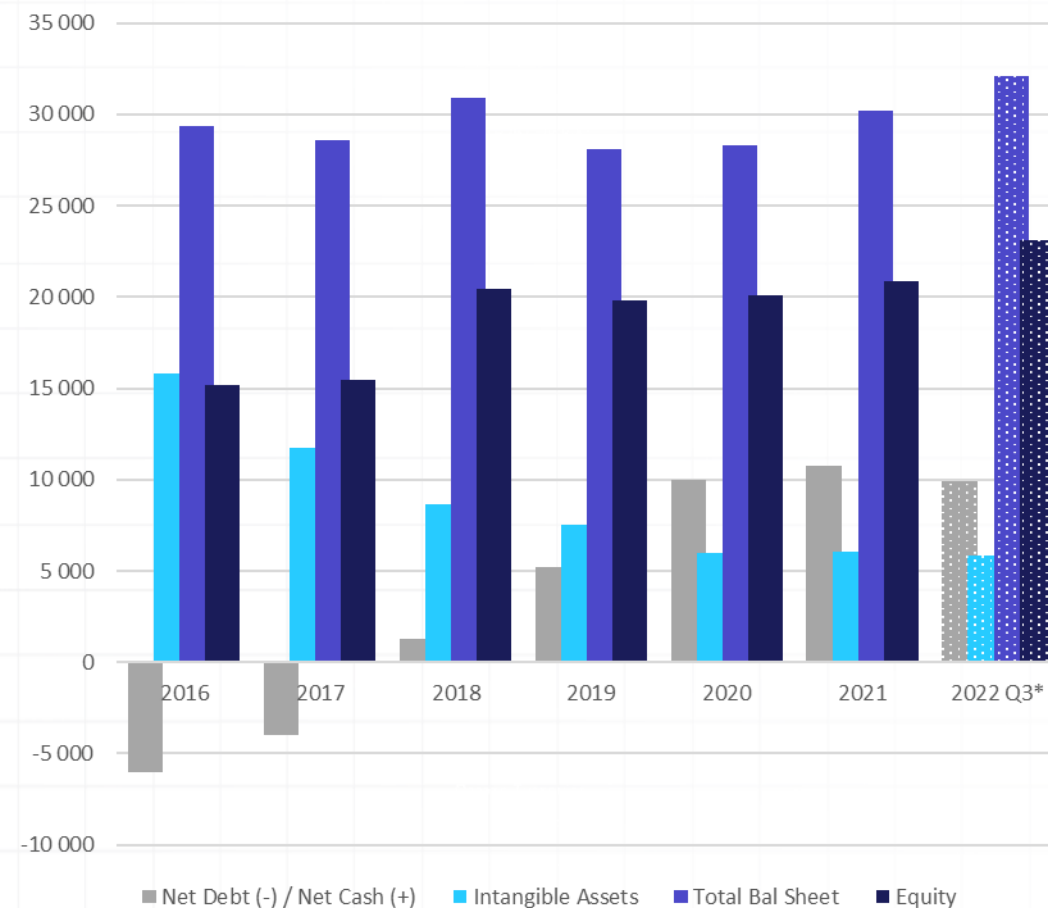
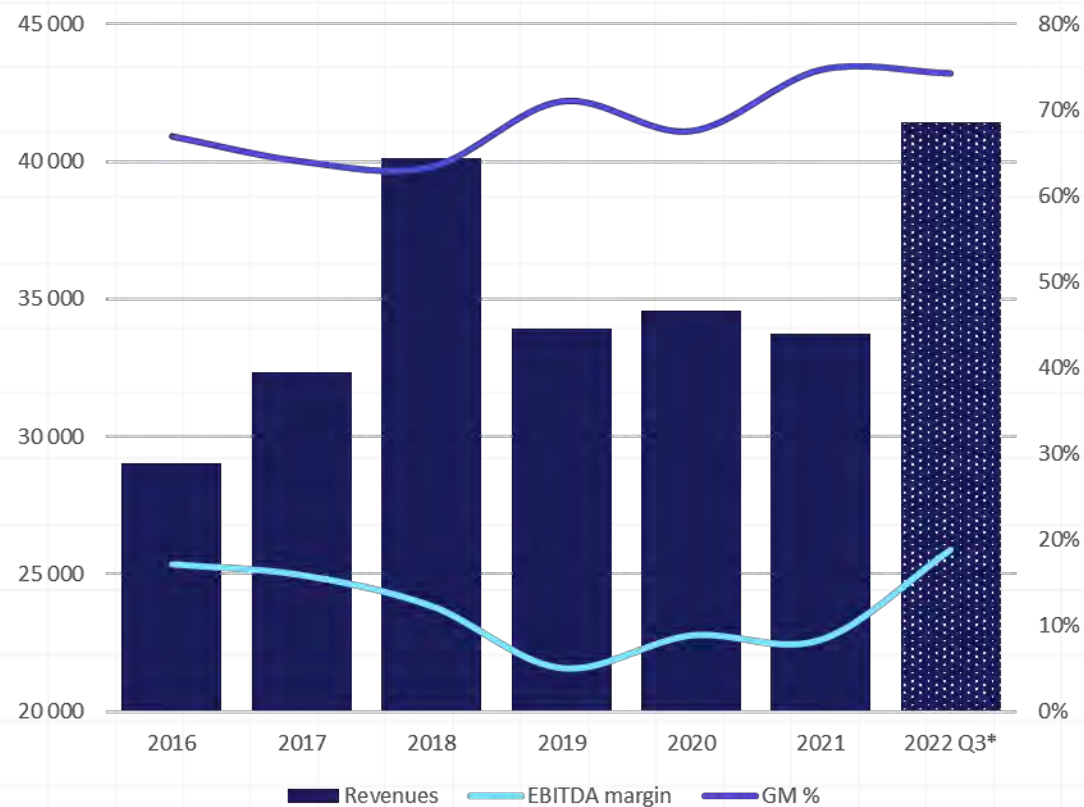
**Personell:**  
15 persons +  
consultants



**Production:**  
Outsourced in  
Sweden, within  
2.5h drive

# Gomero Group

- Financial overview



# Gomero Group

## Management team



**Jan-Eric Nilsson**

Founder  
CEO  
KAM / Business development



**Malin Giselsson**

CTO  
Technical sales support



**Nina Lian**

Customer Success  
After sales



**Nils Lindgren**

CFO  
IR  
M&A

## Board



**Johan Rask**

Chairman  
CEO, Insplorion (publ)  
Experience: business development in tech and growth companies.



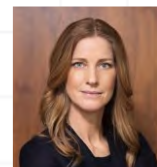
**Alf Engqvist**

Member  
former Group CEO, Göteborg Energi  
Experience: energy focused businesses both as supplier and customer.



**Jörgen Hentschel**

Member  
Entrepreneur, founder Enviroclean & OPUS Group  
Experience: building value in listed growth companies.



**Malin Sparf Rydberg**

Member  
Director of Communications, Rejlers  
Experience: communication, brand building and company culture.



**Fredrik Östbye**

Member  
Head of Aliaxis Next  
Experience: digitalization, IoT, circular economies, blockchain.

## Share overview

| Name   | # of Shares      | % of capital  |
|--|------------------|---------------|
| Founder/CEO J-E Nilsson with related parties             | 654 994          | 16,6%         |
| Founder/board member Fredrik Östbye with related parties | 491 446          | 12,5%         |
| Mgmt and current & former employees                      | 296 185          | 7,5%          |
| Chairman, Johan Rask                                     | 120 575          | 3,1%          |
| Board member Jörgen Hentschel with Magnus Greko          | 143 426          | 3,6%          |
| Other board members                                      | 17 000           | 0,4%          |
| Chalmers Ventures  | 450 000          | 11,4%         |
| iOWA Holding AB  | 444 446          | 11,3%         |
| Other shareholders                                       | 1 323 928        | 33,6%         |
| <b>Total number of shares</b>                            | <b>3 942 000</b> | <b>100,0%</b> |

Listed on Spotlight Stock Market  
Number of shareholders

June 2018  
>800

# Gomero Group

- Growth Areas and Financial Targets

## Growth Areas:

### Penetration



### Services



(subscription/ SaaS)

### Internationalization



### Financial targets

|                 |      |
|-----------------|------|
| Organic growth  | >15% |
| EBITDA margin   | >15% |
| Net debt/EBITDA | <2   |

### Financial calender

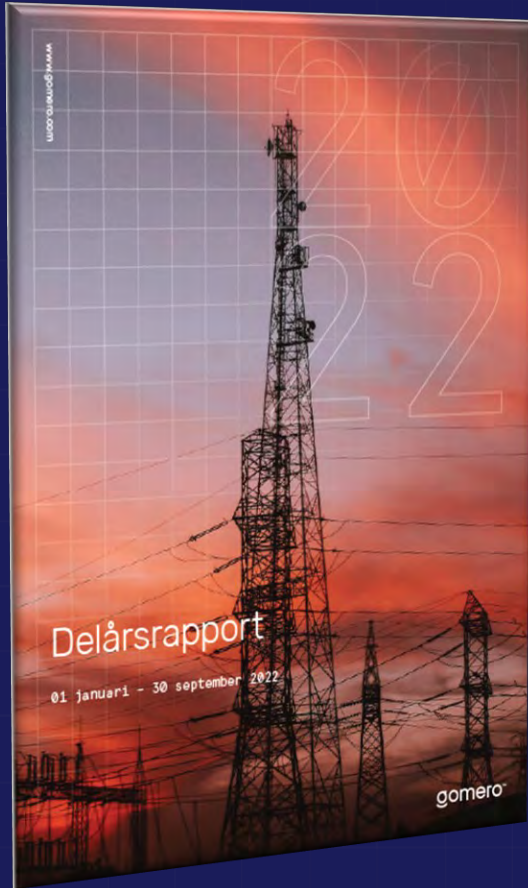
- Q4 report 2023-02-22

# Gomero Group

- Summary
  - Large global investments in infrastructure for energy distribution
  - Market leader in Sweden for predictive maintenance of substations
  - More than 100 customers in nine counties
  - Offers a secure and established IoT-solutions for a globally growing market
  - Continuous customer-driven sustainable innovation

**”Your partner for predictive maintenance in critical infrastructure”**





**gomero**<sup>TM</sup>

Learn more:

[www.gomero.com](http://www.gomero.com)

and

[www.linkedin.com/company/gomero-group](http://www.linkedin.com/company/gomero-group)