CONSTI INTERIM REPORT 1 January – 31 March 2023

27 April 2023 at 8.30 a.m.

NET SALES GREW, ORDER BACKLOG INCREASING

1–3/2023 highlights (comparison figures in parenthesis 1–3/2022):

- Net sales 68.9 (59.8) million euro; growth 15.2%
- EBITDA 1.5 (1.4) million euro and EBITDA margin 2.1 (2.3)%
- Operating result (EBIT) 0.7 (0.4) million euro and EBIT margin 1.0% (0.6%)
- Order backlog 253.8 (205.1) million euro; growth 23.7%
- Order intake 58.6 (37.6) million euro; growth 56.1%
- Free cash flow -1.0 (-0.8) million euro
- Earnings per share 0.04 (0.01) euro

Guidance on the Group outlook for 2023:

The Company estimates that its operating result for 2023 will be in the range of EUR 9,5-13,5 million.

KEY FIGURES (EUR 1,000)	1-3/2023	1-3/2022	Change %	1-12/2022
Net sales	68,928	59,830	15.2 %	305,217
EBITDA	1,473	1,357	8.5 %	14,927
EBITDA margin, %	2.1 %	2.3 %		4.9 %
Operating result (EBIT)	657	359	82.8 %	11,428
Operating result (EBIT) margin, %	1.0 %	0,6 %		3.7 %
Profit/loss for the period	304	111	174.5 %	8,491
Order backlog	253,756	205,094	23.7 %	246,650
Free cash flow	-970	-830	-16.9 %	18,000
Cash conversion, %	n/a	n/a		120.6 %
Net interest-bearing debt	5,661	16,255	-65.2 %	3,871
Gearing, %	15.8 %	52.1 %		10.7 %
Return on investment, ROI %	19.3 %	10.1 %		18.3 %
Number of personnel at period end	1,020	933	9.3 %	975
Earnings per share, undiluted (EUR)	0.04	0.01	300.0 %	1.10

CEO's review

”Consti's solid development continued during the first quarter of the year. Our net sales continued to grow as we expected. Our net sales for January-March increased 15.2 percent and amounted to 68.9 (59.8) million euro. Our net sales grew in all our geographic operating areas.

Our operating profit for January-March was 0.7 (0.4) million euro, or 1.0 (0.6) percent of our net sales. Our profitability improved, although cost inflation negatively affected our results through both increased construction costs and increased indirect costs. At the end of the reporting period, our balance sheet and liquidity position remained at a good level.

Our order intake in January-March amounted to 58.6 (37.6) million euro, which is a 56.1 percent increase compared to the same period last year. Our most significant order in the first quarter was the comprehensive renovation of a housing company in Myllypuro, which is owned by the City of Helsinki. The value of the contract is approximately 26 million euro. The project will be carried out jointly by three of our business areas. The rest of our order intake for January-March consists of several smaller projects that are evenly distributed across our business areas. Due to our strong order intake, our order backlog at the end of the reporting period increased by 23.7 percent compared to the comparison period and was 253.8 (205.1) million euro.

During the reporting period, we continued to implement our strategy and take measures to ensure the performance of our business in the prevailing operating environment. These measures were particularly focused on customer work and tender activities. In our corporate social responsibility work, we continued efforts in accordance with our chosen responsibility themes for the strategy period. In our corporate responsibility report, which was published today, we provide more detailed information about the development of the sustainability issues that are most important to our stakeholders and our business, and about the measures we took during 2022.

Based on our current market view, we believe that the demand for renovation and building technology services will remain at a reasonable level in 2023. According to forecasts, the renovation market is expected to grow by around 1.5 percent in 2023. The forecasts reflect the needs-oriented nature of renovation. Poor demand prospects for new construction may increase competition for renovation projects. Additionally, rising financing costs and strong inflation may postpone construction projects in the short term. In the longer term, the growth of renovation is supported by the age of Finland's building stock and global megatrends, as well as sustainability goals such as the EU Energy Efficiency Directive.

Our strong order backlog, progress in our strategic projects, and steadily improved performance provide a good foundation for us to continue our solid development in 2023.”

Operating environment

Construction market 2023–2024

According to the economic outlook report published in March by the Confederation of Finnish Construction Industries (CFCI), the entire construction market is expected to decline by about 3.5 percent in 2023. CFCI estimates that the renovation market will grow by approximately 1.5 percent in 2023, while the new residential construction will decline by as much as 20 percent.

In its March report CFCI notes that a slowdown in cost increases and the estimated decrease in new construction will accelerate the need for renovations, especially next year. CFCI estimates that the renovation market will grow about 2 percent in 2024. CFCI states that considering the aging of the building stock and the goals of the green transition, the growth of renovation is still too slow.

The renovation market in general

In recent years, the Finnish house building market has been divided almost equally between new construction and renovation. Renovation has grown relatively steadily for the last 20 years. Growth is projected to remain steady for years to come, as renovation is more need-based and less sensitive to economic cycles than new construction.

Nearly two-thirds of renovation is conducted in residential buildings, and more than half of this volume is estimated to be professional renovation. Just over one third of all renovation is conducted in non-residential buildings.

In the renovation of residential buildings, the emphasis is still on building technology, which accounts for approximately 40 percent of the value of renovation. It has been estimated that building technology renovation will increase more strongly than other renovation also in the next few years. The growth of building technology renovation is maintained by the large number of residential buildings that have reached the age where they require pipeline renovation.

The higher prices of heating and the green transition will also bring growth to the building technology market. Until now, energy efficiency has been improved largely in connection with other renovation, but rapidly rising energy prices have made energy renovation profitable as independent projects as well. Energy efficiency and a building's ability to withstand increasing extreme weather conditions are improved with building technology and construction solutions such as facade renovation. Renovation plays a central role in reducing the carbon footprint of the built environment, as the number of new buildings is growing by only about one per cent per year.

In addition to building technology renovation, many housing companies have a growing need for facade renovation, which they have postponed due to financial reasons, to make way for pipeline renovation. Approximately one fifth of all renovation projects are maintenance and repair projects. In the building technology market, Consti also operates in all other areas of new construction apart from housing construction.

The age of Finland's building stock is a primary driver of the need for renovation. Housing construction was at its peak in the 1970s, and the building technology and structures of that time now require thorough renovation. Along with the need for building technology renovation, expectations for living comfort have risen. In addition, the need for renovation in business premises is also driven by changes in space needs.

However, strong inflation and the rapid rise of both energy costs and the price of financing may postpone renovations in the short term, especially renovations commissioned by housing companies. General meetings held in housing companies during the spring will, to a large extent, determine their readiness for renovation investments. Uncertainty in the outlook for construction is also brought about by the rise in the prices and availability of building materials and products, intensified by the war in Ukraine.

In addition to the age of the building stock, renovation needs are increased by many phenomena named as megatrends, such as urbanisation, the aging of the population, changes in working methods, the growth of e-commerce and climate change. Both new construction and renovation remain heavily concentrated in growth centres.

Group structure

Consti is one of Finland's leading companies focused on renovation contracting and technical building services. Consti offers comprehensive renovation and building technology services and selected new construction services to housing companies, corporations, investors and the public sector in Finland's growth centres.

Consti has four business areas: Housing Companies, Corporations, Public Sector and Building Technology. All these also contain Servicing and maintenance services which is not reported as its own business area. Consti however reports its Service operations' sales per financial year. Consti's Service business includes service contracting as well as technical repair and maintenance services to contract customers.

Business areas are reported in one segment. In addition, Consti reports net sales for each business area.

The Group's parent company is Consti Plc. The business areas operate in subsidiaries completely owned by the parent company: Consti Korjausrakentaminen Oy (Housing Companies, Corporations and Public Sector) and Consti Talotekniikka Oy (Building Technology) and RA-Urakointi Oy.

Long-term goals

Consti's mission is to improve the value of the building stock and people's quality of life. Consti's vision is to be "Our customer's number one partner and expert in multiple types of construction". To achieve its vision and goals, Consti has defined strategic focus areas, which are: growth in current businesses, new businesses, improving relative profitability, improving production efficiency, people and management and corporate social responsibility and sustainable development.

The company's long-term financial goals are to achieve:

- Growth: net sales growing faster than the market
- Profitability: EBIT margin exceeding 5 percent
- Free cash flow: Cash conversion ratio exceeding 90 percent
- Balance sheet structure: Net debt and adjusted EBITDA rate less than 2.5x
- The Company's aim is to distribute as dividends at least 50 percent of the Company's annual net profit

Sales, result and order backlog

Consti Group's January-March net sales 2023 increased 15.2 percent and were 68.9 (59.8) million euro. Housing Companies net sales were 20.4 (15.6), Corporations net sales were 26.3 (20.2) Public Sector net sales were 9.9 (10.9) and Building Technology net sales were 14.8 (16.0) million euro.

Net sales grew in Housing Companies and Corporations but decreased in Public Sector and in Building Technology. Net sales in Housing Companies and Corporations business area increased in Greater Helsinki area and in other areas. The net sales of Building Technology business area increased in service business but decreased in building technology installations business.

Operating result for January-March was 0.7 (0.4) million euro. Operating result from net sales was 1.0 (0.6). Profitability in the reporting period improved, although cost inflation had a negative impact on the result through both increased construction costs and higher indirect costs.

Order backlog increased 23.7 percent and was 253.8 (205.1) million euro. Order intake value in January-March increased 56.1 percent and was 58.6 (37.6) million euro.

Investments and business combinations

Investments into intangible and tangible assets in January-March were 0.5 (0.3) million euro, which is 0.8 (0.4) percent of the company's sales. The largest investments were made into property, plant and equipment, which primarily include machinery and equipment purchases. Investments into right-of-use assets (IFRS 16) during January-March were EUR 0.3 (0.4) million. The majority of investments into right-of-use assets during the reporting period were related to renewed leasing contracts of vans used in project and service business.

Cash flow and financial position

The operating cash flow in January-March before financing items and taxes -0.4 (-0.6) million euro and free cash flow -1.0 (-0.8) million euro were at the level of the comparison period.

Consti Group's cash and cash equivalents on 31 March 2023 were 17.0 (15.7) million euro. In addition, the company has undrawn revolving credit facilities and unused credit limits amounting to 8.0 million euro in total. The Group's interest bearing debt were 22.7 (32.0) million euro. External loans are subject to two financial covenants based on the ratio of the Group's net debt to EBITDA and gearing. On the balance sheet date, the interest bearing net debt was 5.7 (16.3) million euro and the net gearing ratio 15.8 (52.1) percent. At the balance sheet date 31 March 2023, the Group's interest-bearing net debt to adjusted EBITDA ratio was under the covenant's maximum level according to the confirmed calculation principles.

The balance sheet total on 31 March 2023 was 113.0 (110.8) million euro. At the end of the reporting period tangible assets in the balance sheet were 7.6 (8.2) million euro. Equity ratio was 35.8 (31.0) percent.

Within the framework of the EUR 50 million domestic commercial paper program initiated in October 2019, Consti may issue commercial papers with maturity of under one year. During January-March 2023, Consti issued new commercial papers with maturity of under one year amounting to EUR 2.0 million. During the same period, matured total of EUR 4.0 million earlier issued commercial papers.

The long-term loan refinanced by the company in June 2021 includes an extension option that allows to extend the maturity of the loan in two phases by a maximum of two years. The Company exercised the first extension option in May 2022, and the second extension option in April 2023. With the use of the second extension option, the last maturity date of the loan was moved to June 2026.

MATURITY DISTRIBUTION OF INTEREST-BEARING DEBT (EUR 1,000)*	2023	2024	2025	2026	2027	2028-	Total
Bank loans	2,355	2,413	11,182	0	0	0	**15,949**
Commercial papers	2,000	0	0	0	0	0	**2,000**
Lease liabilities	1,527	1,238	1,091	444	11	5	**4,316**
Other interest-bearing liabilities	490	538	391	205	16	0	**1,641**
Total	**6,372**	**4,188**	**12,664**	**649**	**28**	**5**	**23,906**

**Including deferred interest expense*

Personnel

Consti Group's average personnel count during the reporting period was 1,006 (944). The personnel count was 1,020 (933) at the end of the reporting period.

At the end of the reporting period 370 (335) employees worked in Housing Companies, 227 (209) in Corporations, 54 (42) in Public Sector and 355 (333) in the Building Technology business area. The parent company employed 14 (14) people.

PERSONNEL AT PERIOD END	31 March 2023	31 March 2022	Change %	31 Dec 2022
Housing Companies	370	335	10.4 %	362
Corporations	227	209	8.6 %	209
Public Sector	54	42	28.6 %	46
Building Technology	355	333	6.6 %	345
Parent company	14	14	0.0 %	13
Group	**1,020**	**933**	**9.3 %**	**975**

Management Team

Consti announced on 3 March 2023, that Jaakko Taivalkoski (born 1973, M.Sc. (tech.), eMBA) has been appointed as Business Area Director of Building Technology and a member of Consti's Management Team. In his new role, Jaakko Taivalkoski will also act as CEO of Consti Talotekniikka Oy. Jaakko Taivalkoski assumed the new position on 15 March 2023, and he reports to Esa Korkeela, CEO of Consti Group.

Consti Plc's Management Team at the end of the reporting period consisted of CEO Esa Korkeela and the following persons: Joni Sorsanen, CFO; Risto Kivi, Business Area Director Housing Companies; Jukka Mäkinen, Business Area Director Corporations; Jukka Kylliö, Business Area Director Public Sector; Jaakko Taivalkoski, Business Area Director Building Technology; Pirkka Lähteinen, Regional Director Corporations; Heikki Untamala, Chief Legal Officer and Turo Turja, HR Director.

Important events during the reporting period

Consti Plc's Board decided on 2 March 2023 to continue the key employee share-based incentive plan launched in 2016. The plan offers the key employees that belong to the target group of the plan an opportunity to earn the Company's shares as reward by converting half or all of their performance-based bonuses to be earned on the basis of the Company's bonus scheme in 2023 into shares. Before the reward payment, the performance-based bonuses that have been converted into shares will be multiplied by a reward multiplier determined by the Board. The potential reward from the performance period 2023 will be paid to participants partly in shares and partly in cash after a two-year vesting period in 2026. During the performance period 2023, a maximum of approximately 75 key employees will belong to the target group of the plan, including the members of the Management Team. The rewards to be paid for the performance period 2023 will amount up to a maximum total of approximately 240,000 Consti Plc shares at the prevailing share price level, including also the cash portion, providing that all of the key employees that belong to the target group of the plan decide to participate and convert their performance-based bonuses entirely into shares.

Shares and share capital

Consti Plc's share capital on 31 March 2023 was 80 000 euro and the number of shares 7,858,267. Consti Plc held 123,739 of these shares. The Company has a single series of shares, and each share entitles its holder to one vote at the General Meeting of the company and to an equal dividend. The Company's shares have no par value. Consti Plc's shares are added into the Book-Entry Securities System.

Trade at Nasdaq Helsinki

Consti Plc has been listed in the Helsinki Stock Exchange main list since 15 December 2015. The trade symbol is CONSTI. On the Nordic list Consti Plc is classified a small cap company within the Industrials sector. During 1 January – 31 March 2023 Consti Plc's lowest share price was 10.40 (8.56) euro and the highest 13.35 (12.80) euro. The share's trade volume weighted average price was 11.83 (11.51) euro. At the close of the stock day 31 March 2023, the share value was 12.20 (11.50) euro and the Company's market value was 95.9 (90.4) million euro.

Related-party transactions

There were no significant related-party transactions during the reporting period.

Outlook for 2023

In 2023, the amount of house construction in Finland is estimated to decrease by approximately 5.9 percent from the previous year. New construction is predicted to decline by approximately 9.6 percent, but it is expected that renovation will continue on a growth path of approximately 1.5 percent in 2023.

The current market outlook suggests that the demand for renovation and building technology services will remain at a reasonable level in 2023. The forecasts reflect the need-oriented nature of renovation. Poor demand prospects for new construction may increase competition for renovation projects. Additionally, rising financing costs and strong inflation may postpone construction projects in the short term.

Consti's strong order backlog, progress in strategic projects, and its steadily improved performance provide a good foundation for the company to continue its solid development in 2023.

The Company estimates that its operating result for 2023 will be in the range of EUR 9,5-13,5 million.

Significant risks and risk management

Consti divides risks into strategic and operative risks, financing risks and risks of injury or damage.

Risks pertain to defining and carrying out strategy. The main goal of Consti's strategy is to utilise the full potential of its customer focused organisation structure. Consti aspires to achieve controlled and profitable growth in attractive renovation and building technology segments. In order to answer more comprehensively to customer needs the company will also offer selected new construction services. Consti's strategy includes both organic growth and acquisitions. Risks related to acquisitions are managed with careful deal preparation and integration monitoring. Market risks are controlled by actively following the market and adjusting operations as necessary.

Operative risks relate to clients and project operations, personnel, subcontractors, suppliers, legislation and legal claims. Consti has a wide customer base that consists of housing companies, municipalities and other public-sector operators, real estate investors as well as corporations and industrial players. Our broad customer base decreases risks related to both individual projects and the market environment. A substantial part of Consti Group’s business comes from tendered projects and services. The Company and its business areas have procedures that determine which tenders Consti participates in and what the decision making processes regarding these projects are. Consti’s jointly agreed upon procedures for internal tender calculation and authorisation for decision making are also central to tender processes.

Our success depends to a large extent on how well we are able to acquire, motivate and retain professional personnel and upkeep our employees' competence. Personnel turnover risk will be kept at minimum with for example continuous training and by supporting voluntary training. Personnel risks also include possible human errors and misconducts. These risks are managed with careful recruiting, orientation, work supervision and with ethical guidelines created for supervisors. Subcontractor and supplier risks are managed with meticulously made contracts, long term partnerships and regular assessments of the subcontractor and suppliers’ financial position. Changes in building, environmental protection, workforce and work safety legislation as well as taxation and financial re-porting all have an impact on Consti’s operating possibilities.

Risks relating to legal proceedings are managed with meticulous contract preparation and monitoring, the highest possible work quality, and liability insurance. The Group has ongoing and pending legal cases relating to normal business. It is difficult to predict the outcome of these proceedings, but provisions based on the best possible estimate have been recorded in those cases where such provisions are estimated necessary.

Risks pertaining to injuries or damage include injuries, environmental risks, and ICT risks. Consti strives to follow all applicable regulation aimed at protecting employees, and occupational safety is emphasized in all our actions. The most significant environmental risks are related to environmentally harmful substances which may be produced for example in deconstruction waste processing, or caused by neglects in end-storage. In addition, operations can cause noise, construction dust and tremor to nearby surroundings. Consti abides by legislation, regulation, permit procedures and authority regulations regarding construction, the materials used in building, storage, recycling, waste disposal and other environmental issues. ICT risk are assessed and managed in cooperation between the Group’s ICT function and business areas and together with partners.

Consti Group’s business has financial risks. Financial risks include interest rate, credit and liquidity risks as well as risk relating to the realisation of payments from long-term contract and service agreements.

The Group’s risks related to market rate fluctuations are due largely to the Group’s long-term variable interest rate loans. Consti monitors the sensitivity of its loans to changes in interest rates and the effect such changes would have on the Group’s results prior to taxes. Consti’s credit risk is related to customers who have unpaid invoices or with whom Consti has long-term contracts as well as counterparties to cash and cash equivalents and derivative agreements. The businesses credit risk is managed for instance with advance payments, front-loaded payment schedules for projects and by examining client backgrounds.

The Group strives to ensure the availability and flexibility of financing with sufficient credit limit reserves and sufficiently long loan periods. The Group’s working capital management makes every effort to ensure that it abides to covenants included in interest bearing loans, which in turn determine the capital structure provisions. Consti. At the balance sheet date 31 March 2023, the Group’s interest-bearing net debt to adjusted EBITDA ratio was under the covenant’s maximum level according to the confirmed calculation principles. The financial covenant’s degree is continuously monitored and assessed in relation to net debt and EBIT realisations and predictions.

There is a risk that revenue and results of operations from long-term contracts recognised using the percentage-of-completion method and presented by financial year do not necessarily correspond to an even distribution of the final overall result over the contract period. Calculating the total result of a contract involves estimates of the total cost of completing the contract and the progress of the work to be invoiced. If the estimates of the final result of the contract change, the effect of this is reported in the period when the change first became known and could be estimated.

Goodwill is based on management estimates. Goodwill recognised on Consti's balance sheet is not amortised, but it is tested for impairment annually or if necessary more often by the Group.

A detailed description of risks related to Consti and its operating environment and business, as well as the Group's risk management are presented in the Board of Directors' Report published in Consti's annual report 2022. Financial risks and their management is described in detail in note 18 to the financial statements "Financial risk management".

Events after the reporting period

The Annual General Meeting 2023 and Board authorisations

The Annual General Meeting of Shareholders of Consti Plc held on 4 April 2023 adopted the Financial Statements and discharged the Members of the Board of Directors and the CEO from liability for the financial year 1 January - 31 December 2022. The Annual General Meeting resolved that a dividend of 0.60 euro per share for the financial year 2022 is paid. The record date for dividend payment is 6 April 2023 and the dividend is paid on 17 April 2023.

The Annual General Meeting resolved that the Board of Directors consists of six members. The current members of the Board of Directors, Erkki Norvio, Petri Rignell, Pekka Salokangas, Anne Westersund, Johan Westermarck and Juhani Pitkäkoski were re-elected to the Board of Directors for the following term of office.

Authorised Public Accounting firm Ernst & Young Ltd was elected as the Auditor of the Company and Toni Halonen, Authorised Public Accountant, will act as the Responsible Auditor.

It was resolved that the annual remuneration of the members of the Board of Directors is paid as follows: The Chairman of the Board of Directors is paid EUR 48,000 and members of the Board of Directors are each paid EUR 36,000. It was also resolved that a EUR 500 fee per member per meeting is paid for Board meetings. It was resolved that the remuneration for the Auditor shall be paid according to the Auditor's reasonable invoice.

The Board of Directors was authorised to decide on the acquisition of a maximum of 606,000 own shares in one or more tranches by using the unrestricted equity of the Company. The own shares can be acquired at a price formed in public trading on the acquisition date or at a price otherwise formed on the market. In the acquisition, derivatives, inter alia, can be used. The acquisition of own shares may be made otherwise than in proportion to the share ownership of the shareholders (directed acquisition). Own shares acquired by the Company may be held by it, cancelled or transferred. The authorisation includes the right of the Board of Directors to resolve on how the own shares are acquired as well as to decide on other matters related to the acquisition of own shares.

The authorisation revokes previous unused authorisations on the acquisition of the Company's own shares. The authorisation is valid until the following Annual General Meeting, however no longer than until 30 June 2024.

The Board of Directors was authorised to decide on the issuance of shares and on the transfer of special rights entitling to shares referred to in Chapter 10, Section 1 of the Limited Liability Companies Act, in one or several tranches, either against or without consideration. The number of shares to be issued, including shares transferred under special rights, may not exceed 780,000 shares. The Board of the Directors may decide to issue either new shares and/or transfer of own shares possibly held by the Company. The authorisation entitles the Board of Directors to resolve on all the conditions of the issuance of shares and the issuance of special rights entitling to shares, including the right to deviate from the shareholders' pre-emptive subscription right.

The authorisation revokes previous unused authorisations on the issuance of shares and the issuance of options and other special rights entitling to shares. The authorisation is valid until the end of the following Annual General Meeting, however no longer than until 30 June 2024.

Organising Meeting of the Board of Directors

The Board of Directors elected by the Annual General Meeting of Shareholders of Consti Plc on 4 April 2023 held its organising meeting and elected Petri Rignell as the Chairman of the Board. The Board of Directors appointed Petri Rignell, Erkki Norvio, Pekka Salokangas and Juhani Pitkäkoski members of the Nomination and Compensation Committee. The Board of Directors has not established other committees.

Notice pursuant to the Finnish Securities Market Act, Chapter 9, Section 10

Consti Plc ("Consti") received an announcement from Elementa Management AB ("Elementa") on 20 April 2023, in accordance with the Finnish Securities Market Act Chapter 9, Section 5. According to the announcement, the number of Consti shares and votes owned by Elementa decreased below ten (10) per cent of the share capital of Consti on 19 April 2023.

INTERIM REPORT 1.1. - 31.3.2023: FINANCIAL TABLES

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (EUR 1,000)	1-3 / 2023	1-3 / 2022	Change %	1-12 / 2022
Net sales	**68,928**	**59,830**	**15.2 %**	**305,217**
Other operating income	289	118	144.9 %	689
Materials and services	-49,392	-42,420	-16.4 %	-214,216
Employee benefit expenses	-15,478	-13,765	-12.4 %	-62,721
Depreciation	-816	-998	18.3 %	-3,499
Other operating expenses	-2,874	-2,406	-19.5 %	-14,041
Operating result (EBIT)	**657**	**359**	82.8 %	**11,428**
Financial income	29	1		24
Financial expenses	-306	-222	-38.2 %	-1,014
Total financial income and expenses	-277	-221	-25.5 %	-990
Profit/loss before taxes (EBT)	**380**	**138**	174.2 %	**10,438**
Total taxes	-76	-28	-173.0 %	-1,947
Profit/loss for the period	**304**	**111**	174.5 %	**8,491**
Comprehensive income for the period 1)	**304**	**111**	174.5 %	**8,491**
Earnings per share attributable to equity holders of parent company				
Earnings per share, undiluted (EUR)	0.04	0.01	300.0 %	1.10
Earnings per share, diluted (EUR)	0.04	0.01	300.0 %	1.06

1) The group has no other comprehensive income items.

CONSOLIDATED BALANCE SHEET (EUR 1,000)	31 Mar 2023	31 Mar 2022	Change %	31 Dec 2022
ASSETS				
Non-current assets				
Property, plant and equipment	7,649	8,221	-7.0 %	7,710
Goodwill	49,501	49,501	0.0 %	49,501
Other intangible assets	305	257	18.7 %	349
Shares and other non-current financial assets	57	57	0.0 %	57
Deferred tax receivables	41	198	-79.3 %	179
Total non-current assets	**57,554**	**58,235**	**-1.2 %**	**57,797**
Current assets				
Inventories	803	831	-3.4 %	768
Trade and other receivables	37,630	35,967	4.6 %	43,847
Cash and cash equivalents	17,013	15,744	8.1 %	20,881
Total current assets	**55,446**	**52,541**	**5.5 %**	**65,497**
TOTAL ASSETS	**113,001**	**110,776**	**2.0 %**	**123,294**
EQUITY AND LIABILITIES				
Equity attributable to owners of the parent company	35,884	31,187	15.1 %	36,206
Total Equity	**35,884**	**31,187**	**15.1 %**	**36,206**
Non-current liabilities				
Interest-bearing liabilities	16,354	18,703	-12.6 %	16,314
Total non-current liabilities	**16,354**	**18,703**	**-12.6 %**	**16,314**
Current liabilities				
Trade and other payables	39,456	35,310	11.7 %	46,418
Advances received	12,820	10,027	27.8 %	13,299
Interest-bearing liabilities	6,320	13,296	-52.5 %	8,439
Provisions	2,167	2,252	-3.8 %	2,618
Total current liabilities	**60,762**	**60,886**	**-0.2 %**	**70,774**
TOTAL EQUITY AND LIABILITIES	**113,001**	**110,776**	**2.0 %**	**123,294**

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY (EUR 1,000)	Equity attributable to owners of the parent company				
	Share capital	Reserve for invested non-restricted equity	Treasury shares	Retained earnings	Total equity
Equity on 1 January 2023	**80**	**28,781**	**-782**	**8,127**	**36,206**
Total comprehensive income				**304**	**304**
Purchase of own shares			-240		**-240**
Conveyance of own shares			778		**778**
Share-based incentive				**-1,233**	**-1,233**
Option scheme				**70**	**70**
Transactions with shareholders, total			*538*	***-1,163***	***-625***
Equity on 31 March 2023	**80**	**28,781**	**-244**	**7,267**	**35,884**

Equity on 1 January 2022	**80**	**28,781**	**-696**	**3,774**	**31,939**
Total comprehensive income				**111**	**111**
Purchase of own shares			-531		**-531**
Conveyance of own shares			983		**983**
Share-based incentive				**-1,348**	**-1,348**
Option scheme				**33**	**33**
Transactions with shareholders, total			*452*	***-1,315***	***-863***
Equity on 31 March 2022	**80**	**28,781**	**-244**	**2,570**	**31,187**

Equity on 1 January 2022	**80**	**28,781**	**-696**	**3,774**	**31,939**
Total comprehensive income				**8,491**	**8,491**
Dividend distribution				**-3,481**	**-3,481**
Purchase of own shares			-1,069		**-1,069**
Conveyance of own shares			983		**983**
Share-based incentive				**-770**	**-770**
Option scheme				**112**	**112**
Transactions with shareholders, total			*-86*	*-4,138*	***-4,224***
Equity on 31 December 2022	**80**	**28,781**	**-782**	**8,127**	**36,206**

CONSOLIDATED STATEMENT OF CASH FLOWS (EUR 1,000)	1-3/2023	1-3/2022	1-12/2022
Cash flows from operating activities			
Profit/loss before taxes (EBT)	380	138	10,438
Adjustments:			
Depreciation	816	998	3,499
Other adjustments	-486	-405	114
Total financial income and expenses	277	221	990
Change in working capital	-1,432	-1,516	4,419
Operating cash flow before financial and tax items	**-445**	**-564**	**19,460**
Financial items, net	-252	-199	-911
Taxes paid	-217	-231	-1,139
Net cash flow from operating activities	**-914**	**-995**	**17,410**
Cash flows from investing activities			
Investments in tangible and intangible assets	-525	-265	-1,461
Proceeds from sale of property, plant and equipment	194	173	418
Net cash flow from investing activities	**-331**	**-93**	**-1,043**
Cash flows from financing activities			
Purchase of own shares	-240	-531	-1,069
Dividend distribution	0	0	-3,481
Payments of long-term liabilities	0	0	-2,000
Payments of lease liabilities	-551	-651	-2,287
Change in other interest-bearing liabilities	-1,833	-58	-4,721
Net cash flow from financing activities	**-2,623**	**-1,240**	**-13,558**
Change in cash and cash equivalents	**-3,868**	**-2,328**	**2,809**
Cash and cash equivalents at period start	20,881	18,072	18,072
Cash and cash equivalents at period end	**17,013**	**15,744**	**20,881**

Accounting principles

Consti Plc's interim financial report has been prepared for the accounting period of 1 January – 31 March 2023 according to the IAS 34 Interim Financial reporting principles. Consti has abided by the same accounting principles in its interim financial reporting as in its IFRS financial statement 2022. The information presented in the interim reports are not audited. All figures in these accounts have been rounded. Consequently, the sum of individual figures can deviate from the presented sum figure. The preparation of the financial statements in accordance with IFRS requires management to make estimates and assumptions that affect the valuation of the reported assets and liabilities, and the recognition of income and expenses in the statement of income. Although the estimates are based on the management's best knowledge of current events and actions, actual results may differ from the values given in interim reports. ESMA (European Securities and Markets Authority) has published guidelines on Alternative Performance Measures (APMs). Consti presents Alternative Performance Measures (APMs) to reflect the underlying business performance and to enhance comparability between financial periods. APMs should not be considered as a substitute for measures of performance in accordance with the IFRS.

Lease agreements

The impact of the leases on Consti's 1 Jan - 31 March 2023 profit or loss and balance sheet is presented in table below:

CLASSIFICATION OF AMOUNTS RECOGNISED IN BALANCE SHEET AND PROFIT OR LOSS ACCORDING TO IFRS 16 (EUR 1,000)	Right-of-use assets				
	Buildings and structures	Machinery and equipment	Other intangible assets	Total	Lease liabilities
1 Jan 2023	**3,223**	**877**	**108**	**4,208**	**4,426**
Additions	102	179	0	281	281
Depreciations	-356	-135	-27	-519	-
Interest expense	-	-	-	-	25
Payments	-	-	-	-	-552
31 March 2023	**2,968**	**921**	**81**	**3,970**	**4,181**

Business areas

NET SALES BY BUSINESS AREA (EUR 1,000)	1-3 / 2023	1-3 / 2022	Change %	1-12 / 2022
Housing Companies	20,420	15,594	31.0 %	103,987
Corporations	26,312	20,197	30.3 %	104,945
Public Sector	9,851	10,928	-9.9 %	42,104
Building Technology	14,785	16,045	-7.8 %	69,086
Parent company and eliminations	-2,442	-2,933	16.8 %	-14,905
Total net sales	**68,928**	**59,830**	**15.2 %**	**305,217**

NET SALES CLASSIFICATION ACCORDING TO IFRS 15 (EUR 1,000)	1-3 / 2023	1-3 / 2022	Change %	1-12 / 2022
Project deliveries				
Housing Companies	20,280	15,330	32.3 %	101,211
Corporations	25,215	18,851	33.8 %	96,194
Public Sector	9,848	10,927	-9.9 %	42,098
Building Technology	12,781	14,240	-10.2 %	59,897
Parent company and eliminations	-2,442	-2,933	16.8 %	-14,905
Total project deliveries	**65,683**	**56,414**	**16.4 %**	**284,495**
Other cost + fee projects and service contracts				
Housing Companies	140	264	-47.0 %	2,776
Corporations	1,097	1,346	-18.5 %	8,751
Public Sector	3	1	192.6 %	7
Building Technology	2,004	1,805	11.0 %	9,188
Parent company and eliminations	0	0		0
Total other cost + fee projects and service contracts	**3,244**	**3,417**	**-5.0 %**	**20,722**
Total net sales	**68,928**	**59,830**	**15.2 %**	**305,217**

ACCOUNTS RECEIVABLE AND CONTRACT ASSETS AND LIABILITIES (EUR 1,000)	31 Mar 2023	31 Mar 2022	Change %
Trade receivables	23,435	23,973	-2.2 %
Receivables from project deliveries and cost + fee accruals	12,039	9,798	22.9 %
Advances received from project deliveries and cost + fee accruals	12,820	10,027	27.8 %

In the view of the management, the carrying amount of accounts receivable is reasonably close to fair value due to the short maturity of these items.

Group liabilities

GROUP LIABILITIES (EUR 1,000)	31 Mar 2023	31 Mar 2022	31 Dec 2022
Other liabilities			
Leasing and rental liabilities	191	79	185

The off-balance sheet leasing and rental liabilities include lease liabilities from short-term leases and lease liabilities from low value items.

Key figures

KEY FIGURES (EUR 1,000)	1-3 / 2023	1-3 / 2022	1-12 / 2022
INCOME STATEMENT			
Net sales	68,928	59,830	305,217
EBITDA	1,473	1,357	14,927
EBITDA margin, %	2.1 %	2.3 %	4.9 %
Operating result (EBIT)	657	359	11,428
Operating result (EBIT) margin, %	1.0 %	0.6 %	3.7 %
Profit/loss before taxes (EBT)	380	138	10,438
as % of sales	0.6 %	0.2 %	3.4 %
Profit/loss for the period	304	111	8,491
as % of sales	0.4 %	0.2 %	2.8 %
OTHER KEY FIGURES			
Balance sheet total	113,001	110,776	123,294
Net interest-bearing debt	5,661	16,255	3,871
Equity ratio, %	35.8 %	31.0 %	32.9 %
Gearing, %	15.8 %	52.1 %	10.7 %
Return on investment, ROI %	19.3 %	10.1 %	18.3 %
Free cash flow	-970	-830	18,000
Cash conversion, %	n/a	n/a	120.6 %
Order backlog	253,756	205,094	246,650
Order intake	58,642	37,561	283,696
Average number of personnel	1,006	944	971
Number of personnel at period end	1,020	933	975
SHARE RELATED KEY FIGURES			
Earnings per share, undiluted (EUR)	0.04	0.01	1.10
Earnings per share, diluted (EUR)	0.04	0.01	1.06
Shareholders' equity per share (EUR)	4.64	4.03	4.71
Number of shares, end of period	7,858,267	7,858,267	7,858,267
Number of outstanding shares, end of period	7,734,528	7,734,528	7,679,528
Average number of outstanding shares	7,688,265	7,692,360	7,704,804

Calculation of key figures

EBITDA =	Operating result (EBIT) + depreciation, amortisation and impairment	
Net interest-bearing debt =	Interest-bearing liabilities - cash and cash equivalents	
Equity ratio (%) =	Equity Total assets - advances received	X 100
Gearing (%) =	Interest-bearing liabilities - cash and cash equivalents Equity	X 100
Return on investment, ROI (%) =	Profit/loss before taxes + interest and other financial expenses (r12m) Total equity + interest-bearing liabilities (average)	X 100
Average number of personnel =	The average number of personnel at the end of each calendar month during the period	
Number of personnel at period end =	Number of personnel at the end of period	
Free cash flow =	Net cash flow from operating activities before financial and tax items - investments in intangible and tangible assets	
Cash conversion (%) =	Free cash flow EBITDA	X 100
Earnings per share =	Profit/loss attributable to equity holders of the parent company - hybrid bond's transaction costs and accrued interests after tax Weighted average number of shares outstanding during the period	X 100
Shareholders' equity per share (EUR) =	Equity attributable to owners of the parent company Number of outstanding shares, end of period	
Adjusted operating result (EBIT) =	Operating result (EBIT) before items affecting comparability (IAC)	
Order backlog =	At the end of the period the unrecognised amount of construction contracts recognised in accordance with the percentage of completion method, including not started ordered project deliveries, long-term service agreements and the part which has not been invoiced in ordered invoice based projects	
Order intake =	Orders of project deliveries, long-term service agreements and invoice based projects during the period	

Quarterly information

QUARTERLY INFORMATION (EUR 1,000)	Q1/23	Q4/22	Q3/22	Q2/22	Q1/22	Q4/21	Q3/21	Q2/21	Q1/21
Net sales	68,928	93,264	79,005	73,118	59,830	82,605	75,984	70,902	59,283
Other operating income	289	342	61	168	118	171	89	78	91
Materials and services	-49,392	-64,760	-56,233	-50,804	-42,420	-58,050	-54,588	-51,748	-42,367
Employee benefit expenses	-15,478	-18,200	-15,762	-14,995	-13,765	-17,255	-14,402	-14,919	-13,191
Other operating expenses	-2,874	-4,972	-2,905	-3,758	-2,406	-3,457	-3,050	-4,037	-2,938
EBITDA	1,473	5,674	4,167	3,729	1,357	4,014	4,033	276	878
EBITDA margin, %	2.1 %	6.1 %	5.3 %	5.1 %	2.3 %	4.9 %	5.3 %	0.4 %	1.5 %
Depreciation	-816	-847	-836	-817	-998	-1,004	-910	-807	-777
Adjusted operating result (EBIT)	657	4,827	3,330	2,912	359	3,011	3,124	2,918	482
Adjusted operating result (EBIT) margin, %	1.0 %	5.2 %	4.2 %	4.0 %	0.6 %	3.6 %	4.1 %	4.1 %	0.8 %
Operating result (EBIT)	657	4,827	3,330	2,912	359	3,011	3,124	-531	101
Operating result (EBIT) margin, %	1.0 %	5.2 %	4.2 %	4.0 %	0.6 %	3.6 %	4.1 %	-0.7 %	0.2 %
Financial income	29	19	4	1	1	21	2	114	2
Financial expenses	-306	-348	-226	-220	-222	-232	-335	-485	-209
Total financial income and expenses	-277	-329	-222	-218	-221	-212	-333	-371	-207
Profit/loss before taxes (EBT)	380	4,498	3,108	2,693	138	2,799	2,791	-901	-106
Total taxes	-76	-759	-621	-539	-28	-509	-558	180	21
Profit/loss for the period	304	3,739	2,488	2,154	111	2,290	2,233	-721	-85
Balance sheet total	113,001	123,294	114,104	114,018	110,776	119,041	113,512	113,693	115,868
Net interest-bearing debt	5,661	3,871	12,844	17,880	16,255	14,262	18,635	20,404	11,714
Equity ratio, %	35.8 %	32.9 %	32.0 %	29.1 %	31.0 %	29.8 %	29.1 %	26.9 %	32.1 %
Gearing, %	15.8 %	10.7 %	39.7 %	60.0 %	52.1 %	44.7 %	62.6 %	76.3 %	38.6 %
Return on investment, ROI %	19.3 %	18.3 %	15.7 %	15.6 %	10.1 %	9.2 %	9.3 %	8.5 %	13.1 %
Order backlog	253,756	246,650	210,499	240,756	205,094	218,578	217,895	236,191	196,489
Order intake	58,642	109,059	38,354	98,722	37,561	66,854	39,956	98,458	69,842
Average number of personnel	1,006	983	994	966	944	969	990	977	942
Number of personnel at period end	1,020	975	988	997	933	961	998	1,003	946
Earnings per share, undiluted (EUR)	0.04	0.49	0.32	0.28	0.01	0.30	0.29	-0.09	-0.02
Number of outstanding shares, end of period	7,734,528	7,679,528	7,699,528	7,719,528	7,734,528	7,694,406	7,719,406	7,670,114	7,670,114
Average number of outstanding shares	7,688,265	7,686,548	7,709,745	7,730,572	7,692,360	7,706,091	7,686,187	7,670,114	7,656,521

Largest shareholders

10 LARGEST SHAREHOLDERS 31 March 2023		Number of shares	% of shares and voting rights
1	Lujatalo Oy	790,000	10.05 %
2	Heikintorppa Oy	750,000	9.54 %
3	Wipunen Varainhallinta Oy	750,000	9.54 %
4	Fennia Life Insurance Company	518,525	6.60 %
5	Korkeela Esa	462,931	5.89 %
6	Kivi Risto	388,913	4.95 %
7	Kalevo Markku	301,044	3.83 %
8	Varma Mutual Pension Insurance Company	172,000	2.19 %
9	Drumbo Oy	150,000	1.91 %
10	Consti Plc	123,739	1.57 %
Ten largest owners, total		**4,407,152**	**56.08 %**
Nominee registered		1,119,853	14.25 %
Others		2,331,262	29.67 %
Total		**7,858,267**	**100.00 %**

In Helsinki, 26 April 2023

Consti Plc’s Board of Directors

Press conference

Microsoft Teams meeting for analysts, portfolio managers and media representatives, will take place 27 April 2023, at 10:00 a.m. (EET). The meeting will be hosted by CEO Esa Korkeela and CFO Joni Sorsanen.

Financial communication in 2023

- Half-year report 1-6/2023 will be published 21 July 2023
- Interim report 1-9/2023 will be published 27 October 2023

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