

KENTIMA signs an important collaboration agreement with Fidelix Oy, Finland

Kentima Holding AB (publ) Org.nr 556590-2151, Staffanstorp, on the 2nd of March 2021.

The agreement is signed with Fidelix Oy in Finland, and mainly covers the sale of licenses of Kentima's WideQuick® HMI/SCADA software and the BMS concept for Building Automation.

The agreement also covers Kentima's other products within Building Automation such as operator panels, industrial computers, and monitors. The agreement applies to deliveries to all companies included in the Fidelix Group in the Nordic countries. The annual sales volume is initially estimated at just over SEK 0.5 million, and then gradually increase and exceed SEK 1 million per year. In addition to this, income of SEK 0.3 million will be made during the first year, which refers to initial development work.

"We are very excited to start this journey together. Kentima's impressive product range and the possibility to co-operate on development widens our possibilities to provide our customers the best possible solutions in building management systems and related services both in Finland and in Sweden.

The collaboration strongly supports Fidelix's vision of "smarter buildings for healthier future". In order to reduce the negative environmental impact of buildings and ensure optimal living and working indoor conditions we need innovative solutions to help achieve this", says Tero Kosunen, CEO of Fidelix Group.

"We are very pleased with the new collaboration agreement with Fidelix Oy, a company with long and solid experience in Building Automation. This is another significant agreement in this field and an important acknowledgement of our WideQuick® software and our BMS concept. With this agreement, we make an important entry into the Finnish market for Building Automation, where Fidelix is a large and highly competent player. Fidelix is also established in the Swedish market with their company Fidelix Sverige AB and here we also see great opportunities for increased sales. The interest in our products within Building Automation is continuously increasing and we are very positive about the new collaboration and the good growth opportunities we see within Building Automation", says Kent Nilsson, CEO of Kentima.

About Fidelix Group

Fidelix Group is a Nordic-originated company specializing in developing, manufacturing and commissioning Building Automation Systems and providing value added services to building owners. The turnover for Fidelix Group in 2020 was 51M€ with the help of over 360 employees. Fidelix Oy company registration number, 17702690.

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This information is information that Kentima Holding AB (publ) is obliged to make public pursuant to the EU Market Abuse Regulation and the Securities Markets Act. The information was submitted for publication, through the agency of the contact person set out above, at 14:30 CET, on the 2nd of March 2021.

About Kentima

Kentima develops, manufactures, and sells high-tech software and hardware products. Sales are mainly to system integrators who deliver systems, products and solutions in the Automation and Security industry. The main purpose of the products is to effectively monitor and visualize different types of information, e.g., process monitoring, property automation, video surveillance and superior security systems. By using products from Kentima, customers get a competitive and future-proof system that can be easily integrated with other systems and the products are used all over the world, in everything from public environments, infrastructure, schools, hospitals, airports, sports arenas to properties, machines, mines and various industrial plants. The high quality of the products, flexibility in combination with several unique properties provide a significant added value for customers. Kentima has extensive experience and high product knowledge in both industries and works for good growth and profitability.

Product areas Kentima AB

- WideQuick® HMI/SCADA Software
 - Oe Industrial Computers
 - WideQuick® Operator Panels/Boxes
 - Ethisis® Video Management Software
 - Ethisis® NVR and Ethisis® NVC
 - Ethisis® NVR-N Rack Solutions
 - WideQuick® PSIM Software
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