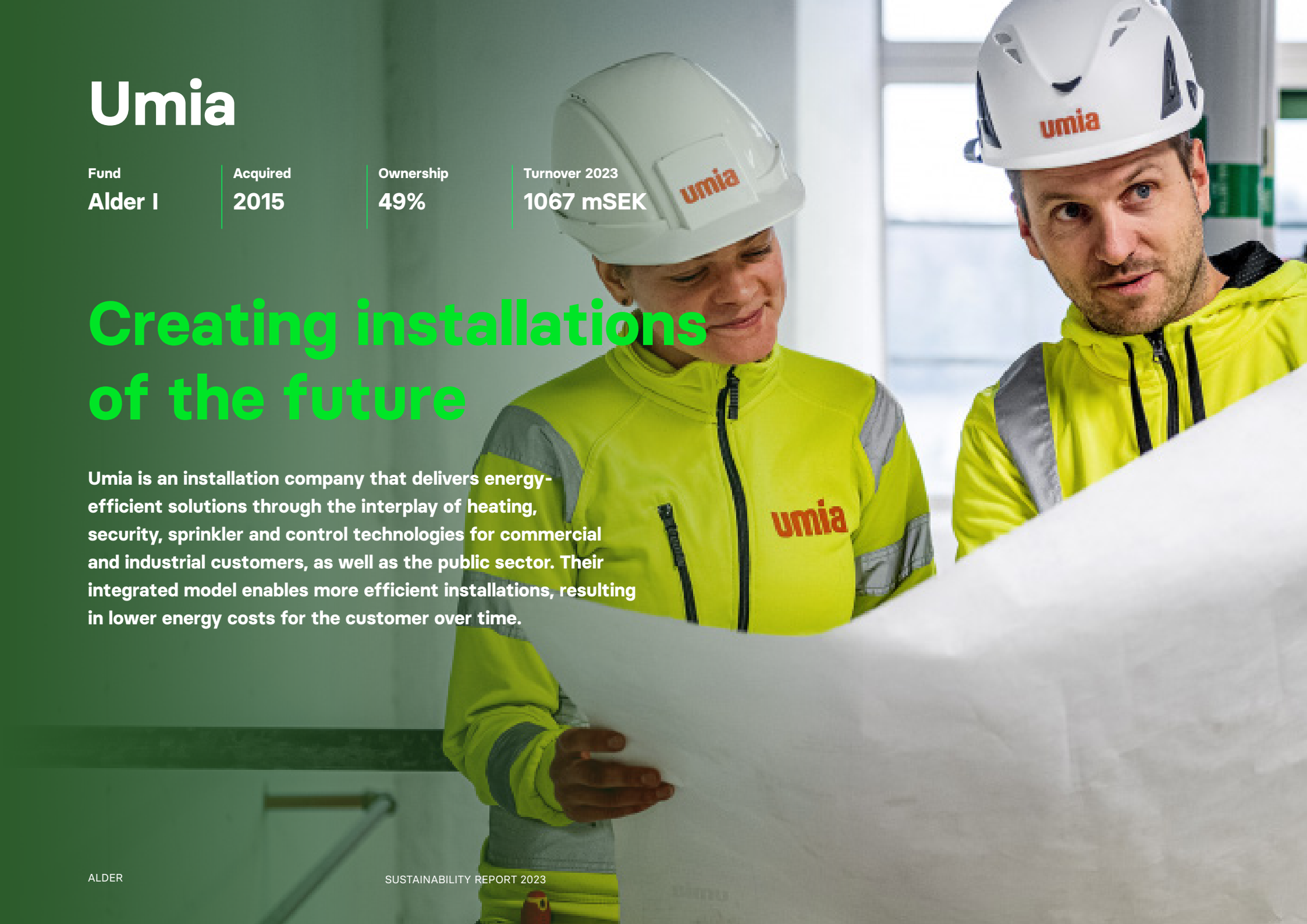
Umia

Fund	Acquired	Ownership	Turnover 2023
Alder I	2015	49%	1067 mSEK

Creating installations of the future

Umia is an installation company that delivers energy-efficient solutions through the interplay of heating, security, sprinkler and control technologies for commercial and industrial customers, as well as the public sector. Their integrated model enables more efficient installations, resulting in lower energy costs for the customer over time.



Continued energy optimisation despite uncertain times

Andre Ruuth
Group Strategist, Umia

In the face of a challenging market, Umia remains dedicated to advancing energy optimisation on the path toward a decarbonised, green future. Our commitment to resource-efficient solutions positions us as a crucial player in assisting customers in meeting evolving sustainability challenges and regulations.

Company outlook
Energy-saving solutions have been the core of our business from the start – optimising energy for ventilation, heating, cooling, lighting and beyond. Over time, there has been a shift, so a substantial part of our efforts now centre on total installation services. Our installation model is designed not only to bring down installation costs but also to reduce our customers' impact by minimising material use.

In both services, we see an opportunity to engage our customers in addressing their businesses' environmental impact by demonstrating how our products can reduce emissions and resource use.

Highlights and challenges of 2023
This year, we worked on several rewarding projects, such as a new residential area in Umeå, where we continued work on an extensive solar-panel plant to supply the property with electricity and send any excess to the grid. The project also runs several energy recovery systems, including a heat pump and recycling energy from showers to heat hot water.

In another energy-saving project for a housing association in northern Sweden, we developed a solution for a 102-apartment property to recycle energy from the ventilation system. The results achieve an annual saving of 400 MWh per year, that's equivalent to powering around 60 Swedish households for a year (based on an assumed average consumption).

There have also been challenges this year as an unstable economy ground the construction industry, one of our key customer segments, almost to a halt. However, we are confident that our solutions will continue to be in demand in an increasingly sustainability-focused market.

Looking ahead
In the upcoming year, we will focus on accurately measuring the impact of our services, especially in how much we can potentially reduce our customers' CO_2 emissions. This commitment will serve as an essential sales strategy, aligning with the rising importance of sustainability across many organisations.

Planet

Footprint

Activitites

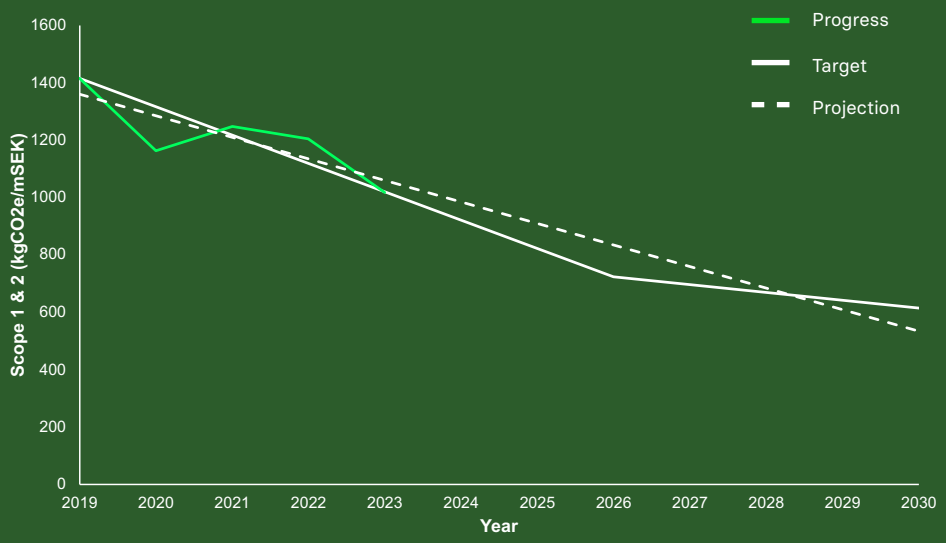
- Switch service cars to electric
- Minimise miles driven through better planning tools
- Increase direct-to-customer orders
- Improve space efficiency and minimize office space
- Place demands on property owners for energy efficiency

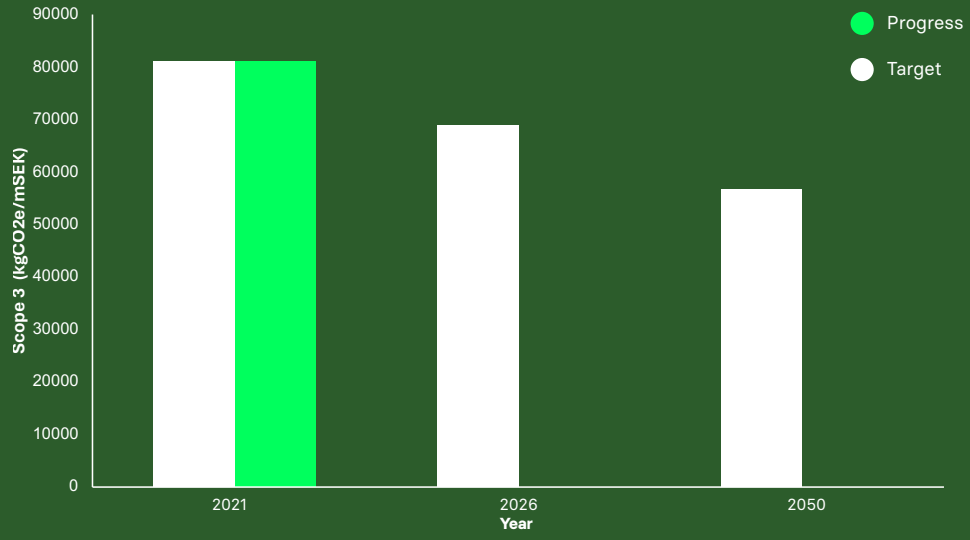
Recycling

- Reduce deposited material and waste (kg)
- Increase joint deliveries through larger order total
- 5% of material used should be reused materials

Scope 3

- Reduce CO_2 emissions for built-in materials
- Measure original demands for and emissions of CO_2
- Set project goals for technical solutions and products
- Measure and follow up the final result
- Minimise CO_2 for transport of material from suppliers
- Work with suppliers to coordinate materials for the same project





Handprint

Driving positive environmental impact

Umia contributes through Energy Saved Materials Saved and Materials Recycled by identifying and delivering energy-efficient solutions in buildings, by making an average saving of 13% for materials and appliances in projects and by reducing project emissions through reduced use of materials, efficient logistics solutions and energy savings for customers.

Actions planned to increase handprint

- Increasing the number of own energy saving projects
- Choosing green projects
- Calculating the objectives in respective projects
- Involving suppliers with CO_2 emissions

Impact KPIs

Increase green projects

Result

2100

MWh energy use reduction through energy-saving projects

Renewable energy

Result

700

Mwh of electricity produced by

2000

m² of solar panels

Reducing CO_2 in projects

Target

10%

reduction

People

638

Employees

Employee satisfaction 85%

Customer satisfaction 65%

Actual Target

Governance

Read more about governance systems and data measurement tools on page 26.