

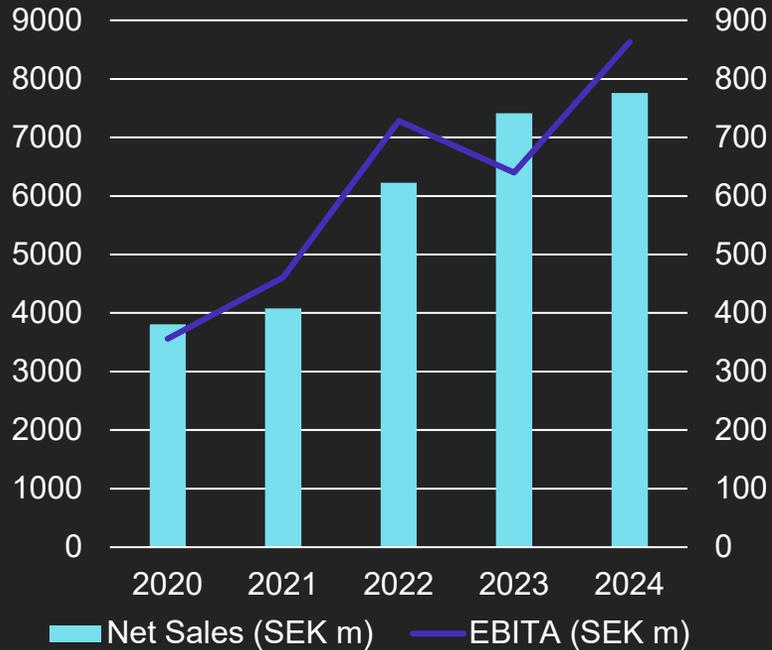


Presentation by the CEO Johan Andersson

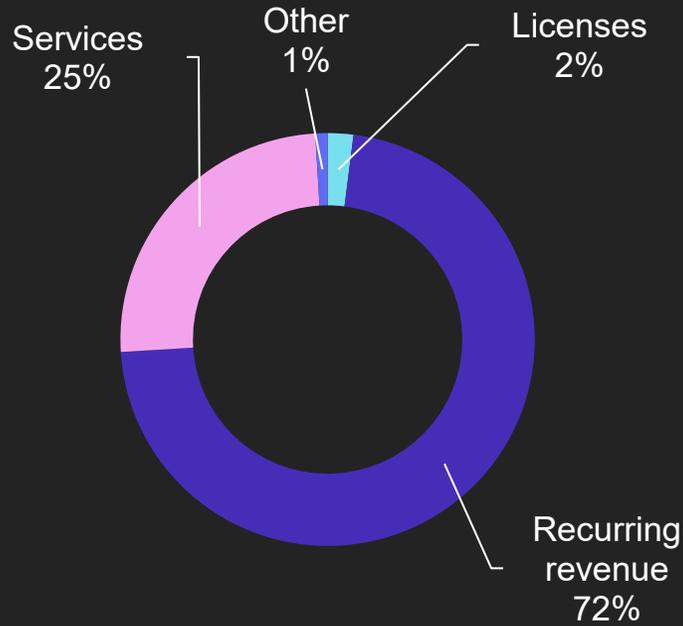
Addnode Group

A Growth Journey in an International Market

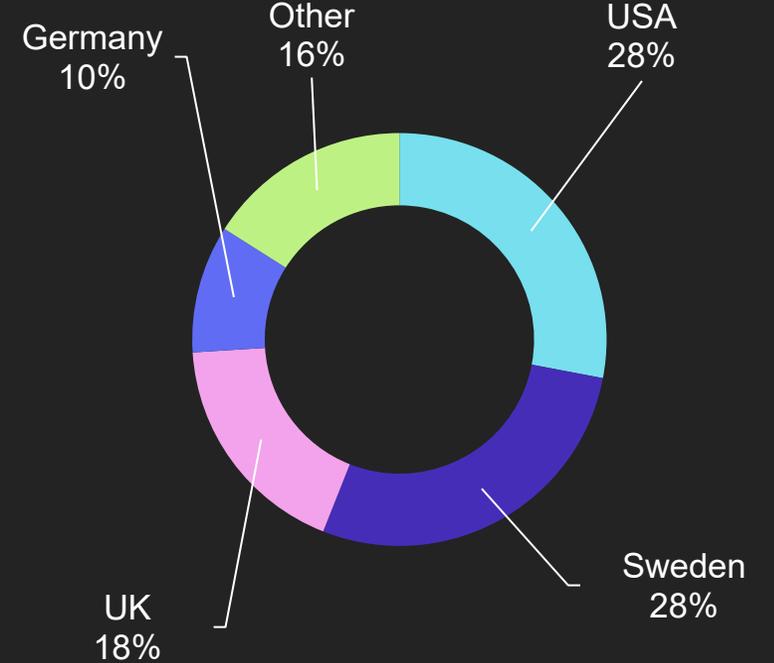
Trend in Net Sales and EBITA
2020–2024



Breakdown of Net Sales by Category
2024



Breakdown of Net Sales by Geography
2024



OUR PURPOSE

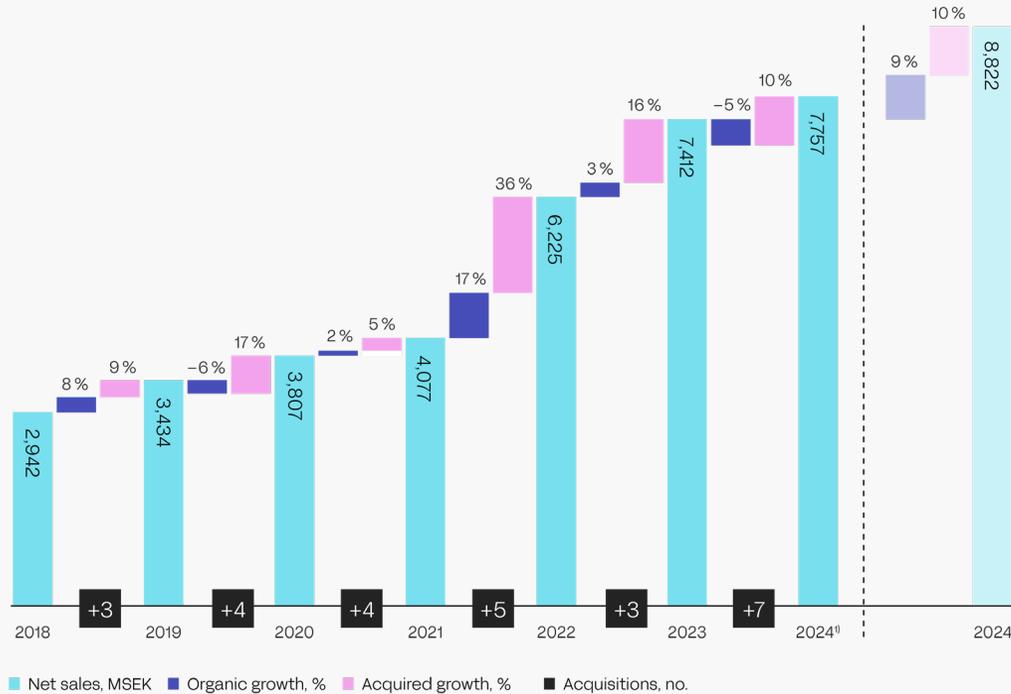
Digitalization for a Better Society

WHO WE ARE

An add-on growth
accelerator for companies
providing technologies for
a sustainable future.

Organic and Acquisition-led Growth Strategy

2018-2024

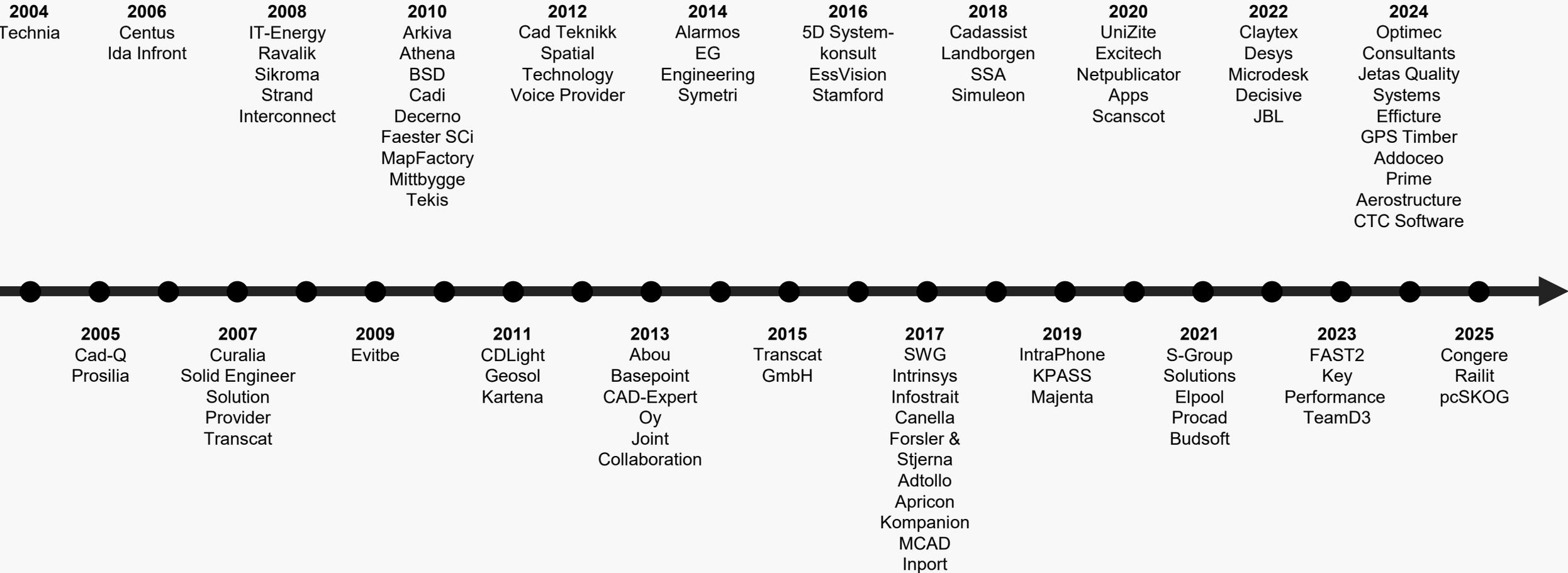


Strategy Pillars

- Digital solutions for specific domains
- Decentralized governance
- Organic growth and acquisitions
- Recurring revenue and cash flow
- Diversification

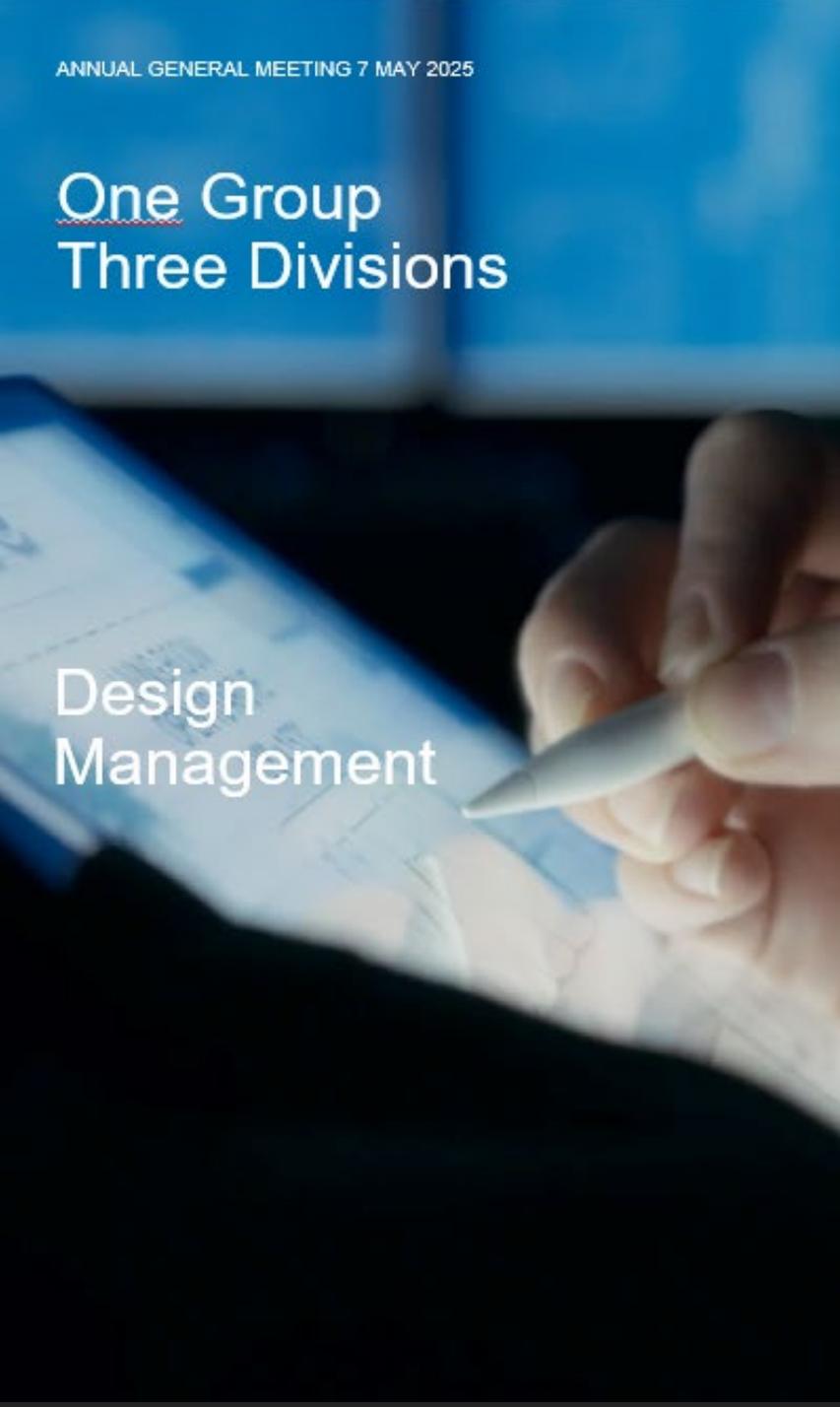
Acquisition Timeline

85 Acquisitions since Inception of Addnode Group 2003



One Group Three Divisions

Design
Management

A close-up photograph of a hand holding a white pen, poised to draw on a blue architectural drawing. The drawing shows technical lines and text, typical of engineering or design plans.

Product Lifecycle
Management

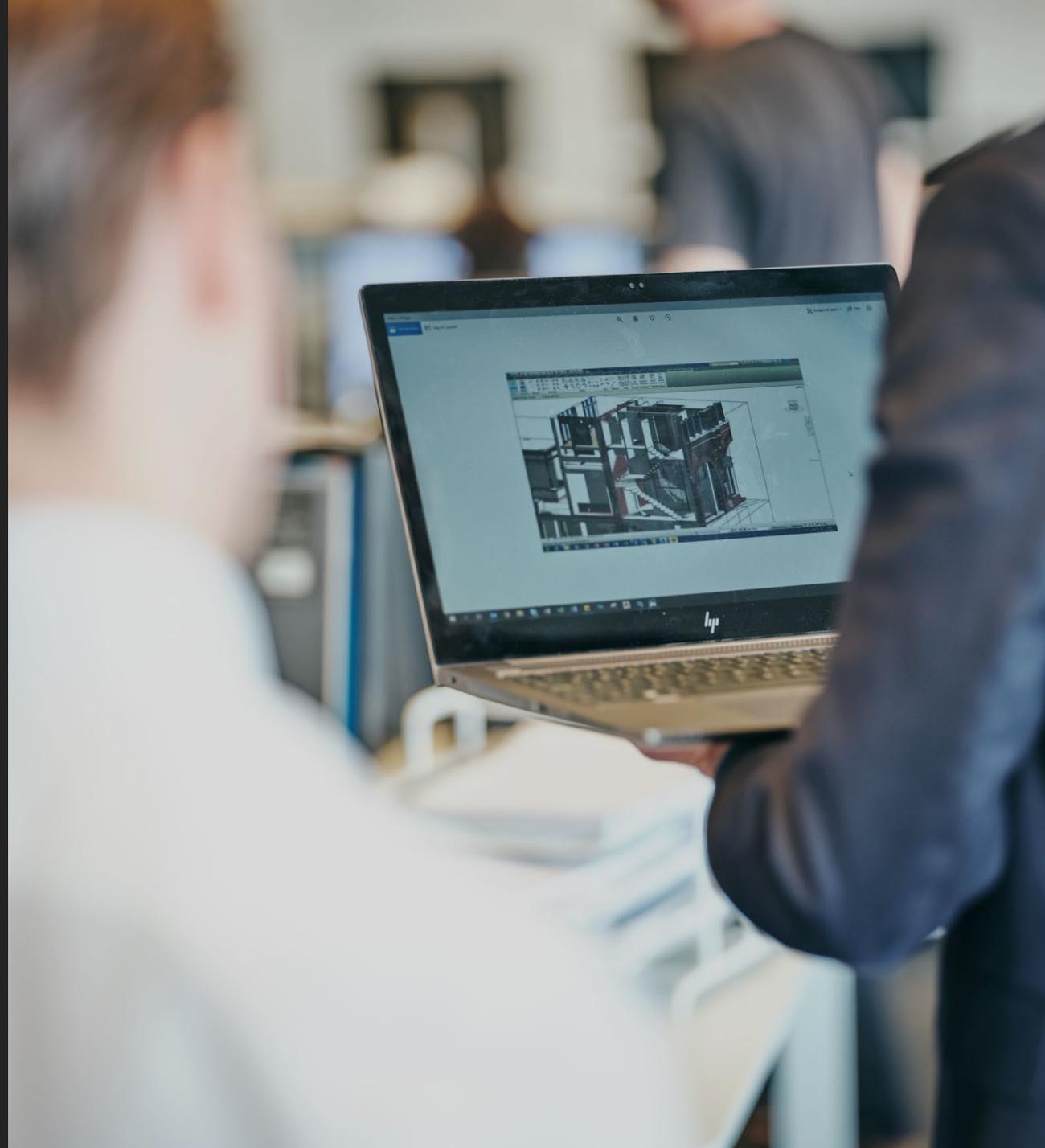
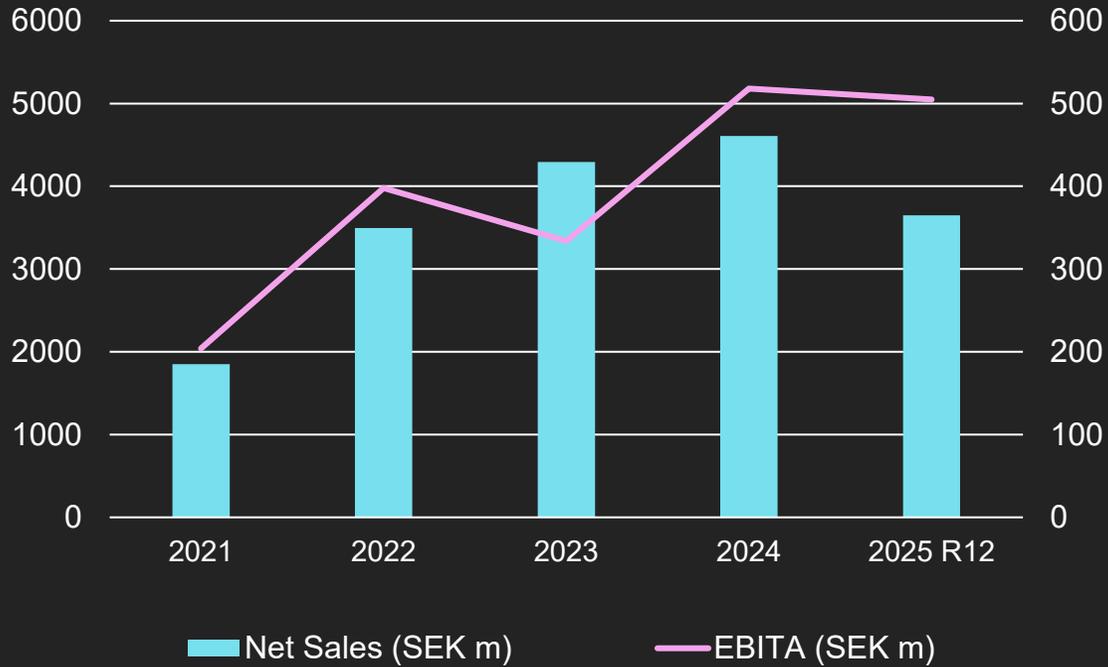
A man with a beard and glasses, wearing a white lab coat, is looking at a tablet. In the foreground, a white, four-wheeled robotic car with large, treaded tires is visible. The setting appears to be a laboratory or a modern office with large windows.

Process
Management

An aerial photograph of a modern building with a courtyard. The building has a dark facade and large windows. The courtyard is paved and has some greenery. Several people are walking on the pavement. The lighting suggests it's daytime.

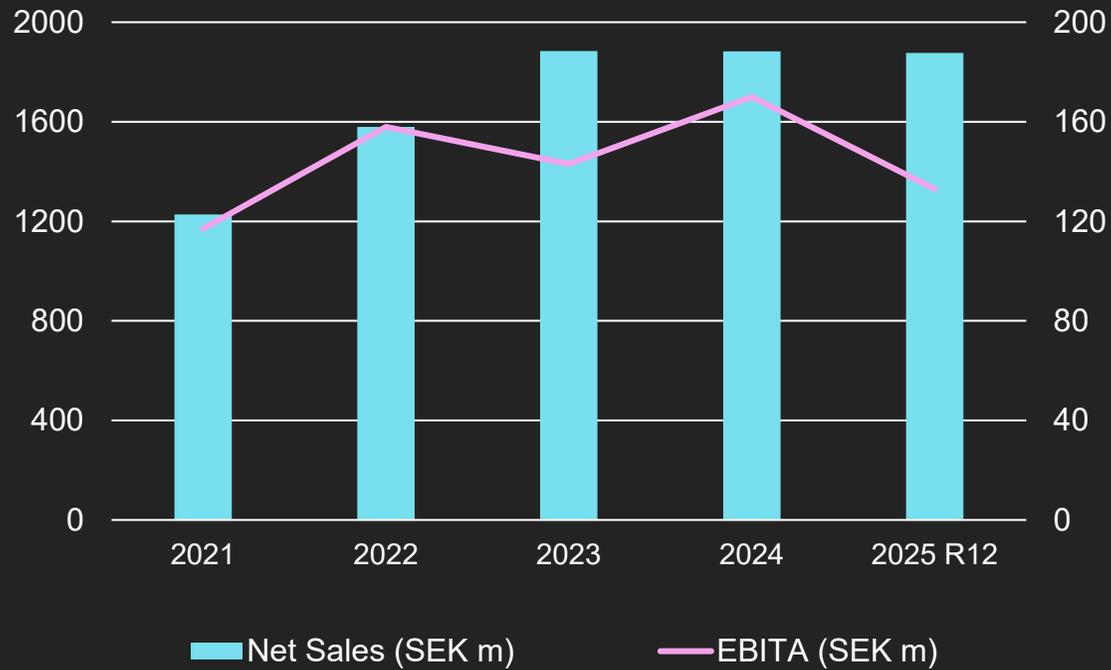
Design Management Design, BIM* & Facility Management Software

Trend in Net Sales and EBITA



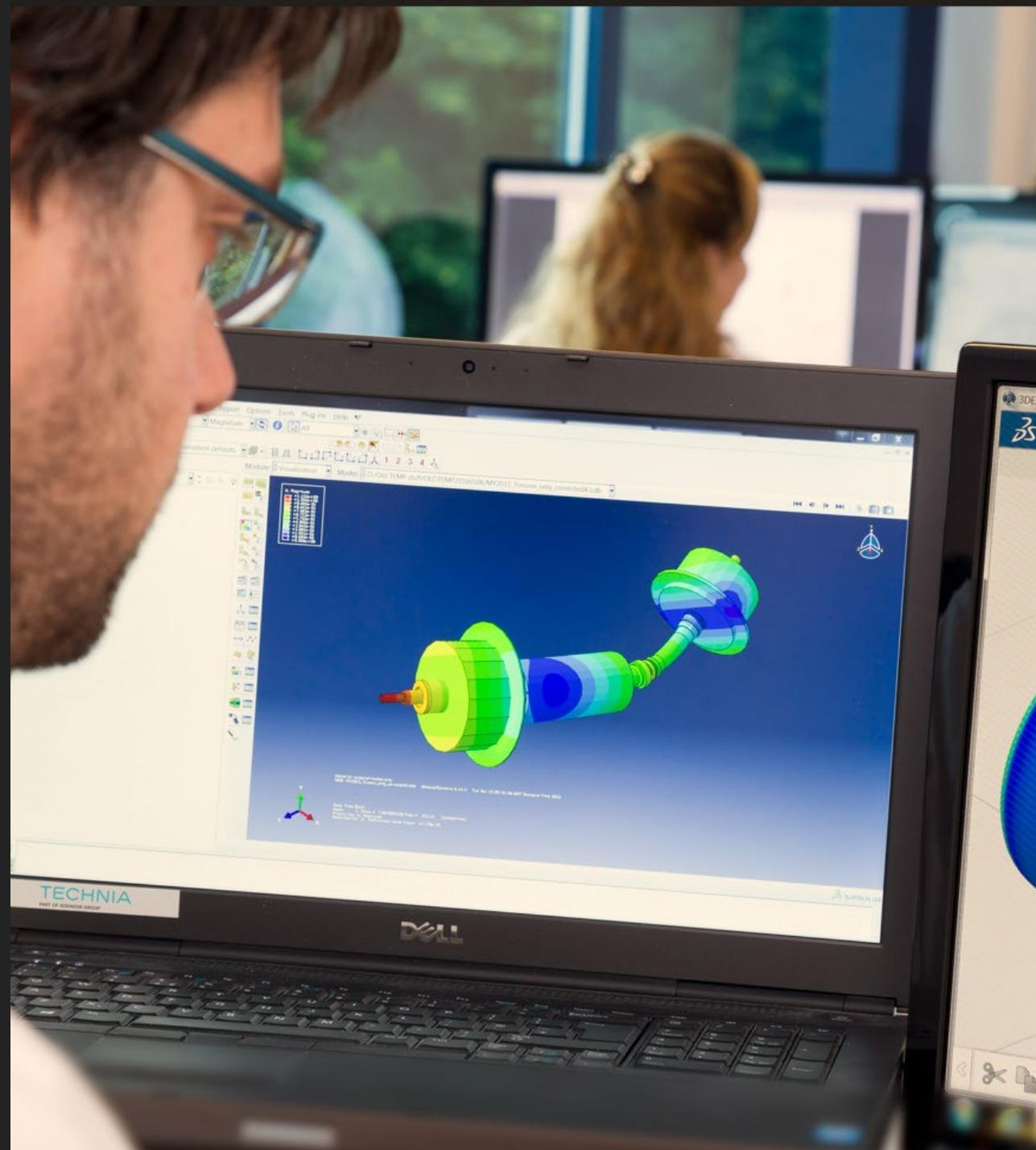
Product Lifecycle Management Design, Simulation & Virtual Twins

Trend in Net Sales and EBITA



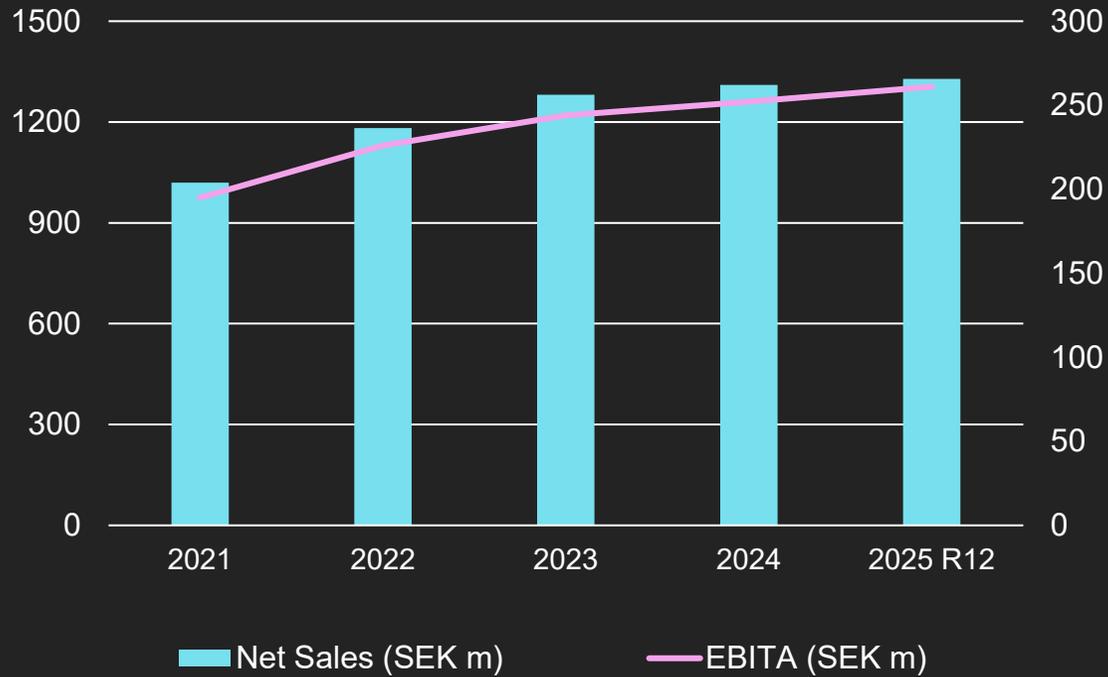
Net Sales (SEK m)

EBITA (SEK m)



Process Management Case Management & GIS* Solutions for Public Sector

Trend in Net Sales and EBITA

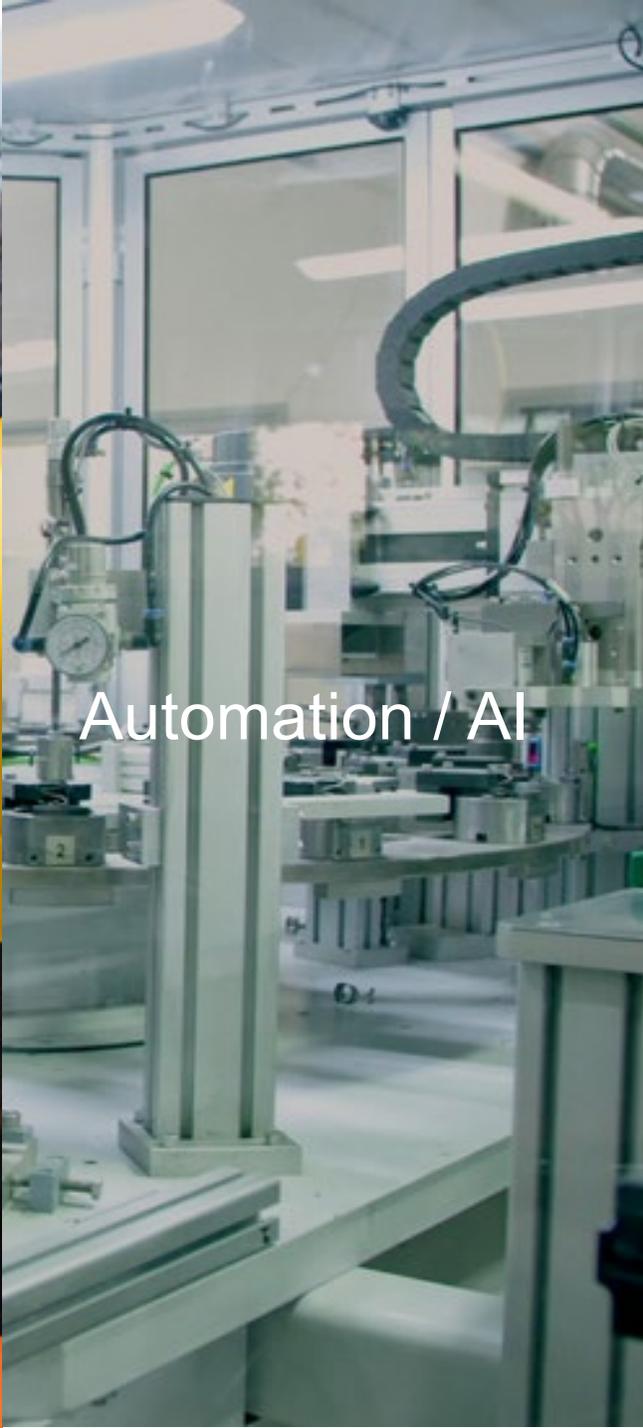


Global Trends Supporting Growth

Digitalization



Automation / AI



Urbanisation/
Infrastructure



Sustainability



Financial Targets

Growth

10%

EBITA margin

10%

Dividend policy

30-
50%

Financial Targets Outcome 2024

Growth*

5%

EBITA margin

11.1%

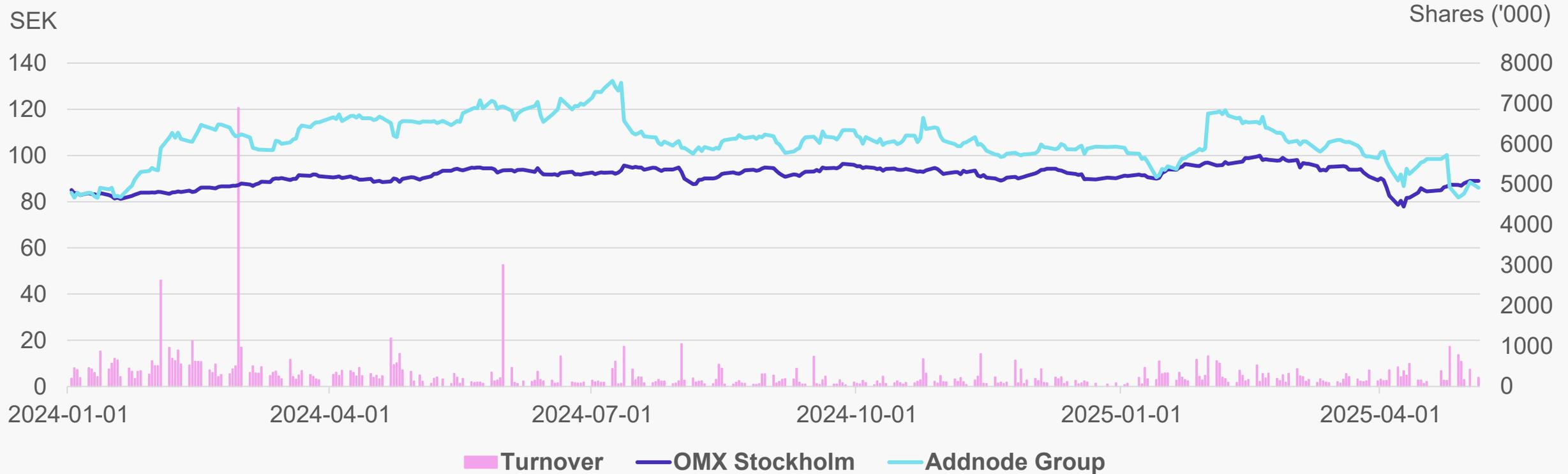
Dividend policy

38%

* Under the previous Autodesk reseller model and before reclassifications of third-party agreements, the Group's currency-adjusted organic net sales growth would have amounted to 9%.

The Share

January 1 2024 – May 5 2025



In 2024, Addnode Group's share price has increased 22 percent in value.
2025YTD, Addnode Group's share price has decreased 17 percent in value.

Q1 2025

Addnode Group

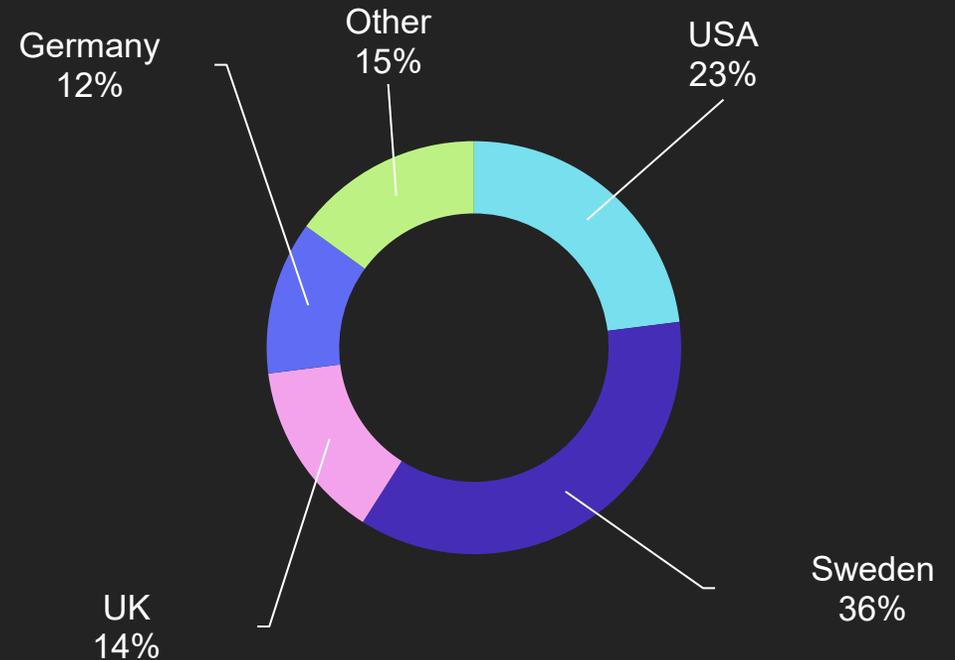
Q1'25 - Stable Results and Cost Adjustments

Profit and Loss Q1 2025

	Q1 2025	Q1 2024	Change
Net sales, SEK m	1,461	2,409	-39%
Gross profit, SEK m	1,122	1,101	+2%
Gross margin, %	76.8	45.7	
EBITA, SEK m	217*	253	-14%
EBITA margin, %	14.9*	10.5	+4.4 pp
Earnings per share, SEK	0.67	0.90	-26%

* Restructuring costs of 24 MSEK had an impact on earnings. EBITA adjusted for restructuring costs amounts to SEK 241 m and adjusted EBITA-margin to 16.5 percent.

Breakdown of Net Sales by Geography Q1 2025



Acquisitions 2025

YTD

Congere (Sweden)

- 22 employees and net sales of SEK 25 m.
- Systems and applications for the defence industry. Customers such as the Swedish Armed Forces, FMV (The Swedish Defence Materiel Administration) and SAAB.
- Already successful collaboration in place with companies in the Process Management Division.
- Consolidated from February 2025 as part of division Process Management.



Railit (Sweden)

- 6 employees and net sales of SEK 14 m.
- Innovative SaaS solutions for the railway industry.
- Customers include Arlanda Express, Nordiska Tåg, Snälltåget, the Swedish Transport Administration and VR.
- Strengthens the group's position in travel and public transport.
- Consolidated from February 2025 as part of division Process Management.



Pcskog (Sweden)

- Net sales of SEK 10 m.
- A market leading SaaS company in digital forest management plans.
- Pcskog's proprietary software is an important strategic tool used throughout the forest's entire lifecycle.
- Strengthens Icebound's position and offering within digital solutions for the forestry industry.
- Consolidated from April 2025 as part of division Process Management.



Trend in Net Sales and EBITA

2015 – 2025 R12

