

Pro forma

Adjustments for transaction model and reclassifications

2015 – 2024

Key figures, Pro forma 2015-2024

Net Sales adjustments for transaction model and reclassifications

	FY2015		FY2016		FY2017		FY2018		FY2019		FY2020		FY2021		FY2022		FY2023		FY2024	
	As reported	Proforma	As reported	Proforma	As reported	Proforma	As reported	Proforma	As reported	Proforma	As reported	Proforma	As reported	Proforma	As reported	Proforma	As reported	Proforma	As reported	Proforma
Net sales, SEKm	1 901	1 742	2 195	2 046	2 520	2 306	2 942	2 569	3 434	2 785	3 807	2 856	4 077	3 124	6 225	4 339	7 412	5 020	7 757	5 556
Design Management	828	726	829	739	906	765	1 053	762	1 387	812	1 860	979	1 852	997	3 494	1 713	4 292	2 070	4 609	2 457
Product Lifecycle Management	513	457	779	721	920	848	1 132	1 052	1 272	1 199	1 141	1 072	1 227	1 129	1 580	1 475	1 884	1 714	1 883	1 834
Process Management	566	568	595	596	704	706	773	773	797	797	827	827	1 020	1 020	1 182	1 182	1 281	1 281	1 310	1 310
EBITA, SEKm	168	168	171	171	212	212	298	298	327	327	356	356	461	461	728	728	640	640	863	863
Design Management	66	66	57	57	76	76	114	114	146	146	190	190	204	204	398	398	334	334	518	518
Product Lifecycle Management	53	53	62	62	72	72	104	104	104	104	57	57	117	117	158	158	143	143	170	170
Process Management	79	79	78	78	101	101	116	116	115	115	151	151	195	195	226	226	244	244	252	252
EBITA-margin, %	8.8%	9.6%	7.8%	8.3%	8.4%	9.2%	10.1%	11.6%	9.5%	11.8%	9.4%	12.5%	11.3%	14.8%	11.7%	16.8%	8.6%	12.7%	11.1%	15.5%
Design Management	8.0%	9.1%	6.9%	7.7%	8.4%	9.9%	10.8%	15.0%	10.5%	18.0%	10.2%	19.4%	11.0%	20.5%	11.4%	23.2%	7.8%	16.1%	11.2%	21.1%
Product Lifecycle Management	10.3%	11.6%	8.0%	8.6%	7.8%	8.5%	9.2%	9.9%	8.2%	8.7%	5.0%	5.3%	9.5%	10.4%	10.0%	10.7%	7.6%	8.3%	9.0%	9.3%
Process Management	14.0%	14.0%	13.1%	13.1%	14.3%	14.3%	15.0%	15.0%	14.5%	14.5%	18.3%	18.3%	19.1%	19.1%	19.1%	19.1%	19.0%	19.0%	19.2%	19.2%



The pro forma presumes that the reclassifications of third-party agreements to an agent model and the implementation of the Autodesk's new transaction model were effective from January 1, 2015. As an agent, income is reported to an amount corresponding to the gross profit that Addnode Group is entitled to in exchange for arranging for the third party to provide the specified products. No additional consideration is given to potential timing differences between the agent model and the reseller model. This pro forma has not been reviewed by the company's auditors.

Key figures, Pro forma 2015-2024

Net Sales adjustments for transaction model and reclassifications

	FY2015		FY2016		FY2017		FY2018		FY2019		FY2020		FY2021		FY2022		FY2023		FY2024	
	As reported	Proforma	As reported	Proforma	As reported	Proforma	As reported	Proforma	As reported	Proforma	As reported	Proforma	As reported	Proforma	As reported	Proforma	As reported	Proforma	As reported	Proforma
Net sales, SEKm	1 901	1 742	2 195	2 046	2 520	2 306	2 942	2 569	3 434	2 785	3 807	2 856	4 077	3 124	6 225	4 339	7 412	5 020	7 757	5 556
Design Management	828	726	829	739	906	765	1 053	762	1 387	812	1 860	979	1 852	997	3 494	1 713	4 292	2 070	4 609	2 457
Partner Software	516	414	480	391	509	368	538	247	853	278	1 233	351	1 221	366	2 491	710	3 028	806	3 231	1 079
Own Software	155	155	176	176	214	214	294	294	309	309	350	350	375	375	423	423	501	501	529	529
Services	157	157	173	173	183	183	221	221	225	225	277	277	257	257	580	580	763	763	850	850
Product Lifecycle Management	513	457	779	721	920	848	1 132	1 052	1 272	1 199	1 141	1 072	1 227	1 129	1 580	1 475	1 884	1 714	1 883	1 834
Partner Software	244	188	399	340	504	432	652	571	720	647	675	606	732	635	966	862	1 220	1 050	1 154	1 105
Own Software	76	76	116	116	121	121	126	126	139	139	130	130	131	131	161	161	168	168	182	182
Services	193	193	264	264	294	294	354	354	413	413	335	335	363	363	453	453	496	496	547	547
Process Management	566	568	595	596	704	706	773	773	797	797	827	827	1 020	1 020	1 182	1 182	1 281	1 281	1 310	1 310
Partner Software	42	43	34	35	48	48	44	44	38	38	28	28	65	65	85	85	94	94	99	99
Own Software	192	192	216	216	265	265	303	303	335	335	366	366	438	438	500	500	533	533	576	576
Services	332	333	345	345	391	392	426	426	424	424	433	433	518	518	596	596	654	654	636	636
EBITA, SEKm	168	168	171	171	212	212	298	298	327	327	356	356	461	461	728	728	640	640	863	863
Design Management	66	66	57	57	76	76	114	114	146	146	190	190	204	204	398	398	334	334	518	518
Product Lifecycle Management	53	53	62	62	72	72	104	104	104	104	57	57	117	117	158	158	143	143	170	170
Process Management	79	79	78	78	101	101	116	116	115	115	151	151	195	195	226	226	244	244	252	252
EBITA-margin, %	8.8%	9.6%	7.8%	8.3%	8.4%	9.2%	10.1%	11.6%	9.5%	11.8%	9.4%	12.5%	11.3%	14.8%	11.7%	16.8%	8.6%	12.7%	11.1%	15.5%
Design Management	8.0%	9.1%	6.9%	7.7%	8.4%	9.9%	10.8%	15.0%	10.5%	18.0%	10.2%	19.4%	11.0%	20.5%	11.4%	23.2%	7.8%	16.1%	11.2%	21.1%
Product Lifecycle Management	10.3%	11.6%	8.0%	8.6%	7.8%	8.5%	9.2%	9.9%	8.2%	8.7%	5.0%	5.3%	9.5%	10.4%	10.0%	10.7%	7.6%	8.3%	9.0%	9.3%
Process Management	14.0%	14.0%	13.1%	13.1%	14.3%	14.3%	15.0%	15.0%	14.4%	14.4%	18.3%	18.3%	19.1%	19.1%	19.1%	19.1%	19.0%	19.0%	19.2%	19.2%



The pro forma presumes that the reclassifications of third-party agreements to an agent model and the implementation of the Autodesk's new transaction model were effective from January 1, 2015. As an agent, income is reported to an amount corresponding to the gross profit that Addnode Group is entitled to in exchange for arranging for the third party to provide the specified products. No additional consideration is given to potential timing differences between the agent model and the reseller model. This pro forma has not been reviewed by the company's auditors.

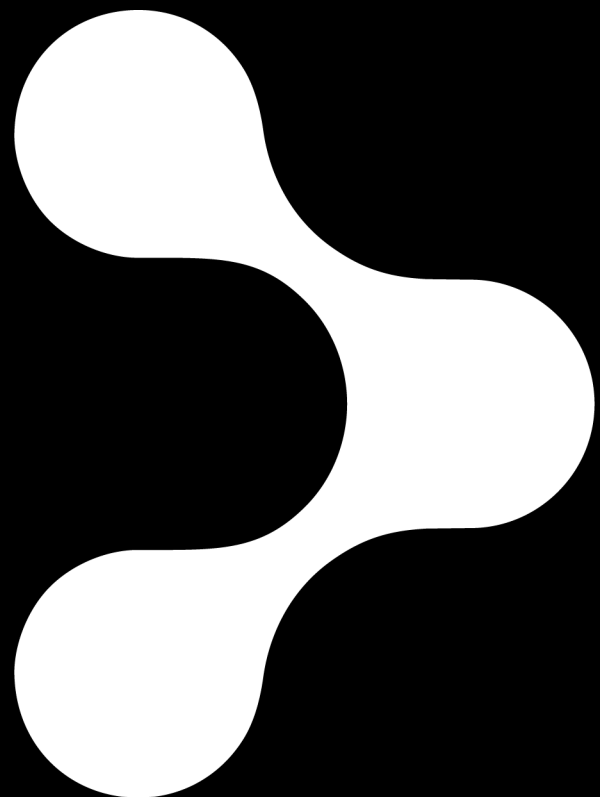
Key figures, Pro forma Quarterly Q1-Q4 2024 & Q1-Q2 2025

Net Sales adjustments for transaction model and reclassifications

	Q1 2024		Q2 2024		Q3 2024		Q4 2024		FY2024		Q1 2025		Q2 2025	
	As reported	Proforma	As reported	Proforma	As reported	Proforma	As reported	Proforma	As reported	Proforma	As reported	Proforma	As reported	Proforma
Net sales, SEKm	2 409	1 443	2 005	1 349	1 859	1 316	1 484	1 449	7 757	5 556	-	1 461	-	1 457
Design Management	1 624	674	1 214	573	1 111	585	660	625	4 609	2 457	-	662	-	669
Partner Software	1 287	337	862	221	779	252	303	268	3 231	1 079	-	318	-	346
Own Software	128	128	130	130	128	128	143	143	529	529	-	138	-	137
Services	209	209	222	222	205	205	214	214	850	850	-	206	-	186
Product Lifecycle Management	454	438	468	452	469	452	492	492	1 883	1 834	-	448	-	444
Partner Software	289	273	280	264	297	280	289	289	1 154	1 105	-	272	-	264
Own Software	39	39	48	48	43	43	52	52	182	182	-	43	-	46
Services	126	126	141	141	129	129	151	151	547	547	-	133	-	133
Process Management	342	342	335	335	289	289	344	344	1 310	1 310	-	360	-	352
Partner Software	24	24	23	23	23	23	30	30	99	99	-	24	-	22
Own Software	138	138	144	144	144	144	149	149	576	576	-	153	-	154
Services	180	180	168	168	123	123	165	165	636	636	-	183	-	176
EBITA, SEKm	253	253	162	162	200	200	248	248	863	863	-	217	-	238
Design Management	168	168	86	86	118	118	146	146	518	518	-	155	-	171
Product Lifecycle Management	41	41	37	37	39	39	53	53	170	170	-	4	-	33
Process Management	65	65	59	59	58	58	70	70	252	252	-	74	-	65
EBITA-margin, %	10.5%	17.5%	8.1%	12.0%	10.8%	15.2%	16.7%	17.1%	11.1%	15.5%	-	14.9%	-	16.3%
Design Management	10.3%	24.9%	7.1%	15.0%	10.6%	20.2%	22.1%	23.4%	11.2%	21.1%	-	23.4%	-	25.5%
Product Lifecycle Management	9.0%	9.4%	7.9%	8.2%	8.3%	8.6%	10.8%	10.8%	9.0%	9.3%	-	0.9%	-	7.4%
Process Management	19.0%	19.0%	17.6%	17.6%	20.1%	20.1%	20.4%	20.4%	19.2%	19.2%	-	20.6%	-	18.5%



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