

Interim Report January – March 2024

Presentation of Addnode Group's Interim Report January – March 2024



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Agenda

Interim Report January – March 2024

1. Addnode Group in brief
2. Q1 2024
3. Investment case
4. Q&A
5. Appendix
 - Organic and Acquisition-led Growth Strategy
 - Three Divisions
 - Sustainability Cases
 - Acquisitions 2022 – 2024
 - Shareholders, March 31, 2024
 - Share performance, 1 year

Digitalization for a Better Society

One Group Three Divisions

Design
Management



Product Lifecycle
Management



Process
Management

WHO WE ARE

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

Growth Through Sustainability

- 1 Digital solutions that contribute to sustainable development
- 2 Care for people and the planet in our own operations
- 3 The way we work with our partners and suppliers
- 4 Long-term financial viability
- 5 Sustainability management and governance

Sustainability Cases

Digital tools to visualize and reduce carbon footprint of buildings

Symetri, in the Design Management division, is collaborating with Bernheimer Architecture (BA) to reduce and visualize carbon emissions when designing new buildings.



Improved R&D and production efficiency

Technia, in the Product Lifecycle Management division, is supporting Aeristech with improvements in the transition from R&D to prototype and mass production.



Voice-based booking system optimizes ferry traffic

Voice Provider, in the Process Management division, has developed a voice-based booking system for the Swedish Transport Administration's ferry operations (Trafikverket Färjerederiet), which operate cable ferries across Sweden.



Addnode Group in Numbers

 MARKET CAPITALIZATION

~15 bSEK

 NET SALES RTM, Q1 2024

7.8 bSEK

 EBITA RTM, Q1 2024

0.7 bSEK

 GROUP COMPANY EMPLOYEES

2,700

 COUNTRIES COVERED

19

 5 YEAR SHARE PERFORMANCE, 31 MARCH 2024

247 %

Growth, Earnings Improvement and Strong Cash Flow

Highlights Q1 2024

	Q1 2024	Q1 2023	Change	Rolling 12m
Net sales, SEK m	2,409	1,972	22%	7,849
Gross profit, SEK m	1,101	941	17%	3,863
Gross margin, %	45.7	47.7		49.2
EBITA, SEK m	253	202	25%	691
EBITA margin, %	10.5	10.2		8.8
Earnings per share, SEK	0.90	0.78	15%	2.21



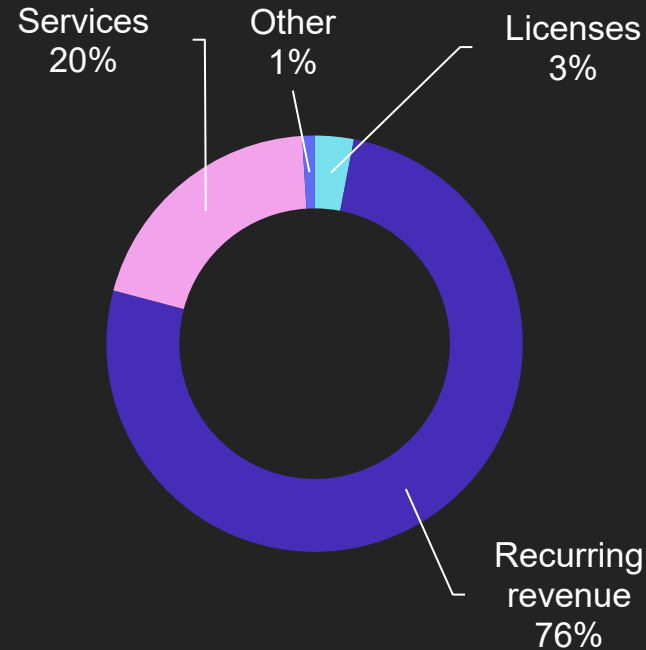
Addnode Group

Continued high share of recurring revenue, 76% of net sales in Q1'24

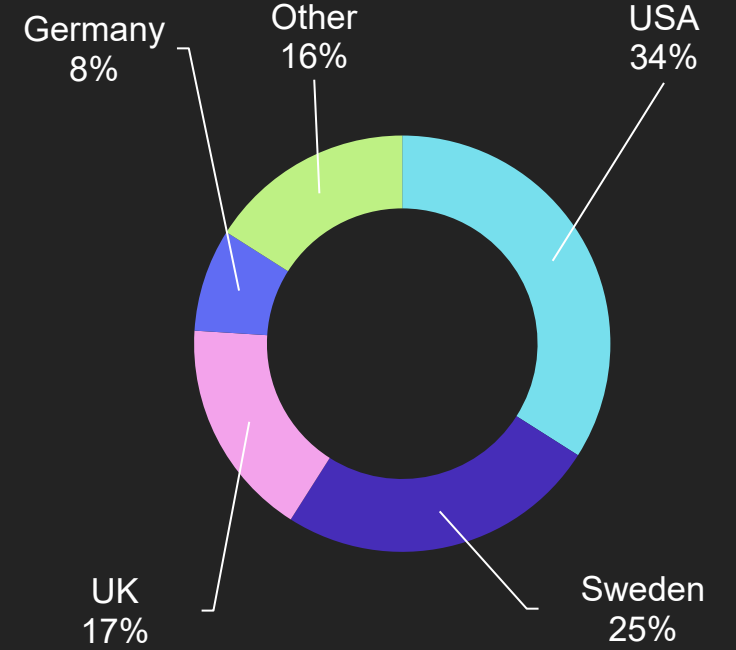
Trend in net sales and EBITA
2020 – 2024R12



Breakdown of net sales by category
Q1 2024

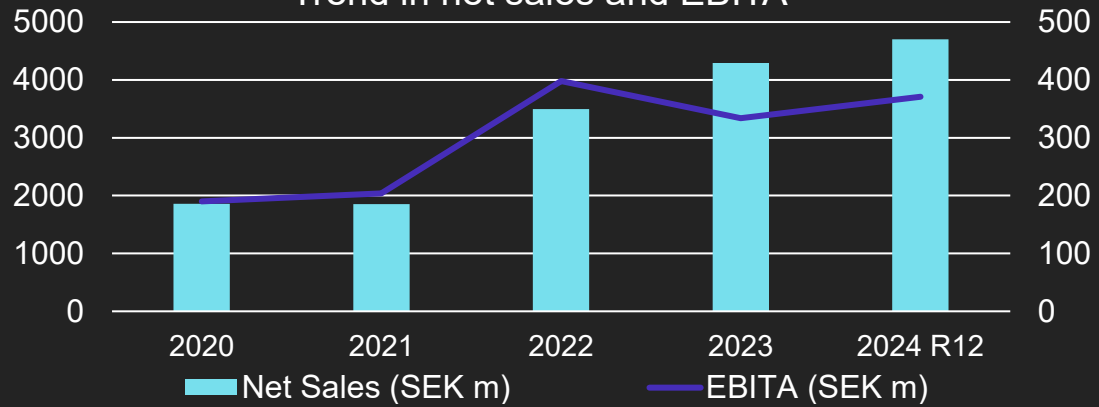


Breakdown of net sales by geography
Q1 2024



Design Management Design, BIM* & Facility Management Software

Trend in net sales and EBITA



	Q1 2024	Q1 2023	Change	Rolling 12m
Net sales, SEK m	1,624	1,213	34%	4,703
Gross profit, SEK m	609	474	28%	1,957
Gross margin, %	37.5	39.1		41.6
EBITA, SEK m	168	131	28%	371
EBITA margin, %	10.3	10.8		7.9
Average # of employees	1,091	916	19%	



Design Management

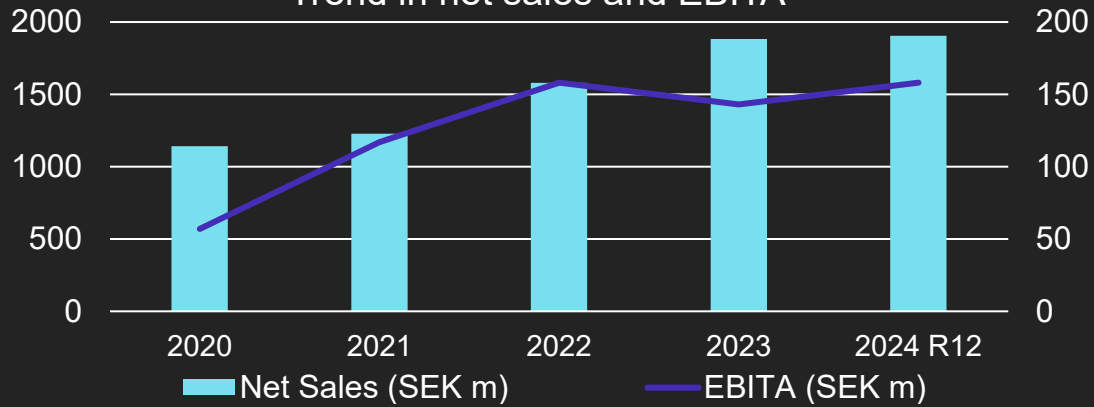
New Transaction Model – Higher Margins 2025

	<u>Current</u> VAR MODEL	<u>New</u> AGENCY MODEL	Change
Autodesk subscription	850	213	-637
Other 3p software	50	50	0
Own technology and Services	250	250	0
Net sales	1 150	513	-637
Autodesk subscription	-637	0	637
Other 3p software	-37	-37	0
Own technology and Services	-38	-38	0
COGS	-712	-75	637
Gross Profit	438	438	0
<i>Gross Profit margin</i>	38%	85%	47%
EBITA	88	88	0
<i>EBITA margin</i>	7,6%	17,1%	9%

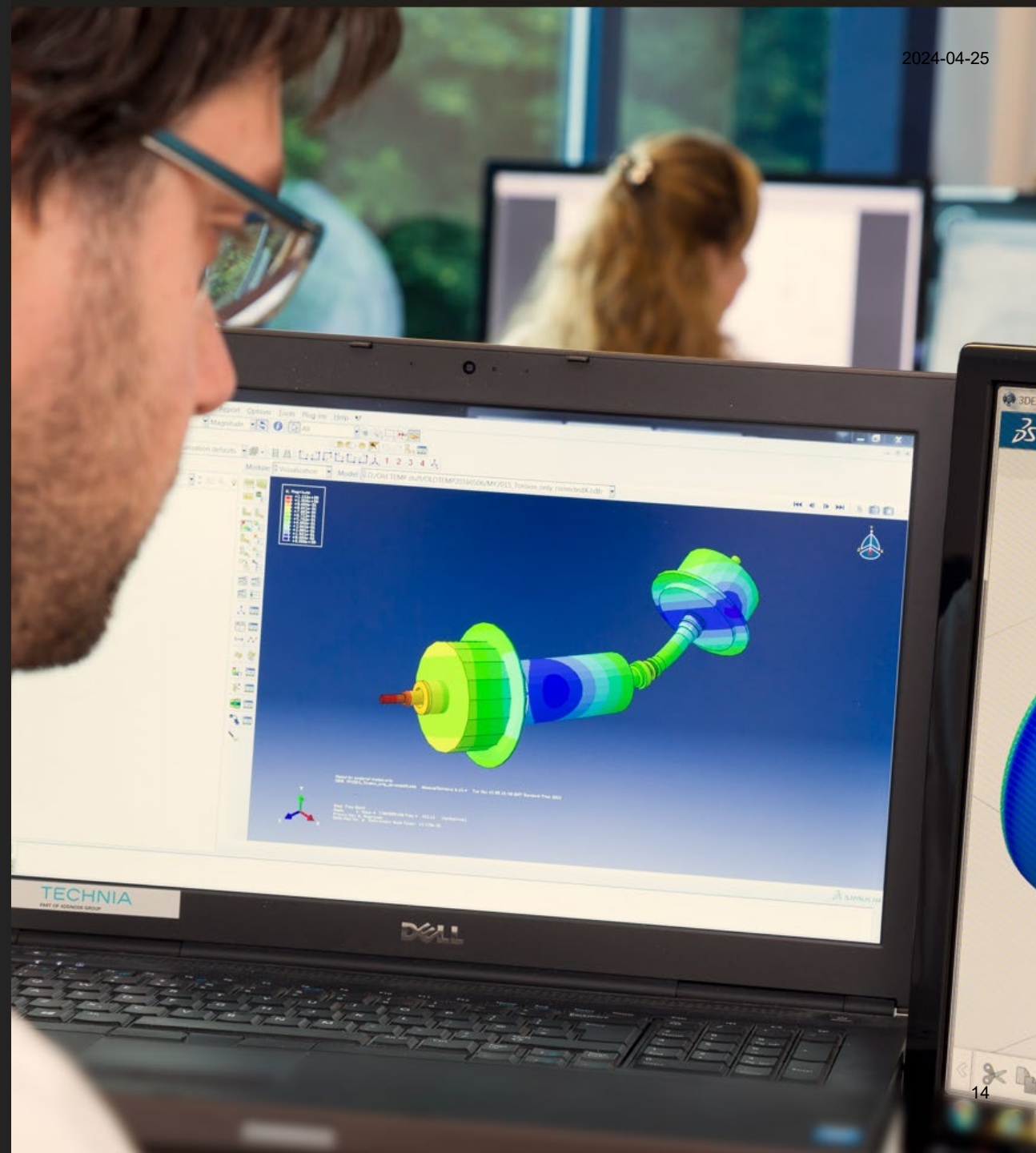
This is only an illustrative example of differences between VAR and AGENCY MODEL. It illustrates only expected changes because of the new announced transaction model. This illustrative example should not be viewed as a prognosis or statement on Symetri and Addnode Groups performance.

Product Lifecycle Management Design, Simulation & Virtual Twins

Trend in net sales and EBITA



	Q1 2024	Q1 2023	Change	Rolling 12m
Net sales, SEK M	454	433	5%	1,905
Gross profit, SEK m	224	208	8%	899
Gross margin, %	49.3	48.0		47.2
EBITA, SEK M	41	26	58%	158
EBITA margin, %	9.0	6.0		8.3
Average # of employees	724	736	-2%	



Product Lifecycle Management

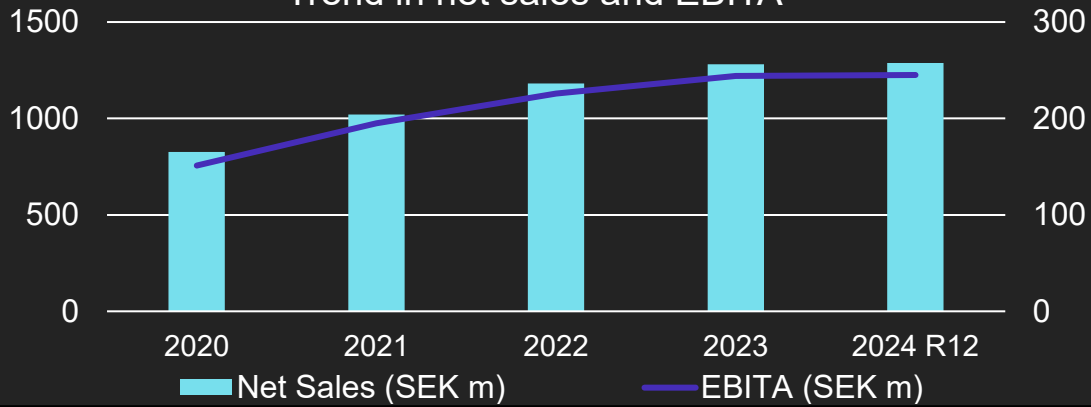
Acquisition of Optimec

- A renowned Dassault Systèmes Partner based in Québec, Canada
- Focused on Computer-Aided Engineering (CAE) technologies and the benefits they bring to innovation
- Customers within research and development and manufacturing in the automotive, aerospace, industrial equipment and consumer packaged goods industries
- 20 employees and net sales of SEK 40 m
- Consolidated from February 2024



Process Management Case Management & GIS* Solutions for Public Sector

Trend in net sales and EBITA



	Q1 2024	Q1 2023	Change	Rolling 12m
Net sales, SEK M	342	335	2%	1,288
Gross profit, SEK m	274	264	4%	1,031
Gross margin, %	80.1	78.8		80.1
EBITA, SEK M	65	64	2%	245
EBITA margin, %	19.0	19.1		19.0
Average # of employees	720	671	7%	



Consolidated Cash Flow

Q1 2024

Cash flow, SEK m	Q1 2024	Q1 2023	Change	Full Year 2023	Rolling 12m
Operating profit	187	149	38	410	448
Adjustments for non-cash items	93	80	13	361	374
Other	-55	-38	-17	-198	-215
Cash flow from operations before working capital changes	225	191	34	573	607
Changes in working capital	156	78	78	-88	-10
Cash flow from operating activities	381	269	112	485	597
Cash flow from investing activities	-142	-155	13	-672	-659
Cash flow from financing activities	19	30	-11	276	265
Total cash flow	258	144	114	89	203

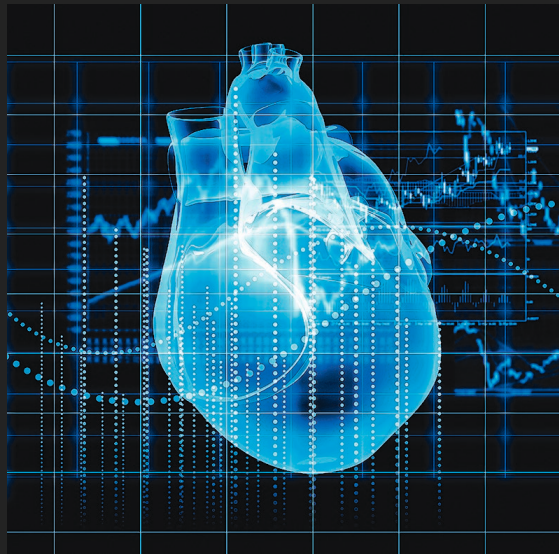
Consolidated Financial Position

March 31, 2024

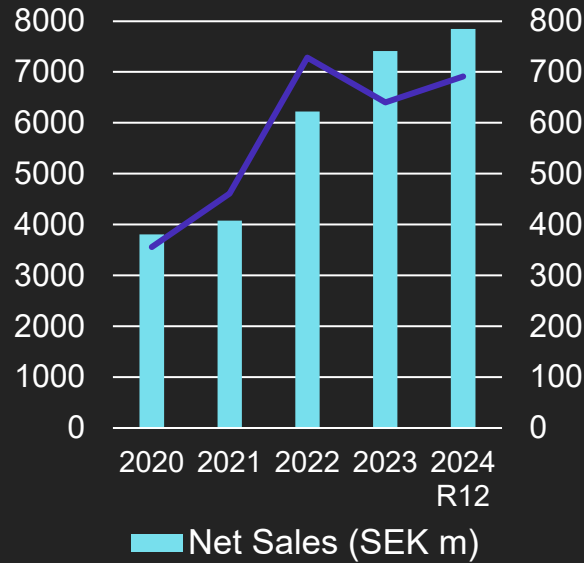
Balance sheet, SEK m	31 March 2024	31 March 2023	Change	31 December 2023	Change
Intangible non-current assets	4,159	3,465	694	3,949	210
Other non-current assets	425	275	150	417	8
Net working capital	-710	-672	-38	-543	-167
Total assets	3,874	3,068	806	3,823	51
Equity	2,284	2,099	185	2,116	168
Provisions, taxes and other debt	774	588	186	708	66
Net debt	816	381	435	999	-183
Total equity & liabilities	3,874	3,068	806	3,823	51
Equity ratio	28%	35%	-6%	29%	-1%
Return on capital employed (ROCE)	14	18	-4	14	0
Term loan	1,000	0	1,000	1,000	0
Revolving credit facility	1,600	1,600	0	1,600	0
<i>Whereof unutilized</i>	<i>1,094</i>	<i>657</i>	<i>437</i>	<i>1,166</i>	<i>-72</i>

Addnode Group as an Investment

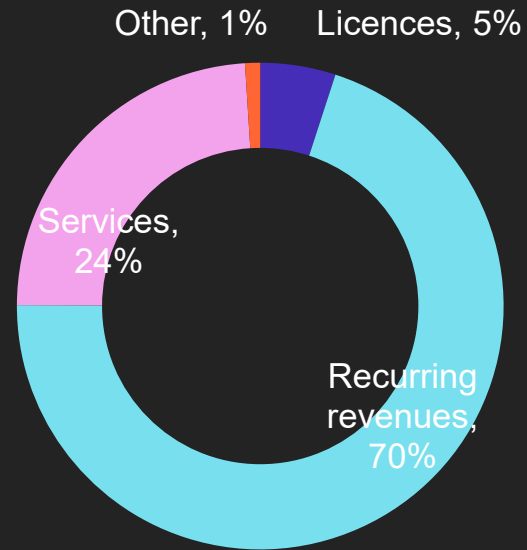
Sustainable digital solutions



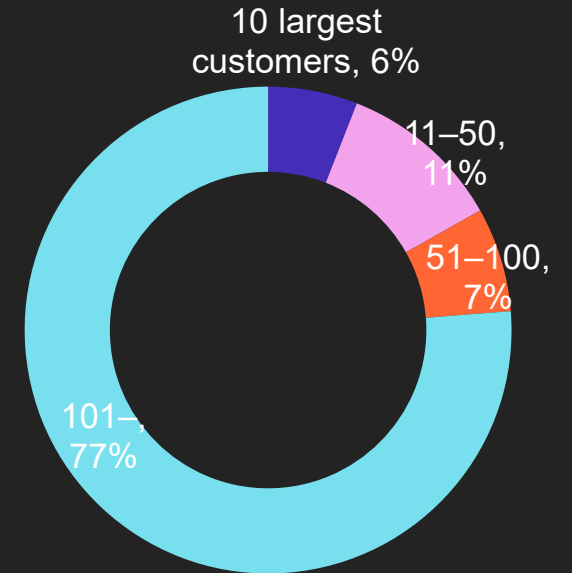
Organic and acquisition-led growth



Attractive business model



Diversification spreads risk



Questions & Answers

APPENDIX

Organic and Acquisition-led Growth Strategy

Acquisitions

Complementary business or markets

Values based leadership

Attractive valuation

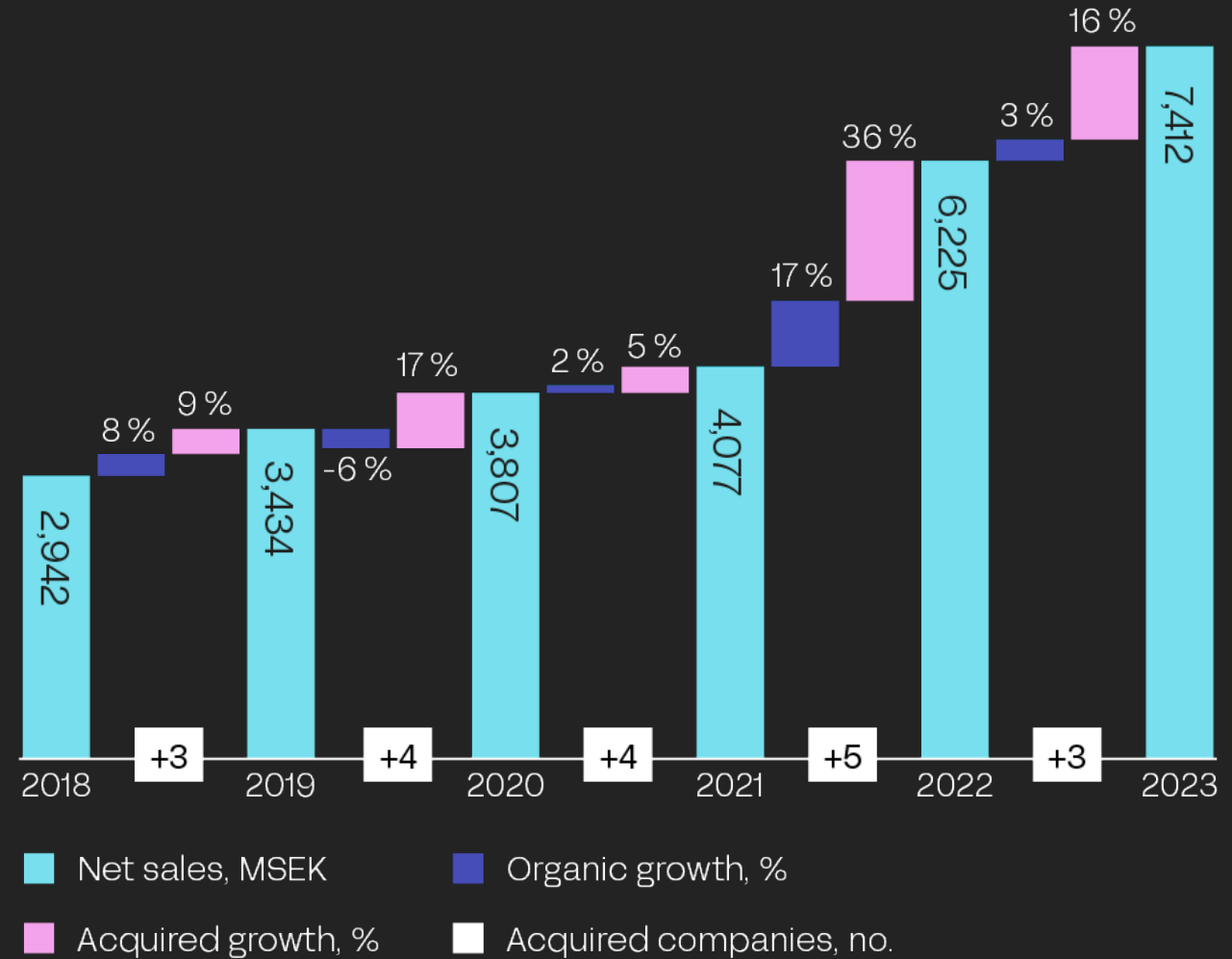
Organic development

Decentralised responsibility and authority

Strategic support

Synergies and collaboration

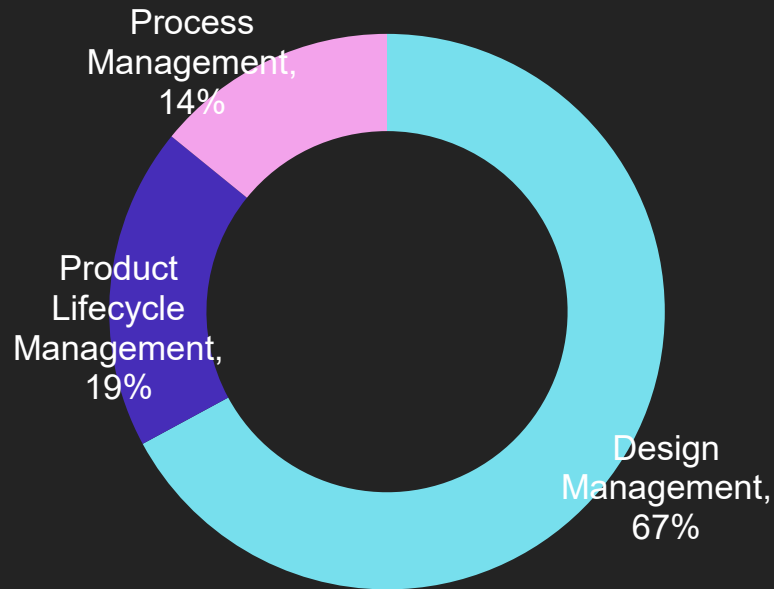
Addnode Group acquires, operates and develops cutting-edge businesses that digitalize society. We generate sustainable value growth by continuously acquiring new businesses and actively support our subsidiaries to drive organic growth.



Addnode Group

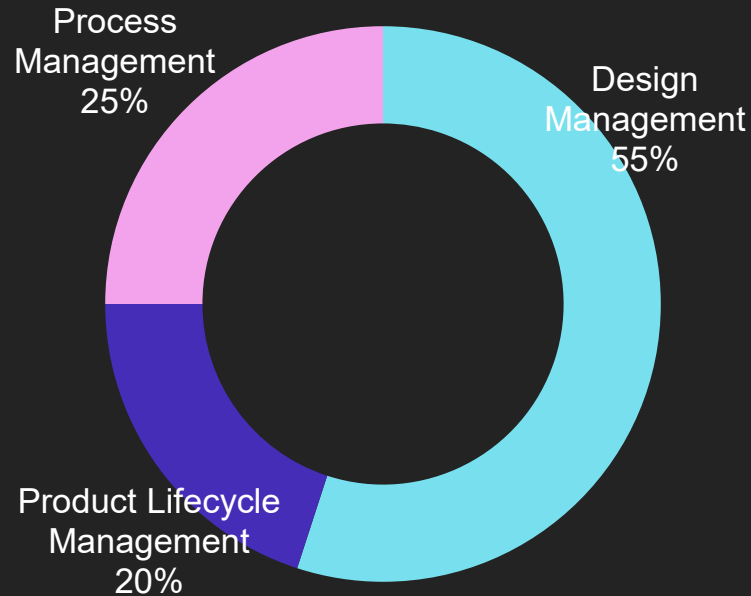
Three divisions

Share of Net Sales*
Q1 2024



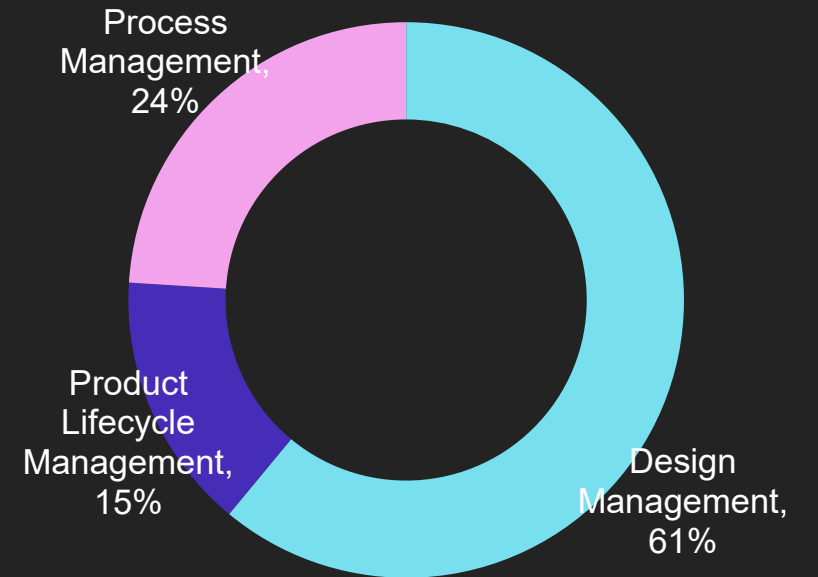
Addnode Group Net sales Q1 2024: SEK 2,409 m
* Before eliminations

Share of Gross Profit*
Q1 2024



Addnode Group Gross Profit Q1 2024: SEK 1,101 m
* Before eliminations / central costs

Share of EBITA*
Q1 2024



Addnode Group EBITA Q1 2024: SEK 253 m
* Before eliminations / central costs

CASE STUDY

Bernheimer Architecture (BA)

DIVISION
Design Management



Digital tools to visualize and reduce carbon footprint of buildings

Symetri, part of the Design Management division, is collaborating with BA to help reduce and visualize embodied carbon in building materials through digital tools.

BA was looking for digital tools that could visualize embodied carbon in the materials chosen for River Commons, an affordable housing project in New York. BA also wanted to offer a lifecycle assessment that reports global warming parameters and identifies the parts of a building with the largest carbon footprint.



NEED

BA needed digital tools to visualize embodied carbon in building materials, and to offer a lifecycle assessment that reports global warming parameters.



SOLUTION

Symetri supported BA with tools to visualize embodied carbon in the materials chosen for River Commons. With the tools, BA was also able to produce a comprehensive lifecycle assessment with a good overview of the building's total carbon footprint by utilizing software such as Autodesk Revit, BIM Collaborate Pro and Navisworks.



SUSTAINABLE BENEFITS

By reducing the high level of carbon emissions in the early phase of a construction project, it is possible to influence the total carbon footprint of a building throughout its lifetime.

Symetri creates and provides digital solutions and services for design, engineering, construction, and manufacturing businesses. Symetri empower people to work smarter for a better future by ensuring they have access to the expertise and technology they need to improve their performance and sustainability.

Bernheimer Architecture is an architect studio based in New York City, USA, that is committed to designing sustainable and resilient architecture. They provide full architectural design, construction administration and planning-and-zoning analysis services.

CASE STUDY

Aeristech electric motors

DIVISION
Product Lifecycle Management



Improved R&D and production efficiency

Technia, part of the Product Lifecycle Management division, has supported Aeristech, a manufacturer of electric motors with high power density, in the transition from R&D to prototype and mass production.

Aeristech plan to accelerate the hydrogen fuel cell electric motor production to reach the market sooner. When Aeristech faced challenges with product development efficiency and lack of control systems, they reached out to Technia for assistance.



NEED

Aeristech needed to overcome challenges related to the lack of control systems in their product development processes.



SOLUTION

Technia assisted Aeristech by providing the Dassault Systèmes' 3DEXPERIENCE platform and SOLIDWORKS software. Once these tools were implemented, efficiency increased and collaboration within the product development organization improved. Aeristech can now transition more quickly from R&D to prototyping new products.

SUSTAINABLE BENEFITS



The new digital tools will help enable Aeristech's products to reach the market sooner, thereby allow Aeristech to contribute to reducing GHG emissions and advancing global net-zero goals.

Technia is an Addnode Group company, a global provider of solutions for digitalizing product lifecycles – from idea, design, simulation and manufacturing to sale, aftermarket, and repurposing. For the customers, the benefits are shorter lead times, greater innovation, and increased efficiency and traceability, making product creation sustainable.

Aeristech specializes in producing the world's fastest accelerating electric motors with high power density. These motors can also be used with hydrogen fuel cells which do not produce carbon emissions during operation.

CASE STUDY

Trafikverket Färjerederiet

DIVISION
Process Management



Voice-based booking system optimizes ferry traffic

Voice Provider, in the Process Management division, has developed a voice-based booking system for the Swedish Transport Administration's ferry operations (Trafikverket Färjerederiet), which operate cable ferries across Sweden.

Trafikverket Färjerederiet's goal is to be climate neutral by 2045, which meant that ferry journeys needed to be optimized to reduce their carbon emissions. The solution came in the form of a new booking system that was simple and easily accessible and did not reduce the availability of ferries.

NEED

Trafikverket Färjerederiet needed to optimize ferry traffic in order to reduce carbon emissions without reducing the availability of the ferries.

SOLUTION

Voice Provider supported Trafikverket Färjerederiet with a new booking system that was simple and easily accessible. Voice Provider's advanced voice-recognition technology now enables on-demand booking of ferries by phone, thereby reducing the number of trips without compromising on service.

SUSTAINABLE BENEFITS

In addition to reducing environmental impact, Voice Provider's technology also provides the ferry company with data to identify where the ferries are needed most. This in turn leads to other attractive operational improvements, such as reduced workload, fewer interruptions and improved working conditions for the crew.

Voice Provider is an Addnode Group company in division Process Management. At Voice Provider, innovative technology meets behavioral science to create solutions that put the customer's needs in the center.

The Swedish Transport Administration's ferry operations (Trafikverket Färjerederiet) operate cable ferries across Sweden. Sweden's cable ferries transport some 12 million vehicles per year and are particularly important for traffic in sparsely populated areas.

Acquisitions 2024 YTD

Efficture



Efficture develops and offers proprietary software for forest and timber management. Will complement Icebound's offer to the forest sector and other basic industries.

Division Process Management

2

2 SEK m

Jetas Quality Systems



Jetas develops and offers proprietary case management systems for issues and work orders within public transport and property management.

Division Process Management

4

6 SEK m

Optimec



Optimec delivers turnkey solutions within Computer-Aided Engineering (CAE) technologies, including engineering software and services. It is a partner to Dassault Systèmes in Canada

Division Product Lifecycle Management

20

40 SEK m

Acquisitions 2023

Fast2



Leading Swedish supplier of business systems for real estate companies. Its proprietary business system is used by nine out of 13 of the largest public housing companies in Sweden.

Division Design Management

50

80 SEK m

Key Performance



Partner to Dassault Systèmes, operating in North America and Europe. Focused on Model-Based Systems Engineering consultancy, software, training, and certifications.

Division Product Lifecycle Management

3

25 SEK m

Team D3



One of the largest Autodesk partners in the US, with a focus in the Manufacturing, AEC and Power & Process industries. Geographically primarily based in the Midwest part of the US.

Division Design Management

200

1,300 SEK m

Acquisitions 2022

Claytex



Claytex specializes in advanced simulation and virtual testing, with focus on systems engineering and autonomous vehicles in the automotive and motorsport space.

Division Product Lifecycle Management

15

25 SEK m

Desys



DESYS service offering is based on Dassault Systèmes' platform, and includes own software products as well as a broad range of training, consulting, support and IT-services.

Division Product Lifecycle Management

45

170 SEK m

Microdesk



Microdesk is a Platinum partner to Autodesk and provides consulting services, training, data management and customized solutions. Microdesk has 13 offices in US and London.

Division Design Management

300

1,000 SEK m

Decisive



Rule-based decision management systems. Assists customers all the way from system design to development, implementation, training and then support and further development.

Division Process Management

25

57 SEK m

Acquisitions 2022, cont.

JBL



JBL's service offering is based on Dassault Systèmes' platform, the team adds resources and competence within oil and gas, infrastructure and renewable energy.

Division Product Lifecycle Management

2

15

Shareholders

March 31, 2024

Managements shareholdings

- Johan Andersson, CEO, 400,000 shares and 38,000 call options for 92,000 B-shares
- Other members of GMT, 127,423 shares and 90,600 call options for 222,600 B-shares
- Senior executives in LTIP2021, LTIP 2022 and LTIP 2023 holds call options valid for approximately 1,200,000 class B-shares

Addnode Group's shareholdings

- Addnode Group AB's holdings of treasury shares as of 31 March 2023 were 1,210,000 class B shares, corresponding to 0.9 per cent of the number of shares and 0.7 per cent of the number of votes. The main purpose for Addnode Group's holding of treasury shares is to enable delivery of shares associated with Addnode Group's share-based incentive programme.

Owner	Share class A	Share class B	Share capital, %	Voting rights, %
Aretro Capital Group AB	2,501,328	4,738,496	5.4	17.5
Verg AB	1,446,668		1.1	8.5
Lannebo Fonder		13,763,207	10.2	8.1
Swedbank Robur Fonder		11,170,247	8.3	6.6
SEB Fonder		10,706,546	8.0	6.3
Cliens Fonder		8,289,292	6.2	4.9
Andra AP-fonden		8,116,473	6.0	4.8
Fjärde AP-fonden		6,336,528	4.7	3.7
ODIN Fonder		5,250,000	3.9	3.1
Vanguard		4,412,479	3.3	2.6
Subtotal, 10 largest shareholders	3,947,996	72,783,268	57.1	66.1
Other shareholders	700	57,796,268	42.9	33.9
Total	3,948,696	130,579,536	100	100

The Share 1 year

- Average daily traded volume in Q1 2024 was 219.000 shares.
- Highest daily volume was on February 29th, where 3.055 million shares were traded.
- During Q1, JPMorgan Asset Management held public short positions in Addnode Group, representing 0.96 % of the capital. These positions were covered in February and there are no longer any short positions in Addnode Group.

	23-04-17	24-04-17	Change
Addnode Group	127.5	115.7	-10.2%
Nasdaq Stockholm (OMXSPI)	857.8	940.6	8.8%

