

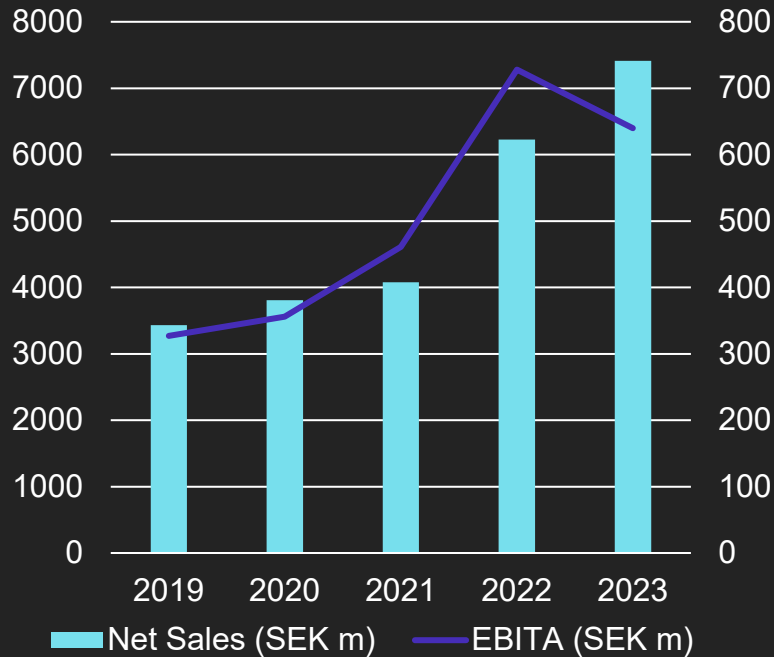
Presentation by  
Johan Andersson  
CEO and President

On the occasion of  
Addnode Group's AGM 2024

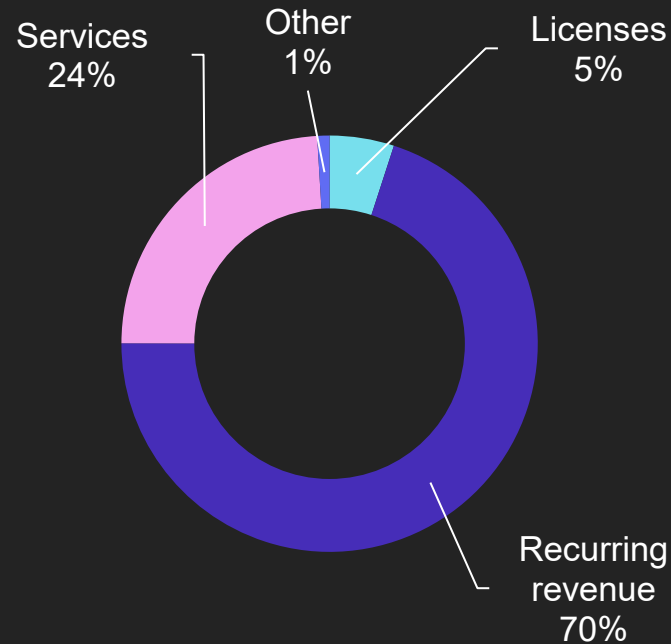
# Addnode Group

## Growth journey continues in an international market

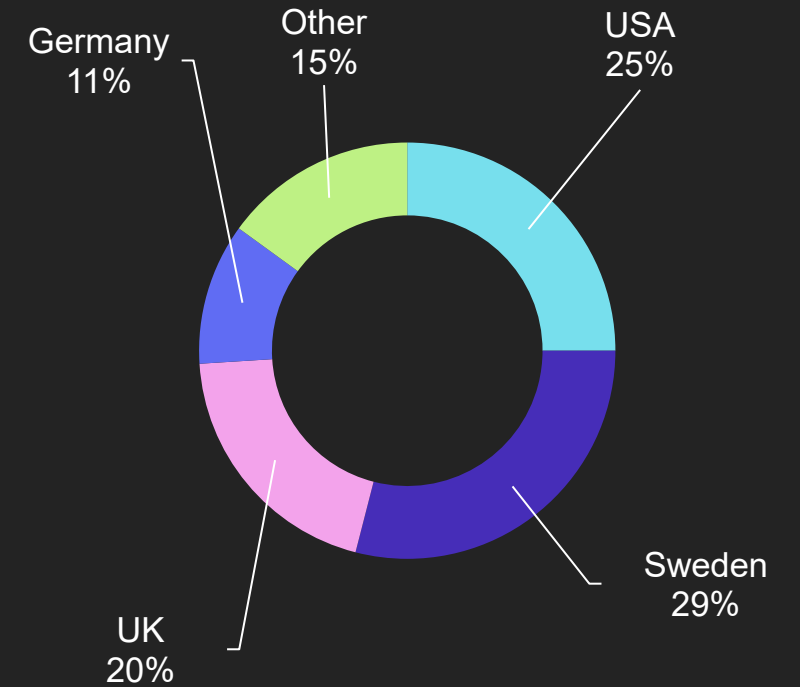
Trend in net sales and EBITA  
2019– 2023



Breakdown of net sales by category  
2023



Breakdown of net sales by geography  
2023



OUR PURPOSE

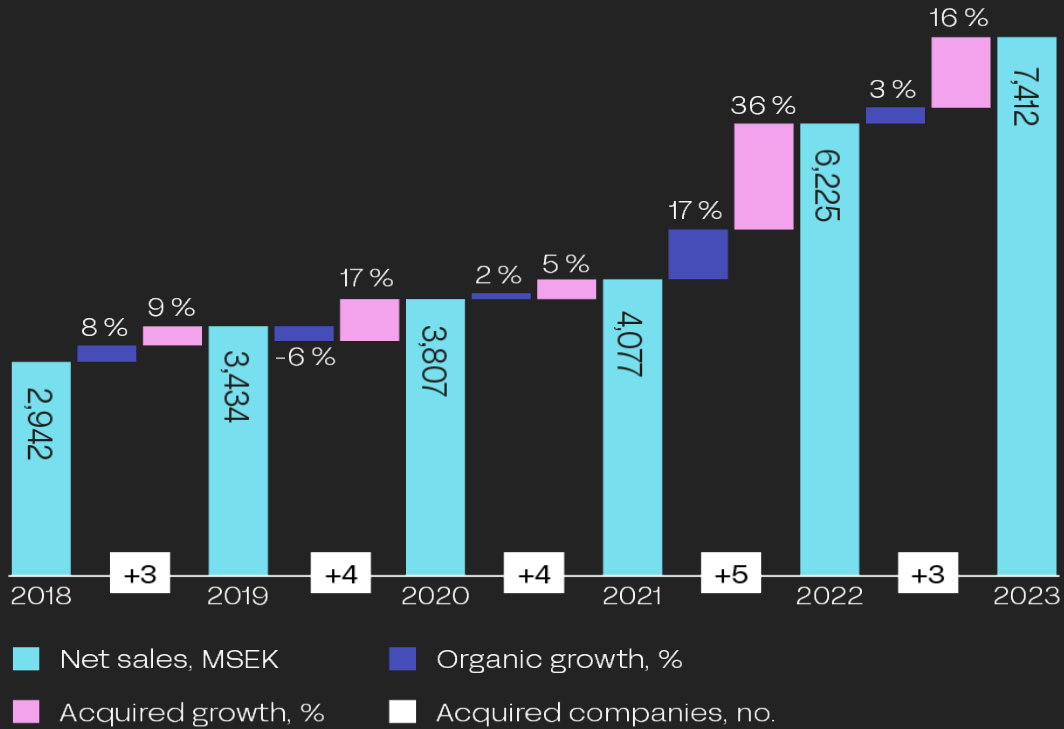
# Digitalization for a Better Society

WHO WE ARE

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

# Organic and Acquisition-led Growth Strategy

2018 - 2023



Strategy Pillars

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

# 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

New employees

50

Annual sales

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

New employees

3

Annual sales

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

New employees

200

Annual sales

1,300 SEK m

# One Group Three Divisions

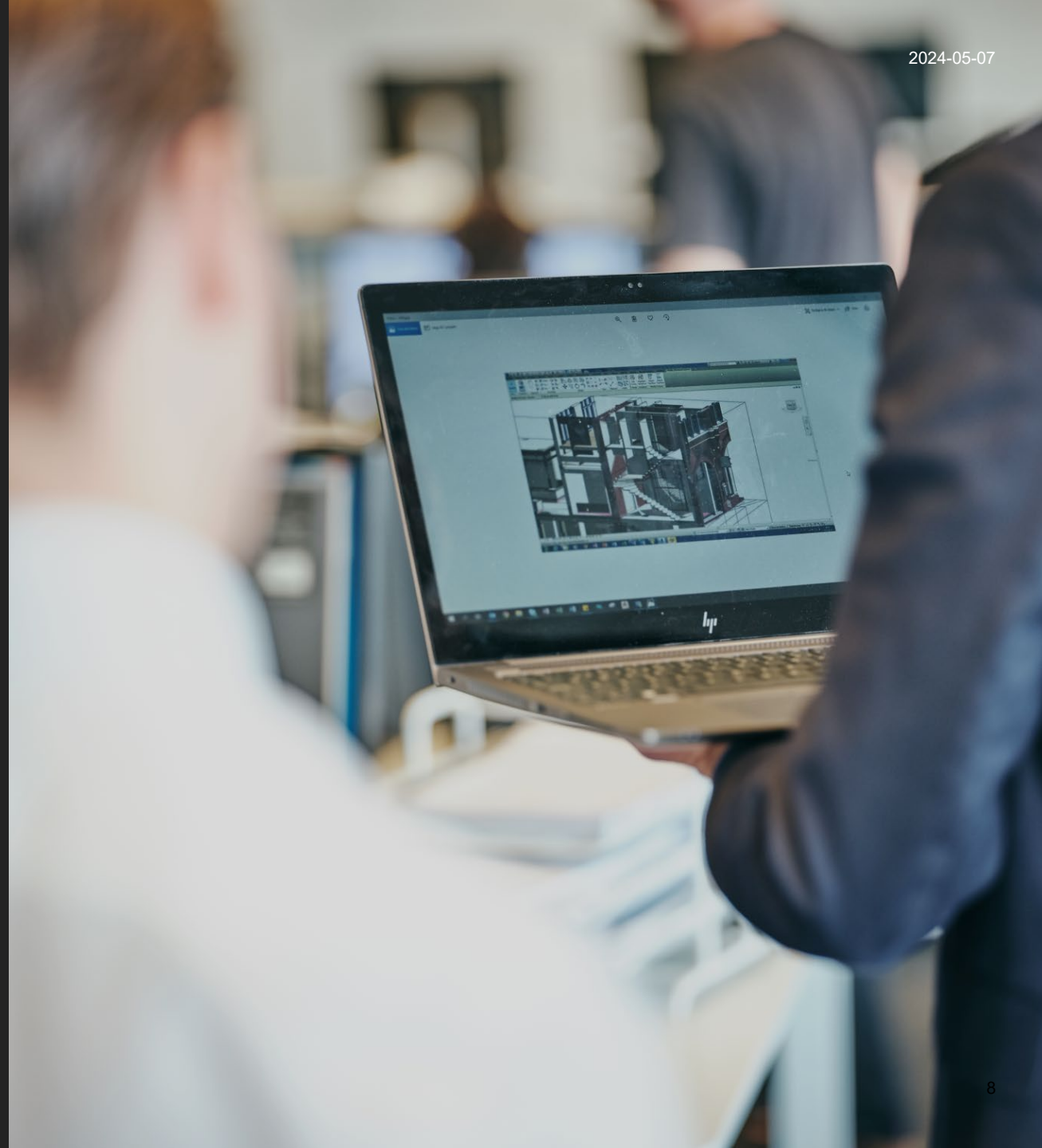
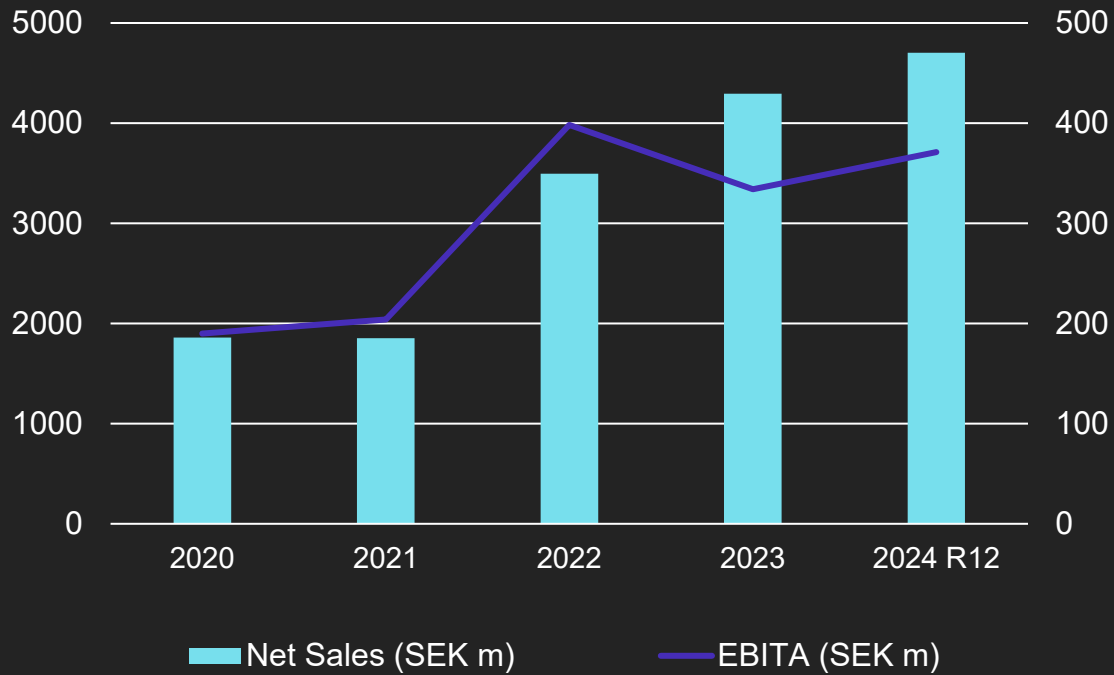
Design  
Management

Product Lifecycle  
Management

Process  
Management

# Design Management Design, BIM\* & Facility Management Software

Trend in net sales and EBITA





# Design Management

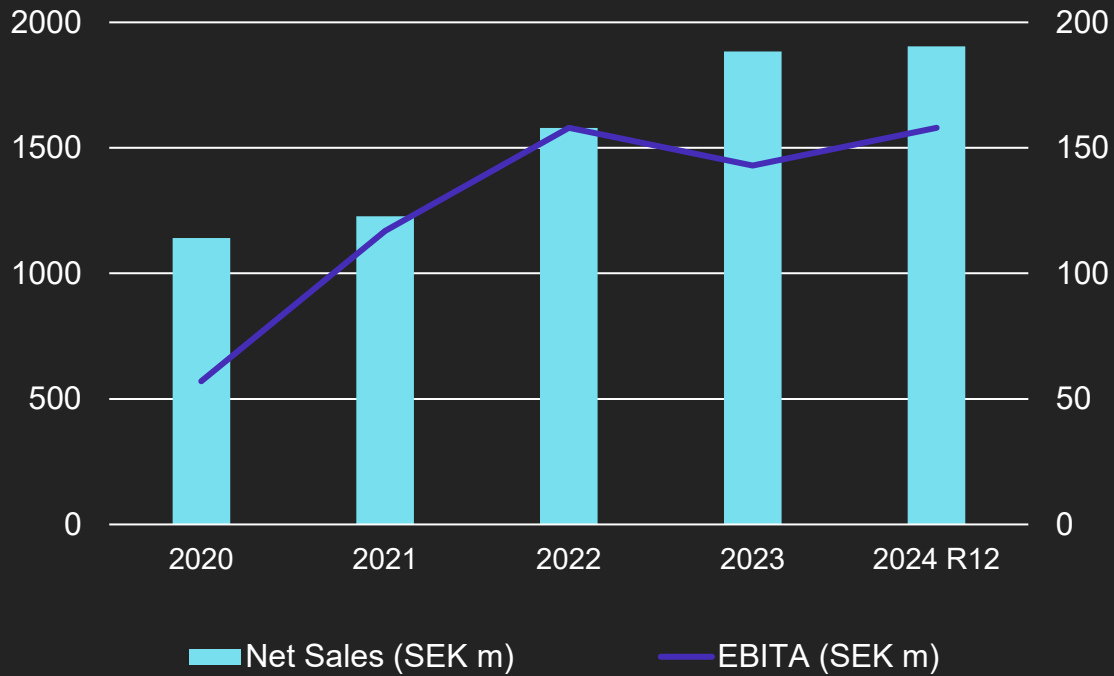
## New Transaction Model – Higher Margins 2025

	<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
<b>Net sales</b>	<b>1 150</b>	<b>513</b>	<b>-637</b>
Autodesk subscription	-637	0	637
Other 3p software	-37	-37	0
Own technology and Services	-38	-38	0
<b>COGS</b>	<b>-712</b>	<b>-75</b>	<b>637</b>
<b>Gross Profit</b>	<b>438</b>	<b>438</b>	<b>0</b>
<i>Gross Profit margin</i>	38%	85%	47%
<b>EBITA</b>	<b>88</b>	<b>88</b>	<b>0</b>
<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.

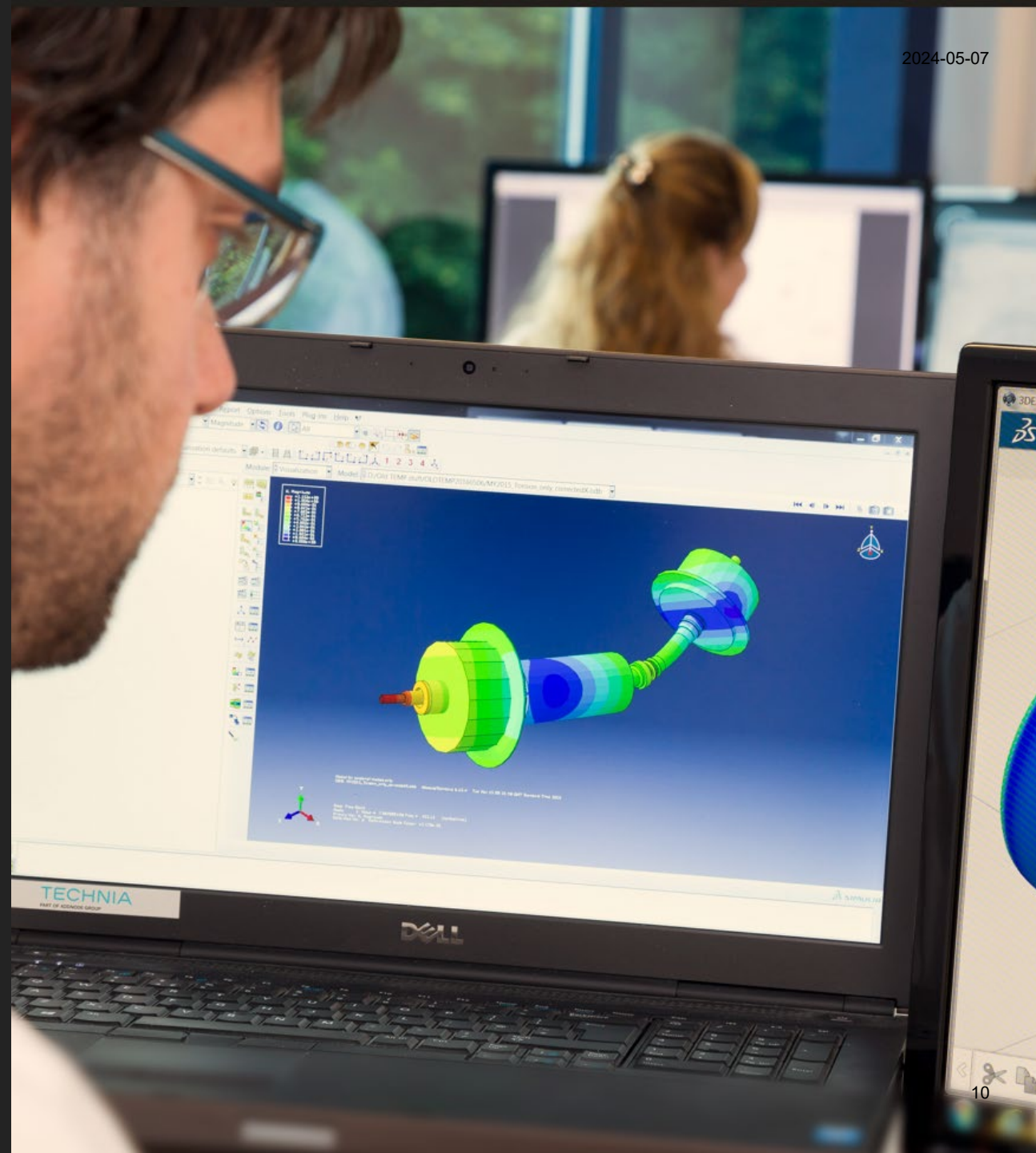
# Product Lifecycle Management Design, Simulation & Virtual Twins

Trend in net sales and EBITA



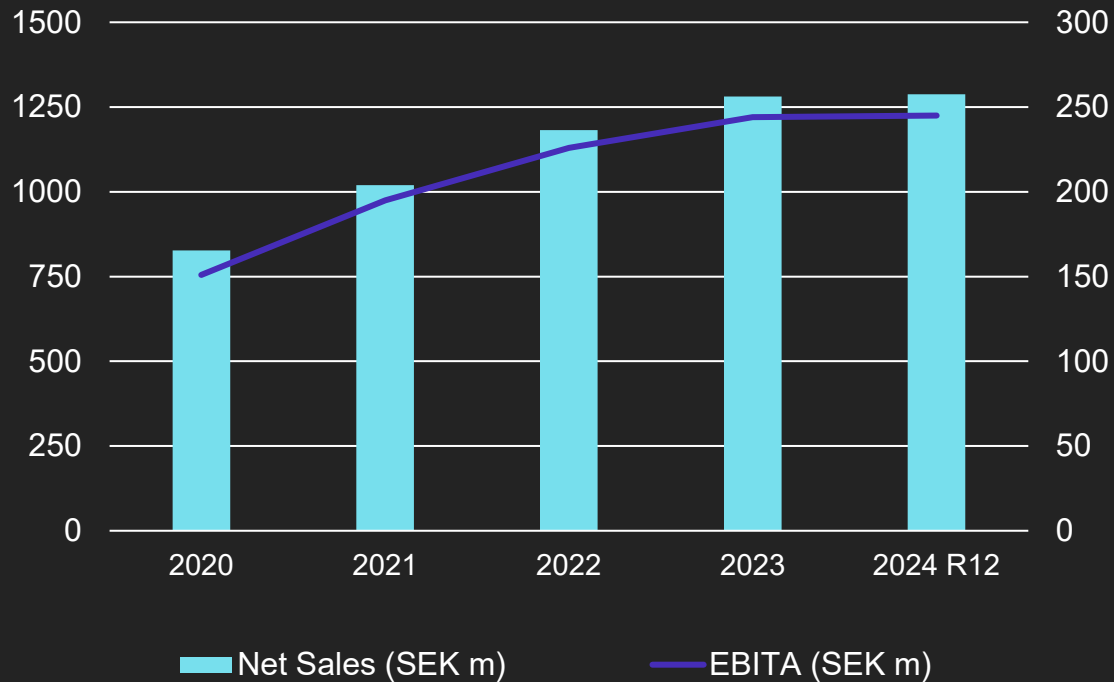
Net Sales (SEK m)

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

Sustainability

# Financial Targets

Growth

10 %

EBITA margin

10 %

Dividend policy

30-  
50 %

# Financial Targets Outcome 2023

Growth

19 %

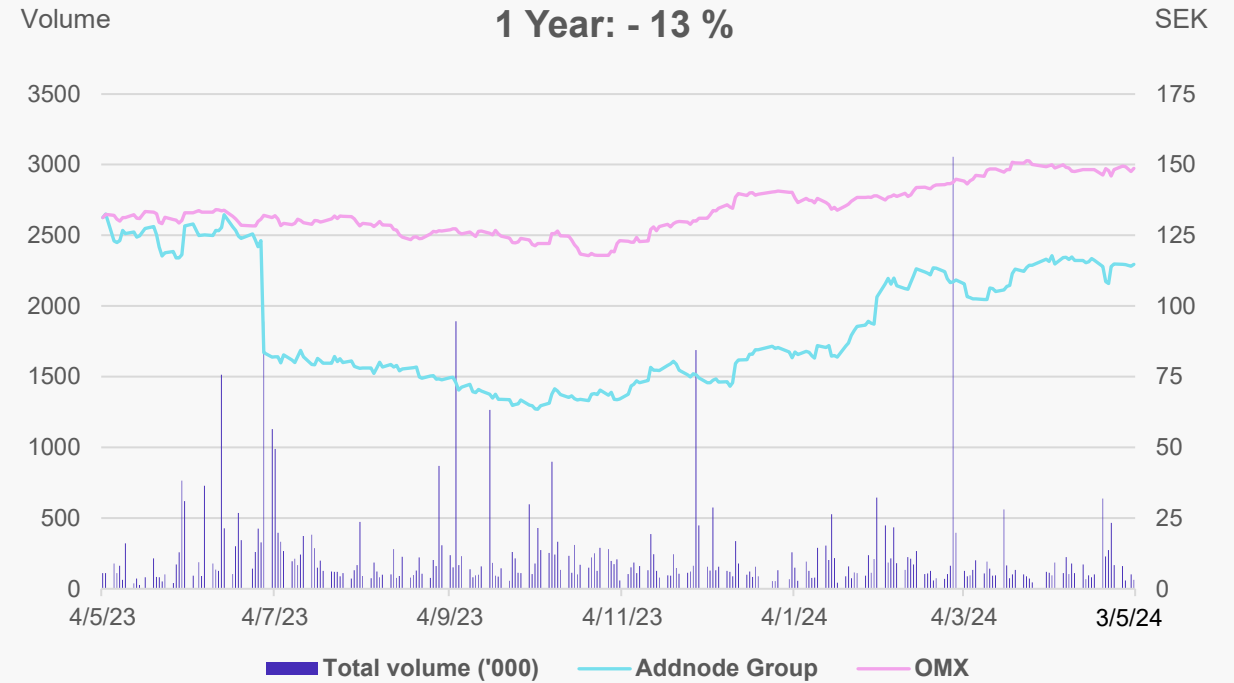
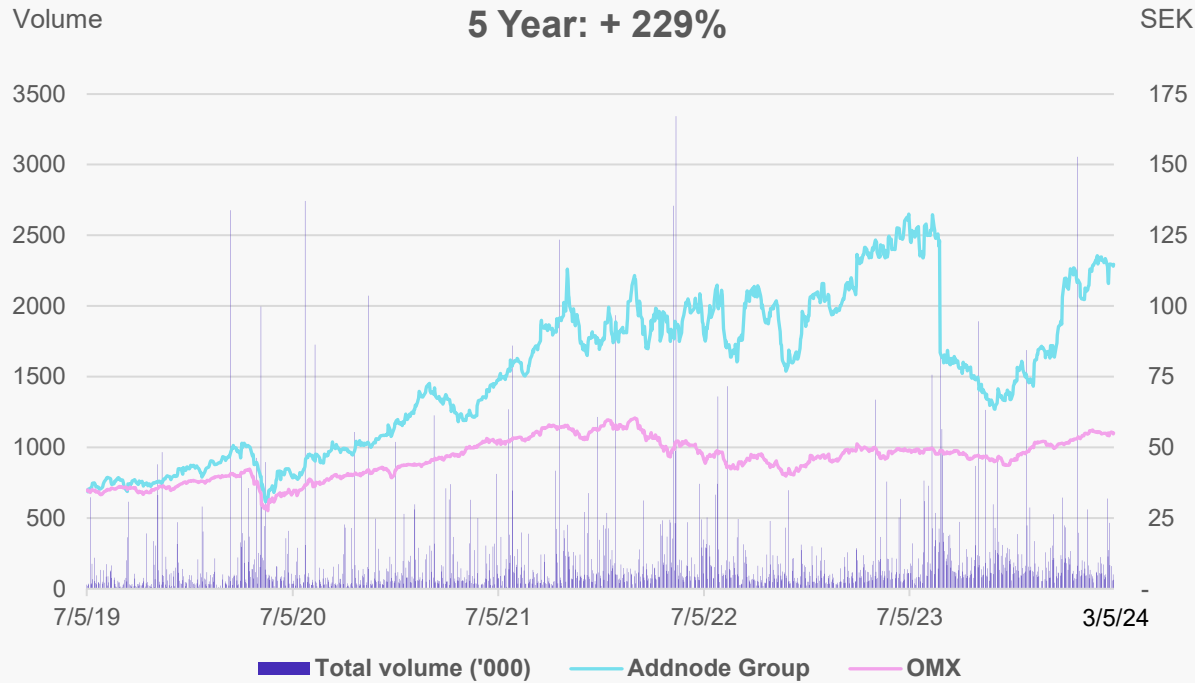
EBITA margin

8.6 %

Dividend policy

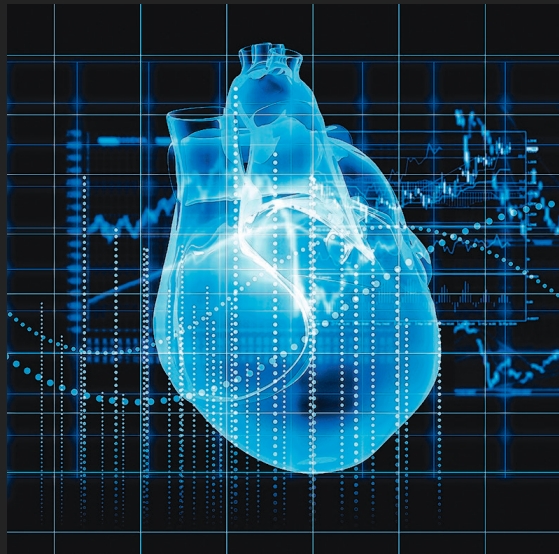
48 %

# The Share

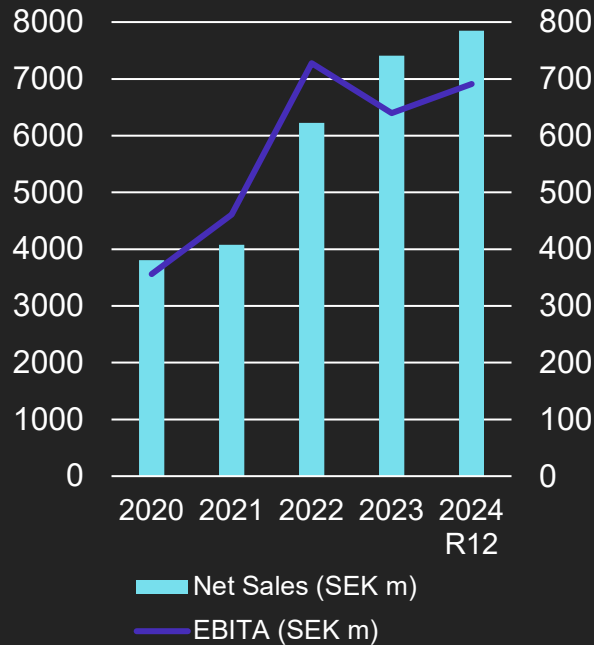


# Addnode Group as an Investment

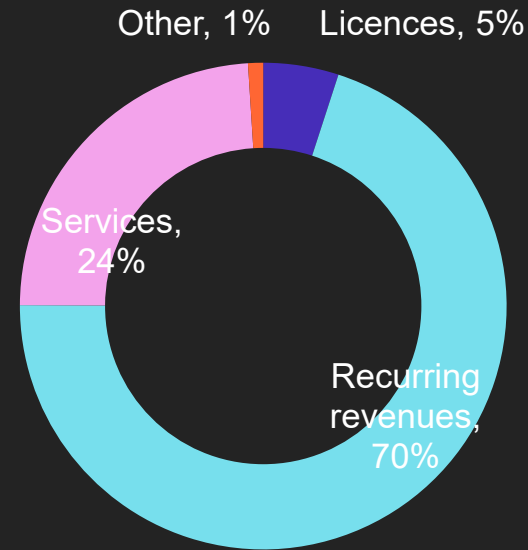
## Sustainable digital solutions



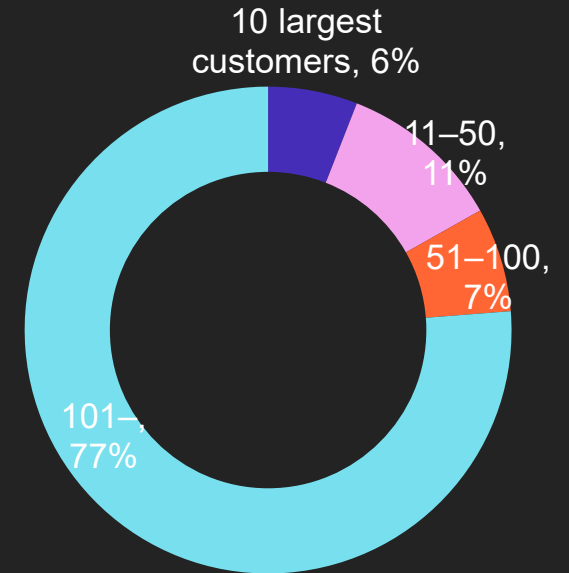
## Organic and acquisition-led growth



## Attractive business model



## Diversification spreads risk





# Q1 2024

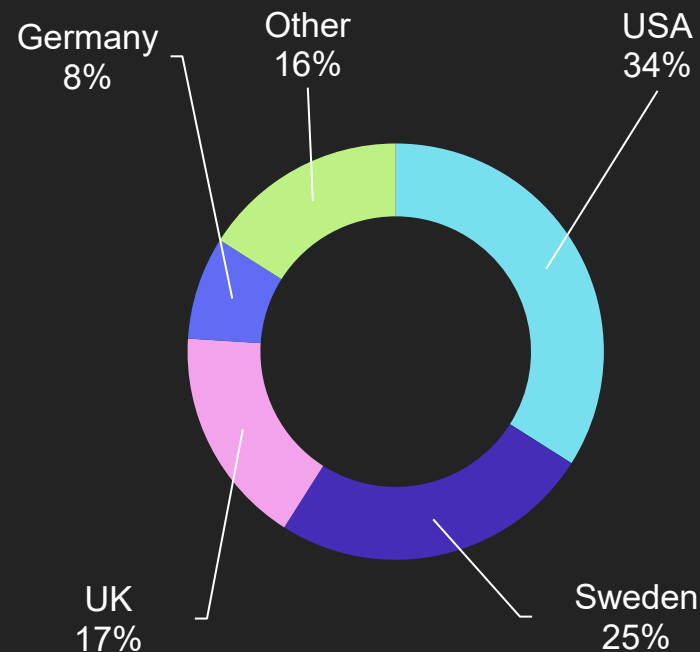
# Addnode Group

## Q1'24 - Growth, Earnings Improvement and Strong Cash Flow

### Profit and Loss Q1 2024

	Q1 2024	Q1 2023	Change
Net sales, SEK m	2,409	1,972	22%
Gross profit, SEK m	1,101	941	17%
Gross margin, %	45.7	47.7	
EBITA, SEK m	253	202	25%
EBITA margin, %	10.5	10.2	
Earnings per share, SEK	0.90	0.78	15%

### Breakdown of net sales by geography Q1 2024



### Trend in net sales and EBITA 2020 – 2024R12



# 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

New employees

2

Annual sales

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

New employees

4

Annual sales

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

New employees

20

Annual sales

40 SEK m

# Thank You!