

# ADDNODE GROUP

AGM

2020-05-07

# STRATEGY FOR PROFITABLE GROWTH

## STRATEGY

Addnode Group is a group of companies that provides digital solutions. We create sustainable growth in value over time by continuously acquiring new companies and actively supporting our subsidiaries to drive organic profit growth.

### SUSTAINABLE GROWTH IN VALUE

#### ACQUISITIONS

Complementary  
businesses or markets  
Values-based leadership  
Attractive valuation

#### ORGANIC GROWTH

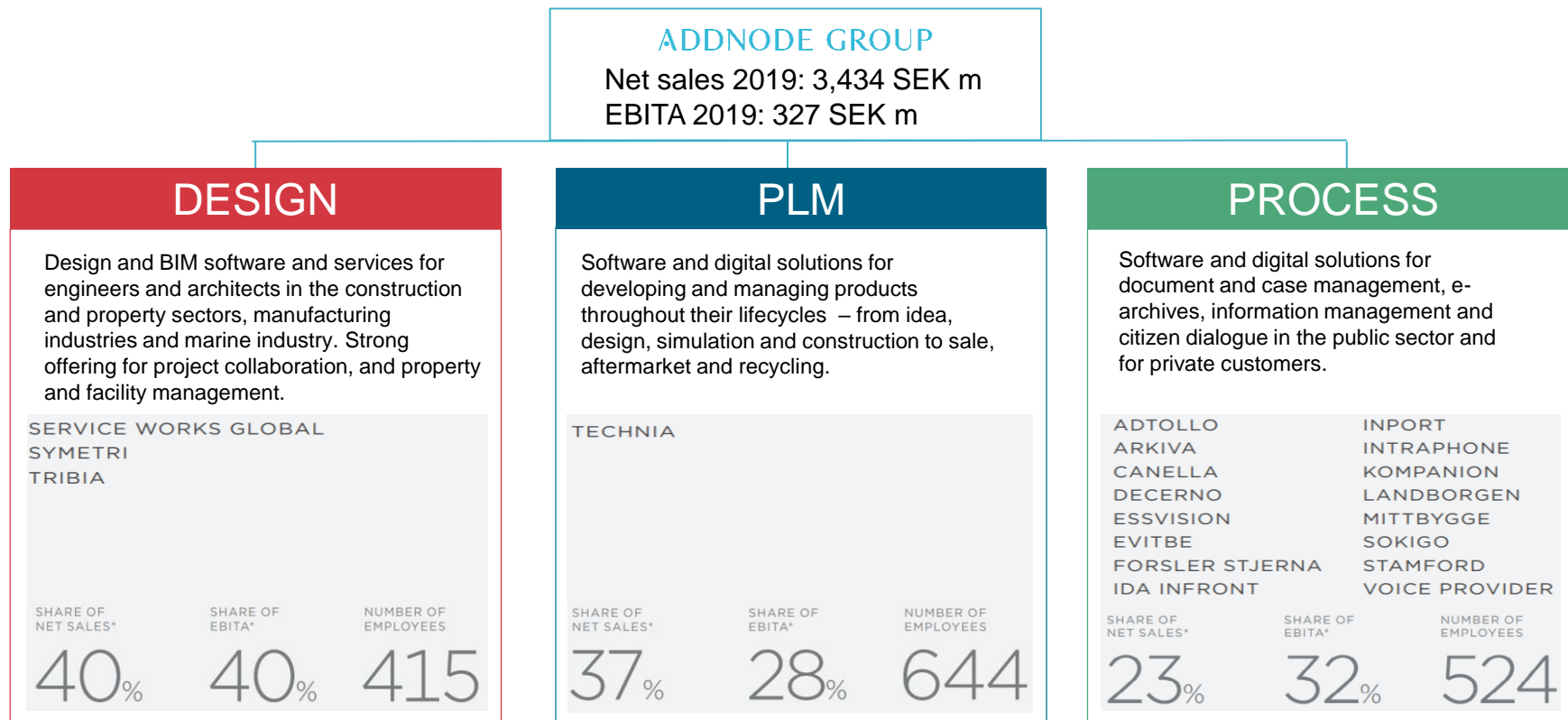
Decentralised responsibility  
and authority  
Strategic support  
Synergies and  
collaborations

## PROFITABLE GROWTH



■ Net sales, SEK m ..... EBITA, SEK m  
Excluding remeasurement of contingent consideration in 2014, totalling SEK 34 m.

# SOFTWARE AND DIGITAL SOLUTIONS IN THREE DIVISIONS

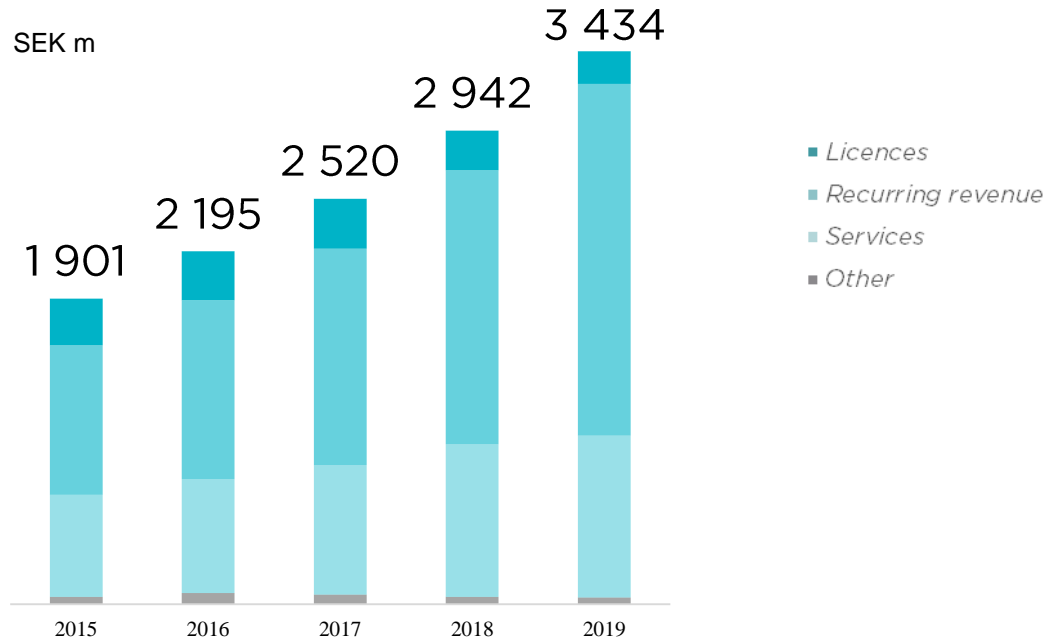


\*) Before elimination of invoicing between divisions and joint-Group costs

# NET SALES DISTRIBUTION

## CONTINUED GROWTH OF RECURRING REVENUE

### Net sales distribution, 2015-2019



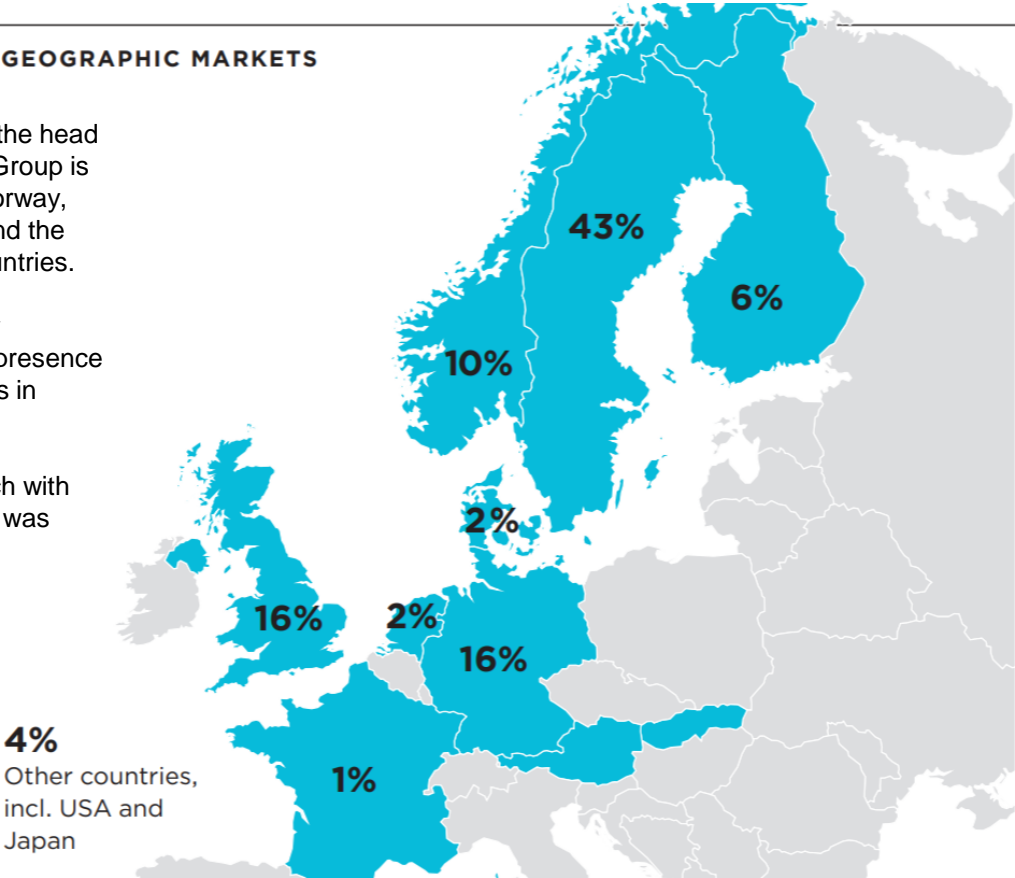
# INTERNATIONAL GROUP

## SHARE OF NET SALES BY GEOGRAPHIC MARKETS

Apart from in Sweden, where the head offices are located, Addnode Group is active in Germany, the UK, Norway, Finland, the USA, Denmark and the Netherlands, among other countries.

During 2019 the Group further strengthened its international presence with acquisitions of businesses in France and Japan.

In Q1 2020, UK based Excitech with Net sales of appr. 600 SEK m was acquired.



# ADDNODE GROUP

2019

# SUMMARY 2019

## GROWTH AND INCREASED PROFIT

	<b>Jan-Dec 2019</b>	<b>Jan-Dec 2018</b>	<b>Change, %</b>
Net sales, SEK m	3,434	2,942	17
EBITA, SEK m	327	298	10
EBITA margin, %	9.5	10.1	
Earnings per share SEK*	4.64	4.56	2
Cash flow from operating activities SEK m	413	285	45

\*Excluding the remeasurement of contingent earnout payments.

## DIVISION **DESIGN MANAGEMENT**

Software and digital solutions for design and BIM for engineers and architects in the construction and property sectors, manufacturing industries and marine industry. The division also has a strong offering for project collaboration, and property and facility management.

	Jan-Dec 2019	Jan-Dec 2018	Change, %
Net sales, SEK m	1,387	1,053	32
EBITA, SEK m	146	114	28
EBITA margin, %	10.5	10.8	

### Net sales distribution

SEK m

500

400

300

200

100

0

Q1 2018 Q2 2018 Q3 2018 Q4 2018 Q1 2019 Q2 2019 Q3 2019 Q4 2019

■ Licenses ■ Recurring revenue ■ Services ■ Other



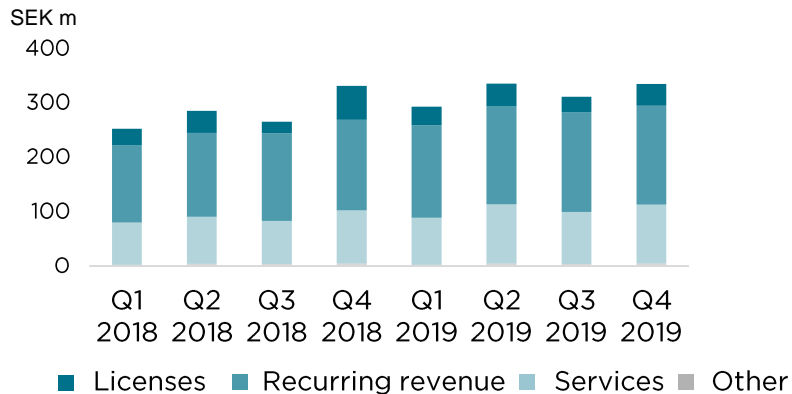


# DIVISION **PRODUCT LIFECYCLE MANAGEMENT**

Software and digital solutions for developing and managing products throughout their lifecycles  
- from idea, design, simulation and construction to sale, aftermarket and recycling.

	Jan-Dec 2019	Jan-Dec 2018	Change, %
Net sales, SEK m	1,272	1,132	12
EBITA, SEK m	104	104	0
EBITA margin, %	8.2	9.2	

## Net sales distribution



# DIVISION **PROCESS MANAGEMENT**

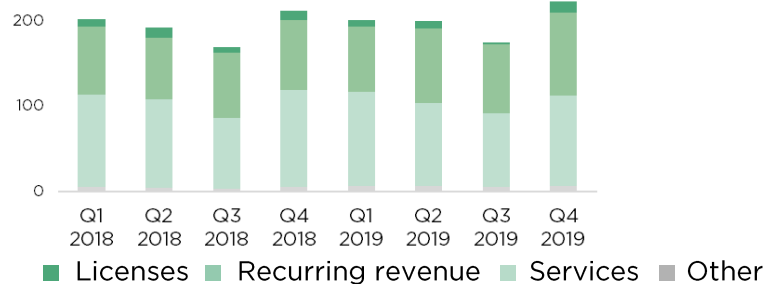
Software and digital solutions for document and case management, e-archives, information management and citizen dialogue in the public sector and for private customers.

	Jan-Dec 2019	Jan-Dec 2018	Change, %
Net sales, SEK m	797	773	3
EBITA, SEK m	115	116	-1
EBITA margin, %	14.4	15.0	



## **Net sales distribution**

SEK m  
300



## SHARE PRICE GROWTH, 2015-2019



— Addnode Group AB, SEK

**+72%**

Change 2019

# ADDNODE GROUP

Q1 2020

## Q1 2020 – VERY STRONG START TO A CHALLENGING YEAR

- We've started out 2020 with a record quarter. Never before have we had higher net sales or EBITA.
- The COVID-19 pandemic had a negligible effect on Addnode Group's first quarter results in 2020, but it will impact coming quarters.
- Measures being taken to address the COVID-19 pandemic

## CONSOLIDATED PERFORMANCE

	<b>Q1 2020</b>	<b>Q1 2019</b>	<b>Change, %</b>	<b>2020 LTM</b>	<b>2019</b>	<b>Change, %</b>
Net sales, SEK m	1,234	858	44	3,810	3,434	11
EBITA, SEK m	108	82	32	353	327	8
<i>EBITA margin, %</i>	8.8	9.6		9.3	9.5	
Earnings per share SEK	1.71	0.45	380	5.12	3.86	33
Cash flow from operating activities SEK m	276	226	22	223	173	29

## Symetri joins forces with Excitech

2020-01-17

Symetri joins forces with Excitech to increase its expertise and ability to deliver leading edge technology and services to the construction and manufacturing sectors

HEM / NYHETER / SYMETRI JOINS FORCES WITH EXCITECH



Stockholm, 16 January 2020

Addnode Group, Europe's leading provider of software and services for design and engineering activities and the owner of Symetri, announced today that it has acquired Excitech Ltd, the UK leader in technology and services for the construction and manufacturing sectors, with combined net sales in excess of €50 million.

### Tribia kjøper Uniziite



Bildet: - Oppkjøpet av Unizite er en viktig del av vår BIM Collaboration strategi, sier Steinar Svins, administrerende direktør i Tribia.

Tribia (tidligere Symetri Collaboration) fortsetter å styrke sin posisjon som nordisk markedsleder på digitale samhandlingsløsninger for bygg- og anleggsbransjen, gjennom oppkjøp av det norske IT-selskapet Unizite.

The Addnode companies Symetri and Excitech, with 400 employees, now make up the largest and market-leading Autodesk partner in both the Nordic countries and the UK, delivering digital solutions to more than 10,000 customers and 150,000 users.

The acquisition of Unizite entails an expansion of our BIM portfolio with a mobile field tool for both presenting and gathering digital information at construction sites.

# Measures being taken to address the COVID-19 pandemic

- We are well equipped, both operationally and financially
- Initial focus on our employees' health and successfully changing over to home work routines.
- Actively optimising what we can influence ourselves and cutting costs with a focus on being able to retain our competent employees during a time of weaker demand.
- Scenario planning - diversified business, a strength in tougher times.
  - Demand will be relatively stable in the Process Management division, with an overwhelming majority of customers in the public sector,
  - New sales will be negatively impacted in the Design Management and PLM divisions, as a large share of customers are in industries that are being significantly impacted by the COVID-19 pandemic, including the auto industry, manufacturing industries, and the oil & gas sector.
- We are continuously analysing the situation and are prepared to take additional measures if needed.



# Q&A

ADDNODE GROUP