

ADDNODE GROUP

Q2, 2018

Addnode Group contributes to a digitized society where people, companies, government and organizations interact with the technology that surrounds us

Agenda

- **Addnode Group**
- **Q2 2018**
 - **Summary**
 - **Significant events**
 - **Divisions**
 - **Financial position**
- **Shareholders and share**
- **Trends and Addnode Group as investment**





Addnode Group

**Addnode Group acquires, operates
and develops entrepreneurial
companies that help digitize
society.**

2,768
SEK M
Net sales

256
SEK M
EBITA

1,500
Employees

55%
Recurring
revenue

17
countries

LTM
July 2017
June 2018

Software and services

Design, simulation and
product life cycle management.



Management and maintenance of
buildings and workplace service.

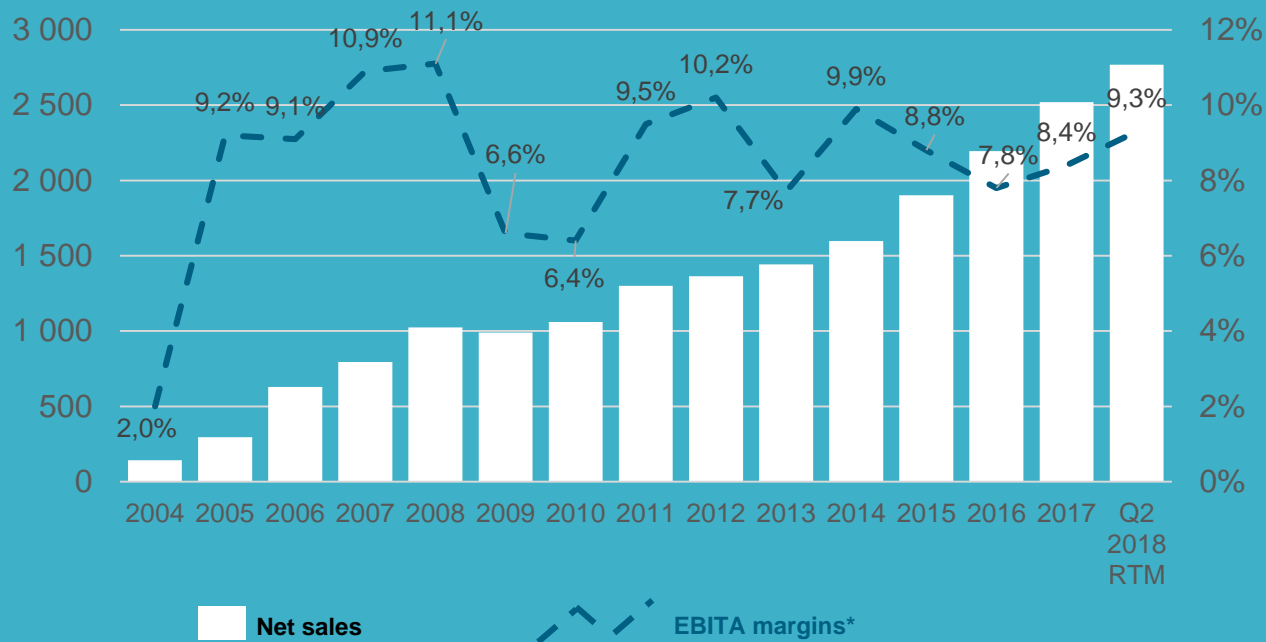


Public administration.



12% YoY growth since 2007

SEK M



** Excl. Capital gains and revaluations of conditional additional purchases

Summary Q2 2018: Good growth and strongly improved earnings

Net sales, SEK M

717 (588)

+22%

EBITA, SEK M

62 (33)

+88%

EBITA margin

8.6 (5.6) procent

Earnings per share

0.91 (0.26) SEK

+250%

Cash flow from operating activities

27 (-20) MSEK



Significant events Q2, 2018

- Directed new issue of three million shares increased liquid assets and shareholders' equity by SEK 254 m.

Summary H1 2018:

Good growth and strongly improved earnings

Net sales, SEK M

1,454 (1,207)

+20%

EBITA, SEK M

129 (85)

+52%

EBITA margin

8.9 (7.0) procent

Earnings per share

1.86 (1.12) SEK

+66%

Cash flow from operating activities

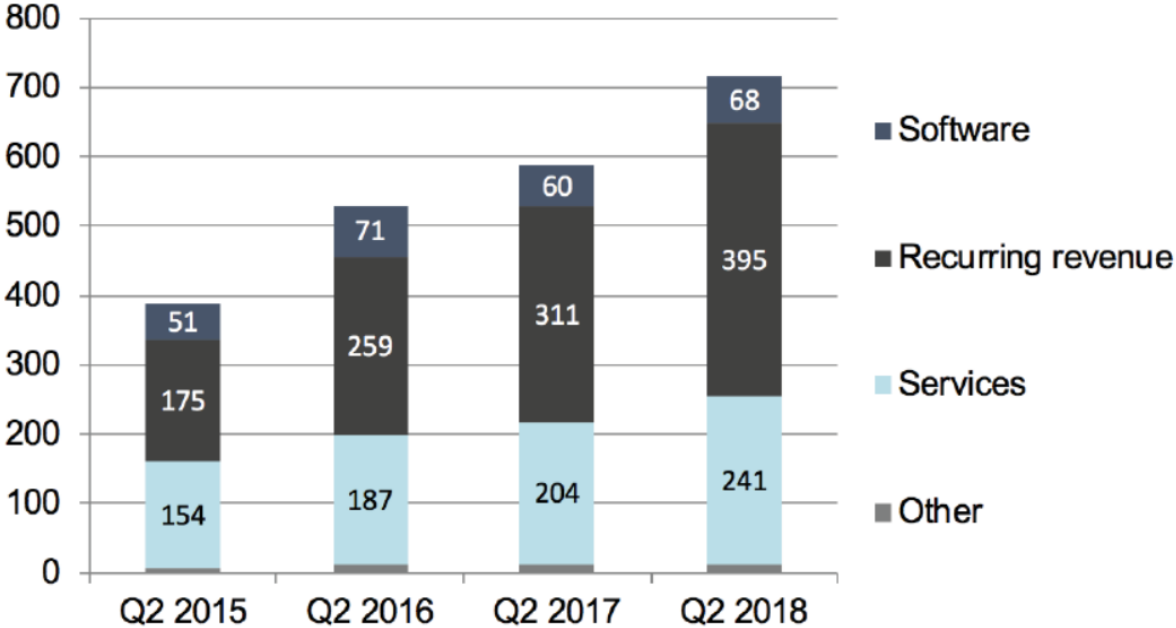
232 (160) MSEK

+45%



Earnings distribution, Q2 2015 – Q2 2018, SEK M

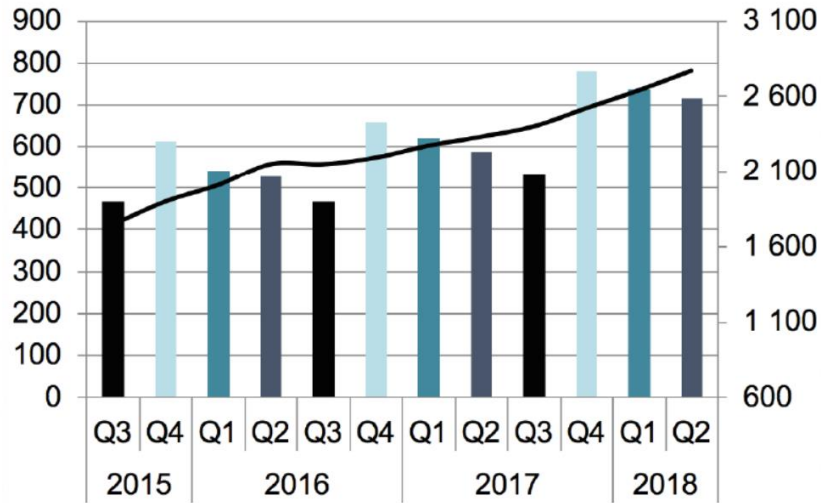
Earnings distribution,
Q2 2015 - Q2 2018, SEK M



Net sales, quarterly trend, SEK M

SEK M, quarterly

SEK M, LTM

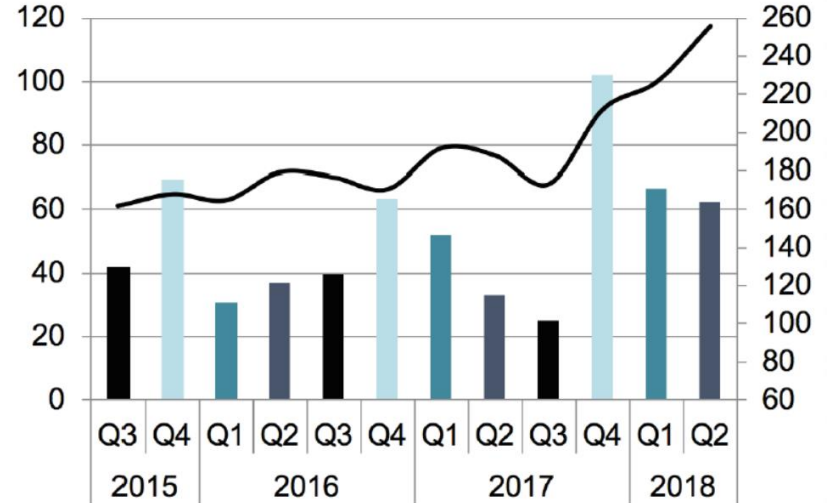


Quarterly Last Twelve Months (LTM)

EBITA, quarterly trend SEK M

SEK M, quarterly

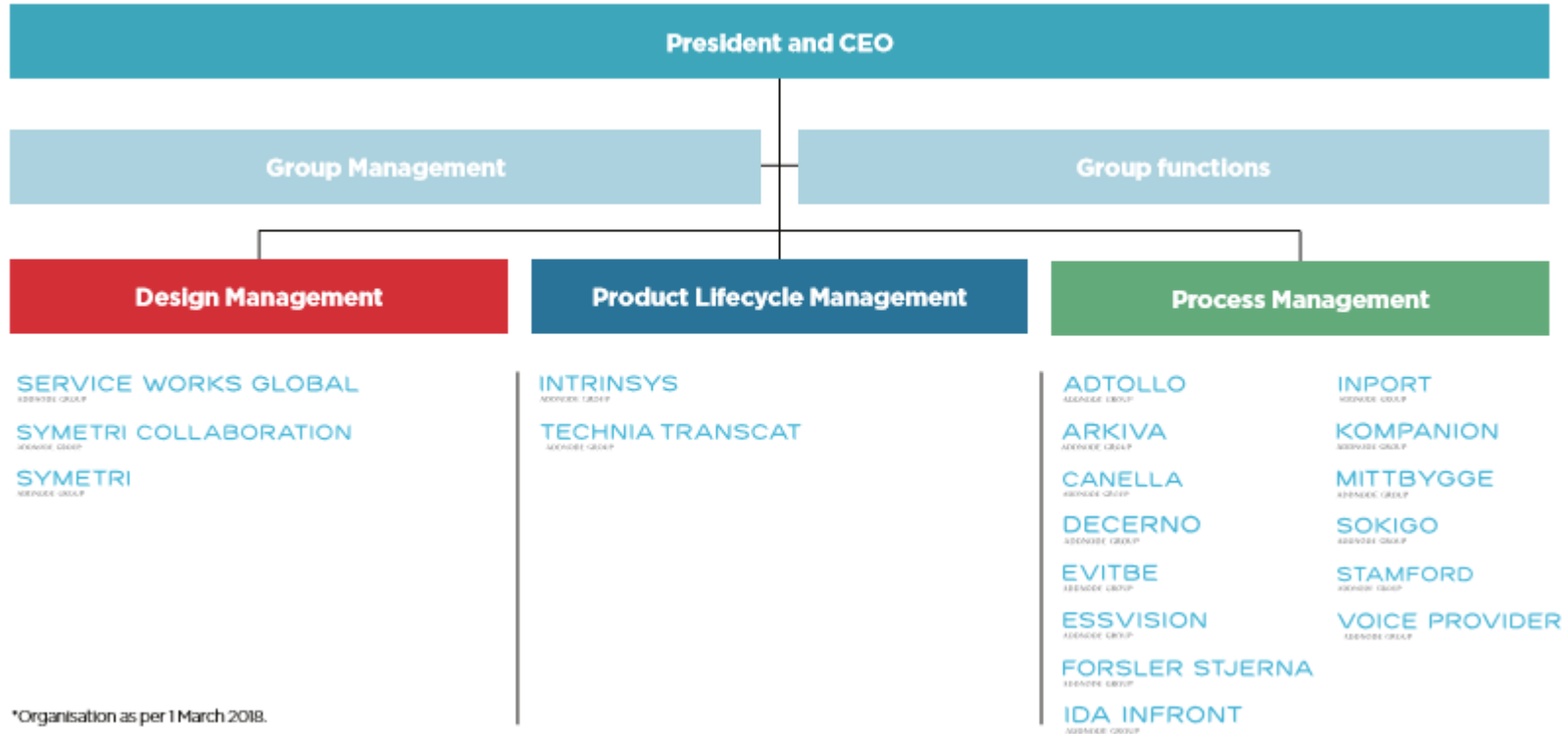
SEK M, LTM



Quarterly Last Twelve Months (LTM)

Decentralised organisation with three divisions

OPERATIONAL GROUP STRUCTURE*



Design Management

Design Management develops and provide software and services for design, product data management, project collaboration and property management to customers in the Nordic countries, Great Britain, Australia and Canada.

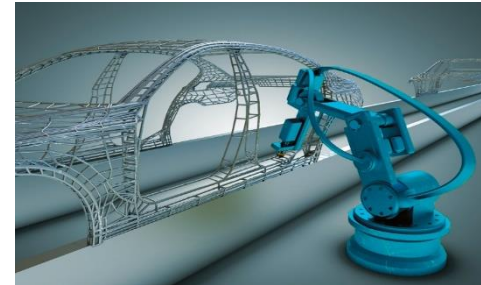
	Q2 2018	Q2 2017		Jan-June 2018	Jan-June 2017
Net sales, SEK M	245	209	+17%	532	456
EBITA, SEK M	20	13	+54%	46	33
EBITA margin	8.2%	6.1%		8.6%	7.2%
FTE	407	317		410	313
	Q2 2018	Q2 2017		Jan-June 2018	Jan-June 2017
SEK M					
Software (licenses)	16	10		29	21
Recurring revenue	170	152		386	343
Services	54	41		104	81
Other	5	6		13	11
Total revenue	245	209		532	456



Product Lifecycle Management (PLM)

PLM develops and provides software and services for design, simulation, IoT and product life cycle management to customers in the Nordic region, Germany, the United Kingdom and the United States.

	Q2 2018	Q2 2017		Jan-June 2018	Jan-June 2017
Net sales, SEK M	285	205	+39%	537	403
EBITA, SEK M	25	11	+127%	40	23
EBITA margin	8.8%	5.1%		7.4%	5.7%
FTE	538	498		542	479
	Q2 2018	Q2 2017		Jan-June 2018	Jan-June 2017
SEK M					
Software (licenses)	40	41		70	83
Recurring revenue	154	91		297	178
Services	87	71		164	134
Other	4	2		6	8
Total revenue	285	205		537	403



Process Management

Process Management develops and provides software and services for government management, e-archiving, information management and citizens dialogue to customers in Sweden and Norway.

	Q2 2018	Q2 2017		Jan-June 2018	Jan-June 2017
Net sales, SEK M	192	176	+14%	393	352
EBITA, SEK M	24	18	+25%	59	46
EBITA-marginal	12.5%	10.4%		15.0%	13.1%
FTE	495	443		490	444
	Q2 2018	Q2 2017		Jan-June 2018	Jan-June 2017
SEK M					
Software (licenses)	12	9		20	16
Recurring revenue	72	69		151	133
Services	103	92		211	190
Other	5	6		11	13
Total revenue	192	176		393	352



ADTOLLO

ADDNODE GROUP

CANELLA

ADDNODE GROUP

FORSLER STJERNA

ADDNODE GROUP

INTRINSYS

ADDNODE GROUP

INPORT

ADDNODE GROUP

KOMPANION

ADDNODE GROUP

SERVICE WORKS GLOBAL

ADDNODE GROUP

+50 acquisitions
since 2003

MCAD

infostrait

apricon

Cash Flow Q2 and Jan-June 2018

SEK M	Q2 2018	Q2 2017	2018 Jan-June	2017 Jan-June
Cash flow from operating activities before changes in working capital	42	28	91	76
Total change in working capital	-15	-48	141	84
Cash flow from operating activities	27	-20	232	160
Cash flow from financing and investing activities	108	-117	97	-134
Change in cash and cash equivalents	135	-137	329	26

Financial position

118 SEK M
Net debt
June 30, 2018

232 MSEK
Cash flow from operating activities
1 Januari – 31 June 2018

523 SEK M
Liquid funds
June 30, 2018

42%
Equity/assets ratio
June 30, 2018

Largest shareholders 2018-06-30

Shareholders June 2018

Shareholders	Number of A-shares	Number of B-shares	Total number of shares	% of capital	Total number of votes	% of votes
Aretro Capital Group AB 1)	625 332	1 654 624	2 279 956	6,8	7 907 944	18,7
Verg AB	361 667	1 084 718	1 446 385	4,3	4 701 388	11,1
Försäkringsaktiebolaget Avanza pension		4 070 441	4 070 441	12,2	4 070 441	9,6
Swedbank Robur fonder		3 202 807	3 202 807	9,6	3 202 807	7,6
Odin fonder		3 180 019	3 180 019	9,5	3 180 019	7,5
Lannebo Fonder		1 976 364	1 976 364	5,9	1 976 364	4,7
Fjärde AP-fonden		1 641 865	1 641 865	4,9	1 641 865	3,9
Nordea fonder		1 191 471	1 191 471	3,6	1 191 471	2,8
Didner & Gerge Fonder		1 189 000	1 189 000	3,6	1 189 000	2,8
Other shareholders	175	13 248 773	13 248 948	39,6	13 250 523	31,3
Total	987 174	32 440 082	33 427 256	100,0	42 311 822	100,0

¹⁾ Aretro Capital Group AB is 50 per cent owned via companies by Staffan Hanstorp, Chairman of the Board of Addnode Group, and 50 per cent owned via companies by Jonas Gejer, President of the Product Lifecycle Management division.

Digitalization and globalization drives

demand

Demography

Increased
Population

Urbanization/
Smart Cities

Technology

Visualization

Simulation

Collaboration

IoT

Market

Automation

Competition
and Price
Pressure

The Addnode Group Story: From Sweden to the World

Growth

+12%
YoY

International



Trends in our favour

Digitalization
Urbanization
Vizualisation
Automation

Growing Product Portfolio



Industry leaders

Design & PLM
Facility Management
Public sector

Acquisition driven growth

+50

ADDNODE GROUP