

ADDNODE GROUP

Q3, 2018

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

Agenda

- **Addnode Group**
- **Q3 2018**
 - **Summary**
 - **Significant events**
 - **Divisions**
 - **Financial position**
- **Shareholders and share**
- **Trends and Addnode Group as investment**



Addnode Group



We are an international information technology company with 1,600 employees in 17 countries.

Our customers use our digital solutions to design, build and manage products, buildings and infrastructure. In the public sector, our digital solutions enable effective management and communication with citizens.

2,880
SEK M
Net sales

296
SEK M
EBITA

1,600
Employees

56%
Recurring
revenue

17
Countries

LTM
Oct 2017
Sept 2018

DESIGN MANAGEMENT

- Design and product data
- BIM, project collaboration and facility management

Nordics, UK, Australia and Canada.

PRODUCT LIFECYCLE MANAGEMENT

- Design, simulation and IoT
- Product Lifecycle management (PLM)

Nordics, Germany, UK and US.

PROCESS MANAGEMENT

- Operations planning and decision support.
- Document, case management and e-archives

Sweden and Norway.

Digital solutions



Summary Q3 2018: Growth and doubling of EBITA margin

Net sales, SEK M

648 (538)

+21%

EBITA, SEK M

65 (25)

+160%

EBITA margin

10.0 (4.7) percent

Earnings per share

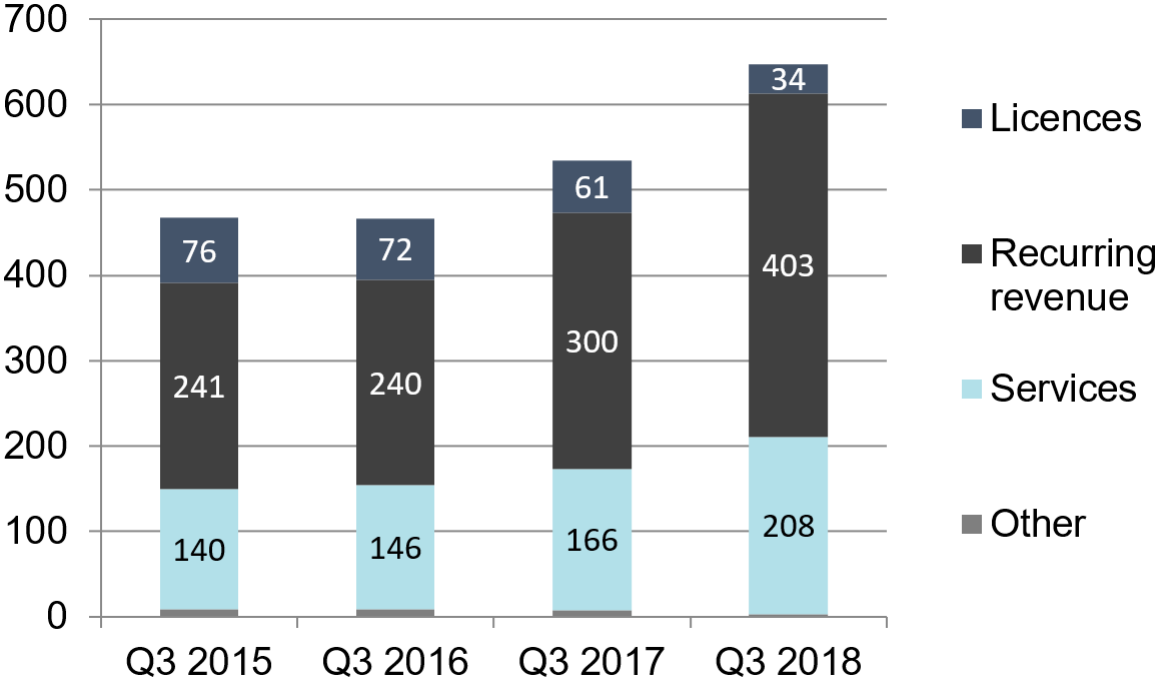
0.84 (0.03) SEK

Cash flow from operating activities

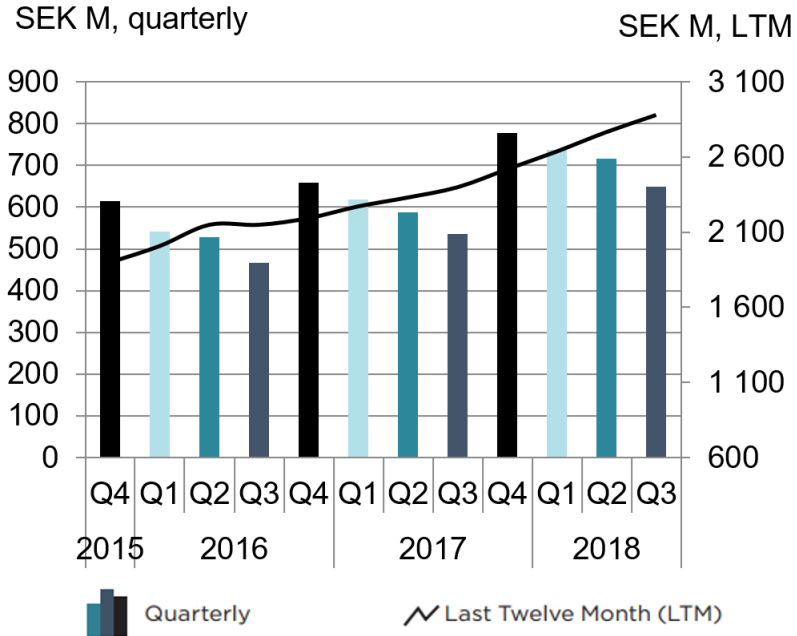
-61 (-78) MSEK



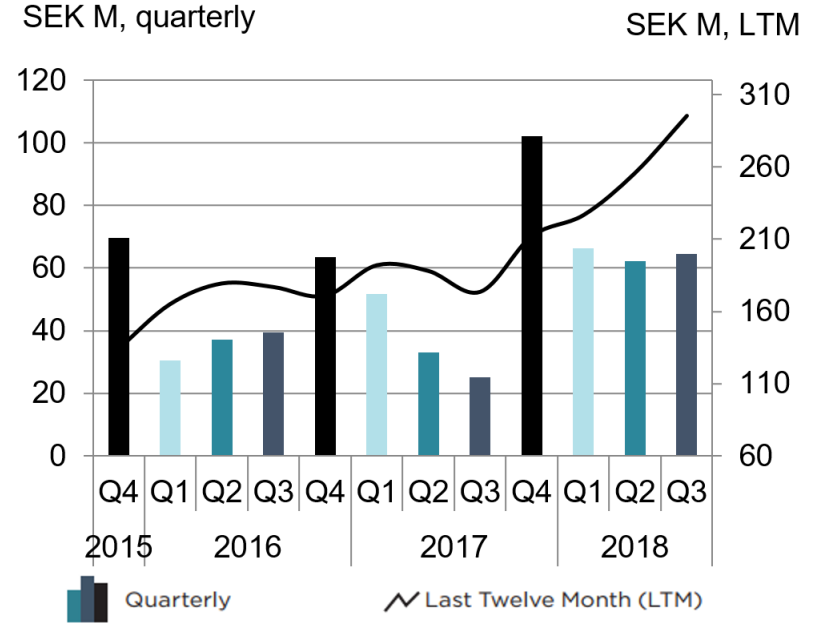
Earnings distribution, Q3 2015 – Q3 2018, SEK M



Net sales, quarterly trend SEK M



EBITA, quarterly trend SEK M



Significant events Q3, 2018

- Acquisition of software company Landborgen, with SEK 10 m in net sales.
- Acquisition of British Autodesk partner Cadassist, with SEK 110 m in net sales.

Kundreferenser:

THERMOPANEL



Scandlines

TietoEnator



GOTLANDS
KOMMUN

Sundbybergs stad

Färfalla Kommun



Göteborgs
Stad

Nacka
kommun



HELSINGBORG

BOTKYRKA
KOMMUN



Upplands Väsby
kommun

SOLENTUNA KOMMUN



Västerviks
Kommun



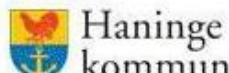
VELLINGE
KOMMUN



Tingsryds
kommun



Vallentuna
kommun



Mjölby Kommun



SVEDALA
KOMMUN



CADASSIST & D2M3 JOIN FORCES WITH SYMETRI.

Now we are stronger, better & more resourceful.

[Read the Press Release](#)

Summary Jan-Sept 2018: Good growth and strongly improved earnings

Net sales, SEK M

2,102 (1,742)

+21%

EBITA, SEK M

193 (110)

+75%

EBITA margin

9.2 (6.3) procent

Earnings per share

2.70 (1.15) SEK

+135%

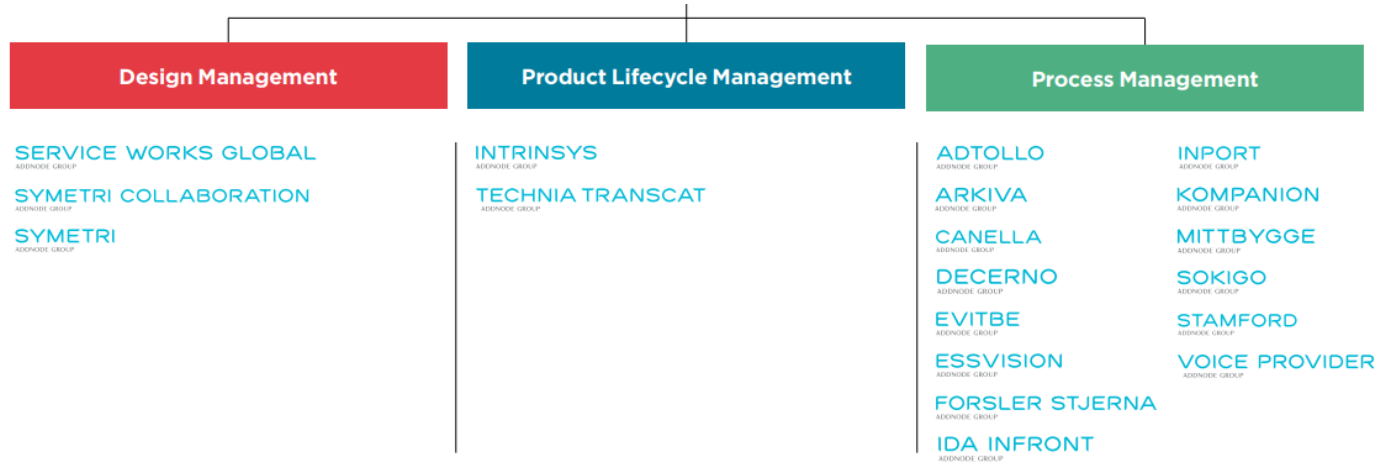
Cash flow from operating activities

171 (81) MSEK

+111%



Three divisions



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.

	Q3 2018	Q3 2017	Jan-Sept 2018	Jan-Sept 2017
Net sales, SEK M	218	173	+26%	750
EBITA, SEK M	24	12	+100%	45
EBITA margin	11.0%	7.1%	9.3%	7.2%
FTE	407	367	409	331
	Q3 2018	Q3 2017	Jan-Sept 2018	Jan-Sept 2017
SEK M				
Software (licenses)	8	5	37	26
Recurring revenue	165	130	551	473
Services	46	33	150	114
Other	-1	5	12	15
Total revenue	218	173	750	628



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.

	Q3 2018	Q3 2017		Jan-Sept 2018	Jan-Sept 2017
Net sales, SEK M	264	213	+24%	801	616
EBITA, SEK M	25	8	+213%	65	30
EBITA margin	9.5%	3.7%		8.1%	4.9%
FTE	555	526		552	495
	Q3 2018	Q3 2017		Jan-Sept 2018	Jan-Sept 2017
SEK M					
Software (licenses)	21	48		91	131
Recurring revenue	161	101		458	279
Services	79	63		243	197
Other	3	1		9	9
Total revenue	264	213		801	616



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.

	Q3 2018	Q3 2017		Jan-Sept 2018	Jan-Sept 2017
Net sales, SEK M	169	151	+12%	562	503
EBITA, SEK M	24	18	+25%	83	64
EBITA-marginal	14.2%	11.7%		14.8%	12.7%
FTE	498	458		494	449
	Q3 2018	Q3 2017		Jan-Sept 2018	Jan-Sept 2017
SEK M					
Software (licenses)	6	8		26	24
Recurring revenue	78	70		229	203
Services	82	70		293	260
Other	3	3		14	16
Total revenue	169	151		562	503



Cash Flow Q3 and Jan-Sept 2018

SEK M	Q3 2018	Q3 2017	2018 Jan-Sept	2017 Jan-Sept
Cash flow from operating activities before changes in working capital	48	19	139	95
Total change in working capital	-109	-97	32	-14
Cash flow from operating activities	-61	-78	171	81
Cash flow from financing and investing activities	-130	114	-33	-19
Change in cash and cash equivalents	-191	36	138	62

Financial position

242 SEK M

Net debt

September 30, 2018

171 MSEK

Cash flow from operating activities

1 Januari – 30 September 2018

323 SEK M

Liquid funds

September 30, 2018

45%

Equity/assets ratio

September 30, 2018

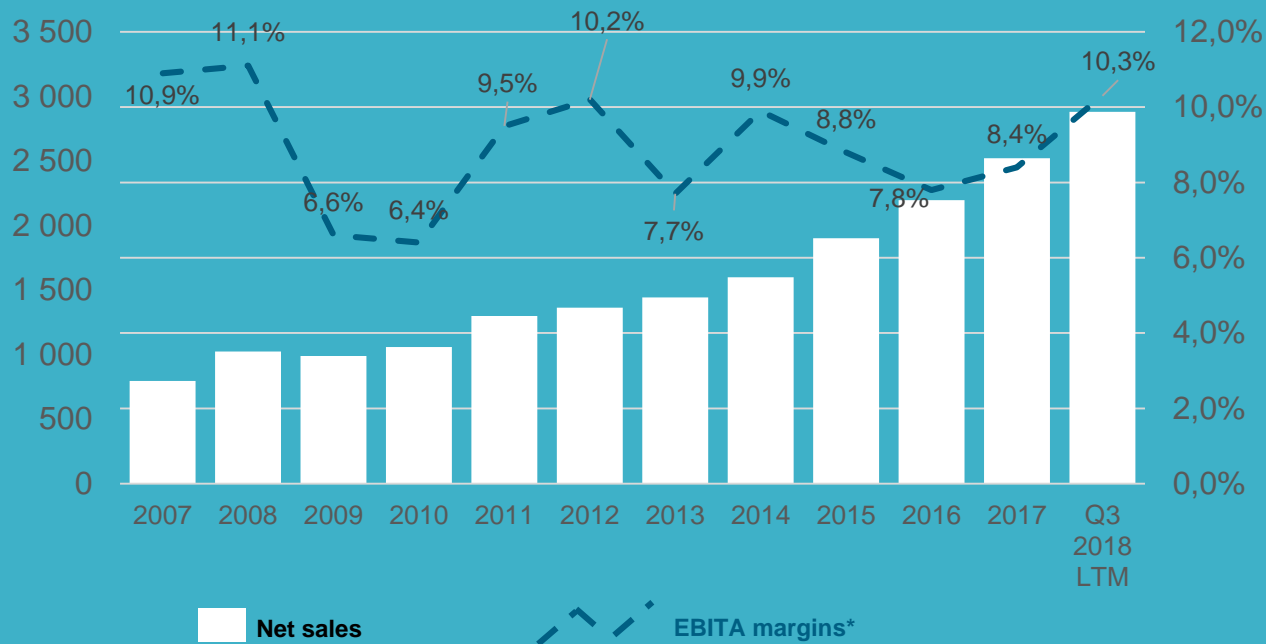
Largest shareholders 2018-09-30

Shareholders	Number of A-shares	Number of B-shares	% of capital	% of votes
Aretro Capital Group AB 1)	625 332	1 654 624	6,8	18,7
Verg AB	361 667	1 084 718	4,3	11,1
Försäkringsaktiebolaget Avanza pension		3 883 475	11,6	9,2
Swedbank Robur fonder		3 202 807	9,6	7,6
Odin fonder		3 150 019	9,4	7,4
Lannebo Fonder		1 947 461	5,8	4,6
Fjärde AP-fonden		1 641 865	4,9	3,9
Nordea fonder		1 259 064	3,8	3,0
SEB Fonder		1 199 244	3,6	2,8
Other shareholders	175	13 416 805	40,2	31,7
Total	987 174	32 440 082	100,0	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.

12% YoY growth since 2007

SEK M



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

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