

ADDNODE GROUP

Q4, 2018

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

Agenda

- **Addnode Group**
- **Q4 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.



DESIGN MANAGEMENT

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

Nordics, UK, Australia and Canada.

PRODUCT LIFECYCLE MANAGEMENT

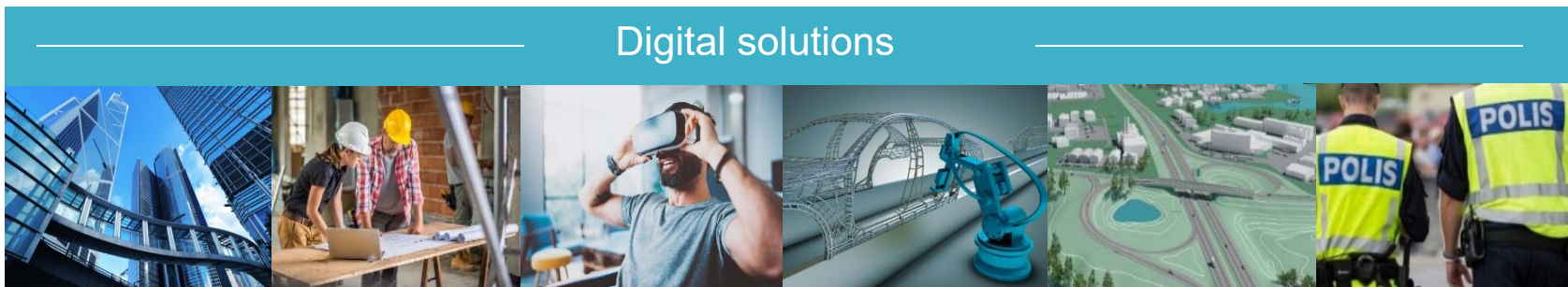
- Design, simulation and IoT
- Product Lifecycle management (PLM)

Nordics, Germany, UK and US.

PROCESS MANAGEMENT

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

Sweden and Norway.



Summary Q4 2018:

Net sales, SEK M

840 (778)

+8%

EBITA, SEK M

105 (102)

EBITA margin

12.5 (13.1) procent

Earnings per share

2.00 (1.81) SEK

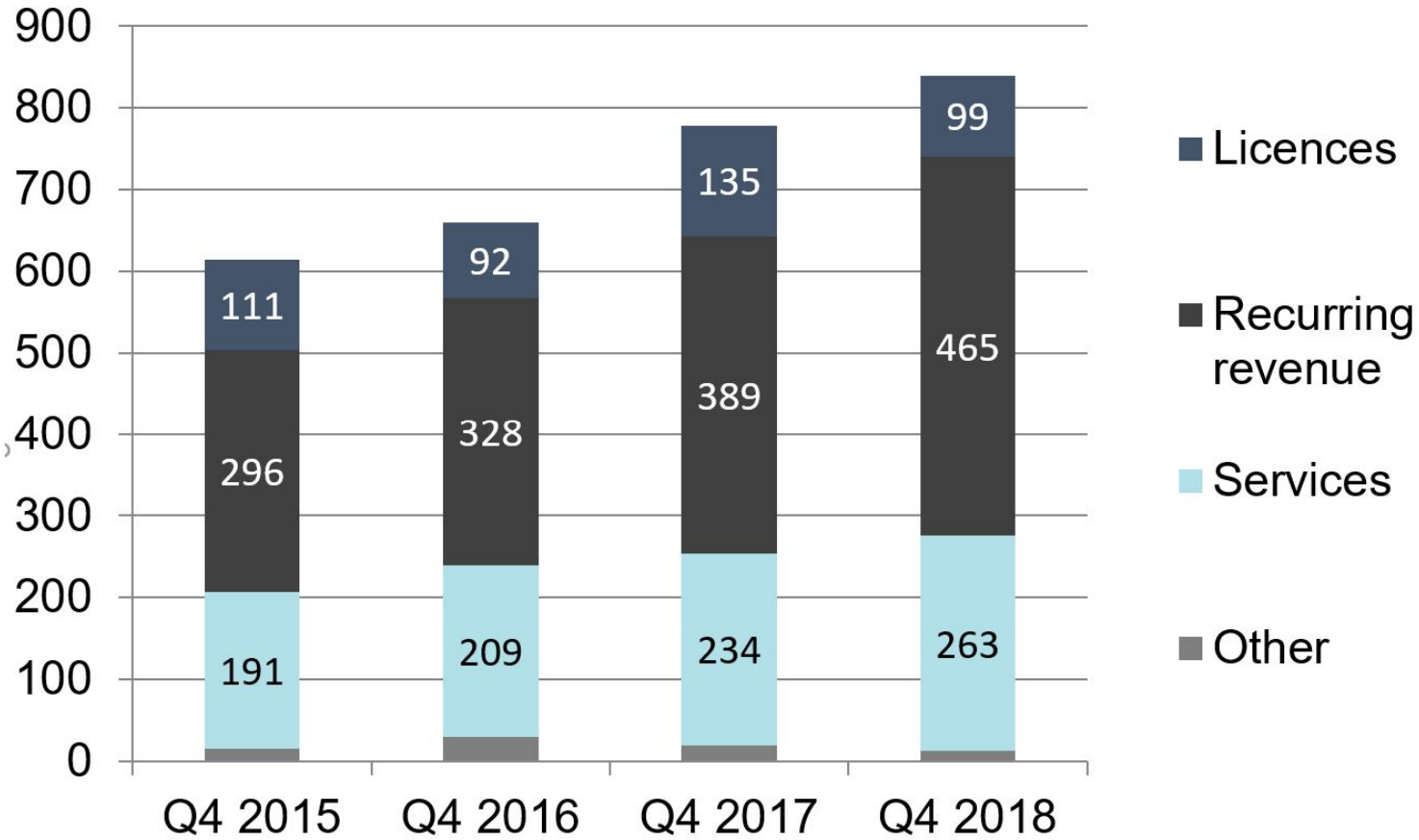
Cash flow from operating activities

114 (65) MSEK

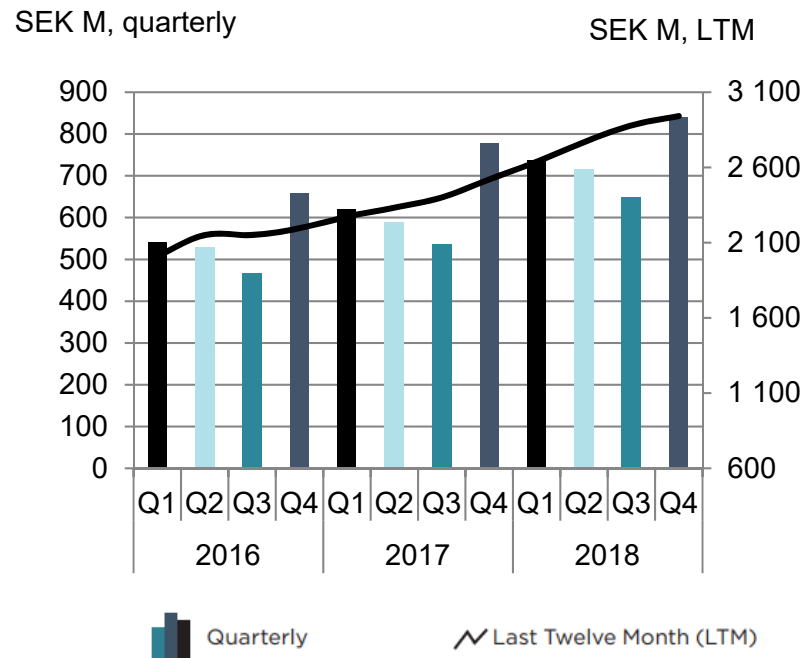


ADDNODE GROUP

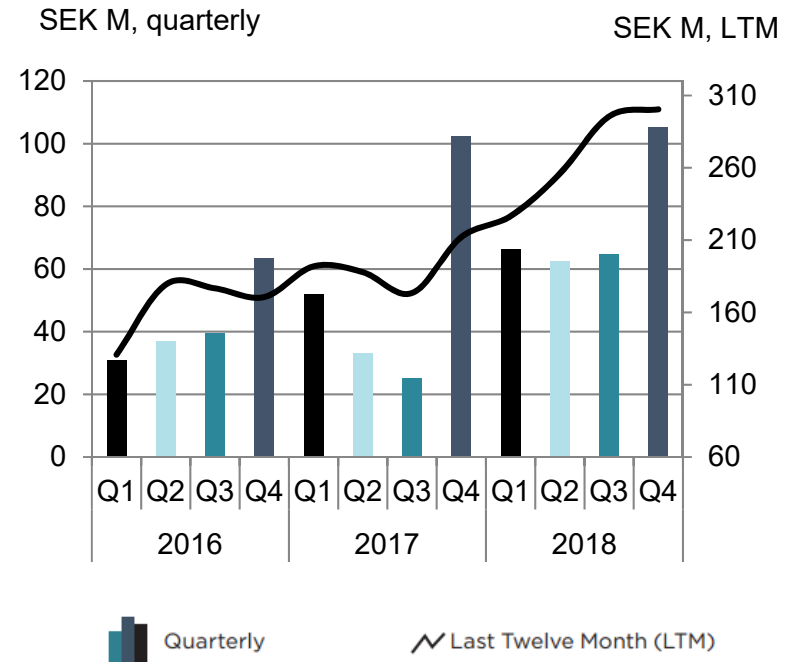
Earnings distribution, Q4 2015 – Q4 2018, SEK M



Net sales, quarterly trend SEK M



EBITA, quarterly trend SEK M



Significant events Q4, 2018

- Swedish Energy Agency and Swedish Police Authority choose system solutions from Ida Infront.
- Addnode Group acquires of Dassault Systèmes partners SSA and Simuleon, with SEK 55 m in net sales.
- The Board of Directors proposes an increase in the dividend to SEK 2.50 (2.25) per share.

The background image shows two silhouetted figures in business attire shaking hands in front of a large window overlooking a city skyline at dusk or night. The scene is dimly lit, with the city lights providing a backdrop. The overall color scheme is a monochromatic teal/blue.

SSA joins the Addnode PLM Business Division

**SSA joins TechniaTranscat & other Addnode
businesses to form the 1# Global PLM
Knowledge leader.**

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

Net sales, SEK M 2,942 (2,520)	+17%
---	-------------

EBITA, SEK M 298 (212)	+41%
----------------------------------	-------------

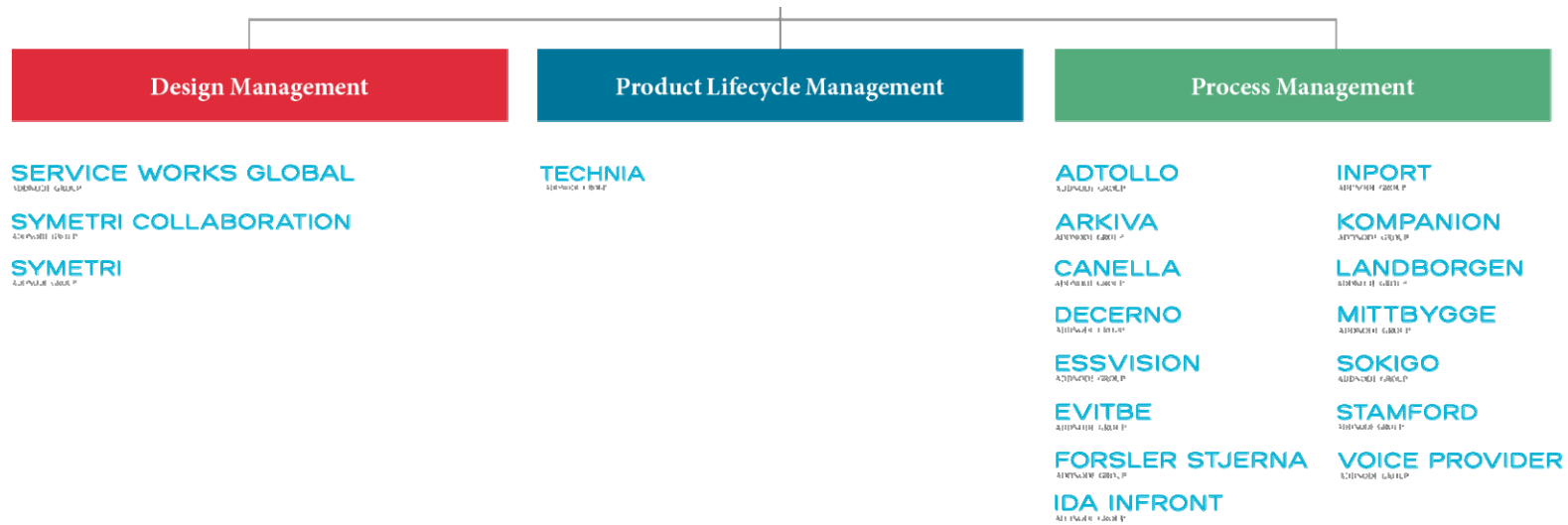
EBITA margin 10.1 (8.4) procent	
---	--

Earnings per share 4.75 (2.96) SEK	+60%
--	-------------

Cash flow from operating activities 285 (147) MSEK	+94%
--	-------------



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.

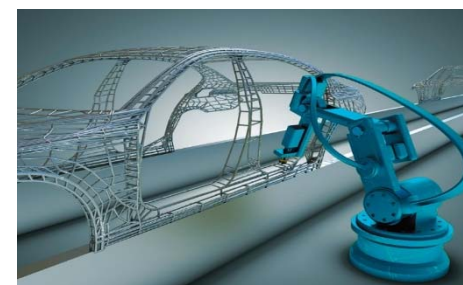
	Q4 2018	Q4 2017		Full-year 2018	Full-year 2017
Net sales, SEK M	303	277	+9%	1,053	906
EBITA, SEK M	44	31		114	76
EBITA margin	14.5%	11.1%		10.8%	8.4%
FTE	417	391		412	345
	Q4 2018	Q4 2017		Full-year 2018	Full-year 2017
SEK M					
Software (licenses)	25	19		62	45
Recurring revenue	220	205		771	678
Services	54	49		204	163
Other	4	4		16	20
Total revenue	303	277		1,053	906



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.

	Q4 2018	Q4 2017		Full-year 2018	Full-year 2017
Net sales, SEK M	331	304	+9%	1,132	920
EBITA, SEK M	39	41		104	72
EBITA margin	11.8%	13.6%		9.2%	7.8%
FTE	570	544		555	508
	Q4 2018	Q4 2017		Full-year 2018	Full-year 2017
SEK M					
Software (licenses)	63	106		154	237
Recurring revenue	166	110		624	389
Services	97	82		340	279
Other	5	6		14	15
Total revenue	331	304		1,132	920



ADDNODE GROUP

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.

	Q4 2018	Q4 2017	Full-year 2018	Full-year 2017	
Net sales, SEK M	211	202	+4%	773	705
EBITA, SEK M	33	38		116	101
EBITA-marginal	15.6%	18.8%		15.0%	14.3%
FTE	501	477		497	457
	Q4 2018	Q4 2017	Full-year 2018	Full-year 2017	
SEK M					
Software (licenses)	10	10	36	34	
Recurring revenue	82	76	311	279	
Services	114	104	407	364	
Other	5	12	19	28	
Total revenue	211	202	773	705	



ADDNODE GROUP

Cash Flow Q4 and Jan-Dec 2018

SEK M	Q4 2018	Q4 2017	2018 Jan-Dec	2017 Jan-Dec
Cash flow from operating activities before changes in working capital	104	101	243	195
Total change in working capital	10	-36	42	-48
Cash flow from operating activities	114	65	285	147
Cash flow from financing and investing activities	-43	-67	-76	-87
Change in cash and cash equivalents	71	-2	209	60

Financial position

158 SEK M Net debt December 31, 2018	285 MSEK Cash flow from operating activities 1 Januari – 31 December 2018
387 SEK M Liquid funds December 31, 2018	44% Equity/assets ratio December 31, 2018

Largest shareholders 2018-12-31

Shareholders December 2018

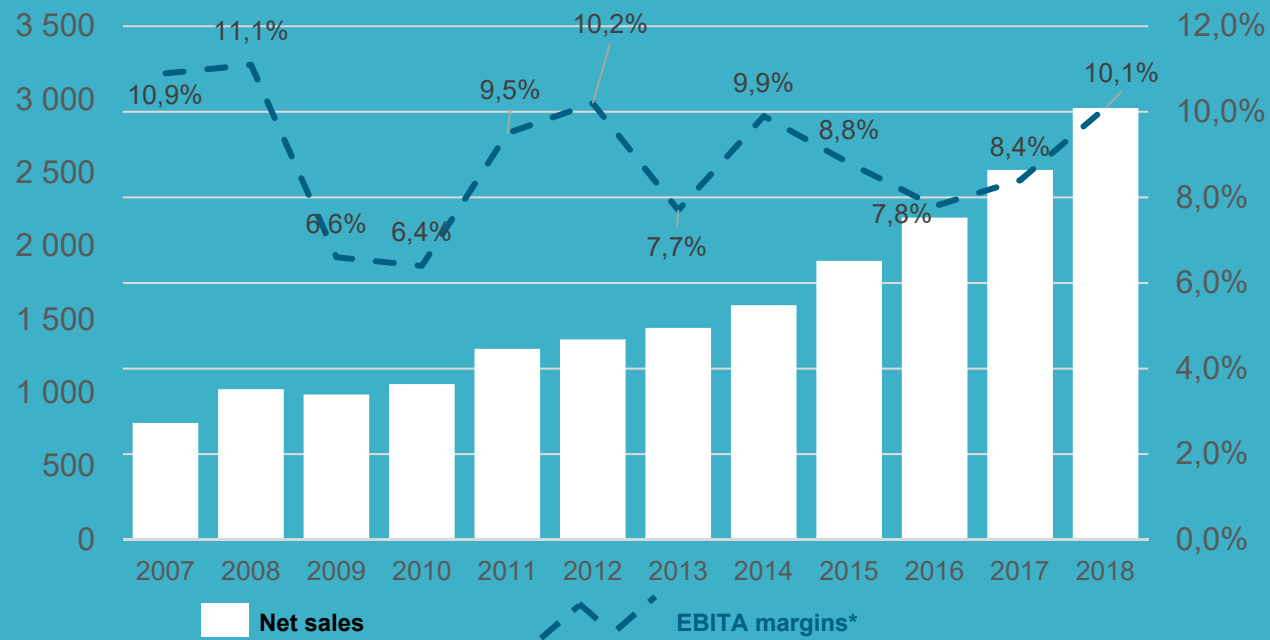
Shareholders	Number of A-shares	Number of B-shares	Total number of shares	% of capital	Total number of votes	% of votes
Aretro Capital Group AB 1)	625 332	1 654 624	2 279 956	6,8	7 907 944	18,7
Verg AB	361 667	1 084 718	1 446 385	4,3	4 701 388	11,1
Försäkringsaktiebolaget Avanza pension		3 896 714	3 896 714	11,7	3 896 714	9,2
Swedbank Robur fonder		3 202 807	3 202 807	9,6	3 202 807	7,6
Odin fonder		3 148 846	3 148 846	9,4	3 148 846	7,4
Lannebo Fonder		1 876 760	1 876 760	5,6	1 876 760	4,4
Fjärde AP-fonden		1 641 865	1 641 865	4,9	1 641 865	3,9
Nordea fonder		1 323 413	1 323 413	4,0	1 323 413	3,1
SEB Fonder		1 271 302	1 271 302	3,8	1 271 302	3,0
Other shareholders	175	13 339 033	13 339 208	39,9	13 340 783	31,6
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.

ADDNODE GROUP

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

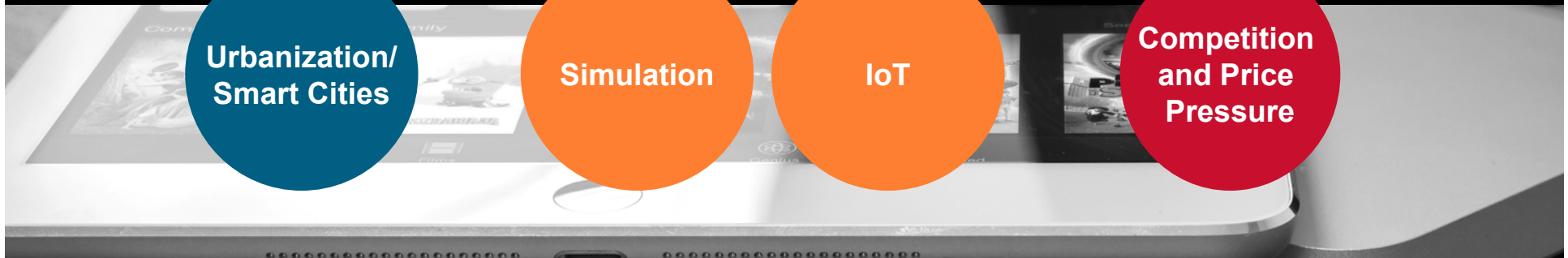
Collaboration

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