

ADDNODE GROUP

Q1 2021

ADDNODE GROUP



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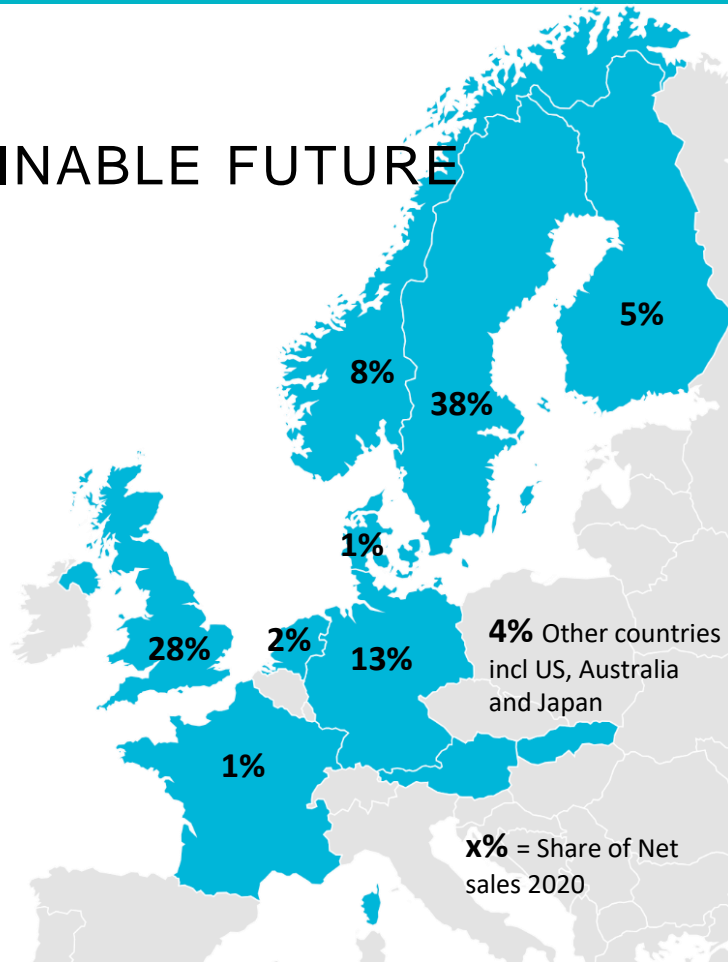
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ADDNODE GROUP

DIGITAL SOLUTIONS FOR A SUSTAINABLE FUTURE

Net sales of 3,8 billion SEK and 1,800 employees in 19 countries, main markets are Sweden, UK, Germany, Norway and Finland.

- **Design Management** - smarter design, construction, and management of products, buildings, assets and infrastructure.
- **Product Lifecycle Management** - simulation, design and product lifecycle management, from research, development and design to production, sales, aftermarket and recycling.
- **Process Management** - business processes for central and local government.



AGENDA – Q1 2021

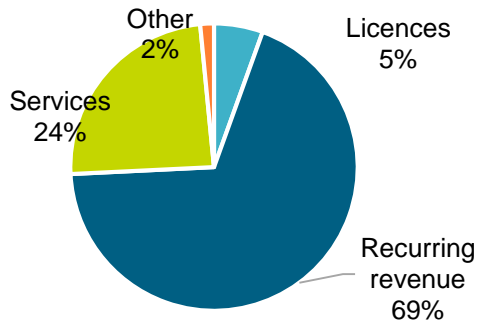
1. Q1 2021
2. Three divisions
 - a. Design Management
 - b. Product Lifecycle Management
 - c. Process Management
3. Cash flow and Financial position
4. Acquisitions
5. Sustainability focus areas
6. Investment case
7. QnA

ADDNODE GROUP Q1 2021

Improved EBITA margin

	Q1 2021	Q1 2020	Change, %	R12 20/21
Net sales, SEK m	1,036	1,234	-16%	3,609
EBITA, SEK m	107	108	-1%	355
EBITA margin, %	10.3	8.8		9.8

Net sales distribution

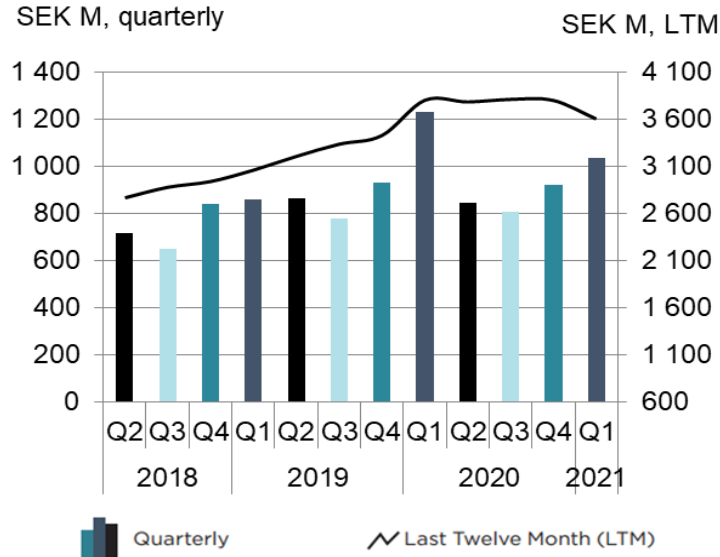


Highlights

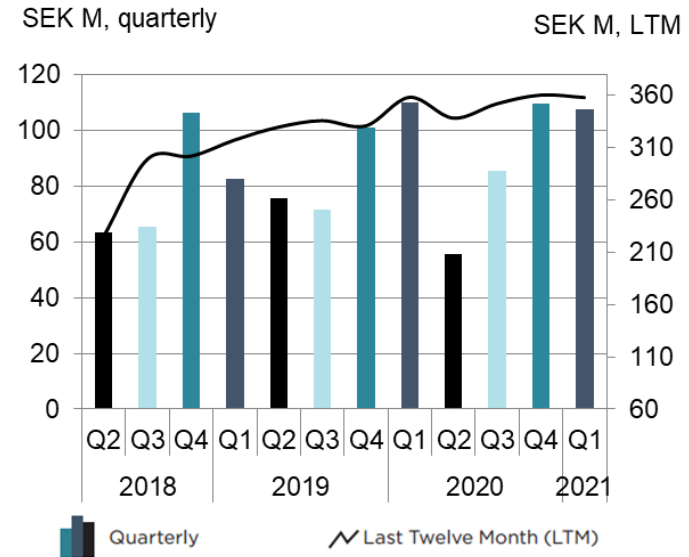
- Net sales -16%, organic growth -17%, currency adjusted -14%
- Covid-19 still had an effect, Q1 2020 was a record quarter
- Adjustments of the cost structure contributed to improved EBITA margin
- Division Process Mgt, 4% organic growth
- Lower demand in UK and US in Division Design and PLM
- Acquisition of S-GROUP Solutions

ADDNODE GROUP, Quarterly and LTM

Net sales



EBITA



THREE DIVISIONS

ADDNODE GROUP

DESIGN

Cloud-based collaboration tools for construction and civil engineering projects. Digital solutions for property management and maintenance, facility management and property services.

SYMETRI
ADDNODE GROUP
SERVICE WORKS GLOBAL
ADDNODE GROUP
TRIBIA
ADDNODE GROUP

Share of Net sales	Share of EBITA	FTE 2020
49%	48%	565

PLM

World leading provider of Dassault Systèmes' 3DEXPERIENCE platform along with unique, own developed complementary products and services.

TECHNIA
ADDNODE GROUP

Share of Net sales	Share of EBITA	FTE 2020
30%	14%	654

PROCESS

Document and case management, e-archives, information management and citizen dialogues for the public sector and private customers.

FORSLER STJERNA
ADDNODE GROUP **ADTOLLO**
ADDNODE GROUP
IDA INFRONT
ADDNODE GROUP **ARKIVA**
ADDNODE GROUP
INPORT
ADDNODE GROUP **CANELLA**
ADDNODE GROUP
INTRAPHONE
ADDNODE GROUP **DECERNO**
ADDNODE GROUP
KOMPANION
ADDNODE GROUP **EVITBE**
ADDNODE GROUP
MITTBYGGE
ADDNODE GROUP **SOKIGO**
ADDNODE GROUP
NETPUBLICATOR
ADDNODE GROUP **STAMFORD**
ADDNODE GROUP
VOICE PROVIDER
ADDNODE GROUP

Share of Net sales	Share of EBITA	FTE 2020
21%	38%	532

Addnode Group 2020

Net sales
 3,807 SEK m
 EBITA
 356 SEK m
 FTE
 1,751

DESIGN MANAGEMENT

Lower net sales, but strengthened margin

Digital solutions that enable smarter design, construction, production and management of products, buildings, assets and infrastructure.

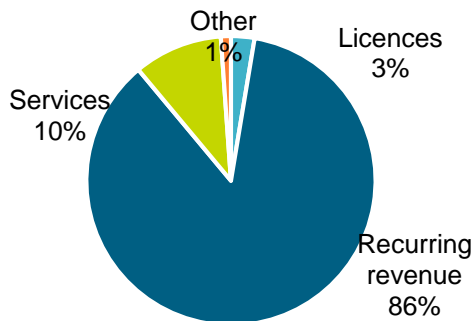


	Q1 2021	Q1 2020	Change, %	R12 20/21
Net sales, SEK m	533	722	-26%	1,671
EBITA, SEK m	61	76	-20%	175
EBITA margin, %	11.4	10.5		10.5

Highlights

- Organic growth -26%, currency adjusted -23%
- Good demand of Autodesk software and own related IP, but lower sales of three-year licence agreements compared to Q1 2020.
- Stable demand for own IP solutions for facility management and collaboration solutions for construction and infrastructure projects.
- Adjusted cost-structure meets lower sales

Net sales distribution



PRODUCT LIFECYCLE MANAGEMENT

Restructuring programme yields results

The division's operations are conducted through the company TECHNIA, one of Europe's leading suppliers of PLM software and consulting services.

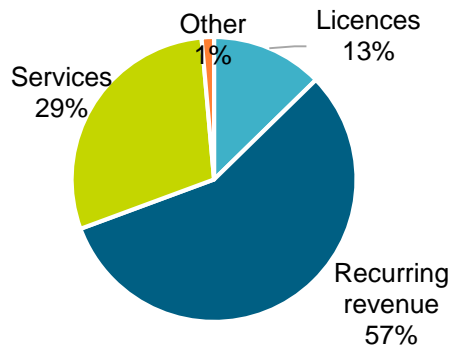


	Q1 2021	Q1 2020	Change, %	R12 20/21
Net sales, SEK m	283	304	-7%	1,120
EBITA, SEK m	18	10	80%	66
EBITA margin, %	6.4	3.3		5.9

Highlights

- Organic growth -9%, currency adjusted -5%
- Increased interest from life science and auto industries
- Lower demand from the UK market
- Nordic, Benelux and Germany showed stable market conditions with a number of licence agreements.
- The restructuring programme that was carried out in 2020 has yielded the intended cost savings

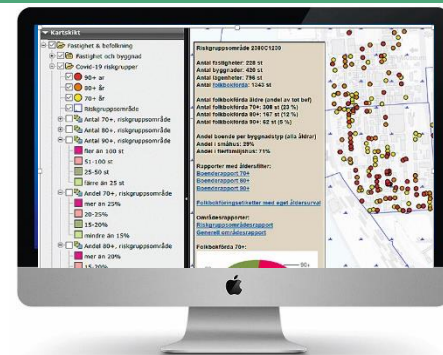
Net sales distribution



PROCESS MANAGEMENT

Continued growth and high margins

Digital solutions to contribute to smoother case management, simplified administration and quality-assured processes in contacts between authorities and citizens.

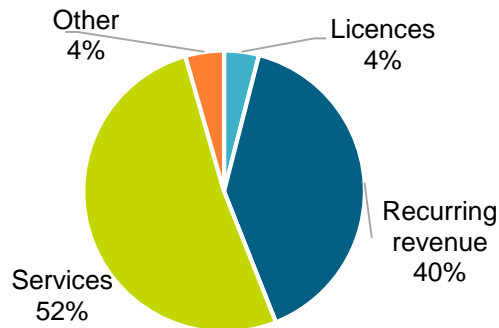


	Q1 2021	Q1 2020	Change, %	R12 20/21
Net sales, SEK m	225	214	5%	838
EBITA, SEK m	39	36	8%	154
EBITA margin, %	17.3	16.9		18.4

Highlights

- Organic growth 4%
- Demand for the division's case management solutions for the public sector remained good during the quarter
- International sales continuous to develop well

Net sales distribution



CONSOLIDATED CASH FLOW

Cash flow, SEK m	Q1 2021	Q1 2020	Change	2020
Operating profit	73	77	-4	229
Adjustments for non-cash items	44	52	-8	242
Other	-16	-15	-1	-56
Cash flow from operations before working capital changes	101	114	-13	415
Changes in working capital	49	162	-113	164
Cash flow from operating activities	150	276	-126	579
Cash flow from investing activities	-29	-104	75	-375
Cash flow from financing activities	-18	84	-102	193
Total cash flow	103	256	-153	397

CONSOLIDATED FINANCIAL POSITION

Balance sheet, SEK m	Mar 31, 2021	Mar 31, 2020	Change	Dec 31, 2020	Change
Intangible non-current assets	2 201	2 119	82	2 143	58
Other non-current assets	216	281	-65	227	-11
Current receivables	869	883	-14	804	65
Cash and cash equivalents	779	559	220	644	135
Total assets	4 065	3 842	223	3 818	247
Equity	1 605	1 471	134	1 512	93
Non-current liabilities	222	192	30	235	-13
Current liabilities	2 238	2 179	59	2 071	167
Total equity & liabilities	4 065	3 842	223	3 818	247
Equity ratio	39%	38%		40%	
Net debt	88	175	-87	182	-94
Revolving credit facility	1 000	1 000	0	1 000	0
Overdraft facility	100	100	0	100	0
Total credit facilities	1 100	1 100	0	1 100	0
Whereof unutilized	352	510	-158	402	-50

ACQUISITIONS 2020

Excitech



Largest Autodesk partner in UK market and leading provider of design software and consulting services for the construction and manufacturing industries.

Division

**Design
Management**

New employees

150

Annual net sales

550 SEK M

Unizite



Norwegian developer of a mobile field tool that makes 3D models and other digital information available to everyone at a construction site.

Division

**Design
Management**

New employees

10

Annual net sales

7 SEK M

Netpublicator



Develops digital services for efficient document and meeting management in conjunction with public administration meetings in Sweden.

Division

**Process
Management**

New employees

6

Annual net sales

20 SEK M

**Scanscot
Technology**



Develops digital services for efficient document and meeting management in conjunction with public administration meetings in Sweden.

Division

**Product Lifecycle
Management**

New employees

15

Annual net sales

40 SEK M

ACQUISITIONS 2021 YTD

S-Group Solutions



Specialised software for municipalities, water and sewage organizations and land surveying operations.

Division

**Process
Management**

New employees

66

Annual net sales

144 SEK M



LONG-TERM SUSTAINABILITY FOCUS AREAS

1 Digital solutions that contribute to sustainable development

- Innovation for sustainability
- Ensuring privacy and integrity,
- Design solutions enabling sustainable development and circular economy,
- Simulation solutions for environmental and health benefits,
- Improved citizen involvement and dialogue

2 Care for people and the planet in our own operations

- Diversity and gender equality
- Employee well-being and safety
- Attracting and retaining talent; value based leadership
- Proactive and engaged employees committed to making a difference
- Environmental initiatives to reduce travel and impacts from office space

3 The way we work with our partners and suppliers

- Long-term partnerships
- Fair business principles and anti-corruption
- Respect for human rights throughout the value chain
- Supplier screening

4 Long-term financial viability

- Organic growth
- Acquisitions
- Decentralised business and governance model
- Recurring revenue

5

Sustainability management and governance

Code of Conduct and Sustainability policy, Certifications, Communication, Reporting

The UN's Global Goals with the closest connection to Addnode Group's focus areas

3 GOOD HEALTH AND WELL-BEING



5 GENDER EQUALITY



8 DECENT WORK AND ECONOMIC GROWTH



9 INDUSTRY, INNOVATION AND INFRASTRUCTURE



11 SUSTAINABLE CITIES AND COMMUNITIES



13 CLIMATE ACTION



ADDNODE GROUP AS AN INVESTMENT

1 Acquisition driven growth

Our strategy is to create growth by continuously acquiring new businesses and actively supporting our companies to drive organic growth.

CAGR 2010–2020 : 14%

Profitable growth



2 Sustainable digital solutions

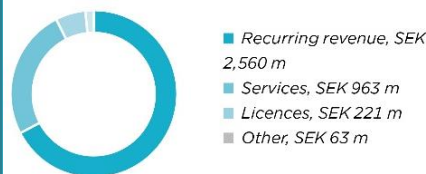
We provide digital solutions for design, simulation, product data information and case management. Global trends such as digitalisation, urbanisation and sustainability are driving demand for our solutions.



3 Attractive business model

High share of recurring revenues. Customers return for advice, development and integration. Strong cash flow generation owing to large share of advance payments at start of year. Low capex need other than product development.

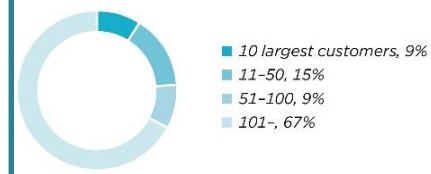
Revenue by type



4 Diversification spreads risk

We are active in numerous geographic markets, private and public sectors and in many different industries. We are not dependent on individual customers, but we have many long-term customer relationships.

Revenue by customer size



QnA

Thank You

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