

ADDNODE GROUP

Q1 2020

ADDNODE GROUP



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To ask a question during the presentation,
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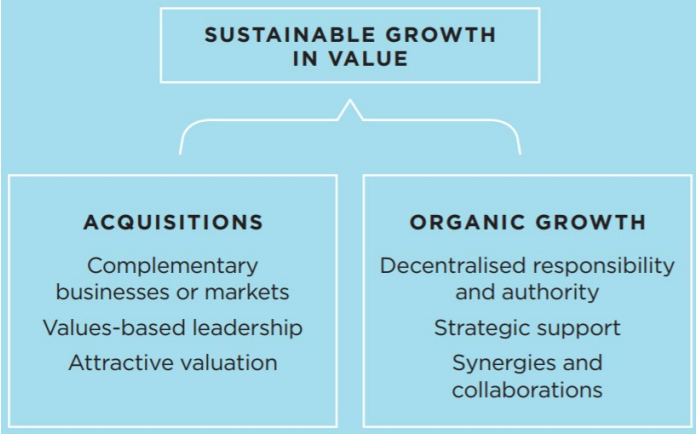
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Addnode Group acquires, operates
and develops cutting edge enterprises
that digitalize society

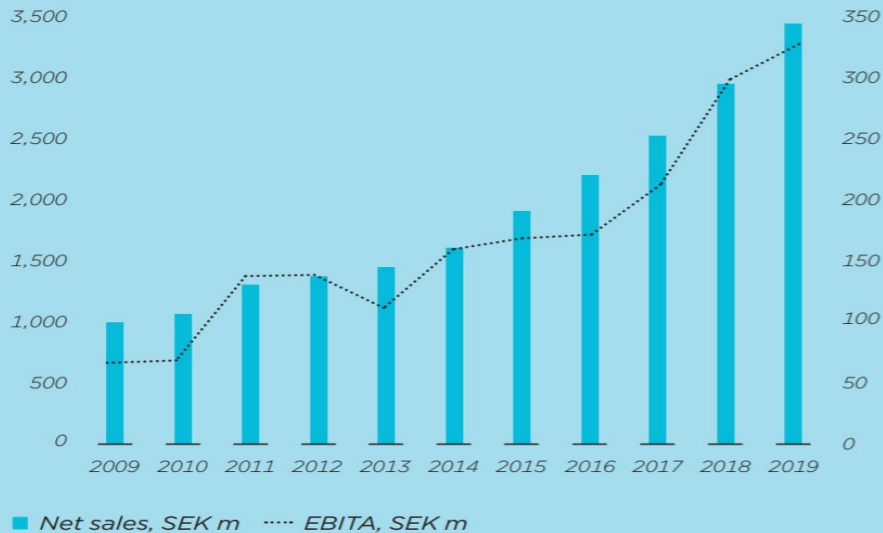
STRATEGY FOR PROFITABLE GROWTH

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.

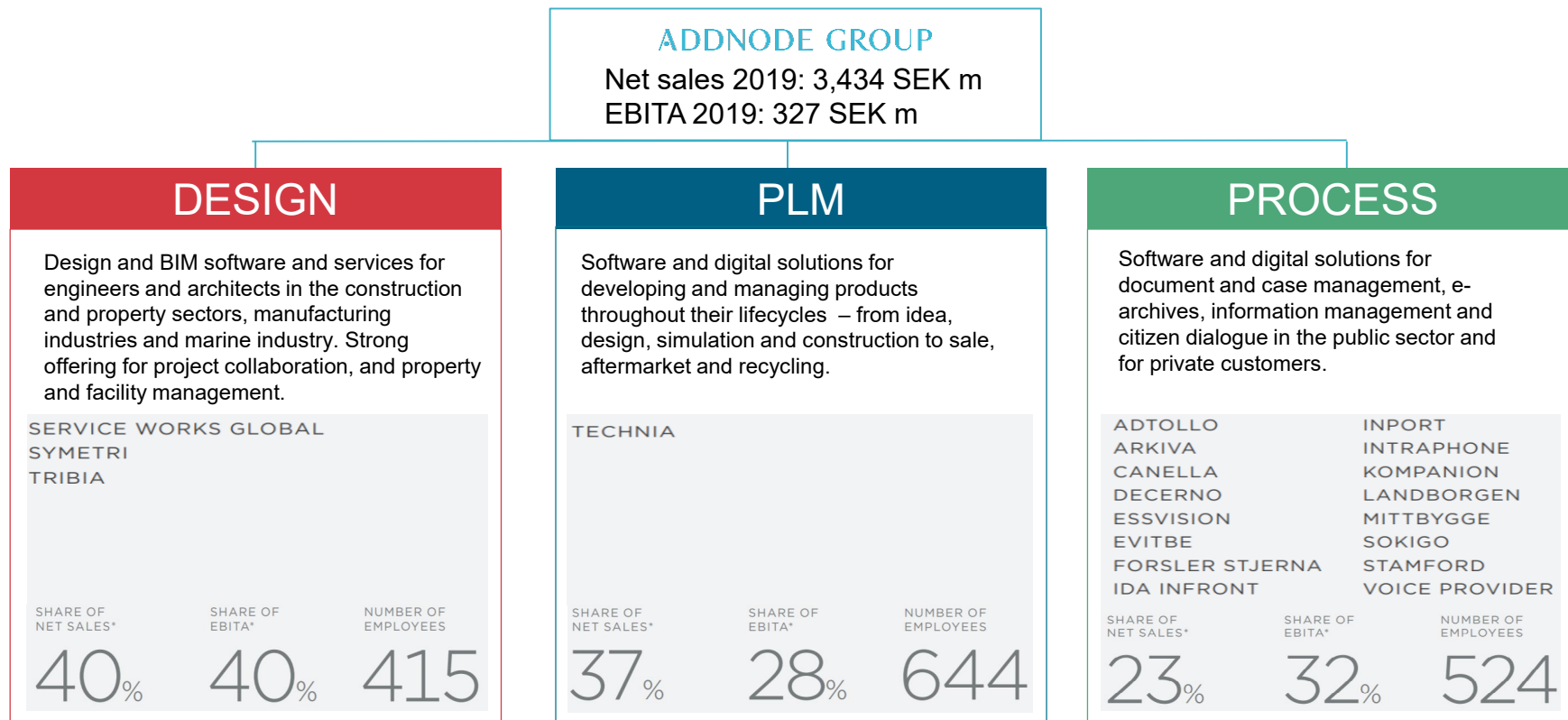


PROFITABLE GROWTH



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

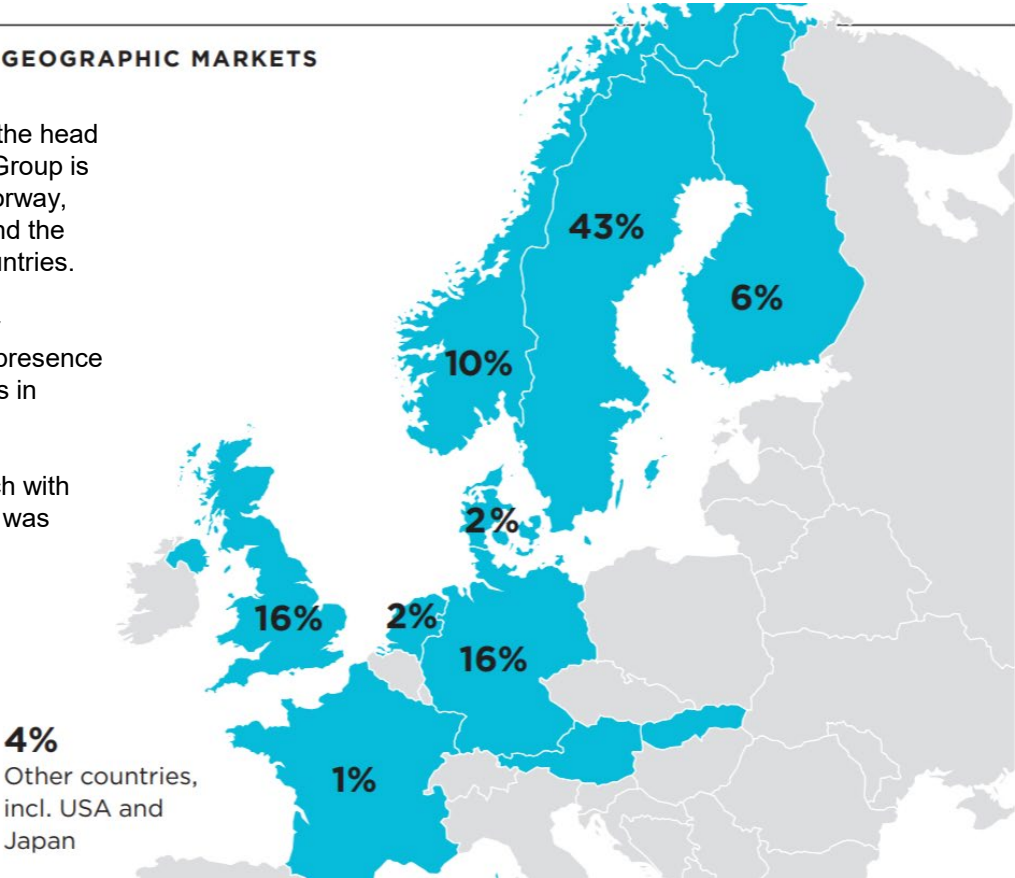
INTERNATIONAL GROUP

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.



AGENDA – **Q1 2020**

1. Summary Q1 2020
2. Group performance Q1 2020
3. Three divisions
 - a. Design Management
 - b. Product Lifecycle Management
 - c. Process Management
4. Financial position
5. Measures being taken to address the COVID-19 pandemic

Q1 2020 – VERY STRONG START TO A CHALLENGING YEAR

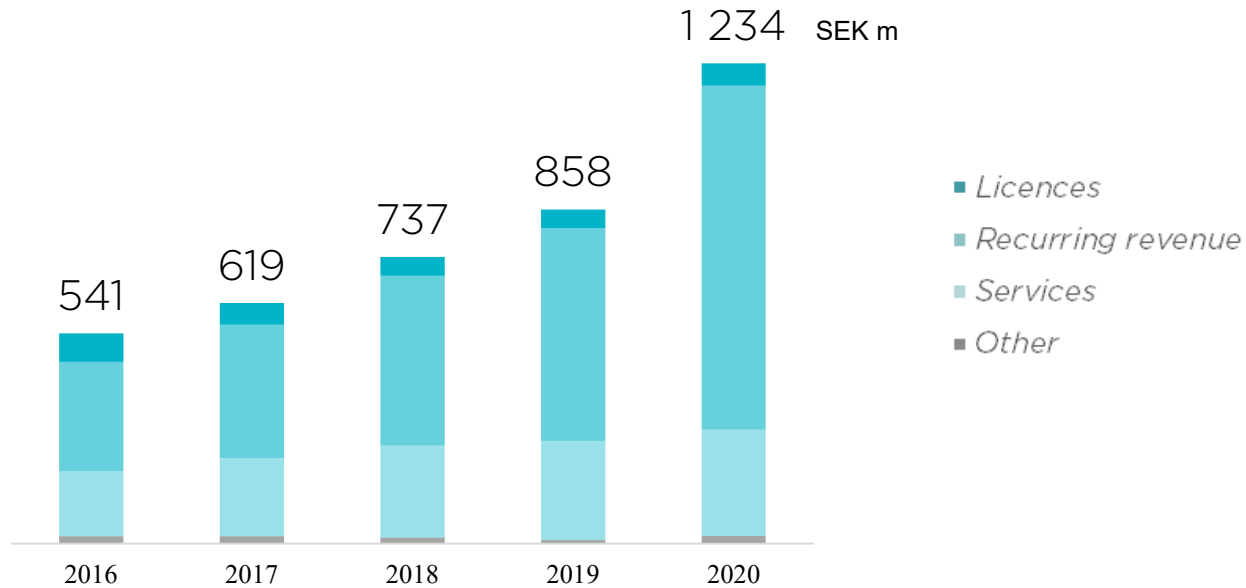
- We've started out 2020 with a record quarter. Never before have we had higher net sales or EBITA.
- The COVID-19 pandemic had a negligible effect on Addnode Group's first quarter results in 2020, but it will impact coming quarters.
- Measures being taken to address the COVID-19 pandemic

CONSOLIDATED PERFORMANCE

| | Q1 2020 | Q1 2019 | Change, % | 2020 LTM | 2019 | Change, % |
|---|--------------------|--------------------|----------------------|---------------------|-------------|----------------------|
| Net sales, SEK m | 1,234 | 858 | 44 | 3,810 | 3,434 | 11 |
| EBITA, SEK m | 108 | 82 | 32 | 353 | 327 | 8 |
| EBITA margin, % | 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 |

NET SALES DISTRIBUTION, Q1 2020

CONTINUED GROWTH OF RECURRING REVENUE

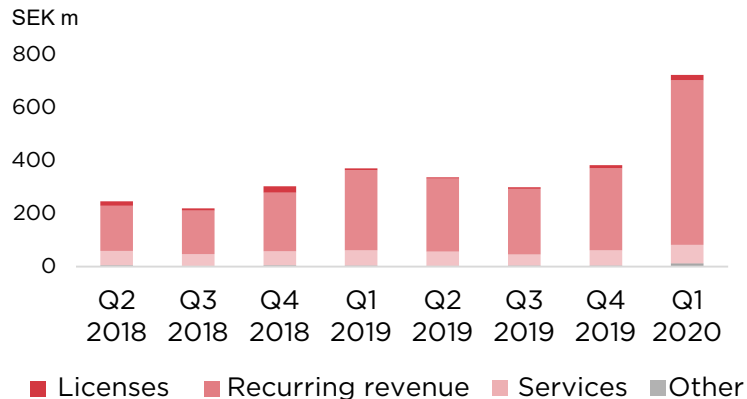


DIVISION **DESIGN MANAGEMENT**

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.

| | Q1 2020 | Q1 2019 | Change, % | LTM 2020 | 2019 | Change, % |
|------------------|--------------------|--------------------|----------------------|---------------------|-------------|----------------------|
| Net sales, SEK m | 722 | 370 | 95 | 1,739 | 1,387 | 25 |
| EBITA, SEK m | 76 | 43 | 77 | 179 | 146 | 23 |
| EBITA margin, % | 10.5 | 11.6 | | 10.3 | 10.5 | |

Net sales distribution, Q1 2020



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 Svina, 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.

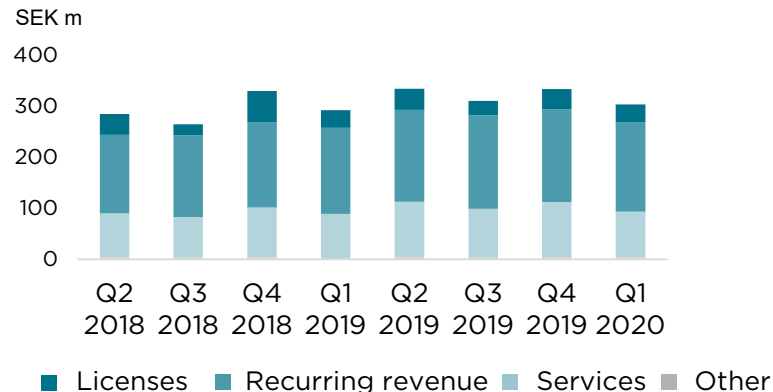
The acquisition of Unizite entails an expansion of our BIM portfolio with a mobile field tool for both presenting and gathering digital information at construction sites.

DIVISION **PRODUCT LIFECYCLE MANAGEMENT**

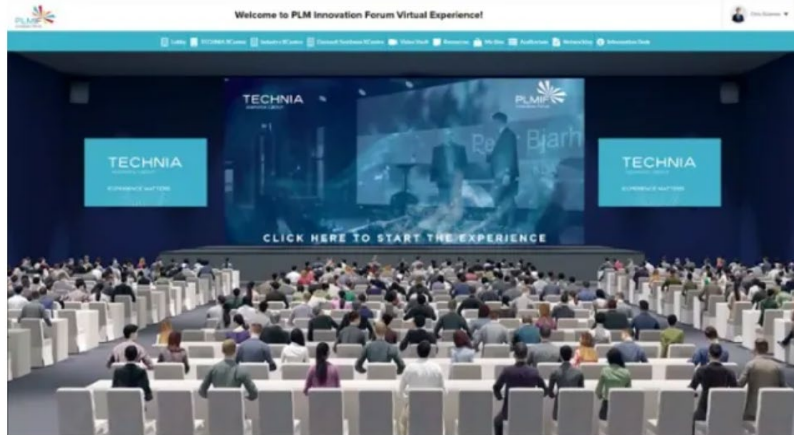
Software and digital solutions for developing and managing products throughout their lifecycles
 - from idea, design, simulation and construction to sale, aftermarket and recycling.

| | Q1 2020 | Q1 2019 | Change, % | LTM 2020 | 2019 | Change, % |
|------------------|------------|------------|--------------|-------------|-------|--------------|
| Net sales, SEK m | 304 | 292 | 4 | 1,284 | 1,272 | 1 |
| EBITA, SEK m | 10 | 19 | -47 | 95 | 104 | -9 |
| EBITA margin, % | 3.3 | 6.5 | | 7.4 | 8.2 | |

Net sales distribution, Q1 2020



PLM INNOVATION FORUM VIRTUAL EXPERIENCE, APRIL 28-29, 2020



The digital view that first meets the visitors of the virtual edition of TECHNIA's big event, PLMIF Virtual Experience 2020.

LIVE SESSIONS

Tune in on April 28th and April 29th to catch our interactive, live speaker sessions. Plus, an additional 40+ on-demand sessions available for 32 days!

Bernard Charlès, Vice Chairman and CEO, Dassault Systèmes to Open TECHNIA's PLMIF2020 Online!



FRI, APR 17, 2020 13:03 CET
PLM Innovation Forum 2020, Virtual Experience | 28-29 April 2020 | Online

TECHNIA Worldwide Press Release



THE SPEAKERS

World-leading industry experts share unmissable business development insights.

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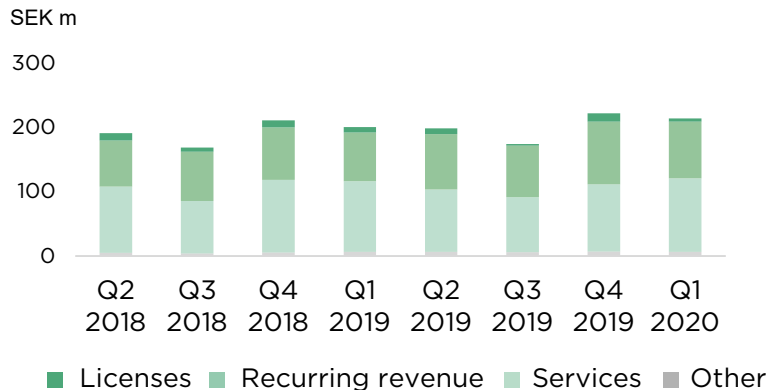
ADDNODE GROUP 15

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.

| | Q1 2020 | Q1 2019 | Change, % | LTM 2020 | 2019 | Change, % |
|------------------|------------|------------|--------------|-------------|------|--------------|
| Net sales, SEK m | 214 | 201 | 6 | 810 | 797 | 2 |
| EBITA, SEK m | 36 | 30 | 20 | 121 | 115 | 5 |
| EBITA margin, % | 16.9 | 14.9 | | 14.9 | 14.4 | |

Net sales distribution, Q1 2020



Covid-19 test developed and set in three days

Thanks to the iipax-based LIMS (Laboratory Information Management System) Dynamo system, Dynamic Code has in a record time managed to implement support for Covid-19 tests in its lab.



COVID-19 – Dividend

- As a consequence of the uncertainty regarding the pandemic's progression, on 30 March the Board of Directors decided to withdraw its previously communicated proposal for a dividend of SEK 2.50 per share and to instead propose that no dividend be paid for 2019.

CONSOLIDATED FINANCIAL POSITION

| Balance sheet, SEK m | Mar 31, 2020 | Mar 31, 2019 | Change | Dec 31, 2019 | Change |
|---------------------------------------|-----------------|-----------------|------------|-----------------|------------|
| Intangible non-current assets | 2 119 | 1 835 | 284 | 1 894 | 225 |
| Other non-current assets | 281 | 205 | 76 | 199 | 82 |
| Current receivables | 883 | 812 | 71 | 782 | 101 |
| Cash and cash equivalents | 559 | 553 | 6 | 294 | 265 |
| Total assets | 3 842 | 3 405 | 437 | 3 169 | 673 |
| Equity | 1 471 | 1 378 | 93 | 1 410 | 61 |
| Non-current liabilities | 192 | 163 | 29 | 155 | 37 |
| Current liabilities | 2 179 | 1 864 | 315 | 1 604 | 575 |
| Total equity & liabilities | 3 842 | 3 405 | 437 | 3 169 | 673 |
| Equity ratio | 38% | 40% | | 44% | |
| Net debt | 175 | 195 | -20 | 321 | -146 |
| Credit facilities | | | | | |
| Revolving credit facility | 1 000 | 750 | 250 | 750 | 250 |
| Overdraft facility | 100 | 100 | 0 | 100 | 0 |
| Total credit facilities | 1 100 | 850 | 250 | 850 | 250 |
| Whereof unutilized | 510 | 277 | 233 | 369 | 141 |

CONSOLIDATED CASH FLOW

| Cash flow, SEK m | Q1 2020 | Q1 2019 | Change | FY 2019 |
|---|------------|------------|------------|------------|
| Operating profit | 77 | 56 | 38% | 218 |
| Adjustments for non-cash items | 52 | 43 | 21% | 195 |
| Other | -15 | -26 | -42% | -64 |
| Cash flow from operations before working capital changes | 114 | 73 | 56% | 349 |
| Changes in working capital | 162 | 153 | 6% | 64 |
| Cash flow from operating activities | 276 | 226 | 22% | 413 |

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 are cutting costs with a focus on being able to retain our competent employees during a time of weaker demand.
 - Some employees will have to be given notice.
 - However, above all furloughs, reductions in working time, salary cuts, fewer consultants and general cost-cutting will generate an effect starting in the second quarter.
- 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

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