

ADDNODE GROUP

Q4 2020

ADDNODE GROUP



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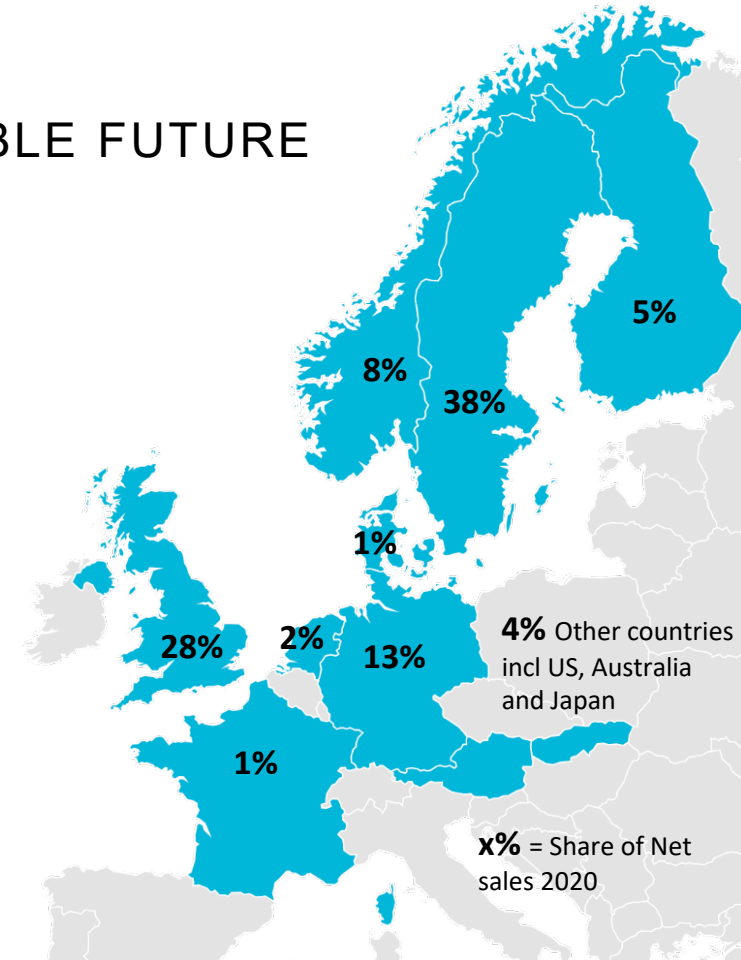
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ADDNODE GROUP

- 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 – **Q4 2020**

1. Q4 2020
2. 2020
3. Three divisions
 - a. Design Management
 - b. Product Lifecycle Management
 - c. Process Management
4. Cash flow and Financial position
5. Acquisitions

ADDNODE GROUP, Q4 2020

”Improved margins and strong cashflow”

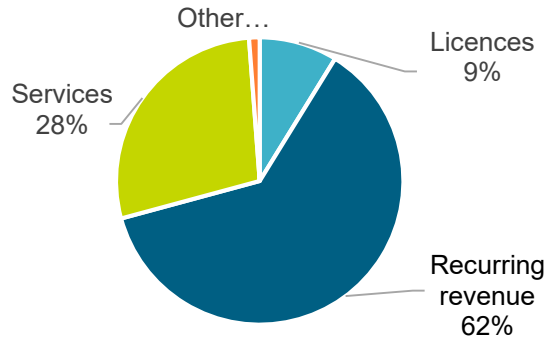
Q4 2020 (2019), SEK m

921	108	11.7%
(933)	(100)	(10.7%)
Net sales	EBITA	EBITA margin

Highlights

- EBITA margin of 11.7 per cent (10.7)
 - Strong earnings for the Process Management division
 - Execution of cost-cutting programme in the PLM division
 - General cost restraints
- Magnus Falkman new Technia CEO and President of Division PLM
- Acquisition of Scanscot

Net sales distribution



ADDNODE GROUP, 2020

”Quick response to new conditions”

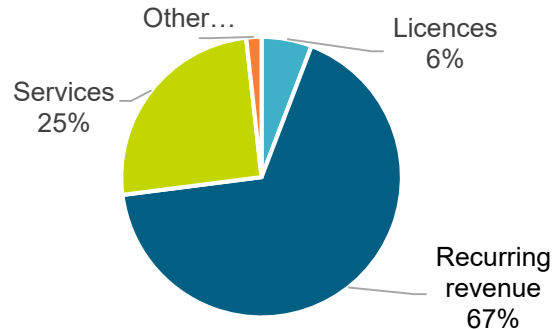
2020 (2019), SEK m

3,807	356	9.4%
(3,434)	(327)	(9.5%)
Net sales	EBITA	EBITA margin

Highlights

- Net sales growth of 11%.
- Digitalisation drives business and efficiency
- Quick adaption of organisation
- Strong operating cash flow supporting growth
- Acquisitions of Excitech, Unizite, Netpublicator and Scanscot

Net sales distribution



THREE DIVISIONS

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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 Q4 2020
48%	48%	566

PLM

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

TECHNIA
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Share of Net sales	Share of EBITA	FTE Q4 2020
30%	14%	628

PROCESS

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

FORSLER STJERNA
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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 Q4 2020
22%	38%	539

Addnode Group 2020

Net sales
3,807 SEK m

EBITA
356 SEK m

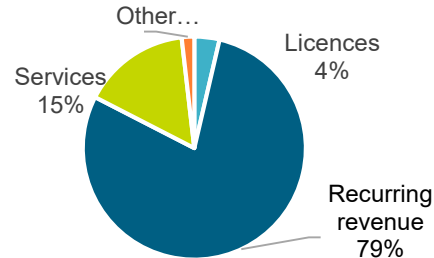
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DIVISION **DESIGN MANAGEMENT**

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

Q4 2020 (2019), SEK m

384	36	9.4%
(382)	(38)	(9.9%)
Net sales	EBITA	EBITA margin



Net sales distribution

Highlights

- Adjusted for currency effects, organic growth was -19 per cent
- New sales of Autodesk solutions and services have been negatively impacted by the Covid-19 pandemic (compared to last year)
- Stable quarter for Proprietary software (BIM, project management and facility management)
- Good cost control

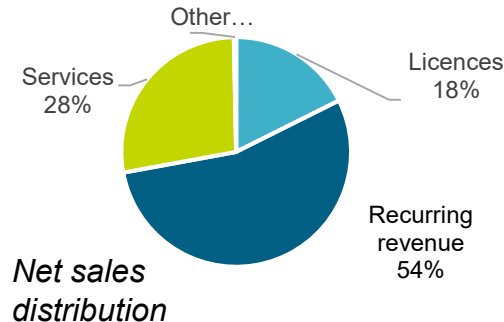


DIVISION **PRODUCT LIFECYCLE MANAGEMENT**

World leading provider of Dassault Systèmes' 3DEXPERIENCE platform simulation, design and product lifecycle management along with own developed complementary products and services.

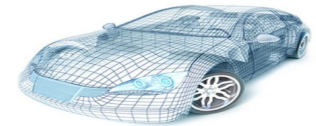
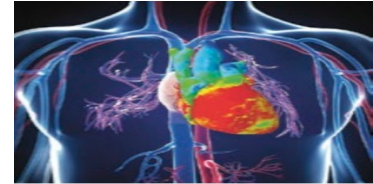
Q4 2020 (2019), SEK m

312	39	12.5%
(334)	(33)	(9.9%)
Net sales	EBITA	EBITA margin



Highlights

- Adjusted for currency effects, organic growth was -4 per cent
- Challenging market conditions, however UK and Germany showed a slight rise in demand. The Nordic and Benelux countries showed stable performance
- EBITA margin strengthened due to cost reduction program and general cost control

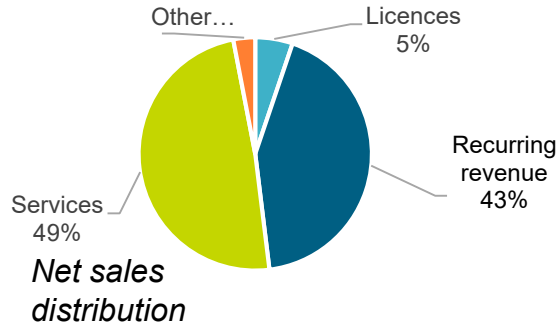


DIVISION **PROCESS MANAGEMENT**

Digital solutions to streamline business processes for central and local government.

Q4 2020 (2019), SEK m

231	45	19.5%
(223)	(38)	(17.0%)
Net sales	EBITA	EBITA margin



Highlights

- Adjusted for currency effects, organic growth was 3 per cent
- Demand for the division's solutions remained good during the quarter
- Improved EBITA margin
- High efficiency in the division's operations together with cost restraint also contributed to the earnings improvement



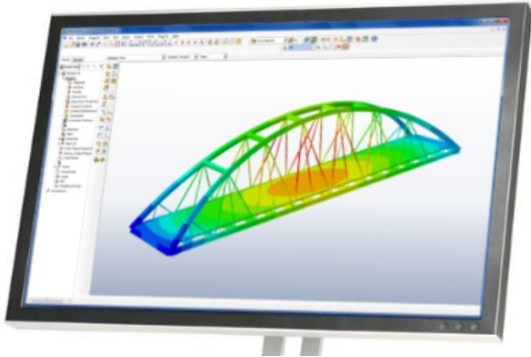
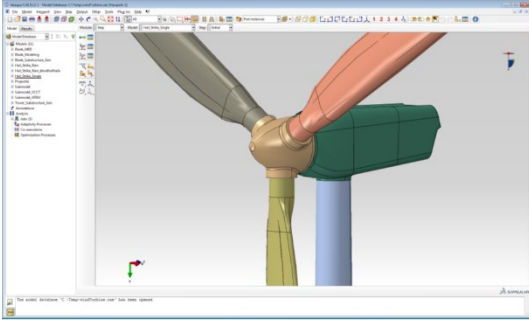
CONSOLIDATED CASH FLOW

Cash flow, SEK m	Q4 2020	Q4 2019	Change	2020	2019	Change
Operating profit	76	73	3	229	218	11
Adjustments for non-cash items	56	53	3	242	195	47
Other	0	-2	2	-56	-64	8
Cash flow from operations before working capital changes	132	124	8	415	349	66
Changes in working capital	49	49	0	164	64	100
Cash flow from operating activities	181	173	8	579	413	166
Cash flow from investing activities	-61	-34	-27	-375	-321	-54
Cash flow from financing activities	-19	-19	0	193	-204	397
Total cash flow	101	120	-19	397	-112	509

CONSOLIDATED FINANCIAL POSITION

Balance sheet, SEK m	Dec 31, 2020	Dec 31, 2019	<i>Change</i>
Intangible non-current assets	2 143	1 894	249
Other non-current assets	227	199	28
Current receivables	804	782	22
Cash and cash equivalents	644	294	350
Total assets	3 818	3 169	649
Equity	1 512	1 410	102
Non-current liabilities	235	155	80
Current liabilities	2 071	1 604	467
Total equity & liabilities	3 818	3 169	649
Equity ratio	40%	44%	
Net debt	182	321	-139
Revolving credit facility	1 000	750	250
Overdraft facility	100	100	0
Total credit facilities	1 100	850	250
Whereof unutilized	402	358	44

ACQUISITIONS Q4 - Scanscot



SCANSCOT
BY TECHNIA

Dassault Systèmes partner with focus on SIMULIA. The company has also developed BRIGADE - an standalone software suite for simulation of bridges and civil infrastructure.

Scanscot brings extensive knowledge and experience of advanced simulation services to a wide range of industries such as Civil Infrastructure, Big Science, and Nuclear.

Net sales of SEK 38 million.

WHY INVEST IN ADDNODE GROUP?

- Growth strategy underpinned by both organic and acquisition growth
 - Proven track record; profitable growth and doubled operations every fifth year.
 - Average Net sales growth 14% (2011 – 2020).
- Digital solutions for a sustainable future
 - Offering supported by strong global trends such as digitalisation, urbanisation and sustainability.
 - Long-term customer and partner relationships.
- Attractive business model
 - Strong cash conversion.
 - 65% recurring revenue.
 - Diversification reduces risk; offering, geography, customer/industry segment.

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