

# Interim Report

## 1 January – 31 March 2013

**Increase in net sales and strong cash flow**

### First quarter 2013

- Net sales totaled SEK 370.7 (358.9) M, up 3 percent.
- EBITA amounted to SEK 28.6 (36.9) M, an EBITA-margin of 7.7 (10.3) percent.<sup>1)</sup>
- Operating profit amounted to SEK 23.3 (32.4) M, an operating margin of 6.2 (9.0) percent.<sup>1)</sup>
- Profit after tax was SEK 18.1 (23.0) M
- Earnings per share after dilution amounted to SEK 0.64 (0.81).
- Cash flow from operating activities amounted to SEK 45.6 (37.6) MSEK.

### Significant events during the first quarter of 2012

- Acquisition of Abou, market leaders of e-services to municipalities.
- Exclusive cooperation agreement with ÅF regarding software and services.
- The Board proposes an unchanged dividend of SEK 2.25 (2.25) per share.

1) Excluding cost for the revaluation of the conditional purchase considerations totaling SEK 0.0 (-1.9) M.

The Addnode Group is one of the largest IT groups in the Nordic region. We are market leader in the Nordic region in IT solutions for design, construction and product lifecycle management for products and installations. The Addnode Group also has a strong market position in Sweden in case management systems for the public sector, municipal technical systems, geographic information systems, as well as a strong offering in the web area. The Addnode Group has approximately 800 employees and customers are from both private and public sectors. Net sales for 2012 amounted to SEK 1,365 M.

The information in this interim report is such that Addnode Group must disclose in accordance with the Swedish Securities and Clearing Operations Act and/or the Financial Instruments Trading Act. The information was released on 25 April 2013 at 11:00am.

# ADDNODE GROUP

## CEO's comments



### A market situation we learned to manage

We are putting behind us a quarter that was impacted by the financial crisis in Europe. It is a reality and a market situation that we learned to handle and in which to conduct business. In many cases, our niched offerings are operation-critical for our customers and our business model, with a large proportion of recurring revenue in the form of support and maintenance agreements, provides security in times like these.

Compared with the year-earlier period, net sales and earnings in the Addnode Group were mixed. Business Area Design Management reported strong growth of 14 percent and earnings at the same level as the year-earlier period. Sweden, Norway and Finland contributed to this growth in the business area and we secured several transactions that confirmed our strong market position. Business Area PLM, which was closed on a very strong note previous year, was impacted of protracted decision processes with customers for deploying new major projects. It has impacted sales and earnings, but the market is there. Business Area Process Management secured several new orders in the public sector and reported another stable quarter with high earnings.

The result in Business Area Content Management has been affected by a lower demand and that a customer has decided to insource a major application management operation.

### Digital e-management in the public sector

>> *The acquisition of Abou will provide access to a platform with more than 200 e-services.<<*

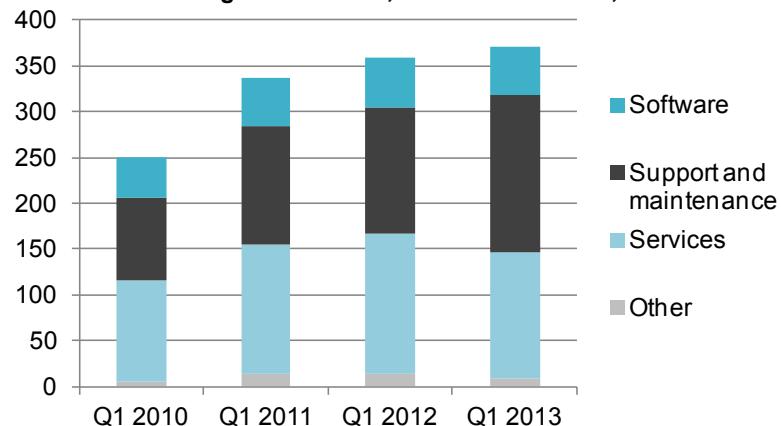
During the first quarter, we acquired Abou, which developed an e-service platform with more than 200 e-services. The acquisition will bring us closer to inhabitants in the municipalities, and will provide us with expertise and access to a platform to create e-services that are currently lacking in the Group. Abou is a key element in our vision to create a complete digital e-management in the public sector.

### Strong balance sheet and healthy cash flow

Our business model, with a large proportion of support and maintenance agreements, is a stable foundation as we step into a new year. With a strong balance sheet and healthy cash flow, we have substantial freedom to move our positions forward when the opportunity arises.

*Staffan Hanstorp, CEO and President*

### Growth and earnings distribution, Q1 2010 – Q1 2013, SEK M



# ADDNODE GROUP

## Significant events during the first quarter of 2013

### Acquisition of Abou

The Addnode Group has a strong offering to the public sector, primarily within the Business Area Process Management. The acquisition of Abou entails that the Addnode Group will become market leader in e-services in the municipal market. Abou has developed Sweden's leading e-service platform with more than 200 complete e-services within several areas. On the platform, municipalities will be able to expand with more and new e-services by themselves or with assistance from Abou. The concept has been highly successful and been selected by more than 40 municipalities in a short space of time. Abou has about 20 employees and sales in 2012 amounted to approximately SEK 23 M.

### Exclusive contract with ÅF

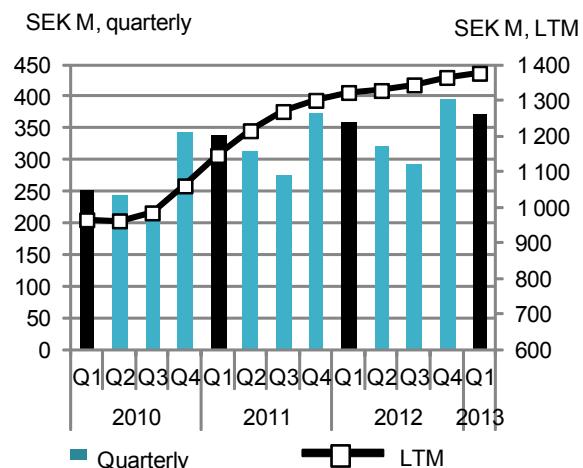
Addnode Group's subsidiary Cad-Q, which is the leading supplier of model and design-related IT, has renewed its strategic contract with ÅF, which, with its 6,800 employees, is a leading global engineering consulting company based in Europe. The contract is an exclusive agreement for Autodesk's product platform and includes software, license, training and services pertaining to CAD and BIM.

### Board of Directors' dividend proposal

The Board of Directors proposes an unchanged dividend of SEK 2.25 (2.25) per share.

# ADDNODE GROUP

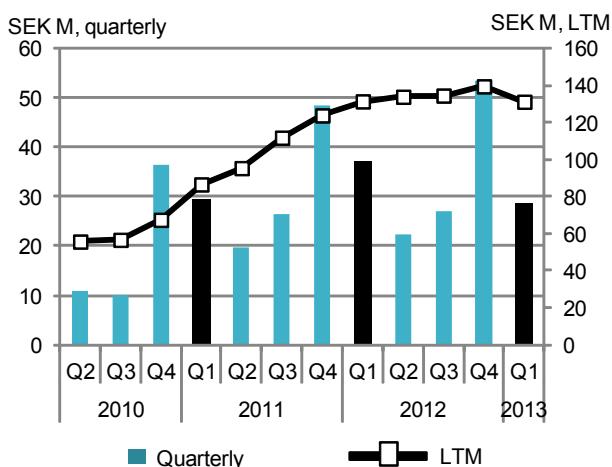
## Net sales, quarterly trend, SEK M



### Seasonal variations

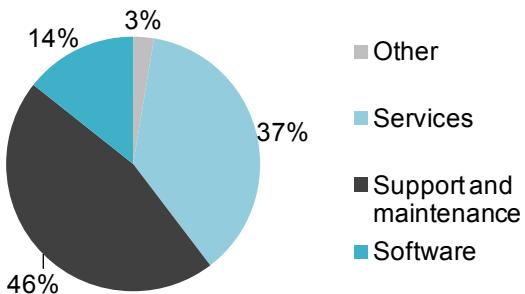
Addnode Group's operations are seasonal. The fourth quarter normally has the highest net sales, while the third quarter has the lowest.

## EBITA, quarterly trend, SEK M<sup>1)</sup>



- 1) Excluding capital gains and the revaluation of the purchase consideration.

## Net sales distributed by revenue type, Q1 2013



Addnode Group has a large proportion of recurring revenue in the form of support and maintenance agreements.

## Consolidated net sales and earnings

Refer also to the section "Net sales and EBITA in the business areas" on page 5 for additional comments on the trends for the business areas and the Group.

### First quarter of 2013

Net sales rose 3 percent to SEK 370.7 M (358.9). EBITA amounted to SEK 28.6 M (36.9), an EBITA margin of 7.7 percent (10.3). EBITA has been adjusted for the revaluation of the conditional purchase considerations totaling SEK 0.0 M (-1.9).

Software revenue amounted to SEK 53 M (54), revenue from support and maintenance agreements increased to SEK 170 M (137), revenue from services declined to SEK 138 M (152) and revenue from others amounted to SEK 10 M (16). Business Area Design Management reported strong growth of 14 percent and earnings on par with the year-earlier period. Business Area PLM Management, which closed 2012 on a very strong note, noted a more cautious attitude from customers to major new projects during the beginning of 2013. Business Area Process Management received several new transactions from the public sector and delivered another stable quarter with earnings at a high level. The result in Business Area Content Management has been affected by a lower demand and that a customer has decided to insource a major application management operation. Net financial items amounted to SEK 0.5 M (0.5). Tax recognized for the period amounted to an expense of SEK 5.7 M (expense: 8.0) and profit after tax amounted to SEK 18.1 M (23.0). Earnings per share after dilution amounted to SEK 0.64 (0.81).

# ADDNODE GROUP

## Net sales and EBITA for the business areas

Addnode Group's operations are organized in and controlled based on four business areas. For more information on each business area, refer to [www.addnodedgroup.com](http://www.addnodedgroup.com).

### Design Management

**IT solutions for creating and managing digital models and drawings. We build solutions for such operation-critical processes as design, product development, manufacture, technical documentation, publication and storage.**

In the first quarter, net sales rose 14 percent to SEK 176.8 M (155.5) and EBITA amounted to SEK 16.1 M (16.6), a margin of 9.1 percent (10.7). Compared with the year-earlier period, which was a historically strong quarter, the business area reported a favorable trend. Growth was due to strong demand from the offshore industry in Norway, and in the construction/property and manufacturing industries in Sweden. The Finnish market was stable and Denmark, which is the smallest unit in the business area, had a tougher market. During the quarter, an exclusive contract was signed with ÅF pertaining to software and services related to the Autodesk platform. The business area received new orders from such customers as ÅF, Midroc, Micasa, Elomatic and Skanska.

### Product Lifecycle Management

**Realization of a PLM strategy through IT solutions – from review of business processes, problem analysis and preparation/training of the organization, to system implementation, commissioning and maintenance.**

In the first quarter, net sales amounted to SEK 57.0 M (63.3) and EBITA amounted to SEK 2.7 M (4.4), a margin of 4.7 percent (7.0).

At the beginning of 2013, the business area noted a more cautious attitude from customers to new major projects, which impacted both net sales and earnings. Lower net sales were offset by cost efficiency and adequate execution of ongoing projects. A competency center has been established in India. The first project deliveries are in progress, and effort to build the team to work completely integrated with our US and European units is on schedule. The business area received new orders from such customers as Skanska, Outotec, Mölnlycke and Under Armour.

### Process Management

**Operation-critical systems for case management, municipal management, e-archives and geographic IT systems.**

In the first quarter, net sales rose 4 percent to SEK 100.4 M (96.4) and EBITA amounted to SEK 17.6 M (17.2), a margin of 17.5 percent (17.8). Demand for the products and services offered by the business area to the Swedish public sector remained favorable. The acquisition of Abou had a positive impact on both sales and earnings. The case management and e-archive offering to the public sector had favorable growth, with the capture of several highly competitive public procurements. The business area received new orders from such customers as the Åklagarmyndigheten, Försäkringskassan, Sundbybergs Stad och Stora Enso.

### Content Management

**Public websites, intranet and cooperation solutions, systems for e-commerce, customer-center solutions and cloud services.**

In the first quarter, net sales amounted to SEK 40.7 M (46.2) and EBITA was a negative SEK 1.0 M (5.2), a margin of -2.5 percent (11.3).

The trend in the business area was mixed during the quarter. IVR solutions had a good trend. The net sales and Result has been affected by a lower demand for the consulting offering and that a customer has decided to insource a major application management operation. The business area received new orders from such customers as Stena Line, Varbergs Kommun, Regeringskansliet och Holmen.

# ADDNODE GROUP

## Development of the business areas\*

Net sales, SEK M	2011 Q2	2011 Q3	2011 Q4	2012 Q1	2012 Q2	2012 Q3	2012 Q4	2013 Q1	LTM April 2012 - March 2013	Full year 2012
Design Mgt	115,9	115,7	151,9	155,5	127,6	124,3	165,6	176,8	594,3	573,0
PLM Mgt	65,4	51,8	70,8	63,3	61,1	52,1	72,6	57,0	242,8	249,1
Process Mgt	89,7	70,7	107,8	96,4	91,7	77,6	114,8	100,4	384,5	380,5
Content Mgt	45,7	39,0	45,4	46,2	43,6	40,4	45,4	40,7	170,1	175,6
Elim/central	-2,2	-1,5	-2,4	-2,5	-3,9	-3,1	-4,0	-4,2	-15,2	-13,5
Addnode Group	314,5	275,7	373,5	358,9	320,1	291,3	394,4	370,7	1 376,5	1 364,7

EBITA, MSEK	2011 Q2	2011 Q3	2011 Q4	2012 Q1	2012 Q2	2012 Q3	2012 Q4	2013 Q1	LTM April 2012 - March 2013	Full year 2012
Design Mgt	7,0	11,0	15,1	16,6	8,9	11,7	19,8	16,1	56,5	57,0
PLM Mgt	2,9	5,0	14,2	4,4	4,0	4,6	16,5	2,7	27,8	29,5
Process Mgt	12,9	13,2	21,7	17,2	14,0	13,9	23,5	17,6	69,0	68,6
Content Mgt	2,5	2,5	4,4	5,2	2,5	3,1	0,7	-1,0	5,3	11,5
Elim/central	-6,5	-5,2	-7,1	-6,5	-7,1	-6,2	-7,2	-6,8	-27,3	-27,0
Addnode Group	18,8	26,5	48,3	36,9	22,3	27,1	53,3	28,6	131,3	139,6

EBITA-margin, %	2011 Q2	2011 Q3	2011 Q4	2012 Q1	2012 Q2	2012 Q3	2012 Q4	2013 Q1	LTM April 2012 - March 2013	Full year 2012
Design Mgt	6,0%	9,5%	9,9%	10,7%	7,0%	9,4%	12,0%	9,1%	9,5%	9,9%
PLM Mgt	4,4%	9,7%	20,1%	7,0%	6,5%	8,8%	22,7%	4,7%	11,4%	11,8%
Process Mgt	14,4%	18,7%	20,1%	17,8%	15,3%	17,9%	20,5%	17,5%	17,9%	18,0%
Content Mgt	5,5%	6,4%	9,7%	11,3%	5,7%	7,7%	1,5%	-2,5%	3,1%	6,5%
Addnode Group	6,0%	9,6%	12,9%	10,3%	7,0%	9,3%	13,5%	7,7%	9,5%	10,2%

Average number of employees	2011 Q2	2011 Q3	2011 Q4	2012 Q1	2012 Q2	2012 Q3	2012 Q4	2013 Q1	Full year 2012
Design Mgt	184	216	211	215	217	226	229	236	224
PLM Mgt	151	139	140	138	139	138	144	149	140
Process Mgt	234	227	232	238	244	245	255	259	244
Content Mgt	180	178	177	175	166	179	174	173	175
Centralit	6	6	8	8	8	8	8	8	8
Addnode Group	755	766	768	774	774	796	810	825	791

\*EBITA and EBITA-margin reported in this section excluding capital gains and revaluation of conditional purchases considerations.

### Seasonal variations

Addnode Group's operations are seasonal. The fourth quarter is typically the strongest, while the third quarter is the weakest.

# ADDNODE GROUP

## Consolidated balance sheet and cash flow

### Liquidity, cash flow and financial position

The Group's cash and cash equivalents totaled SEK 155.0 M (132.3) on March 31, 2013. Cash flow from operating activities amounted to SEK 45.6 M (37.6) during the first quarter. Cash flow from investing activities for 2013 includes payments for proprietary software totaling SEK 4.9 M (3.1). The Group's interest-bearing liabilities on March 31, 2013 amounted to SEK 8.5 M (0.0) and the net interest-bearing assets and liabilities amounted to SEK 148.8 M (134.8). The equity/assets ratio on March 31, 2013 was 60 percent (59). The proposed dividend is anticipated to entail payment of SEK 63.5 M in May 2013. The Parent Company has an existing agreement for a credit facility amounting to SEK 100 M.

### Investments

Investments in intangible and tangible fixed assets amounted to SEK 7.3 M (9.0), of which SEK 4.9 M (3.1) pertained to proprietary software and SEK 2.4 M (5.9) pertained to equipment.

### Goodwill and other intangible assets

The consolidated carrying amount of goodwill on March 31, 2013 amounted to SEK 625.5 M (594.0). The carrying amount on brands totaled SEK 12.7 M (12.9). Other intangible assets amounted to SEK 72.6 M (67.8) and pertained primarily to customer agreements and software.

### Deferred tax assets

Total recognized deferred tax assets on March 31, 2013 amounted to SEK 39.8 M, of which SEK 33.3 M pertained to tax loss carryforwards. On March 31, 2013, the Group's accumulated loss carryforwards amounted to approximately SEK 165 M. The deferred tax assets attributable to loss carryforwards are recognized as assets insofar as it is probable that the loss carryforwards will be deductible against surpluses in future taxation.

### Shareholders' equity and number of shares

Shareholders' equity on March 31, 2013 amounted to SEK 807.9 M (793.8), corresponding to SEK 28.60 (28.16) per share outstanding. As partial liquidity for the shares in Abou AB, a new share issue was implemented at the beginning of March 2013 for 97,108 Series B shares directed at sellers. The decision about the new share issue was made by the Board of Directors supported by authorization by the Annual General Meeting on May 3, 2012. The changes in the number of shares outstanding and shareholders' equity are shown on page 12. The Board has proposed that the Annual General Meeting on May 7, 2013 resolve a dividend totaling SEK 63.5 M. The

Annual General Meeting on May 4, 2011 resolved to implement a share-savings program for all Group employees, which is described in more detail in Note 4 in the 2012 Annual Report. On March 31, 2013, there were no other outstanding share-savings, options or convertible programs.

### Provisions

Provisions, which in the consolidated balance sheet are included among long-term and current liabilities, amounted to SEK 36.2 M on March 31, 2013, of which SEK 33.5 M pertained to estimated conditional purchase considerations for implemented company and business acquisitions. The provisions for estimated conditional purchase considerations increased by SEK 10.0 M in connection with company acquisition in 2013. During the second and third quarters of 2013, the payment of conditional purchase considerations is expected to amount to approximately SEK 22 M.

### Employees

During the first quarter of 2013, the average number of employees in the Group was 825 (774). At the end of the period, the number of employees was 883 (849).

### Information concerning acquisition of subsidiaries

On March 31, 2013, an agreement was signed to acquire all shares in Abou AB, with transfer on the same date. During 2012, the company had net sales of SEK 23 M and 20 employees. The company's operations focus on e-services for municipalities and are based on a platform with more than 200 complete e-services. The acquisition entails that Business Area Process Management's offering to the municipal market will be supplemented and expanded with respect to products and services, and that the synergy effects could be achieved with the Group's existing operation. According to the preliminary acquisition analysis, goodwill and other acquisition-related intangible assets arising through the acquisition are estimated to amount to about SEK 40 M. Other acquired assets and liabilities pertain primarily to accounts receivable, cash and cash equivalents and deferred income. During the first quarter of 2013, the acquisition had no significant impact on the Addnode Group's net sales and earnings after tax. Had the acquisition been implemented on January 1, 2013, the Group's net sales for the first quarter of 2013 could have amounted to approximately SEK 376 M and profit after tax to about SEK 19 M. Costs totaling SEK 0.2 M for the implementation of the acquisition are included in the Group's other external expenses for 2013.

# ADDNODE GROUP

## Information about financial instruments

The Group's risk exposure pertaining to financial instruments is relatively limited. No financial assets or liabilities are recognized at a value that considerably deviates from the fair value. Further descriptions are available in Notes 20 and 21 in the 2012 Annual Report. During 2013, there were no transfers between the hierarchy levels for fair value according to IFRS 13. Foreign-exchange forward contracts are used to a certain extent to secure amounts for future payment flows in foreign currencies. Outstanding foreign-exchange forward contracts relate to level two in the hierarchy for fair value according to IFRS 13. On March 31, 2013, unrealized exchange-rate gains on outstanding foreign-exchange forward contracts amounted to SEK 0.4 M (0.5) and is included in the balance item current receivables in the consolidated balance sheet.

Recognized value on financial instruments attributable to level three in the hierarchy for fair value according to IFRS 13 amounted to SEK 0.7 M (0.7) on March 31, 2013 and pertained to long-term securities holdings. There were no changes to the securities holdings or values during 2013.

## Parent Company

Net sales for the first quarter of 2013 amounted to SEK 0.0 M (0.1). Loss before tax was SEK 5.6 M (loss: 6.8). Cash and cash equivalents on March 31, 2013 amounted to SEK 95.5 M (72.7). Investment pertaining to shares in subsidiaries amounted to SEK 43.9 M. No significant investments occurred in intangible or tangible fixed assets. At the beginning of March 2013, a new share issue was implemented totaling 97,108 Series B shares directed to the seller of Abou AB. The provision for the estimated conditional purchase considerations increased by SEK 10.0 M in connection with company acquisitions in 2013. During the second and third quarters of 2013, payment of conditional purchase considerations is anticipated to amount to approximately SEK 21 M. The proposed dividend is estimated to entail payment of SEK 63.5 M in May 2013. The Parent Company has an existing agreement for a credit facility amounting to SEK 100 M.

## Accounting policies

This interim report has been prepared in accordance with IAS 34 Interim Financial Reporting. The consolidated accounts have been prepared in compliance with the International Financial Reporting Standards, IFRS, as adopted by the EU and with the Swedish Annual Accounts Act. The Parent Company's accounts have been prepared in accordance with the Annual Accounts Act and recommendation RFR 2 Accounting for Legal Entities.

From 2013 the amended version of IAS 1 Presentation of Financial Statements is applied, which mainly means that items in the consolidated statement of comprehensive income should be divided into two groups based on whether the records may be reclassified to the profit or not. Furthermore, IFRS 13 Fair value and amended version of IAS 34 Interim Reports, which among other things, increased disclosure requirements for financial instruments in interim reports is applied. Additional new standards, amendments and interpretations of existing standards that gained legal force in 2013 had no impact on the Group's financial position or financial reports. The accounting policies and calculation methods are unchanged compared with the description in the 2012 Annual Report.

## Significant risks and uncertainties

Addnode Group's significant risks and uncertainties are described in the 2012 Annual Report on pages 24-25 and in the section "Risks and uncertainties" on pages 33-34, as well as in Note 37 and Note 38 on pages 65-67. No significant changes have subsequently occurred.

## Future outlook

The Board has not changed its assessment of the future outlook compared with the previous quarter. In the year-end report for 2012, the Board submitted the following future outlook:

In the long-term, the areas in which the Addnode Group is active are deemed to have a strong underlying potential. The Addnode Group's growth strategy is for organic growth and to contribute new supplementary offerings and additional expertise through the acquisition of new operations. The policy of not issuing a forecast stands firm.

Stockholm, April 25, 2013

Board of Directors

This interim report has not been audited.

# ADDNODE GROUP

## The largest owners 31 March 2013

Owners	Capital, %	Votes, %
Vidinova 1)	26,1	28,1
Aretro Capital 2)	13,5	24,8
Robur fonder	7,3	5,5
Avanza Pension	4,1	3,1
PSG Small Cap	3,3	2,5
Länsförsäkringar Småbolagsfond	3,0	2,2
Fjärde AP-fonden	2,5	1,9
Multiple Choice Företagsservice	0,3	1,8
Addnode Group, eget innehav	2,3	1,8
Öhman Fonder	2,2	1,7
Övriga aktieägare	35,7	26,9
<b>Total summa</b>	<b>100,0</b>	<b>100,0</b>

1) Board member Dick Hasselström is the majority owner of Vidinova.  
 2) Aretro Capital is jointly owned by Staffan Hanstorp, Addnode Group's CEO, and Jonas Gejer, Head of Business Area Product Lifecycle Management.

## Financial objectives

### Growth

**20%**

Annual sales growth of at least 20 percent.

### Performance

**10%**

An operating margin before depreciation, amortization and impairment loss of intangible assets (EBITA margin) of at least 10 percent.

### Dividend policy

**50%**

At least 50 percent of consolidated earnings after tax will be distributed to shareholders, provided that net cash is sufficient for running and developing operations.

## For further information, please contact:

Staffan Hanstorp  
 CEO and President  
 Tel: +46 733 772 430  
 E-post: [staffan.hanstorp@addnodedgroup.com](mailto:staffan.hanstorp@addnodedgroup.com)

Johan Andersson  
 Corporate Head of Communications  
 Tel: +46 704 205 831  
 E-post: [johan.andersson@addnodedgroup.com](mailto:johan.andersson@addnodedgroup.com)

Addnode Group AB (publ), org no 556291-3185  
 Hudiksvallsgatan 4 B  
 113 30 Stockholm  
 Tel: +46 8 506 66 210  
[www.addnodedgroup.com](http://www.addnodedgroup.com)

## Addnode Group

Addnode Group is one of the largest Nordic IT Groups. We are the market leader in the Nordic region in IT solutions for design, engineering and product lifecycle management for products and systems. The Addnode Group also has a strong market position in Sweden in case management systems to the public sector, municipal engineering systems, geographical information systems and a strong web offering. The business is organized into four business areas and operates under several brands. The Addnode Group has over 800 employees and customers are from both the private and public sectors. Net sales in 2012 amounted to SEK 1,365 M. Addnode Group's Series B share is listed on NASDAQ OMX Nordic Small Cap.

## Financial agenda

AGM 2013  
*7 May 2013*

Interim Report, first six months 2013  
*19 July 2013*

Nine Month Report 2013  
*25 October 2013*

# ADDNODE GROUP

## CONSOLIDATED INCOME STATEMENT

(SEK M)	2013	2012	2012
Net sales	370,7	358,9	1 364,7
<b>Operating costs:</b>			
Purchases of goods and services	-125,3	-117,6	-421,6
Other external costs	-42,4	-39,1	-168,5
Personnel costs	-176,2	-165,6	-637,5
Capitalized work performed by the company for its own use	4,9	3,1	14,3
Revaluation of conditional purchase price		-1,9	-1,9
Depreciation and write-downs of			
- tangible fixed assets	-3,1	-2,8	-11,8
- intangible fixed assets	-5,3	-4,5	-20,0
<b>Total operating costs</b>	<b>-347,4</b>	<b>-328,4</b>	<b>-1 247,0</b>
<b>Operating profit</b>	<b>23,3</b>	<b>30,5</b>	<b>117,7</b>
Financial income	0,6	0,6	2,1
Financial expenses	-0,1	-0,1	-0,6
<b>Profit before taxes</b>	<b>23,8</b>	<b>31,0</b>	<b>119,2</b>
Current tax	-2,9	-4,8	-15,0
Deferred tax	-2,8	-3,2	-17,4
<b>NET PROFIT FOR THE PERIOD</b>	<b>18,1</b>	<b>23,0</b>	<b>86,8</b>
<b>Attributable to:</b>			
Shareholders of the Parent company	18,1	22,9	86,5
Minority share	0,0	0,1	0,3
Earnings per share before dilution, SEK	0,64	0,81	3,07
Earnings per share after dilution, SEK	0,64	0,81	3,06
Average number of outstanding shares:			
Before dilution, millions	28,2	28,1	28,1
After dilution, millions	28,3	28,2	28,3

## STATEMENT OF CONSOLIDATED COMPREHENSIVE INCOME

(SEK M)	Jan - March		Full-year
	2013	2012	2012
Net profit for the period	18,1	23,0	86,8
<b>Other comprehensive income, items which may be reclassified to the consolidated income statement:</b>			
Translation differences on consolidation	-7,3	-1,1	-4,5
Cash flow hedges	-0,1	-0,1	-0,1
<b>Total other comprehensive income after tax for the period</b>	<b>-7,4</b>	<b>-1,2</b>	<b>-4,6</b>
<b>COMPREHENSIVE INCOME FOR THE PERIOD</b>	<b>10,7</b>	<b>21,8</b>	<b>82,2</b>
<b>Attributable to:</b>			
Shareholders of the Parent company	10,7	21,7	81,9
Minority share	0,0	0,1	0,3

# ADDNODE GROUP

## CONSOLIDATED BALANCE SHEET

(SEK M)	March 31, 2013	March 31, 2012	Dec 31, 2012
Goodwill	625,5	555,8	594,0
Trademarks	12,7	12,8	12,9
Other intangible fixed assets	72,6	62,2	67,8
Tangible fixed assets	28,4	27,6	29,2
Financial fixed assets	44,7	70,8	48,3
Inventories	1,2	1,7	1,2
Current receivables	411,3	330,0	450,9
Cash and cash equivalents	155,0	177,0	132,3
<b>TOTAL ASSETS</b>	<b>1 351,4</b>	<b>1 237,9</b>	<b>1 336,6</b>
Shareholders' equity	807,9	794,9	793,8
Long-term liabilities	46,7	41,5	31,5
Current liabilities	496,8	401,5	511,3
<b>TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES</b>	<b>1 351,4</b>	<b>1 237,9</b>	<b>1 336,6</b>
Interest-bearing receivables amount to	2,3	2,9	2,5
Interest-bearing liabilities amount to	8,5	0,1	0,0
Pledged assets	4,3	7,2	4,5
Contingent liabilities	-	-	-

# ADDNODE GROUP

## SHAREHOLDERS' EQUITY AND NUMBER OF SHARES

	Jan - March	Full- year
	2013	2012
<b>Specification of changes in shareholders' equity</b>		
<b>SHAREHOLDERS' EQUITY</b>		
Shareholders' equity, opening balance	793,8	772,8
New share issue	4,3	
Issue expenses	-0,1	
Dividend		-63,3
Acquisition of shares from minority interest	-1,4	
Incentive program	0,6	0,3
Comprehensive income for the period	10,7	21,8
<b>Shareholders' equity, closing balance</b>	<b>807,9</b>	<b>794,9</b>
<b>Shareholders' equity attributable to:</b>		
Shareholders of the Parent company	807,6	793,8
Minority interest	0,3	1,1
<b>Specification of number of shares outstanding, millions</b>		
Number of outstanding shares, opening balance	28,1	28,1
New share issue	0,1	
<b>Number of outstanding shares, closing balance</b>	<b>28,2</b>	<b>28,1</b>

The number of registered shares was 28,916,740 on March 31, 2013 and 28,819,632 on December 31, 2012. During the first quarter of 2013, 97,108 B-shares have been issued in connection with the acquisition of Abou. Addnode Group's holdings of own shares was in total 674,224 C-shares on both March 31, 2013 and December 31, 2012. The number of outstanding shares was 28,242,516 on March 31, 2013 and 28,145,408 on December 31, 2012.

# ADDNODE GROUP

## CONSOLIDATED CASH FLOW STATEMENT

(SEK M)	Jan - March		Full- year
	2013	2012	2012
<b>Current operations</b>			
Operating profit	23,3	30,5	117,7
Adjustment for items not included in cash flow	11,1	10,5	37,1
<b>Total</b>	<b>34,4</b>	<b>41,0</b>	<b>154,8</b>
Net financial items	0,4	0,5	1,4
Tax paid, etc.	-6,1	-6,9	-10,5
<b>Cash flow from current operations before changes in working capital</b>	<b>28,7</b>	<b>34,6</b>	<b>145,7</b>
Total changes in working capital	16,9	3,0	-28,6
<b>Cash flow from current operations</b>	<b>45,6</b>	<b>37,6</b>	<b>117,1</b>
Cash flow from investing activities <sup>1)</sup>	-20,0	-13,6	-73,1
Cash flow from financing activities <sup>2)</sup>	0,0	-0,1	-63,5
<b>Change in cash and cash equivalents</b>	<b>25,6</b>	<b>23,9</b>	<b>-19,5</b>
Cash and cash equivalents, opening balance	132,3	153,3	153,3
Exchange-rate difference in cash and cash equivalents	-2,9	-0,2	-1,5
<b>Cash and cash equivalents, closing balance</b>	<b>155,0</b>	<b>177,0</b>	<b>132,3</b>
<b>1) Specification of investing activities:</b>			
Acquisition and sales of intangible and tangible fixed assets	-7,0	-8,2	-29,6
Acquisition of subsidiaries and operations	-19,0	-5,4	-56,8
Cash and cash equivalents in acquired companies	6,0		13,3
<b>Total</b>	<b>-20,0</b>	<b>-13,6</b>	<b>-73,1</b>
<b>2) Specification av financing activities:</b>			
Paid dividend			-63,3
Amortization of debts		-0,1	-0,2
<b>Total</b>	<b>0,0</b>	<b>-0,1</b>	<b>-63,5</b>

# ADDNODE GROUP

KEY FIGURES	Jan - March		Full-year
	2013	2012	2012
Net sales, SEK M	370,7	358,9	1 364,7
Average number of employees	825	774	791
Net sales per employee, SEK 000s	449	464	1 725
Change in net sales, %	3	7	5
EBITA margin, %	7,7	9,8	10,1
Operating margin, %	6,3	8,5	8,6
Profit margin, %	6,4	8,6	8,7
Equity/assets ratio, %	60	64	59
Acid-test ratio, %	114	126	114
Shareholders' equity, SEK M	807,9	794,9	793,8
Return on shareholders' equity, % *	2,3	2,9	11,3
Return on capital employed, % *	3,0	4,0	15,5
Net liabilities, SEK M	-148,8	179,8	-134,8
Debt/equity ratio, multiple	0,04	0,04	0,03
Interest coverage ratio, multiple	1 135,9	938,8	431,3
Percentage of risk-bearing capital, %	60	65	60
Investments in equipment, SEK M	2,4	5,9	17,7

\*Key figures for the various interim periods have not been adjusted to return on an annual basis.

## SHARE DATA

Average number of outstanding shares after dilution, millions	28,3	28,2	28,3
Total number of outstanding shares, millions	28,2	28,1	28,1
Total number of registered shares, millions	28,9	28,8	28,8
Earnings per share after dilution, SEK	0,64	0,81	3,06
Shareholders' equity per share, SEK	28,60	28,20	28,16
Dividend per share, SEK	-	-	2,25
Stock-market price at end of period, SEK	43,00	35,80	36,50
P/E ratio	-	-	12
Share price/shareholders' equity	1,50	1,27	1,30

1) According to proposal from the board.

# ADDNODE GROUP

## RÖRELSESEGMENT

The figures below refer to the first quarter of each full-year.

(SEK M)	DESIGN MGT		PLM MGT		PROCESS MGT		CONTENT MGT		CENTRAL		ELIM / OTHER <sup>1)</sup>		ADDNODE GROUP		
	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012	2013	2012	
<b>REVENUE</b>															
External sales	176,4	155,3	57,0	63,3	100,2	96,1	37,0	44,0	0,1	0,2				370,7	358,9
Transactions between segments	0,4	0,2			0,2	0,3	3,7	2,2	0,7	0,7	-5,0	-3,4	0,0	0,0	
Total revenue	176,8	155,5	57,0	63,3	100,4	96,4	40,7	46,2	0,8	0,9	-5,0	-3,4	370,7	358,9	
EBITA	16,1	16,6	2,7	4,4	17,6	17,2	-1,0	5,2	-6,8	-6,5	0,0	-1,9	28,6	35,0	
EBITA margin	9,1%	10,7%	4,7%	7,0%	17,5%	17,8%	-2,5%	11,3%					7,7%	9,8%	
Operating profit	14,1	15,0	1,9	3,5	15,8	15,7	-1,7	4,7	-6,8	-6,5	0,0	-1,9	23,3	30,5	
Operating margin	8,0%	9,6%	3,3%	5,5%	15,7%	16,3%	-4,2%	10,2%					6,3%	8,5%	
Average number of employees	236	215	149	138	259	238	173	175	8	8			825	774	

1) The column "Elim / Other" regarding 2012 above includes a result, SEK -1.9 M, regarding revaluation of conditional purchase price for acquired companies.

Addnode Group's operations are organized and managed based on the business areas Design Management, Product Lifecycle Management (PLM), Process Management and Content Management, which are the Group's operating segments. There have been no changes in the segment division or calculation of segment results since the most recently published Annual Report. Segments are reported according to the same accounting principles as the Group. The difference between the sum of the segments' operating income and consolidated income before tax is, beside the items in the column "Elim / Other" above, attributable to financial income of SEK 0.6 M (0.6) and financial expenses of SEK -0.1 M (-0.1). There have been no significant changes in the segments' assets, compared to the information in the most recent annual report.

## QUARTERLY FINANCIAL OVERVIEW

(SEK M)	2013 Q1	2012					2011				
		Total	Q4	Q3	Q2	Q1	Total	Q4	Q3	Q2	Q1
Net sales	370,7	<b>1 364,7</b>	394,4	291,3	320,1	358,9	<b>1 300,4</b>	373,5	275,7	314,5	336,7
EBITA	28,6	<b>137,7</b>	53,3	27,1	22,3	35,0	<b>137,3</b>	42,3	46,0	19,7	29,3
Operating profit	23,3	<b>117,7</b>	47,8	22,0	17,4	30,5	<b>119,6</b>	38,0	41,5	15,3	24,8
Profit before taxes	23,8	<b>119,2</b>	47,8	22,4	18,0	31,0	<b>121,0</b>	38,4	42,5	15,2	24,9
Profit after taxes	18,1	<b>86,8</b>	33,3	16,9	13,6	23,0	<b>105,9</b>	31,2	38,9	14,1	21,7
EBITA margin	7,7%	<b>10,1%</b>	13,5%	9,3%	7,0%	9,8%	<b>10,6%</b>	11,3%	16,7%	6,3%	8,7%
Operating margin	6,3%	<b>8,6%</b>	12,1%	7,6%	5,4%	8,5%	<b>9,2%</b>	10,2%	15,1%	4,9%	7,4%
Cash flow from current operations	45,6	<b>117,1</b>	68,2	-10,7	22,0	37,6	<b>143,9</b>	54,1	3,7	20,9	65,2
Average number of employees	825	<b>791</b>	810	796	774	774	<b>758</b>	768	766	755	741

# ADDNODE GROUP

## PARENT COMPANY INCOME STATEMENT

(SEK M)	Jan - March		Full-year 2012
	2013	2012	
Net sales	0,0	0,1	5,3
Operating expenses	-6,7	-6,8	-26,6
<b><i>Operating result</i></b>	<b>-6,7</b>	<b>-6,7</b>	<b>-21,3</b>
Financial income	1,6	0,7	142,6
Financial expenses	-0,5	-0,8	-2,5
<b><i>Profit before taxes</i></b>	<b>-5,6</b>	<b>-6,8</b>	<b>118,8</b>
Tax	0,0	0,0	-16,9
<b>NET PROFIT FOR THE PERIOD</b>	<b>-5,6</b>	<b>-6,8</b>	<b>101,9</b>

## PARENT COMPANY BALANCE SHEET

(SEK M)	March 31, 2013	March 31, 2012	Dec 31, 2012
Tangible fixed assets	0,0	0,0	0,0
Financial fixed assets	874,9	770,4	830,6
Current receivables	76,1	42,9	107,4
Cash and cash equivalents	95,5	110,3	72,7
<b>TOTAL ASSETS</b>	<b>1 046,5</b>	<b>923,6</b>	<b>1 010,7</b>
Shareholders' equity	767,8	721,5	768,7
Provisions	31,8	21,3	22,1
Long-term liabilities	8,7	0,0	4,6
Current liabilities	238,2	180,8	215,3
<b>TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES</b>	<b>1 046,5</b>	<b>923,6</b>	<b>1 010,7</b>

# ADDNODE GROUP

## DEFINITIONS

**Average number of employees**

Average number of full-time employees during the period.

**Shareholder's equity**

Reported shareholders' equity plus untaxed reserves less deferred tax at current tax rate.

**Capital employed**

Total assets less non-interest-bearing liabilities and non-interest-bearing provisions including deferred tax liabilities.

**Net sales per employee**

Net sales divided by the average number of full-time employees.

**EBITA**

Profit before depreciation/amortization and impairment of intangible assets.

**EBITA margin**

EBITA as a %-age of net sales.

**Operating margin**

Operating profit as a %-age of net sales.

**Profit margin**

Profit before tax as a %-age of net sales.

**Return on shareholder's equity**

Net profit for the period attributable to the parent company's shareholders' as a %-age of the average shareholders' equity.

**Return on capital employed**

Profit before tax plus financial expenses as a %-age of the average capital employed.

**Equity/assets ratio**

Shareholders' equity (including shareholder's equity related to non-controlling interest) as a %-age of total assets.

**Acid test ratio**

Current assets excluding inventory as a %-age of current liabilities.

**Net liabilities**

Interest-bearing liabilities less cash and cash equivalents and other interest-bearing receivables.

A negative net liability, according to this definition, means that cash and cash equivalents and other interest-bearing financial assets exceed interest-bearing liabilities.

**Debt/equity ratio**

Total amount of interest-bearing long-term and current liabilities and deferred tax liability in relation to shareholders' equity.

**Interest coverage ratio**

Profit before tax plus interest expenses as a %-age of interest expense.

**%-age of risk-bearing capital**

Reported shareholders' equity (including shareholder's equity related to non-controlling interest) and deferred tax liability in untaxed reserves as a %-age of total assets.

**Earnings per share**

Net profit for the period attributable to the parent company's shareholders' divided by the average number of shares outstanding.

**Shareholder's equity per share**

Shareholders' equity attributable to the parent company's shareholders' divided by the number of shares outstanding.

**P/E ratio**

Share price in relation to profit per share.

**Share price/shareholder's equity**

Share price in relation to shareholders' equity per share.

**LTM (Last Twelve Month)**

Outcpome for the latest twelve month period