

Growth, healthy  
earnings and  
cash flow



Year-End  
Report  
2014

ADDNODE GROUP

# Agenda

- Summary of Q4
- Financial performance
- The operation
- Acquisitions

# Summary, Q4 2014

- Net sales amounted to SEK 461.4 M (433.5), up 6 percent.
- EBITA rose to SEK 63.4 M (57.6), an EBITA margin of 13.7 percent (13.3).<sup>1)</sup>
- 46 percent of Net Sales from recurring revenue.
- Earnings per share increased to 1.61 (1.15).
  
- Renewed agreement with Statoil – order value of SEK 90 M over a three-year period.
- Acquisition of 37 percent of Kompanion – SaaS planning tool for home-help service.
- Addnode Group received award for best annual report.
- The Board of Directors proposes unchanged dividend of SEK 2.25 (2.25) per share.
- Addnode Group signed an acquisition loan facility for SEK 200 M.

1) Excluding evaluation of conditional purchase considerations of SEK 34.3 M (0.0) and non-recurring costs of SEK 0.0 M (3.7) for organizational changes.

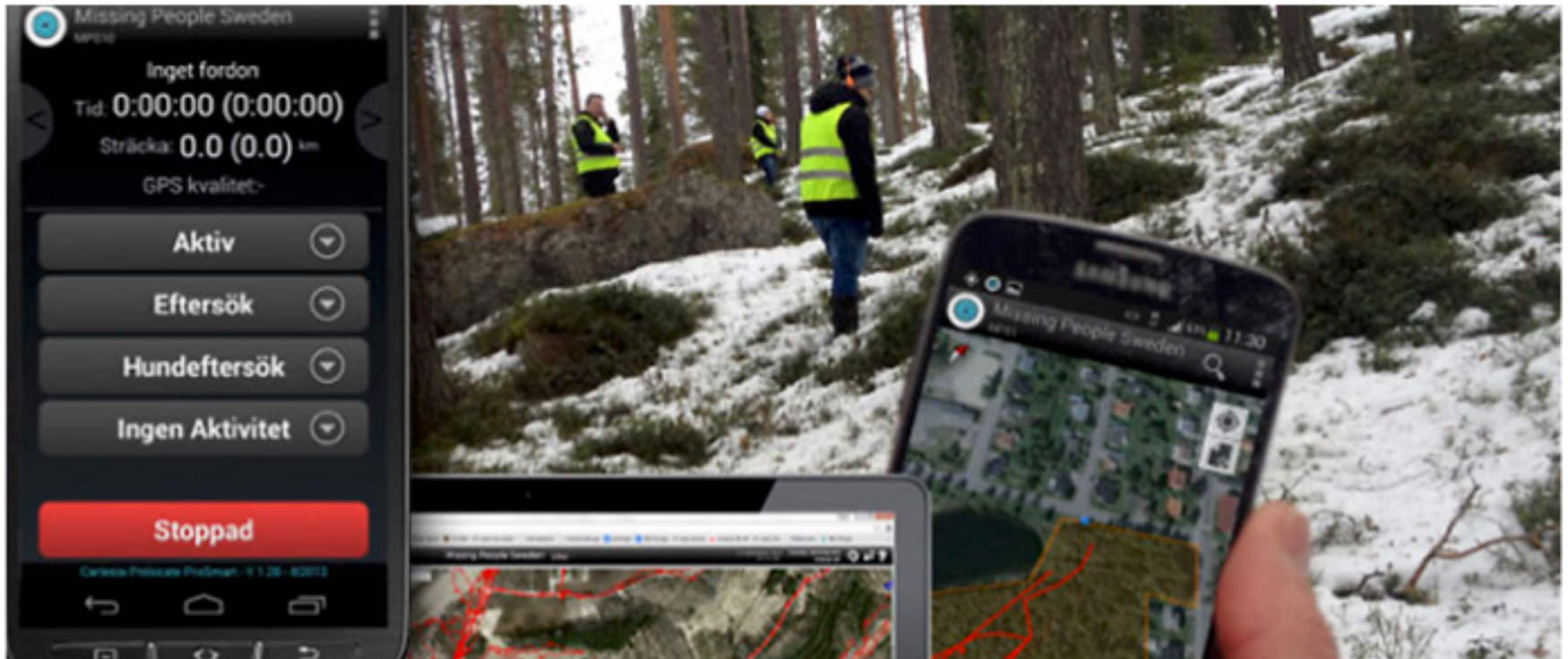
# Jula enters a strategic PLM partnership with Technia to facilitate growth

Jula's PLM solution will be based on the 3DEXPERIENCE Platform from Dassault Systèmes, and will enable Jula to create conditions for further expansion and an enhanced range of products.



# Missing People Sweden finds more with smart apps from Cartesia

Cartesia and Missing People Sweden has signed a multi-year cooperation agreement. Missing People Sweden will with this cooperation access the product ProSmart free of charge, which means that thousands of seekers now can be equipped with mapping and positioning systems in their smart phones.



# Dynamic Code selects DNA-system from Ida Infront for handling case flows

Ida Infront has received an order from Linköping company Dynamic Code to handle their case flows for DNA-analysis. This includes the so-called LIMS system integrations, case management, and analyzes within kinship determination and consumer testing.



# Financial performance, Q4 2014

ADDNODE GROUP

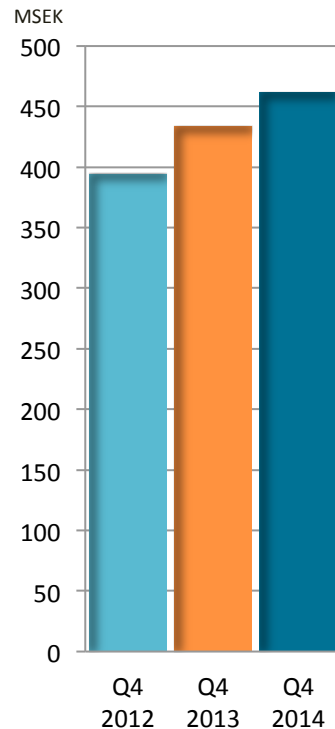


# Q4 2014

- Growth, strong earnings and cash flow

## Net Sales

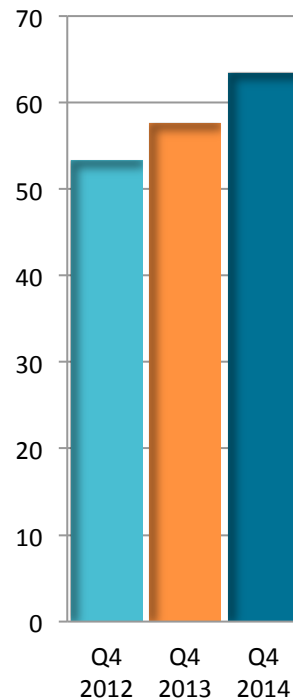
+ 6 percent



## EBITA\*

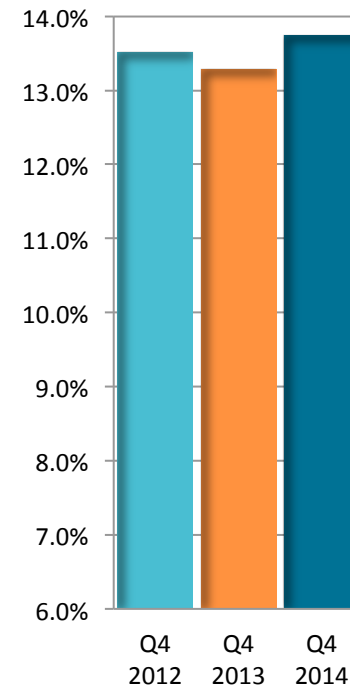
+10.1 percent

MSEK



## EBITA-margin

13.7 percent

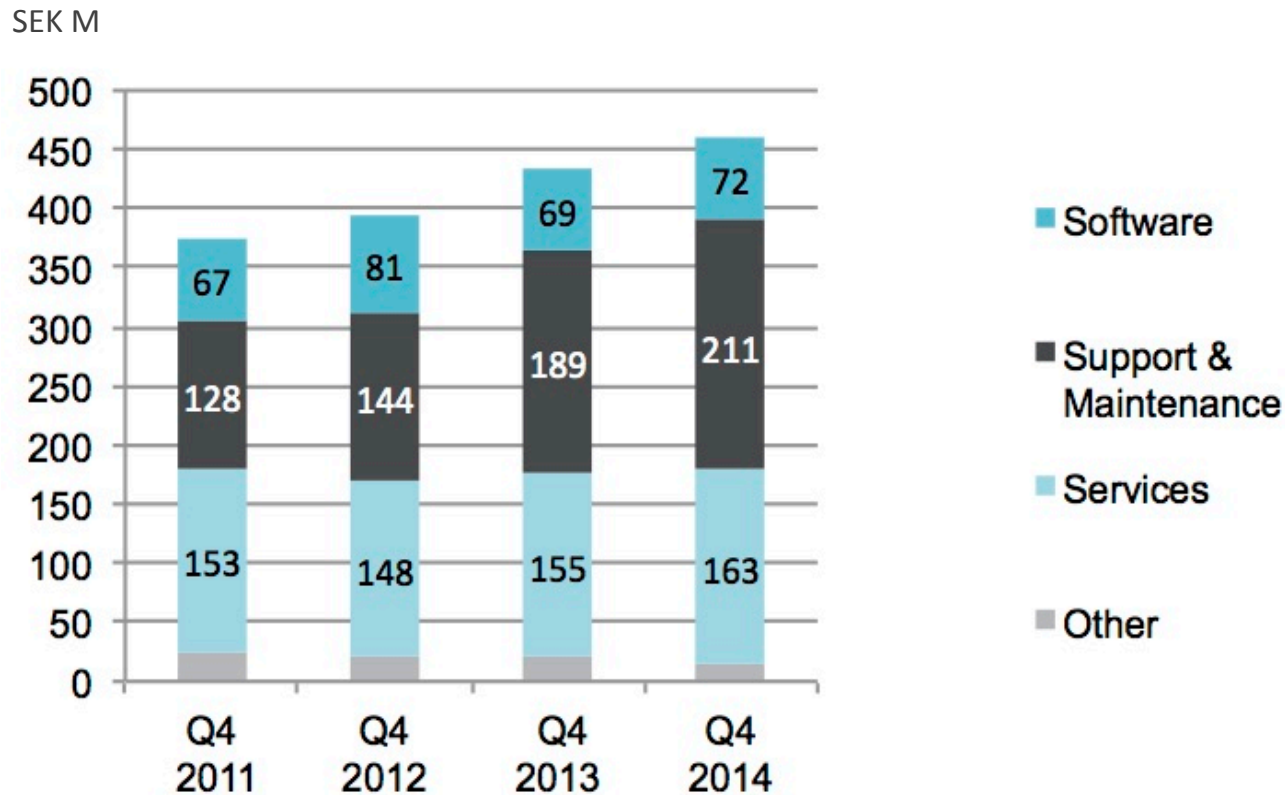


\*Excluding capital gains and revaluation of the conditional purchase considerations and non-recurring costs associated with management changes.



# Net sales

Growth & earnings distribution, Q4 2011 – Q4 2014



# Addnode Group, Q4 and full year

Changes in Net Sales

11%

Increase in result per share

54%

	Q4 2014	Q4 2013	Full year 2014	Full year 2013
Net sales	461.4	433.5	1 598.6	1 443.5
Growth	6%	10%	11%	6%
EBITA	63.4	57.6	159.0 <sup>3)</sup>	120.1
EBITA-margin	13.7%	13.3% <sup>1)</sup>	9.9%	8.3% <sup>2)</sup>
Average number of employees	885	901	890	859

1) Excluding non-recurring costs of SEK 3.7 M

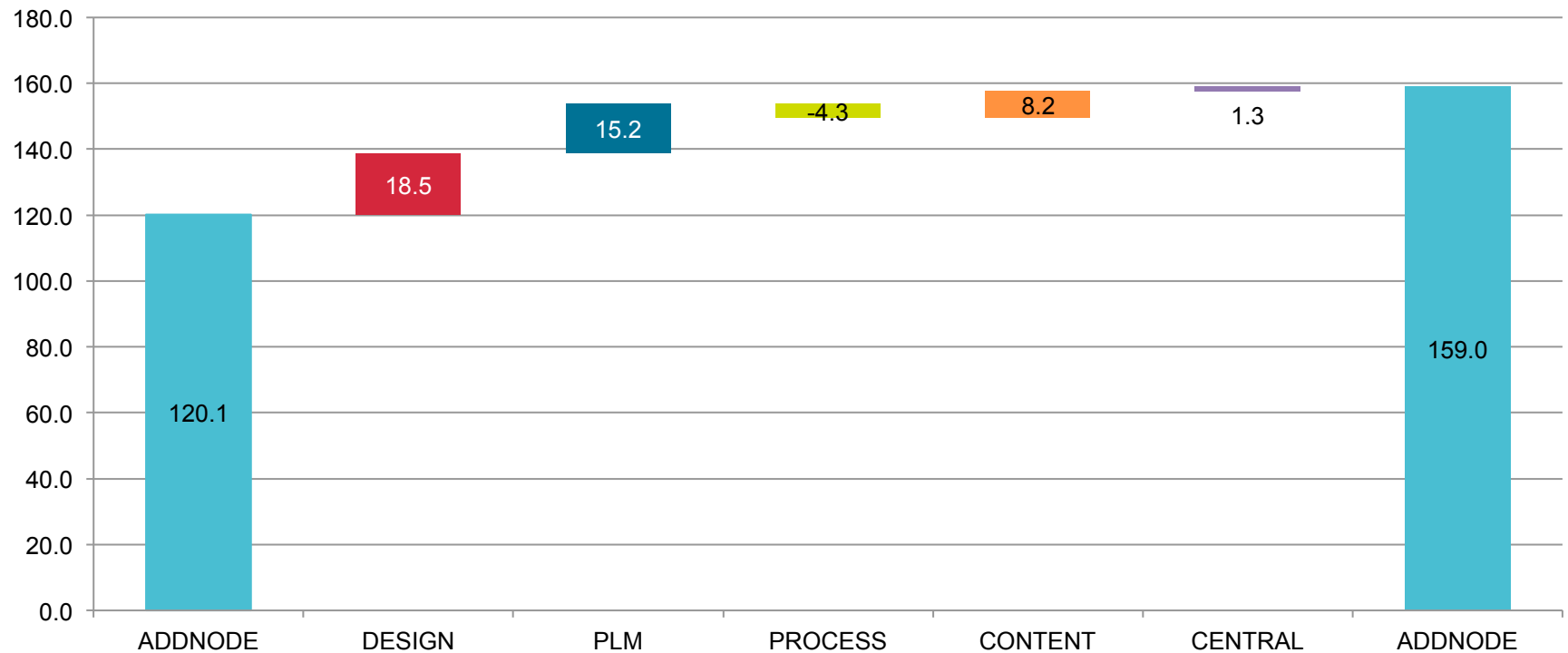
2) Excluding non-recurring costs of SEK 9.2 (0.0) M and non-recurring costs of SEK 0.2 (1.9) M.

3) Excluding costs revaluation of conditional purchase considerations of SEK 34.3 M (0.2) and non-recurring costs of SEK 0.0 M (9.2) for organizational changes.

# Changes in EBITA

## 2014 vs 2013

SEK M



# Strong balance sheet and cash flow

SEK **72**<sub>M</sub>

Cash  
2014-12-31

SEK **153**<sub>M</sub>

Cash flow from  
operating activities  
Jan – Dec 2014

SEK **33**<sub>M</sub>

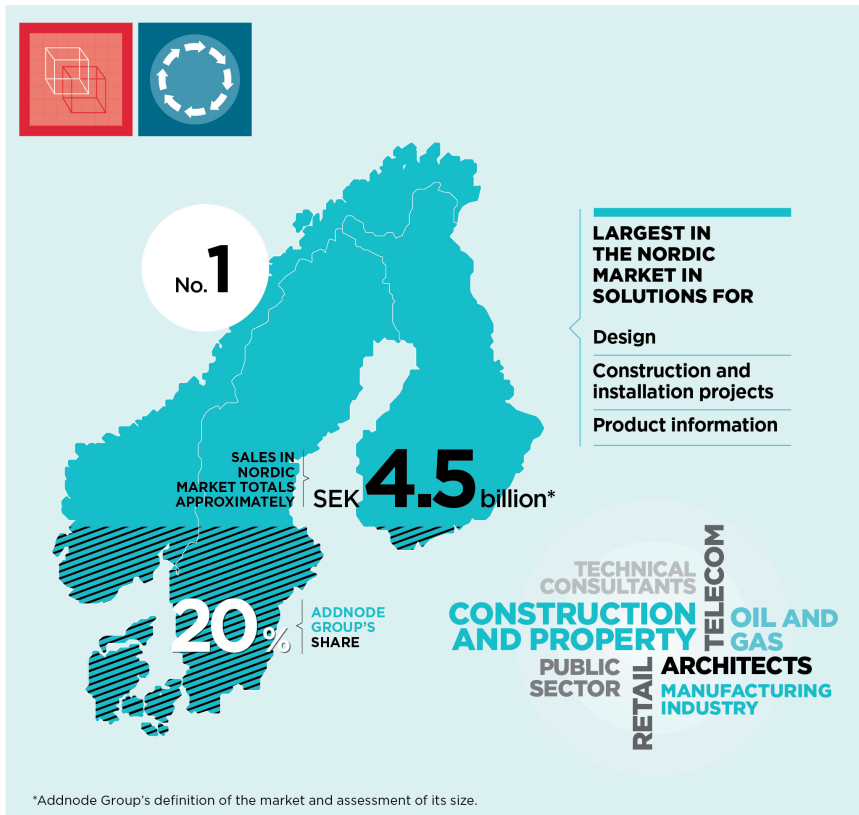
Net debt  
2014-12-31

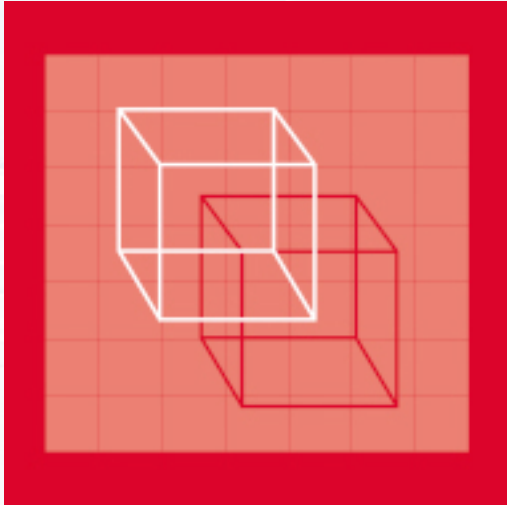
**56**%

Equity/Assets ratio  
2014-12-31

# The operation

We focus on developing the areas, processes, and markets in which we contribute to the development of our customers and receive maximum return on our own expertise. Quite simply, we do what we are best at.



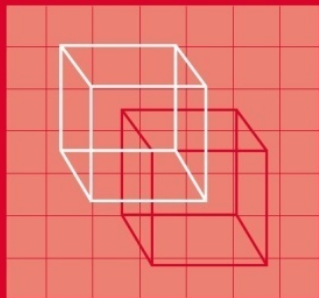


# DESIGN MANAGEMENT

Nordic leading supplier

IT-solutions for design and engineering.

**DESIGN  
MANAGEMENT**



**CAD-Q**

ADDNODE GROUP

**SYMETRI**

ADDNODE GROUP

**JOINT COLLABORATION**

ADDNODE GROUP

# Number 1 Nordic supplier

IT solutions for design and engineering.

Shares of net sales

49%

Share of EBITA before  
central costs

39%

	Q4 2014	Q4 2013	Full year 2014	Full year 2013
Net sales	230.2	204.8	780.5	649.9
Growth	12%	24%	20%	13%
EBITA	27.0	23.4	70.3	51.9
EBITA-margin	11.7%	11.4%	9.0%	8.0%
Average number of employees	316	293	306	252



# PLM MANAGEMENT

Nordic leading supplier

IT-solutions for product information.



**PRODUCT  
LIFECYCLE  
MANAGEMENT**



**TECHNIA**  
ADDNODE GROUP

**INFUSEIT**  
ADDNODE GROUP

## Nordic leading supplier IT-solutions for product information.

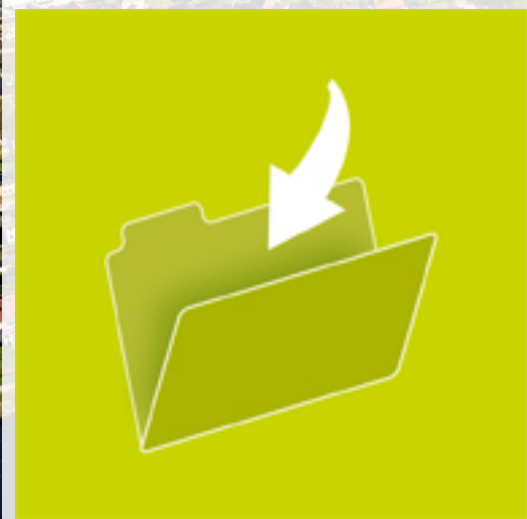
Shares of net sales

16%

Share of EBITA before  
central costs

26%

	Q4 2014	Q4 2013	Full year 2014	Full year 2013
Net sales	75.4	73.4	263.6	248.7
Growth	3%	1%	6%	0%
EBITA	17.9	16.9	41.4	26.2
EBITA-margin	23.8%	23.0%	15.7%	10.5%
Average number of employees	161	164	163	161



# PROCESS MANAGEMENT

Leading position in Sweden

IT solutions for document and case management within municipal administration and agencies.

**PROCESS  
MANAGEMENT**

# Leading position in Sweden

IT-solutions for document and case management, e-archives and geographic IT systems.



Shares of net sales

27%

Share of EBITA before central costs

35%

ABOU  
ADDNODE GROUP

ARKIVA  
ADDNODE GROUP

CARTESIA  
ADDNODE GROUP

DECERNO  
ADDNODE GROUP

IDA INFRONT  
ADDNODE GROUP

KARTENA  
ADDNODE GROUP

MITTBYGGE  
ADDNODE GROUP

PROSILIA  
ADDNODE GROUP

TEKIS  
ADDNODE GROUP

	Q4 2014	Q4 2013	Full year 2014	Full year 2013
Net sales	125.0	119.1	432.6	410.3
Growth	5%	4%	5%	8%
EBITA	24.2	23.3	70.9	75.2
EBITA-margin	19.4%	19.6%	16.4%	18.3%
Average number of employees	272	278	275	269



# CONTENT MANAGEMENT

Leading position in Sweden

IT solutions for public websites, collaboration solutions, intranets and systems for e-commerce.

## CONTENT MANAGEMENT



## MOGUL

ADDNODE GROUP

## VOICE PROVIDER

ADDNODE GROUP

# Leading position in Sweden

IT solutions for public web sites, collaboration solutions, intranets and systems for e-commerce.

Shares of net sales

8%

Share of EBITA before central costs

0%

	Q4 2014	Q4 2013	Full year 2014	Full year 2013
Net sales	35.9	40.5	142	152,4
Growth	Neg	Neg	Neg	Neg
EBITA	0.3	0.0 <sup>1)</sup>	1.8	-6.4 <sup>2)</sup>
EBITA-margin	0.9%	0.0%	1.3%	-4.2%
Average number of employees	128	158	138	169

1) Excluding non-recurring costs of SEK 3.7 M

2) Excluding non-recurring costs of SEK 7.9 M

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# Questions?

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