



February 5, 2016



President & CEO
Staffan Hanstorp

ADDNODE GROUP

Year-End Report 2015
January 1 – December 31

Agenda



Quarterly and full-year summary



Significant events



The business



Financial development

Summary of Q4 2015

Strong growth driven by international expansion

Net sales, SEK M

614,4 (461,4)

+33%

EBITA, SEK M

69,5 (63,4)

+10%

EBITA margin

11,3 (13,7) percent

Earnings per share after dilution

SEK 1,50 (1,61)

Summary FY 2015

Strong growth driven by international expansion

Net sales, SEK M

1,900.8 (1,598.6)

+19%

EBITA, SEK M

168.0 (159.0)

+6%

EBITA margin

8.8 (9.9) percent

Earnings per share after dilution

SEK 3,18 (3,38)

Significant events during Q4 2015



Ida Infront has renewed the agreement with the Swedish Transport Administration (Trafikverket), order value of SEK 12 M

Parts of Cad-Q's business model are changing

Significant events after the end of the period

Renewed agreement with technical consultancy company, order value of SEK 31 M.

Renewed agreement with German car manufacturer, order value of approximately SEK 75 M.

Acquisition of software company 5D System.

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



Acquisition of 5D Systems strengthens our position within property management

5D SYSTEM

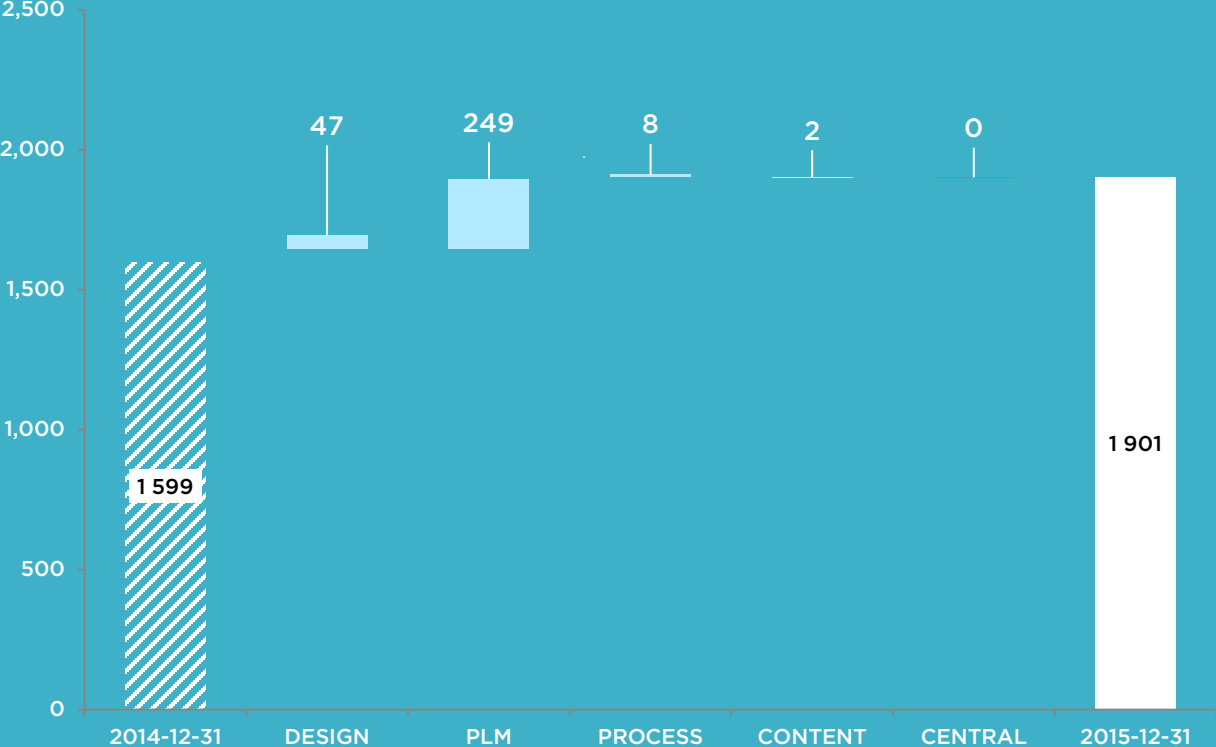
ADDNODE GROUP

- Software provider and supplier of support systems to property management- and facility management companies (FM)
- Turnover of SEK 22 M for the fiscal year 2014/15.
- Customers within county councils and real estate companies. Among the latest customers are Locum AB and Akademiska Hus AB, which manages a total of approximately five million square meters of real estate.
- Complement to the business area Design Management within the construction- and property management sector
 - BIM based project management
 - Digital modelling
 - Design archives

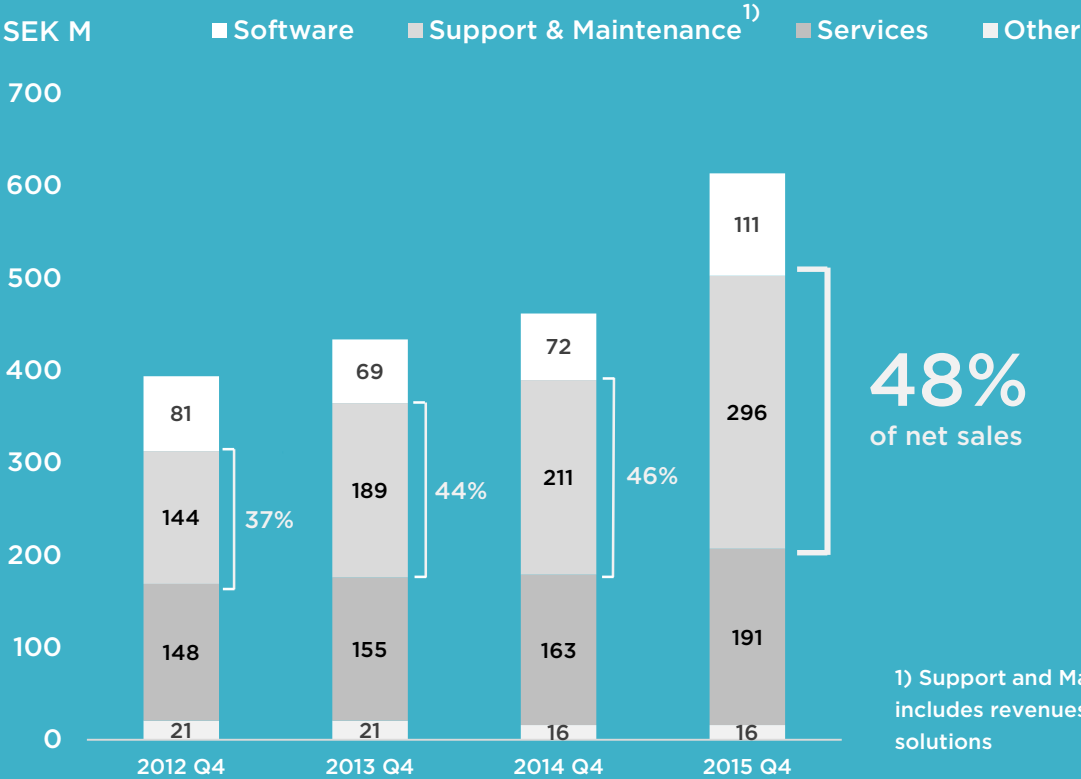


Growth driven by international expansion

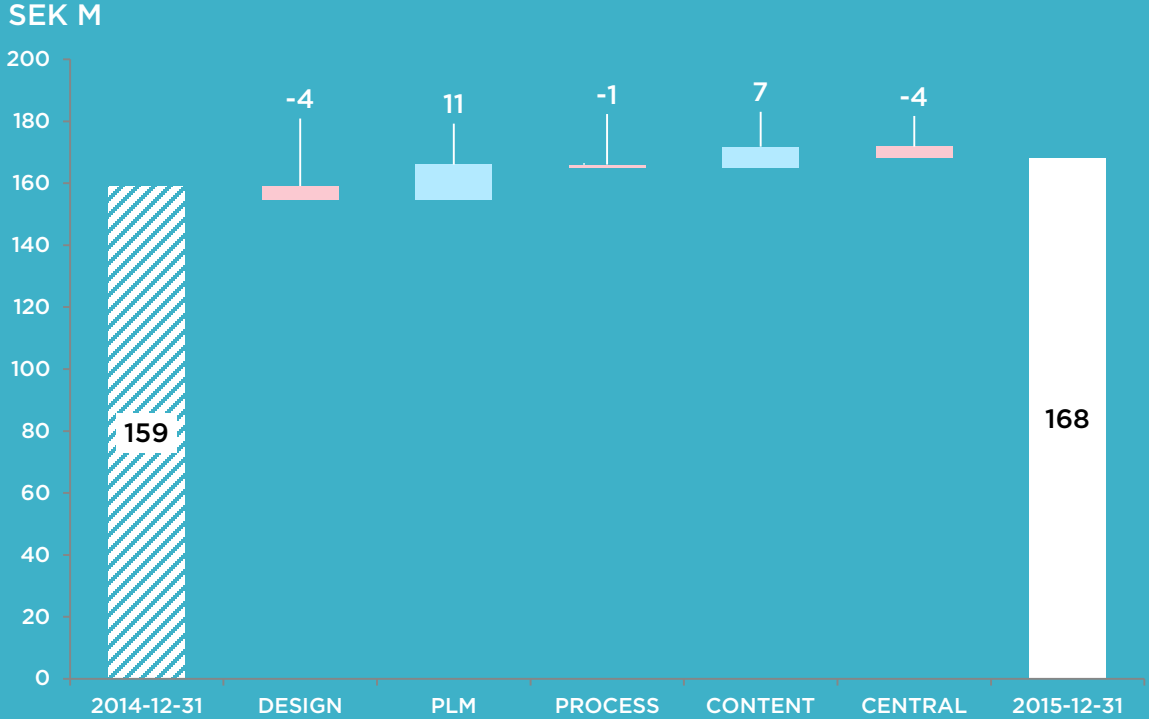
SEK M



Stable growth of recurring revenues



PLM acquisition and increased efficiency in Content strengthens EBITA



Design Management & Product Lifecycle Management (PLM)

- Design and construction
- Project management
- Property management
- Product lifecycle management

Process Management & Content Management

- Administration and cases
- E-archive
- Geographical IT solutions
- Web solutions

600 000

engineers and employees in the public sector are using our solutions



Our four business areas



Design Management
IT solutions for digital
models and drawings.



**Product Lifecycle
Management (PLM)**
IT solutions for product
information.



Process Management
IT solutions for case
management within
municipalities and authorities.



Content Management
IT solutions for public
websites, cooperation
solutions and contact-centers.



Design Management
IT solutions for design and
construction.

Design Management

*Solutions for digital models and drawings.
Project management and collaboration tools.*

Market leading in the Nordics.

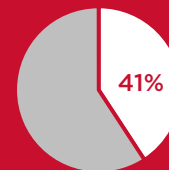
- Growth primarily driven by the positive development in the Swedish construction and property management market.
- Selected customers in the quarter: Akademiska Hus, Cargotec, Landstingsfastigheter, Micasa Fastigheter, Region Halland, Riksbyggen and Swedish Nuclear Fuel and Waste Management Company.

	Q4		
	2015	2014	Variance
Net sales, SEK M	253,5	230.2	+10%
EBITA, SEK M	25.1	27.0	-7%
EBITA margin	9.9	11.7	-15%
Average no. of FTE's	314	316	

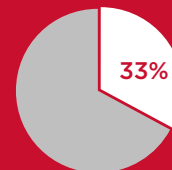
	FY		
	2015	2014	Variance
Net sales, SEK M	827.7	780.5	+6%
EBITA, SEK M	65.9	70.3	-6%
EBITA margin	8.0	9.0	-11%
Average no. of FTE's	317	306	

Q4 2015

Share of net sales*



Share of EBITA*



*before elimination of central costs



Product Lifecycle Management (PLM)

IT solutions for product information.

Product Lifecycle Management

*Manages information from the full product chain.
For both the manufacturing industry and the service sector.*

Market leading in Europe.

- Growth driven of the Transcat PLM acquisition.
- The product mix of Transcat PLM has lower margins, which affects both the business area and the Group.
- **Selected customers in the quarter:** Elomatic, Ericsson, Etteplan, H&M, Mölnlycke Health Care, Runsvengruppen AB (ÖoB), Under Armour, UPM and Valeo.

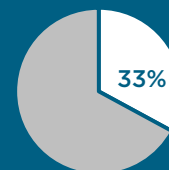
	Q4		
	2015	2014	Variance
Net sales, SEK M	204.6	75.4	+171%
EBITA, SEK M	27.7	17.9	+55%
EBITA margin	13.6	23.7	-43%
Average no. of FTE's	408	161	

	FY		
	2015	2014	Variance
Net sales, SEK M	512.6	263.6	+94%
EBITA, SEK M	52.8	41.4	+28
EBITA margin	10.3	15.7	-34%
Average no. of FTE's	281	163	

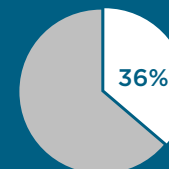
**before elimination of central costs*

Q4 2015

Share of net sales*



Share of EBITA*





Process Management

IT solutions for document and case management for municipalities and authorities.

Process Management

Solutions for case management, municipalities, digital archives. Geographical IT solutions.

Market leading supplier to the public sector.

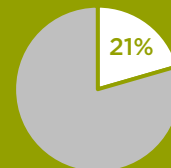
- Continued good demand for information and case management system from the public sector in Sweden.
- Selected customers in the quarter: Swedish Economic Crime Authority, the Defense Materiel Administration, Folksam, the Swedish Social Insurance Administration, the Swedish Police, the Swedish Post and Telecom Authority (PTS), the City of Stockholm, the Swedish Transport Administration and the Swedish Prosecution Authority.

	Q4		
	2015	2014	Variance
Net sales, SEK M	127.6	125.0	+2%
EBITA, SEK M	21.3	24.2	-12%
EBITA margin	16.7	19.4	-14%
Average no. of FTE's	281	272	

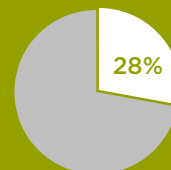
	FY		
	2015	2014	Variance
Net sales, SEK M	440.3	432.6	+2%
EBITA, SEK M	70.0	70.9	-1%
EBITA margin	15.9	16.4	-3%
Average no. of FTE's	275	275	

Q4 2015

Share of net sales*



Share of EBITA*



*before elimination of central costs



Content Management

IT solutions for websites, collaboration tools and contact-centers.

Content

Solutions for e-commerce.

Solutions for customer-centers.

Websites, intranets and collaboration tools.

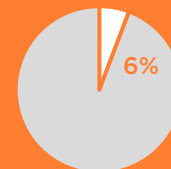
- Increased efficiency and a clarified offer give effect in EBITA.
- Selected customers from the quarter: EasyJet, IKEA, Government Offices of Sweden, SBAB Bank, SKF, Stena, TDC Sverige, TV4, Viasat and Volvo Cars.

	Q4		
	2015	2014	Variance
Net sales, SEK M	36.0	35.9	+/-0
EBITA, SEK M	2.3	0.3	+667%
EBITA margin	6.2	0.8	+675%
Average no. of FTE's	122	128	

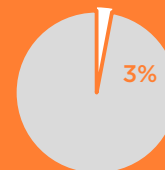
	FY		
	2015	2014	Variance
Net sales, SEK M	139.9	142.0	+/-0
EBITA, SEK M	8.6	1.8	+372%
EBITA margin	6.1	1.3	+369%
Average no. of FTE's	125	138	

Q4 2015

Share of net sales*



Share of EBITA*



*before elimination of central costs

Financial development

ADDNODE GROUP

Johan Andersson

CFO

Financial highlights

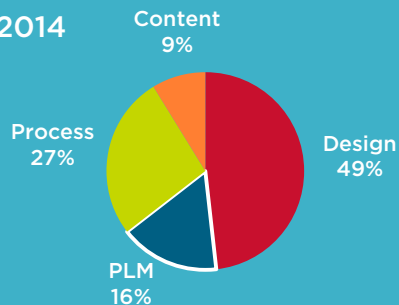
	Q4		
	2015	2014	Variance
Net sales, SEK M	614.4	461.4	33%
EBITA, SEK M	69.5	63.4	10%
EBITA margin	11.3%	13.7%	
Cash flow from operating activities	98	96.7	1%
EPS (SEK)	1.5	1.61	-7%

	12m		
	2015	2014	Variance
Net sales, SEK M	1,900.8	1,598.6	19%
EBITA, SEK M	168	159	6%
EBITA margin	8.8%	9.9%	
Cash flow from operating activities	143.8	152.5	-6%
EPS (SEK)	3.18	3.38	-6%

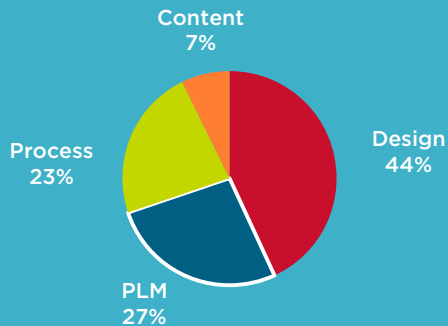
The acquisition of Transcat PLM affects the Group's EBITA margin

Net sales*

FY 2014

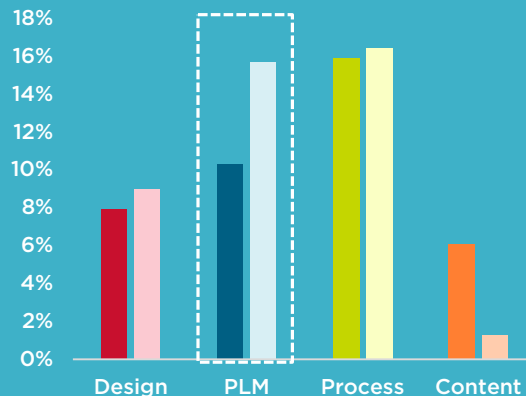


FY 2015



EBITA margin per business area*

■ FY 2015 ■ FY 2014



ADDNODE GROUP

*before elimination of central costs

P&L components as percentage of sales

	Q4			12m		
	2015	2014	Variance	2015	2014	Variance
Purchases of good and services	40.3%	33.2%	7.1%	37.2%	32.3%	5.0%
Other external costs	12.0%	12.3%	-0.3%	12.5%	12.0%	0.4%
Personnel costs	37.8%	42.1%	-4.3%	43.0%	46.9%	-3.9%
EBITA	11.3%	13.7%	-2.4%	8.8%	9.9%	-1.1%

Parts of Cad-Q's business model are changing



Change

From license sales to subscription form



Action

Increased focus on sales of own products

Adapting the organization



Effect

Approx. SEK 15 M in 2016

Affecting the Group's recurring revenues positively on a long term basis

Stable financial position

SEK 102.9 M

Cash
2015-12-31

SEK 143.8 M

Cash flow from operating
activities
January 1 - December 31, 2015

48 %

Equity/Assets Ratio
2015-12-31

SEK 23,2 M

Net debt
2015-12-31

We simplify and improve the daily lives of our customers in an increasingly digitized world

Our solutions and services simplify and improve the daily lives for over half a million engineers and employees in the public sector across the globe.

Europe leading provider of systems for design and lifecycle management of product and services



Administration and case management for municipalities and authorities in Sweden and Norway



Questions?

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