



**April 27,
2016**



**President & CEO
Staffan Hanstorp**

ADDNODE GROUP

Q1 2016

Agenda

- Summary of Q1 2016
- Significant events
- The business
- Financial development



Summary of Q1 2016: 25% growth and strong cash flow

Net sales, SEK M

540,8 (431,8)

+25%

EBITA, SEK M

30,6 (33,7)

EBITA margin

5,7 (7,8) per cent

Earnings per share after dilution

0,42 (0,66) SEK

Cash flow from operating activities

150,2 (40,5) MSEK

Significant events during the period



Renewed and expanded agreement with technical consultancy company, order value of SEK 31 M over three years.

Renewed and expanded agreement with German car manufacturer, order value of approximately SEK 75 M over three years.

Acquisition of software company 5D System.

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

Significant events after the end of the period



Letter of allotment for planning and monitoring system, order value of approximately SEK 35 M, has been filed for appeal.

Framework agreement regarding e-health application management signed with Inera.

The subsidiaries Tekis and Cartesia merged under the Sokigo brand.

Subsidiary Cad-Q renamed Symetri.



We continue the transformation

TECHNIA TRANSCAT

ADDNODE GROUP

5D SYSTEM

ADDNODE GROUP

SYMETRI

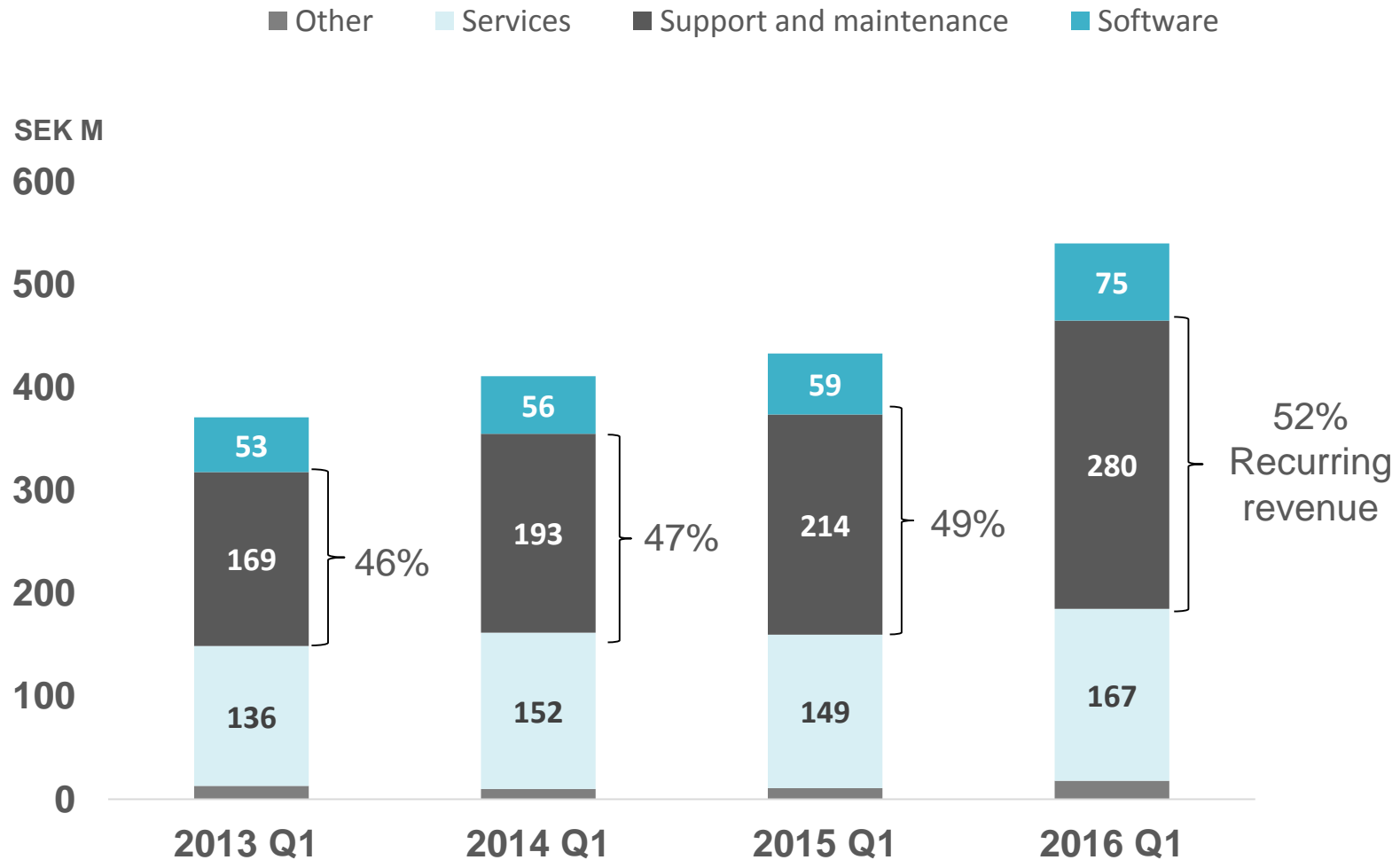
ADDNODE GROUP

SOKIGO

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More than half of our revenues during the period are recurring



Design Management

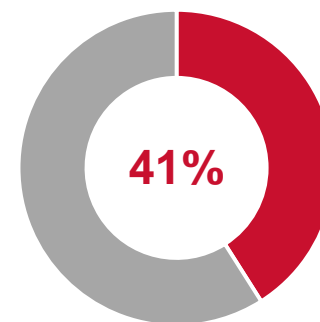
IT solutions for design and construction.

- A stable result in a challenging market.
- New organisation.
- Decrease in license sales, following the business model changes in Autodesk.

Selected customers:

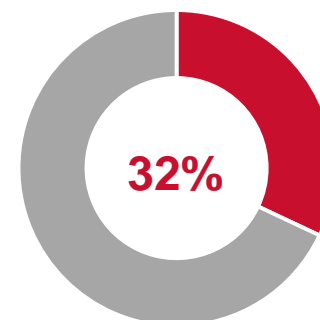
Akademiska Hus, ATOS IT Services, Kone, Midroc Automation, Powell, SCA, Skanska, SKF, Statoil, the Norwegian Public Roads Administration, Valmet Technologies.

Share of net sales*



	Q1 2016	Q1 2015	Variance
Net sales, SEK M	225,8	228,5	-1%
EBITA, SEK M	14,8	17,0	-13%
EBITA margin	6,6%	7,4%	-0,8%
Average employees	314	317	-3

Share of EBITA*



*before elimination of invoicing between the business areas and central costs.

Product Lifecycle Management (PLM)

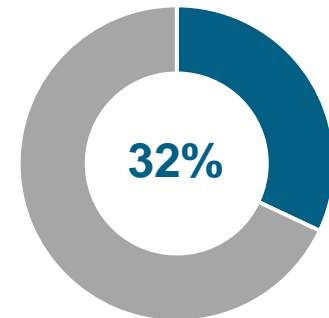
IT solutions for product data information.

- The integration between Technia and Transcat PLM runs according to plan.
- The combines company has won several deals, which wouldn't have been possible on their own.
- Positive development in the US and in Germany.
- Challenges in the Nordics.

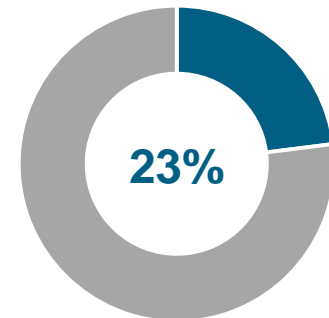
Selected customers :
 3CON Anlagenbay, EDag Engineering, FACC Operations, H&M, Husqvarna, Karl Fazer, OKG, Parker Hannifin, ÖoB.

	Q1 2016	Q1 2015	Variance
Net sales, SEK M	176,4	59,2	+197%
EBITA, SEK M	8,8	5,6	+57%
EBITA margin	5,0%	9,5%	-4,5%
Average employees	406	160	+246

Share of net sales*



Share of EBITA*



*before elimination of invoicing between the business areas and central costs.

Process Management

IT solutions for document- and case management.

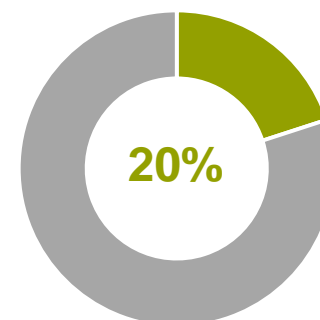
- Letter of allotment for a planning and monitoring system, order value of approx. SEK 35 M has been filed for appeal.
- Tekis and Cartesia have been consolidated during the brand Sokigo.

Selected customers:

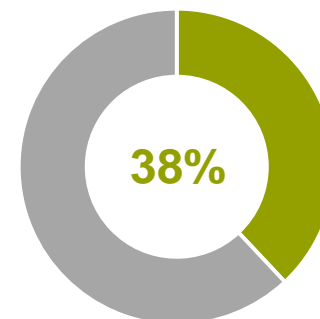
Alfa Laval, The Swedish Social Insurance Administration, the Swedish Police, the Swedish National Heritage Board, Swedish Tax Agency, Swedbank, Swedish Prosecution Authority.

	Q1 2016	Q1 2015	Variance
Net sales, SEK M	110,8	111,2	+/-0
EBITA, SEK M	14,4	15,5	-1%
EBITA margin	13,0%	13,9%	-0,9%
Average employees	274	277	-3

Share of net sales*



Share of EBITA*



*before elimination of invoicing between the business areas and central costs.

Content Management

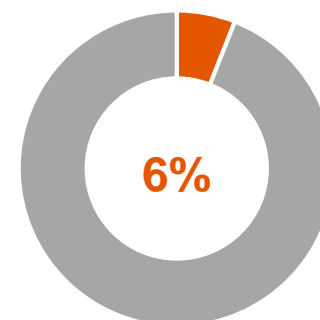
IT solutions for web and e-commerce, telecom as well as voice-driven and customer services.

- We haven't had enough sales and degree of utilization in the, which have affected the quarterly result.
- Positive market development and large amount of customer meetings.

Selected customers:

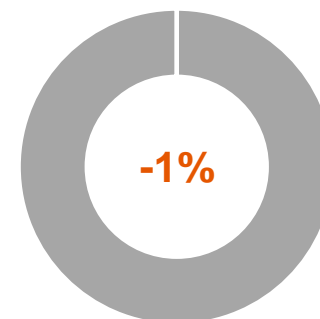
Trav och Galopp, Atlas Copco, Blocket, Eventum, SAS, SJ, Sodexo, TDC Sverige, Viasat, World Lottery Association.

Share of net sales*



	Q1 2016	Q1 2015	Variance
Net sales, SEK M	33,5	37,2	-10%
EBITA, SEK M	-0,4	2,5	-116%
EBITA margin	-1,2%	6,7%	-7,9%
Average employees	116	124	-8

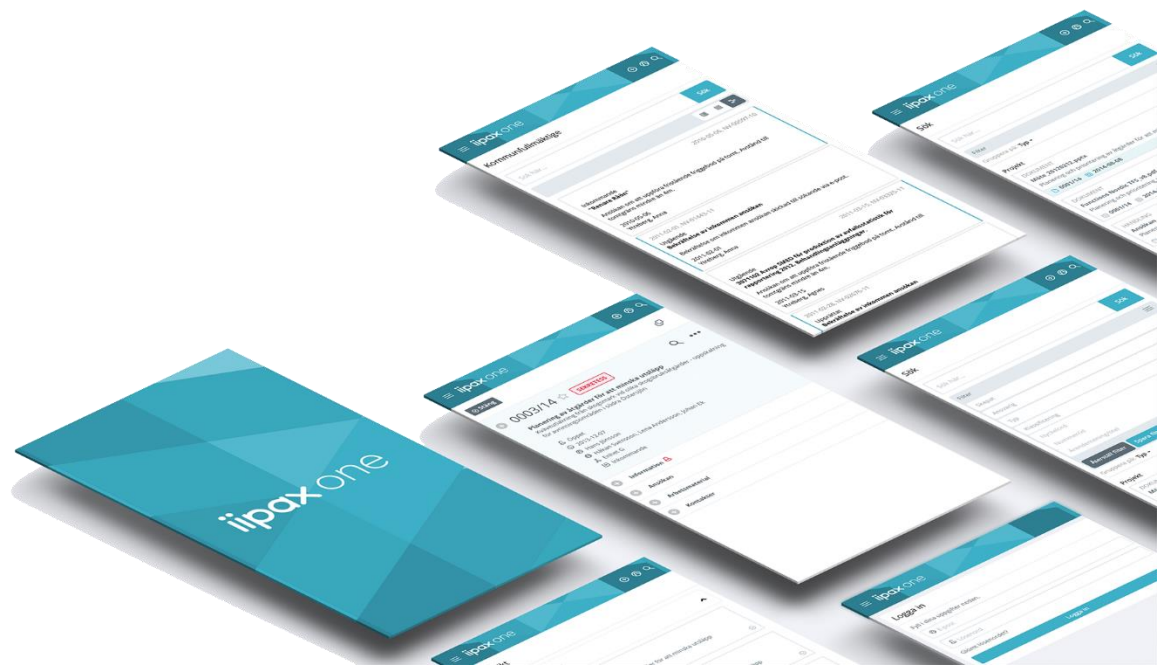
Share of EBITA*



*before elimination of invoicing between the business areas and central costs.

CFO

Johan Andersson



We have a good financial position and a strong cash flow

241,6 SEK M
Cash
March 31, 2016

150,2 MSEK
Cash flow from operating activities
January 1 – March 31, 2016

-93,1 MSEK
Net debt
March 31, 2016

48%
Equity/Assets Ratio
March 31, 2016

Our largest shareholders as per March 31, 2016

Shareholders	Capital, %	Votes, %
Vidinova AB ¹⁾	24,4	26,8
Aretro Capital Group AB ²⁾	12,4	23,6
Swedbank Robur Fonder	9,6	7,3
Lannebo Fonder	8,0	6,1
Handelsbanken Fonder AB	5,2	3,9
Försäkringsbolaget Avanza Pension	3,5	2,7
Didner & Gerge Fonder	3,3	2,5
Fjärde AP-fonden	2,7	2,0
Multiple Choice Företagsservice	0,2	1,7
E Öhman Jr Fonder AB	2,0	1,5
Other shareholders	28,7	21,9
Total	100,0	100,0

1) Board member Dick Hasselström is the principal owner of Vidinova AB.

2) Aretro Capital Group AB is jointly owned by Staffan Hanstorp, Addnode Group's President and CEO, and Jonas Gejer, the Business Area Manager of Product Lifecycle Management.

Questions?



President and CEO

Staffan Hanstorp

staffan.hanstorp@addnodegroup.com

+46 (0) 733 77 24 30



**CFO and
Head of Investor Relations**

Johan Andersson

johan.andersson@addnodegroup.com

+46 (0) 704 20 58 31