

ADDNODE GROUP



YEAR-END REPORT 2012

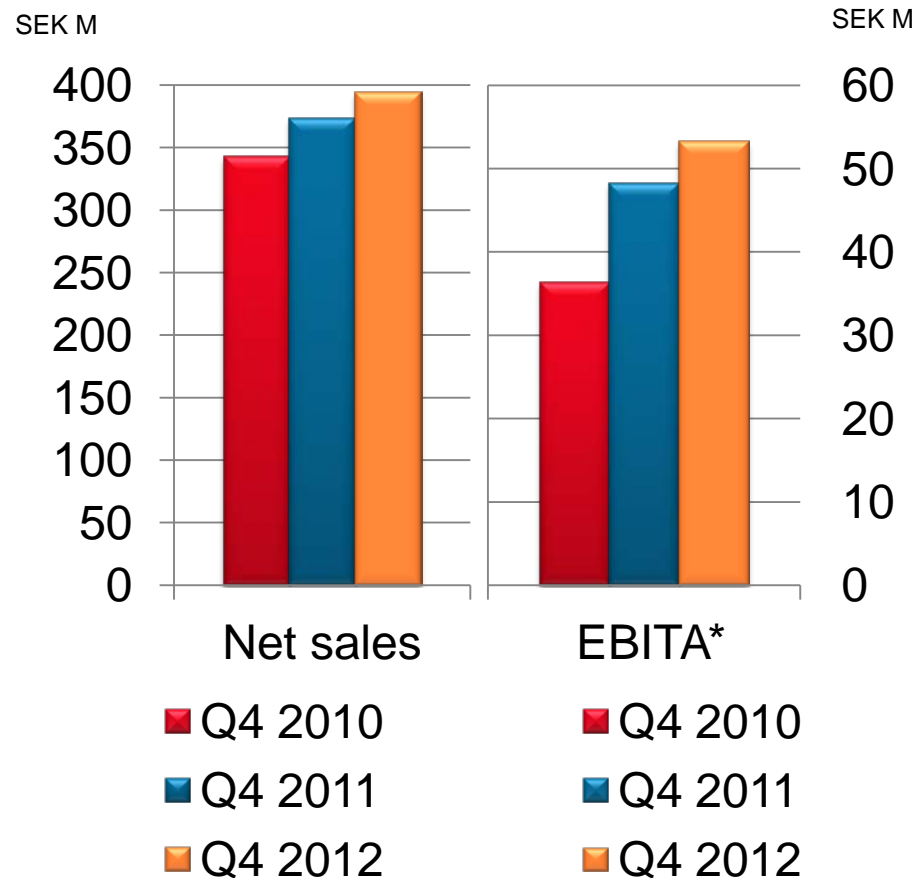
**STRONG FOURTH QUARTER AND
RECORD YEAR FOR ADDNODE GROUP**

Innovation Reliability Passion

Q4 2012

Growth and improved EBITA

- Net sales totaled SEK 394,4 (373,5) M, up six percent.
- EBITA rose to SEK 53,3 (48,3) M, an EBITA-margin of 13,5 (12,9) percent¹⁾



1) Excluding costs for the revaluation of conditional purchase considerations totaling SEK 0.0 M (6.0)

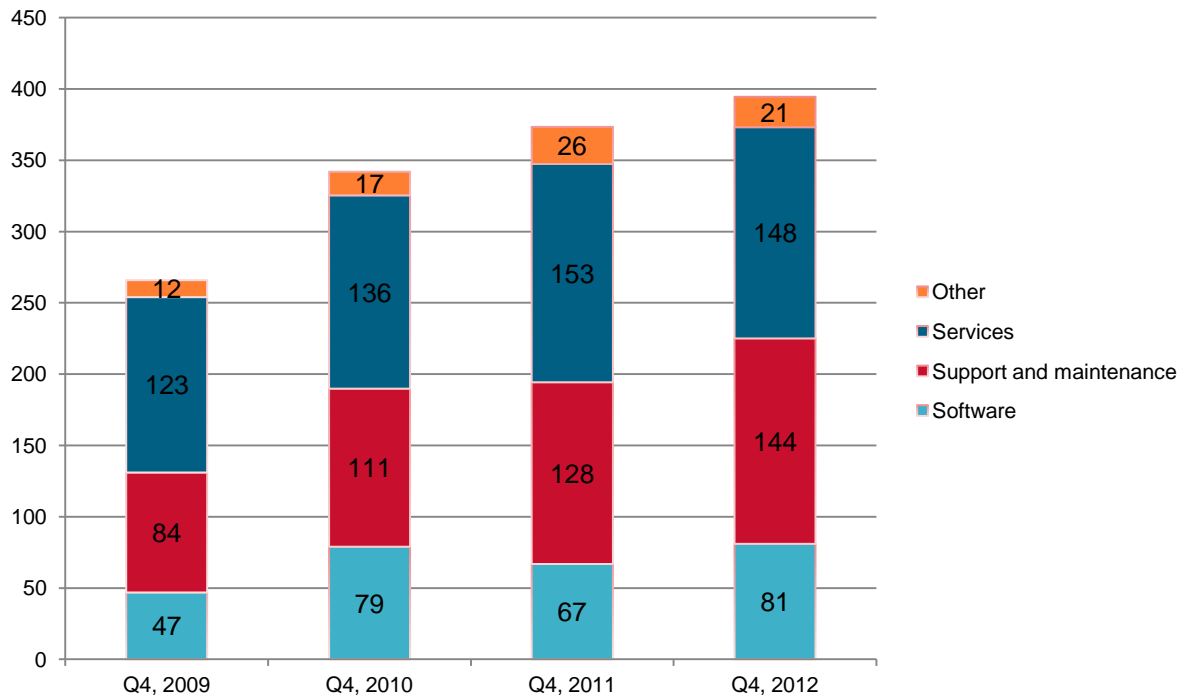
*Excluding capital gains and revaluation of conditional purchase considerations.

Several major orders in Q4

- **Order for SEK 30 M from the Swedish National Police Board**
 - Management and development of the Police systems based on our case management platform iipax.
- **Order for SEK 24 M from a global engineering company**
 - New technology to all of the company's 2800 Autodesk users.
- **Order for technical platforms for 70 engineers and consultants**
 - New CAD and PDM system.
- **Order for e-archives from the Swedish Migration Board**
 - Largest e-archive solution for Swedish public sector in 2012. The solution is based on own product.

Net sales distributed by revenue type, Q4 2009 - 2012

SEK M



- Addnode Group has in the last two years increased the proportion of recurring revenue in the form of support and maintenance, through increased focus on product content of customer solutions.
- This, together with a growing share of services and management projects, provides a more stable and steady earnings over the years.

Four business areas

A strong and extensive family of high-performance IT company with leading positions in selected market segments.



DESIGN MANAGEMENT

IT solutions for the creation and management of digital models and drawings.



PRODUCT LIFECYCLE MANAGEMENT

IT solutions for creating and managing product information throughout the product life cycle.



PROCESS MANAGEMENT

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

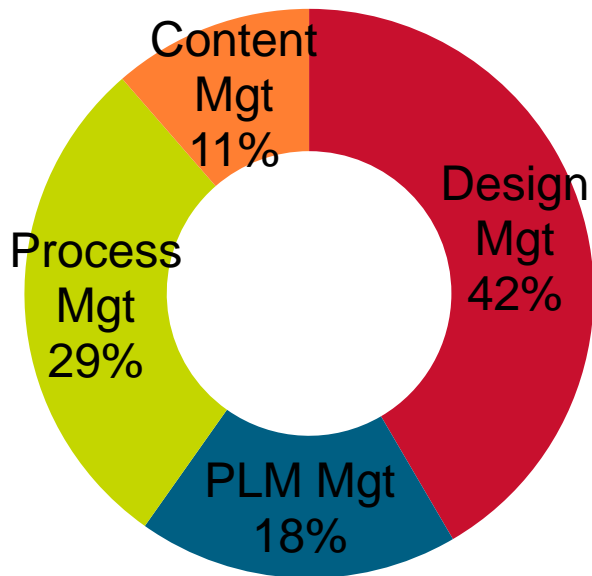


CONTENT MANAGEMENT

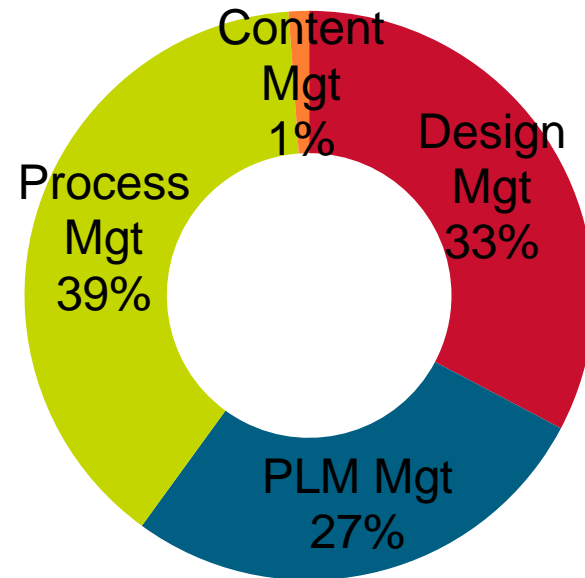
Public websites, collaboration and Intranet solutions and systems for e-commerce.

Net sales and EBITA per business area, Q4 2012

Net sales per business area



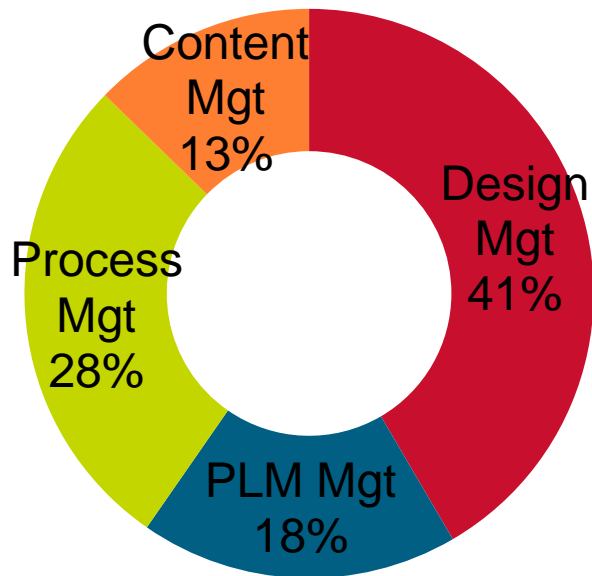
EBITA per business area*



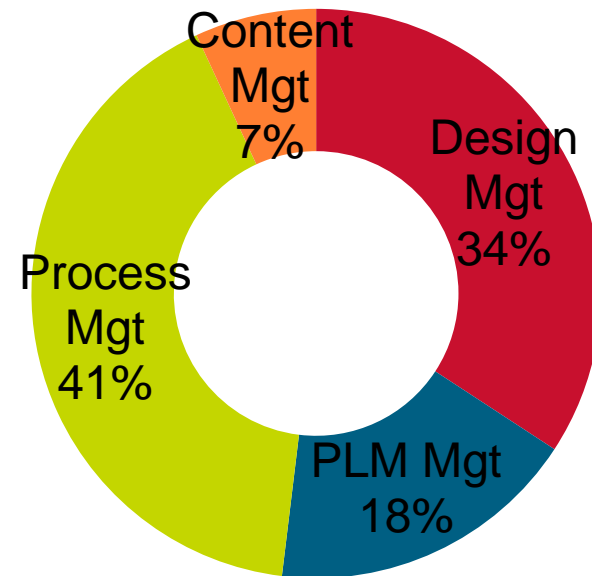
*Excluding central costs

Net sales and EBITA per business area Jan – Dec 2012

Net sales per business area



EBITA per business area*



*Excluding central costs

Design Management

	Q4 2012	Q4 2011		2012	2011
Net sales	165.6	151.9		572.9	514.8
Growth	9%			11%	
EBITA	19.8	15.1		57.0	44.5
EBITA-margin	12,0%	9,9%		9,9%	8,6%

- Strong demand from the offshore industry in Norway and manufacturing in Sweden as well as a revenue mix with a higher proportion of software and related support and maintenance.
- In the fourth quarter, the business area's received its largest-ever order of SEK 24 M from a large global Swedish engineering company.

Product Lifecycle Management

	Q4 2012	Q4 2011		2012	2011
Net sales	72.6	70.8		249.1	254.8
Growth	3%			-2%	
EBITA	16.5	14.2		29.5	25.4
EBITA-margin	22,7%	20,1%		11,8%	10,0%

- Broadening of the offer to new customers and a good development for both the service and product offerings have given improved results and a good margin.

Process Management

	Q4 2012	Q4 2011		2012	2011
Net sales	114.8	107.8		380.5	361.8
Growth	6%			5%	
EBITA	23.5	21.7		68.6	64.7
EBITA-margin	20,5%	20,1%		18,0%	17,9%

- A good demand for the products and services that the business area offers the Swedish public sector, as well as a revenue mix with a higher proportion of own products has had a positive affect on the growth and earnings.
- In the fourth quarter, the Police expressed renewed confidence and the business area received its largest-ever order.

Content Management

	Q4 2012	Q4 2011		2012	2011
Net sales	45.4	45.4		175.6	176.7
Growth	-			-	
EBITA	0.7	4.4		11.5	12.2
EBITA-margin	1,5%	9,7%		6,5%	6,9%

- The application and service offering has performed well while consulting business had weak sales and low occupancy.
- IVR services has had a positive trend with several major orders including the Swedish Tax Board.

Strong balance sheet and cash flow

M **132** SEK

NET CASH
2012-12-31

M **117** SEK

CASH FLOW FROM OPERATING
ACTIVITIES Jan – Dec 2012

M **100** SEK

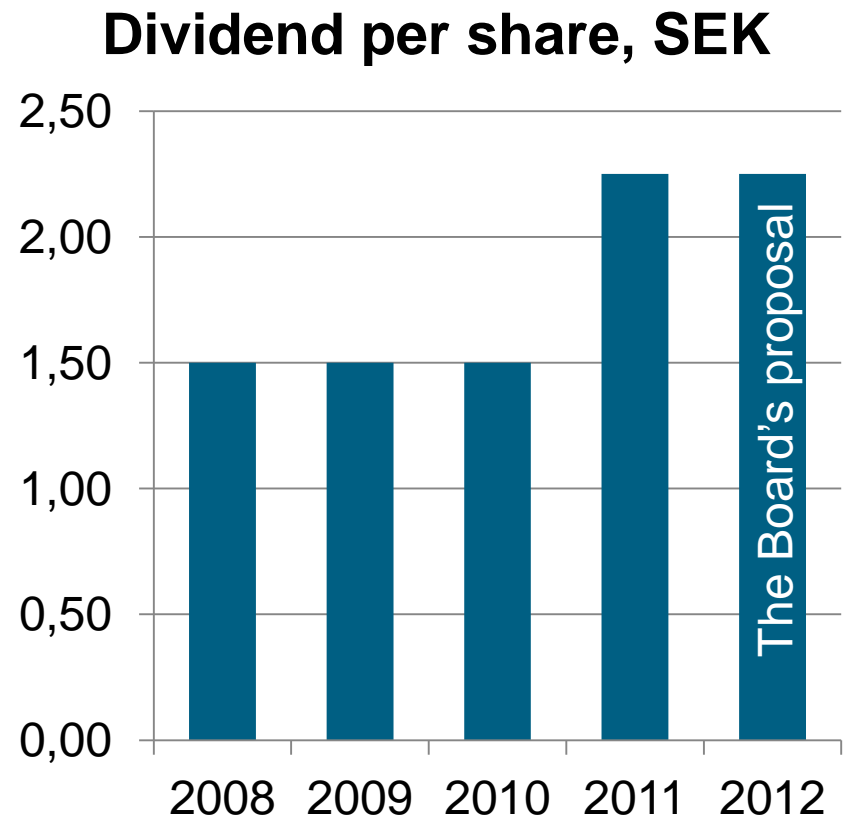
CREDIT LINE

M **0** SEK

INTEREST-BEARING LOANS
2012-12-31

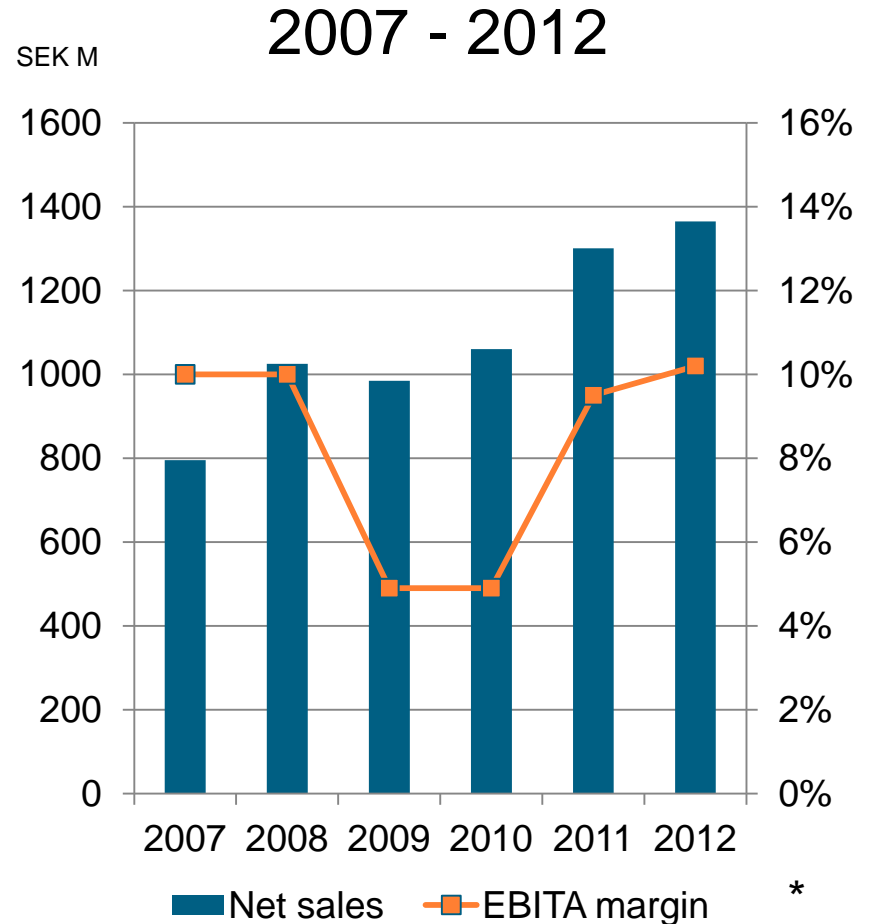
The Board's dividend proposal

- "At least 50 percent of the Group's profit after tax will be distributed to shareholders, provided that the net cash position is sufficient to operate and develop the business."
- The Board proposes an unchanged dividend of 2,25 (2,25) SEK per share.



Strong base for 2013

- Customers' willingness to invest
- Leading positions in several markets
- Underlying customer needs and growth
- Customers in both the private and public sectors
- Business model with recurring revenue
- Strong balance sheet and good cash flows



* Excluding capital gains and the revaluation of the purchase consideration.

Questions?

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ADDNODE GROUP

- Addnode Group is one of the largest Nordic IT Groups. We go to market through independent companies under their own brands.
- We are the Nordic market leader in IT solutions for design, engineering and product lifecycle management for products and facilities. 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.
- Addnode Group has about 800 employees and has customers in both the private and public sectors. Net sales during 2012 amounted to SEK 1,365 M.