



**Feb 7  
2017**



**Year-End  
Report**

**ADDNODE GROUP**

# Agenda

- Quartely and full-year summary
- Significant events
- The business
- Financial position



## Summary Q4 2016: Growth, strong cash flow and recurring revenue

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### Net sales, SEK m

658.7 (614.4)

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### EBITA, SEK m

63.4 (69.5)

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### EBITA margin

9.6 (11.3) per cent

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### Earnings per share after dilution

1.21 (1.50) SEK

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### Cash flow from operating activities

72.9 (98.0) SEK m

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## Summary 2016

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### Net sales, SEK m

2195.0 (1900.8)

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### EBITA, SEK m

170.6 (168.0)

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### EBITA margin

7.8 (8.8) per cent

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### Earnings per share after dilution

2.71 (3.18) SEK

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### Cash flow from operating activities

157.7 (143.8) SEK m

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## Significant events during the fourth quarter



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Agreement with train manufacturer Stadler

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Johan Andersson appointed as new President and CEO effective from 2017 AGM, and Staffan Hanstorp proposed as new Chairman of the Board

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Consolidation to three business areas

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Acquisition of remaining shares in the company behind Kompanion

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Additional acquisition credit facility of SEK 200 m secured

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## Significant events after the end of the period



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Framework agreement signed with Swedish Prosecution Authority with order value of SEK 80 m

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Addnode Group has been moved up from the Small Cap to the Mid Cap segment on Nasdaq Stockholm

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

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## CEO succession at the Annual General Meeting 2017



### **Staffan Hanstorp – proposed as new Chairman of the Board**

- 23 years of experience, Addnode Group
- Major shareholder in Addnode Group through Aretro Capital Group
- Active withing strategy and acquisitions



### **Johan Andersson – new CEO starting May 4, 2017**

- CFO since 2013
- Group Management member since 2007, responsible among other things for business development, acquisitions, communications, investor relations

## Kompanion – now a wholly owned company

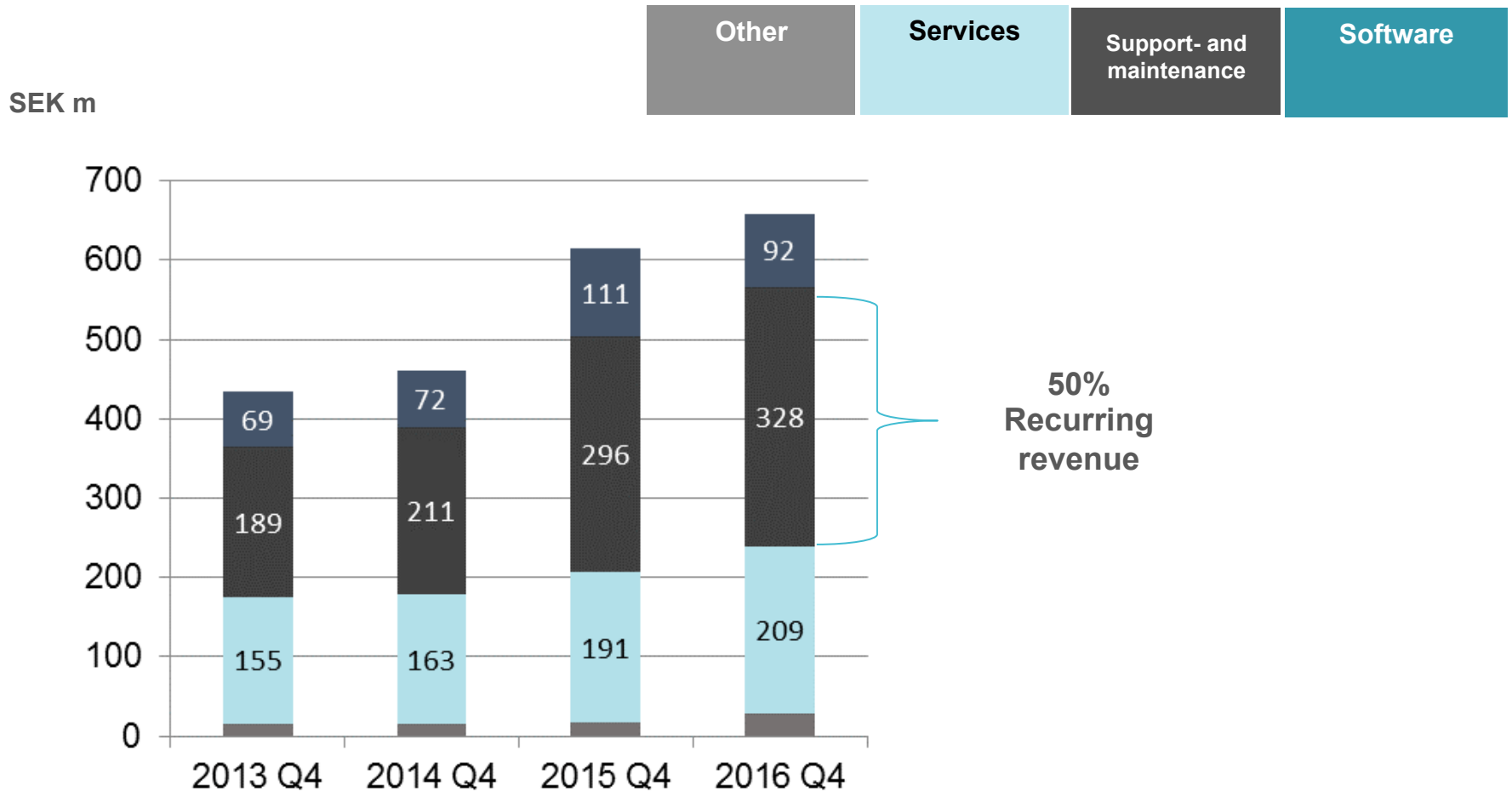
*Hemtjänstplanering  
på webben...*

**KOMPANION**  
ADDNODE GROUP





## 50% of our revenue are recurring

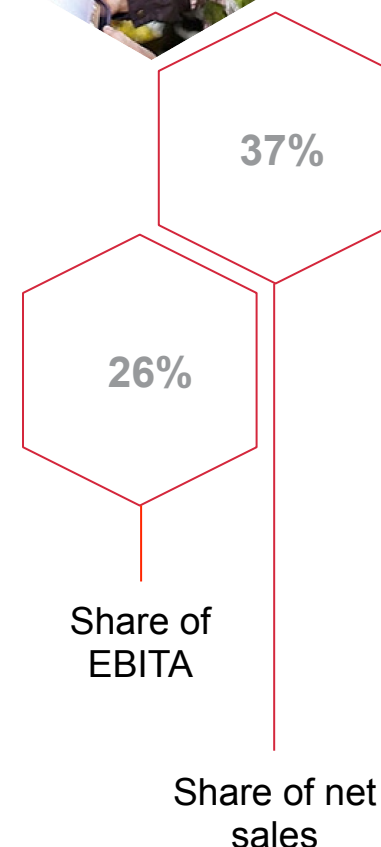


## Design Management

### IT solutions for design and construction

- Underlying demand from customers was favourable during the fourth quarter.
- The ongoing shift in the business model for the Autodesk offering from licence-based sales to subscriptions has affected net sales and earnings, but increases recurring revenue.

**Selected customers:**  
 Leo Pharma, James Howden, Atos, Volvo, Hydro Aluminium, Bjerking, YIT, Martela, Skanska, Statkraft, Bjerking, Statoil, the Norwegian National Rail Administration and the Norwegian Public Roads Administration.



	Q4 2016	Q4 2015	2016	2015
<b>Net sales, SEK M</b>	243.1	253.5	828.9	827.7
<b>EBITA, SEK M</b>	18.2	25.1	57.1	65.8
<b>EBITA margin</b>	7.5%	9.9%	6.9%	7.9%
<b>Average employees</b>	322	314	319	317

# Product Lifecycle Management (PLM)

## IT solutions for product data information

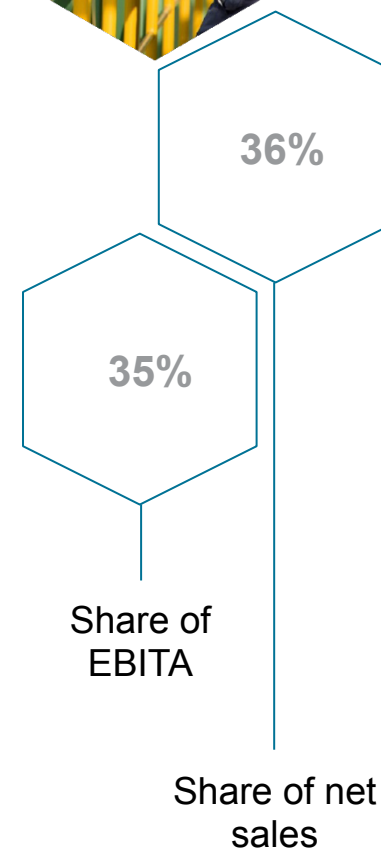
- Organic growth of 16 per cent.
- Good demand in the German market.
- The EBITA margin was affected by a product mix with a larger share of sales of third-party products.

### Selected customers:

DLR, Dräxelmaier, Porsche, Honeywell, Outotec, Altran, Stadler, Getrag, Geberit, Audi, Claas, Scania, Under Armour, Scania, Parker Hannifin and Meyer Werft.



	Q4 2016	Q4 2015	2016	2015
<b>Net sales, SEK M</b>	237.1	204.6	779.0	512.6
<b>EBITA, SEK M</b>	24.9	27.7	62.1	52.7
<b>EBITA margin</b>	10.5%	13.5%	8.0%	10.3%
<b>Average employees</b>	443	408	428	281



# Process Management

## IT solutions for document- and case management

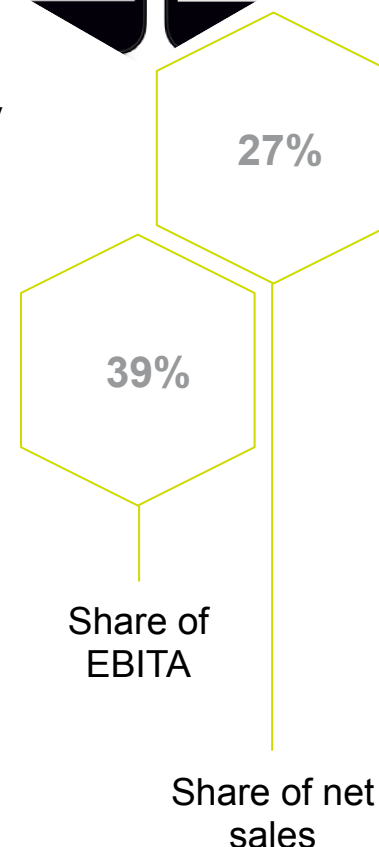


- 15 per cent increase for comparable units, organic growth was 7 per cent.
- Secured several new contracts and framework agreements.
- Framework agreement with the Swedish Prosecution Authority with an order value of SEK 80 m.

### Selected customers:

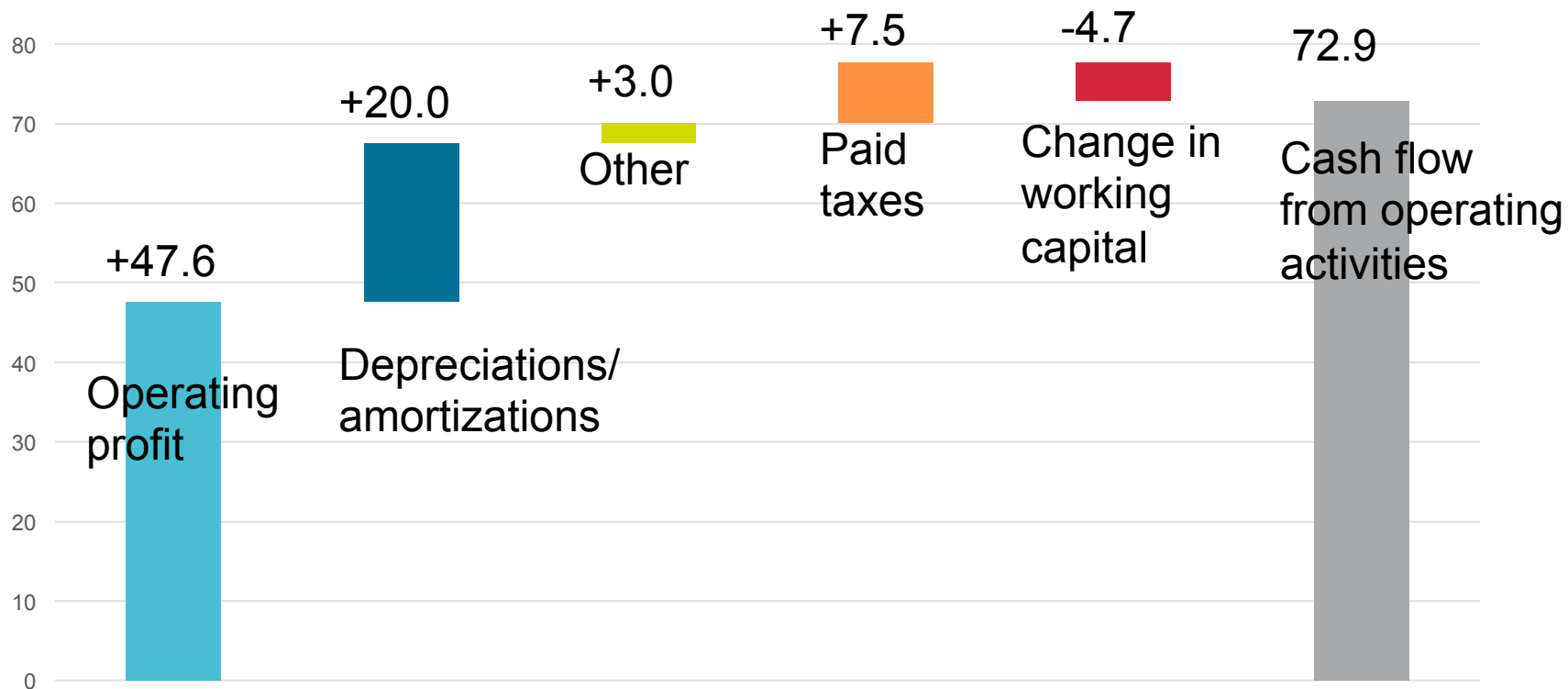
Nobina, Fortum, Wilhelmina Municipality, the City of Malmö, the City of Helsingborg, the Swedish Environmental Protection Agency, the Swedish Prosecution Agency, the Swedish National Heritage Board, the City of Lidingö and the Swedish Police.

	Q4 2016	Q4 2015	2016	2015
<b>Net sales, SEK M</b>	180.6	157.4	594.8	566.4
<b>EBITA, SEK M</b>	27.4	23.6	78.3	78.6
<b>EBITA margin</b>	15.2%	15.0%	13.2%	13.9%
<b>Average employees</b>	424	403	405	400



# Strong cash flow in the fourth quarter

SEK M



## New credit facility of SEK 200 m for further acquisitions

Used

Unused

Credit facility of SEK 200 m signed in January 2015

175 SEK m

25 SEK m

New credit facility of SEK 200 m signed in October 2016

200 SEK m

Revolving credit facility of SEK 100 m → not used per 2016-12-31

100 SEK m

## Good financial position and a strong cash flow

**SEK 111.5 m**  
Cash  
31 December 2016

**SEK 157.7 m**  
Cash flow from operating activities  
1 January – 31 December 2016

**SEK 65.8 m**  
Net debt  
31 December 2016

**49%**  
Equity/Assets Ratio  
31 December 2016

## Our largest shareholders as per December 31, 2016

Shareholders	Capital, %	Votes, %
Vidinova AB <sup>1)</sup>	24.4	26.8
Aretro Capital Group AB <sup>2)</sup>	12.4	23.6
Swedbank Robur Fonder	9.6	7.3
Lannebo Fonder	9.0	6.9
Handelsbanken Fonder AB	5.2	4.0
Didner & Gerge Fonder	3.3	2.5
Fjärde AP-fonden	2.9	2.2
Grenspecialisten Förvaltning AB	2.6	2.0
E Öhman Jr Fonder	2.3	1.8
Försäkringsbolaget Avanza Pension	2.3	1.7
Other shareholders	26.0	21.3
<b>Total</b>	<b>100.0</b>	<b>100.0</b>

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.



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