

ADDNODE GROUP

SHB TECH



ADDNODE GROUP

Digital Solutions for a Sustainable Future

We create sustainable growth in value by acquiring and developing cutting edge enterprises that digitalise society.

- **Design Management** – smarter design, construction, and management of products, buildings, assets and infrastructure.
- **Product Lifecycle Management** – simulation, design and product lifecycle management, from research, development and design to production, sales, aftermarket and recycling.
- **Process Management** – business processes for central and local government.

R12 Q2 2022 (Full year 2021)

Net Sales

4,854
SEK M
(4,077)

EBITA

590
SEK M
(461)

Employees

June 30, 2022

2,298
(1,897)

**Recurring
revenue**

67%
(66)

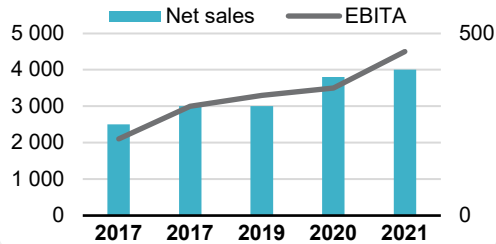
ADDNODE GROUP AS AN INVESTMENT

1

Organic and acquisition driven growth

- Our strategy is to create value by continuously acquiring new businesses and actively supporting our companies to drive organic growth.
- Net Sales and EBITA CAGR 5yr: 13% and 22%, respectively.

Profitable growth, 2017–2021, SEK M



2

Sustainable digital solutions

- We provide digital solutions for design, simulation, product data information and case management.
- Customers in construction and real estate sectors, manufacturing, the automotive industry, life sciences and the public sector.
- Global trends such as digitalisation, urbanisation and sustainability are driving demand for our solutions.

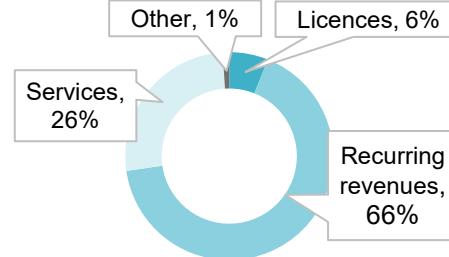


3

Attractive business model

- High share of recurring revenues.
- Customers return for advice, development and integration.
- Strong cash flow generation owing to large share of advance payments at start of year.
- Low capex need other than product development.

Revenue by type, 2021

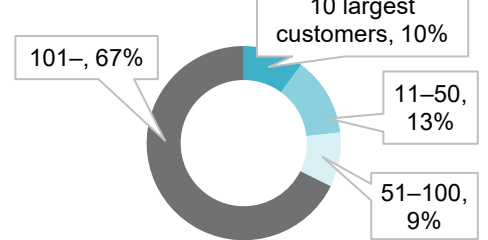


4

Diversification spreads risk

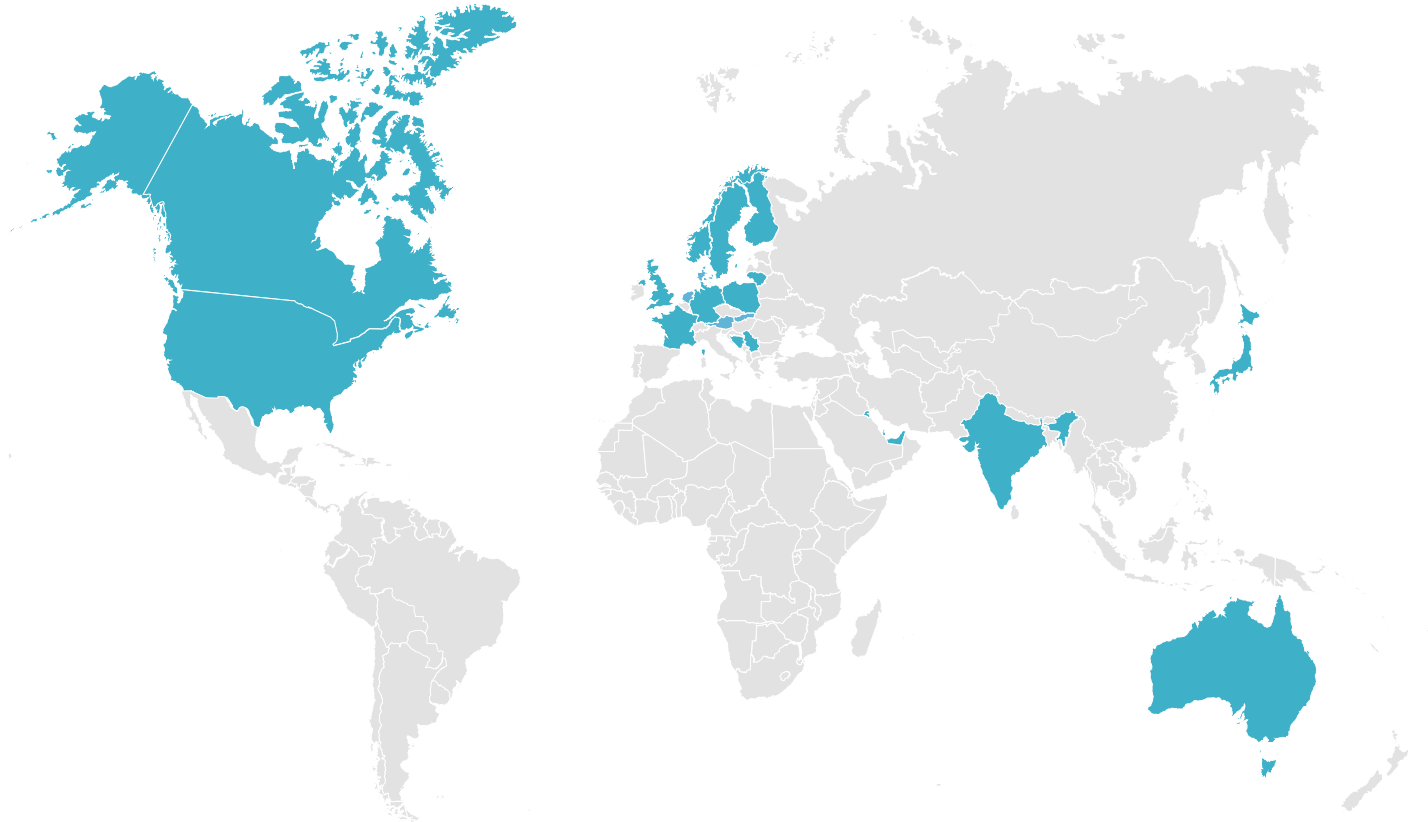
- We are active in numerous geographic markets, private and public sectors and in many different industries.
- We are not dependent on individual customers, but we have many long-term customer relationships.

Revenue by customer size, 2021

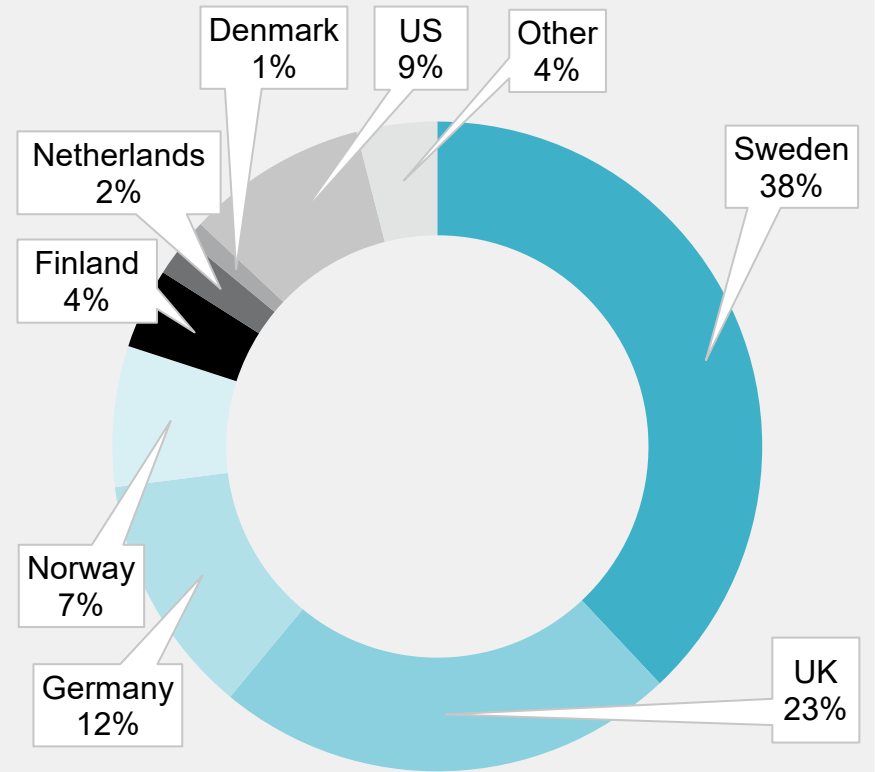


ADDNODE GROUP

International presence 30 June 2022



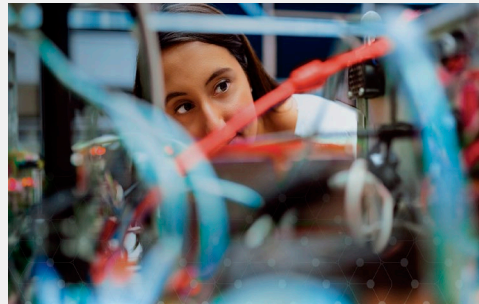
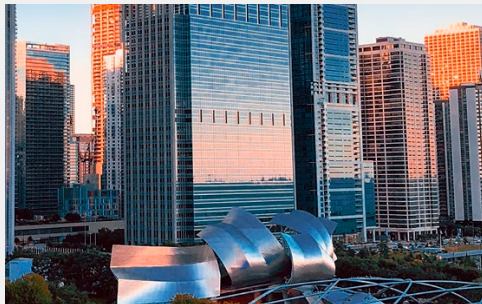
Geographic sales distribution, R12 Q2 2022



DESIGN MANAGEMENT

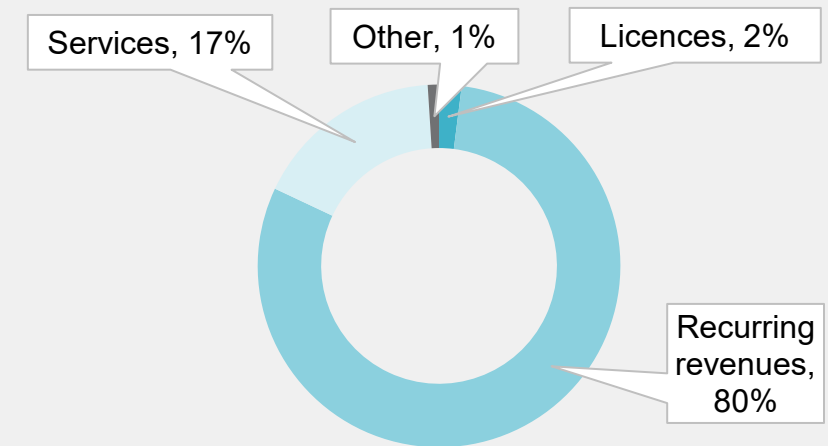
Continued strong market and entry to US market

- Digital solutions for smarter design, construction, and management of products, buildings, assets and infrastructure
- Operations are conducted by three subsidiaries:
 - Symetri/Microdesk – #1 Global Autodesk Solution provider
 - Tribia – Cloud-based collaboration tools for construction projects
 - Service Works Global (SWG) – managing and maintaining facilities



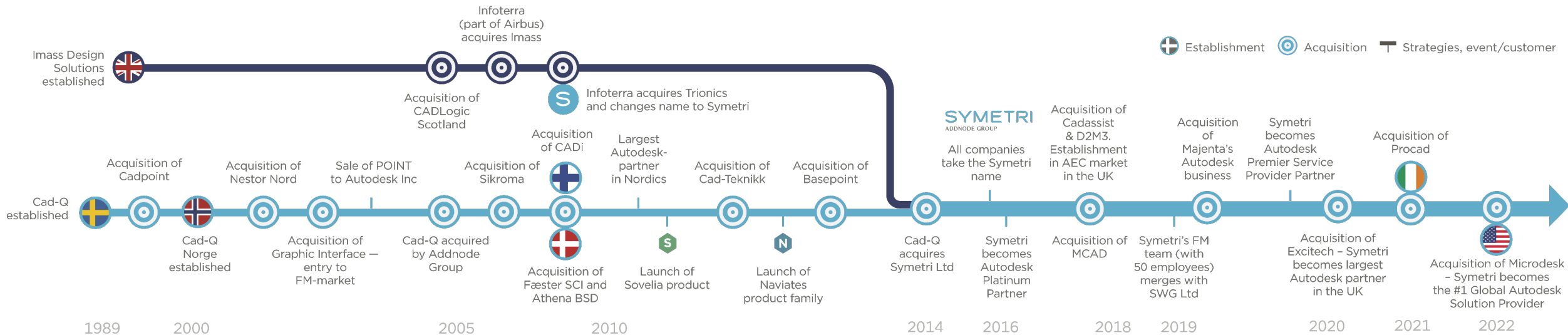
	Q2 2022	Q2 2021	Change	Rolling 12m
Net sales, SEK M	806	439	84%	2,393
EBITA, SEK M	80	40	100%	272
EBITA margin, %	9.9	9.1		11.4

Net sales distribution, Q2 2022



SYMETRI

The road to #1 Global Autodesk Solution Provider



PRODUCT LIFECYCLE MANAGEMENT

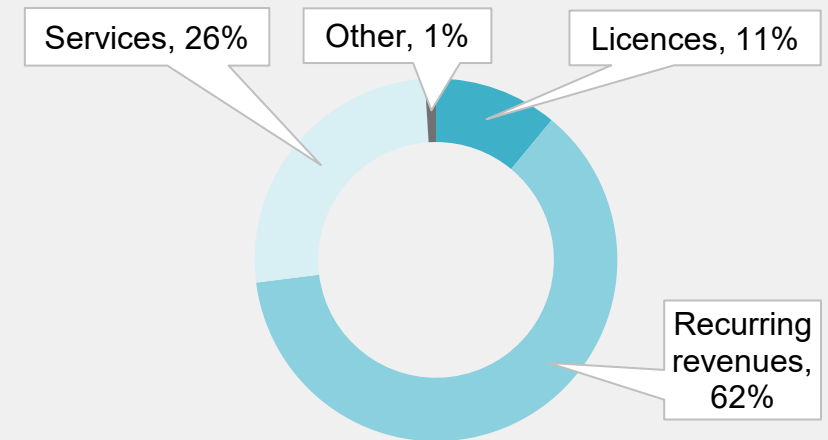
Strong market position continues to support growth

- Global provider of solutions for digitalising complete product or facility lifecycles – from idea, design, simulation and construction to sale, aftermarket and recycling
- The software portfolio consists of our partner Dassault Systèmes' market-leading 3DEXperience platform and proprietary, unique ancillary products and services
- The division's operations are conducted by the subsidiary TECHNIA



	Q2 2022	Q2 2021	Change	Rolling 12m
Net sales, SEK M	394	299	32%	1,377
EBITA, SEK M	35	27	30%	141
EBITA margin, %	8.9	9.0		10.2

Net sales distribution, Q2 2022



PROCESS MANAGEMENT

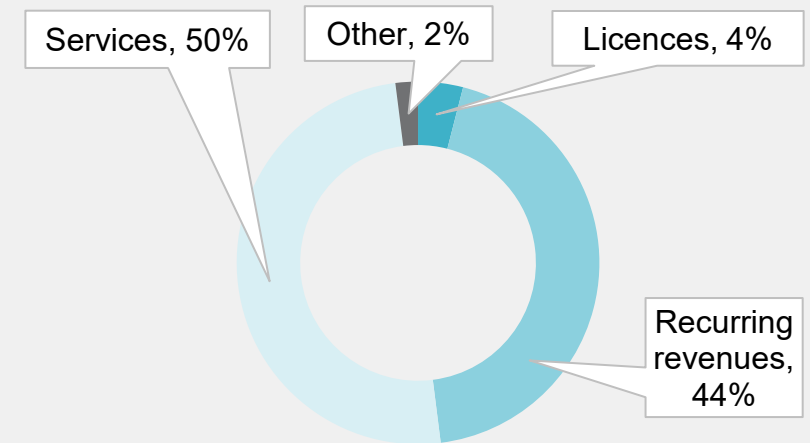
Continues to outgrow the market in leading segments

- Leading provider of digital solutions for the public sector in Sweden and Norway
 - Document and case management, business planning and decision support, e-archiving, digitalised public services, mobile services and Geographical Information Systems
- The customer base includes a large number of Sweden's public authorities and bodies, as well as all Sweden's municipalities and regional authorities



	Q2 2022	Q2 2021	Change	Rolling 12m
Net sales, SEK M	297	268	11%	1,112
EBITA, SEK M	56	48	17%	224
EBITA margin, %	18.9	17.9		20.1

Net sales distribution, Q2 2022



STRONG CASH GENERATION AND SOLID BALANCE SHEET

30 June 2022

Net Debt

601 SEK M

Equity / Assets Ratio

32%

Unused Credit Facilities

592 SEK M

Cash Flow from Operating Activities

600 SEK M

R12 July 2021 – June 2022

ADDNODE GROUP

ADDNODE GROUP ACQUIRES, OPERATES
AND DEVELOPS CUTTING EDGE ENTERPRISES
THAT DIGITALISE SOCIETY

We're n
scientis
but we
got spo
Expand your space
Manhattan
mini storage