

Q3 highlights.

Financial update

CEO Magnus Svenningson




**Continued
profitability
increase**

**EBIT 12 mSEK
(6 mSEK)**



**23%
growth in
recurring
revenue**

SaaS 38% growth

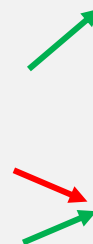


**Increased
pipeline
activity**

**4 won deals in Banking
and strong pipeline
growth within ERP**

Shift in revenue split.

(SEK 000)	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q/Q
SaaS	19 427	20 832	22 192	24 481	26 254	28 113	32 135	33 679	38%
Support and maintenance	53 990	55 685	56 175	56 424	58 212	60 115	62 339	65 454	16%
<i>Recurring revenue</i>	<i>73 418</i>	<i>76 517</i>	<i>78 368</i>	<i>80 905</i>	<i>84 467</i>	<i>88 228</i>	<i>94 474</i>	<i>99 133</i>	<i>23%</i>
License	9 923	3 691	2 437	3 426	7 012	2 836	7 924	1 929	-44%
<i>Software revenues</i>	<i>83 340</i>	<i>80 208</i>	<i>80 805</i>	<i>84 330</i>	<i>91 479</i>	<i>91 064</i>	<i>102 398</i>	<i>101 062</i>	<i>20%</i>
Deliveries	38 921	40 139	38 775	33 064	36 298	36 571	35 086	22 754	-31%
Net sales	122 261	120 347	119 580	117 395	127 777	127 635	137 484	123 816	5%
Sales expenses	-15 200	-16 056	-15 760	-16 869	-18 606	-15 926	-16 340	-14 241	-16%
Other costs	-26 879	-27 005	-30 680	-28 089	-31 211	-27 661	-30 480	-28 500	1%
Personnel costs	-65 486	-72 124	-71 546	-64 971	-73 690	-73 352	-75 321	-65 304	1%
Capitalized development costs	13 377	11 881	13 085	13 153	15 803	12 651	13 740	13 434	2%
Total operating expenses	-94 189	-103 305	-104 901	-96 776	-107 703	-104 288	-108 401	-94 610	-2%
EBITDA	28 072	17 042	14 679	20 619	20 074	23 348	29 083	29 206	42%
%	23,0%	14,2%	12,3%	17,6%	15,7%	18,3%	21,2%	23,6%	34%
Items affecting comparability	-	-	-	-	-	-	-	-1 465	
Depreciation/amortization	-12 046	-13 511	-14 392	-14 432	-14 361	-16 283	-16 142	-16 153	12%
EBIT	16 027	3 531	287	6 187	5 713	7 065	12 941	11 588	87%
%	13,1%	2,9%	0,2%	5,3%	4,5%	5,5%	9,4%	9,4%	



- Topline grows by 6 mSEK (5%) from last year.
- Shift in revenue split: Recurring 80% (69%) of revenue.
- Recurring revenue +23 % (18 mSEK) from last year.
 - SaaS +38% (9 mSEK)
 - Support & Maint: +16% (9 mSEK)
- Delivery revenue -31% (-10 mSEK) from last year.
 - Private is shifting deliveries to partners, -5 mSEK.
 - DK Public is now live with the new LBST agreement, -3 mSEK.

Profitability on the rise.

(SEK 000)	Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q/Q
SaaS	19 427	20 832	22 192	24 481	26 254	28 113	32 135	33 679	38%
Support and maintenance	53 990	55 685	56 175	56 424	58 212	60 115	62 339	65 454	16%
<i>Recurring revenue</i>	<i>73 418</i>	<i>76 517</i>	<i>78 368</i>	<i>80 905</i>	<i>84 467</i>	<i>88 228</i>	<i>94 474</i>	<i>99 133</i>	<i>23%</i>
License	9 923	3 691	2 437	3 426	7 012	2 836	7 924	1 929	-44%
<i>Software revenues</i>	<i>83 340</i>	<i>80 208</i>	<i>80 805</i>	<i>84 330</i>	<i>91 479</i>	<i>91 064</i>	<i>102 398</i>	<i>101 062</i>	<i>20%</i>
Deliveries	38 921	40 139	38 775	33 064	36 298	36 571	35 086	22 754	-31%
Net sales	122 261	120 347	119 580	117 395	127 777	127 635	137 484	123 816	5%
Sales expenses	-15 200	-16 056	-15 760	-16 869	-18 606	-15 926	-16 340	-14 241	-16%
Other costs	-26 879	-27 005	-30 680	-28 089	-31 211	-27 661	-30 480	-28 500	1%
Personnel costs	-65 486	-72 124	-71 546	-64 971	-73 690	-73 352	-75 321	-65 304	1%
Capitalized development costs	13 377	11 881	13 085	13 153	15 803	12 651	13 740	13 434	2%
Total operating expenses	-94 189	-103 305	-104 901	-96 776	-107 703	-104 288	-108 401	-94 610	-2%
EBITDA	28 072	17 042	14 679	20 619	20 074	23 348	29 083	29 206	42%
%	23,0%	14,2%	12,3%	17,6%	15,7%	18,3%	21,2%	23,6%	34%
Items affecting comparability	-	-	-	-	-	-	-	-1 465	
Depreciation/amortization	-12 046	-13 511	-14 392	-14 432	-14 361	-16 283	-16 142	-16 153	12%
EBIT	16 027	3 531	287	6 187	5 713	7 065	12 941	11 588	87%
%	13,1%	2,9%	0,2%	5,3%	4,5%	5,5%	9,4%	9,4%	



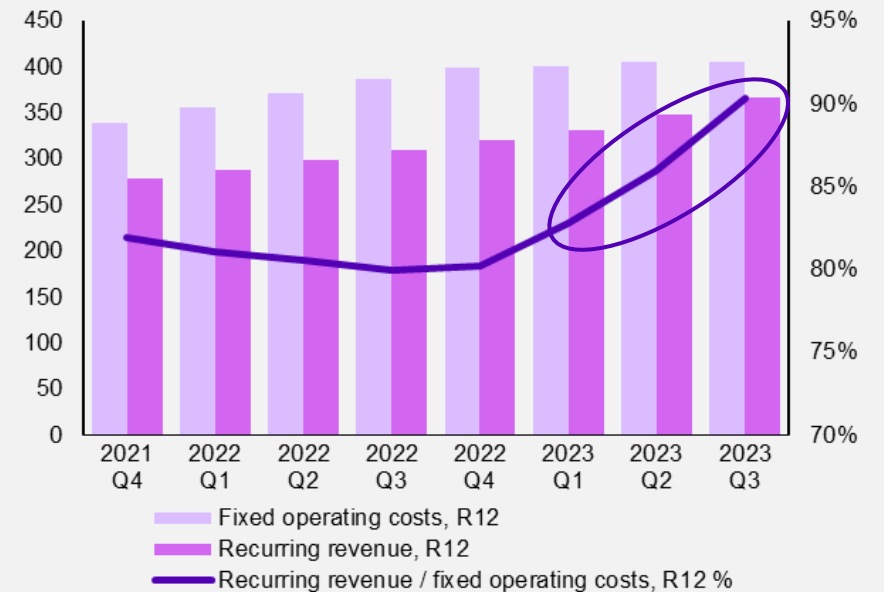
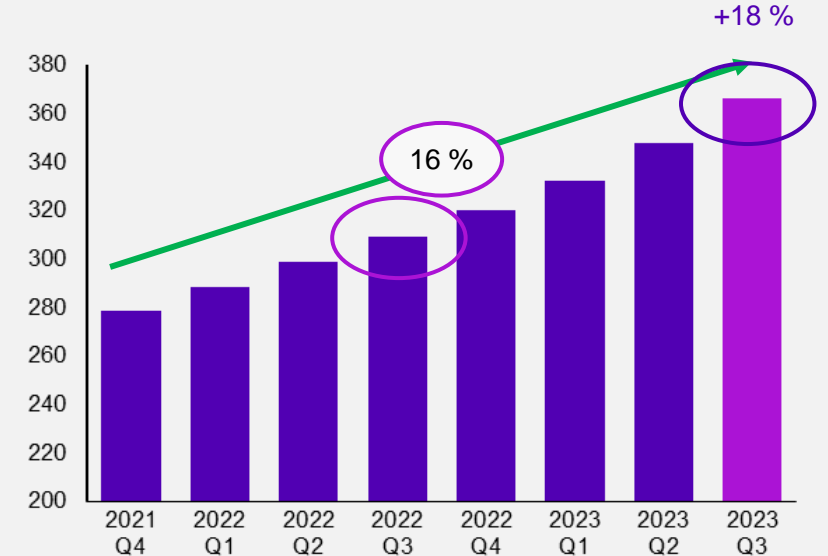
- Total operating expenses decrease by 2% from last year.

- Sales expenses -2,5 mSEK
- Other lines flat
- Headcount 267 (284)

- One-off cost recorded for severance pay to exiting CEO.
- The strong development in revenue and controlled cost expansion caters for increase in profitability.
 - EBIT is up to 5 mSEK.

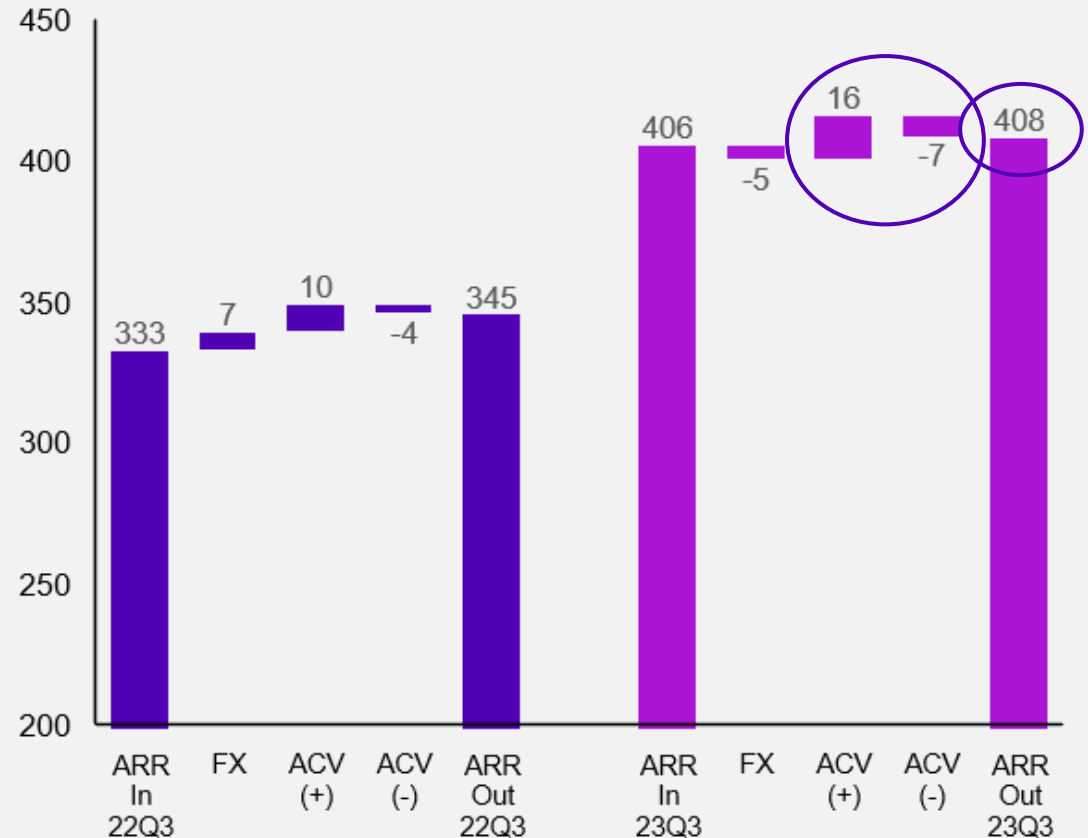
Growth in recurring revenue.

- >75 % of revenue
- R12 growth of 18 % yoy in Q3
- CAGR >10 % from 2014
 - 16 % over the last two years
- Covers >90 % of fixed operating costs
 - Gives stability and lowers risk
 - Steep upward trend from Q1!

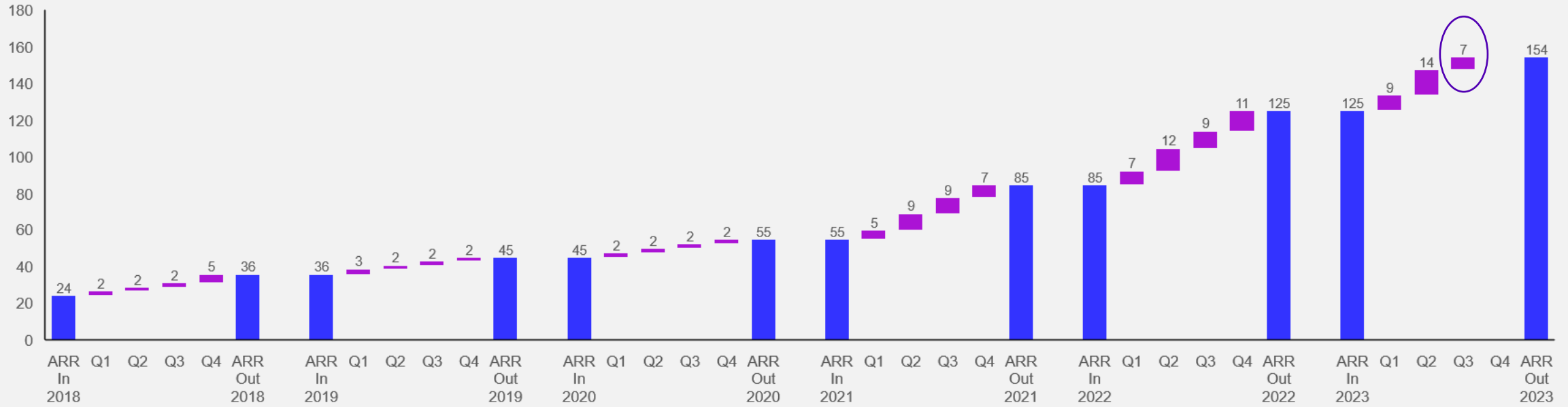


Good sales, but large churn.

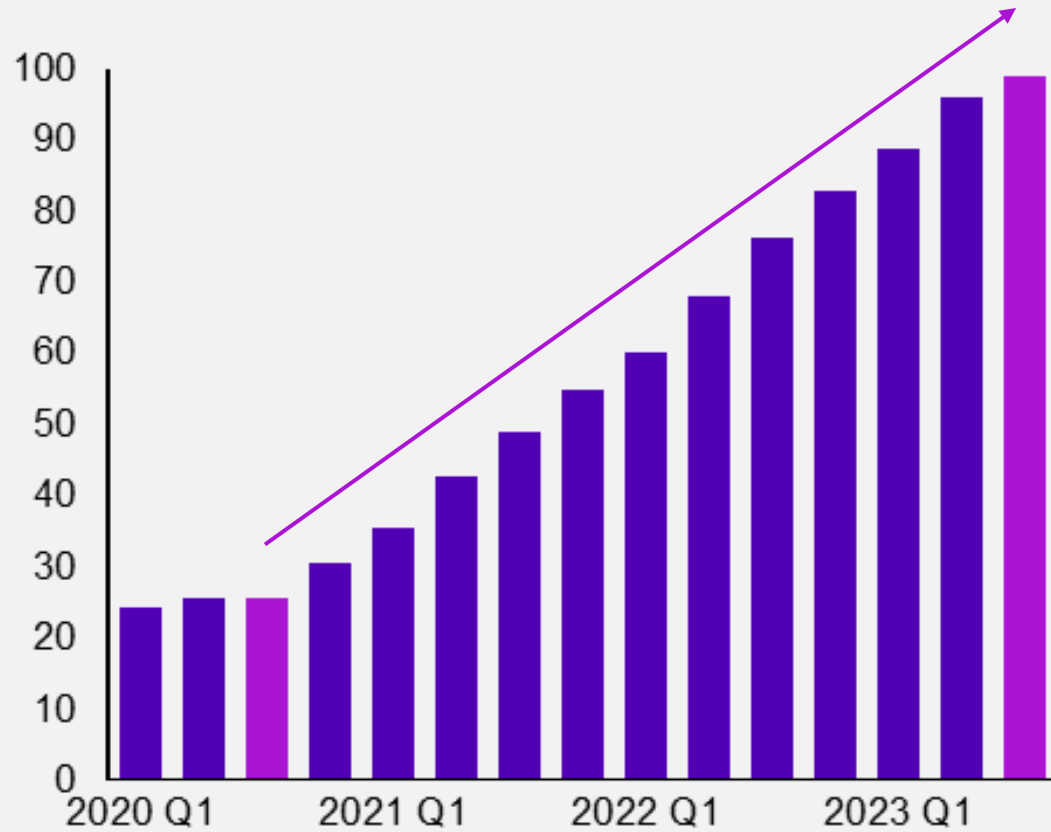
- ACV of 8 mSEK for the quarter.
 - SaaS: +9 mSEK
 - Support & Maint.: -1 mSEK
- Strong sales in Private, but also two larger churns!
 - Private: +5 mSEK
 - SE Public: +1 mSEK
 - DK Public: +2 mSEK
- Outgoing ARR of 408 mSEK.
 - +18 % from last year



Established a higher level of SaaS ACV.



Lasernet SaaS ARR.



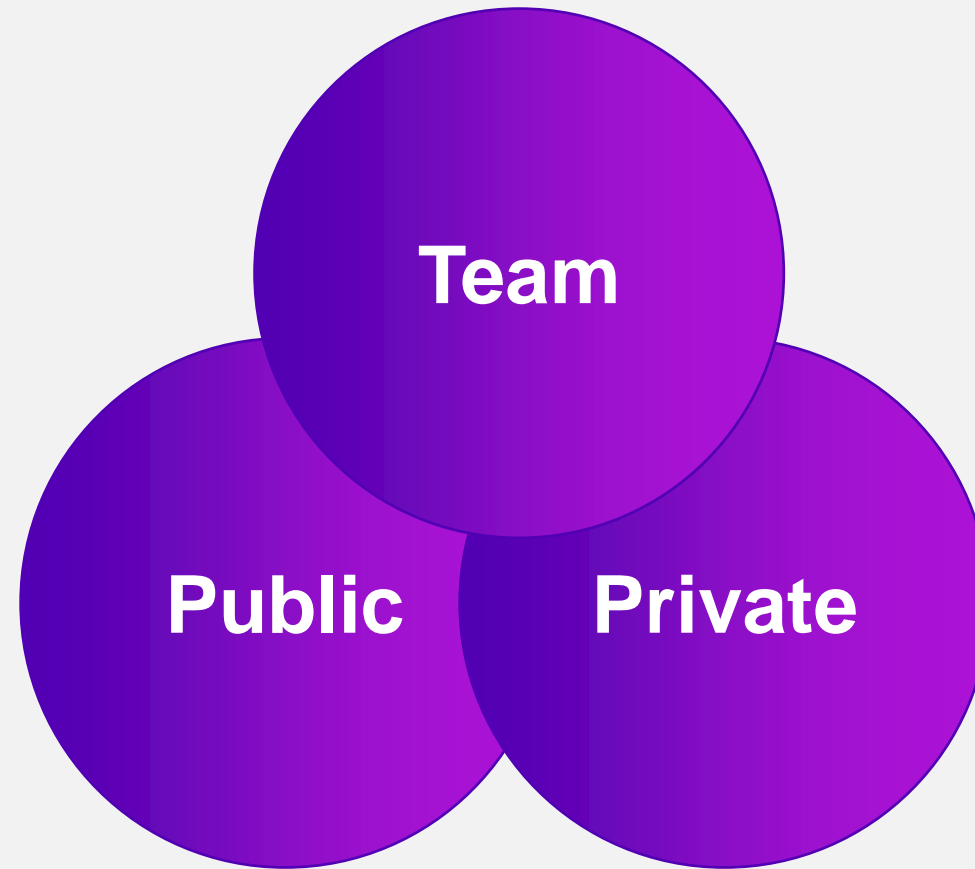
CAGR
57%
(3 yrs)

Who is Magnus

- Based out of Stockholm together with my family
- Electrical Engineer from Lund University
- Extensive tech go-to market
 - IT, Telecom, Ericsson
 - Biometrics, CEO of Speed Identity
 - SaaS Cybersecurity, M&A, CEO of PrimeKey



My first month's



Financial targets 2021–2025.

10%

Average annual
revenue growth
2021-2025

70%

Share of
recurring revenue
in 2025

>20%

Gradually
improved EBIT
margin to reach
by 2025

>50%

Dividend policy
of net profit over
time



Thank you.

Q&A