

# Interim report Q2

12 July 2024

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**Driving efficiency and quality in the world of care**

# Agenda

- 1 Highlights Q2
- 2 Company update
- 3 Financial update

## Today's presenters



**Daniel Öhman**  
CEO



**Svein Martin Bjørnstad**  
CFO

## Update

- New agreement with Frelsesarmeen for Ad Curis – all products, except for Ad Opus, already have or have now secured strong growth going forward
- The relisting process continues with aim of first day of trading in Stockholm in Q4
- High one time costs related to potential bid from EG, relisting and acquisition project in Germany

## Growth

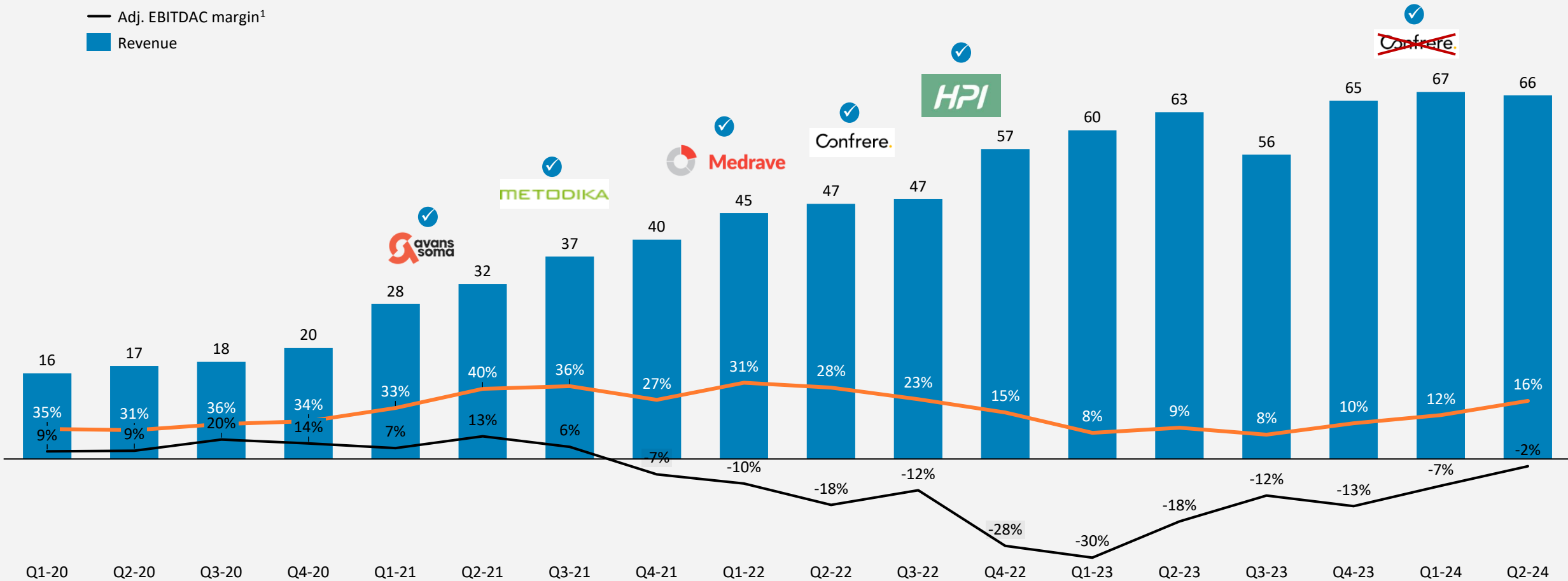
- Signed not implemented ARR amounts to NOK 17m
- 15% organic recurring revenue growth

## Profitability

- Close to breakeven on cash profitability, including Webdoc X
- Significant YoY improvements
- Cash flow positive in Q2 and H1

# Track record of growth

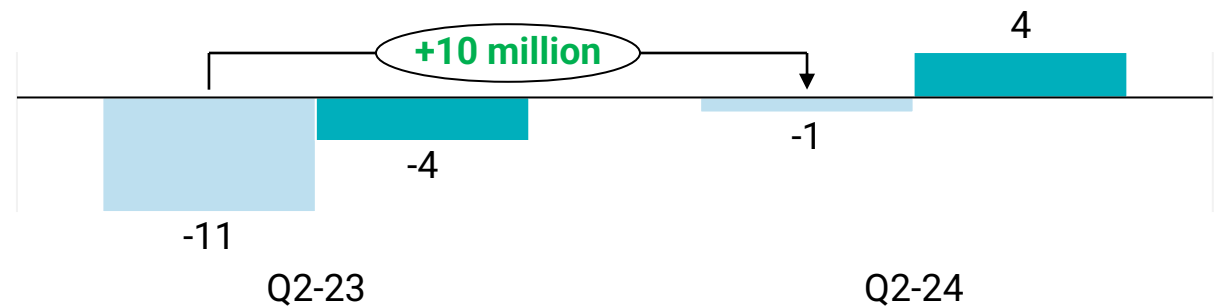
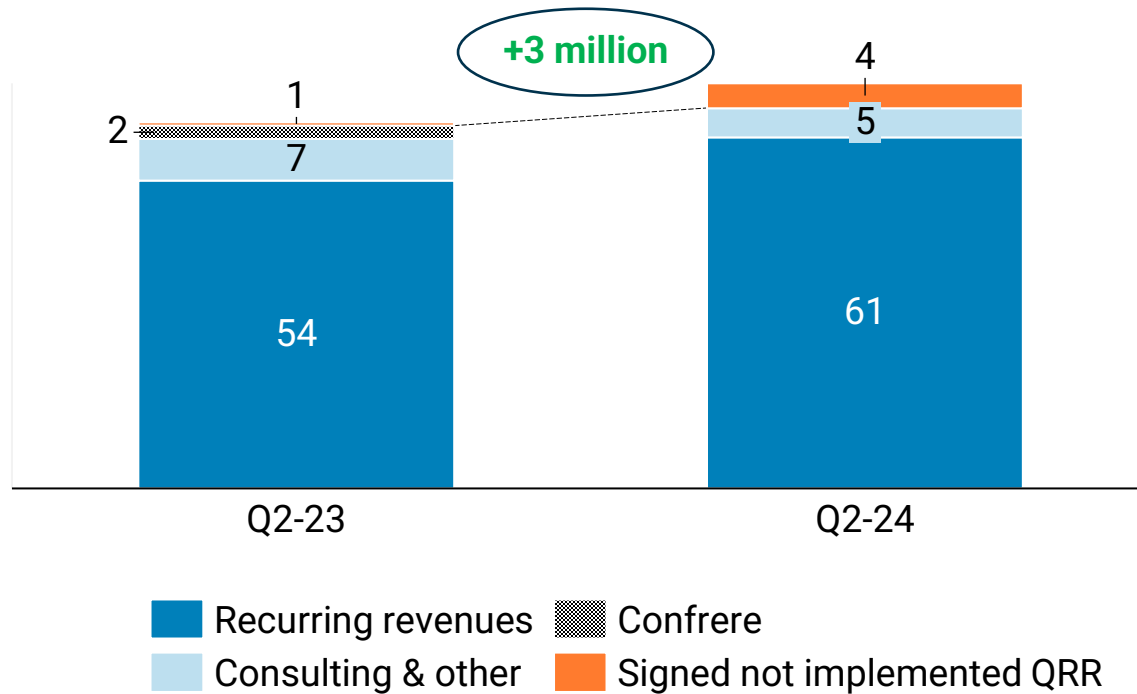
- Adj. EBITDA margin
- Adj. EBITDAC margin<sup>1</sup>
- Revenue



1: Defined as EBITDA less capitalized development expenses

# Scaling into the cost base

Significant improvement through cost efficiencies and growth  
 Revenue growth is the key to drive margins going forward



Adj. EBITDA - capex<sup>1</sup>    Adj. EBITDA - capex excl. Webdoc X

1: Defined as EBITDA less capitalized development expenses  
 2: Excl. Confrere

# Financial performance Q2 2024

Well functioning base with strong scalability

Ambition to keep costs flat and accelerate growth

NOK 10m EBITDAC from operations

HPI & Ad Opus with significant improvements YoY

Divestment of Confrere cleans up structure and lets us focus

NOKm	Operations (excl. HPI, Ad Opus)	HPI & Ad Opus	WDX	HQ	Group
<b>Total revenues</b>	<b>58</b>	<b>8</b>	<b>0</b>	<b>-</b>	<b>66</b>
Share of revenue	87%	12%	0%	nm	100%
Organic recurring growth	16%	7%	nm	nm	15%
<b>Adj. EBITDA</b>					
<b>Q2 2024</b>	<b>15</b>	<b>2</b>	<b>-1</b>	<b>-5</b>	<b>10</b>
Q2 2023	13	1	0	-8	6
Margin 2024	25%	27%	nm	nm	16%
Margin 2023	20%	16%	nm	nm	8%
<b>Adj. EBITDA – capex</b>					
<b>Q2 2024</b>	<b>10</b>	<b>0</b>	<b>-6</b>	<b>-5</b>	<b>-1</b>
Q2 2023	7	-3	-7	-8	-11
Margin 2024	17%	-4%	nm	nm	-2%
Margin 2023	12%	-47%	nm	nm	-15%

# Journey Ahead and Q1 Highlights

## Strong organic growth

- 15% organic growth in recurring revenues in Q2 and 17 MNOK ARR backlog
- Continue to develop our sales model and increase traction for Ad Opus' and HPI's new products
- Deliver new development on time

## Efficient use of resources

- Continuous efficiency gains
- Additional cost savings – during Q2 we continued to move from consultants to employed
- Optimize operating cost base – procurement and prioritization

## Launch Webdoc X

- Development focus on certifying for Germany – most likely in Q1
- Many discussions with possible pilots, acquisition targets and collaboration partners

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Strong foundation of mission critical solutions with minimal churn in a growing and non-cyclical industry



# Financial update

Q2 2024



# Carasent – Q2 financial highlights

**66**

Million revenue  
Q2 2024

**15%**

Organic recurring  
revenue growth

**16%**

Adj. EBITDA margin

**254**

Million signed ARR per  
Q2 2024

**111%**

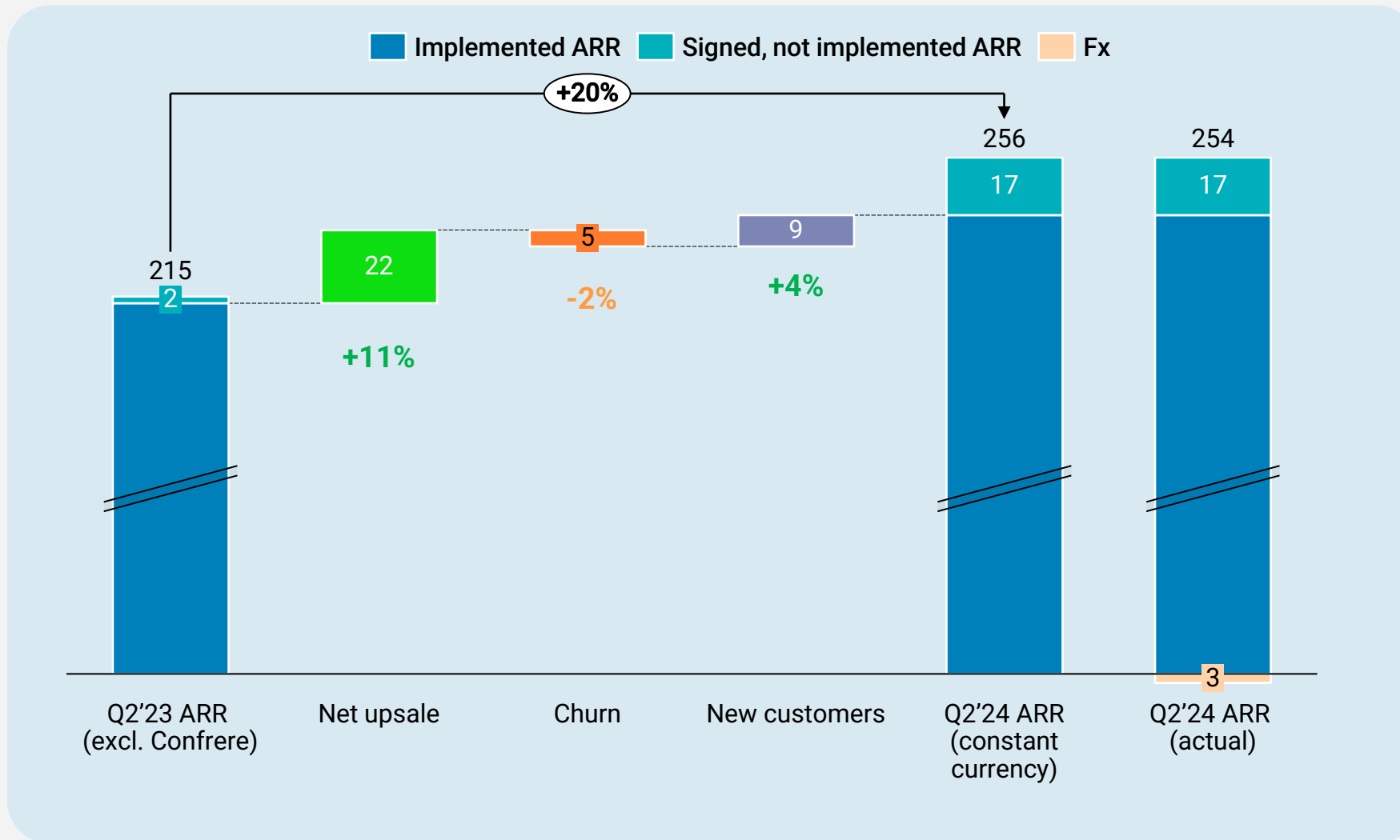
Net retention rate

**-2%**

Adj. EBITDA – capex  
margin

# 20% organic growth in signed ARR

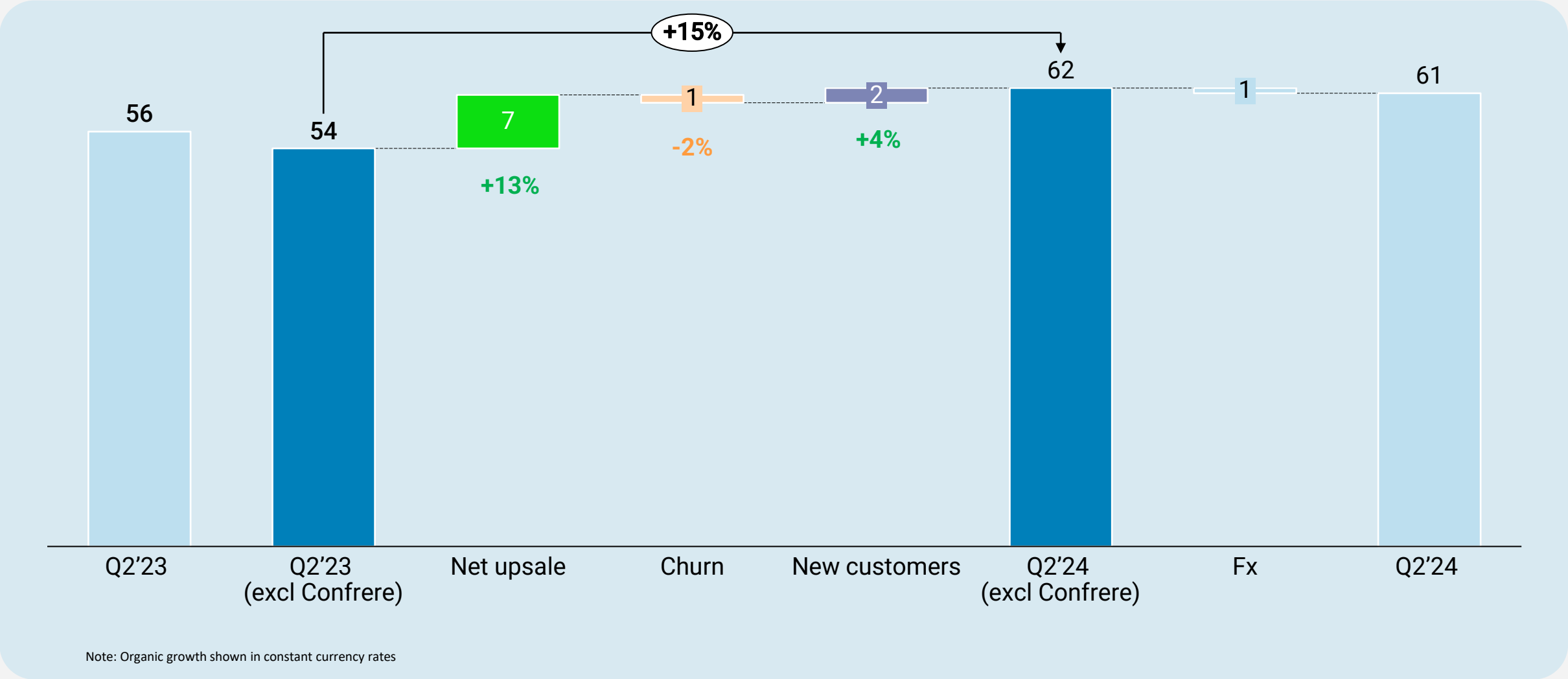
## Sales initiatives starting to pay off – strong growth in revenue backlog



- Significant uptick in recurring revenue growth
- Large contracts not yet implemented
- Signed not implemented ARR of NOK 17m vs. 2m Q2 2023

# 15% recurring revenue growth Q2 YoY

15% organic growth – strong market position with high stickiness and low churn



# Strong YoY improvements

NOKm	Q2 2024	Q2 2023	YoY growth	H1 2024	H1 2023
Webdoc	33.3	28.5	17%	66.8	55.3
Other EHR	15.0	13.9	7%	29.6	27.4
Platform products	12.9	13.6	-5%	26.3	27.2
Consulting and other	5.1	7.2	-29%	10.4	13.3
<b>Revenue</b>	<b>66.3</b>	<b>63.2</b>	<b>5%</b>	<b>133.2</b>	<b>123.2</b>
COGS	-9.8	-11.1		-20.5	-22.9
<b>Gross profit</b>	<b>56.5</b>	<b>52.1</b>	<b>8%</b>	<b>112.7</b>	<b>100.3</b>
<i>Gross profit margin</i>	85%	82%		85%	81%
Personnel expenses	-33.2	-38.3		-69.6	-69.5
Other operating costs	-15.4	-12.7		-28.9	-27.3
<b>EBITDA</b>	<b>7.8</b>	<b>1.2</b>	<b>572%</b>	<b>14.2</b>	<b>3.5</b>
Non-recurring expenses	2.6	4.5		4.2	7.0
<b>Adj. EBITDA</b>	<b>10.4</b>	<b>5.6</b>	<b>84%</b>	<b>18.4</b>	<b>10.5</b>
<i>Adj. EBITDA margin</i>	16%	9%		14%	9%
Capitalized development	-11.8	-16.7		-24.7	-39.8
<b>Adj. EBITDA - capex</b>	<b>-1.4</b>	<b>-11.1</b>	<b>nm</b>	<b>-6.3</b>	<b>-29.3</b>
<i>Adj. EBITDA - capex margin</i>	-2%	-18%		-5%	-24%
<b>Adj. EBITDA - capex excl. Webdoc X</b>	<b>4.4</b>	<b>-4.2</b>	<b>nm</b>	<b>5.4</b>	<b>-15.0</b>
<i>Adj. EBITDA - capex margin</i>	7%	-7%		4%	-12%

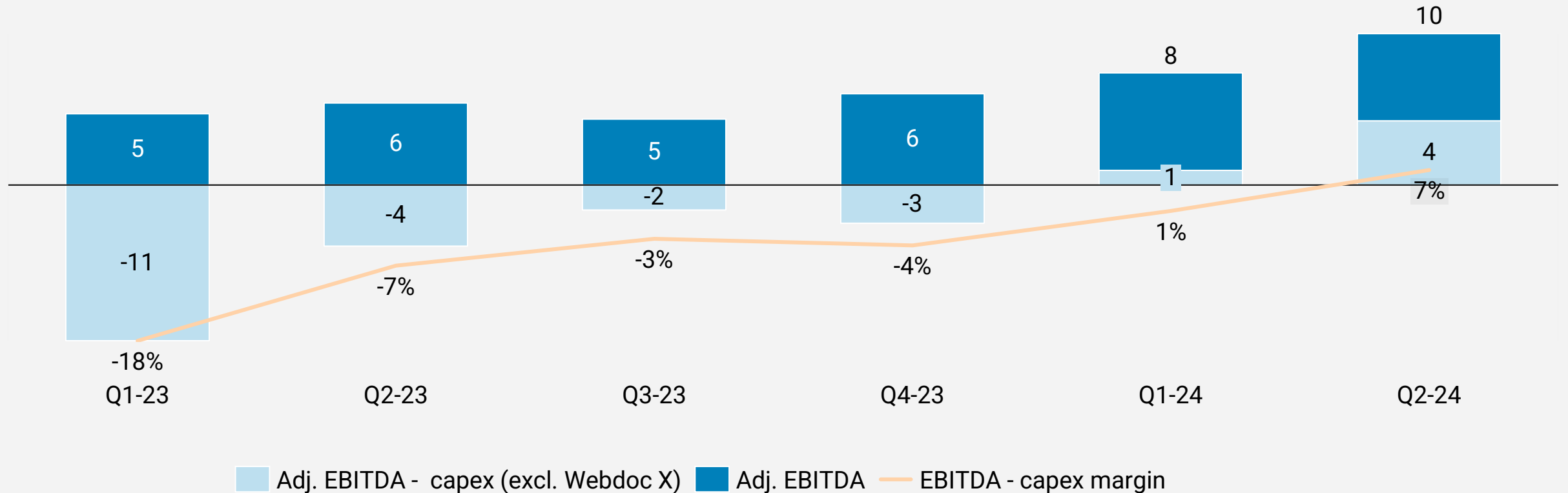
- Good underlying growth for all product categories (Webdoc 18%, Other EHR 9%, Platform products 14% excluding Confrere and fx)
- Consulting revenues down 29% as we prioritize recurring revenues
- Gross profit margin increased from 82% to 85%
- Personnel expenses and capitalized development decreased with NOK ~10m combined
- Non-recurring expenses related to EG process, relisting and German acquisition
- Close to breakeven on EBITDA - Capex

# Improving profitability

Cash profitability rapidly improving

NOK +4.4m EBITDAC excluding Webdoc X in Q2 2024

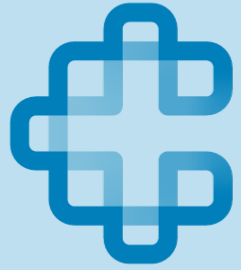
Gross margin of 85% in Q2 – high scalability



# Positive cash flow in Q2 and H1

NOKm	Q2 2024	Q2 2023	H1 2024	H1 2023
Revenue	66.3	63.2	133.2	123.2
Reported EBITDA	7.8	1.2	14.2	3.5
Change in working capital	5.9	-10.6	12.7	-0.1
<b>Operating cash flow</b>	<b>13.7</b>	<b>-9.4</b>	<b>26.9</b>	<b>3.3</b>
<i>Share of revenue</i>	21%	-15%	20%	3%
Investments in tangible and intangibles	-12.0	-17.4	-25.4	-42.9
<b>Free cash flow</b>	<b>1.7</b>	<b>-26.9</b>	<b>1.5</b>	<b>-39.6</b>
<i>Share of revenue</i>	3%	-43%	1%	-32%
Other investments and financing cash flow	0.1	-1.6	0.3	-3.2
<b>Total change in cash</b>	<b>1.8</b>	<b>-28.5</b>	<b>1.8</b>	<b>-42.8</b>
<b>Cash end of period</b>	<b>376</b>	<b>655</b>	<b>376</b>	<b>655</b>

- Operating cash flow at 21% of revenues
- Significant improvements in profitability
- Strong working capital effects in H1 from annual invoicing for some products
- Capex significantly down YOY
- Other cash flow mainly related to interest investments and leasing payments
- Cash flow positive in Q2 and H1**



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Q&A

