



Leader In Construction Technology

Q3 presentation
November 2021



Agenda

Company Overview

Highlights of the Quarter

Financial Update

Q&A



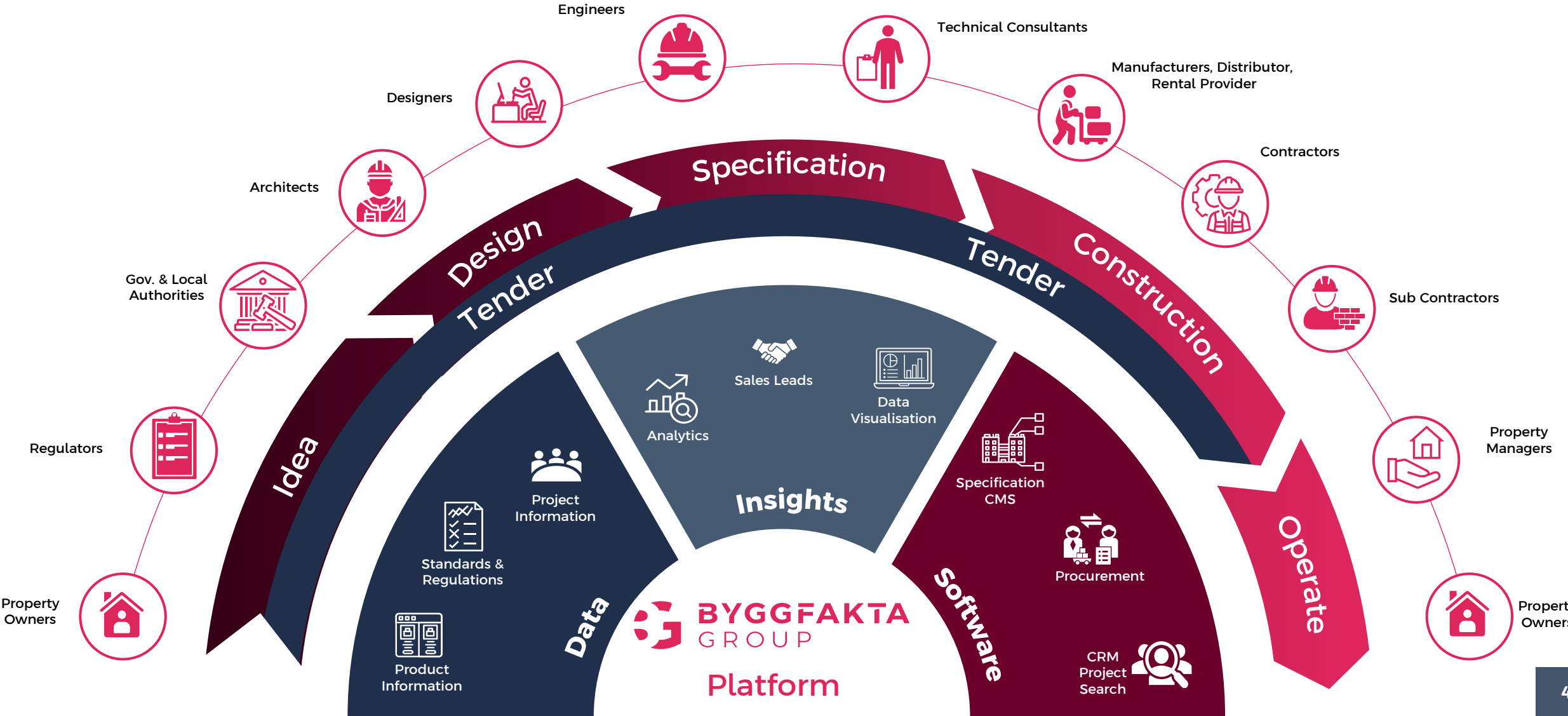
CEO
Stefan Lindqvist



CFO
Johnny Engman

Company Overview

At The Core Of The Construction Ecosystem



Providing A Range Of Integrated Solutions



Project Information

Construction project definition and concept

A **proprietary data platform** of construction projects to furnish customers with **tangible and qualified sales leads**



Specification

Construction project specification

Project specification software tools for AEC⁽¹⁾ professionals to develop regulatory compliant project designs



Product Information

Construction product sourcing and selection

A **platform for suppliers** to showcase their **products** online, and enable **buyers and specifiers** to find the **right product** for the **right project** at the **right time**



e-Tendering

Construction product procurement

Procurement software for public and private buyers and suppliers

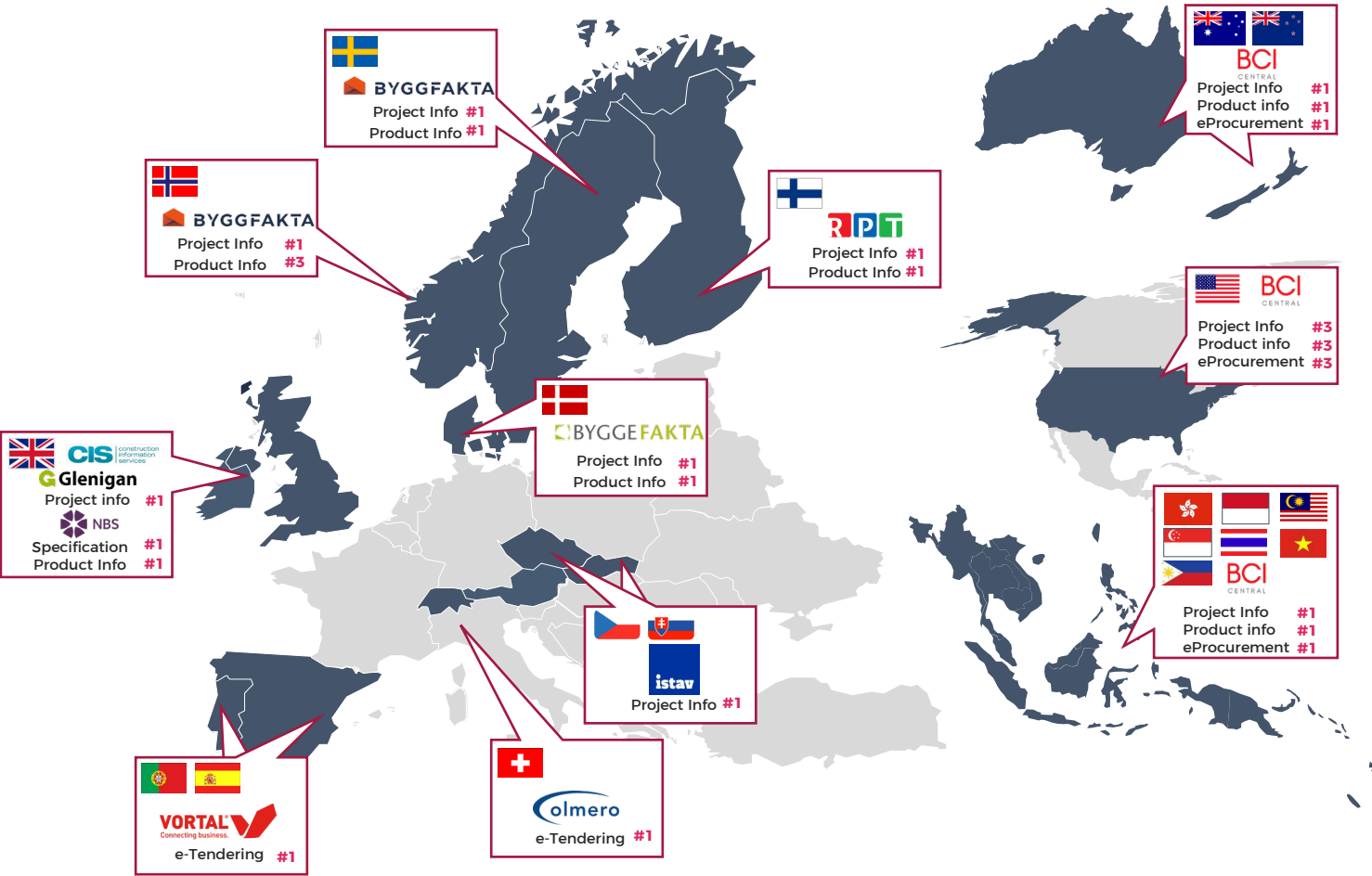
Source-to-pay and **sale management** capabilities



Full Suite Of Software And Data Solutions For The Construction Industry

Leading Player In Each Market With High Barriers To Entry

A Leading Market Position...



...With A Highly Defensible Position Across Geographies

<h3>Economies of scope</h3> <p>Easier opportunities for cross-selling and cross-synergies rolling out solutions (whitespace)</p>	<h3>Economies of scale</h3> <p>Sharing of knowledge, technology and resource between group entities</p>
<h3>Investment costs</h3> <p>Have been significant in order to develop database</p>	<h3>Proprietary data sets</h3> <p>In addition to early access data</p>
<h3>Regulation</h3> <p>Increased transparency, accountability and traceability</p>	<h3>Customers</h3> <p>Strong relationships, high retention and up-sell capabilities</p>

Sources: Internal Company estimates. Note: Excludes operations in Canada, Germany and Italy.

Highlights of the Quarter

Market Highlights

Continued challenges related to lack of materials and personnel

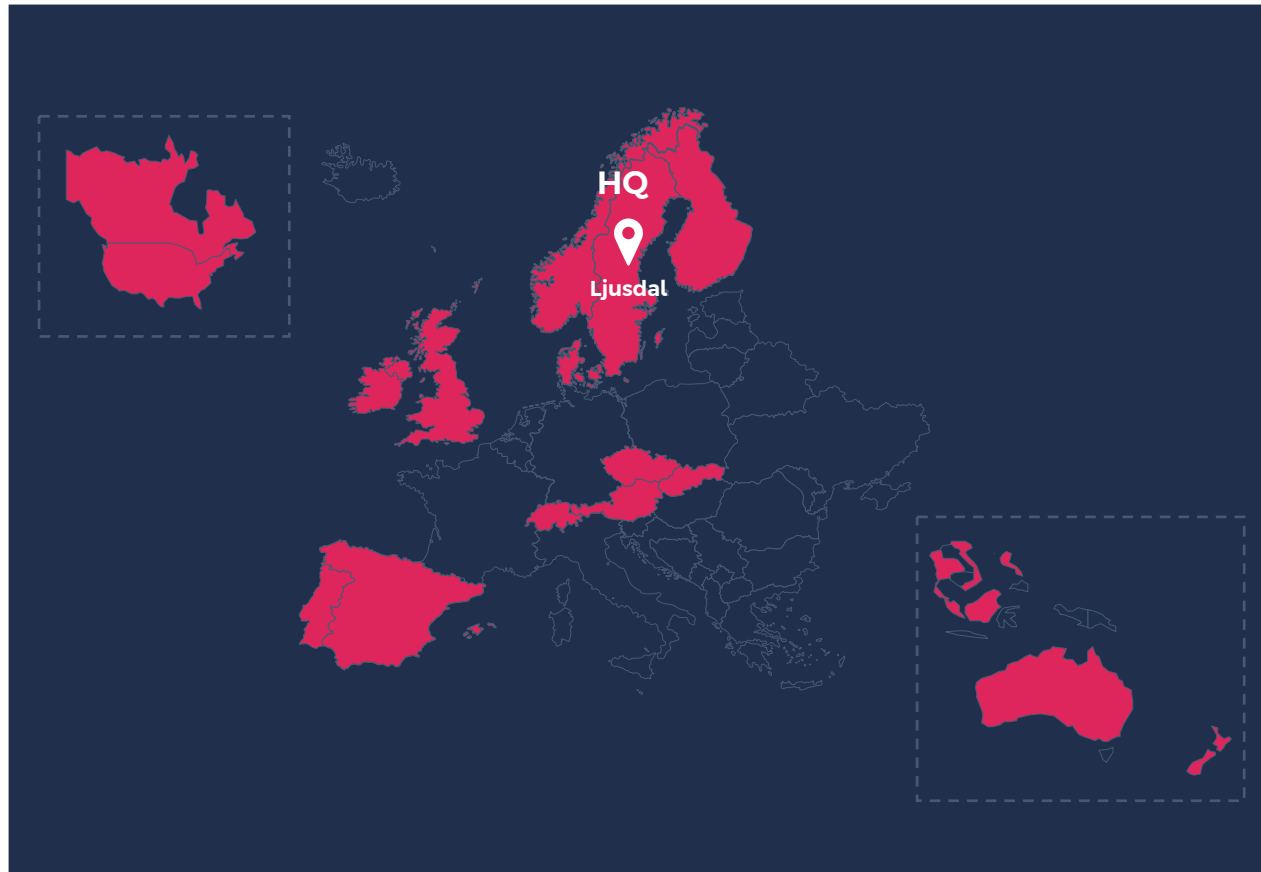
Financial Highlights

Solid underlying net sales growth

Double digit organic ARR growth

Adjusted EBITDA margin increased to 40.7%

Strong and growing geographical footprint



Strong M&A activity

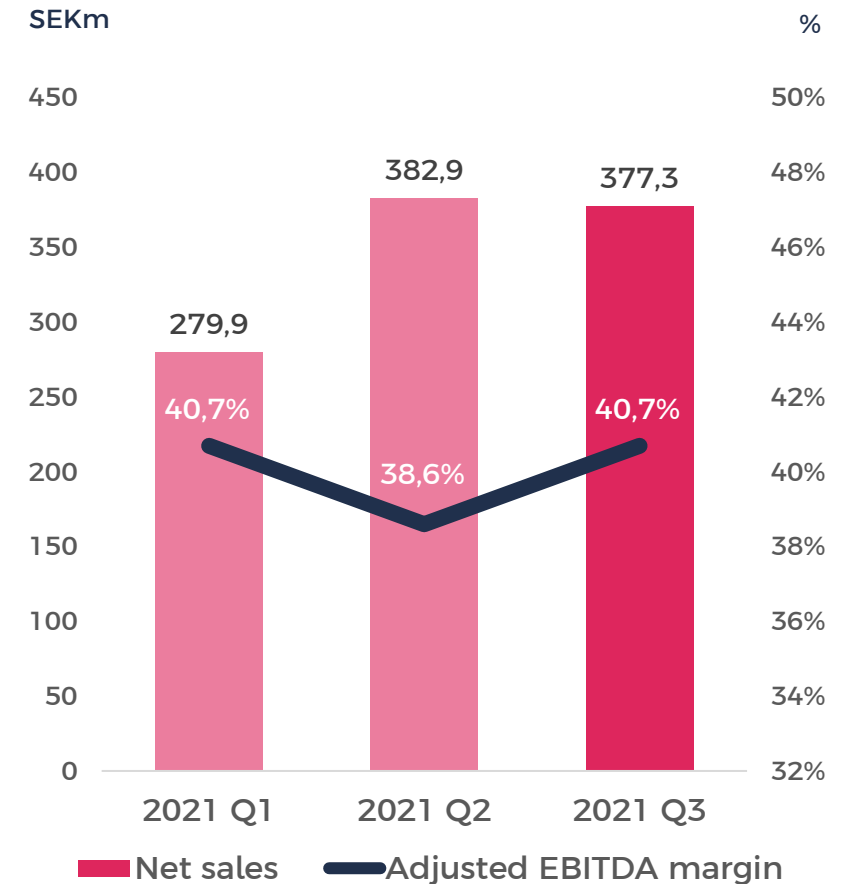
- Listed on Nasdaq Stockholm on October 15 and refinanced outstanding debt through a share issue and new debt facilities
- 6 acquisitions completed in early Q4, adding a total annual revenue of around MSEK 350
 - BCI Media Group (Australia)
 - INFO-TECHNO (Austria)
 - Nexus IT (Spain)
 - Construdata21 (Spain)
 - CIS (Republic of Ireland)
 - Forecon (Finland)
- Strengthened organisation to support future growth

Financial Update

Financial Highlights

- Net sales amounted to MSEK 377.3 (-)
- Combined financials organic ARR growth of 10.3% in Sept LTM
- Combined financials organic net sales growth of 11.2% in first 9 months 2021
- Adjusted EBITDA was MSEK 153.5 (-), corresponding to an EBITDA margin of 40.7% (-)
- EBITDA was MSEK 127.8 (-)

Net sales & Adjusted EBITDA margin



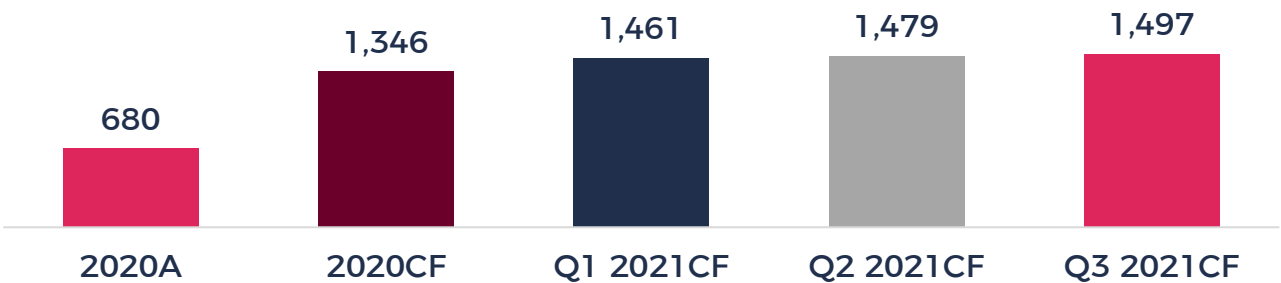
Solid ARR Development With Double Digit Organic Growth

Comments

- Combined financials refer to reported numbers plus BCI as in the prospectus
- Combined financials organic ARR growth of 10.3% in Sept LTM
- Combined financials organic net sales growth of 11.2% in first 9 months 2021
- Share of subscription revenue at 86%⁽⁶⁾
- ARR growth underpinned by solid New Sales

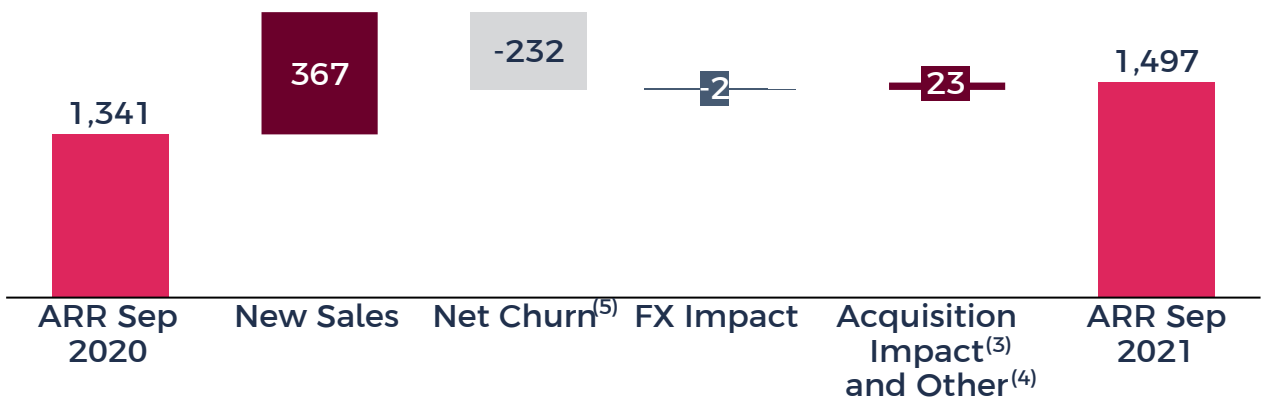
ARR⁽¹⁾ Development Combined financials⁽²⁾

SEKm



ARR⁽¹⁾ Bridge Combined financials⁽²⁾

SEKm

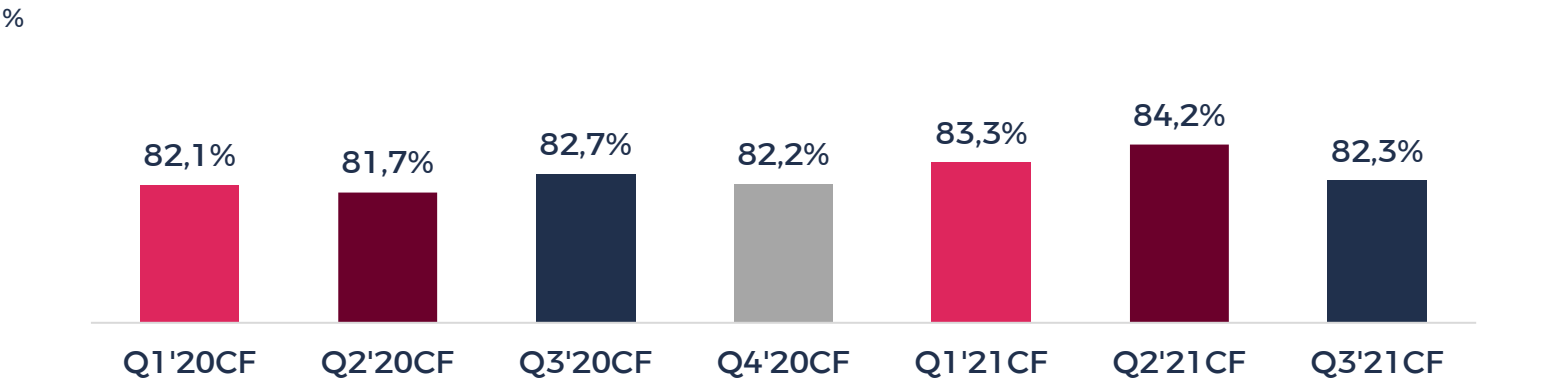


Sources: Company information
(1) The recurring revenue of respective month, recalculated to a 12-month period. The measure indicates recurring revenue during the coming 12 months based on revenue from current customers at the end of the period. (2) Combined financials = Number derived from internal accounting systems, unaudited and combined with financials for acquired companies during the period. (3) Consisting of ARR values related to one subsidiary in BCI (APAC) that was acquired in Q4 2020 and where we do not have ARR data for the comparable periods and therefore we indicate this as an acquisition impact. (4) Consisting of one subsidiary in UK where we have total ARR data but not details related to ingoing components (New sales, Upsell, Downsell and Churn). (5) Including upsell, downsell and price increase. (6) Based on Q3 Actual net sales.

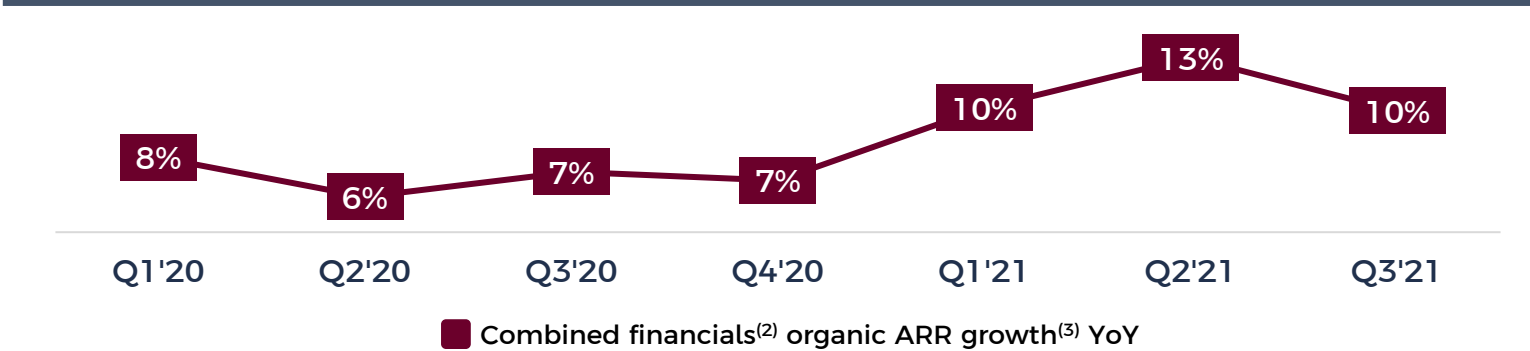
Comments

- Combined financials net retention marginally lower in Q3 due to slight turbulence on the construction market, mainly from instable supply of materials and workforce shortage.
- Continued strong organic ARR growth driven by UK, Nordics and APAC.

Net Retention⁽¹⁾ Combined financials⁽²⁾



Organic ARR Growth⁽³⁾



Sources: Company information

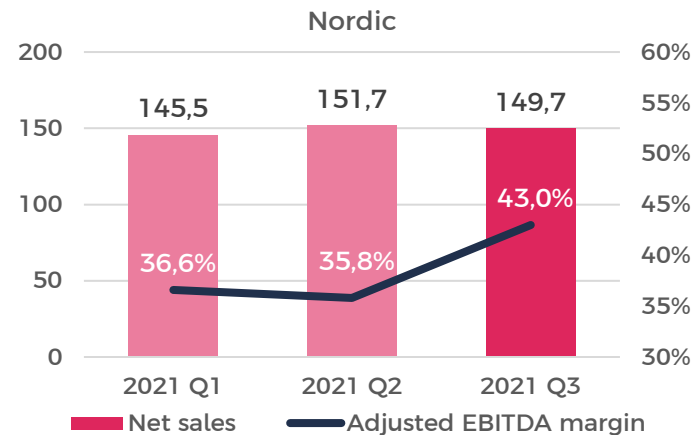
(1) Net Retention is the recurring revenue retained from existing customers in a defined time period, including upsell, price increases, downsell, and churn. (2) Combined financials = Number derived from internal accounting systems, unaudited and combined with financials for acquired companies during the period. (3) When calculating organic ARR growth for 2020 CF quarters two subsidiaries in BCI (segment APAC and US construction) are missing ARR data for the comparable periods the year before and therefore these two subsidiaries' ARR data is excluded in the ARR organic growth calculations for certain quarters. One subsidiary was acquired in Q4'19 and is therefore included in ARR organic growth calculations from Q4'20. The other subsidiary was acquired in Q4'20 and is therefore excluded in all quarters due to no matching data for the comparable quarters the year before. The two subsidiaries are small, where the combined total ARR for them both comprise less than three per cent of total group ARR and the Company estimates the effects to be of non-material nature.

Construction solutions - Nordic

- Net sales amounted to MSEK 149.7
- Adjusted EBITDA was MSEK 64.3, corresponding to an EBITDA margin of 43.0%
- The share of subscription revenue was 82.9%
- ARR was MSEK 472.3

Net sales & Adjusted EBITDA margin

SEKm

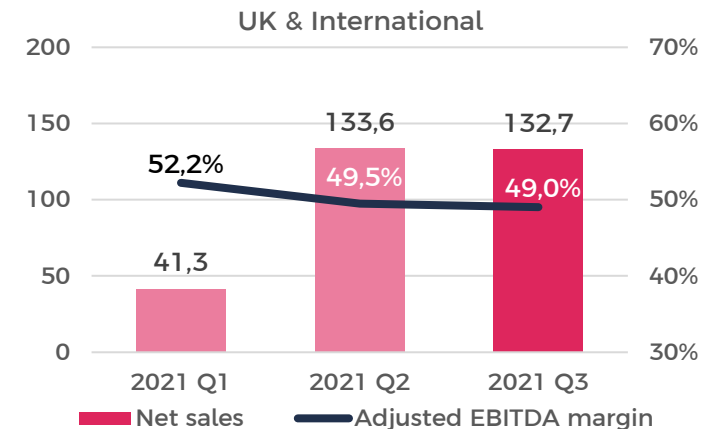


Construction solutions - UK & International

- Net sales amounted to MSEK 132.7
- Adjusted EBITDA was MSEK 65.0, corresponding to an EBITDA margin of 49.0%
- The share of subscription revenue was 92.6%
- ARR was MSEK 486.8

Net sales & Adjusted EBITDA margin

SEKm

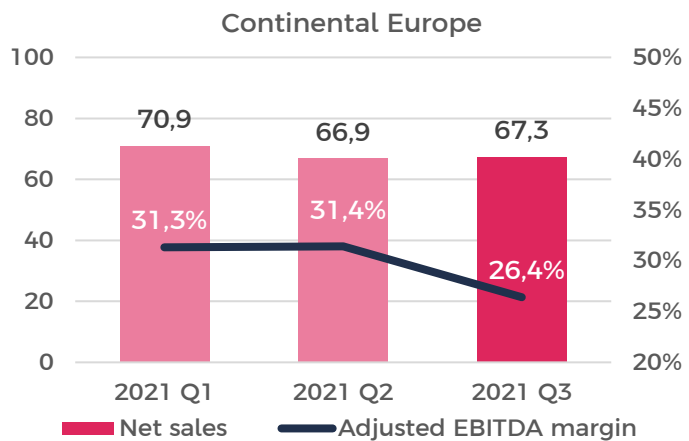


Construction solutions - Continental Europe

- Net sales amounted to MSEK 67.3
- Adjusted EBITDA was MSEK 17.8, corresponding to an EBITDA margin of 26.4%
- The share of subscription revenue was 92.5%
- ARR was MSEK 243.2

Net sales & Adjusted EBITDA margin

SEKm

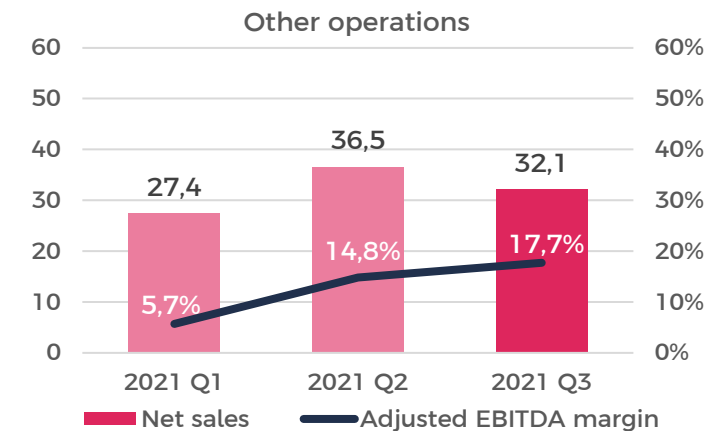


Other operations

- Net sales amounted to MSEK 32.1
- Adjusted EBITDA was MSEK 5.7, corresponding to an EBITDA margin of 17.7%
- The share of subscription revenue was 55.2%
- ARR was MSEK 25.1

Net sales & Adjusted EBITDA margin

SEKm



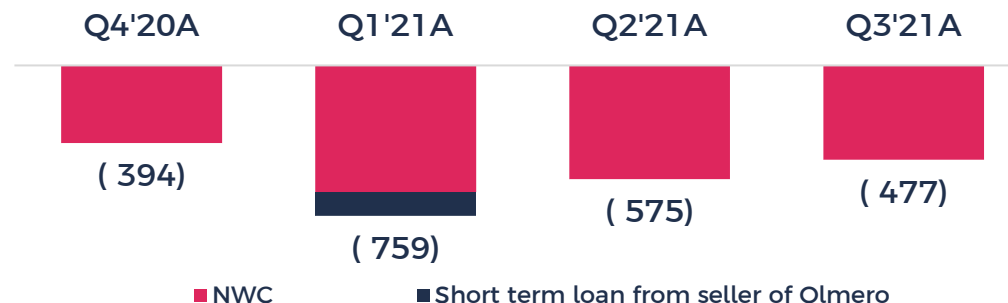
Attractive Net Working Capital Profile and Low Investment Needs

Comments

- Net working capital at -477 MSEK in Q3'21 affected by higher sales volumes and acquisitions compared to Q4'20
- Net working capital in Q2'21 and Q3'21 less negative than Q1'21 partly because of a short-term loan from seller of Olmero.
- Net working capital less negative in Q3'21 than Q2'21 driven by less holiday pay debt, decreased deferred revenue and increased current receivables due to seasonality.
- Majority of capital expenditures refers to development of software platforms, by own staff and external IT consultants
- Limited needs for investments in tangible assets

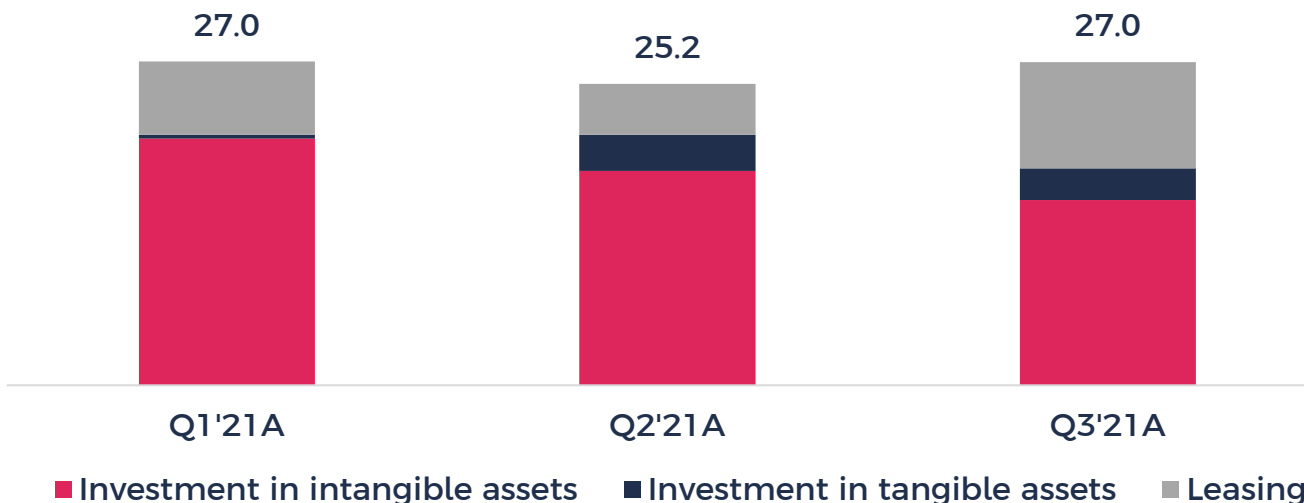
Net Working Capital Per Quarter

SEKm



Capital Expenditure Per Quarter

SEKm



Comments

- IPO and share issue on October 15
- Share issue of SEK 3,263 million before transaction costs to refinance existing loan portfolio with new credit facilities
- Set-off issue of approximately SEK 1,109 million in order to settle shareholder loans

SEKm	Dec 31 2020A	Sep 30 2021A
Assets		
Goodwill	3 876,1	6 726,5
Other intangible assets	1 441,6	3 037,6
Tangible assets	15,0	82,4
Rights-of-use assets	41,6	44,4
Participations in others	26,6	0,6
Deferred tax assets	50,9	64,1
Other long-term receivables	3,1	6,4
Total fixed assets	5 454,9	9 961,9
Stock in trade	7,6	8,5
Current receivables	272,5	392,5
Cash and bank	317,2	273,7
Total current assets	597,3	674,7
Total assets	6 052,2	10 636,6
Equity		
Share capital	28,3	38,3
Share premium	2 805,3	3 794,4
Retained earnings	(25,1)	(258,5)
Equity incl. non-controlling interest	2 808,6	3 574,3
Deferred tax liabilities	271,9	565,9
Long-term interest-bearing liabilities	2 188,8	5 433,1
Other long-term liabilities	39,7	111,9
Total long-term liabilities	2 500,4	6 111,0
Short-term interest-bearing liabilities	10,3	10,5
Current liabilities	732,9	940,8
Total current liabilities	743,2	951,3
Total equity and liabilities	6 052,2	10 636,6

Growth

- Byggfakta aims to achieve an annual organic sales growth of at least 10 percent driven by double digit organic ARR growth
 - Furthermore, Byggfakta aims to make strategic acquisitions, financed by the Company's strong free cash flow, that will add another 5-15 percent to annual sales growth in the medium term

Margin

- Byggfakta aims to achieve an EBITDA margin of at least 40 percent in the medium-term

Capital Structure

- Byggfakta aims to maintain a net debt / EBITDA ratio below 3.0x excluding temporary impact from acquisitions

Dividend Policy

- The Company does not foresee to pay any dividend in the short to medium term, as the Company intends to use all excess cash flows for strategic acquisitions

Financial Highlights

Solid underlying net sales growth

Double digit organic ARR growth

Adjusted EBITDA margin increased to 40.7%

Operational Highlights

Successful IPO and refinanced loan portfolio

Established presence in new markets

Strengthened organisation to support future growth

Q&A

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