

Q1

Interim report
1 January–31 March 2023

“Annual recurring revenue exceeds SEK 2 billion”



BYGGFAKTA
GROUP

Interim report January–March 2023

January–March

- Net sales increased 14.6% to MSEK 600 (524), of which organic growth amounted to 3.8%
- ARR increased 18.8% to MSEK 2,003 (1,687), of which organic growth comprised 6.6%
- Adjusted EBITDA was MSEK 193 (174), corresponding to an adjusted EBITDA margin of 32.2% (33.1)
- EBIT was MSEK 32 (19), including items affecting comparability of MSEK -19 (-22)
- Profit/loss for the period totalled MSEK -16 (11).
- Basic and diluted earnings per share amounted to SEK -0.08 (0.05)
- Cash flow from operating activities totalled MSEK 182 (145)
- Byggfakta Group has acquired approximately 73% of the shares in the Norwegian company 4CastGroup AS, which is the Nordic leader in market analysis and forecasting for the construction and civil engineering market. 4CastGroup turnover for 2022 was approx. MNOK 86. Total purchase consideration was MSEK 487 of which MSEK 161 as a contingent earnout
- Net debt at the end of the period in relation to adjusted EBITDA for the latest twelve-month period increased to 3.5x (3.3), primarily as a result of acquisitions completed in the period. Exclusion of the acquisitions of 4CastGroup AS would have resulted in net debt in relation to adjusted EBITDA decreasing to 3.2x.

Financial performance measures¹

	Jan–Mar 2023	Jan–Mar 2022	Jan–Dec 2022	rolling 12 months
All amounts are expressed in MSEK unless otherwise indicated				
Net sales	600	524	2,213	2,289
Organic growth (%)	3.8	7.1	6.1	–
Adjusted EBITDA	193	174	761	781
Adjusted EBITDA margin (%)	32.2	33.1	34.4	34.1
Items affecting comparability ²	-19	-22	-4	0
EBITDA	174	152	758	780
Operating profit (EBIT)	32	19	223	235
Profit for the period	-16	11	130	120
Basic and diluted earnings per share (SEK)	-0.08	0.05	0.58	0.46
Cash flow from operating activities	182	145	486	523
Net debt/adjusted EBITDA, multiple	3.5	3.3	3.2	3.5
Share of subscription revenue (%)	83.8	85.3	84.7	84.3
ARR, (Annual Recurring Revenue) ³	2,003	1,687	1,907	2,003
ARR, organic growth YoY (%) ³	6.6	8.0	6.9	6.6
NRR (%), (Net Retention Rate) ³	84.9	85.5	85.3	84.8

¹ For further information, refer to definitions and the alternative performance measures section for the derivation of the calculation.

² Refer to Note 6 for additional information.

³ Historical data at Group level has been amended due to reclassification between direct and subscription revenues as well as due to new and renewal sales, but also due to the inclusion of historical acquisitions.

Annual recurring revenue exceeds SEK 2 billion

In many ways, 2023 has begun much the same way as 2022 ended. Byggfakta Group continues to grow, organically as well as via acquisitions, in an operating environment with continued macroeconomic challenges and reached a new milestone in the first quarter, posting more than SEK 2 billion in annual recurring revenue (ARR) for the first time.



Sales initiatives bear fruit

The positive new sales trend noted in the second half of 2022 has continued in the first quarter of 2023. We posted ARR growth of 6.6%, which was mainly driven by the UK, US and Continental Europe as well as by a sequential improvement in the Nordic market. Subscription sales are thus progressing in line with our expectations and have not suffered any real impact from the construction industry. The investments we have made in the UK sales organisation are now bearing fruit and clear signs have emerged of similar trends in the Nordic region and Australia, but which are later in phase relative to the UK.

Organic growth in the period amounted to 3.8% as a result of weak ARR growth in the first six months of last year and somewhat weaker direct sales of products and services not included in subscriptions in the beginning of 2023. We are noting a continued high retention rate among our subscription customers, which shows how important our services are to customers – particularly in more challenging times. In combination with robust new sales, this means we are continuing to strengthen our leading market position.

Adjusted EBITDA for the quarter totalled MSEK 193, up just over 10% year-on-year. The adjusted EBITDA margin was 32.2%, and was driven by the strong underlying trend on the subscription side and an improved price mix in the subscription base but slightly weaker direct sales and continued investments in the sales organisation. The solid results, combined with the attractive working capital profile, generated strong cash flow of MSEK 182. Operating profit amounted to MSEK 32 (19) and included items affecting comparability of MSEK -19 (-22).

Organic growth is the key to profitability

The scalability of our business model means that high organic growth is key for reaching our EBITDA target of 40%. This explains the importance of our investments in increasing sales and why it is so satisfying to note that our previous and ongoing investments are slowly but surely yielding results.

Rapid growth requires increased integration

Integration is also ongoing with a focus on our customer offering, product and technology development, sales management and customer care. Major advances have been achieved in building shared management processes, internal communication channels, and in developing the value proposition to our global teams with a focus on learning and skills development. The enthusiasm with which our shared change agenda has been received by our teams from Ljusdal to Lisbon and from Jakarta to Chicago is something I find highly gratifying. Byggfakta Group is now really starting to leverage the advantages of being a global player within our niche.

The Byggfakta family has also increased in size through acquisitions, two of which were completed during the quarter and a third just after its end. 4CastGroup, the Norwegian-Swedish market leader in market analysis for the construction industry, is now part of Byggfakta Group. Through this

acquisition, we have strengthened our customer offering in analysis in the Nordic market, at the same time as 4CastGroup's software portfolio and extensive analysis expertise has substantial potential in all our existing markets.

The second acquisition was completed in the UK when Schumann International joined Byggfakta Group. Schumann is a construction specification consultancy and a leading user of our specification products. The acquisition of Schumann strengthens our capabilities in consultative sales in a market where the ever-increasing regulatory complexity drives an increased need for expertise among our customers. The third acquisition, Pantera Technologies, further boosts our capabilities and presence in the US market for e-Tendering products.

We are continuing on the chosen path

Looking ahead, it is clear that we shall continue on our chosen path. We intend to continue to grow, both organically and through acquisitions, and our ambition is to consistently deliver stable earnings regardless of vagaries in our operating environment. We are deeply committed to together continuing to build Byggfakta Group into an even stronger global player and a world-leading company. It is inspiring to go to work!

Dario Aganovic

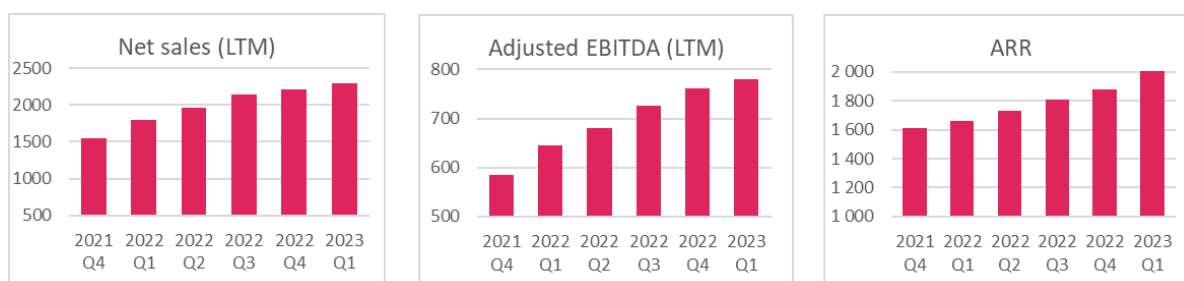
CEO Byggfakta Group

Byggfakta Group in short

Byggfakta Group is a major actor at the core of the construction ecosystem. The Group has long experience and, after the last few years of international expansion, is a leading global software and information company within the construction sector, with proprietary cloud-based services. The business model supports strong cash flows driven by prepaid subscriptions that, in combination with a high retention rate, new sales and acquisitions, generate strong growth.

Our platform services connect actors in the construction industry's value chain to maximise customer sales and enhance their efficiency. Byggfakta Group's core offering consists of four product areas adapted to different stakeholders in the construction industry: Project information, Specification, Product information and e-Tendering.

We have a broad customer base consisting of over 50,000 customers globally, which we manage via our five operating segments. The segments consist of Construction solutions – Nordic, Construction solutions – UK & International, Construction solutions – Continental Europe, Construction solutions – APAC & US, and Healthcare & Media. Our offering consists of software and information concerning more than 1.3 million ongoing construction projects and over 165,000 construction products.



Our vision, mission and strategy

Byggfakta Group's vision is to become the leading software and information company in the construction sector in our markets.

Byggfakta Group's mission is to leverage unique, business-critical information to connect buyers and sellers across the entire construction industry value chain and to be core of the construction ecosystem. The information streamlines the construction industry and is delivered through a user-friendly software platform that provides the customer with unique market analyses and insights, and supports improved and faster decision making, which, taken together, creates substantial sales opportunities and competitive advantages.

Byggfakta Group's growth plan is built on strategic initiatives focusing on product launches in core markets, cutting-edge sales expertise in various units, increased revenue per customer, continued local market consolidation, entrance into new markets and expansion of the value offering through acquisitions.

Strategic competitive advantages

Byggfakta Group's long experience from the industry and strategic initiatives in recent years have created clear competitive advantages, which form the basis for the Group's growth strategy.

- 1. De facto industry standard:** Players across the construction ecosystem need Byggfakta Group's sales lead platform to maintain their competitiveness.
- 2. State of the art software:** Byggfakta Group's portfolio of software platforms are adapted for complex decision-making processes in the construction ecosystem.
- 3. Unique content:** Byggfakta Group provides a unique data set and intelligence collection process that is next to impossible to recreate.
- 4. Customer Engagement:** Intuitive user experience (UX) and analytics functionality integrated in customers' workflows.

Growth strategy

Byggfakta Group has designed its growth strategy based on the Group's financial targets of double digit organic and profitable growth complemented by strategic acquisitions.

1. *Launch* the existing product portfolio in all markets.
2. *Cross-selling* of existing products to existing customers.
3. *Up-sell/upgrade* new features (e.g. SMART) to existing customers.
4. *Implementation* of Byggfakta Group's sales model throughout the Group with focus on newly acquired companies, and benefit from internal exchange of experiences through "best practice."
5. *Make acquisitions* to establish the Group in new markets and expand the offering through complementary services, software and functionality.

Financial targets

Byggfakta's Board has adopted the following financial targets:

Growth

Byggfakta has a target of achieving annual organic sales growth of at least 10%, driven by double-digit organic ARR growth. Byggfakta also has a target of completing strategic acquisitions financed through the company's strong cash flow, entailing an additional increase in annual sales growth of 5–15% in the medium term.

EBITDA margin

Byggfakta has a target of achieving an EBITDA margin of at least 40% in the medium term.

Capital structure

Byggfakta has a target of maintaining net indebtedness relative to EBITDA below a multiple of 3.0, excluding the temporary impact of acquisitions.

Dividend policy

Byggfakta does not intend to distribute any dividend in the short to medium term since the company intends to utilise all of its excess cash flow for strategic acquisitions.

Sustainability

Our sustainability vision entails leveraging our position as the leading software and information company within the construction industry to actively support the sector's response to the climate emergency. Byggfakta Group shall be the market leader in managing our corporate environmental and social impact in the construction industry.

We place a great focus on meeting our internally set ESG targets (Environmental, Social and Governance). The sustainability drivers of the company are: supporting the industry in delivering Net Zero carbon buildings and becoming a company with Net Zero carbon emissions.

From an environmental perspective, over and above the existing metrics for scope 1 and 2, Byggfakta Group has started to compile carbon emission data pursuant to scope 3 of the Greenhouse Gas Protocol. Byggfakta Group aims to be a net-zero emissions company by 2030. Byggfakta Group has already implemented a number of Group policies for energy and transportation, which have helped reduce our emissions every quarter since the base year 2019.

The Group's preparation for the upcoming CSRD legislation is a major focus for Byggfakta Group. While the new directive is expected to enter force from 2024, Byggfakta Group intends to start compiling the data required under the CSRD in 2023, as it is in line with the Group's net zero strategy. For more information about sustainability work at Byggfakta Group, please refer to the company's 2022 Annual and Sustainability Report.

Financial overview

First quarter 1 January–31 March

Net sales

Net sales increased 14.6% to MSEK 600 (524) in the quarter. Organic growth amounted to 3.8%. Acquisition-related growth amounted to 6.5% and exchange-rate fluctuations had an impact of 4.3%. The share of subscription revenue amounted to 83.8% (85.3). ARR increased 18.8% to MSEK 2,003 (1,687), of which 6.6% was organic.

Adjusted EBITDA

Adjusted EBITDA totalled MSEK 193 (174) and the adjusted EBITDA margin was 32.2% (33.1). The adjusted EBITDA margin was positively impacted by acquisitions and an underlying positive trend in many of the operating segments. However, this was offset by growth-focused organisational investments, mainly in sales and capacity for integrating acquired entities. Moreover, slightly weaker direct sales in the first quarter of 2023 compared with last year also adversely impacted the adjusted EBITDA margin. Adjusted EBITDA excludes items affecting comparability.

EBITDA

EBITDA totalled MSEK 174 (152) and the EBITDA margin was 29.1% (28.9). EBITDA was impacted by items affecting comparability of MSEK -19 (-22), mainly attributable to transaction and integration costs in conjunction with acquisitions and remeasurement of contingent earnouts. For further information, refer to Note 6 Items affecting comparability.

Operating profit (EBIT)

Operating profit (EBIT) totalled MSEK 32 (19) in the quarter and the operating margin was 5.2% (3.6). Depreciation of tangible assets amounted to MSEK 13 (11). Amortisation of intangible assets amounted to MSEK 130 (122), mainly related to the amortisation of customer relationships and information databases from completed acquisitions. Operating profit (EBIT) included items affecting comparability of MSEK -19 (-22), mainly attributable to transaction and integration costs in conjunction with acquisitions and remeasurement of contingent earnouts.

Financial items

Net financial items amounted to MSEK -37 (-26). Financial expenses for the quarter amounted to MSEK -39.0 (-44,) and pertained mainly to interest expense on borrowings of MSEK -28 (-13) and fair value changes on interest-rate swap of MSEK -6 (-). Interest-rate swaps have been used to hedge around half of the loans and the remainder are subject to floating interest rates. Interest expenses in the quarter were impacted by increased market interest rates and that the company, in conjunction with acquisitions, utilised MSEK 150 of the revolving credit facility with Skandinaviska Enskilda Banken AB (publ), DNB Sweden AB and Nordea Bank Abp. Financial income amounted to MSEK 2 (18).

Tax

Tax for the quarter amounted to MSEK -10 (18), of which MSEK -30 pertained to current tax and MSEK 20 pertained to deferred tax. Generally higher interest rates entailed that limit on interest deduction affected tax for the period and resulted in an increased tax expense of MSEK -15 and in adjustments of tax from previous years, mainly 2021, which led to a reduced tax expense of MSEK 6.

Profit/loss for the period

Profit/loss for the period totalled MSEK -16 MSEK (11). Basic and diluted earnings per share amounted to SEK -0.08 (0.05).

Cash flow

Cash flow from operating activities totalled MSEK 182 (145) Cash flow before changes in working capital amounted to MSEK 127 (106) and changes in working capital totalled MSEK 55 (40). Increased operating

receivables impacted cash flow by MSEK -18 (-10). Decreased operating liabilities impacted cash flow by MSEK -11 (-10). Deferred income impacted cash flow by MSEK 88 (59).

Cash flow from investing activities totalled MSEK -371 (-38), and comprised acquisitions of subsidiaries of MSEK -317 (-6) as well as investments in tangible assets of MSEK -17 (-4), primarily related to the new head office in Ljusdal, and intangible assets of MSEK -36 (-29), mainly pertaining to the development of the company's IT platforms.

Cash flow from financing activities totalled MSEK 113 (-21). During the quarter, the company drew a further MSEK 150 of its credit facility. The buyback of own shares had an impact on cash flow of MSEK -24 (-).

Reported cash flow for the period amounted to MSEK -76 (86).

Significant events during the first quarter

Buyback of own shares

On 25 July 2022, the Board of Byggfakta Group Nordic HoldCo AB (publ) announced its decision to utilise the authorisation granted by the Annual General Meeting held on 24 May 2022 to buy back own shares in order to enable delivery of shares to participants in the long-term incentive programme for senior executives and key individuals in Byggfakta Group (LTI 2022/2025). On 31 March 2023, the company held 2,200,000 treasury shares.

Acquisition of 4CastGroup AS and Schumann International

Byggfakta Group has acquired approximately 73% of the shares in the Norwegian company 4CastGroup AS. Through its subsidiaries Prognosesenteret AS in Norway and Prognoscentret AB in Sweden – 4CastGroup is the Nordic leader in market analysis and forecasting for the construction and civil engineering market. From March 2023, 4CastGroup AS is fully consolidated in Byggfakta Group. The company will be fully consolidated as binding put/call option agreements are in place for the acquisition of the remaining part of the company. 4CastGroup turnover for 2022 was approx. MNOK 86. Total purchase consideration was MSEK 487 of which MSEK 161 as a contingent earnout.

In January 2023, Byggfakta Group's subsidiary NBS acquired all of the shares in the specification consultancy Schumann International. Schumann is a leading name in specification consultancy, providing expertise to architects, design teams, real estate-developers and construction product manufacturers for over 35 years, mainly in the UK. From February 2023, Schumann International is fully consolidated in Byggfakta Group. Schumann International turnover for 2022 was approx. MGBP 0.6. Total purchase consideration was MGBP 0.6.

Working capital

Net working capital totalled MSEK -667 (-605) at the end of the period. Inventories increased MSEK 3, accounts receivable increased MSEK 32 and other current receivables increased MSEK 18 compared with 31 December 2022. Trade payables increased MSEK 1 and deferred income increased MSEK 100 as a result of acquisitions and increased business volumes. Other current liabilities increased MSEK 13.

MSEK	31 Mar 2023	31 Dec 2022
Inventories	18	15
Accounts receivable	530	498
Other current receivables	130	112
Trade payables	-64	-63
Deferred income	-1,009	-909
Other current liabilities	-272	-259
Net working capital	-667	-605

Financial position

At the end of the period, net borrowings totalled MSEK 2,770 (2,437). During the quarter, the company drew a further MSEK 150 of its credit facility. Lease liabilities totalled MSEK 139 (60), primarily as a result of a new office in Portugal, the acquisition of 4CastGroup AS and an extension of the office lease in Indonesia. Cash and cash equivalents amounted to MSEK 275 (346) compared with 31 December 2022.

MSEK	31 Mar	31 Dec
Liabilities to credit institutions	2,906	2,723
Lease liabilities	139	60
Cash and cash equivalents	-275	-346
Net borrowings	2,770	2,437

Equity amounted to MSEK 8,261 (8,276) and the equity/assets ratio was 60.5% (63.2) compared with 31 December 2022. Intangible assets amounted to MSEK 12,264 (11,812), comprising goodwill of MSEK 8,890 (8,542) and other intangible assets of MSEK 3,374 (3,271) primarily consisting of brands, information databases and capitalised development expenditure of MSEK 1,089 (1,082) and customer relationships of MSEK 2,285 (2,189).

Net debt at the end of the period in relation to reported adjusted EBITDA for the latest twelve-month period was 3.5x (3.3). Exclusion of the acquisitions of 4CastGroup AS would have resulted in net debt in relation to adjusted EBITDA would have been 3.2x.

Number of employees

The number of employees at the end of the period was 1,908 (1,836), which is a year-on-year increase of 72 employees. In addition to these employees, the company engages external consultants, primarily in the fields of data collection and IT.

Significant events after the reporting date

On 3 April 2023, through its subsidiary BCI Central, Byggfakta Group acquired all shares in the American company Pantera Global Technology, Inc. (Pantera) for a purchase consideration of MUS\$ 8.2. Pantera's offering focuses on procurements in the commercial construction sector. In 2022, Pantera had sales of approximately MUS\$ 1.8 with a strong EBITDA margin. Over 80% of the company's total revenue comprises subscription revenue.

On 21 April 2023, Byggfakta Group announced the appointment of Max Lagerstedt as the new CEO for the operating segment Construction Solutions – Nordic.

Parent Company

Bygghakta Group Nordic HoldCo AB (Corp. Reg. No. 559262-7516) with its registered office in Ljusdal, Ljusdal Municipality, only operates holding operations and Group-wide functions. The Parent Company had 13 (13) employees at the end of the period.

Net sales amounted to MSEK 13 (13) during the period. Profit/loss for the period totalled MSEK 75 (-8), mainly related to interest on internal loans and internal allocations. Cash and cash equivalents amounted to MSEK 90 (0).

Operating segment reporting

Construction solutions – Nordic

The operating segment consists of operations in Sweden, Denmark, Norway and Finland that offer a product portfolio consisting of several products for the construction sector such as project information, product information, specification information, analysis, e-Tendering, property information and construction media.

	Jan–Mar 2023	Jan–Mar 2022	Jan–Dec 2022
All amounts are expressed in MSEK unless otherwise indicated			
Net sales	188	173	706
Organic growth (%)	1.6	5.7	4.7
Adjusted EBITDA	64	62	275
Adjusted EBITDA margin (%)	34.2	35.6	38.9
Items affecting comparability	-9	-2	8
EBITDA	56	60	283
Share of subscription revenue (%)	82.1	80.0	81.6
ARR	590	495	525
ARR, organic growth YoY (%) ¹	4.6	6.1	3.9
NRR (%) ¹	83.7	80.3	83.7

¹ ARR, including its components, has been adjusted in all historic periods for discontinued operations within Property in Denmark.

First quarter 1 January–31 March

Net sales

Net sales increased 8.7% to MSEK 188 (173). Organic growth amounted to 1.6% (5.7), as a result of a weaker trend for organic ARR growth in 2022 and weaker direct sales in Sweden, Denmark and Finland in the quarter. Acquisition-related growth amounted to 4.3% (9.8), exchange-rate fluctuations had a positive impact of 2.1% (2.8) and Group-wide and eliminations had an impact of 0.6% (0.6). The share of subscription revenue amounted to 82.1% (80.0), impacted by a year-on-year lower share for direct sales in the quarter.

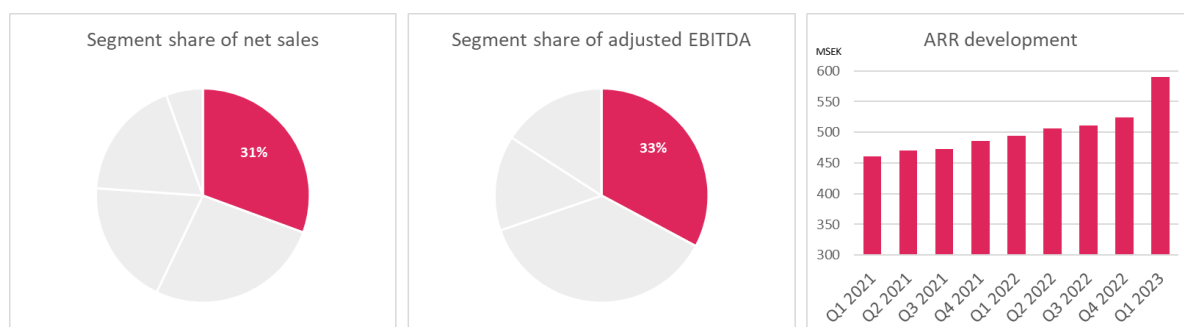
ARR increased to MSEK 590 (495) as a result of an increasing retention rate for subscription services and due to acquisitions. Quarter-on-quarter, organic ARR growth increased from 3.9% to 4.6% as a result of implemented improvements and a larger sales force.

Adjusted EBITDA

Adjusted EBITDA amounted to MSEK 64 (62). The adjusted EBITDA margin decreased to 34.2% (35.6) as a result of lower direct sales and higher expenses, primarily driven by new employees. Staffing has been increased in the sales force during the quarter with the ambition of accelerating organic growth in 2023.

EBITDA

EBITDA amounted to MSEK 56 (60) and included items affecting comparability of MSEK -9 (-2), primarily attributable to transaction costs in conjunction with the acquisition of 4CastGroup AS.



Construction solutions – UK & International

The operating segment consists of operations mainly in the UK and Ireland that offer a product portfolio consisting of several products for the construction sector such as project information, product information and specification information.

	Jan–Mar 2023 ¹	Jan–Mar 2022	Jan–Dec 2022
All amounts are expressed in MSEK unless otherwise indicated			
Net sales	162	155	638
Organic growth (%)	9.6	14.1	9.6
Adjusted EBITDA	72	65	278
<i>Adjusted EBITDA margin (%)</i>	<i>44.3</i>	<i>42.0</i>	<i>43.6</i>
Items affecting comparability	-1	-10	-12
EBITDA	71	55	266
Share of subscription revenue (%)	92.0	96.0	92.2
ARR ²	626	543	601
ARR ² , organic growth YoY (%)	9.4	10.7	9.9
NRR ² (%)	90.9	90.9	91.1

¹ During the period, the business segment NBS Supplier and Specifier Australia was moved to Construction solutions – APAC & US, which affects year-on-year comparability.

² The historical figures for the operating segment Construction solutions – UK & International have been restated due to the movement of the business segment NBS Supplier and Specifier Australia to Construction solutions – APAC & US.

First quarter 1 January–31 March

Net sales

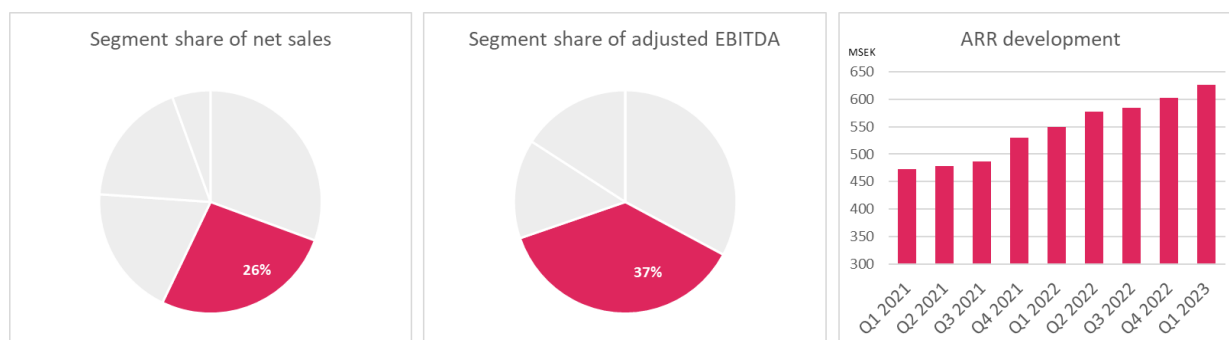
Net sales increased 4.5% to MSEK 162 (155). Organic growth amounted to 9.6% (14.1), as a result of solid new sales and stable subscription renewals. Acquisition-related growth amounted to 0.6% (227.9), exchange-rate fluctuations had an impact of 1.4% (27.4) and Group-wide and eliminations had an impact of -1.2% (5.9). The share of subscription revenue decreased to 92.0% (96.0), as a result of new acquisitions with a higher share of direct sales. ARR increased to MSEK 626 (543), of which 9.4% (10.7) was organic, as a result of a continued healthy trend for sales of subscriptions.

Adjusted EBITDA

Adjusted EBITDA amounted to MSEK 72 (65) and the adjusted EBITDA margin was 44.3% (42.0). The margin improvement resulted from economies of scale in the business model and shows that the sales force investments strengthen EBITDA over time.

EBITDA

EBITDA amounted to MSEK 71 (55) and included items affecting comparability of MSEK -1 (-10).



Construction solutions – Continental Europe

The operating segment consists of operations in Portugal, Spain, Switzerland, Czech Republic, Slovakia and Austria that offer a product portfolio consisting of several products for the construction sector such as project information, product information and e-Tendering.

	Jan–Mar 2023	Jan–Mar 2022	Jan–Dec 2022
All amounts are expressed in MSEK unless otherwise indicated			
Net sales	112	96	407
Organic growth (%)	6.2	2.5	4.7
Adjusted EBITDA	31	29	124
<i>Adjusted EBITDA margin (%)</i>	<i>27.7</i>	<i>30.0</i>	<i>30.5</i>
Items affecting comparability	–	-4	-8
EBITDA	31	25	116
Share of subscription revenue (%)	86.8	89.2	87.0
ARR ¹	390	324	388
ARR ¹ , organic growth YoY (%)	9.1	7.0	12.3
NRR ¹ (%)	87.8	85.6	90.0

¹ ARR in Construction solutions – Continental Europe has changed historically due to changes in classifications between direct revenue and subscription revenue.

First quarter 1 January–31 March

Net sales

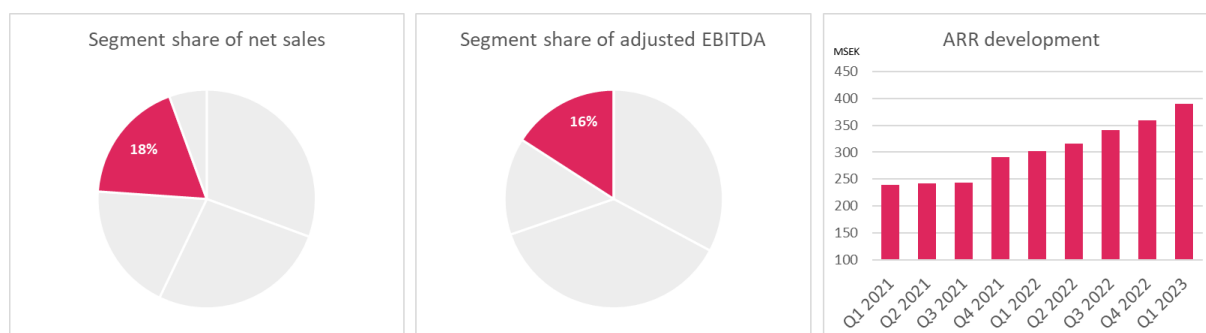
Net sales increased 16.8% to MSEK 112 (96). Organic growth amounted to 6.2% (2.5) driven by strong performance in Portugal and a weaker performance in Switzerland. For the quarter, acquisition-related growth amounted to 0.0% (25.3), exchange-rate fluctuations had a positive impact of 8.6% (6.7) and Group-wide and eliminations had an impact of 1.9% (0.2). The share of subscription revenue increased to 86.8% (89.2) as a result of a higher share of direct revenue. ARR increased to MSEK 390 (324), of which 9.1% was organic growth, mainly driven by strong new sales and improved renewal rates in the operations in Portugal and Spain.

Adjusted EBITDA

Adjusted EBITDA amounted to MSEK 31 (29). The adjusted EBITDA margin dipped to 27.7% (30.0), and was mainly attributable to increases in personnel, sales and marketing costs. The comparative period for 2022 included some non-recurring adjustments that improved EBITDA for 2022.

EBITDA

EBITDA totalled MSEK 31 (25) and does not include any items affecting comparability (MSEK -4).



Construction solutions – APAC & US

The operating segment consists of operations in Australia, New Zealand, Asia and the US that offer a product portfolio consisting of several products for the construction sector such as project information, product information, specification information, e-Tendering and construction media.

	Jan–Mar 2023 ¹	Jan–Mar 2022	Jan–Dec 2022
All amounts are expressed in MSEK unless otherwise indicated			
Net sales	116	78	362
Organic growth (%)	-3.4	–	–
Adjusted EBITDA	28	17	69
Adjusted EBITDA margin (%)	24.0	21.4	19.1
Items affecting comparability	-6	-3	23
EBITDA	22	13	92
Share of subscription revenue (%)	80.4	93.7	86.6
ARR ²	368	297	366
ARR ² , organic growth YoY (%)	2.0	–	1.6
NRR ² (%)	73.1	–	73.2

¹ During the period, the business segment NBS Supplier and Specifier Australia was moved from Construction solutions – UK & International to Construction solutions – APAC & US, which affects year-on-year comparability.

² The historical figures for the operating segment Construction solutions – APAC & US have been restated due to the movement of the business segment NBS Supplier and Specifier Australia from Construction solutions – UK & International.

First quarter 1 January–31 March

Net sales

Net sales increased 49.5% to MSEK 116 (78). Organic growth amounted to -3.4% (–).

A favourable trend continued in the USA, both for new sales and for subscription renewals. Performance in other markets has been weak, mainly due to an earlier shortage in sales capacity which has now been rectified. Gradual improvement is expected in coming quarters as new sales personnel reach their full capacity. Acquisition-related growth amounted to 27.7% (–), exchange-rate fluctuations had a positive impact of 10.5% (–) and Group-wide and eliminations had an impact of 0.5% (–). Growth was also negatively impacted by the restructure/integration of NBS Australia as well as the cost savings implemented in 2022.

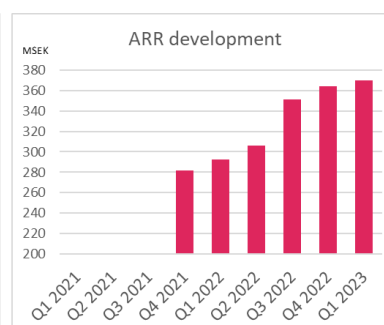
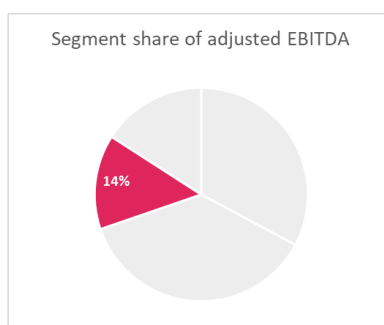
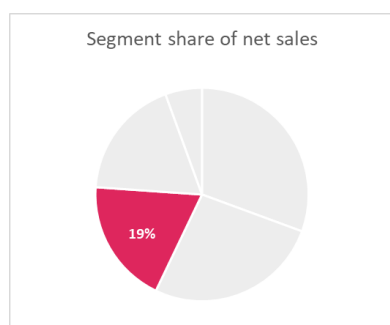
The share of subscription revenue decreased to 80.4% (93.7), as a result of acquisitions in the US with a higher share of direct sales. ARR increased to MSEK 368 (297), of which 2.0% was organic, as a result of new recruitments to the sales force. The ambition is to accelerate organic growth back to historical levels, primarily in Australia. The markets in Asia and the US are classified as growth markets and the primary objective is to achieve high sales growth.

Adjusted EBITDA

Adjusted EBITDA amounted to MSEK 28 (17). The adjusted EBITDA margin rose to 24.0% (21.4), partially as a result of higher margins in newly acquired entities and through efficiency gains introduced in 2022.

EBITDA

EBITDA amounted to MSEK 22 (13) and included items affecting comparability of MSEK -6 (-3), primarily attributable to integration costs and transaction costs for entities acquired in the US.



Healthcare & Media

The operating segment comprises operations in the Nordic region developed for the healthcare sector and niche media.

	Jan–Mar	Jan–Mar	Jan–Dec
All amounts are expressed in MSEK unless otherwise indicated	2023	2022	2022
Net sales	34	32	144
Organic growth (%)	1.3	15.1	6.5
Adjusted EBITDA	0	4	17
Adjusted EBITDA margin (%)	0.8	12.2	11.8
Items affecting comparability	–	–	–
EBITDA	0	4	17
Share of subscription revenue (%)	53.7	60.2	53.4
ARR ¹	29	28	27
ARR, organic growth YoY (%)	4.6	3.6	-1.8
NRR (%)	85.8	82.8	79.6

¹ Historic data for the operating segment Healthcare & Media has been restated to include the historic acquisition of Familjehemsbanken, which was completed in Q1 2022.

First quarter 1 January–31 March

Net sales

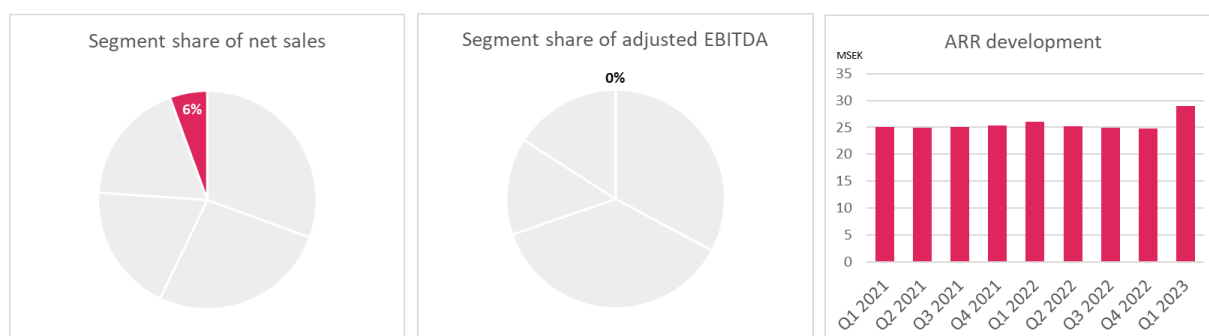
Net sales increased 6.4% to MSEK 34 (32). Net sales were impacted negatively by some postponements of magazine issues. Organic growth amounted to 1.3% (15.1), primarily due to lower direct sales. Acquisition of a smaller trade fair company had an impact of 5.6% (0.9), exchange-rate fluctuations had no impact (–), and Group-wide and eliminations had an impact of -0.5% (-0.4). The share of subscription revenue amounted to 53.7% (60.2), impacted by acquisitions without subscription revenue. ARR amounted to MSEK 29 (28) and organic ARR growth increased to 4.6%.

Adjusted EBITDA

Adjusted EBITDA amounted to MSEK 0 (4). The adjusted EBITDA margin was 0.8% (12.2). Operations in niche media remained negatively impacted in the quarter by rising personnel costs and marketing initiatives in media.

EBITDA

EBITDA totalled MSEK 0 (4) and does not include any items affecting comparability MSEK (–).



Other information

Seasonal effects

Byggfakta Group is not affected by any significant seasonal variations.

Forward-looking information

Byggfakta Group does not provide forecasts.

The share and shareholders

The Parent Company's share has been listed on Nasdaq Stockholm since 15 October 2021 and is part of the Large Cap segment.

The company's ten largest shareholders, as of 31 March 2023, are shown in the table below.

Shareholder	Share	Votes and capital
Funds managed by Stirling Square Capital Partners	86,947,730	39.76%
Bock Capital Investors EU Luxembourg Tricycle II Sarl	58,395,888	26.71%
First Swedish National Pension Fund	14,928,956	6.83%
AMF Pension & Funds	10,416,667	4.76%
Didner & Gerge Funds	5,274,990	2.41%
Third Swedish National Pension Fund	4,969,692	2.27%
Nordnet Pensionsförsäkring	4,828,506	2.21%
La Financière de l'Echiquier	3,391,868	1.55%
Danica Pension	3,327,822	1.52%
Norges Bank	2,678,208	1.22%

The undersigned certifies that this interim report provides a true and fair account of the Parent Company's operations, financial position and performance, and that it describes the material risks and uncertainties faced by the Parent Company and the Group companies.

Stockholm, 3 May 2023

Dario Aganovic

CEO Byggfakta Group

Consolidated report of comprehensive income in summary

MSEK	Not	Jan–Mar	Jan–Mar	Jan–Dec
		2023	2022	2022
Net sales	5	600	524	2,213
Other operating income	6	4	4	65
Capitalised work on own account		26	20	78
		629	548	2,357
Other external expenses	6	-157	-127	-548
Personnel costs		-291	-267	-1,043
Amortisation of intangible assets		-130	-122	-488
Depreciation of tangible assets		-13	-11	-47
Other operating expenses	6	-6	-3	-8
		-598	-529	-2,134
Operating profit (EBIT)		32	19	223
Financial income		2	18	50
Financial expenses		-39	-44	-93
Net financial items		-37	-26	-43
Profit/loss before tax		-5	-7	180
Tax		-10	18	-50
Profit/loss for the period		-16	11	130
Other comprehensive income				
<i>Items that may be reclassified to profit/loss for the period:</i>				
Exchange rate differences upon translation of foreign operations		23	72	266
Other comprehensive income for the period		23	72	266
Comprehensive income for the period		7	83	396
Profit/loss for the period attributable to:				
Parent Company shareholders		-16	11	128
Non-controlling interests		0	0	3
Profit/loss for the period		-16	11	130
Basic and diluted earnings per share, SEK		-0.08	0.05	0.58
Comprehensive income for the period attributable to:				
Parent Company shareholders		7	83	394
Non-controlling interests		0	0	3
Comprehensive income for the period		7	83	396

Consolidated balance sheet in summary

MSEK	Note	31 Mar 2023	31 Dec 2022
Assets			
Non-current assets			
Goodwill	4	8,890	8,542
Other intangible assets	4	3,374	3,271
Tangible assets		143	127
Right-of-use assets		140	57
Participations in associated companies		1	1
Deferred tax assets		65	65
Derivatives	3	28	34
Other non-current receivables		14	13
Total non-current assets		12,654	12,108
Current assets			
Inventories		18	15
Accounts receivable		530	498
Tax assets		54	33
Other receivables		130	113
Cash and cash equivalents		275	346
Total current assets		1,007	1,005
Total assets		13,661	13,113
Equity and liabilities			
Equity			
Share capital*		53	53
Other contributed capital		8,128	8,128
Translation reserve		278	255
Retained earnings including profit/loss for the period		-213	-174
Equity attributable to Parent Company shareholders		8,245	8,262
Non-controlling interests		16	14
Total equity		8,261	8,276
Non-current liabilities			
Deferred tax liability		665	648
Liabilities to credit institutions		2,898	2,713
Contingent earnouts	3	164	5
Provisions for pensions		4	4
Lease liabilities		124	55
Other non-current liabilities		2	1
Total non-current liabilities		3,857	3,424
Current liabilities			
Liabilities to credit institutions		7	11
Lease liabilities		15	6
Contingent earnouts	3	46	72
Trade payables		64	63
Deferred income	5	1,009	909
Tax liabilities		129	94
Other current liabilities		120	110
Accrued expenses		153	149
Total current liabilities		1,543	1,413
Total equity and liabilities		13,661	13,113

* The company holds 2,200,000 treasury shares.

Condensed consolidated statement of changes in equity

MSEK	Note	31 Mar 2023	31 Mar 2022	31 Dec 2022
Opening balance		8,276	7,939	7,939
Profit for the period		-16	11	130
Other comprehensive income for the period		23	72	266
Comprehensive income for the period		7	83	396
Of which attributable to Parent Company shareholders		7	83	394
Of which attributable to non-controlling interests		0	0	3
Transactions with owners				
Costs for new share issue, etc.		-	-7	-7
Dividend		-	-	-1
Buyback of own shares		-24	-	-58
Incentive programme		0	-	1
Transactions with non-controlling interests		1	5	5
Total transactions with owners		-23	-2	-60
Of which attributable to Parent Company shareholders		-24	-7	-64
Of which attributable to non-controlling interests		1	5	4
Closing balance		8,261	8,020	8,276

Condensed consolidated statement of cash flows

MSEK	Not e	Jan–Mar 2023	Jan–Mar 2022	Jan–Dec 2022
Operating activities				
Operating profit (EBIT)		32	19	223
Adjustments for items that do not affect cash flow		147	126	481
Interest received		0	1	2
Interest paid		-33	-13	-72
Income tax paid		-20	-28	-124
Cash flow from operating activities before changes in working capital		127	106	509
Cash flow from changes in working capital		55	40	-23
<i>Increase/decrease in inventories</i>		-3	-0	-6
<i>Increase/decrease in operating receivables</i>		-18	-9	-43
<i>Increase/decrease in operating liabilities</i>		-11	-10	-29
<i>Increase/decrease in deferred income</i>		88	59	55
Cash flow from operating activities		182	145	486
Investing activities				
Acquisitions of subsidiaries, after adjustments for acquired cash and cash equivalents	4	-317	-6	-370
Acquisition of tangible and intangible assets		-53	-32	-170
Sales of tangible and intangible assets		–	0	2
Change in other non-current receivables		-1	-1	-1
Cash flow from investing activities		-371	-38	-539
Financing activities				
Buyback of own shares		-24	–	-58
Costs for new share issue		0	-7	-7
Dividend		–	–	-1
Borrowings		150	–	546
Repayment of loans		-0	-0	-281
Paid arrangement fees		–	–	-3
Repayment of lease liabilities		-14	-9	-41
Repayment of other non-current liabilities		0	-5	-5
Cash flow from financing activities		113	-21	151
Cash flow for the period		-76	86	99
Cash and cash equivalents at beginning of period		346	218	218
Exchange rate differences		5	7	29
Cash and cash equivalents at the end of the period		275	312	346

Condensed Parent Company income statement and statement of comprehensive income

MSEK	Jan–Mar	Jan–Mar	Jan–Dec
	2023	2022	2022
Net sales	13	13	46
Other operating income	0	0	0
Other external expenses	-9	-7	-20
Personnel costs	-12	-12	-49
Other operating expenses	-0	-0	-1
Operating profit (EBIT)	-8	-7	-23
Profit/loss from financial items:			
Interest income and similar profit/loss items	151	17	146
Interest expense and similar profit/loss items	-70	-18	-171
Profit/loss after financial items	81	-1	-51
Group contribution	–	–	49
Profit/loss before tax	74	-8	-2
Tax	2	–	0
Profit/loss for the period*	75	-8	-2

* The Parent Company has no items that are recognised as other comprehensive income. Profit/loss for the period is therefore the same as comprehensive income for the period.

Condensed Parent Company balance sheet

MSEK	31 Mar 2023	31 Dec 2022
Assets		
Non-current assets		
Financial assets		
Intangible assets	7	5
Participations in Group companies	2,822	2,822
Receivables from Group companies	8,928	8,967
Deferred tax assets	2	0
Other non-current receivables	2	1
Total non-current assets	11,760	11,795
Current assets		
Current receivables	145	72
Receivables from Group companies	0	0
Cash and bank balances	90	3
Total current assets	235	75
Total assets	11,995	11,871
Equity and liabilities		
Equity		
Restricted equity		
Share capital	53	53
Total restricted equity	53	53
Non-restricted equity		
Share premium reserve	8,128	8,128
Retained earnings	63	89
Profit/loss for the period	75	-2
Total non-restricted equity	8,266	8,215
Total equity	8,319	8,268
Non-current liabilities		
Liabilities to credit institutions	2,884	2,702
Liabilities to Group companies	491	502
Total non-current liabilities	3,375	3,204
Current liabilities		
Liabilities to Group companies	283	382
Current liabilities	24	18
Total current liabilities	301	400
Total equity and liabilities	11,995	11,871

Notes

1 Accounting policies

The consolidated accounts have been prepared in accordance with International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) and interpretations from the IFRS Interpretations Committee (IFRIC) as adopted by the European Union (EU). This interim report has been prepared in accordance with IAS 34 Interim Financial Reporting and the Swedish Annual Accounts Act. The Parent Company applies Recommendation RFR 2 Financial Reporting for Legal Entities of the Swedish Financial Reporting Board and the Swedish Annual Accounts Act.

The accounting policies correspond to those stated in the annual report for the 2022 financial year.

The report has been prepared in million Swedish krona (MSEK) unless otherwise indicated. Rounding differences may occur in this report.

2 Risks and uncertainties

Through its operations, Bygghakta Group is exposed to general business and financial risks. The risk factors can be grouped into four main categories: "Risks related to the company's operations, sectors and markets," "Financial risks," "Risks related to the regulatory environment" and "Risks related to social and environmental topics."

These risks, with certain sub-categories such as interest-rate risk, are described in more detail on pages 55–60 of the annual report for the 2022 financial year.

Higher benchmark rates and volatile exchange-rate fluctuations could lead to changed financing costs for Bygghakta Group – developments in these areas are being monitored carefully.

Bygghakta Group's customers mostly include construction companies that deliver services and products related to the construction industry. Accordingly, Bygghakta Group is affected by macroeconomic factors and cycles affecting the construction industry.

Russia's invasion of Ukraine has given rise to increased uncertainty in the global economy, such as disruptions in supply and logistics chains and increased volatility in energy markets, together with higher inflation and higher interest rates. Consequently, a risk exists of further disruption in production and supply chains for the construction market in general. However, Bygghakta Group is not directly exposed to the effects caused by the war.

Impairment testing of goodwill is conducted annually or whenever the need arises. On the most recent testing in 2022, it was noted that there was no need for impairment of goodwill. The recoverable amounts for the cash-generating units (CGUs), Construction solutions – UK & International and Construction solutions – Continental Europe, are slightly more sensitive than others with regard to assumptions for growth and margin development as well as future performance. Accordingly, deviation from these assumptions could result in impairment – developments in these areas are being monitored carefully.

3 Fair value of financial instruments

The Group has some financial liabilities in the form of contingent earnouts in business combinations that are measured at fair value through profit or loss, which are included in level 3 of the fair value hierarchy. The contingent earnouts are based on the current business plan for each business and the fair values have been estimated by assessing future expected outcomes. The remeasurement at fair value pertained to Magasinet Fastighetssverige AB and Lokalförlaget i Göteborg AB (MSEK 3). The Group's contingent considerations are reported on separate lines under current and non-current liabilities respectively in the balance sheet. See the table below.

MSEK	Non-current liabilities	Current liabilities
Opening balance, contingent earnouts and put/call option	5	72
Earnouts paid, FAS, LOK	–	-35
Business combinations, 4 CastGroup, Schumann	+161	+6
Reclassification, current liabilities	-2	+2
Remeasurement of fair value, FAS, LOK	–	+3
Exchange-rate effects	0	-1
Closing balance, contingent earnouts	164	46
Non-current and current liabilities, contingent earnouts		210

The Group also has derivative instruments in the form of interest-rate swaps that are measured at fair value through profit or loss, which are included in level 2 of the fair value hierarchy. The Group's derivative instruments are reported on a separate line under non-current assets in the balance sheet.

4 Business combinations during the period

On 26 January 2023, the Group acquired 100% of the share capital in Schumann International for MGBP 1.1, where MGBP 0.6 comprises a contingent consideration. The acquisition comprises an add-on in the segment Construction solutions – UK & International.

Final payments of the earnouts pertaining to the acquisition of Magasinet Fastighetssverige AB and Lokalförlaget i Göteborg AB have been disbursed in an amount of MSEK 35.

A set-off issue of MSEK 1, whereby non-controlling interests have set off a claim against shares in Jakt & Fiskejournalen Sverige AB.

4CastGroup AS

On 13 February 2023, the Group acquired 73% of the share capital and, thereby, control of 4CastGroup AS, reg. no. 913 550 749. 4CastGroup AS was consolidated as of 1 March in the segment Construction solutions – Nordic. 4CastGroup AS has 48 employees and sales in 2022 of approximately MNOK 86 together with a healthy EBITDA margin. Approximately 70% of the company's total revenue comprises subscription revenue. The company will be fully consolidated as binding put/call option agreements are in place for the acquisition of the remaining part of the company. From the acquisition date until 31 March 2023, 4CastGroup is expected to contribute net sales amounting to MSEK 9. If the acquisition of 4CastGroup had occurred at the start of 2023, the contribution to the Group's net sales would have been MSEK 29. The acquisition is expected to contribute MSEK -5 to Byggfakta Group's operating profit. If the acquisition had occurred at the start of 2023, the contribution to the Group's operating profit would have been MSEK -2. Items affecting comparability pertaining to acquisition costs of MSEK -5 have been included in these figures.

The surplus values that arose in connection with the acquisition refer to customer relationships, brands and information databases. Customer relationships have an estimated useful life of ten years and are amortised over ten years. Brands are estimated to have indefinite useful lives and are not amortised over time, since they are well established in the industry and business is expected to be conducted under these brands in the

foreseeable future. Goodwill is attributable to synergies and personnel. No part of goodwill will be tax deductible.

Operating profit includes acquisition-related costs of MSEK -5, which are included in other external expenses in the consolidated statement of comprehensive income and in cash flow from operating activities in the cash-flow statement.

The table below summarises the purchase consideration paid for the acquisition and the fair value of acquired assets and assumed liabilities as recognised on the acquisition date:

MSEK	Preliminary acquisition analysis 13 Feb 2023
Intangible assets: Customer relationships	142
Intangible assets: Brands	21
Intangible assets: Information database	12
Tangible assets incl. right-of-use assets	5
Other current assets	18
Cash and cash equivalents	59
Deferred tax	-35
Lease liabilities	-5
Current liabilities	-30
Net fair value of acquired assets and assumed liabilities	187
Goodwill	300
Total purchase consideration	487
Unpaid purchase consideration for the remainder of the company	-161
Acquisition costs	5
Less cash and cash equivalents in acquired Group companies	-59
Net cash flow from acquisitions of Group companies	272

5 Segment information and revenue from contracts with customers

MSEK	Not	Jan–Mar 2023	Jan–Mar 2022	Jan–Dec 2022
Net sales				
Construction solutions – Nordic		188	173	706
Construction solutions – UK & International		162	155	638
Construction solutions – Continental Europe		112	96	407
Construction solutions – APAC & US		116	78	362
Healthcare & Media		34	32	144
Group-wide and eliminations		-12	-9	-44
Net sales		600	524	2,213
Adjusted EBITDA				
Construction solutions – Nordic		64	62	275
Construction solutions – UK & International		72	65	278
Construction solutions – Continental Europe		31	29	124
Construction solutions – APAC & US		28	17	69
Healthcare & Media		0	4	17
Group-wide and eliminations		-2	-2	-2
Adjusted EBITDA		193	174	761
Adjusted EBITDA margin (%)				
Construction solutions – Nordic		34.2	35.6	38.9
Construction solutions – UK & International		44.3	42.0	43.6
Construction solutions – Continental Europe		27.7	30.0	30.5
Construction solutions – APAC & US		24.0	21.4	19.1
Healthcare & Media		0.8	12.2	11.8
Adjusted EBITDA margin (%)		32.0	33.1	34.4
Reconciliation against profit/loss before tax				
Adjusted EBITDA		193	174	761
Items affecting comparability	6	-19	-22	-4
Depreciation of tangible assets		-13	-11	-47
Amortisation of intangible assets		-130	-122	-488
<i>of which, capitalised development expenditure, etc.</i>		-22	-19	-75
<i>of which, Customer relationships, Brands, Databases</i>		-108	-102	-413
Operating profit (EBIT)		32	19	223
Net financial items		-37	-26	-43
Profit/loss before tax		-5	-7	180

Revenue from contracts with customers

	Jan–Mar 2023	Jan–Mar 2022	Jan–Dec 2022
MSEK			
Performance obligations satisfied over time*			
Construction solutions – Nordic	151	136	565
Construction solutions – UK & International	148	146	579
Construction solutions – Continental Europe	94	84	345
Construction solutions – APAC & US	93	73	312
Healthcare & Media	17	18	73
Performance obligations satisfied at a point in time			
Construction solutions – Nordic	37	37	141
Construction solutions – UK & International	14	9	60
Construction solutions – Continental Europe	18	-2	62
Construction solutions – APAC & US	23	5	49
Healthcare & Media	17	14	71
Group-wide and eliminations	-12	-9	-44
Total performance obligations	600	524	2,214

* The majority of performance obligations satisfied over time are invoiced in advance.

6 Items affecting comparability

Items affecting comparability in the quarter amounted to MSEK -19 (-22), of which MSEK -12 pertained to acquisition-related costs primarily for Schumann, Bid Ocean and 4CastGroup, MSEK -3 to remeasurement of contingent earnouts for FAS and LOK, and MSEK -4 to integration costs. For remeasurement of contingent earnouts, refer also to Note 3.

	Jan–Mar 2023	Jan–Mar 2022	Jan–Dec 2022
MSEK			
Acquisition-related costs (Other external expenses)	-12	-1	-16
Remeasurement of contingent earnouts (Other operating income/Other operating expenses)	-3	-2	50
Restructure of Group management (Personnel and Other external expenses)	–	–	-16
Integration costs (Personnel and Other external expenses)	-4	-16	-18
IPO-related costs (Other external expenses)	–	-3	-3
Total	-19	-22	-4

7 Transactions with related parties

No transactions with related parties took place during the period.

8 Share-based payments

An employee stock option programme was adopted by shareholders at the Annual General Meeting in May 2022.

The rationale behind the employee stock option programme (LTI 2022/2025) is to ensure that key employees, high potentials, senior management executives, and senior executives within the Byggfakta group shall be given the opportunity to become long-term shareholders and take part in, and work for, a positive value development of the company's share during the period encompassed by LTI 2022/2025, and for Byggfakta Group to be able to retain and recruit competent and committed staff.

LTI 2022/2025 encompasses not more than 2,200,000 shares, which corresponds to about 1% of the total number of shares outstanding in the company. The CEO and other senior executives have been allocated 925,000 employee stock options.

The employee stock options can be exercised to acquire shares in the company in the period from 15 May 2025 through to 16 June 2025. A precondition for exercising the employee stock options is that the participant remains an employee of Byggfakta Group throughout the LTI 2022/2025 period.

Each employee stock option entitles the participant to acquire one share in the company at an exercise price corresponding to 120% of the volume-weighted average purchase price for the company's share on Nasdaq Stockholm over a period of five trading days before the 2022 AGM. The exercise price and the number of shares to which each employee stock option entitles can be subject to recalculation as a result of a bonus issue, share split, rights issue or other similar actions. The exercise price has been calculated as SEK 55.84.

Fair value of options granted:

The assessed fair value at the grant date of options granted during the period was SEK 1.52 per option. The fair value at the grant date is independently determined using an adjusted form of the Black-Scholes model, which includes a Monte Carlo simulation model that takes into account the exercise price, the term of the option, the dilutive effect (where material), the share price at the grant date and expected price volatility of the underlying share, the expected dividend yield, the risk-free interest rate for the term of the option, and the correlations and volatilities of the peer group companies.

The model inputs for options granted during the period were:

- a) Options are granted for no consideration and vest based on the Group's ranking within a peer group of 20 selected companies over a three-year period. Vested options can be exercised in the period from 15 May 2025 through to 16 June 2025.
- b) Exercise price: SEK 55.84
- c) Grant date: 21 June 2022
- d) Expiry date: 15 June 2025
- e) Share price at grant date: SEK 31.76
- f) Expected price volatility of the company's shares: 28%
- g) Expected dividend yield: 0%
- h) Risk-free interest rate: 2.20%

9 Significant events after the reporting period

On 3 April 2023, through its subsidiary BCI Central, Byggfakta Group acquired all shares in the American company Pantera Global Technology, Inc. (Pantera) for a purchase consideration of MUSD 8.2. Pantera's offering focuses on procurements in the commercial construction sector. In 2022, Pantera had sales of approximately MUSD 1.8 with a strong EBITDA margin. Over 80% of the company's total revenue comprises subscription revenue.

On 21 April 2023, Byggfakta Group announced the appointment of Max Lagerstedt as the new CEO for the operating segment Construction Solutions – Nordic.

Key performance measures

	Jan–Mar 2023	Jan–Mar 2022	Jan–Dec 2022
All amounts are expressed in MSEK unless otherwise indicated			
Income Statement			
Net sales	600	524	2,213
Organic growth (%)	3.8	7.1	6.1
Adjusted EBITDA	193	174	761
Adjusted EBITDA margin (%)	32.2	33.1	34.4
EBITDA	174	152	758
EBITA	162	140	711
Operating profit (EBIT)	32	19	223
Operating margin (%)	5.2	3.6	10.1
Balance sheet			
Net working capital	-667	-630	-605
Net debt	2,770	2,125	2,437
Net debt/adjusted EBITDA, multiple	3.5	3.3	3.2
Equity/assets ratio (%)	60.5	64.1	63.1
Cash flow			
Cash flow from operating activities before changes in working capital	127	106	509
Cash flow from operating activities	182	145	486
Cash flow for the period	-76	86	99
Data per share			
Basic earnings per share (SEK)	-0.08	0.05	0.58
Diluted earnings per share (SEK)	-0.08	0.05	0.58
Average No. of shares outstanding – basic/diluted	216,672,416	218,666,667	218,353,783
No. of shares in issue at period end	218,666,667	218,666,667	218,666,667
The company's holding of treasury shares	2,200,000	–	1,637,352
No. of shares outstanding at period end	216,466,667	218,666,667	217,029,315

Information per quarter

All amounts are expressed in MSEK unless otherwise indicated	Jan-Mar 2023	Oct-Dec 2022	Jul-Sep 2022	Apr-Jun 2022	Jan-Mar 2022	Oct-Dec 2021
Net sales	600	589	548	553	524	516
Organic growth (%)	3.8	4.2	7.4	6.4	7.1	11.4
Adjusted EBITDA	193	205	201	183	174	170
Adjusted EBITDA margin (%)	32.2	34.7	36.6	33.0	33.1	33.2
Operating profit (EBIT)	32	98	70	36	19	37
Operating margin (%)	5.2	16.7	12.7	6.5	3.6	7.2
Share of subscription revenue (%)	83.8	82.8	85.5	85.3	85.3	81.7
ARR ^{1,2,3,4}	2,003	1,907	1,836	1,754	1,687 ⁵	1,636
ARR ^{1,3} , organic growth YoY (%)	6.6	6.9 ⁴	8.3	7.0	8.0	10.1
NRR (%) ¹	84.9	85.3 ⁴	87.5	85.9	85.5	82.4
Net sales per segment:						
Construction solutions – Nordic	188	189	171	174	173	176
Construction solutions – UK & International	162	163	157	163	155	143
Construction solutions – Continental Europe	112	111	102	99	96	90
Construction solutions – APAC & US	116	100	94	90	78	73
Healthcare & Media	34	39	34	38	32	40
Group-wide and eliminations	-12	-14	-11	-11	-9	-7
Adjusted EBITDA per segment						
Construction solutions – Nordic	64	72	77	64	62	67
Construction solutions – UK & International	72	75	68	69	65	48
Construction solutions – Continental Europe	31	34	33	28	29	26
Construction solutions – APAC & US	28	19	17	17	17	14
Healthcare & Media	0	4	5	4	4	7
Group-wide and eliminations	-2	-1	1	0	-2	8
Adjusted EBITDA margin per segment (%):						
Construction solutions – Nordic	34.2	38.4	45.2	36.7	35.6	37.9
Construction solutions – UK & International	44.3	46.0	43.4	42.7	42.0	33.7
Construction solutions – Continental Europe	27.7	30.6	32.4	29.1	30.0	29.3
Construction solutions – APAC & US	24.0	19.2	17.6	18.5	21.4	19.4
Healthcare & Media	0.8	11.2	13.9	10.3	12.2	18.6

¹ Within Construction solutions – Nordic, ARR and its components have been adjusted in all historic periods for discontinued operations within Property in Denmark.

² Within Healthcare & Media, historic data has been restated due to the inclusion of the historic acquisition of Familjehemnsbanken, which was completed in Q1 2022.

³ Within Construction solutions – UK & International, ARR has been adjusted for all historical periods as a result of intra-Group harmonisation of revenue recognition for one of the entities within NBS.

⁴ Within Construction solutions – Continental Europe, historical data has been adjusted due to changes in classifications between direct revenue and subscription revenue.

⁵ Within Construction solutions – APAC & US, ARR has been adjusted in the Q1 2022 period for changed allocations between direct sales and recurring revenue.

Alternative performance measures

Alternative Performance Measures (APM) are financial measures of historical or future financial performance, financial position or cash flow that are not defined in the applicable accounting rules (IFRS). APMs are used by Byggfakta Group when they are relevant for monitoring and describing Byggfakta Group's financial situation and to provide additional useful information for the financial statements. These measures are not directly comparable with similar performance measures that are presented by other companies. The definitions on pages 34–36 demonstrate how Byggfakta Group defines its performance measures and the aim of each performance measure. The information below is supplementary information that all performance measures can be derived from.

	Jan–Mar 2023	Jan–Mar 2022	Jan–Dec 2022
All amounts are expressed in MSEK unless otherwise indicated			
Organic growth, total (%)			
Net sales growth (%)	14.6	87.1	42.6
Less, acquired growth (%)	-6.5	-71.1	-29.0
Less, currency effects (%)	-4.3	-8.9	-7.5
Organic growth, total (%)	3.8	7.1	6.1
Organic growth, Constr. solutions – Nordic (%)			
Net sales growth (%)	8.7	18.9	13.3
Less, acquired growth (%)	-4.3	-9.8	-4.7
Less, currency effects (%)	-2.1	-2.8	-3.0
Less, Group-wide and eliminations (%)	-0.6	-0.6	-0.9
Organic growth, Constr. solutions – Nordic (%)	1.6	5.7	4.7
Organic growth, Constr. solutions – UK & International (%)			
Net sales growth (%)	10.4	275.4	41.6
Less, acquired growth (%)	-0.6	-227.9	-22.5
Less, currency effects (%)	-1.4	-27.4	-7.7
Less, Group-wide and eliminations (%)	1.2	-5.9	-1.9
Organic growth, Constr. solutions – UK & International (%)	9.6	14.1	9.6
Organic growth, Constr. solutions – Continental Europe (%)			
Net sales growth (%)	16.8	34.6	38.1
Less, acquired growth (%)	–	-25.3	-22.8
Less, currency effects (%)	-8.6	-6.7	-8.9
Less, Group-wide and eliminations (%)	-1.9	-0.2	-1.7
Organic growth, Constr. solutions – Continental Europe (%)	6.2	2.5	4.7
Organic growth, Constr. solutions – APAC & US (%)			
Net sales growth (%)	35.3	–	394.6
Less, acquired growth (%)	-27.7	–	-341.2
Less, currency effects (%)	-10.5	–	-52.7
Less, Group-wide and eliminations (%)	-0.5	–	-1.2
Organic growth, Constr. solutions – APAC & US (%)	-3.4	–	-0.5
Organic growth, Healthcare & Media (%)			
Net sales growth (%)	6.4	15.6	8.0
Less, acquired growth (%)	-5.6	-0.9	-2.1
Less, currency effects (%)	–	–	–
Less, Group-wide and eliminations (%)	0.5	0.4	0.7

Organic growth, Healthcare & Media (%)	1.3	15.1	6.5
	Jan-Mar	Jan-Mar	Jan-Dec
All amounts are expressed in MSEK unless otherwise indicated	2023	2022	2022
Share of subscription revenue (%)			
Subscription revenue	503	447	1,874
Net sales	600	524	2,214
Share of subscription revenue (%)	83.8	85.3	84.7
ARR, total			
Subscription revenue (months)	167	141	159
ARR, total	2,003	1,687	1,907
ARR, Construction solutions – Nordic			
Subscription revenue (months)	49	41	44
ARR, Construction solutions – Nordic	590	495	525
ARR, Construction solutions – UK & International			
Subscription revenue (months)	52	45	50
ARR, Construction solutions – UK & International	626	543	601
ARR, Construction solutions – Continental Europe			
Subscription revenue (months)	32	27	32
ARR, Construction solutions – Continental Europe	390	324	388
ARR, Construction solutions – APAC & US			
Subscription revenue (months)	31	25	30
ARR, Construction solutions – APAC & US	368	297	366
ARR, Healthcare & Media			
Subscription revenue (months)	2	2	2
ARR, Healthcare & Media	29	28	27
ARR, organic growth YoY (%)			
ARR at period end	2,003	1,687	1,907
ARR total growth YoY (%)	18.8	41.4	16.6
ARR acquired growth YoY (%)	-6.5	-31.3	-3.0
ARR, FX growth YoY (%)	-5.7	-2.0	-6.7
ARR, organic growth YoY (%)	6.6	8.0	6.9
NRR (%)			
ARR at beginning of period	1,687	1,193	1,636
Eliminations on calculation (see definitions)	-35	-27	-34
Adjusted ARR at beginning of period	1,652	1,166	1,602
Net retention	1,402	996	1,367
NRR (%)	84.9	85.5	85.3
Operating margin (%)			
Operating profit (EBIT)	32	19	223
Net sales	600	524	2,213
Operating margin (%)	5.2	3.6	10.1

	Jan-Mar 2023	Jan-Mar 2022	Jan-Dec 2022
All amounts are expressed in MSEK unless otherwise indicated			
EBITDA			
Operating profit (EBIT)	32	19	223
Amortisation of intangible assets	130	122	488
<i>of which, capitalised development expenditure, etc.</i>	22	19	75
<i>of which, Customer relationships, Brands, Databases</i>	108	102	413
EBITA	162	140	711
Depreciation of tangible assets	13	11	47
EBITDA	174	152	758
EBITDA margin (%)	29.1	28.9	34.2
Adjusted EBITDA			
Operating profit (EBIT)	32	19	223
Items affecting comparability	19	22	4
Amortisation of intangible assets	130	122	488
<i>of which, capitalised development expenditure, etc.</i>	22	19	75
<i>of which, Customer relationships, Brands, Databases</i>	108	102	413
Adjusted EBITA	181	163	711
Depreciation of tangible assets	13	11	47
Adjusted EBITDA	193	174	761
Adjusted EBITDA margin (%)	32.2	33.1	34.4
Net debt			
Liabilities to credit institutions	2,906	2,375	2,723
Lease liabilities	139	62	60
Cash and cash equivalents	-275	-312	-346
Net debt	2,770	2,125	2,437
Net debt/adjusted EBITDA			
Net debt	2,770	2,125	2,437
Adjusted EBITDA, rolling 12 months	781	644	761
Net debt/adjusted EBITDA	3.5	3.3	3.2
Net working capital			
Inventories	18	9	15
Accounts receivable	530	432	498
Other current receivables	130	119	112
Trade payables	-64	-46	-63
Deferred income	-1,009	-869	-909
Other current liabilities	-272	-276	-259
Net working capital	-667	-630	-605
Equity/assets ratio (%)			
Total equity	8,261	8,020	8,276
Total assets	13,661	12,519	13,113
Equity/assets ratio (%)	60.5	64.1	63.1

Definitions

IFRS measure	Definition	
Earnings per share	Profit/loss for the period attributable to Parent Company shareholders in relation to the average number of shares outstanding in accordance with IAS 33.	

Alternative performance measures	Definition	Purpose
Organic growth	Changes in net sales relative to the comparative period after adjustment for acquisition and divestment effects, and exchange-rate effects.	Indicates the underlying trend in net sales between different periods at a constant exchange rate, excluding the impact of acquisitions and/or divestments.
ARR	Annual recurring revenue pertains to subscription revenue for the last month in the quarter, recalculated to 12 months.	Indicates recurring revenue in the next 12 months based on revenue from existing customers at the end of the period. This performance measure is also significant in facilitating industry comparisons.
ARR at beginning of period	Recurring revenue for the respective month, recalculated for a 12-month period at the start of the period.	Indicates recurring revenue in the next 12 months based on revenue from existing customers at the start of the period. The performance measure is calculated in SEK based on closing exchange rates for the period.
ARR at period end	Recurring revenue for the respective month, recalculated for a 12-month period at the end of the period.	Indicates recurring revenue in the next 12 months based on revenue from existing customers at the end of the period. The performance measure is calculated in SEK based on closing exchange rates for the period.
ARR growth	Growth between periods based on the respective monthly recurring revenue, recalculated for a 12-month period at the end of the period.	Divided between ARR growth, ARR including acquisition effects and currency ARR impact. Organic ARR growth consisting of change in ARR in relation to outgoing ARR for the comparative period after adjustment for acquisition/divestment effects and currency impact. Acquisition impact including full outgoing ARR value of the acquired entity until it has been part of the Group for 12 months.
Net retention	Net retention is the recurring revenue retained from existing customers during a defined time period, including added sales, price increases and forfeiture including contract reduction.	It reflects the ability to maintain annual recurring revenue by taking into account added sales, price increases and deductions.
NRR	The net retention rate is the recurring revenue retained from existing customers in a defined time period, in relation to ARR at the beginning of the period. In the event that acquired entities lack the	It reflects the ability to maintain annual recurring revenue by taking into account added sales, price increases and deductions. The calculation pertains to net retention in absolute values in relation to ingoing ARR for the period.

	<p>components included in the calculation of Net Retention for the defined time period, these subsidiaries are excluded from the calculation.</p> <p>Accordingly, when the respective components of NRR and ARR are presented independently in this report, they can differ from the amounts presented in the calculation of NRR.</p>	
Share of subscription revenue	Revenue in the form of subscription revenue of an annual recurring nature, as a share of net sales.	This measure is relevant to show the scope of recurring revenue, and how it changes from quarter to quarter and over time.
EBITDA	Operating profit/loss (EBIT) before impairment and the depreciation of tangible assets and amortisation of intangible assets.	Reflects the profitability of operations and enables profitability comparison over time regardless of impairment and depreciation of tangible assets and amortisation of intangible assets, and independent of taxes and financing structure.
EBITDA margin	Operating profit/loss (EBIT) before depreciation of tangible assets and amortisation of intangible assets in relation to net sales.	Reflects the profitability of operations before impairment and the depreciation of tangible assets and amortisation of intangible assets. This performance measure is a vital component to follow the Group's value creation and to increase comparability over time.
Adjusted EBITDA	Operating profit/loss (EBIT) before impairment and the depreciation of tangible assets and amortisation of intangible assets, adjusted for items affecting comparability.	Reflects the profitability of operations and enables profitability comparison over time regardless of impairment and depreciation of tangible assets and amortisation of intangible assets and independent of taxes and financing structure, and the impact of items affecting comparability.
Adjusted EBITDA margin	Operating profit/loss (EBIT) before impairment and the depreciation of tangible assets and amortisation of intangible assets, adjusted for items affecting comparability, in relation to net sales.	Reflects the profitability of operations before impairment and the depreciation of tangible assets and amortisation of intangible assets. This performance measure is a vital component to follow the Group's value creation adjusted for the impact of items affecting comparability and to increase comparability over time.
EBITA	Operating profit/loss (EBIT) before impairment and the depreciation of tangible assets and amortisation of intangible assets.	Reflects the profitability of operations and enables profitability comparison over time regardless of impairment and amortisation of intangible assets, and independent of taxes and financing structure.
Adjusted EBITA	Operating profit/loss (EBIT) before impairment and the amortisation of intangible assets, adjusted for items affecting comparability.	Reflects the profitability of operations and enables profitability comparison over time regardless of impairment and amortisation of intangible assets and independent of taxes and financing structure, and the impact of items affecting comparability.

Items affecting comparability	Items affecting comparability pertain to material revenue and expense items of a nonrecurring nature, primarily related to acquisitions and integration, and are recognised separately due to the significance of their nature and size. Smaller acquisitions are expected to be integrated within 2–3 quarters and larger acquisitions within 4–5 quarters.	Reporting these items separately increases comparability between periods and over time irrespective of when the item occurs.
Operating profit (EBIT)	Operating profit (EBIT) in accordance with the income statement, meaning the profit/loss for the period excluding financial income, finance costs, the share of earnings in associated companies and tax.	Reflects the profitability of operations and enables profitability comparison over time.
Operating margin	Operating profit (EBIT) in relation to net sales.	Reflects the profitability of operations and enables comparison of profitability and of value creation over time.
Net debt	Non-current and current interest-bearing liabilities less cash and cash equivalents at the end of the period.	Used to follow debt development and the scope of refinancing requirements. Net debt is used instead of gross debt as a measure of total loan financing.
Net debt/adjusted EBITDA	Net debt in relation to adjusted EBITDA rolling 12 months, including the effects of IFRS 16 Leases.	Used to illustrate the company's total liabilities, adjusted for cash and cash equivalents, and the company's ability to repay the debt.
Equity/assets ratio	Total equity divided by total assets.	Used to show how large a part of the Group's assets is financed with equity.
Net working capital	Total current assets less cash and cash equivalents and current non-interest-bearing liabilities at the end of the period.	A measure of the Group's current financial status.

Glossary

Subscription revenue	Revenue from a subscription and of a recurring nature from services that are assumed to have a term of several years.
SEK	Swedish krona.

Financial calendar

25 May 2023	2023 Annual General Meeting
20 July 2023	Interim report for the period 1 January–30 June 2023
8 November 2023	Interim report for the period 1 January–30 September 2023
7 February 2024	Year-end report for the period 1 January–31 December 2023

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