Nordenskiöldsgatan 24 211 19 Malmö, Sweden +46 40 685 2900 ir@bimobject.com

BIMobject AB

Year-end Report: Jan-Dec 2021

Fourth quarter financial highlights

- ARR in constant currencies of MSEK 99.3 (97.2) at end of quarter, +2%
- Net sales of MSEK 30.7 (32.5), -6%, affected by lower volumes in non-recurring revenue
- Net sales from recurring revenue of MSEK 23.8 (22.6), +5%, representing 78% of total net sales
- Operating earnings (EBIT) of MSEK -15.9 (-20.7)
- Basic earnings per share amounted to SEK -0.11 (-0.19)
- Group cash flow from operating activities of MSEK -22.9 (-11.0)

January - December 2021 financial highlights

- Net sales of MSEK 120.3 (136.7). Net sales from recurring revenue of MSEK 93.8 (91.5), +2.5%
- Operating earnings (EBIT) of MSEK -85.9 (-72.7)
- Basic earnings per share amounted to SEK -0.58 (-0.64)
- Group cash flow from operating activities of MSEK -87.0 (-38.1)

Significant events during the quarter

Accumulated downloads on bimobject.com surpassed 100 million

Significant events after the quarter

 BIMobject has signed an agreement to acquire 51% of the shares and commits to invest a further MSEK 20 in Greenstone Holding AB, the creator of Prodikt (www.prodikt.com), a leading online platform for construction environmental life cycle analysis.

CEO's comments

Positive commercial momentum despite turbulence

2021 was a transformational year for BIMobject and a turbulent year for the construction industry. Global construction has returned to growth and we're feeling optimism from our customers again. Short-term issues such as national lockdowns, cost inflation and supply chain issues have kept distracting manufacturers from investing in more long-term initiatives such as BIM.

We had a positive commercial momentum in Q4, with a solid inflow of new platform contract wins. As a reminder, because we need to develop the BIM files before a customer launches on our platform, there is typically a 1-2 month delay from when a new customer contract is signed to when it becomes reported ARR and revenue. Content sales were also solid, with continued good uptake of our content maintenance offering.

Within our renewal business, net retention continued to impact our ARR negatively but continued to improve sequentially as a percentage of the renewed contracts.. As of mid February, 96% of customers are now on the new plans.

Focus on customer value

To make sure that the momentum continues, we are doubling down on providing more value to our customers.

Our platform growth remains strong. In the quarter, we set a new download record in a single month – 3.5+ million downloads in November – and achieved 30% overall growth in the quarter. User growth also continued and we expect to surpass 3 million registered users in 2022.

We've also continued our strong pace of product development, improving the capabilities for customers to reach, understand and influence building industry professionals. In the quarter, we released improvements to our marketing functionality for on-platform email marketing and search advertising. With our expanded offering within advertising we have now started to create an additional revenue stream on top of our subscription base.

Prodikt - a transformational investment

Sustainability is close to the heart of BIMobject - our mission is to make building better easy, in order to transform the construction industry for a more sustainable future.

I'm very pleased that we have taken the first step towards building the next iteration of our company and delivering on this mission: our investment in Prodikt, a leading online platform for construction life cycle analysis.

BIMobject already has a massive user base and a global building product manufacturer base. Prodikt brings a cutting edge offering within life cycle analysis. Together, we have the

components needed to provide the AEC community worldwide with a product needed in digital sustainable building design.

Carl Silbersky CEO

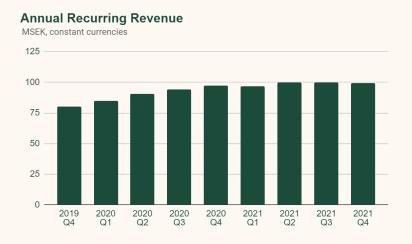
bimobject[®]

Financial summary

	2019 Q4	2020 Q1	2020 Q2	2020 Q3	2020 Q4	2021 Q1	2021 Q2	2021 Q3	2021 Q4
ARR in constant currencies (MSEK)	80.0	84.7	90.8	94.2	97.2	97.0	100.1	99.7	99.3
Net sales (MSEK)	31.2	35.8	34.8	33.6	32.5	28.5	30.3	30.8	30.7
Recurring Revenue (MSEK)	19.9	21.4	23.8	23.8	22.6	23.2	23.0	23.8	23.8
Other Platform (MSEK)	2.2	2.4	2.4	2.4	2.4	1.2	1.0	1.0	1.4
Services (MSEK)	9.1	12.0	8.6	7.4	7.5	4.1	6.3	6.0	5.4
EBITDA (MSEK)	-38.8	-23.3	-14.6	-7.0	-18.6	-15.5	-25.7	-20.8	-14.0
EBITDA (%)	-125%	-65%	-42%	-21%	-57%	-54%	-85%	-68%	-45%
EBITA (MSEK)	-40.8	-24.8	-16.1	-8.4	-19.8	-16.8	-27.4	-22.1	-15.6
EBITA (%)	-131%	-69%	-46%	-25%	-61%	-59%	-90%	-72%	-51%
Operating profit/loss (EBIT) (MSEK)	-42.6	-25.7	-17.0	-9.2	-20.7	-17.6	-28.2	-24.1	-15.9
Operating profit/loss (EBIT) (%)	-137%	-72%	-49%	-27%	-64%	-62%	-93%	-78%	-52%
Earnings per share before dilution (SEK)	-0.36	-0.22	-0.16	-0.08	-0.19	-0.09	-0.21	-0.16	-0.11
Earnings per share after dilution (SEK)	-0.36	-0.22	-0.16	-0.08	-0.19	-0.09	-0.21	-0.16	-0.11
Cash flow from operating activities (MSEK)	-30.7	-13.6	-4.2	-9.3	-11.0	-12.1	-27.3	-24.7	-22.9

Recurring revenue

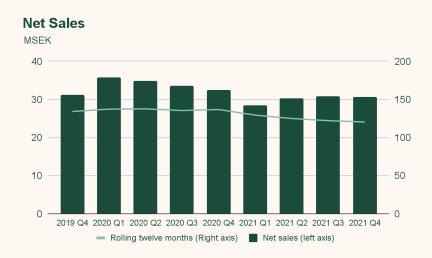
Annual Recurring Revenue (ARR) is a key metric for understanding the revenue development within our core Platform business, since net sales can be affected by the timing of revenue recognition, corrections and even variation of days between quarters. We report this metric in constant currencies, using the exchange rate on the last working day of the quarter.



In Q4 2021, ARR in constant currencies grew by 2.2% year-over-year and -0.4% quarter-over-quarter.

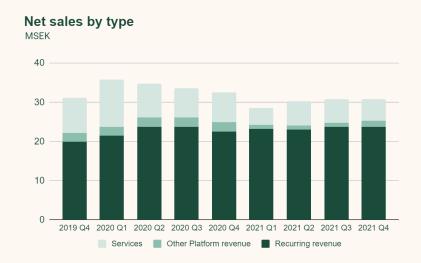
Net sales

Net sales in the quarter amounted to MSEK 30.7 (32.5), -6% compared with the same period the previous year and flat compared with Q3 2021. Currency effects had only a negligible effect on net sales, year-over-year as well as quarter-over-quarter.



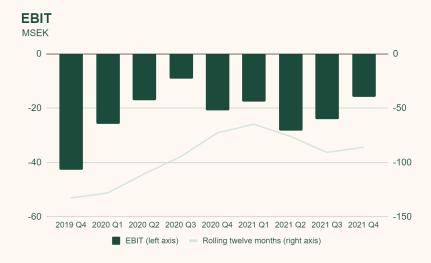
Net sales from recurring revenue in the quarter amounted to MSEK 23.8 (22.6), +5%, and represented 78% (69%) of total net sales.

Services net sales decreased quarter-over-quarter but unproduced order backlog increased at the same time and revenue from our new content maintenance-as-a-service business showed strong growth from low numbers.

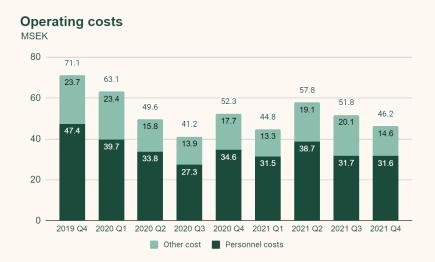


Operating income

Operating income before interest and tax, EBIT, amounted to MSEK -15.9 (-20.7) during the quarter, corresponding to an EBIT margin of -52% (-64%).



Other costs amounted to MSEK 14.6 which is a decrease both compared to the previous two quarters and the previous year. This is partially due to the fourth quarter included less non-recurring costs than for the comparable quarters.



Cash flow, cash & cash equivalents

Cash flow from operating activities in the quarter amounted to MSEK -22.9 (-11.0).

Cash and cash equivalents were MSEK 233.2 (350.3) at the end of the period. In addition, the company had short-term investments of MSEK 74.0 (43.1).

Equity & liabilities

Equity was MSEK 282.1 (360.8) at the end of the period. The equity/assets ratio was 75% (76%) on 31 December. Interest-bearing liabilities amounted to MSEK 0.9 (7.7).

Other information

Significant events during and after the period

- Accumulated downloads on bimobject.com surpass 100 million.
- BIMobject has signed an agreement to acquire 51% of the shares and commits to invest a further MSEK 20 in Greenstone Holding AB, the creator of Prodikt (<u>www.prodikt.com</u>), a leading online platform for construction environmental life cycle analysis.

Warrants (incentive programmes)

The company has two active subscription warrants programs:

- 1. 2019/2024, expires in May 2024.
- 2. 2021/2024, expires in August 2024.

Full terms and conditions for warrants can be found on the Company's website https://investors.bimobject.com.

BIMobject AB's share

BIMobject AB is listed on Nasdaq First North Growth Market.

Earnings per share (EPS) for the quarter amounted to SEK -0.11 (-0.19). After dilution, EPS amounted to SEK -0.11 (-0.19).

The average number of shares during the quarter and year was 139,319,684. The total number of shares at the end of the quarter was 139,319,684 (139,319,684). All shares carry an equal share of votes and capital. The table below shows BIMobject's largest shareholders at the end of the period.

Owners	Number of shares	Share of capital and votes
EQT Ventures	15,515,176	11.1%
Swedbank Robur Fonder	12,000,000	8.6%
TIN Fonder	10,317,017	7.4%
Jan Karlander	9,312,703	6.7%
Avanza Pension	9,235,912	6.6%
Procedural Labs AB	6,891,800	4.9%
Berenberg Funds	4,750,632	3.4%
Nordnet Pensionsförsäkring	4,228,911	3.0%
Phillippe Butty	3,494,668	2.5%
Discover Capital GmbH	3,200,000	2.3%
Total ten largest owners	78,946,819	56.7%
Other shareholders	60,372,865	43.3%
Total shares	139,319,684	100.0%

Data provided by Monitor.

Employees

The number of employees in the Group on 31 December 2021 was 168 (173).

Parent company

The Parent Company's operating income for the quarter amounted to MSEK 18.2 (15.1) and operating costs amounted to MSEK 32.2 (29.4). The increase in income is related to intercompany transactions and the increase in operating costs is due to personnel costs. This development also reflects that we have a higher proportion of the Group's employees based in Sweden. The loss before tax for the same period was MSEK -30.5 (-28.8). Equity was MSEK 307.2 (394.1).

Forward-looking information

This report may contain forward-looking information based on management's current expectations. Although management believes the expectations expressed in such forward-looking information are reasonable, there are no assurances that these expectations will be correct.

Consequently, future outcomes may vary considerably compared to the forward-looking information due to, among other things, changed market conditions for our products and more general changes to economic, market, and competitive conditions, changes to regulatory requirements or other policy measures, and exchange rate fluctuations.

Upcoming reports

BIMobject AB prepares and publishes a financial report after the end of each quarter. Upcoming reports and events are scheduled as follows:

Report / Event	Date
Q1 Interim Report	6 May 2022
Annual General Meeting	6 May 2022
Q2 Interim Report	5 August 2022
Q3 Interim Report	26 October 2022

Presentation

Shareholders, analysts and the media are welcome to a digital report presentation on 11 February 2022 14:00 (CET). The presentation will be held in English via Zoom.

To participate in the presentation please register using the following link: https://zoom.us/webinar/register/WN_toGAJBCeTnuyHpd4gED2VQ

Certified Adviser

FNCA Sweden AB.

Submission of interim report

Malmö, 11 February 2022 BIMobject AB Board of Directors

For more information, please contact:

Carl Silbersky, CEO

Tel: +46 40-685 29 00

E-mail: ir@bimobject.com

This information is information that BIMobject AB is obliged to publish in accordance with the EU Market Abuse Regulation. The information was provided by Carl Silbersky for publication on 11 February 2022 at 08.30 CET.

bimobject[®]

Multi-year summary

	2019 Q4	2020 Q1	2020 Q2	2020 Q3	2020 Q4	2021 Q1	2021 Q2	2021 Q3	2021 Q4
ARR in constant currencies (MSEK)	80.0	84.7	90.8	94.2	97.2	97.0	100.1	99.7	99.3
Net sales (MSEK)	31.2	35.8	34.8	33.6	32.5	28.5	30.3	30.8	30.7
Net sales growth (%)	-20%	10%	1%	-6%	4%	-21%	-13%	-8%	-6%
Recurring revenue (MSEK)	19.9	21.4	23.8	23.8	22.6	23.2	23.0	23.8	23.8
Recurring revenue growth (%)	40%	11%	13%	20%	14%	9%	-3%	0%	5%
Recurring revenue share of net sales (%)	64%	60%	68%	71%	69%	81%	76%	77%	78%
EBITDA (MSEK)	-38.8	-23.3	-14.6	-7.0	-18.6	-15.5	-25.7	-20.8	-14.0
EBITDA (%)	-125%	-65%	-42%	-21%	-57%	-54%	-85%	-68%	-45%
EBITA (MSEK)	-40.8	-24.8	-16.1	-8.4	-19.8	-16.8	-27.4	-22.1	-15.6
EBITA (%)	-131%	-69%	-46%	-25%	-61%	-59%	-90%	-72%	-51%
Operating profit/loss (EBIT) (MSEK)	-42.6	-25.7	-17.0	-9.2	-20.7	-17.7	-28.2	-24.1	-15.9
Operating profit/loss (EBIT) (%)	-137%	-72%	-49%	-27%	-64%	-62%	-93%	-78%	-52%
Earnings per share before dilution (SEK)	-0.36	-0.22	-0.16	-0.08	-0.19	-0.09	-0.21	-0.16	-0.11
Earnings per share after dilution (SEK)	-0.36	-0.22	-0.16	-0.08	-0.19	-0.09	-0.21	-0.16	-0.11
Number of employees	203	200	178	169	173	156	164	171	168
Net sales per employee (MSEK)	0.15	0.18	0.20	0.20	0.19	0.18	0.18	0.18	0.18
Cash flow from operating activities per share (SEK)	-0.26	-0.11	-0.03	-0.07	-0.08	-0.09	-0.20	-0.18	-0.16
Number of shares (thousands)	120,320	120,320	120,320	139,320	139,320	139,320	139,320	139,320	139,320

Consolidated income statement

(kSEK)	Oct-Dec 2021	Oct-Dec 2020	Jan-Dec 2021	Jan-Dec 2020
Net sales	30,712	32,522	120,298	136,747
Capitalised work for own account	-	1,017	455	1,242
Other operating income	1,595	215	3,832	4,676
Total operating income	32,307	33,754	124,585	142,665
Operating costs				
Other external costs	-14,650	-17,673	-67,135	-70,779
Personnel costs	-31,625	-34,633	-133,465	-135,359
Depreciation/amortisation	-1,952	-2,160	-9,879	-9,188
Operating profit/loss after depreciation/amortisation	-15,921	-20,713	-85,894	-72,660
Net financial items	608	-6,036	4,840	-9,750
Profit/loss after financial items	-15,312	-26,749	-81,054	-82,410
Tax	-139	-72	-222	-58
Profit/loss for the period	-15,452	-26,820	-81,276	-82,468
Other information				
Earnings per share, before dilution (SEK)	-0.11	-0.19	-0.58	-0.64
Earnings per share, after dilution (SEK)	-0.11	-0.19	-0.58	-0.64

Consolidated balance sheet

(kSEK)	Dec 31 2021	Dec 31 2020
ASSETS		
Non-current assets		
Intangible non-current assets	27,796	35,505
Tangible non-current assets	963	2,668
Financial non-current assets	4,399	5,728
Total non-current assets	33,157	43,900
Current assets		
Accounts receivable	32,153	32,902
Other current receivables	1,720	1,419
Prepaid expenses and accrued income	3,672	5,461
Short-term investments	74,018	43,053
Cash and cash equivalents	233,221	350,308
Total current assets	344,785	433,142
TOTAL ASSETS	377,942	477,043
EQUITY AND LIABILITIES		
Equity	282,065	360,824
Total equity	282,065	360,824
Provisions	5,293	6,143
Non-current liabilities	647	6,995
Current liabilities		
Accounts payable	4,671	7,215
Other current liabilities	8,930	22,045
Accrued expenses and deferred income	76,337	73,820
Total current liabilities	89,938	103,080
TOTAL EQUITY AND LIABILITIES	377,942	477,043

Consolidated statement of changes in equity

(kSEK)	Jan-Dec 2021	Jan-Dec 2020
Opening balance	360,824	146,150
Directed share issue	-	304,000
Issuance costs	-	-11,234
Subscription warrants	5,848	-
Share related remunerations	696	-
Translation differences	-4,027	4,376
Profit/loss for the period	-81,276	-82,468
Balance at end of period	282,065	360,824

Consolidated cash flow statement

(kSEK)	Oct-Dec 2021	Oct-Dec 2020	Jan-Dec 2021	Jan-Dec 2020
Operating activities				
Profit/loss after financial items	-15,312	-26,749	-81,054	-82,410
Adjustments for non-cash items	1,788	7,735	7,033	19,014
Tax paid	-69	-25	-7	227
Cash flow from operating activities before changes in working capital	-13,593	-19,038	-74,028	-63,169
Changes in net working capital	-9,341	8,048	-13,004	25,089
Cash flow from operating activities	-22,934	-10,990	-87,032	-38,079
Investing activities				
Change in intangible non-current assets	-	55	-455	-1,242
Change in tangible non-current assets	-15	76	-15	-396
Change in financial non-current assets	-2	-301	-382	-558
Change in short-term investments	-38,161	1,231	-30,381	1,231
Cash flow from investing activities	-38,179	1,061	-31,234	-965
Financing activities				
Directed share issue and subscription warrants	-174	-347	5,848	292,766
New external loan/repayment	-46	-165	-6,847	4,607
Cash flow from financing activities	-221	-511	-1,000	297,373
Cash flow for the period	-61,334	-10,441	-119,265	258,329
Cash and cash equivalents at beginning of period	294,552	363,509	350,308	95,609
Exchange rate effects	3	-2,760	2,179	-3,630
Cash and cash equivalents at end of period	233,221	350,308	233,221	350,308

bimobject[®]

${\it Supplementary\ disclosures\ to\ cash\ flow\ statement}$

Interest paid, net	23	-144	-203	-240
Items not affecting cash				
Reversal of depreciation	1,952	2,160	9,879	9,188
Write-down of accounts receivable	36	782	17	346
Write-down of short-term investments	-75	-2,148	-2,816	542
Result from short-term investments	70	1,872	2,232	1,872
Provisions	-15	-49	173	-950
Unrealised exchange rate differences and accrued interest income	-181	5,117	-2,452	8,017
Total items not affecting cash	1,788	7,735	7,033	19,014

Parent company income statement

(kSEK)	Oct-Dec 2021	Oct-Dec 2020	Jan-Dec 2021	Jan-Dec 2020
Operating income	18,210	15,074	54,594	57,154
Total operating income	18,210	15,074	54,594	57,154
Operating costs				
Other external costs	-12,996	-14,380	-57,408	-61,634
Personnel costs	-18,607	-14,847	-79,551	-56,215
Depreciation/amortisation	-616	-186	-1,127	-873
Operating profit/loss after depreciation/amortisation	-14,009	-14,339	-83,492	-61,569
Net financial items	-16,454	-14,450	-11,510	-17,583
Profit/loss after financial items	-30,463	-28,789	-95,001	-79,151
Tax	-	-	-	-
Profit/loss for the period	-30,463	-28,789	-95,001	-79,151

Parent company balance sheet

(kSEK)	Dec 31 2021	Dec 31 2020
ASSETS		
Intangible non-current assets	3,933	-
Tangible non-current assets	325	963
Financial non-current assets	28,363	48,658
Total non-current assets	32,621	49,621
Accounts receivable	6,330	4,142
Receivables, Group companies	16,530	10,318
Other current receivables	474	37
Prepaid expenses and accrued income	3,081	4,718
Short-term investments	74,018	43,053
Cash and cash equivalents	211,163	321,968
Total current assets	311,596	384,235
TOTAL ASSETS	344,217	433,856
EQUITY AND LIABILITIES		
Restricted equity	1,533	1,533
Unrestricted equity	305,692	392,579
Total equity	307,225	394,111
Accounts payable	2,675	5,277
Liabilities, Group companies	3,620	3,228
Other current liabilities	3,737	10,280
Accrued expenses and deferred income	26,961	20,959
Total current liabilities	36,993	39,745
TOTAL EQUITY AND LIABILITIES	344,217	433,856

Notes

Accounting and valuation principles

This interim report has been prepared in accordance with the Swedish Annual Accounts Act. The accounting and valuation policies applied follow the Swedish Accounting Standards Board's BFNAR 2012:1 (K3) and are unchanged since the latest published annual report.

Amounts are reported in Swedish kronor and rounded to the nearest thousand unless otherwise stated. Amounts and figures stated in brackets are comparatives for the corresponding period of the previous year, unless otherwise stated.

The registered Parent Company is BIMobject AB.

Auditor's review

The interim report has not been reviewed by the Company's auditor.

Risks and uncertainties

BIMobject is, through its operations, exposed to common business and financial risks. These risks are described in detail in the latest annual report.

Transactions with related parties

Any transactions with related parties have been conducted on market terms.

Definitions

Annual Recurring Revenue (ARR)

The annual contract value of all active subscription contracts per the last day of the quarter, using the exchange rate on the last working day of the quarter. For better quarter-over-quarter comparisons, all previous quarters are calculated using the same exchange rate as the current quarter.

Cash flow from current operations per share

Cash flow from current operations divided by the average number of shares outstanding. Allows readers of financial reports to compare cash flow from current operations per share.

EBITA

Operating income before depreciation of acquired intangible non-current assets.

EBITDA

Operating income before depreciation on tangible and intangible non-current assets. The purpose is to assess the Group's operational activities. EBITDA is a supplement to operating income.

Growth in net sales

The measure shows %-growth in net sales compared to the same period during previous year.

Number of shares outstanding

The number of registered shares less any repurchased shares at the balance sheet date. The measure is mainly used for calculation of key ratios. The Group did not own any of its own shares during any of the reporting periods.

Operating income, EBIT

Operating income according to the income statement.

Operating margin, EBIT (%)

Operating income in relation to net sales.

Platform

Consists of subscription fees, advertising fees and joint venture licence fees for BIMobject Cloud.

Recurring Revenue

Revenue of annual recurring nature, referring to subscription revenue within our Platform business that is based on contracts with manufacturers publishing their products on BIMobject Cloud. Recurring revenue comprises the main part of Platform net sales.

Services

Consists of revenue from services provided to our customers, such as projects for creating BIM objects and as well as revenue from service sold as a recurring maintenance service.