

4C Strategies

Interim Report Q1 2023

May 12th 2023



4C STRATEGIES

Today's presenters



**MAGNUS
BERGQVIST**

CEO



**ANDERS
NORDGREN**

CFO

AGENDA – Q1 2023



**COMPANY
HIGHLIGHTS**



**FINANCIALS
UPDATE**



SUMMARY

*Q&A SESSION AT
THE END*

Key Highlights Q1 2023

- ✓ Improved profitability and solid growth during the first quarter
- ✓ Continued investments carried out within sales and tech
- ✓ Launching Climate Resilience – strengthening our total offering and supports our growth journey
- ✓ Establishing the non-defence business in North America

4C in numbers

345

Net sales
2023 Q1 RTM
SEKm

22%

Net sales CAGR
2019-2023 Q1
RTM

14%

Adj. EBIT margin
2023 Q1
RTM

*EBIT adjusted for items affecting comparability (IPO-related costs)

FINANCIALS	Q1 2023	Q1 2023 RTM
Net sales growth	18%	15%
FX-adjusted net sales growth	13%	7%
Software revenue	62%	64%
Adjusted EBIT-margin*	13%	14%



4C & EXONAUT IN ACTION



COMPLY

Launch of software and services for new European and Australian regulations. Exonaut listed for 4th year running by Gartner – only full suite supplier within Business Continuity.



PROTECT

Events in Sudan highlight importance of Exonaut. Used by military for evacuation training, EU to support repatriation of citizens, and humanitarian organizations.



TRUST

Financial Supervisory Authority selects 4C as key resilience advisory partner, continuing long-term initiative that began in 2005 to connect finance and public sectors.

AGENDA – Q1 2023

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COMPANY
HIGHLIGHTS

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FINANCIALS
UPDATE

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SUMMARY

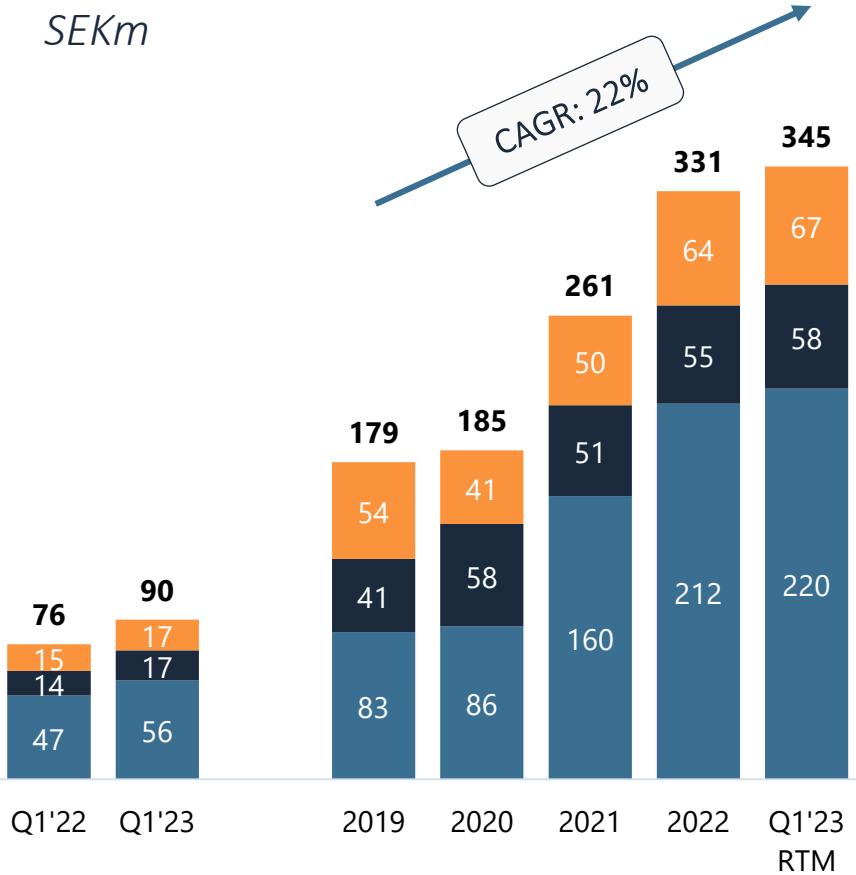
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*Q&A SESSION
AT THE END*

Financials | Net sales

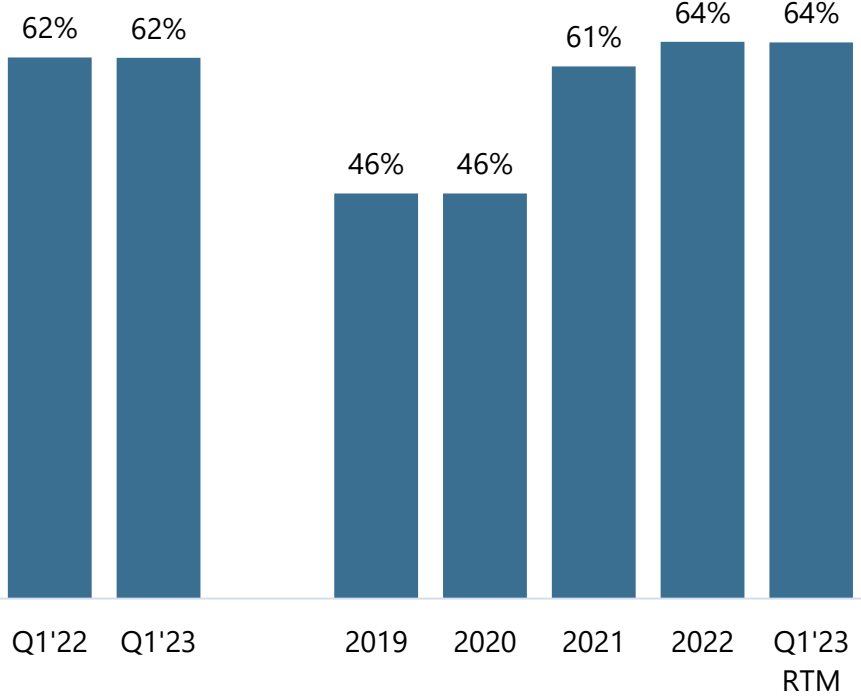
Solid organic growth

SEKm



Maintained share of software revenue

SEKm



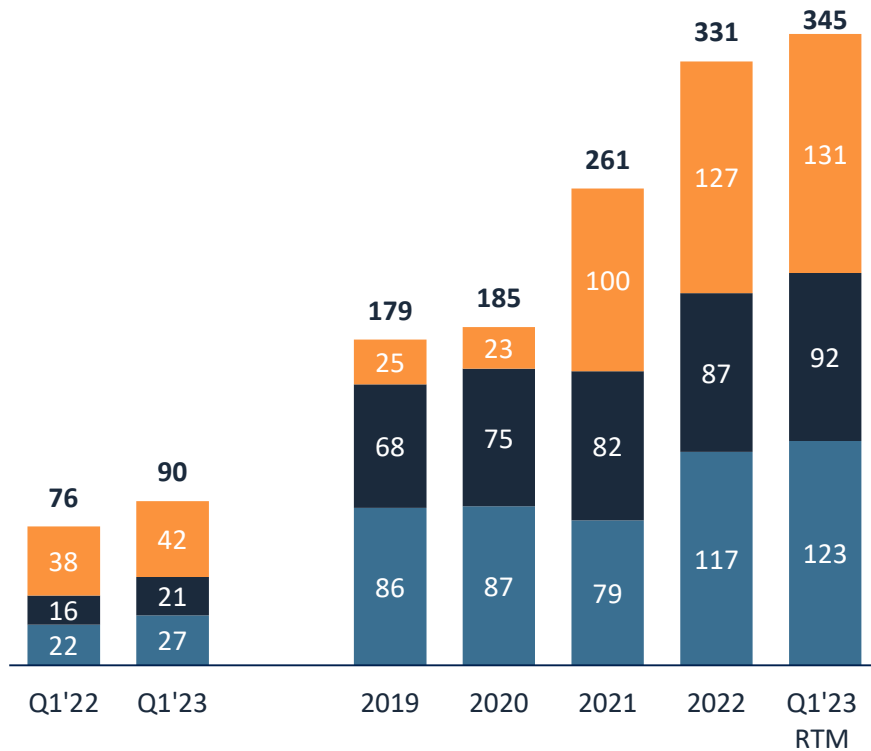
- Software revenue
- Software-related services
- Expert services revenue
- FX adjusted organic net sales growth

- Software revenue percentage of net sales

Financials | Net sales

Net sales growth in all segments

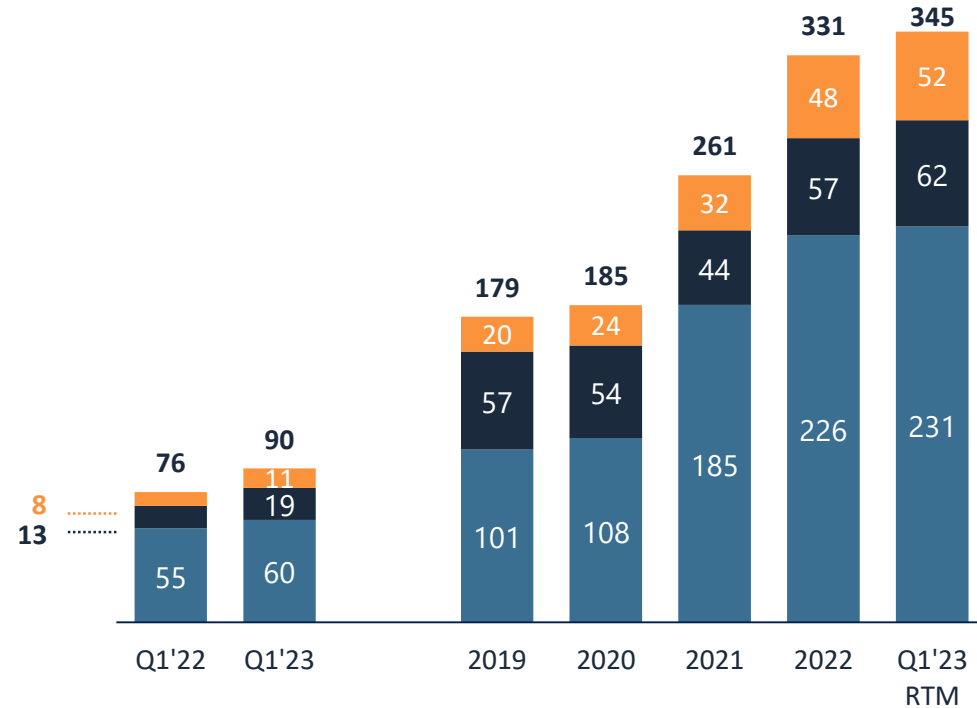
SEKm



■ Nordic ■ International ■ North America

..and customer verticals

SEKm

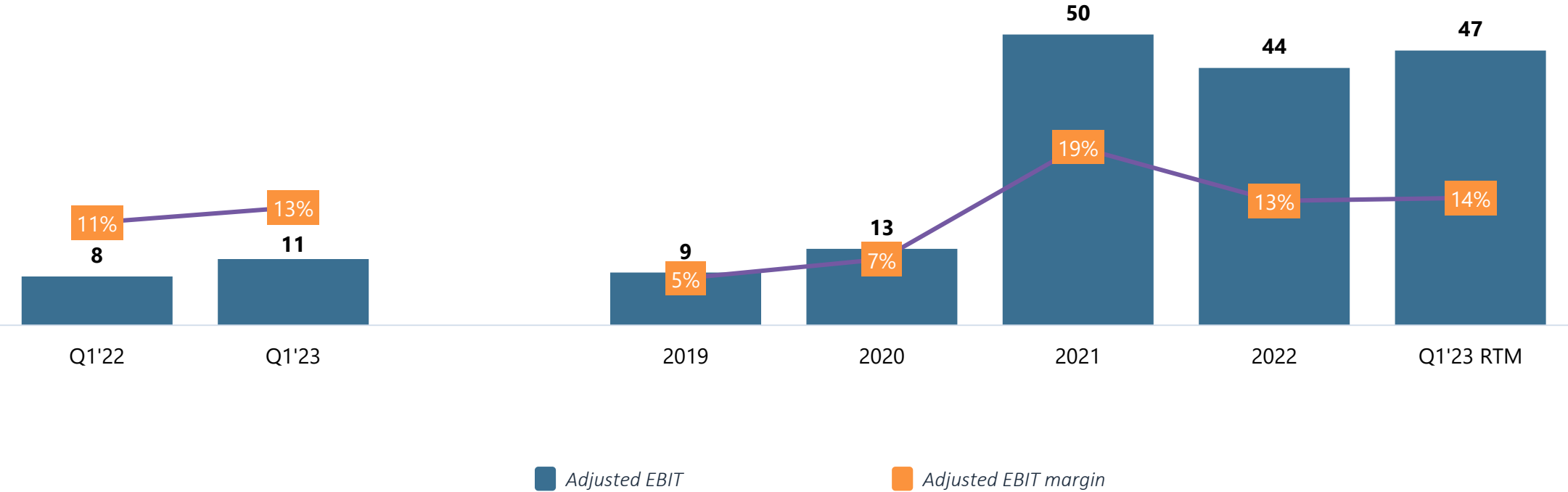


■ Defence ■ Public ■ Corporate

Financials | Profitability

Improved profitability

SEKm



Financial Summary

Mar 31, 2023

- ✓ 4C maintains a balanced financial position and negative debt ratio. This gives us confidence during this expansion phase, as continuous investments in sales and tech are made in the organization
- ✓ Annual recurring revenue amounted to 108.2 MSEK with a software ARR of 72.7, an increase of 11.8 MSEK compared to same period previous year
- ✓ Our software revenue accounted for a 64% revenue share in the last twelve months, which confirms the market's continued demand for our Exonaut software and is in line with our strategic objectives



Net debt ratio
1)
-0,71x



Net working capital 2)
MSEK 61.3



Capitalization
RTM 4)
MSEK 28.4



Annual recurring revenue
MSEK 108.2



Cash position
MSEK 123.9



Net sales growth
RTM 3)
7%



Software revenue
RTM (%)
64%



Adjusted EBIT margin RTM
14%

1) Net debt / adjusted EBITDA RTM

2) Net working capital (NWC) - Net of current assets excl cash and current liabilities excl interest-bearing items,

3) FX adjusted organic net sales growth

4) Capitalization for own account (CAPEX)





EXONAUT[®]
CLIMATE RESILIENCE

MANAGE YOUR ENVIRONMENTAL IMPACT & CLIMATE VULNERABILITIES

Mitigate, Adapt, Accelerate

The optimal software for climate-related business challenges

Global
Climate Risk
Vulnerabilities

01

New Climate
Regulations
Reporting

02

Avoid Climate
Litigation

03

Meet Market
and Stakeholder
Pressure

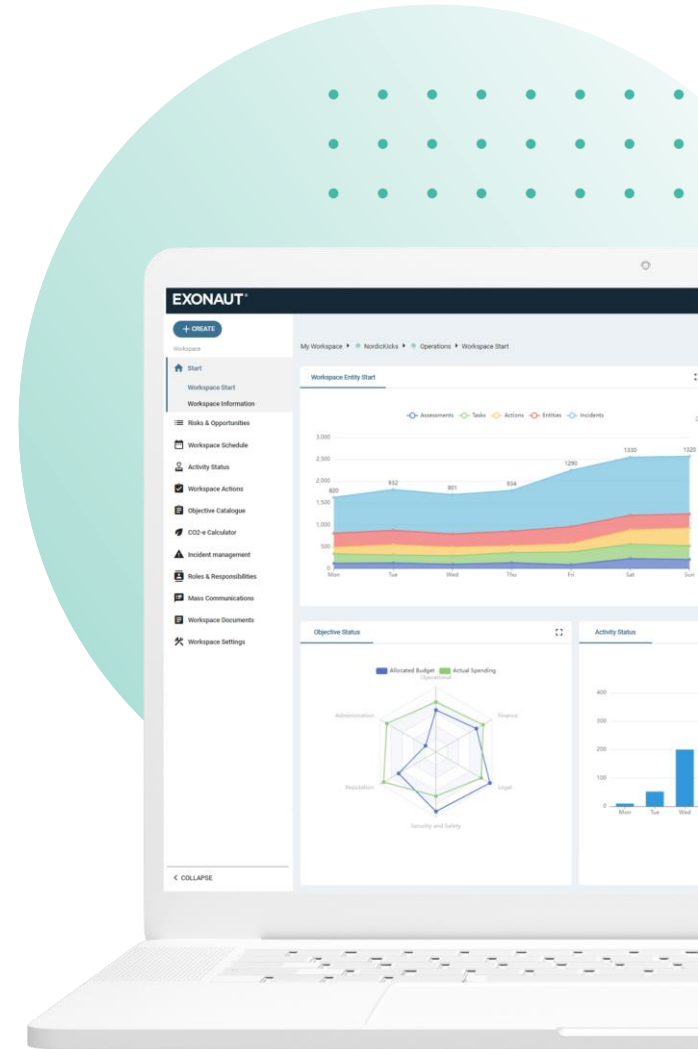
04

Assure Brand
Management
and Protection

05

Embrace New
Business
Opportunities

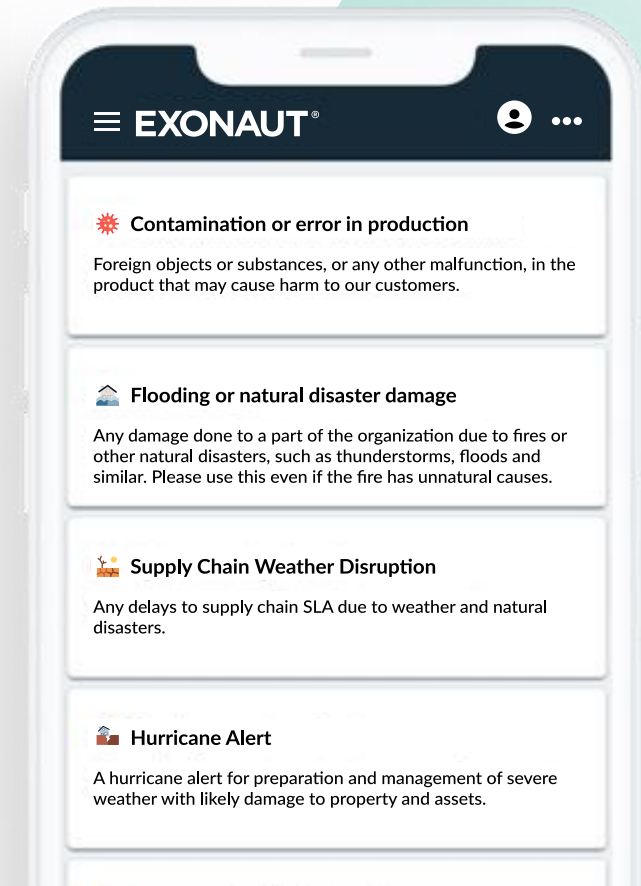
06



Exonaut re-engineered for a fast-growing and business-critical market

LARGE UNTAPPED MARKET

- Many CO2 emissions calculators, but no climate resilience tools
- New EU regulations will force large organization (around 50 000, over 500 employees) to report emissions for 2024
- EU SMEs must comply for year 2026
- Climate-related regulations are becoming stricter and will be implemented in other geographical regions
- SaaS pricing model for faster sales and onboarding



AGENDA – Q1 2023

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COMPANY
HIGHLIGHTS

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FINANCIALS
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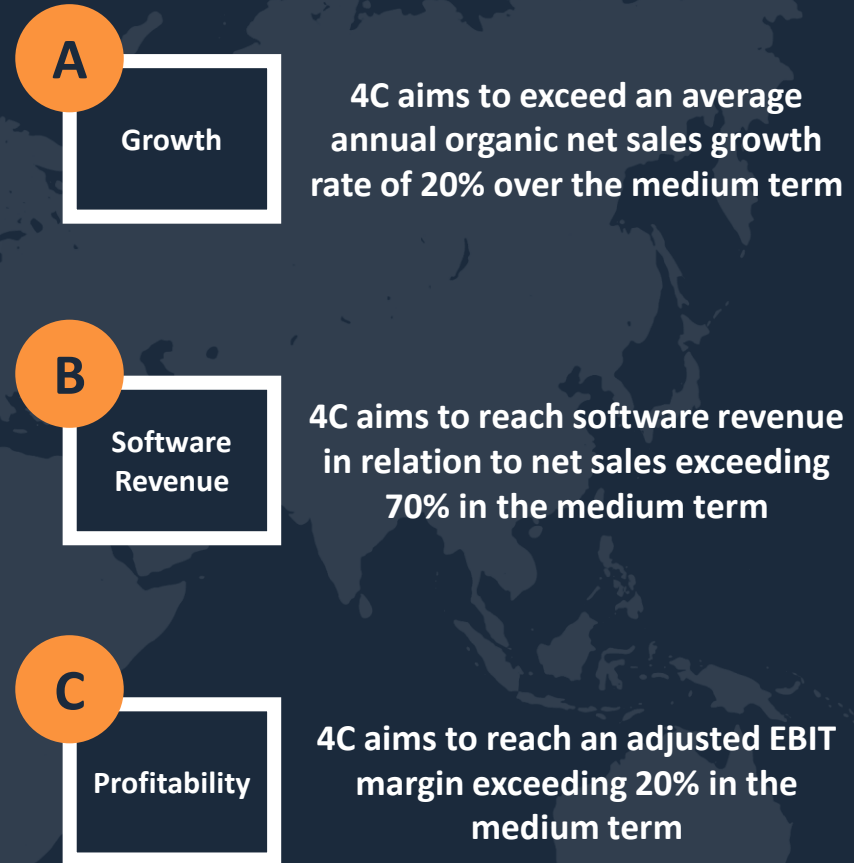
SUMMARY

*Q&A SESSION
AT THE END*

Highlights | Q1'23

- Improved profitability with solid growth
- Establishing non-military business in North America
- Launch of new climate resilience solution

Financial Targets



AGENDA – Q1 2023

1
COMPANY
HIGHLIGHTS

2
FINANCIALS
UPDATE

3
SUMMARY

Q&A

Thank you

Be Ready. Be Resilient. Foresee.

Upcoming reports:

Interim Report Q2 2023: 21 Jul '23 | Interim Report Q3 2023: 31 Oct '23



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