

4C Strategies

Interim Report Q3 2022

15 November 2022



4C STRATEGIES

Today's presenters



**MAGNUS
BERGQVIST**

CEO



**ANDERS
NORDGREN**

CFO

AGENDA – Q3 2022



**COMPANY
HIGHLIGHTS**



**FINANCIALS
UPDATE**



Q & A

Key Highlights Q3 2022

- ✓ Accelerating software growth
- ✓ New signing in North America
- ✓ Further investments in sales, development and brand

4C in numbers

338

Net sales
2022 Q3 RTM
SEKm

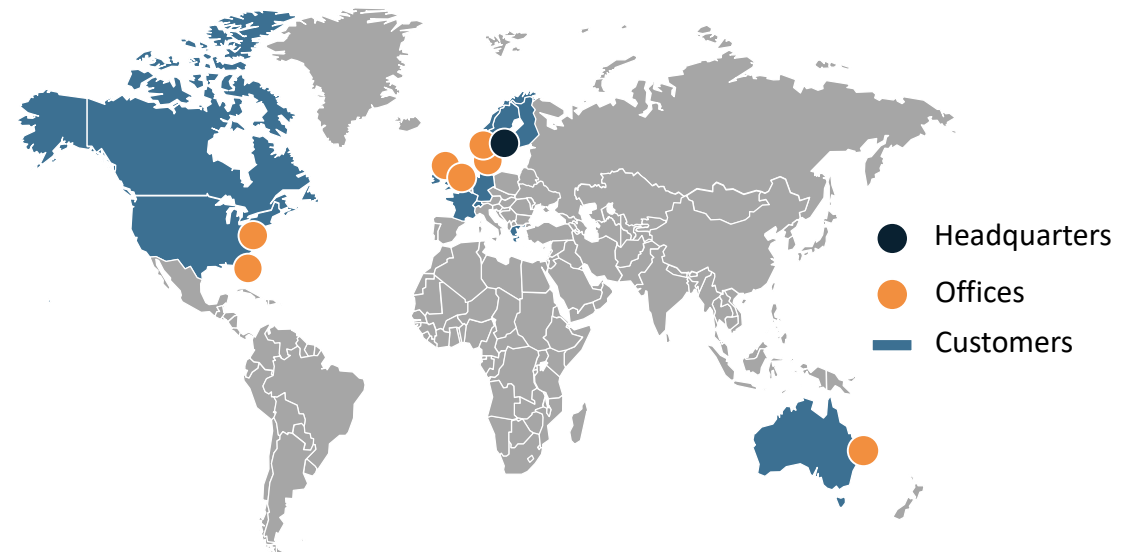
26%

Net sales CAGR
2019-2022 Q3
RTM

19%

Adj. EBIT margin
2022 Q3
RTM

FINANCIALS	Q3 2022	Q1-Q3 2022	Q3 2022 RTM
Net sales growth	16%	36%	51%
Software revenue	72%	65%	66%
Adjusted EBIT margin	17%	14%	19%



ABOUT US

We help you to train effectively and be ready for the resilience challenges ahead

Exonaut



Expertise



WE'RE NEVER FAR AWAY

Brisbane, Australia
London, UK
Malmö, Sweden
Orlando, USA
Oslo, Norway
Stockholm (HQ), Sweden
Warminster, UK
Washington DC, USA

**PUBLIC SAFETY
& EMERGENCY
MANAGEMENT**

EXONAUT

**DEFENCE
TRAINING
MANAGEMENT**

**ORGANIZATIONAL
RESILIENCE**

4C & EXONAUT IN ACTION



PREPARE

Supporting oil spill training around the world with Exonaut Resilience and professional services



RESPOND

Exonaut Resilience – vital tool in global communication company's response to Hurricane Ian



DEVELOP

Exonaut used for effective planning of large scale NATO exercises that build defence capabilities

AGENDA – Q3 2022

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COMPANY
HIGHLIGHTS

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FINANCIALS
UPDATE

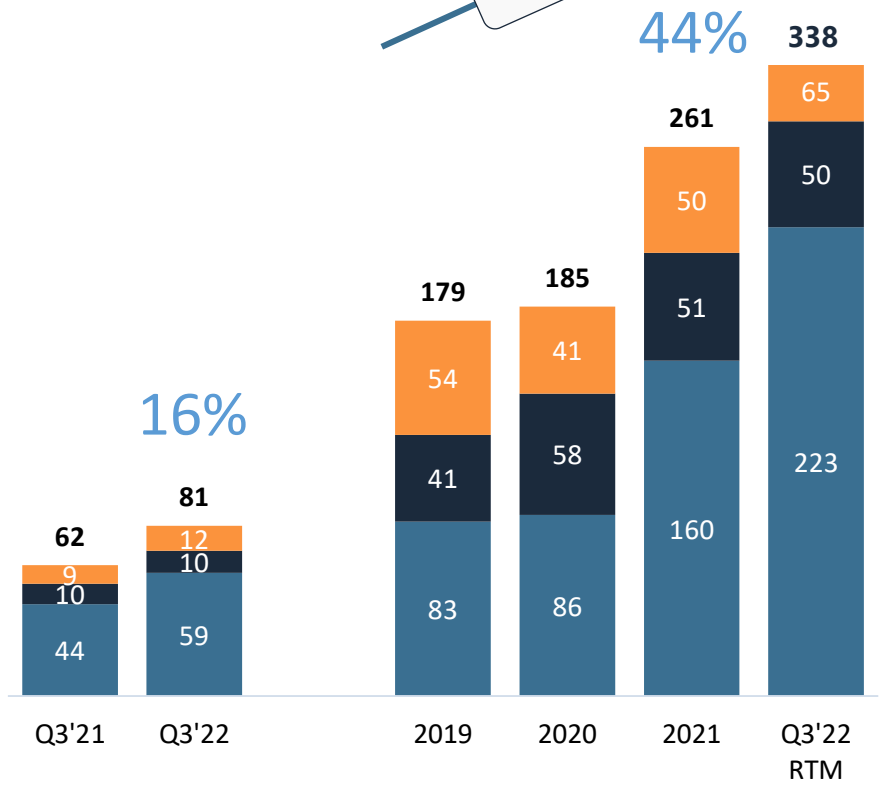
3
Q & A

Financials | Net sales

Stable organic growth

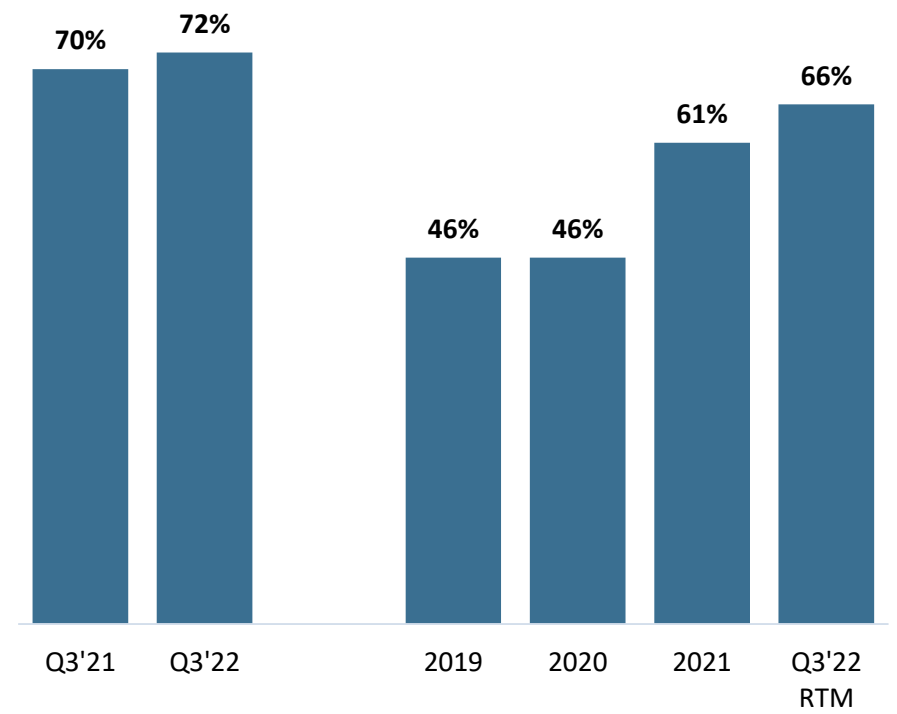
SEKm

CAGR: 26%



Accelerated software growth

SEKm



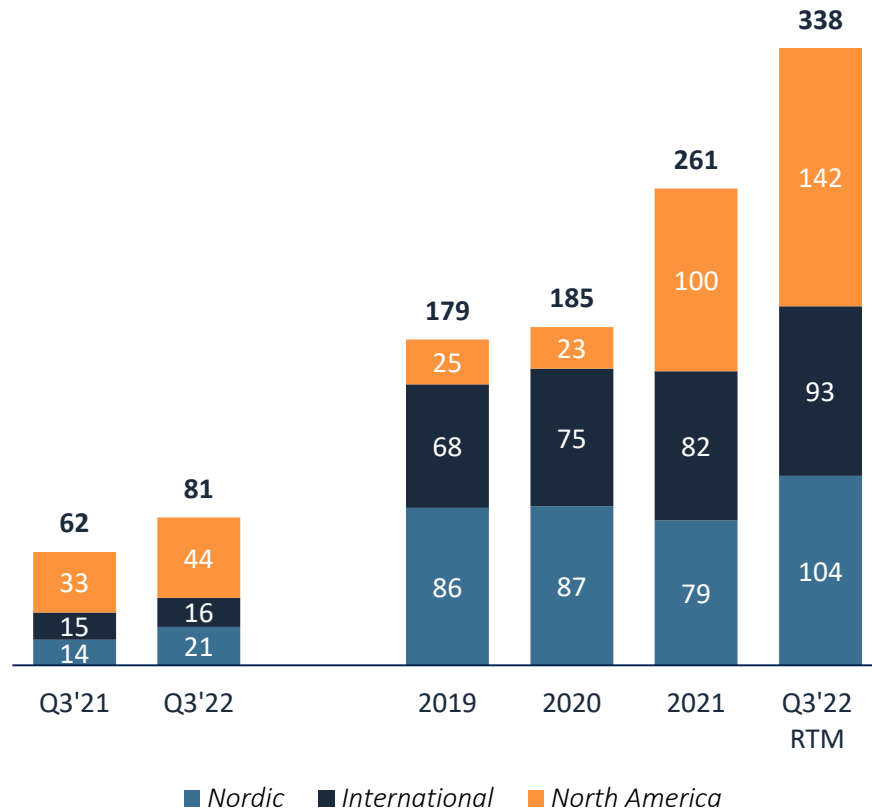
- Software revenue
- Software-related services
- Expert services revenue
- FX adjusted organic net sales growth

■ Software revenue percentage of net sales

Financials | Net sales

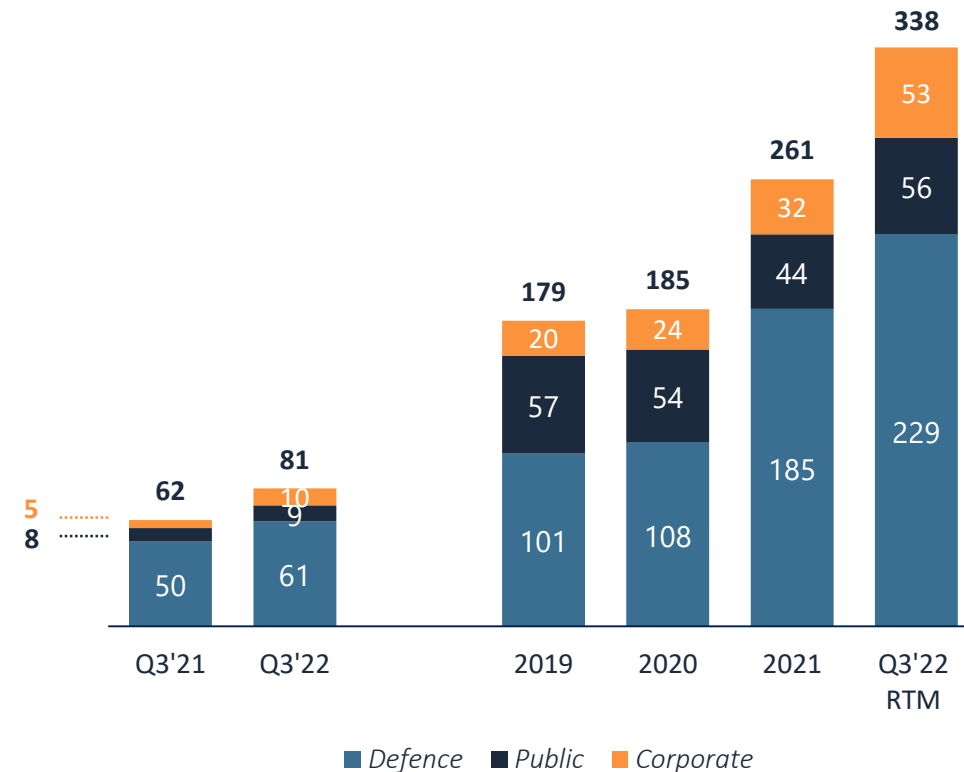
Solid increase in net sales globally

SEKm



Strengthened position in all verticals

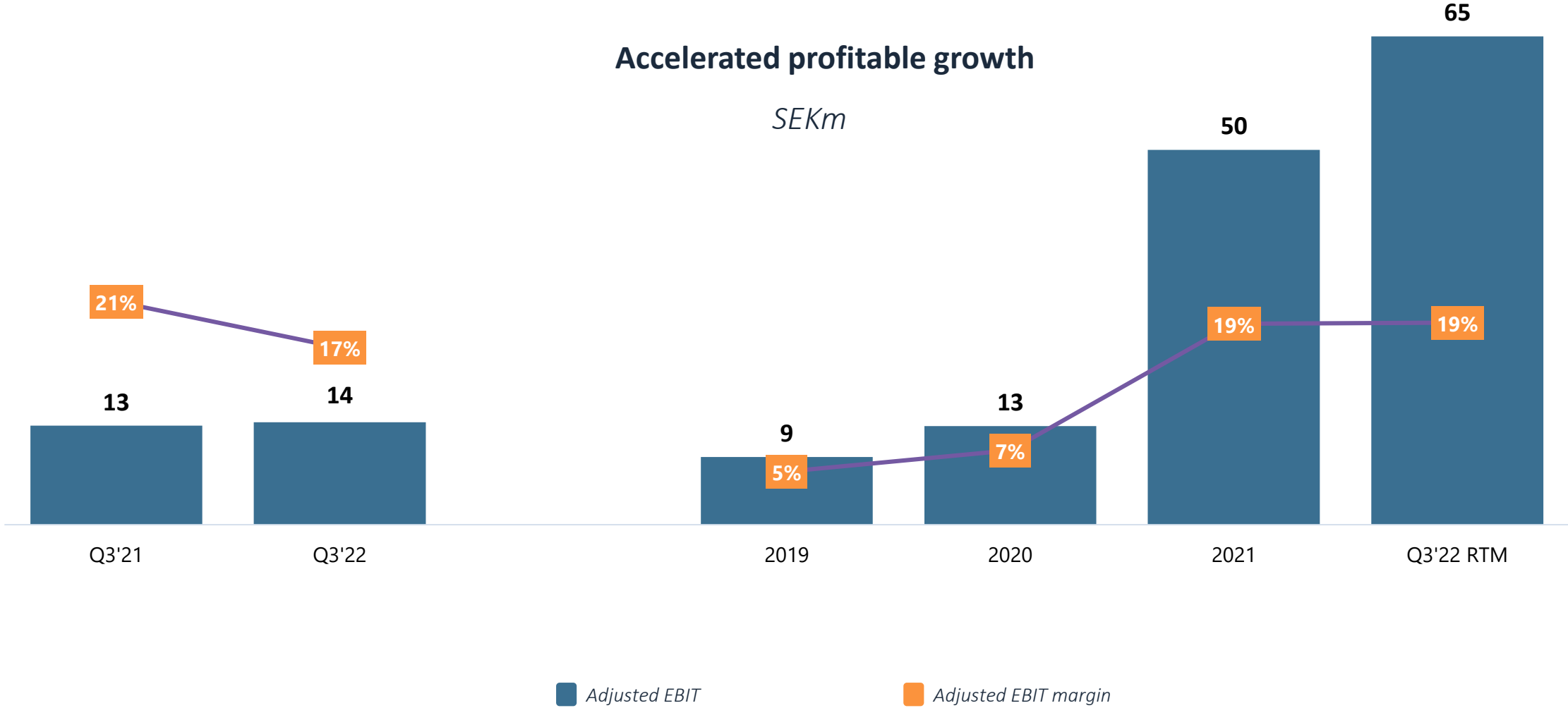
SEKm



Financials | Profitability

Accelerated profitable growth

SEKm



Financial Summary

Sep 30, 2022

1. 4C has made and will continuously make significant investments in our business. 4C maintains a balanced financial position and negative debt ratio, which gives us confidence during this expansion phase
2. Annual recurring revenue has increased with MSEK 0.8 since same period previous year
3. Solid figures of our growth, software and profitability target, which confirms that we are improving in the right areas.



Net debt ratio ¹⁾
-0,75x



Net working capital ²⁾
MSEK 60.8



Capitalization ⁴⁾
MSEK 18.2



Annual recurring revenue
MSEK 99.8



Cash position
MSEK 119.5



Net sales growth
RTM ³⁾
51%



Software revenue
RTM (%)
66%



Adjusted EBIT margin RTM
19%

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

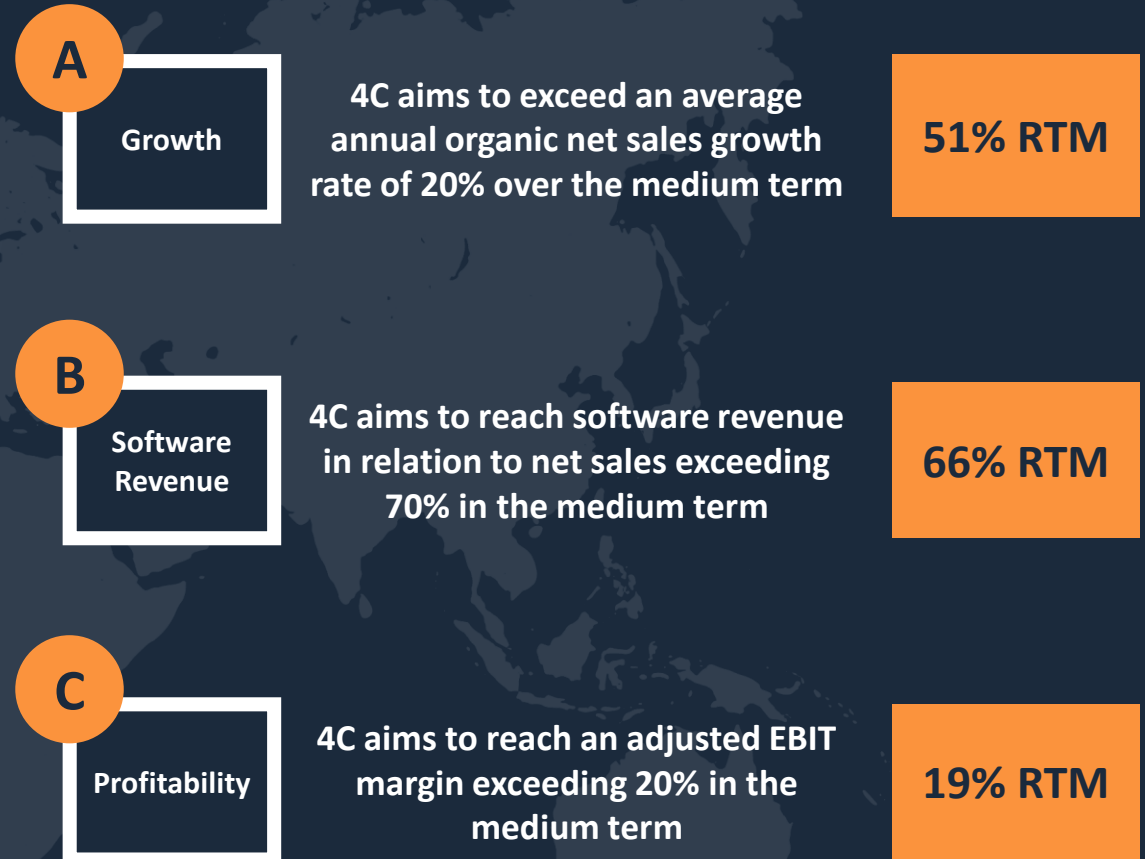
4) Capitalization for own account (CAPEX)



Highlights | Q3'22 RTM

- Accelerating software growth
- New signing in North America
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Financial Targets | Q3'22 RTM



AGENDA – Q3 2022

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Thank you

Be Ready. Be Resilient. Foresee.

Upcoming reports:

Year-End report Q4 2022: 15 Feb '23 | Annual Report 2022: 3 May '23 | Interim Report Q1 2023: 12 May '23



4C STRATEGIES