

# 4C Strategies

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## YEAR-END REPORT 2022

15 February 2023

# Today's presenters

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**MAGNUS  
BERGQVIST**

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**CEO**



**ANDERS  
NORDGREN**

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**CFO**

# AGENDA – Q4 2022



COMPANY  
HIGHLIGHTS



FINANCIALS  
UPDATE



Q & A

# Key Highlights Q4 2022

- ✓ Closing the fourth quarter with solid growth on annual basis, with essential investments carried out during the year
- ✓ Noticeable signings within the defence sector during the fourth quarter strengthens our market leading position
- ✓ Executing our business plan – establishing an organization for further growth

## 4C in numbers

331

Net sales  
2022 FY  
SEKm

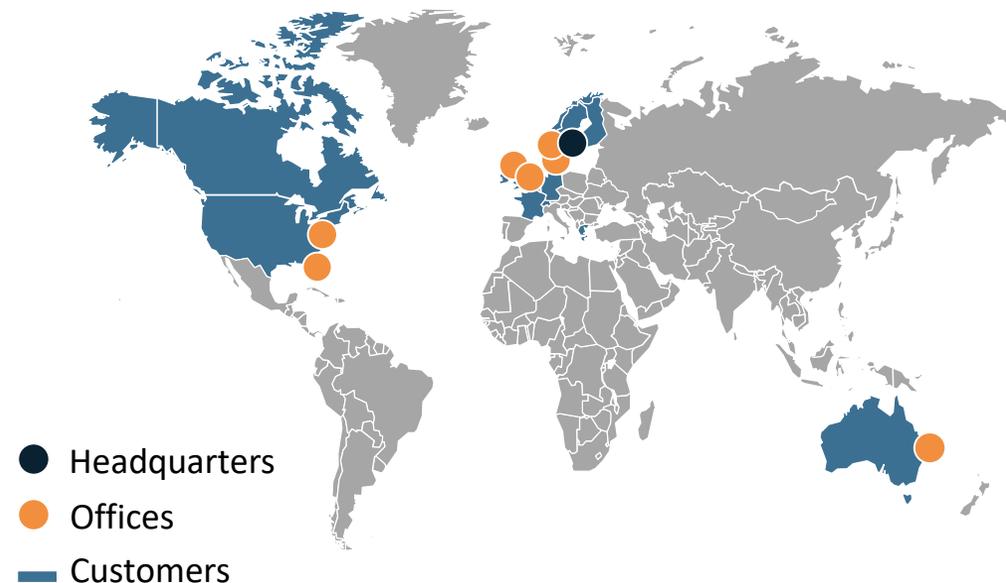
23%

Net sales CAGR  
2019-2022

13%

Adj. EBIT margin  
2022 FY

FINANCIALS	Q1-Q4 2022	Q4 2022
Net sales growth*	18%	-13%
Software revenue (%)	64%	60%
Adjusted EBIT margin**	13%	11%



\*FX adjusted organic net sales growth

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

## About us

We empower you to rethink risk, manage crises, uphold continuity, and transform training — ready for the resilience challenges ahead.

Exonaut



Expertise



## Our offices

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

## Our sectors

Defence  
Public  
Private



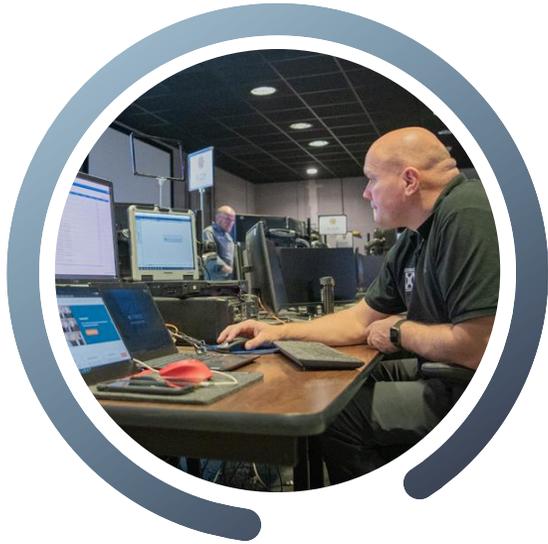
Training  
& exercise  
management  
solutions



Organizational  
resilience  
solutions

## 4C & EXONAUT IN ACTION

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### PREPARE

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Long-term contracts, relationship with armed forces. Embedded personnel and integrated partner.



### PROTECT

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Supporting major university – safety and digitalization of crisis management



### RESPOND

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Exonaut Resilience – communication tool for EU's response to Earthquake in Turkey.

# AGENDA – Q4 2022

1  
COMPANY  
HIGHLIGHTS

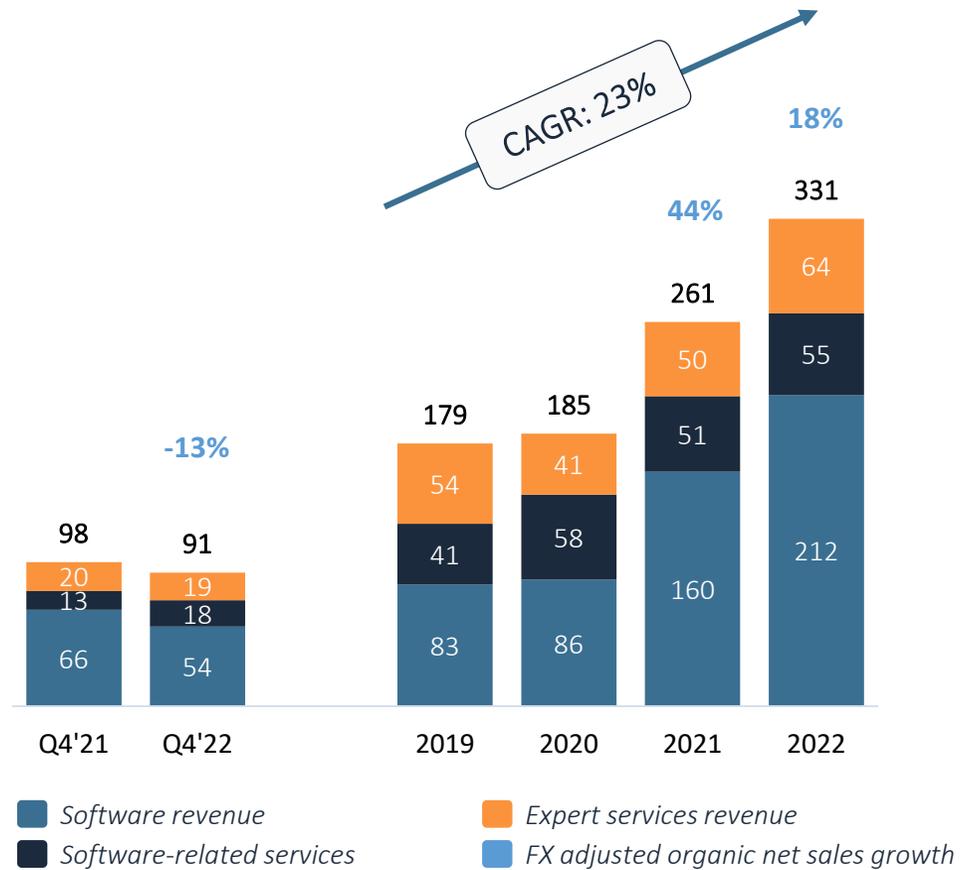
2  
FINANCIALS  
UPDATE

3  
Q & A

# Financials, Net sales

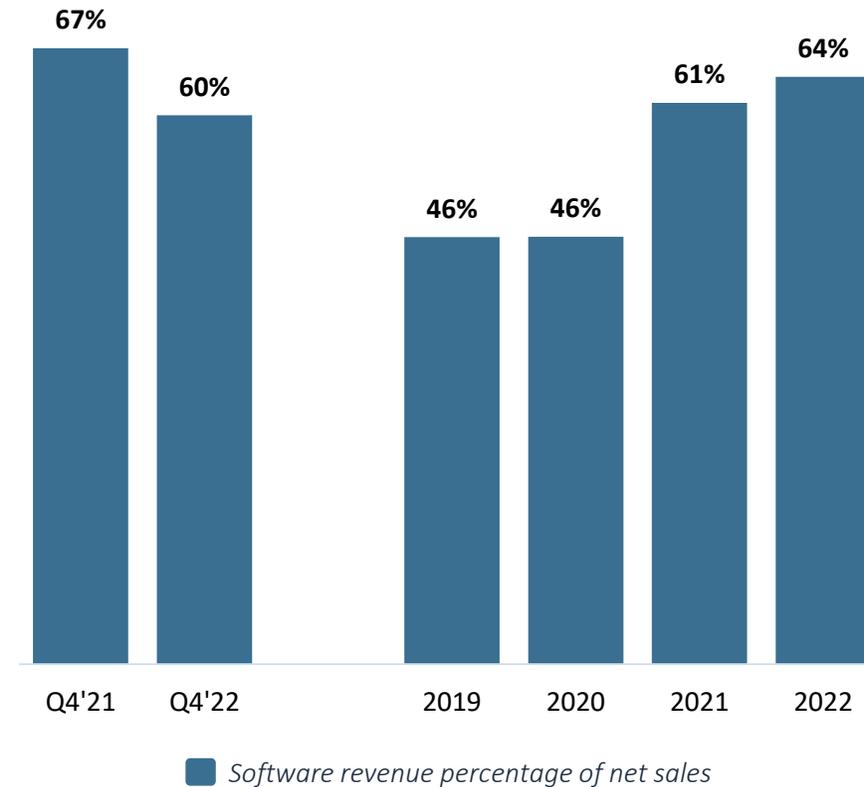
## Substantial growth

SEKm



## Solid software growth

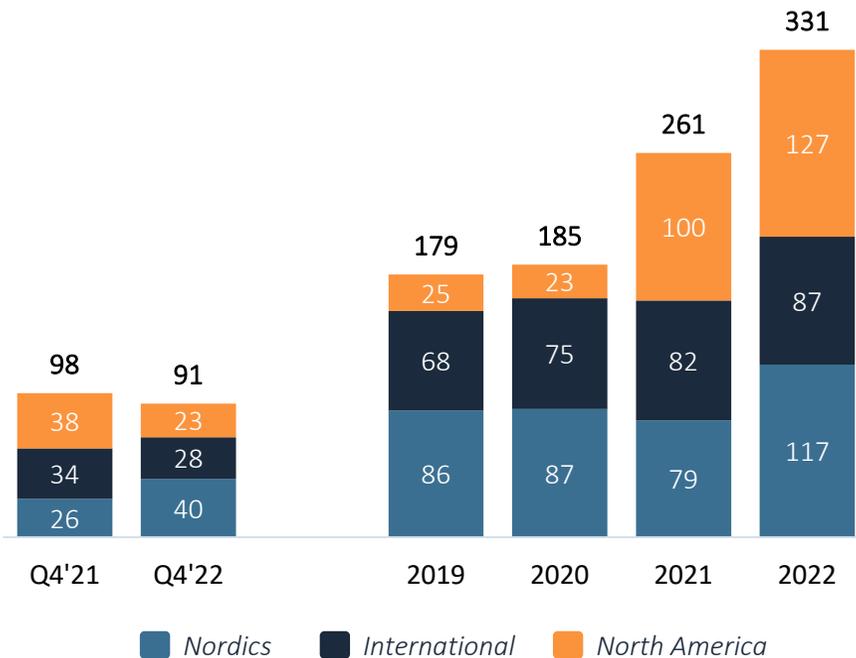
%



# Financials, Net sales

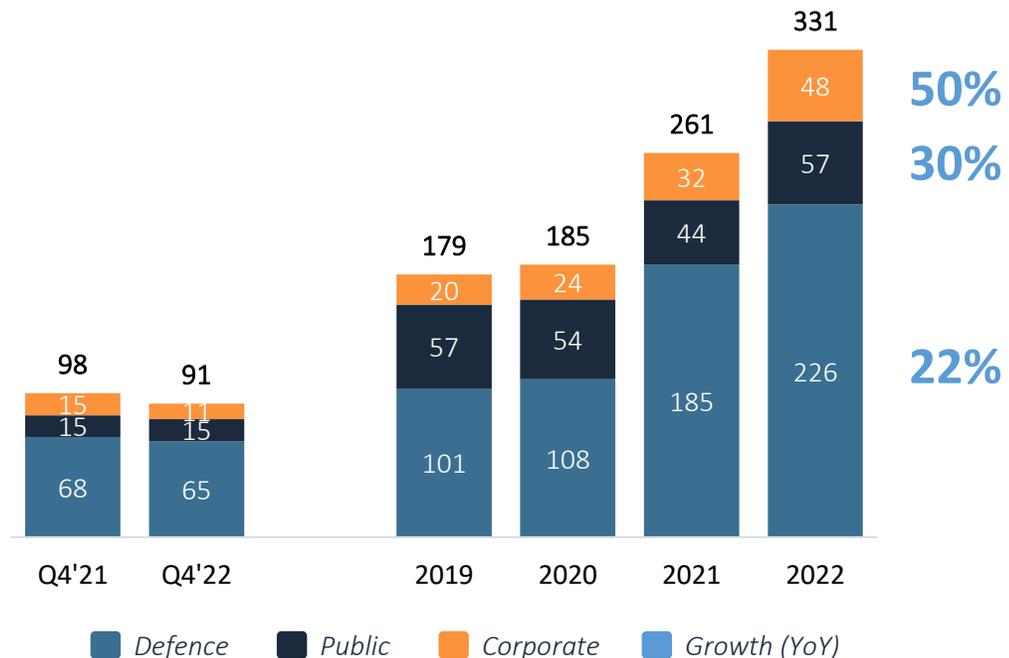
## Growth in all segments

SEKm



## Strengthened position in all verticals

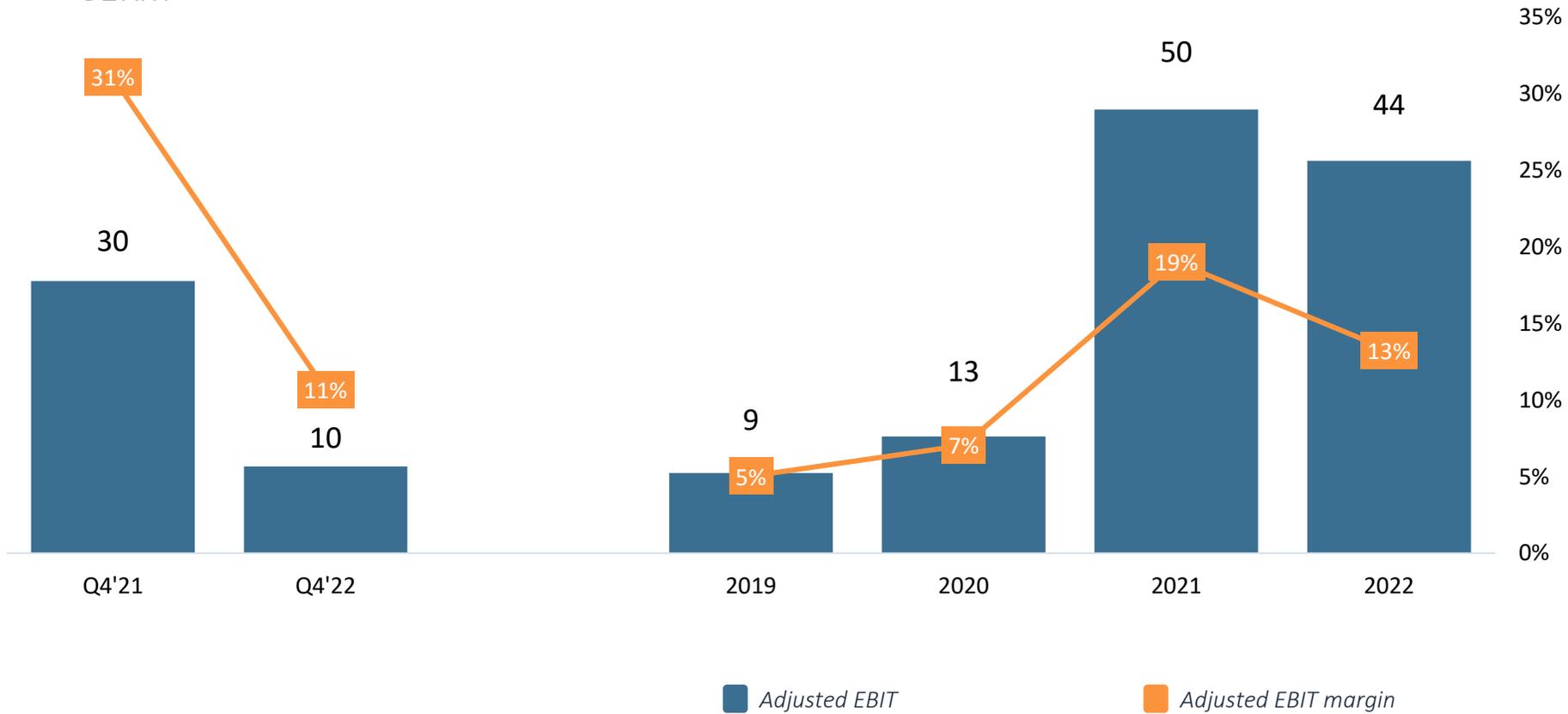
SEKm



# Financials, Profitability

## Sustainable profitable growth

SEKm



# Financial Summary

## Dec 31, 2022

1. Maintained a balanced financial position and negative debt ratio through-out 2022 with essential investments carried out in the organization.
2. Annual recurring revenue amounted to 107.2 MSEK with a software ARR of 70.5 MSEK, confirming our position as a software supplier and company.
3. Growth of 18% on a yearly basis, with a solid profitability despite short-term negative effects due to expansion investments.



Net debt ratio  
1)  
-1,04x



Net working capital 2)  
MSEK 37.7



Capitalization  
RTM 4)  
MSEK 26.3



Annual recurring revenue  
MSEK 107.2



Cash position  
MSEK 146.8



Net sales growth  
RTM 3)  
18%



Software revenue  
RTM (%)  
64%



Adjusted EBIT margin RTM  
13%

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

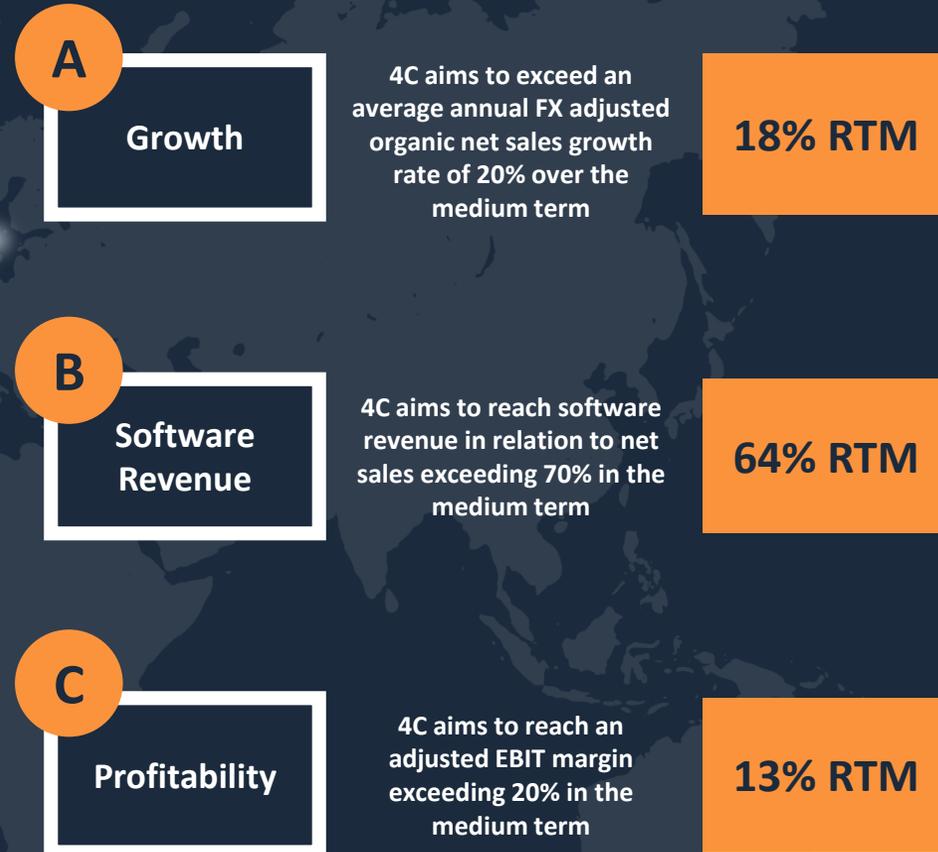
4) Capitalization for own account (CAPEX)



## Highlights | Q4'22

- Continued strong growth in all segments and especially in corporate
- Long-term contract extensions
- Accelerated pace in upgrading to Exonaut next generation
- Continued investments in growth

## Financial Targets | Q4'22 RTM



# AGENDA – Q4 2022

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## Upcoming reports

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 4C STRATEGIES

**Be Ready.  
Be Resilient.  
Foresee.**

Årsredovisning 2022

# Annual Report 2022

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## 3 May 2023

Interim Report Q1 2023

12 May 2023

Interim Report Q2 2023

21 July 2023

Thank you

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4C STRATEGIES

**Be Ready. Be Resilient. Foresee.**