
Q2 PRESENTATION

AUGUST 2022

*"Continued strong profitable growth
as 4C Strategies' offering is more
relevant than ever"*



4C STRATEGIES

Today's presenters



Magnus Bergqvist
CEO



Anders Nordgren
CFO

1. Company highlights

2. Financials update

3. Q&A



Agenda | Q2 2022

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4C STRATEGIES

Global pioneer of software solutions and services for resilience and training

Global software provider operating in mission-critical environments

- Founded in Sweden in 2000
- Pioneer and provider of integrated and scalable software and software-related services that prepare and enhance organisational responsiveness and resilience during operational disturbances
- Supports mission-critical operations, for Defence, Public and Corporate customers with high risk exposure and high security standards
- Global customer base with multiple offices and developers around the world, amounting to 191 full-time employees (FTEs) as of June 2021
- Listed on Nasdaq First North Premier 24 May 2022

4C in numbers

320

Net sales
2022Q2 RTM, SEKm

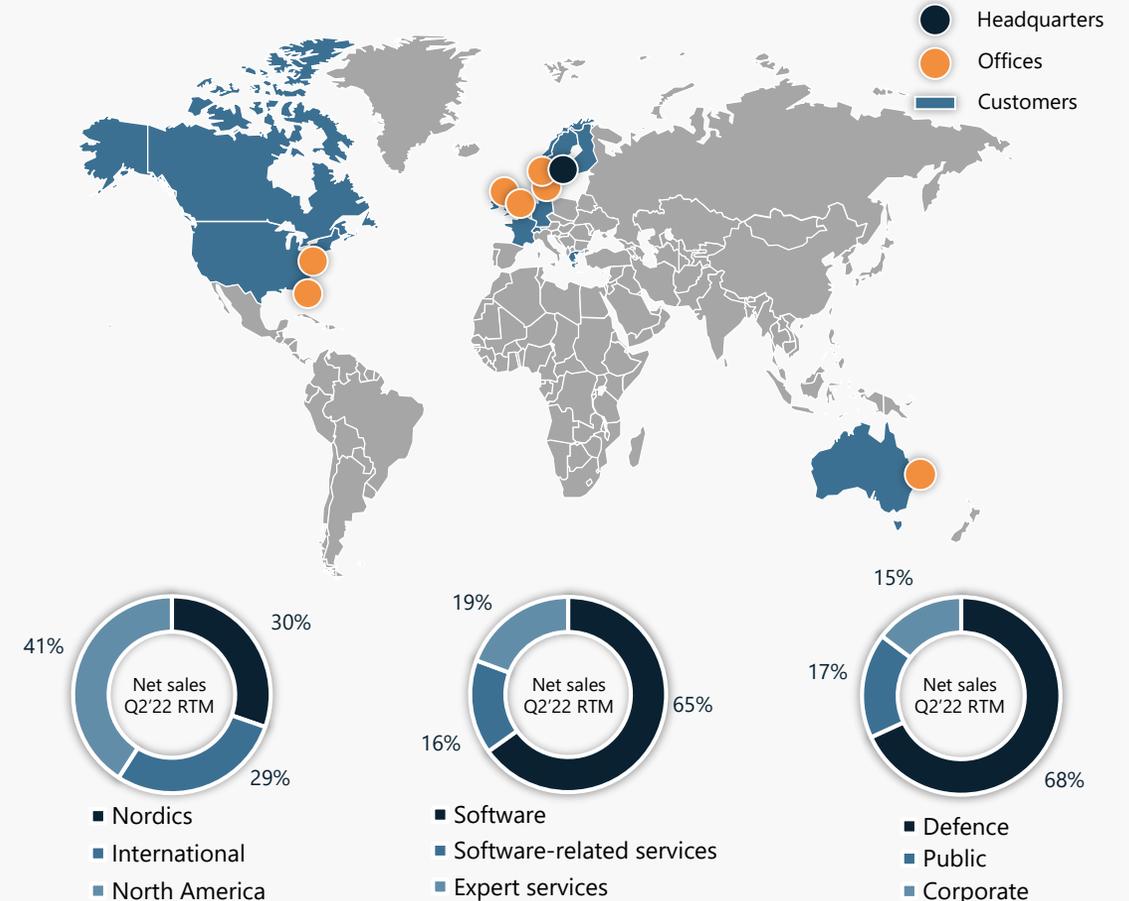
26%

Net sales CAGR 2019-
2022Q2 RTM

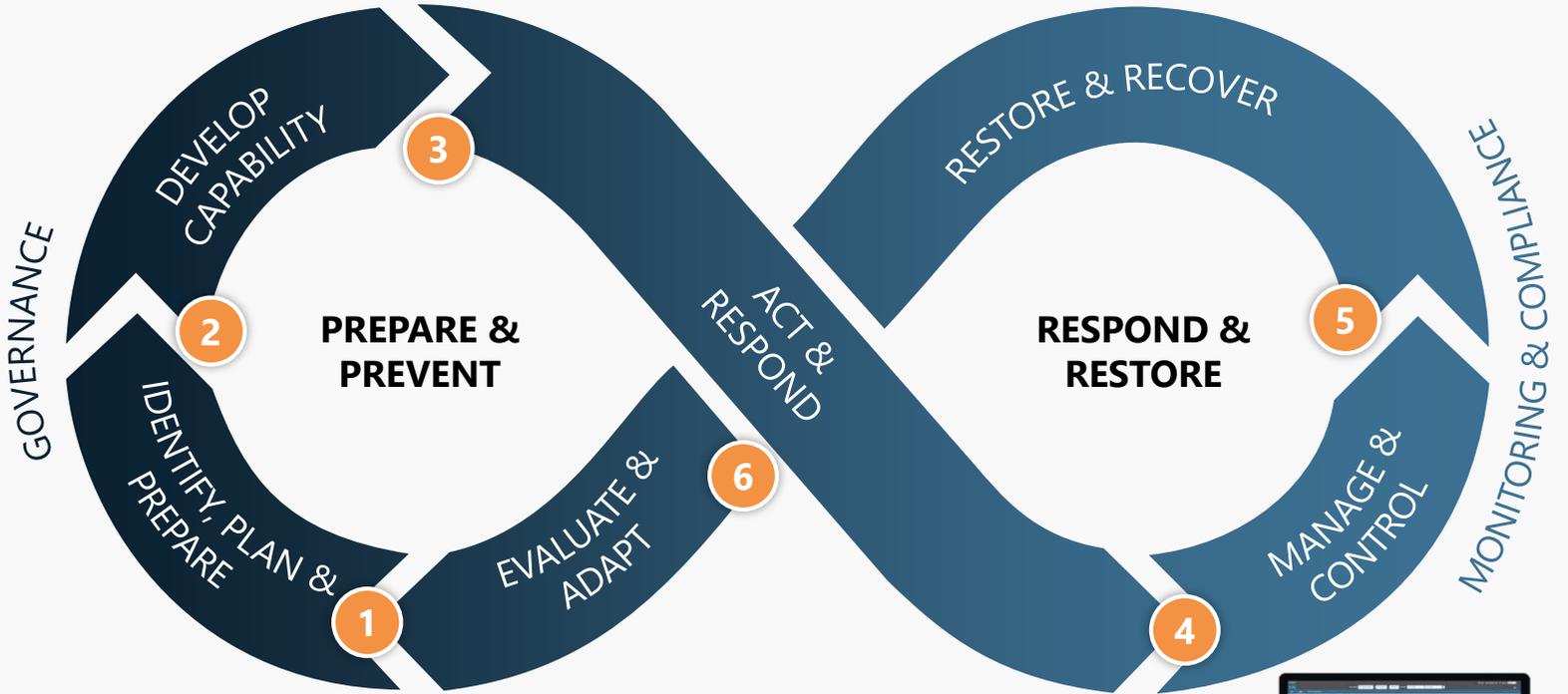
20%

Adj. EBIT margin
2022Q2 RTM

International presence with global reach



Integrated solutions for mission-critical environments



Closed integration loop of 4C's solutions



Integrated solutions through Exonaut platform

- ✓ Subject matter expertise
- ✓ Long-standing customer relationships
- ✓ Deep-rooted customer integration of solutions
- ✓ Complete customisability to align with organisation



Highlights | Q2 2022

- Continued strong growth
- High activities in our key markets
- Geographical expansion
- Exonaut Next Generation
- Expansion investments

	Q2 2022	Q1-Q2 2022	Q2 2022 RTM
Net sales growth 1)	22%	49%	53%
Software revenue 2)	62%	62%	65%
Adjusted EBIT margin	15%	13%	20%

1) FX adjusted organic net sales growth
2) Software revenue in relation to net sales

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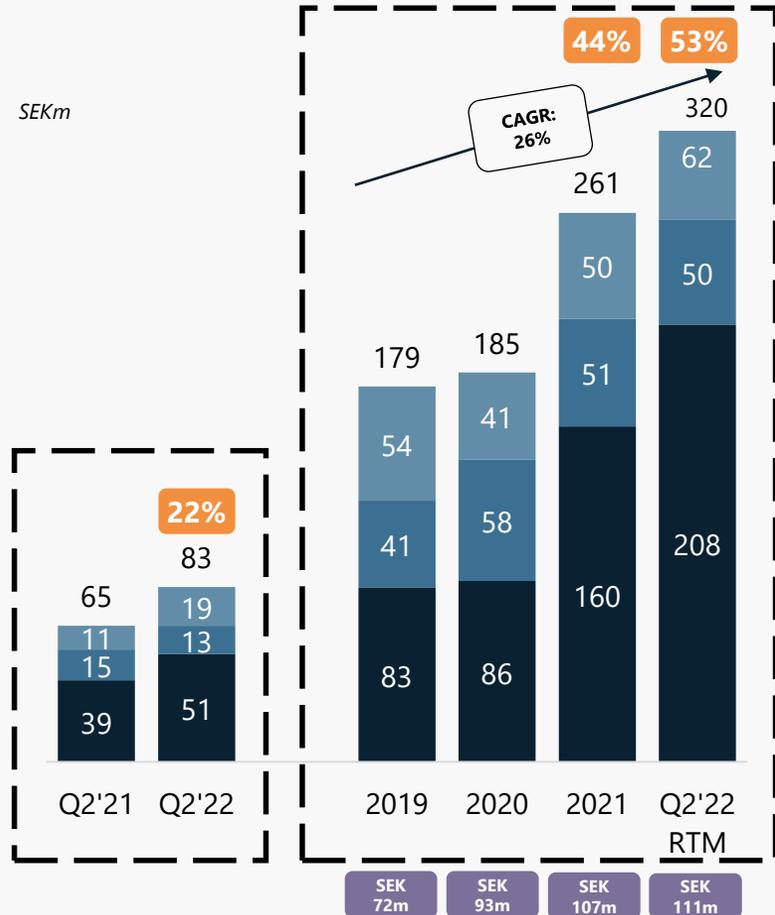
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Financials | Q2'22 & RTM

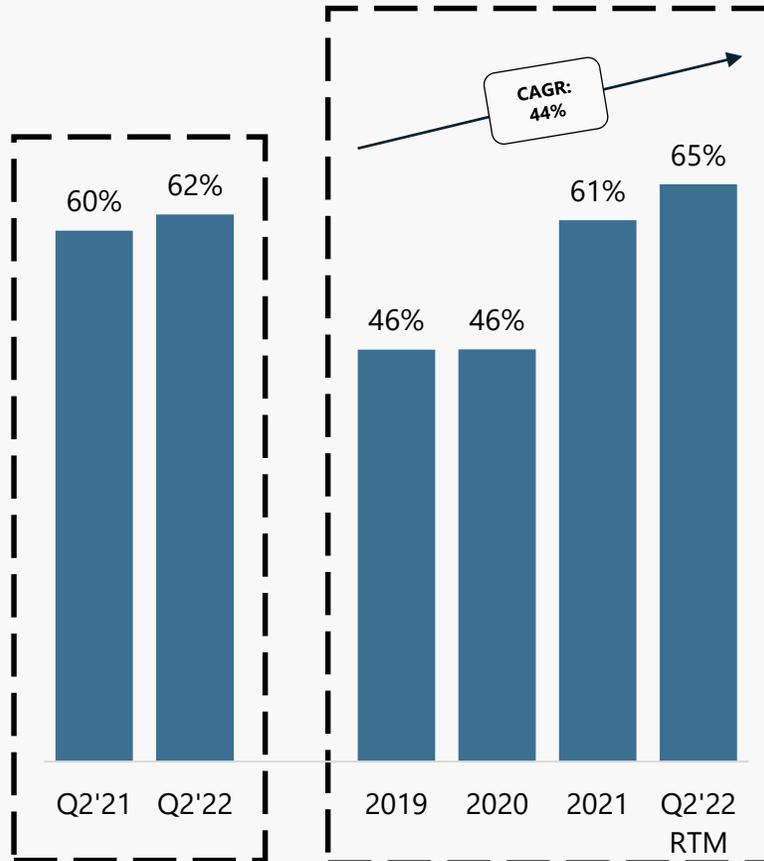
Significant organic growth...

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



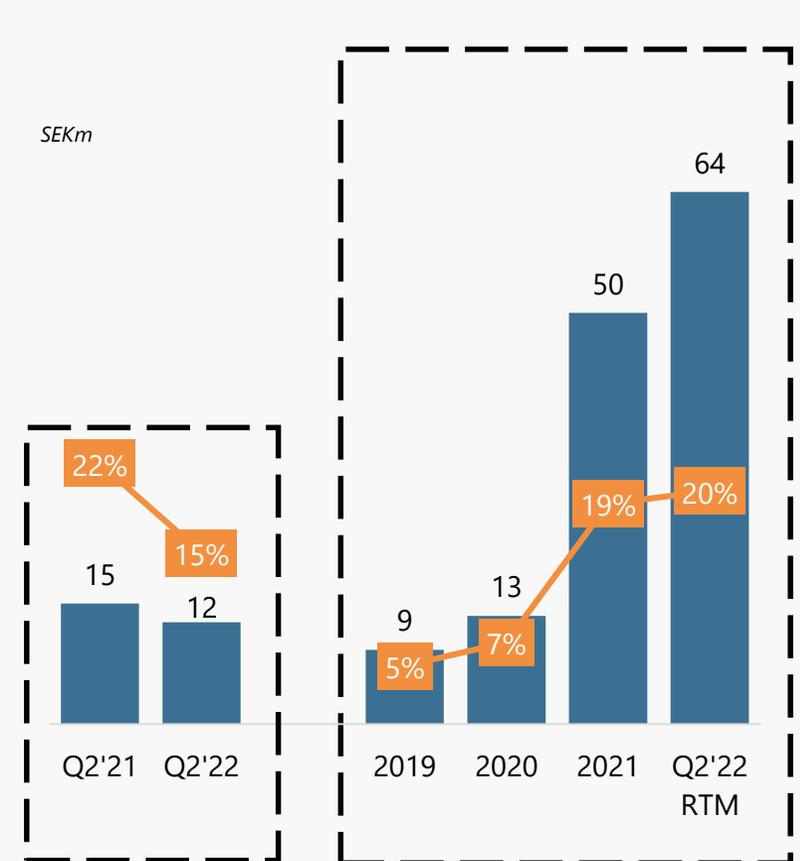
...with a steady software revenue growth...

- Software share of net sales



...and high operating leverage

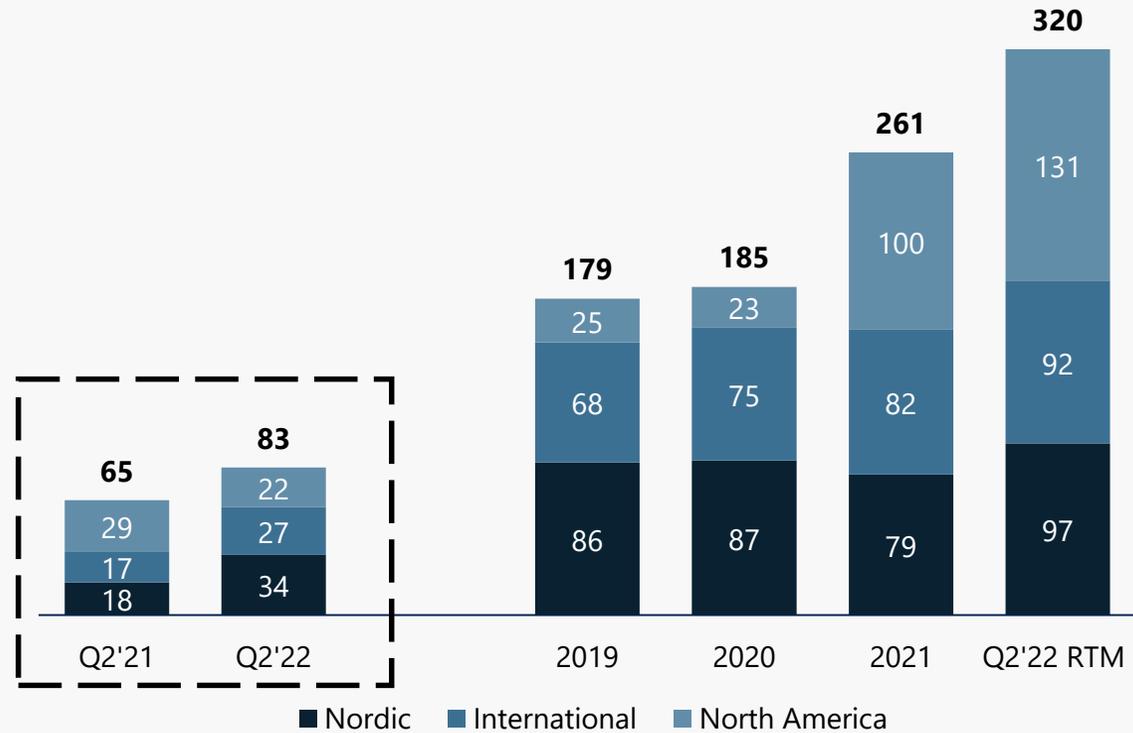
- Adj. EBIT
- Adj. EBIT margin



Segment and Customer groups | Q2'22 & RTM

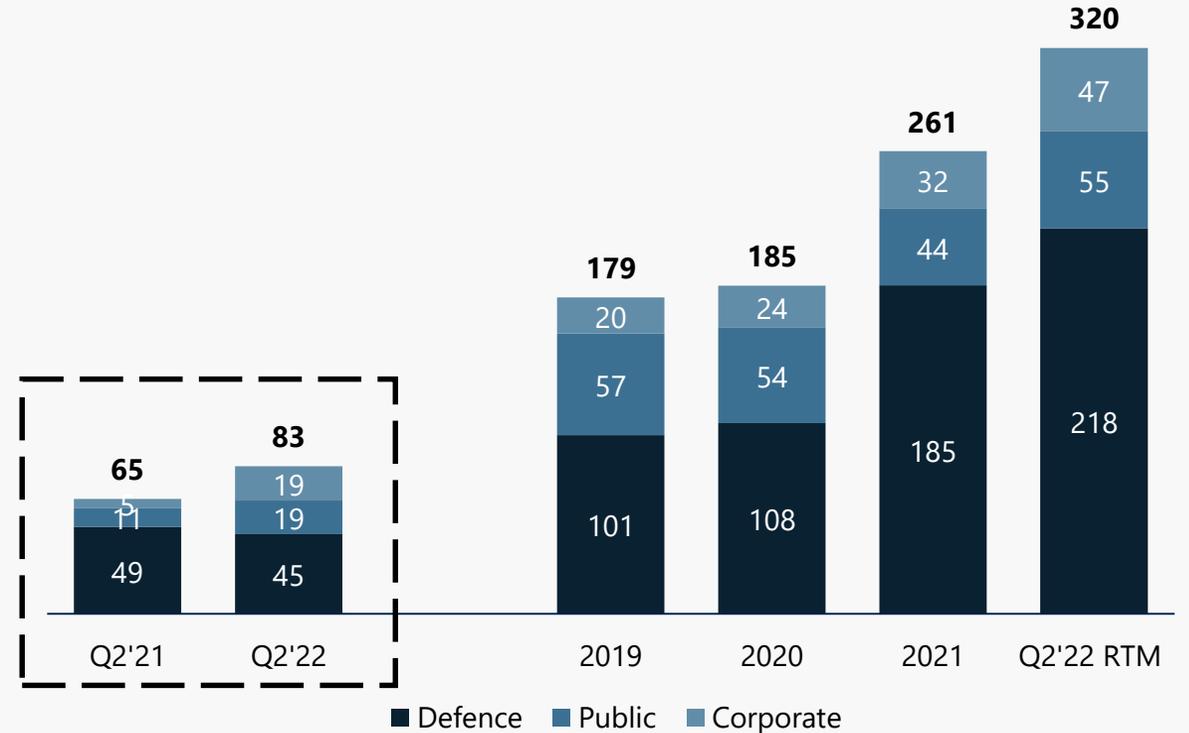
Strong increase in net sales globally

Net sales by geography (SEKm)



Strong growth in the Corporate and Defence verticals

Net sales by vertical (SEKm)



Financial position | June 30, 2022



Financial position - comments

- 4C has made and will continuously make significant investments in our business. With the capital injection, we maintain a balanced financial position and a negative net debt ratio.
- Continuous healthy levels of working capital while we expand and up-scale our operations
- The cash position gives us short-term stability and long-term possibilities for growth
- Capitalized software development costs (CAPEX) in relation to net sales is at a steady level around 7% for the first half year
- Annual recurring revenue has increased with MSEK 5.9 since same period last year, which indicates a continued stable share of recurring revenue in the pipeline

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) Capitalized work for own account, 4) Annual recurring revenue

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Financial Targets | Q2'22 RTM

A Growth	▪ 4C aims to exceed an average annual organic net sales growth rate of 20% over the medium term	53% RTM
B Software revenue	▪ 4C aims to reach software revenue in relation to net sales exceeding 70% in the medium term	65% RTM
C Profitability	▪ 4C aims to reach an adjusted EBIT margin exceeding 20% in the medium term	20% RTM

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THANK YOU

QUESTIONS WELCOME

Upcoming reports:

Interim report Q3 2022: 15 Nov '22

Interim report Q4 2022: 15 Feb '23



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