



4C STRATEGIES

4C Strategies Interim Report Q2 2024

July 19, 2024

For over 20 years we at 4C Strategies have delivered **software** and supporting **expert services** globally to build resilient organizations and train for the future.

Risk Management

Business Continuity Management

Incident & Crisis Management

Training & Exercise Management

STOCKHOLM | LONDON | WASHINGTON D.C. | BRISBANE
MALMÖ | ORLANDO | WARMINSTER

4C for Public and Corporate customers

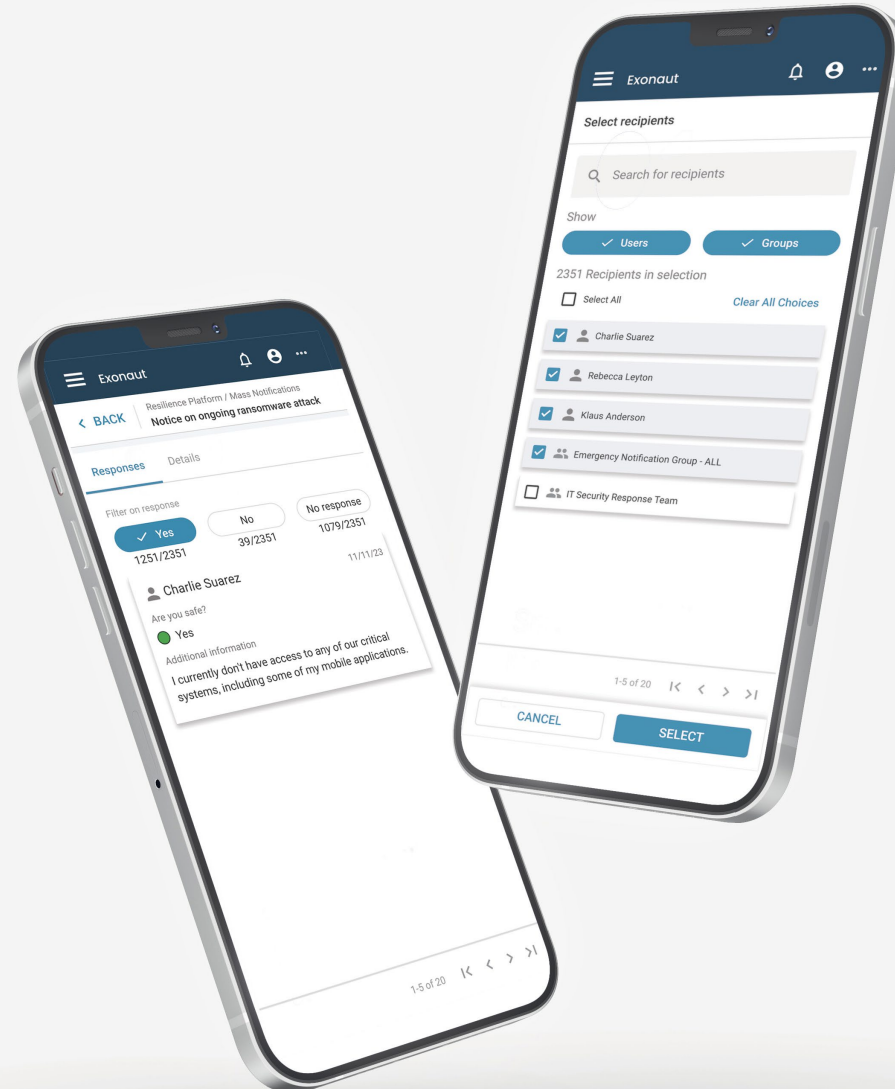
Pain points

Complex risk exposure in all organisations

Increased regulatory requirements

Low tolerance for disruption

Lack of digitalization and integration



Impact

Better prepared organization

Improved decision making and understanding

Regulatory compliance and automated reporting

Cost savings and increased shareholder value

4C for Defence Customers

Pain points

Global demand for rapid build up in military readiness – not just equipment

Increased cost of military training

High scrutiny on defence spending



Impact

More trained units with improved capabilities

Greater visibility of readiness on all levels

Increased visibility between spend and generated effects

Optimizing for the future

- Streamline our business
- Improve follow-up and optimization
- New segment reporting starting from the third quarter



4C STRATEGIES



APAC



EMEA



North America



Expert Services

Executive summary Q2 2024

- ✓ Delayed contracts in North America, now in final stages.
- ✓ Nordics maintained consistent activity and growth; International saw strong performance in Australia with new defence contracts.
- ✓ Management and operational changes to enhance efficiency implemented

4C in numbers

136

Net sales
2024 H1

14%

Net sales CAGR 2020-
2024 Q2

28

New clients
H1 2024

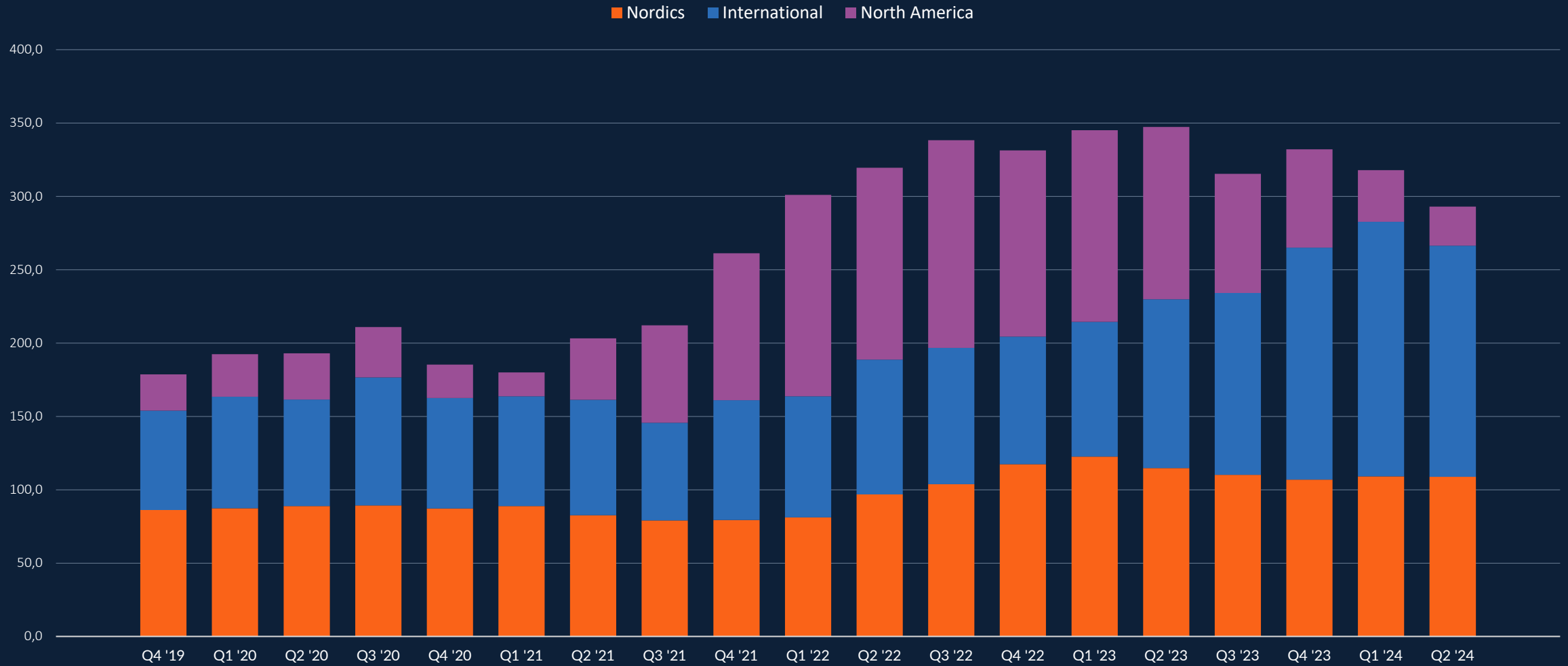
*EBIT adjusted for items affecting comparability (IPO-related costs)

Financials	Q2 2024	Q2 2024 YTD
Net sales (MSEK)	60.5	136.2
Software revenue	62%	59%
Adjusted EBIT margin*	-54%	-36%



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Net sales per segment, RTM



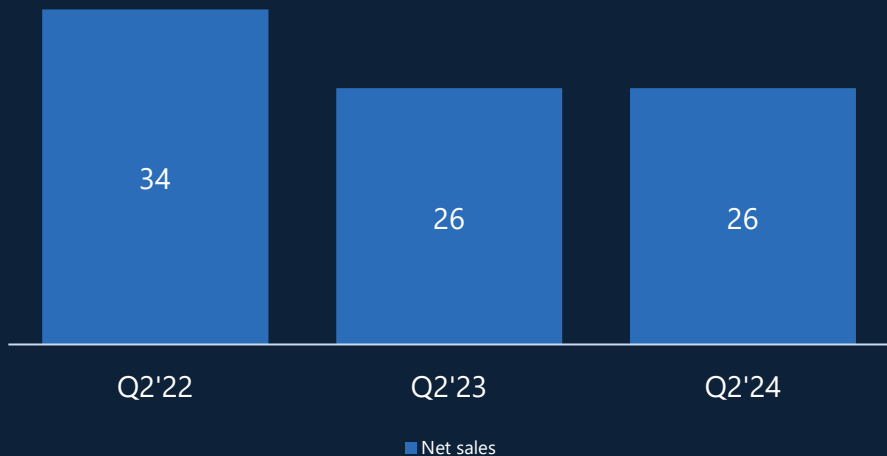
North America

- ✓ Contract delays in North America defence persist.
- ✓ Key contracts in final negotiations, expected to significantly impact 2024 results.
- ✓ Growing pipeline in defence and corporate segment.



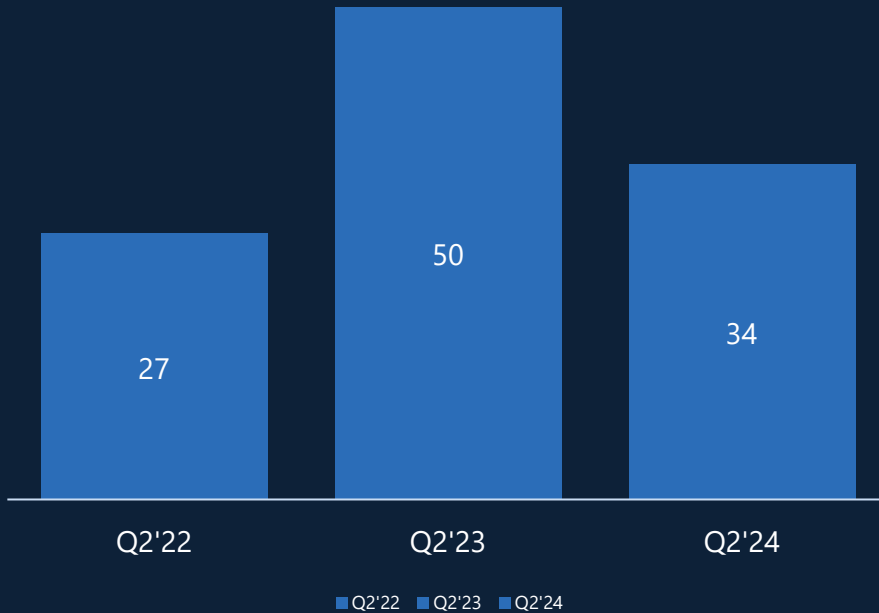
Nordics

- ✓ Strategic projects with major government and private clients extended, offering good prospects for a strong 2024.
- ✓ Over 10 new customers for software and expert services signed in both private and public sectors, strengthening our position in the Nordic market.



International

- ✓ Strong performance in APAC with strategic extensions, and key contract expansions in the defence segment.
- ✓ Positive pipeline development in Europe and NATO.
- ✓ New agreements with UK Royal Air Force and Royal Navy align with our strategy to broaden defence offerings.





Key Priorities

Three key focus areas

- ✓ Drive organization to regain lost ground and deliver a strong 2024
- ✓ Focus on exceptional customer service and enhanced product delivery
- ✓ Continued Technical Innovation and transformation through AI and key additions to our team





Q&A

An aerial photograph of a two-lane asphalt road winding through a dense forest. The trees are mostly evergreens, with some showing autumnal colors of yellow and orange. The road has white dashed lines down the center and solid lines on the edges. The lighting is bright, creating strong shadows and highlights on the foliage.

Thank you

Be Ready. Be Resilient. Foresee.

Upcoming reports:
Interim Report Q3 2024: October 31, 2024