



2024-07-12

Quarterly report – Q2 2024

Exsitec Holding AB



Johan Kallblad

CEO

Questions?

Use chat or raise hand



Quarterly Report

2024 Q2

1.

Our business

2.

Financials Q2

3.

Market and priorities

4.

Questions? ir@exsitec.se

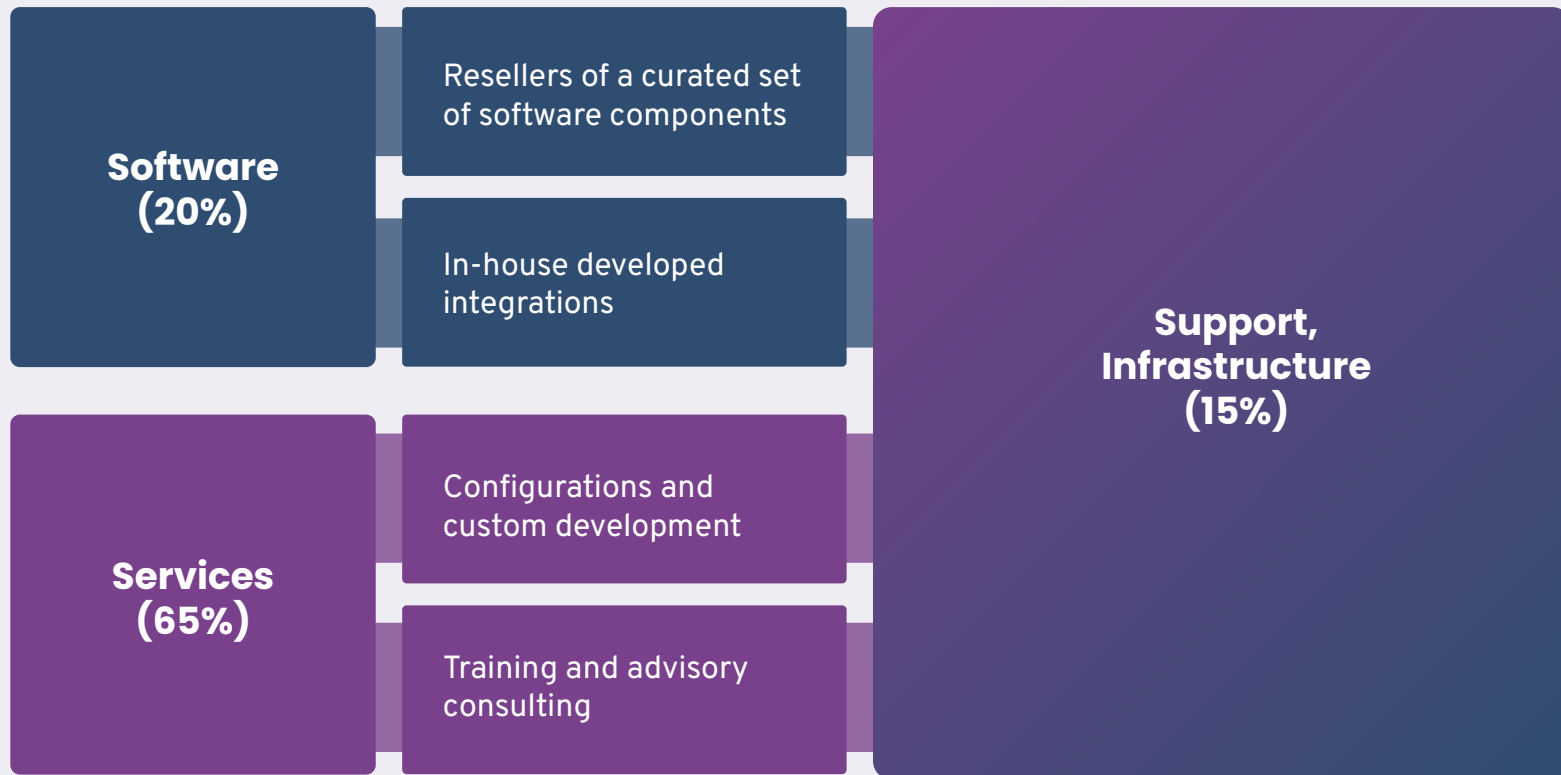
**We deliver digital solutions that
improve our customers' businesses
and make a real difference.**

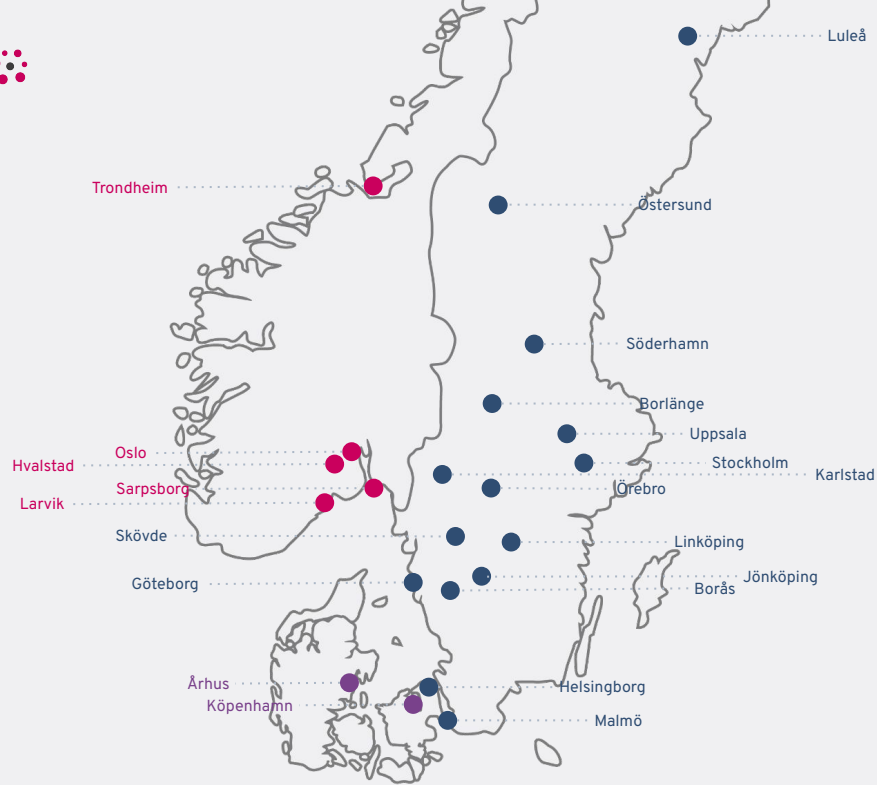
Step by step implementations
Single point of contact
Long term relationships



Main software partners

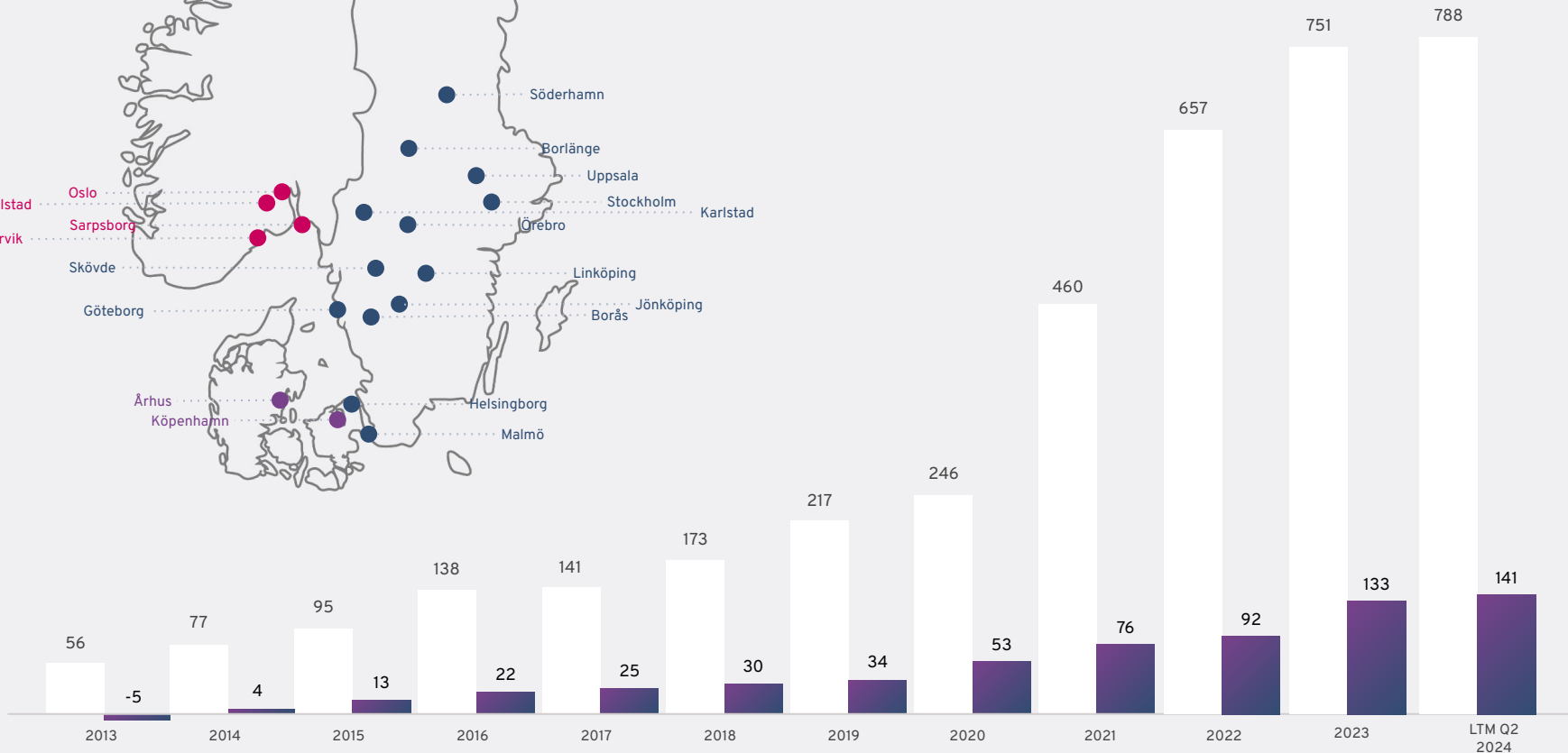






550 employees

in Sweden, Denmark, Norway



ACCOUNTING



REAL ESTATE



SERVICE & CONSULTANCY



CONSTRUCTION



HEALTHCARE



TECH



Our customers

RETAIL



MANUFACTURING



WHOLESALE



FOOD



OTHER





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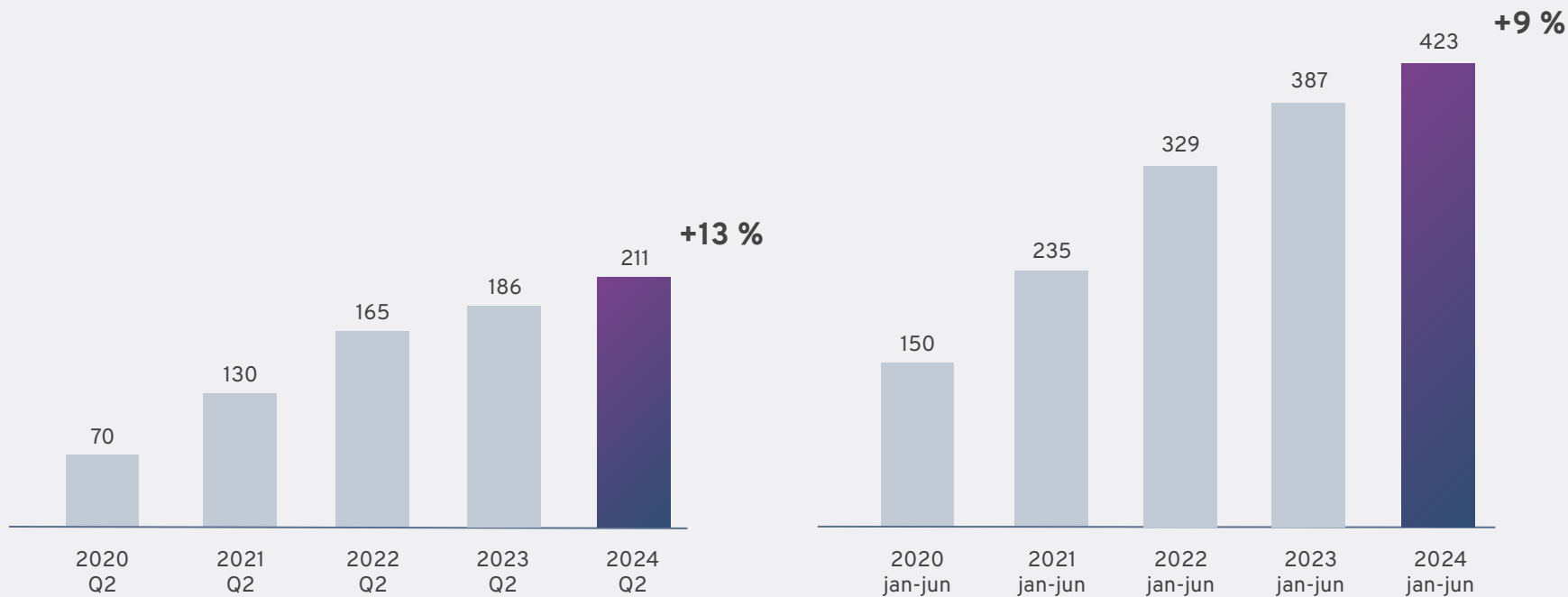


Exsitec in Q2

1. **Strong margins and some growth**
2. **Passive market with long sales cycles, but improved sentiment**
3. **Back to M&A-agenda**

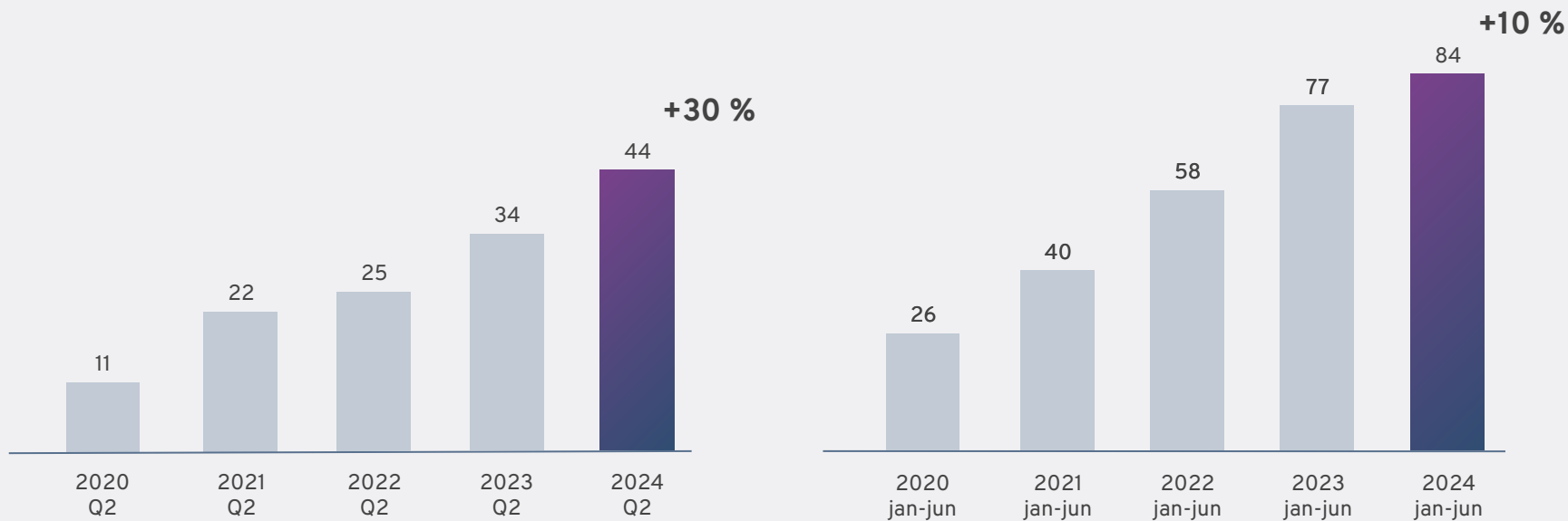


Adjusted Net Sales (MSEK)



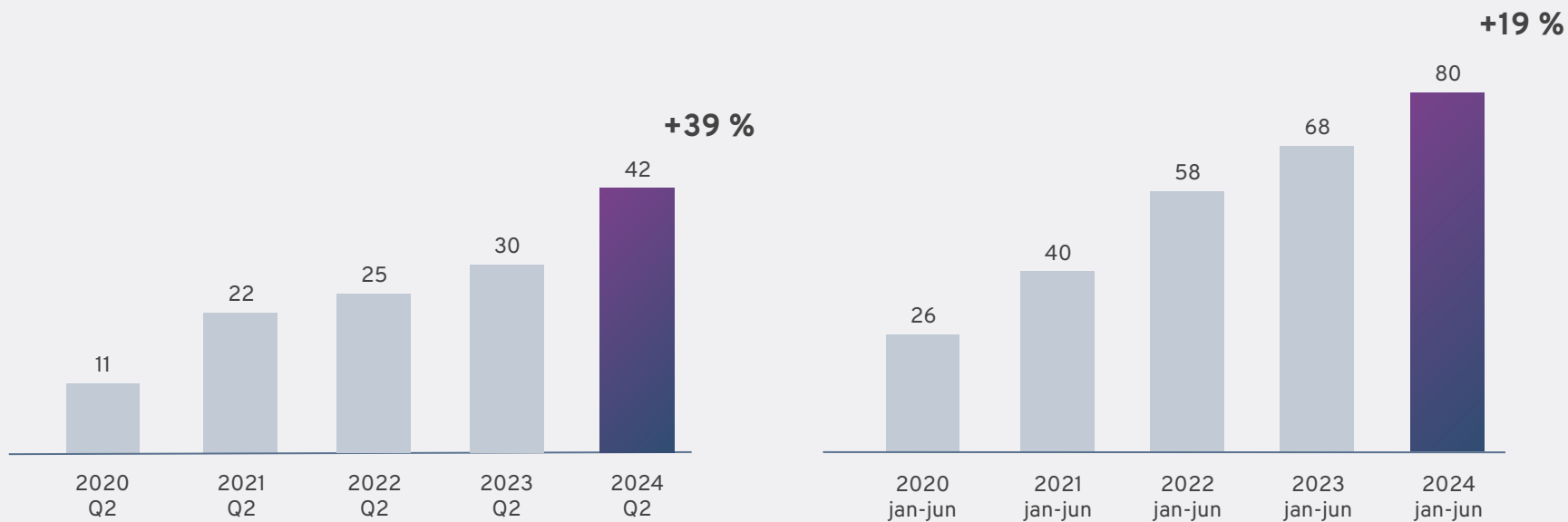


Adjusted EBITA (MSEK)





EBITA (MSEK)



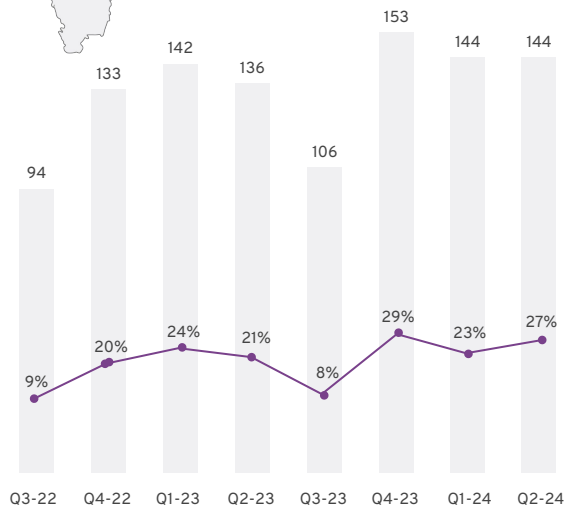


Sweden



Net sales LTM: 547 MSEK

Adj. EBITA LTM: 126 MSEK

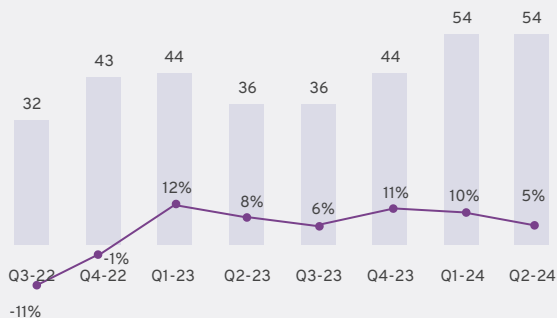


Norway



Net Sales LTM: 170 MSEK

Adj. EBITA LTM: 15 MSEK

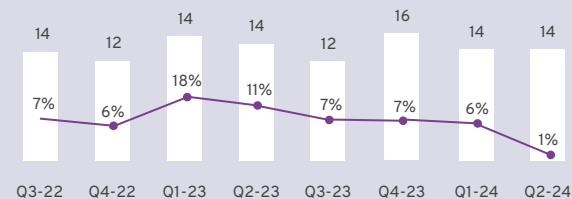


Denmark



Net Sales LTM: 56 MSEK

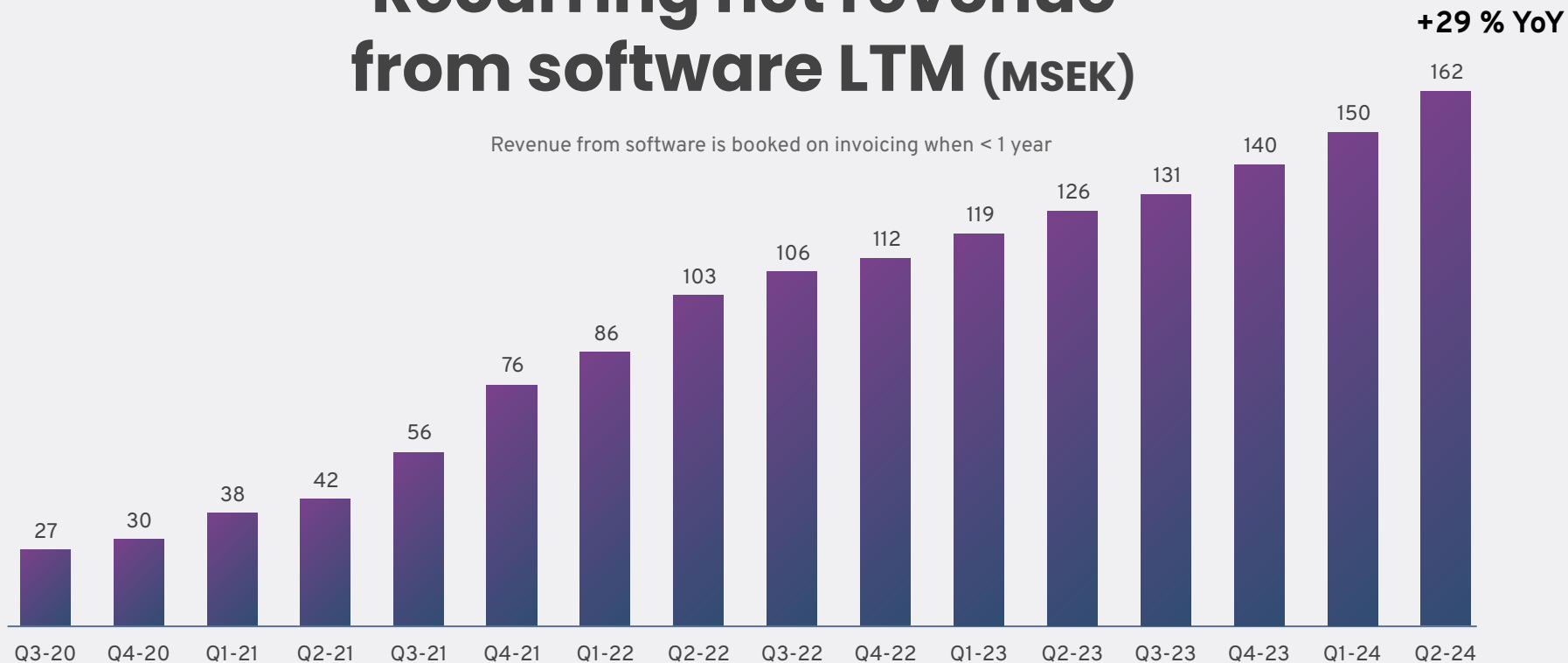
Adj. EBITA LTM: 3 MSEK





Recurring net revenue from software LTM (MSEK)

Revenue from software is booked on invoicing when < 1 year





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The market in Q2 2024

Order intake in Q2 is around 7% higher than LY

Sales cycles are longer than historical mean

Average order size has increased but close rate decreased

Maybe some slippage in deal qualification - priority for Q3-Q4



BUSINESS PRIORITIES 2024

Operational Excellence

Proven model for profitable growth

Increase number of offerings per customer

Simplify the investment in another software with integrations and support

Invest in talent development

Large trainee program, develop new sales people and leaders

Increased M&A-activities

Adding new offerings and add customer base for growth



Career company 3 years in a row

We aspire to be a place where our people grow through challenges while maintaining trust and a healthy work life. We invest a lot in trainee-programs and internal development.





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3. Priorities

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