

BIMobject AB

Interim Report: Jul-Sep 2023

Third quarter financial highlights

- ARR in constant currencies of MSEK 131.3 (122.6) at end of quarter, +7%
- Net sales of MSEK 40.9 (33.8), +21%, including a currency effect of +8%. Net sales from Carbonzero AB of MSEK 2.2 (0.7)
- Net sales from recurring revenue of MSEK 32.2 (27.9), +16%, including a currency effect of +8%, representing 79% of total net sales
- EBITDA of MSEK 0.2 (-9.8)
- Basic earnings per share amounted to SEK 0.01 (-0.09)
- Group cash flow from operating activities of MSEK -5.3 (-17.6)

Significant events during and after the quarter

Aug 18 BIMobject celebrates 4M user registrations

Sep 26 BIMobject welcomes leading seating manufacturer Figueras Seating to bimobject.com

CEO's comments

Significant Milestone reached – First Profitable Quarter

In Q3 2023 BIMobject achieved an overall EBITDA of SEK 0.2m and +0.01 SEK in Earnings per Share and it is from many perspectives delightful to be able to announce that the milestone of reaching our first profitable quarter ever has been accomplished. It may be that we reach this result in a quarter where there is a vacation effect in our favor but at the same time we have achieved this in a quite tough market environment as well as also having absorbed costs of growing our sustainability platform produkt.com. Even more thrilling is that not only have my fellow BIMsters put down hard and persistent work to achieve this result faster than expected, but also in parallel have managed to built up stronger and stronger momentum in terms of improving the inflow into our pipeline, continuously engage in further operational effectiveness initiatives as well as putting hours into developing new and existing products, all to secure BIMobject's growth for the future.

In the quarter, we also managed for the first time to surpass having Net Sales of more than SEK 40m. Service sales remained at an acceptable level of SEK 8.2m, which is slightly lower than Q2 due to limited production capacity in Carbonzero during the vacation period. We were pleased to see a catch up in our booking levels in Q3 and are now on par with last year's performance despite a slow start in platform bookings during the first half of the year. Costs continued to decline in the quarter further contributing to the improvement in our overall profitability.

Continued ARR growth in Carbonzero

Carbonzero, our subsidiary which is running the sustainability platform produkt.com continued to improve its ARR during the quarter by both expanding their base of paying building manufacturers as well as signing on further property owners. Carbonzero also expanded their services to distributors and are now providing CO2 estimates on transaction level to their customers.

Double down on our Strategic direction

A little less than a year ago we launched our new strategy called the "Revitalize program" with the ambition to reposition the company and reach profitable growth within a two year period. During this quarter, we made an assessment and concluded that we are tracking well in most areas and only minor tweaks were needed. At this point, the organization has been primarily successful in our reposition journey in terms of clarifying direction, maintaining strong cost control, improving internal coordination and alignment as well as gradually ramping up our sales capabilities. The achievement of profitability in this quarter is a great example of this progress as well as a significant increase in inflow of leads to our pipeline. We also launched a new price list which improves our ability to tailor plans to our customers depending on which markets are most important to them. At the same time, mid to long term initiatives are progressing. As an example we recently launched the first vision of our desktop application, aimed to become a tool for AEC monetization, to a select group of users. At the current stage the application provides our users with the same value as



our website in their Revit workflow, and it is great to have it launched and regularly tested. We are now researching which features would be most desirable to add to provide more value to our users. During 2024 we expect to gradually launch such features.

Martin Lindh
CEO

Financial summary

Group	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2023 Q3
ARR in constant currencies (MSEK)	114.4	114.6	119.9	121.1	122.6	125.3	128.1	130.1	131.3
Net sales (MSEK)	30.8	30.7	32.0	32.3	33.8	34.1	36.7	39.6	40.9
Recurring Revenue (MSEK)	23.8	23.8	25.5	26.5	27.9	29.6	29.8	30.9	32.2
Other Platform (MSEK)	1.0	1.4	1.2	1.3	1.3	-1.3	0.2	0.4	0.5
Services (MSEK)	6.0	5.4	5.3	4.5	4.6	5.8	6.7	8.3	8.2
EBITDA (MSEK)	-20.8	-14.0	-14.3	-15.2	-9.8	-11.9	-10.3	-4.8	0.2
Operating result (EBIT) (MSEK)	-24.2	-15.9	-16.7	-18.6	-16.7	-12.8	-13.0	-7.5	-2.4
Cash flow from operating activities (MSEK)	-24.7	-22.9	-9.7	-17.3	-17.6	-20.3	3.7	-8.9	-5.3

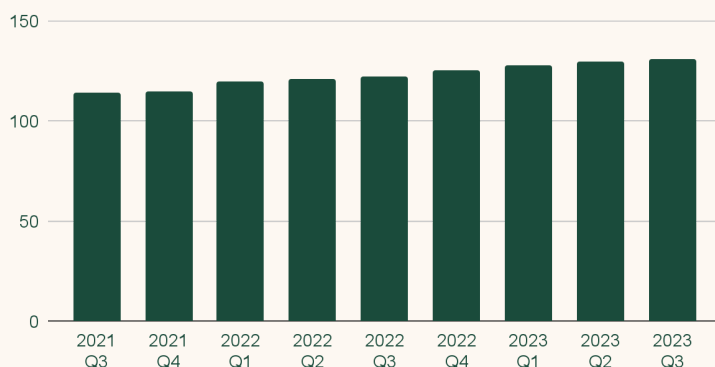
Whereof Carbonzero	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2023 Q3
ARR in constant currencies (MSEK)	-	-	0.1	0.2	0.4	0.7	0.9	1.3	1.6
Net sales (MSEK)	-	-	0.2	0.4	0.7	1.7	2.7	2.8	2.2
Recurring Revenue (MSEK)	-	-	0.0	0.0	0.1	0.2	0.2	0.3	0.3
Services (MSEK)	-	-	0.2	0.4	0.6	1.5	2.5	2.5	1.9
EBITDA (MSEK)	-	-	-0.5	-3.6	-2.9	-2.9	-2.2	-2.7	-3.4
Operating result (EBIT) (MSEK)	-	-	-0.5	-3.6	-2.9	-2.9	-2.2	-2.7	-3.4
Cash flow from operating activities (MSEK)	-	-	-1.2	-2.8	-3.3	-1.4	-2.5	-3.8	-3.1

Recurring revenue

Annual Recurring Revenue (ARR) is a key metric for understanding the revenue development within our core Platform business, since net sales can be affected by the timing of revenue recognition, corrections and even variation of days between quarters. We report this metric in constant currencies, using the exchange rate on the last working day of the quarter.

Annual Recurring Revenue

MSEK, constant currencies



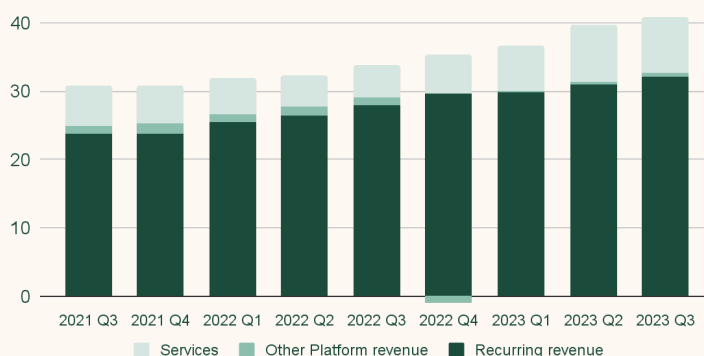
In Q3 2023, ARR in constant currencies grew by 7.1% year-over-year and 0.9% quarter-over-quarter.

Net sales

Net sales in the quarter amounted to MSEK 40.9 (33.8), +21% compared with the same period of the previous year and +3% compared with Q2 2023. Currency effects on net sales was +8% year-over-year and +1% quarter-over-quarter.

Net sales by type

MSEK

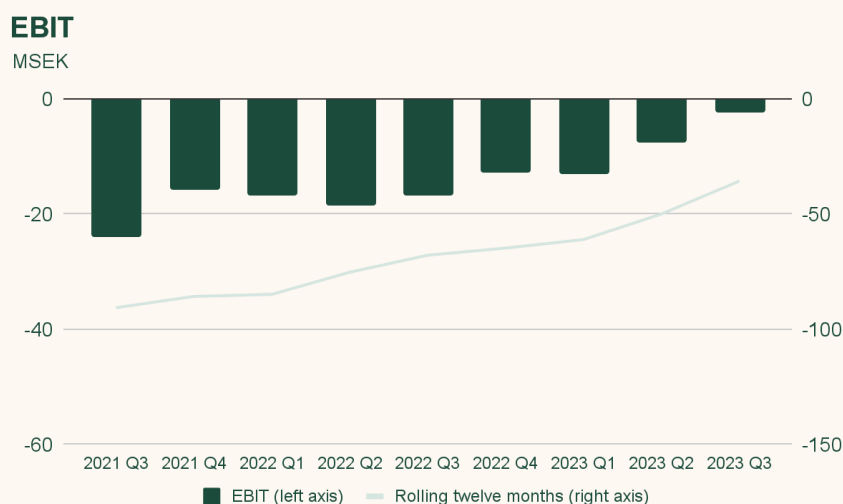


Net sales from recurring revenue in the quarter amounted to MSEK 32.2 (27.9), +16%, and represented 79% (83%) of total net sales.

Services net sales are steady, with a slight decrease from MSEK 8.3 in Q2 2023 to MSEK 8.2 in Q3 2023.

Operating result

Operating result before interest and tax, EBIT, amounted to MSEK -2.4 (-16.7) during the quarter, corresponding to an EBIT margin of -6% (-49%). The year-over-year improvement comes in from all main accounts and departments. Platform revenue shows stable growth and Services revenues have reached a higher level, partly thanks to the contribution from Carbonzero AB. At the same time we note continued additional effects from cost initiatives and tighter cost control, despite the macro environment with general inflation and weakened SEK. Q3 as a quarter is favored by the vacation season, but regardless also continued improvement quarter over quarter, above all in the core business at BIMobject, while Carbonzero is still in a phase where we continue to run ongoing losses as we scale up the company.

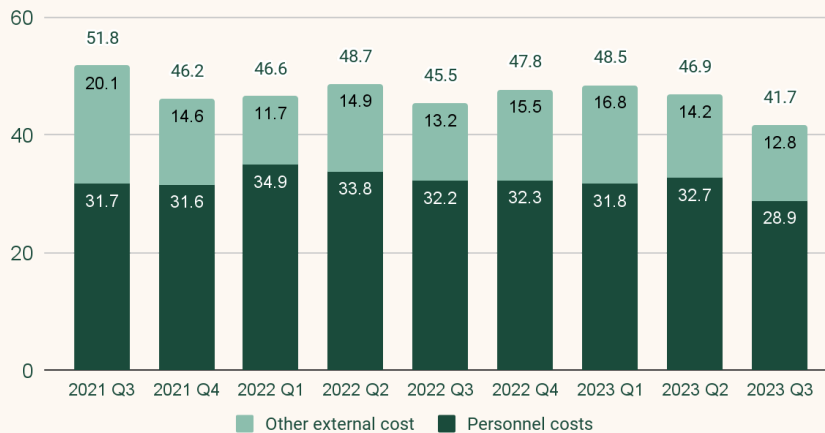


Other external costs amounted to MSEK 12.8, which is a decrease both compared to the previous year and the previous quarter. The development is countered by a weaker SEK and inflation, but underlying we have successively reduced spend on consultants, IT software and advertising etcetera.

Personnel costs decreased year-over-year mainly due to severance pay to former CEO in Q3 2022. The decrease quarter-over-quarter is mainly due to the summer holiday effect. The underlying organization has been relatively stable during 2023, reduced staff turnover and only minor reorganizations and new initiatives/hires.

Operating costs

MSEK



Financial net

Net financial items amounted to MSEK 2.3 (2.7) in the quarter, including currency conversion on non-operational balance sheet items as well as return on liquid assets. The contribution from liquid assets, as defined in definitions, was MSEK 2.4 (0.7) in the quarter. The return on liquid assets is a mix of interest on bank balances and return on current investments, where the return on current investments consists of both interest coupons and value development in corporate bonds and interest/bond funds.

Cash flow, cash & cash equivalents

Cash flow from operating activities in the quarter amounted to MSEK -5.3 (-17.6).

Available liquid assets were MSEK 232.3 (262.2) at the end of the period, whereof cash and cash equivalents MSEK 96.2 (112.5) and short-term investments MSEK 136.1 (149.6).

Equity & liabilities

Total equity was MSEK 226.1 (268.9) at the end of the period. The equity/assets ratio was 72% (70%) on 30 September. Interest-bearing liabilities amounted to MSEK 0.6 (0.7).

Other information

Significant events during and after the period

- Aug 18 BIMobject celebrates 4M user registrations
- Sep 26 BIMobject welcomes leading seating manufacturer Figueras Seating to bimobject.com

Warrants (incentive programmes)

The company has four active subscription warrant programs:

1. 2019/2024, expires in May 2024
2. LTIP 2021, where the main series 1 expires in August 2024 and the smaller series 2 expires in February 2025
3. LTIP 2022, expires in August 2025
4. LTIP 2023, expires in August 2026

Full terms and conditions for warrants can be found on the Company's website <https://investors.bimobject.com>.

BIMobject AB's share

BIMobject AB is listed on Nasdaq First North Growth Market.

Earnings per share (EPS) for the quarter amounted to SEK 0.01 (-0.09). After dilution, EPS amounted to SEK 0.01 (-0.09).

The average number of shares during the quarter and year was 140,246,745. The total number of shares at the end of the quarter was 140,246,745 (140,246,745). All shares carry an equal share of votes and capital.

The table below shows BIMobject's largest shareholders at the end of the period.

Owners	Number of shares	Share of capital and votes
EQT Ventures	15,515,176	11.06%
Jan Karlander	13,132,720	9.36%
TIN Fonder	9,195,113	6.56%
Avanza Pension	8,007,939	5.71%
Swedbank Robur Fonder	6,950,000	4.96%
Nordnet Pensionsförsäkring	6,821,914	4.86%
Procedural Labs AB	5,378,976	3.84%
David Johansson	4,015,934	2.86%
Svenska Handelsbanken AB for PB	2,869,076	2.05%
Michael Brommels	2,397,150	1.71%
Total ten largest owners	74,283,998	52.97%
Other shareholders	65,962,747	47.03%
Total shares	140,246,745	100.00%

Data provided by Monitor.

Employees

The number of employees in the Group on 30 September 2023 was 140 (143).

Parent company

The Parent Company's operating income for the quarter amounted to MSEK 20.3 (16.2) and operating costs amounted to MSEK 22.2 (28.6). The increase in income is mainly due to the centralisation project, where most invoicing for EMEA is being moved to the parent company. The result before tax for the same period was MSEK 0.7 (-9.2). Equity was MSEK 226.4 (272.0).

Forward-looking information

This report may contain forward-looking information based on management's current expectations. Although management believes the expectations expressed in such forward-looking information are reasonable, there are no assurances that these expectations will be correct.

Consequently, future outcomes may vary considerably compared to the forward-looking information due to, among other things, changed market conditions for our products and

more general changes to economic, market, and competitive conditions, changes to regulatory requirements or other policy measures, and exchange rate fluctuations.

Upcoming reports

BIMobject AB prepares and publishes a financial report after the end of each quarter. Upcoming reports and events are scheduled as follows:

Report / Event	Date
Year-end Report	15 February 2024
Q1 Interim Report	3 May 2024
Annual General Meeting	24 May 2024
Q2 Interim Report	2 August 2024
Q3 Interim Report	25 October 2024

Presentation

Shareholders, analysts and the media are welcome to a digital report presentation on 27 October 2023 14:00 (CET). The presentation will be held in English via Zoom.

To participate in the presentation please register using the following link:
https://us06web.zoom.us/webinar/register/WN_VPCleFFGQ5um8Q2ivbQaJQ

Certified Adviser

FNCA Sweden AB.

Submission of interim report

Malmö, 27 October 2023

BIMobject AB

Board of Directors

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This information is information that BIMobject AB is obliged to publish in accordance with the EU Market Abuse Regulation. The information was provided by Martin Lindh for publication on 27 October 2023 at 08.00 CET.

Multi-year summary

	2021 Q3	2021 Q4	2022 Q1	2022 Q2	2022 Q3	2022 Q4	2023 Q1	2023 Q2	2023 Q3
ARR in constant currencies (MSEK)	114.4	114.6	119.9	121.1	122.6	125.3	128.1	130.1	131.3
Net sales (MSEK)	30.8	30.7	32.0	32.3	33.8	34.1	36.7	39.6	40.9
Net sales growth (%)	-8%	-6%	13%	7%	10%	11%	15%	22%	21%
Recurring revenue (MSEK)	23.8	23.8	25.5	26.5	27.9	29.6	29.8	30.9	32.2
Recurring revenue growth (%)	0%	5%	10%	15%	17%	24%	17%	16%	16%
Recurring revenue share of net sales (%)	77%	78%	80%	82%	83%	87%	81%	78%	79%
EBITDA (MSEK)	-20.8	-14.0	-14.3	-15.2	-9.8	-11.9	-10.3	-4.8	0.2
EBITDA (%)	-68%	-45%	-45%	-47%	-29%	-35%	-28%	-12%	1%
Operating result (EBIT) (MSEK)	-24.1	-15.9	-16.7	-18.6	-16.7	-12.8	-13.0	-7.5	-2.4
Operating result (EBIT) (%)	-78%	-52%	-52%	-57%	-49%	-38%	-35%	-19%	-6%
Earnings per share before dilution (SEK)	-0.16	-0.11	-0.10	-0.13	-0.09	-0.09	-0.07	-0.02	0.01
Earnings per share after dilution (SEK)	-0.16	-0.11	-0.10	-0.13	-0.09	-0.09	-0.07	-0.02	0.01
Number of employees	171	168	169	159	143	143	137	140	140
Net sales per employee (MSEK)	0.18	0.18	0.19	0.20	0.24	0.24	0.27	0.28	0.29
Cash flow from operating activities per share (SEK)	-0.18	-0.16	-0.07	-0.12	-0.13	-0.14	0.03	-0.06	-0.04
Number of shares (thousands)	139,320	139,320	140,247	140,247	140,247	140,247	140,247	140,247	140,247

Consolidated income statement

<i>(kSEK)</i>	Jul-Sep 2023	Jul-Sep 2022	Jan-Sep 2023	Jan-Sep 2022	Jan-Dec 2022
Net sales	40,885	33,752	117,168	98,092	132,239
Other operating income	-191	1,303	1,849	2,810	3,552
Total operating income	40,695	35,054	119,017	100,902	135,791
<i>Operating costs</i>					
Capitalized work for own account	1,230	600	3,205	600	1,575
Other external costs	-12,793	-13,250	-43,771	-39,823	-55,324
Personnel costs	-28,907	-32,212	-93,344	-100,952	-133,258
EBITDA	225	-9,808	-14,893	-39,273	-51,216
Depreciation/amortization	-2,635	-6,878	-7,978	-12,683	-13,571
Operating result	-2,411	-16,686	-22,871	-51,955	-64,788
Net financial items	2,338	2,651	7,286	1,232	15
Result before tax	-74	-14,035	-15,584	-50,723	-64,772
Tax	-62	-226	-95	1,223	1,339
Result for the period	-135	-14,261	-15,679	-49,500	-63,434
 Attributable to:					
Shareholders of the Parent company	1,858	-12,124	-10,611	-44,441	-57,434
Non-controlling interests	-1,993	-2,137	-5,068	-5,059	-6,000
 Other information					
Earnings per share, before dilution (SEK)	0.01	-0.09	-0.08	-0.31	-0.41
Earnings per share, after dilution (SEK)	0.01	-0.09	-0.08	-0.31	-0.41

Consolidated balance sheet

<i>(kSEK)</i>	Sep 30 2023	Sep 30 2022	Dec 31 2022
ASSETS			
<i>Non-current assets</i>			
Intangible non-current assets	42,788	75,021	46,831
Tangible non-current assets	589	747	637
Financial non-current assets	4,912	5,233	5,118
Total non-current assets	48,289	81,000	52,587
<i>Current assets</i>			
Accounts receivable	26,450	36,082	40,514
Other current receivables	1,686	2,052	2,596
Prepaid expenses and accrued income	6,901	5,736	5,500
Short-term investments	136,117	149,644	139,400
Cash and cash equivalents	96,174	112,544	100,917
Total current assets	267,327	306,057	288,927
TOTAL ASSETS	315,615	387,058	341,514
EQUITY AND LIABILITIES			
Equity attributable to shareholders of the Parent company	213,918	236,690	225,097
Non-controlling interests	12,209	32,248	17,277
Total equity	226,128	268,938	242,374
Provisions	4,877	19,805	5,106
Non-current liabilities	610	699	704
<i>Current liabilities</i>			
Accounts payable	3,077	4,970	2,600
Other current liabilities	5,492	8,068	7,007
Accrued expenses and deferred income	75,432	84,578	83,722
Total current liabilities	84,001	97,616	93,329
TOTAL EQUITY AND LIABILITIES	315,615	387,058	341,514

Consolidated statement of changes in equity

(kSEK)	Jan-Sep 2023	Jan-Sep 2022	Jan-Dec 2022
Opening balance	242,374	282,065	282,065
Directed share issue	-	4,014	4,014
Minority interest acquisition	-	37,306	23,277
Subscription warrants	1,118	1,327	1,265
Share related remunerations	810	780	780
Translation differences	-2,495	-7,054	-5,593
Result for the period	-15,679	-49,500	-63,434
Balance at end of period	226,128	268,938	242,374
Attributable to shareholders of the Parent company	213,918	236,690	225,097
Attributable to non-controlling interests	12,209	32,248	17,277

Consolidated cash flow statement

(kSEK)	Jul-Sep 2023	Jul-Sep 2022	Jan-Sep 2023	Jan-Sep 2022	Jan-Dec 2022
<i>Operating activities</i>					
Result before tax items	-74	-14,035	-15,584	-50,723	-64,772
Adjustments for non-cash items	1,692	2,869	2,867	10,758	13,953
Tax paid	-45	-50	-50	-49	11
Cash flow from operating activities before changes in working capital	1,573	-11,216	-12,767	-40,014	-50,808
Changes in net working capital	-6,902	-6,410	2,275	-4,645	-14,122
Cash flow from operating activities	-5,329	-17,626	-10,492	-44,658	-64,930
<i>Investing activities</i>					
Acquisition of subsidiary	-	-	-	414	430
Change in intangible non-current assets	-1,230	-600	-3,205	-600	-1,575
Change in tangible non-current assets	-126	-	-184	-207	-313
Change in financial non-current assets	-	-	-	7	77
Change in short-term investments	-3,184	-	6,954	-80,000	-70,000
Cash flow from investing activities	-4,540	-600	3,565	-80,386	-71,382
<i>Financing activities</i>					
Directed share issue and subscription warrants	623	86	1,118	1,327	1,275
New external loan/repayment	-65	-51	-177	-155	-208
Cash flow from financing activities	559	35	941	1,173	1,068
Cash flow for the period	-9,310	-18,192	-5,986	-123,872	-135,244
Cash and cash equivalents at beginning of period	105,711	129,497	100,917	233,221	233,221
Exchange rate effects	-228	1,239	1,243	3,195	2,939
Cash and cash equivalents at end of period	96,174	112,544	96,174	112,544	100,917

Supplementary disclosures to cash flow statement

Interest paid, net	132	13	203	-26	48
<i>Items not affecting cash</i>					
Reversal of depreciation	2,635	6,878	7,978	12,683	13,571
Write-down of accounts receivable	652	-185	886	1,150	1,896
Write-down of short-term investments	-2,219	-697	-4,209	4,374	4,512
Result from short-term investments	510	-	539	-	107
Provisions	15	-279	-21	-1,064	-1,125
Unrealised exchange rate differences and accrued interest income	98	-2,849	-2,305	-6,385	-5,008
Total items not affecting cash	1,692	2,869	2,867	10,758	13,953

Parent company income statement

(kSEK)	Jul-Sep 2023	Jul-Sep 2022	Jan-Sep 2023	Jan-Sep 2022	Jan-Dec 2022
Operating income	20,300	16,213	58,945	39,755	67,238
Total operating income	20,300	16,213	58,945	39,755	67,238
<i>Operating costs</i>					
Other external costs	-9,005	-9,915	-30,734	-30,963	-41,859
Personnel costs	-13,144	-14,953	-46,114	-52,110	-72,632
Depreciation/amortization	-38	-3,694	-106	-4,136	-4,168
Operating result	-1,886	-12,349	-18,009	-47,454	-51,421
Net financial items	2,628	3,100	7,844	6,098	-26,628
Result before tax	742	-9,249	-10,165	-41,356	-78,049
Tax	-	-	-	-	-
Result for the period	742	-9,249	-10,165	-41,356	-78,049

Parent company balance sheet

(kSEK)	Sep 30 2023	Sep 30 2022	Dec 31 2022
ASSETS			
Intangible non-current assets	-	-	-
Tangible non-current assets	270	179	249
Financial non-current assets	37,031	72,257	25,104
Total non-current assets	37,301	72,436	25,353
Accounts receivable	14,780	7,614	17,024
Receivables, Group companies	1,263	13,229	25,474
Other current receivables	974	1,420	1,674
Prepaid expenses and accrued income	5,247	3,992	3,919
Short-term investments	136,117	149,644	139,400
Cash and cash equivalents	78,526	69,334	65,106
Total current assets	236,907	245,232	252,596
TOTAL ASSETS	274,207	317,668	277,949
EQUITY AND LIABILITIES			
Restricted equity	1,543	1,543	1,543
Unrestricted equity	224,815	270,448	233,433
Total equity	226,358	271,991	234,975
Provisions	-	14,600	-
Accounts payable	1,638	3,655	1,090
Liabilities, Group companies	1,167	577	1,156
Other current liabilities	2,015	2,950	3,322
Accrued expenses and deferred income	43,029	23,895	37,405
Total current liabilities	47,849	31,078	42,974
TOTAL EQUITY AND LIABILITIES	274,207	317,668	277,949

Notes

Accounting and valuation principles

This interim report has been prepared in accordance with the Swedish Annual Accounts Act. The accounting and valuation policies applied follow the Swedish Accounting Standards Board's BFNAR 2012:1 (K3) and are unchanged since the latest published annual report.

Amounts are reported in Swedish kronor and rounded to the nearest thousand unless otherwise stated. Amounts and figures stated in brackets are comparatives for the corresponding period of the previous year, unless otherwise stated.

The registered Parent Company is BIMObject AB.

Auditor's review

The interim report has not been reviewed by the Company's auditor.

Risks and uncertainties

BIMObject is, through its operations, exposed to common business and financial risks. These risks are described in detail in the latest annual report.

Transactions with related parties

Any transactions with related parties have been conducted on market terms.

Definitions

Annual Recurring Revenue (ARR)

The annual contract value of all active subscription contracts per the first day of the next quarter, using the exchange rate on the last working day of the quarter. For better quarter-over-quarter comparisons, all previous quarters are calculated using the same exchange rate as the current quarter.

Cash flow from current operations per share

Cash flow from current operations divided by the average number of shares outstanding. Allows readers of financial reports to compare cash flow from current operations per share.

EBITDA

Operating result before depreciation on tangible and intangible non-current assets. The purpose is to assess the Group's operational activities. EBITDA is a supplement to operating result (EBIT).

Growth in net sales

The measure shows %-growth in net sales compared to the same period during previous year.

Liquid assets

Cash and cash equivalents and short-term investments as the short-term investments are deemed to consist of securities with relatively low risk traded at a liquid market that enables liquid cash generally within a week if called upon.

Operating result, EBIT

Operating result according to the income statement.

Operating margin, EBIT (%)

Operating result in relation to net sales.

Platform Revenue

Consists of subscription fees, advertising fees and joint venture license fees for our platforms bimobject.com, polantis.com, and prodikt.com.

Recurring Revenue

Revenue of annual recurring nature, referring to subscription revenue within our Platform business that is based on contracts with manufacturers publishing their products on bimobject.com, polantis.com and prodikt.com. Recurring revenue comprises the main part of Platform net sales.

Services Revenue

Consists of revenue from services provided to our customers, such as projects for creating BIM objects, as well as revenue from service sold as a recurring maintenance service.