



2022-04-29

Quarterly report – Q1

Exsitec Holding AB



Johan Kallblad, CEO

Questions? ir@exsitec.se



Quarterly Report – Q1 2022



Our business

Financials Q1

Priorities

Questions?
ir@exsitec.se

**We help medium sized businesses use digital tools
to improve their operations**

Our approach

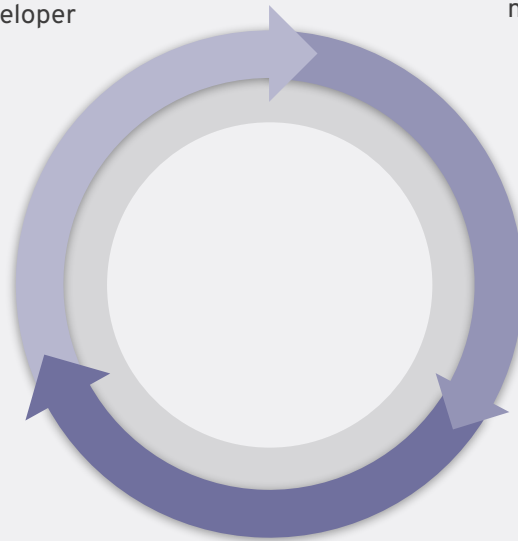
- Select the right software
- Make it work in the customer's business
- Take care of the customer over time
- Land and expand business model

Software Selection

Curated selection of relevant cloud solutions sold through a revenue share model with SW developer

Customer Success

Integrations between software components and professional services needed for successful deployment



Long term Support

Single point of contact over time for all delivered components



Main software partners



ACCOUNTING



REAL ESTATE



SERVICE & CONSULTANCY



CONSTRUCTION



HEALTHCARE



TECH



Our customers

RETAIL



MANUFACTURING



WHOLESALE

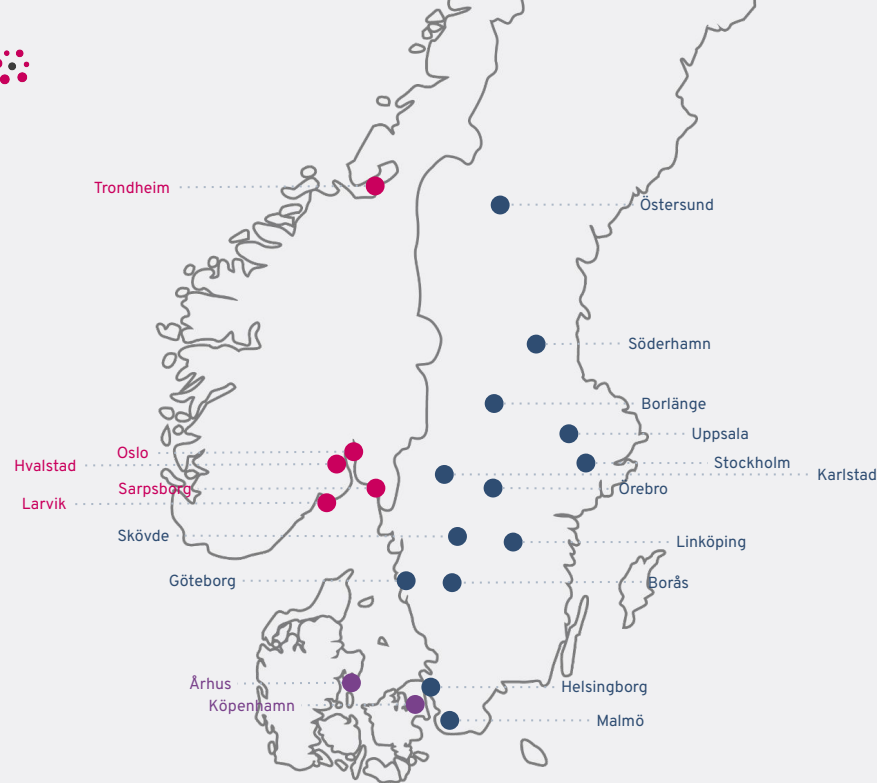


FOOD



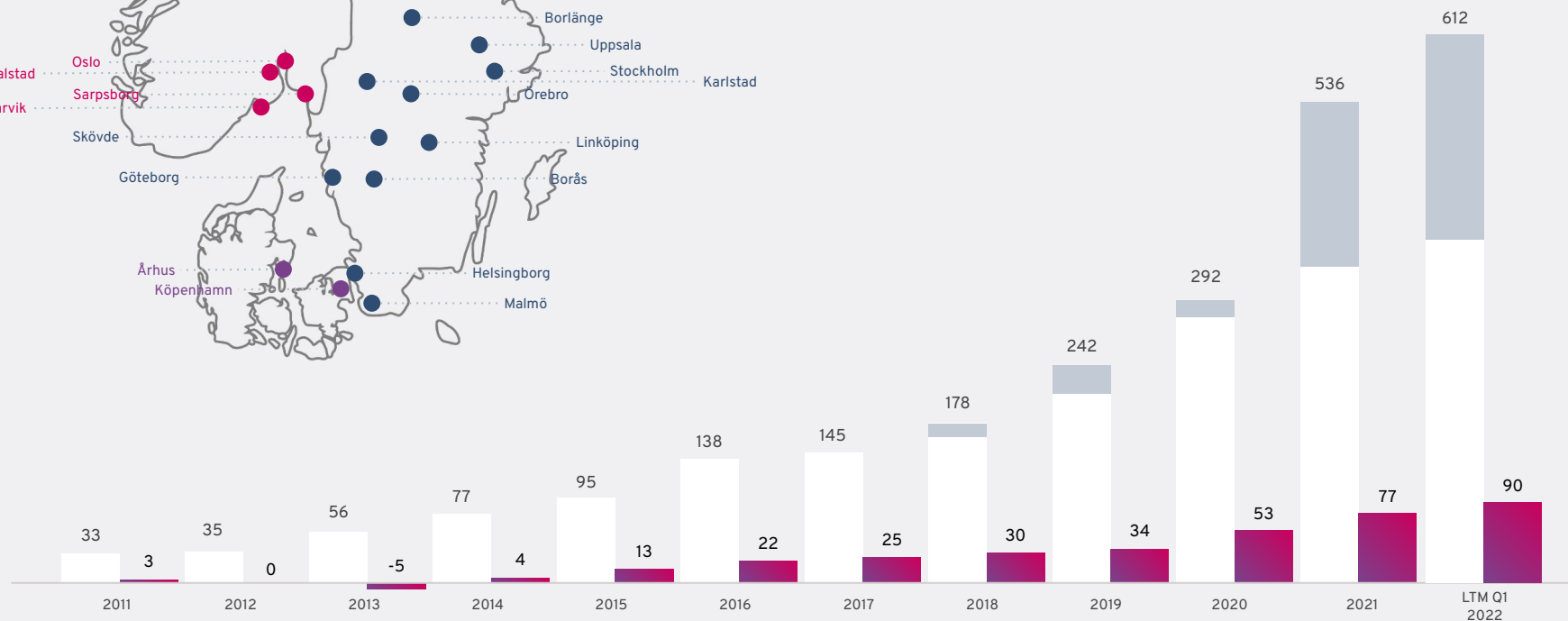
OTHER





500 employees

in Sweden, Denmark and Norway





UTSEDDA AV
STUDENTER



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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Our business

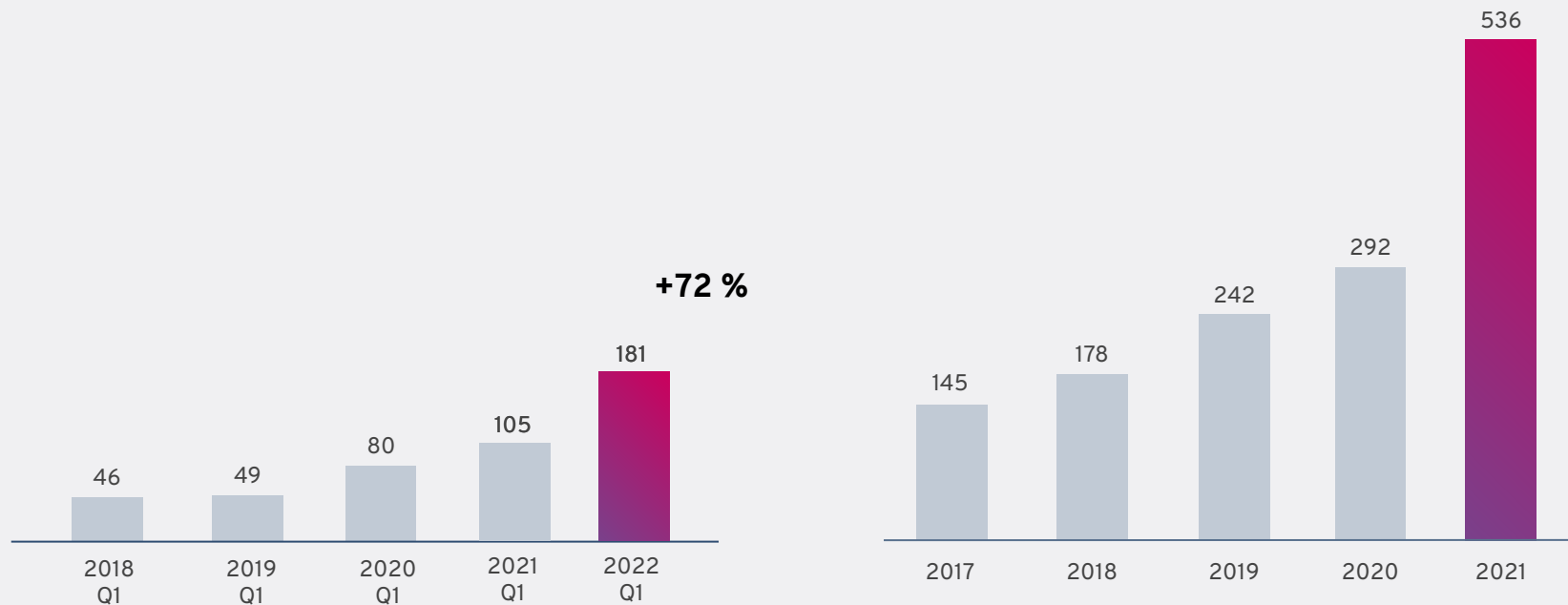
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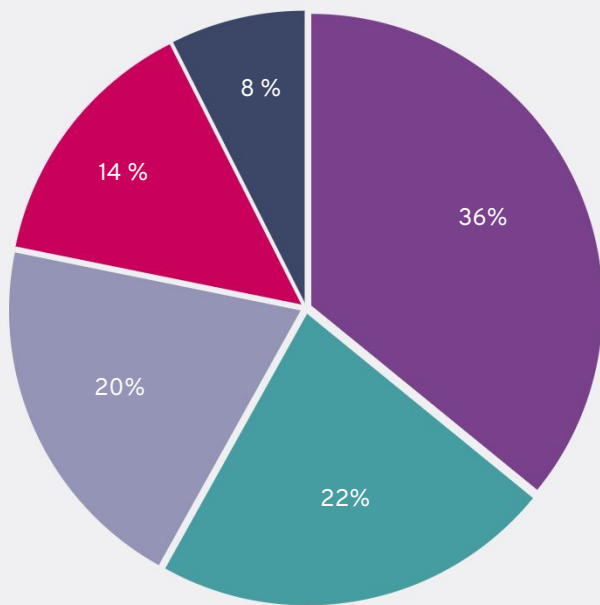
Adjusted Net Sales (MSEK)



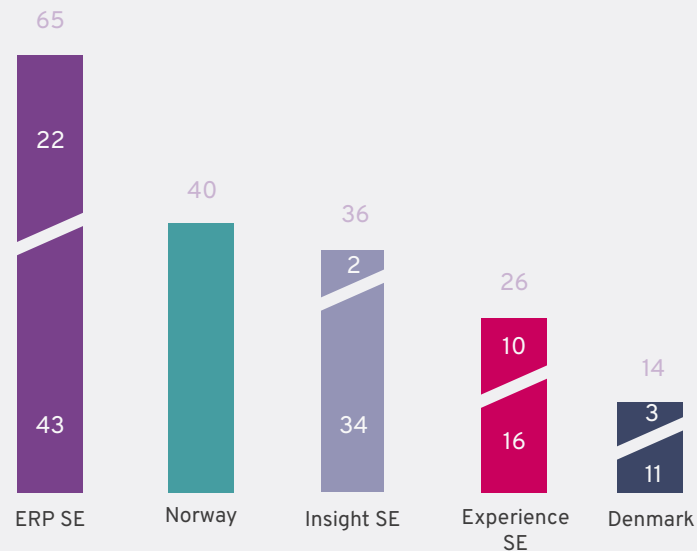


Our Business Areas

Revenue split Q1

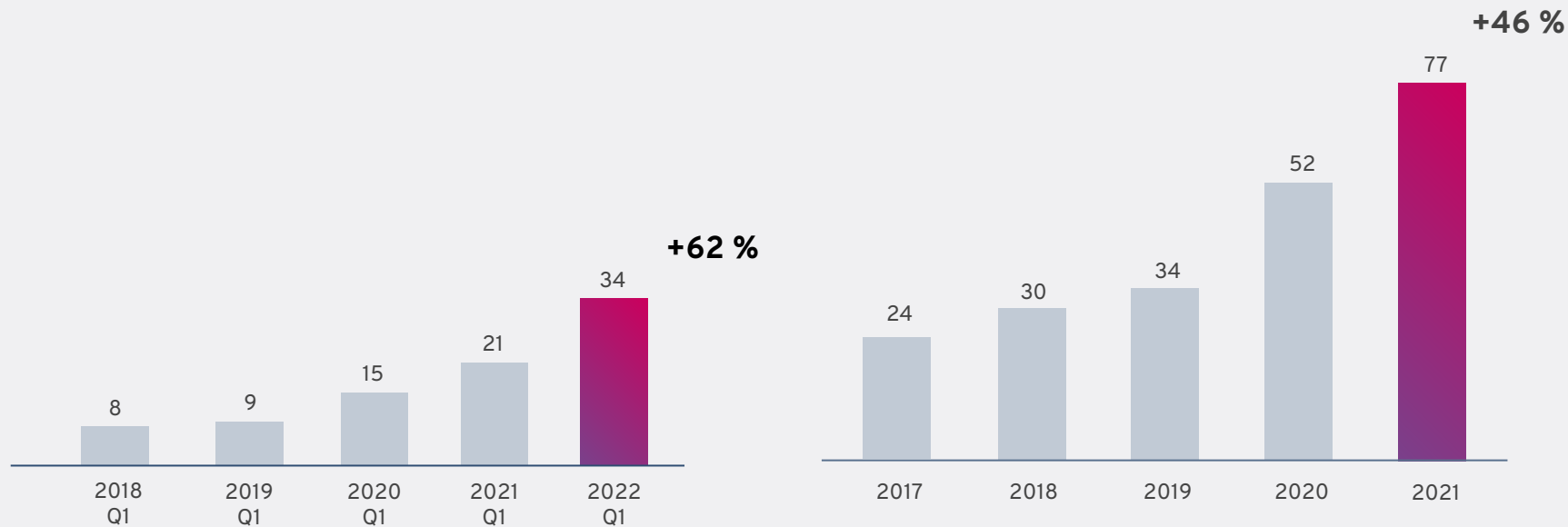


Revenue and Growth YTD per business area in MSEK





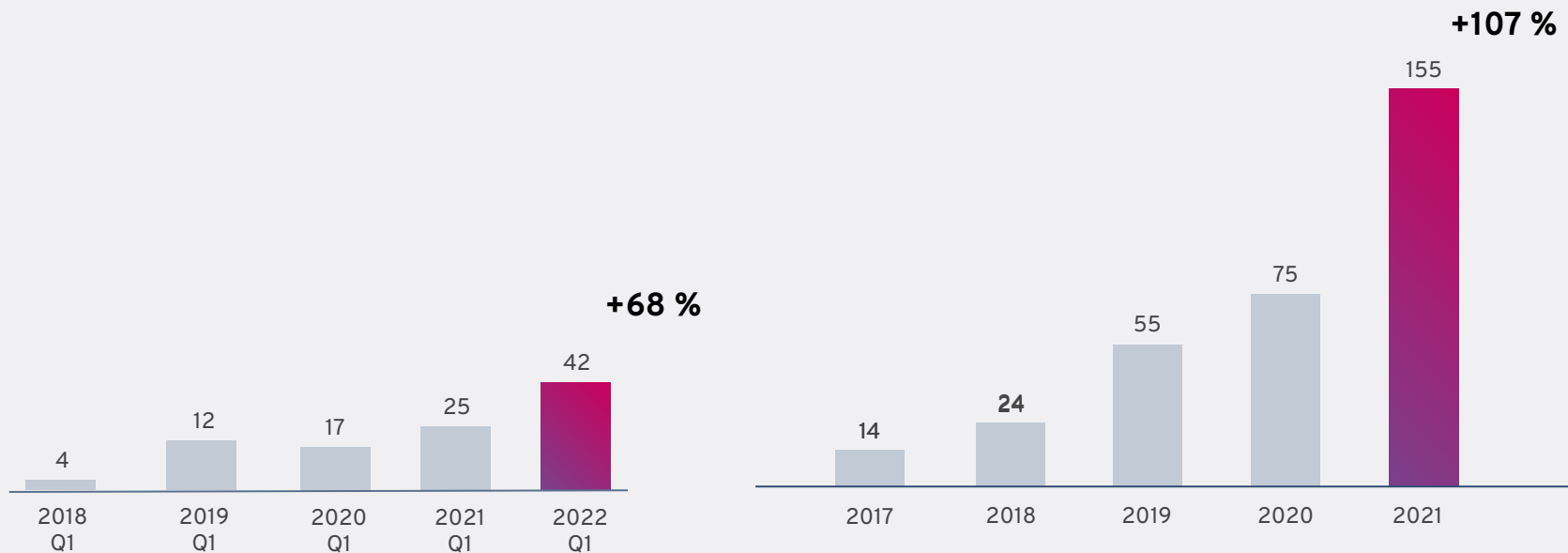
Adjusted EBITA (MSEK)





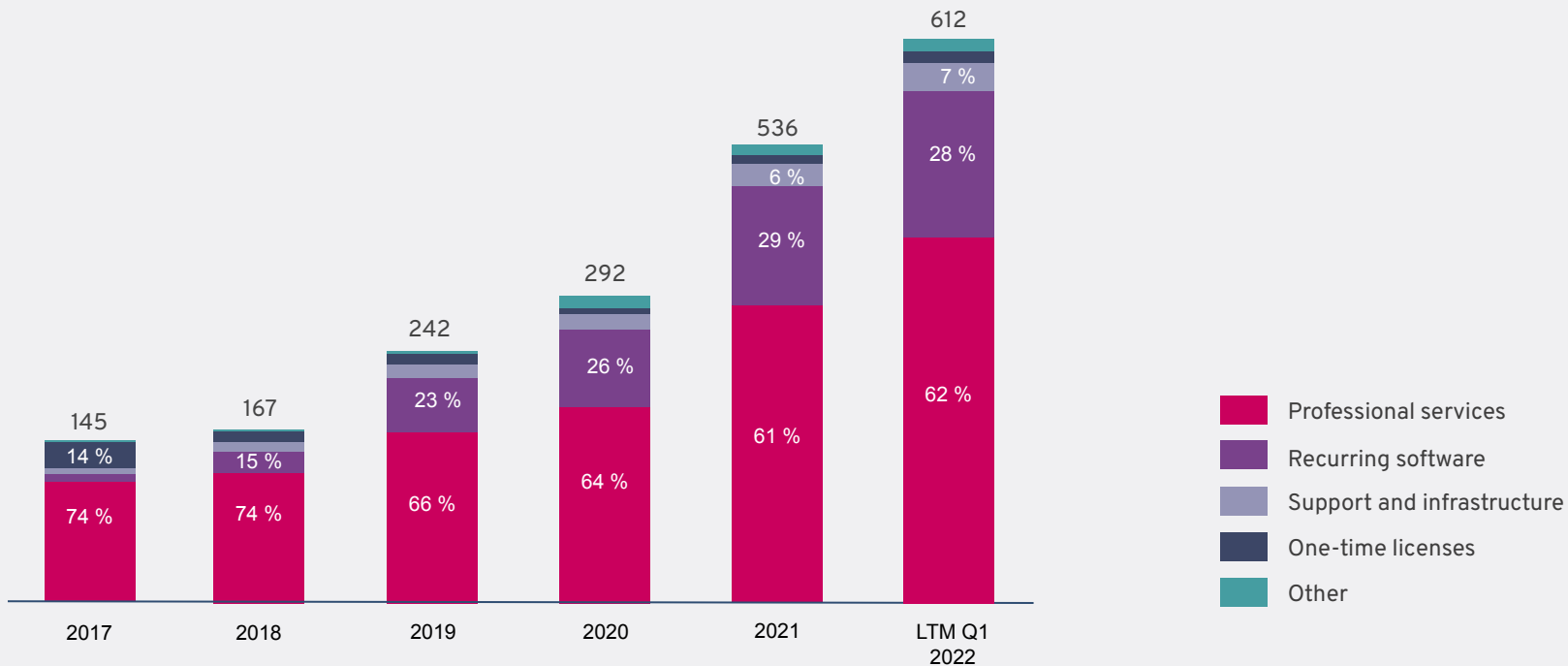
Recurring software revenue (MSEK)

Revenue from software is booked on invoicing when < 1 year



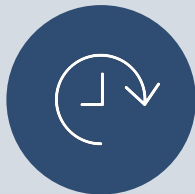


Revenue breakdown





Growth in recurring revenues



**New sales with
SaaS-licence models**



**Cross Sales on a larger
customer base**



**Vendor driven transition to
SaaS models on existing
implementations**



**Expanding scope of our
responsibility with
packaged support and
infrastructure**



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Business priorities

Increase number of offerings per customer

Simplify the investment in another software with out of the box integrations and support

Invest in sales, marketing and talent development

Continue to grow through trainee program, develop new sales people and leaders

Business excellence

Improve margins over time

Continue selective M&A

Adding new offerings and add customer base for growth



M&A logic for us is about adding customer base or adding offerings / competence

- New customers who can benefit from our current offering
- A better offering for our existing customers

CUSTOMER

OFFERING

Market &
Sales

People &
Competence

Internal
processes

A certain degree of integration is necessary to create long term values - in the short term it can cost a bit more but in the long run it will add value



Financial goal

Turnover of > 1 000 MSEK with 20% EBITA-margin in the period 2023-2025

Should be attainable by increasing share of recurring revenue, keeping up investing in sales and marketing for organic growth while channeling cash flow into acquisitions.



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