



2022-10-28

Quarterly Report - Q3 2022

Exsitec Holding AB



Johan Kallblad, CEO

Questions? ir@exsitec.se



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Our business

Financials Q3

Priorities

Questions?
ir@exsitec.se

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

Our approach

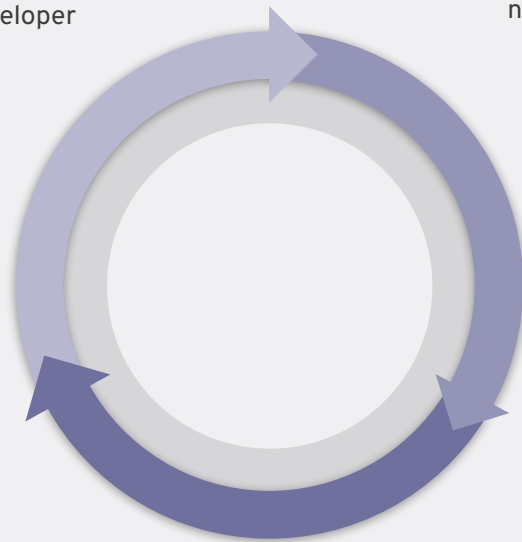
- Select the right software
- Make it work in the customer's business
- Take care of the customer over time
- Land and expand business model

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



CONSTRUCTION



Our customers

WHOLESALE



OTHER



REAL ESTATE



HEALTHCARE



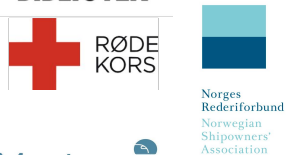
RETAIL



MG MESTERGRUPPEN



DET KGL. BIBLIOTEK



SERVICE & CONSULTANCY



TECH



FOOD



Mantena



MANUFACTURING



SJÖRÅDDNINGSSÄLLSKAPET





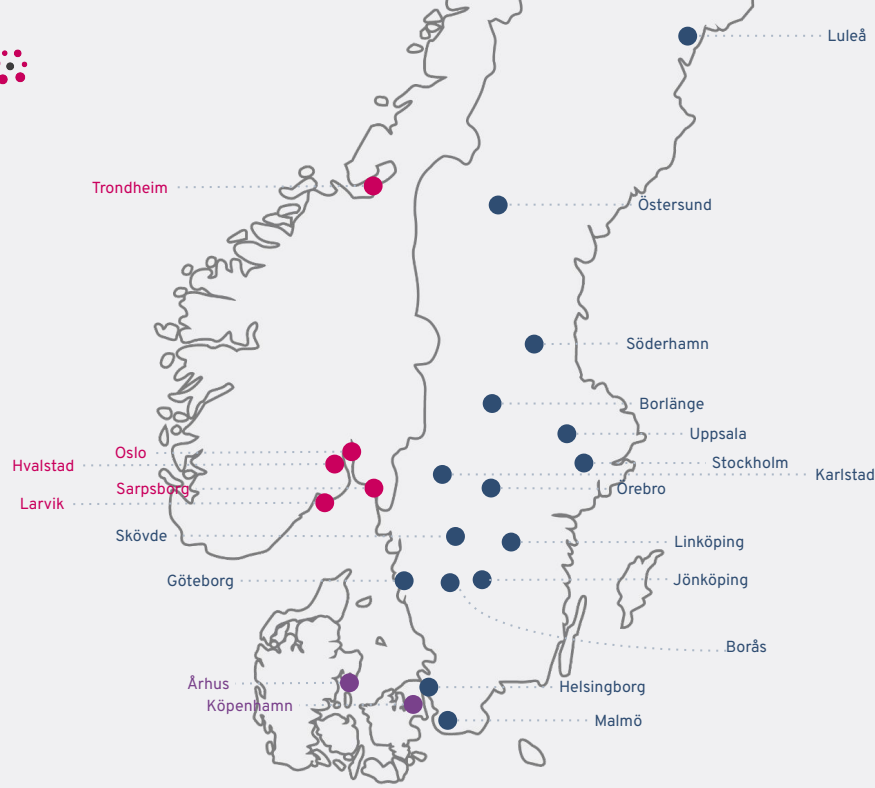
Notable new customers

ERP : Prisjakt, AMCAP, LRF, Fiskeby, Metrolit, ...

CRM / E-com : NetSecure, E-identitet, Fastigo, Convendum, ...

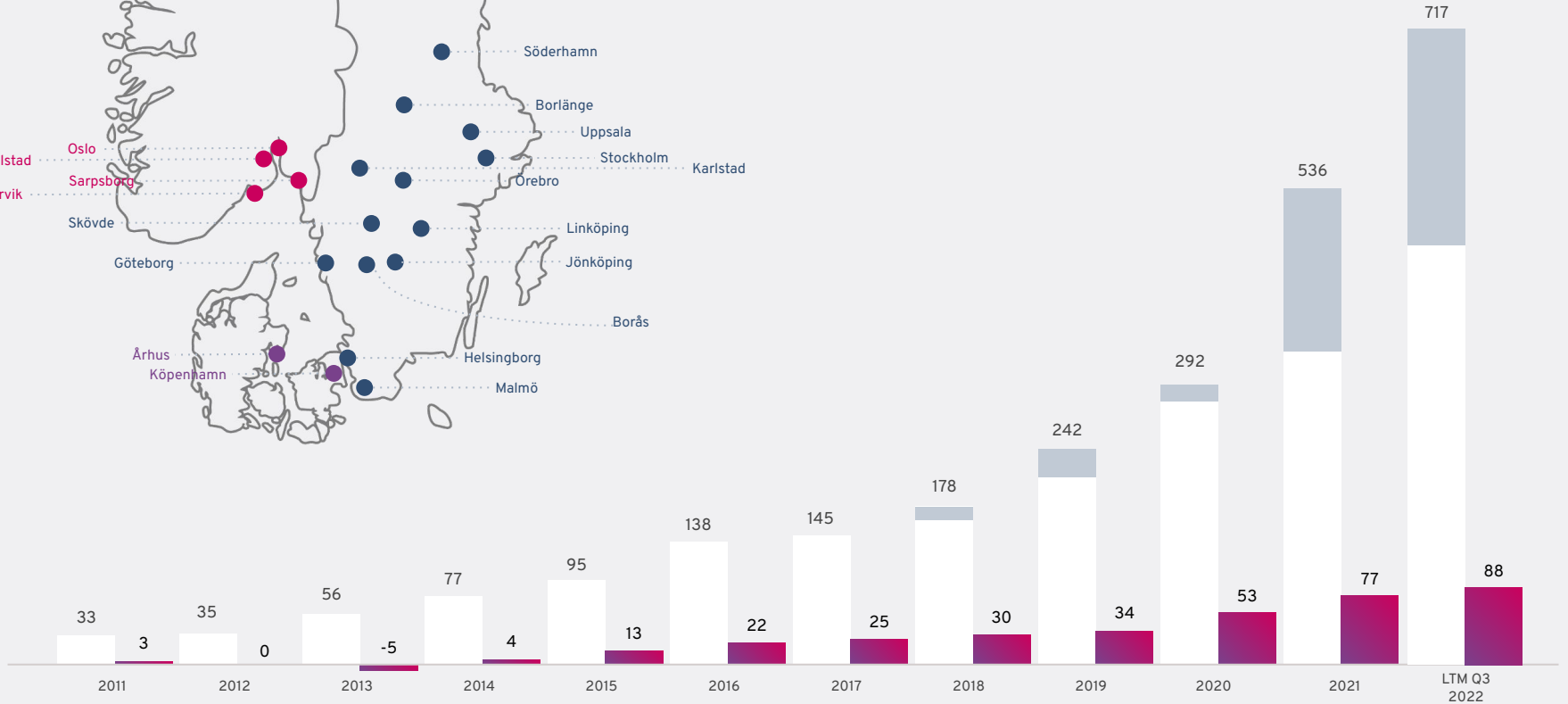
BI / Planning : Acne Studios, 1337, Rodebjer, Granitor, ...

Integrations / Hosting : Cubesec, GHP, ...



550 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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Quarterly highlights

Strong financial growth

39% total growth with 13% organic growth

Investing in the future

Net recruitment of 70 people

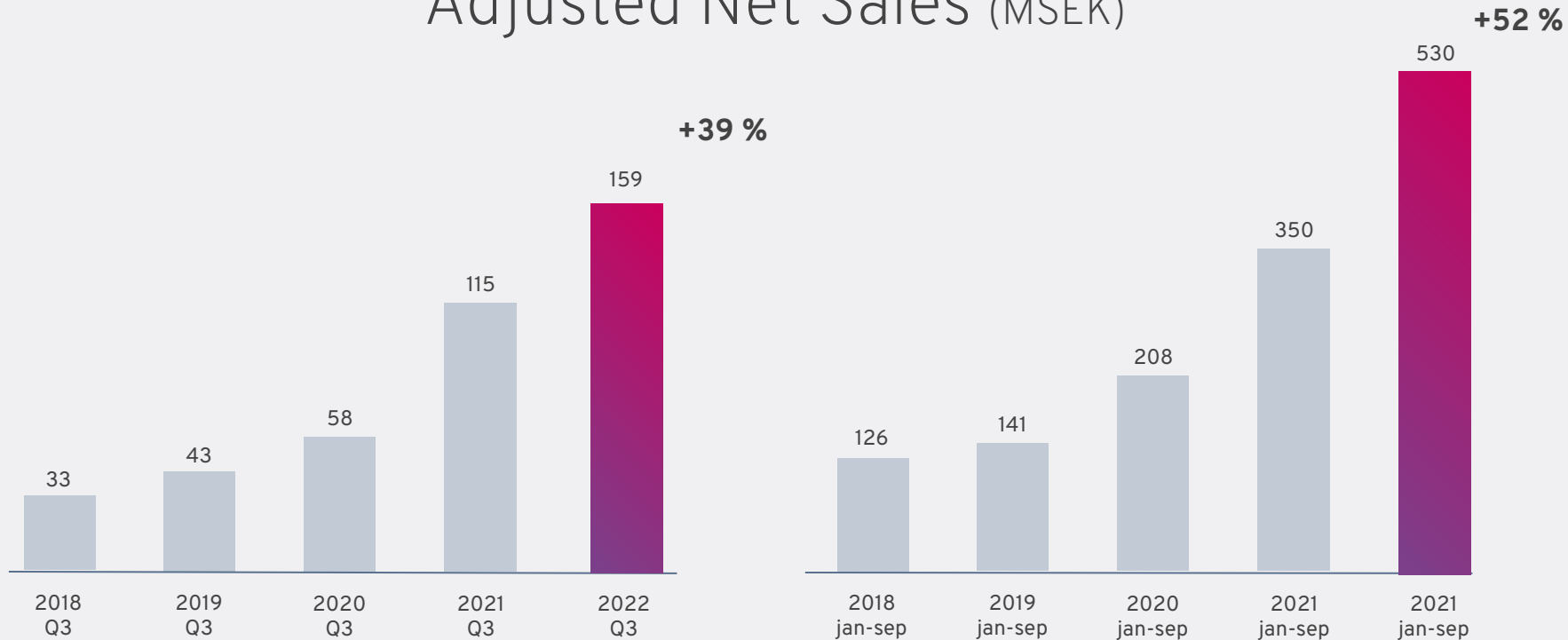
Divestment of POS-business in Denmark

21 MSEK positive EBITA-effect

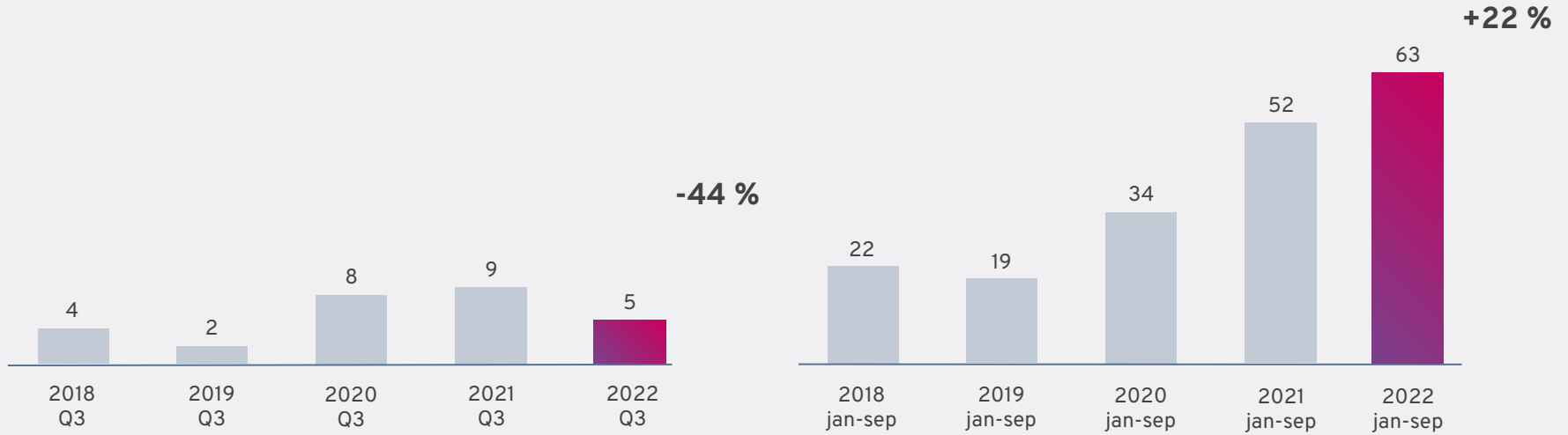
Finally Zero Covid (!?)

Back to office work, business travel, large kick-off - short term cost, long term culture builder

Adjusted Net Sales (MSEK)



Adjusted EBITA (MSEK)





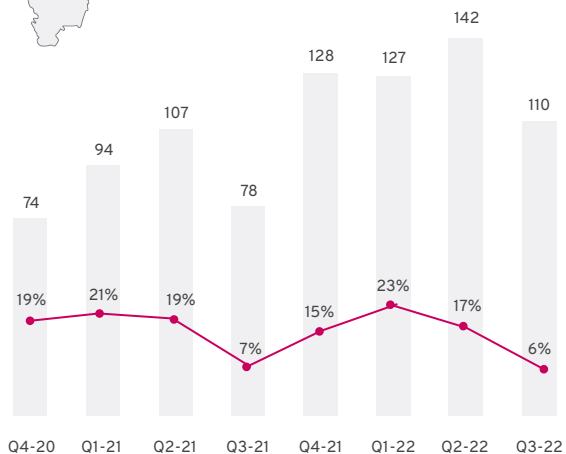
Sweden

Employees: 406

No. trainees: 67

Revenue LTM: 507 MSEK

EBITA LTM: 80 MSEK



Norway

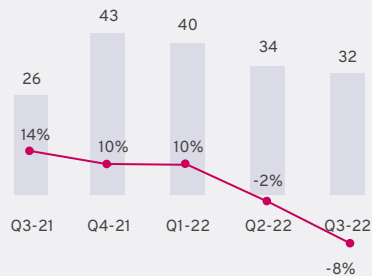
Acquired June 2021

Employees: 117

No. trainees: 14

Revenue LTM: 150 MSEK

EBITA LTM: 5 MSEK



Denmark

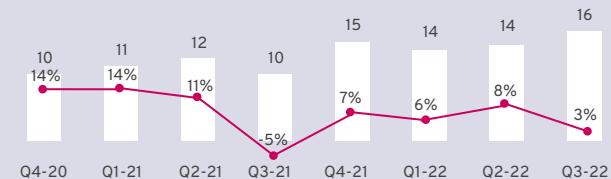
Acquired December 2018

Employees: 45

No. trainees: 4

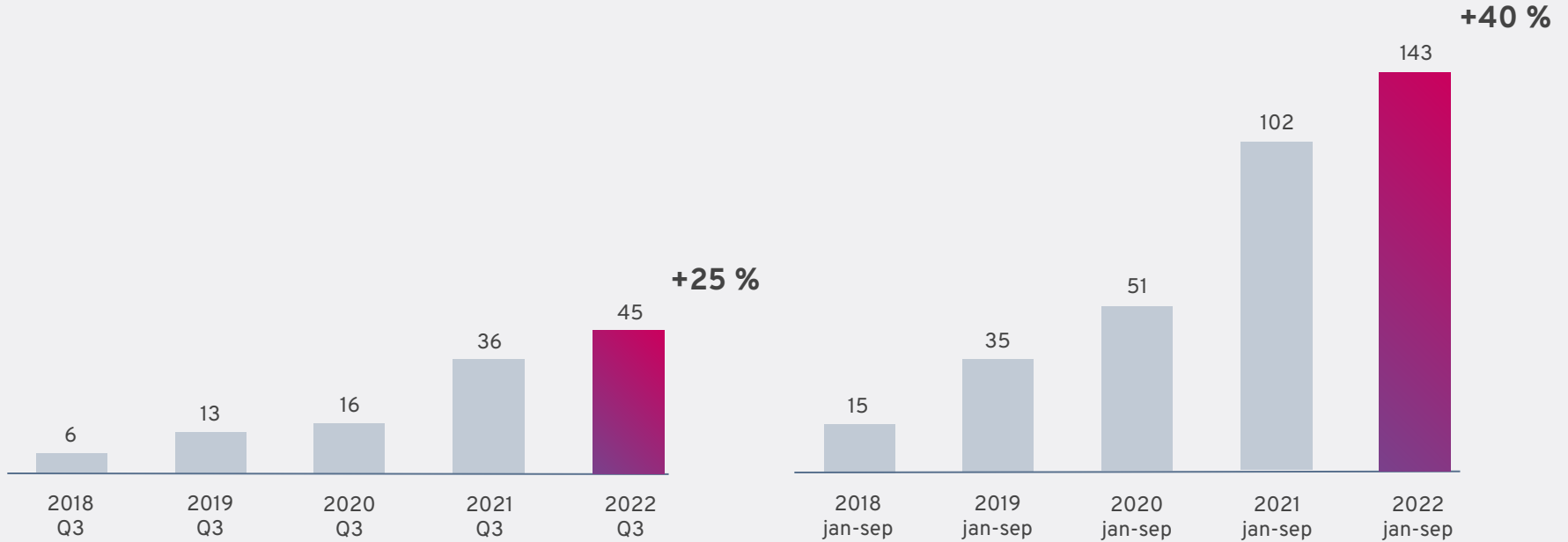
Revenue LTM: 59 MSEK

EBITA LTM: 4 MSEK



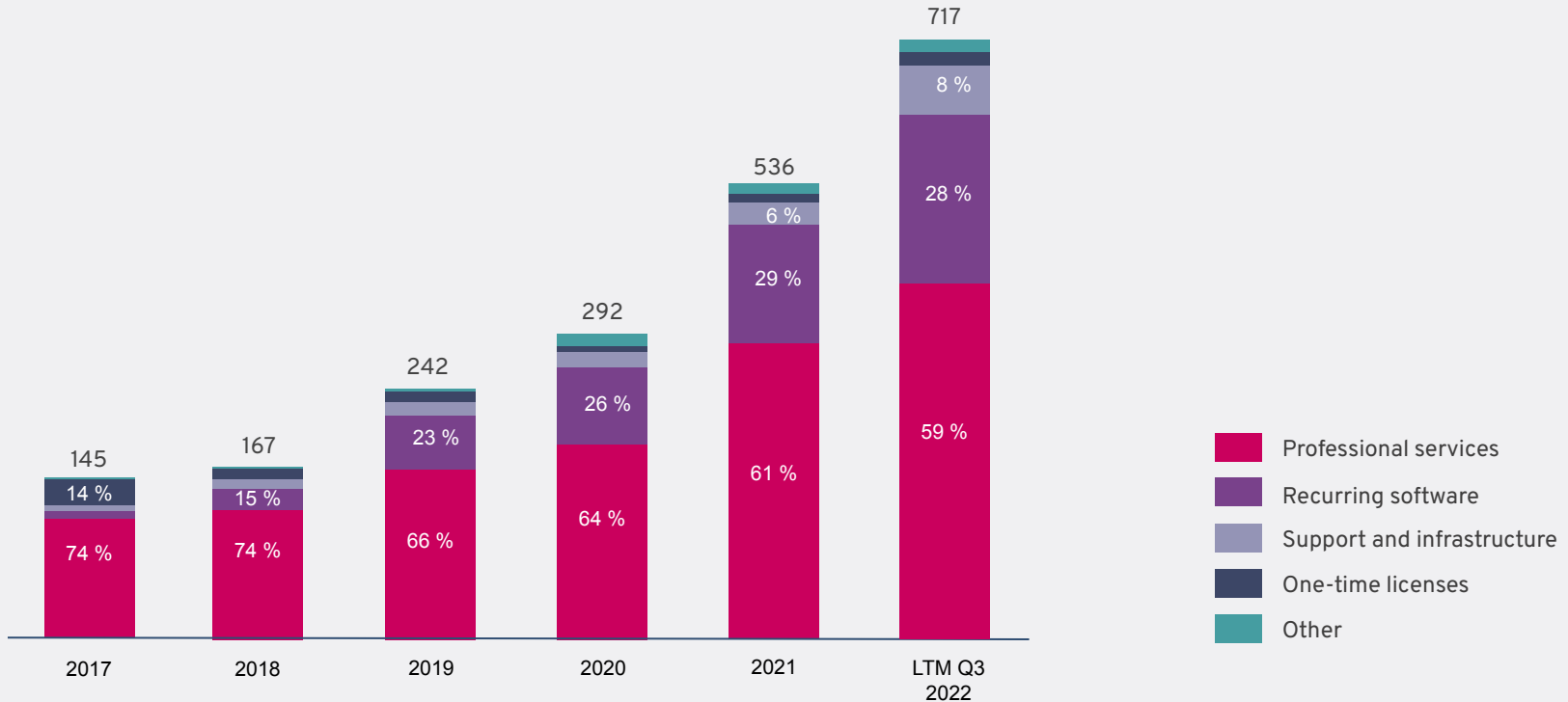
Recurring software revenue (MSEK)

Revenue from software is booked on invoicing when < 1 year





Revenue breakdown





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Business priorities

Business excellence

Improve margins and keep close eye on leads and sales

Increase number of offerings per customer

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

Keep on investment in talent development

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

Continue selective M&A

Strengthen market position and increase customer base



Financial goal

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

Tracking very well on top line growth. We will need to improve margins through business excellence while keeping doing what has taken us here - 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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