



2022-07-15

# Quarterly report – Q2

Exsitec Holding AB



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# Quarterly Report – Q2 2022



Our business

Financials Q2

Priorities

Questions?  
[ir@exsitec.se](mailto:ir@exsitec.se)

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

## Our approach

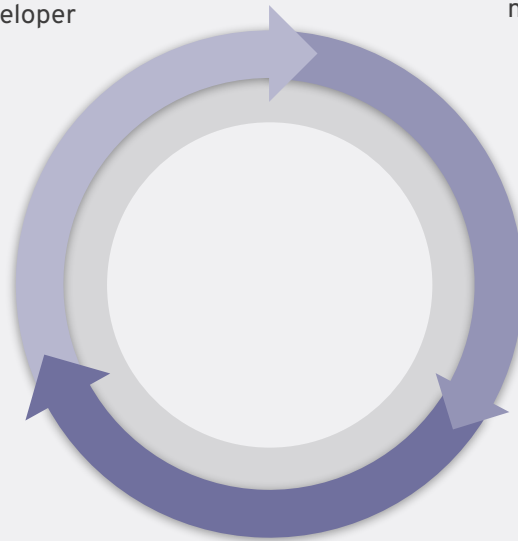
- Select the right software
- Make it work in the customer's business
- Take care of the customer over time
- Land and expand business model

### 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

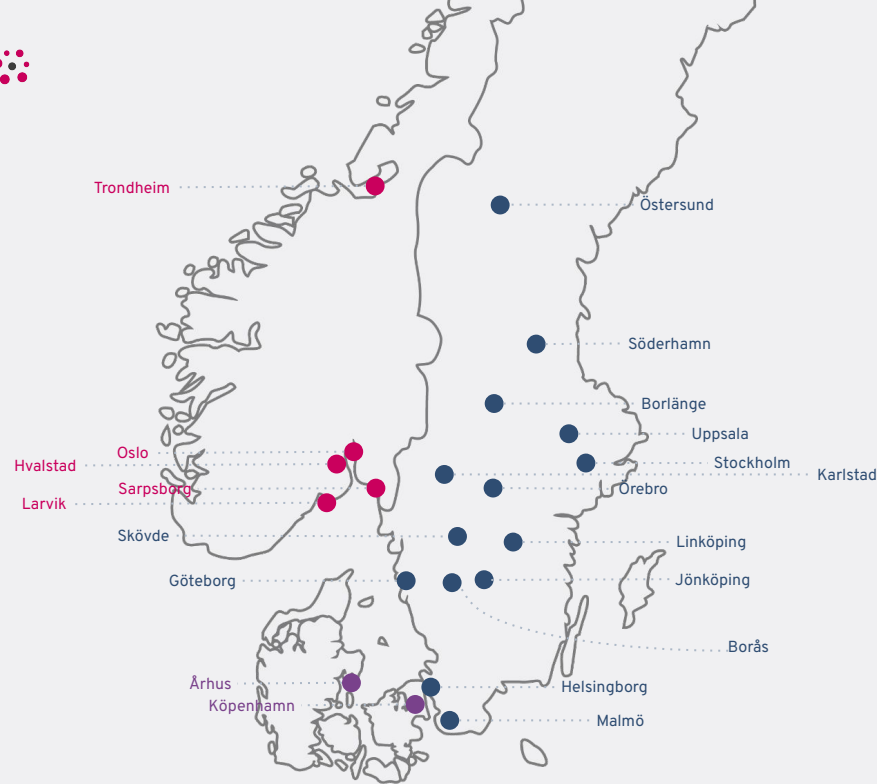


## FOOD



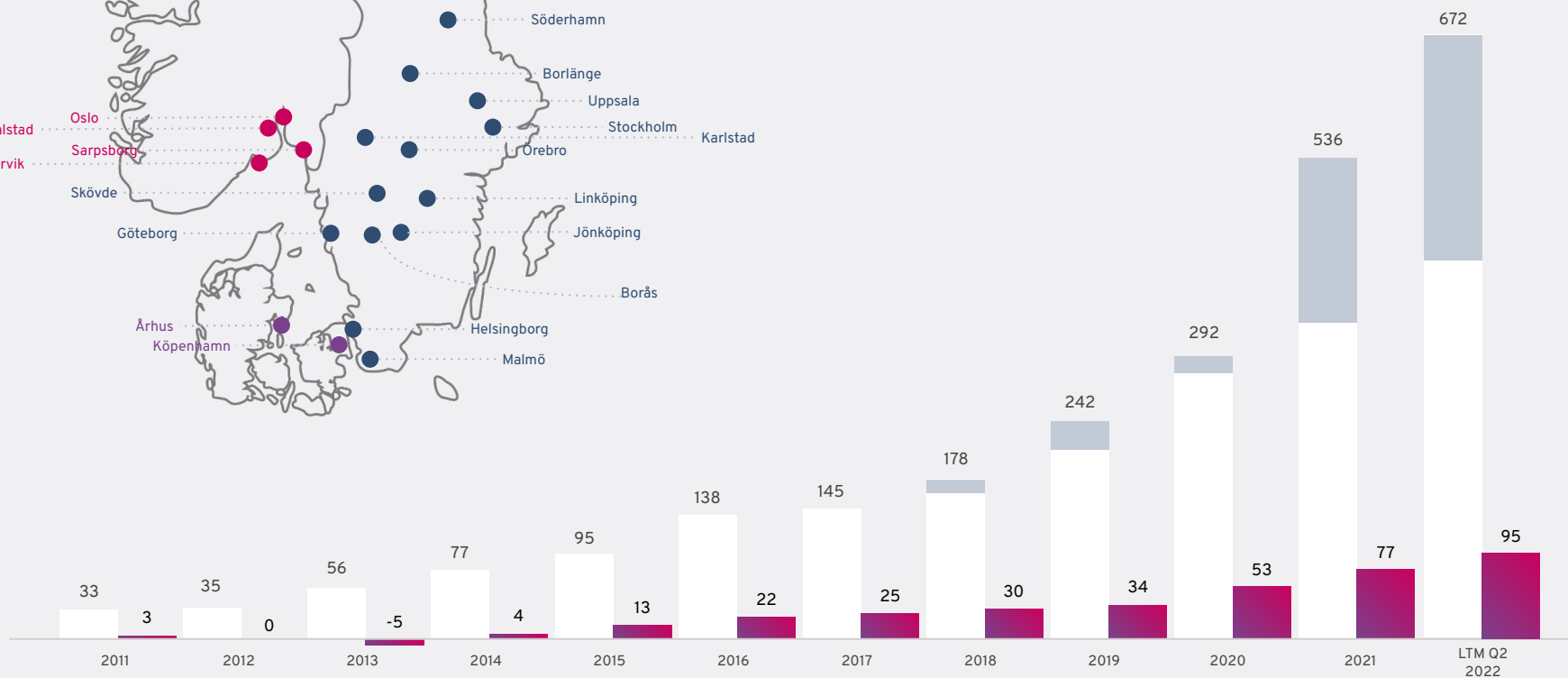
## OTHER





# 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

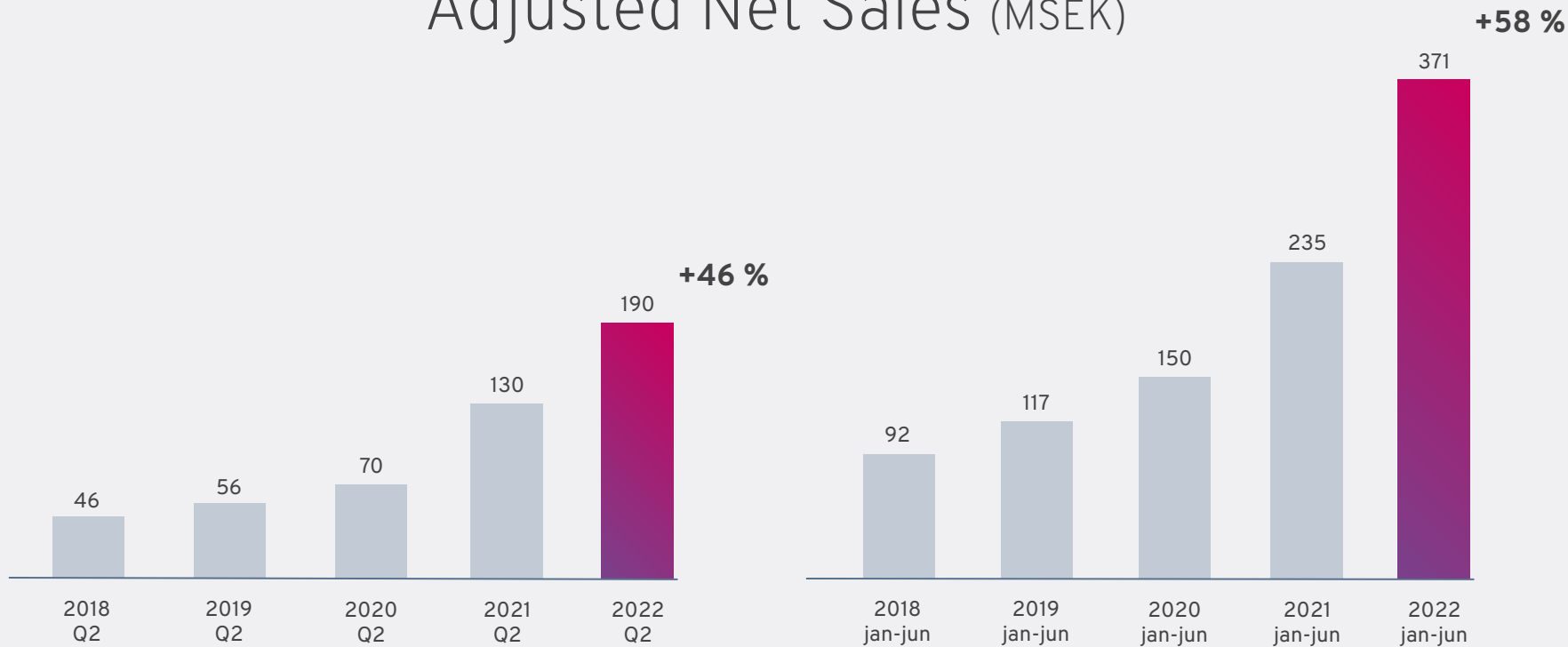
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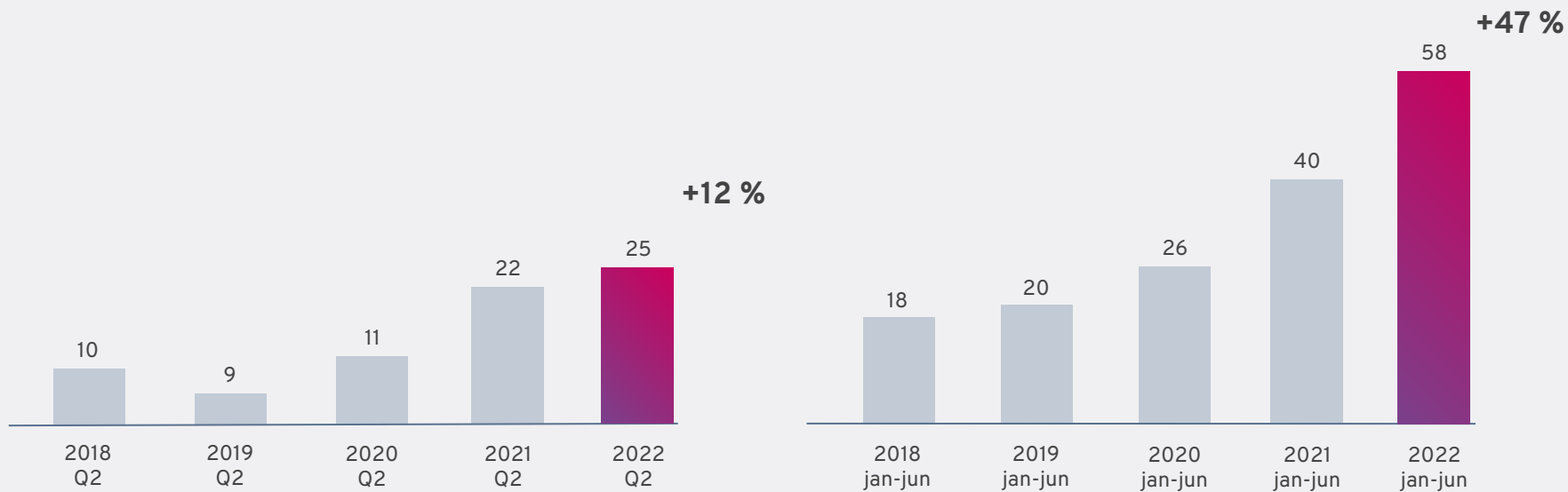


## Adjusted Net Sales (MSEK)





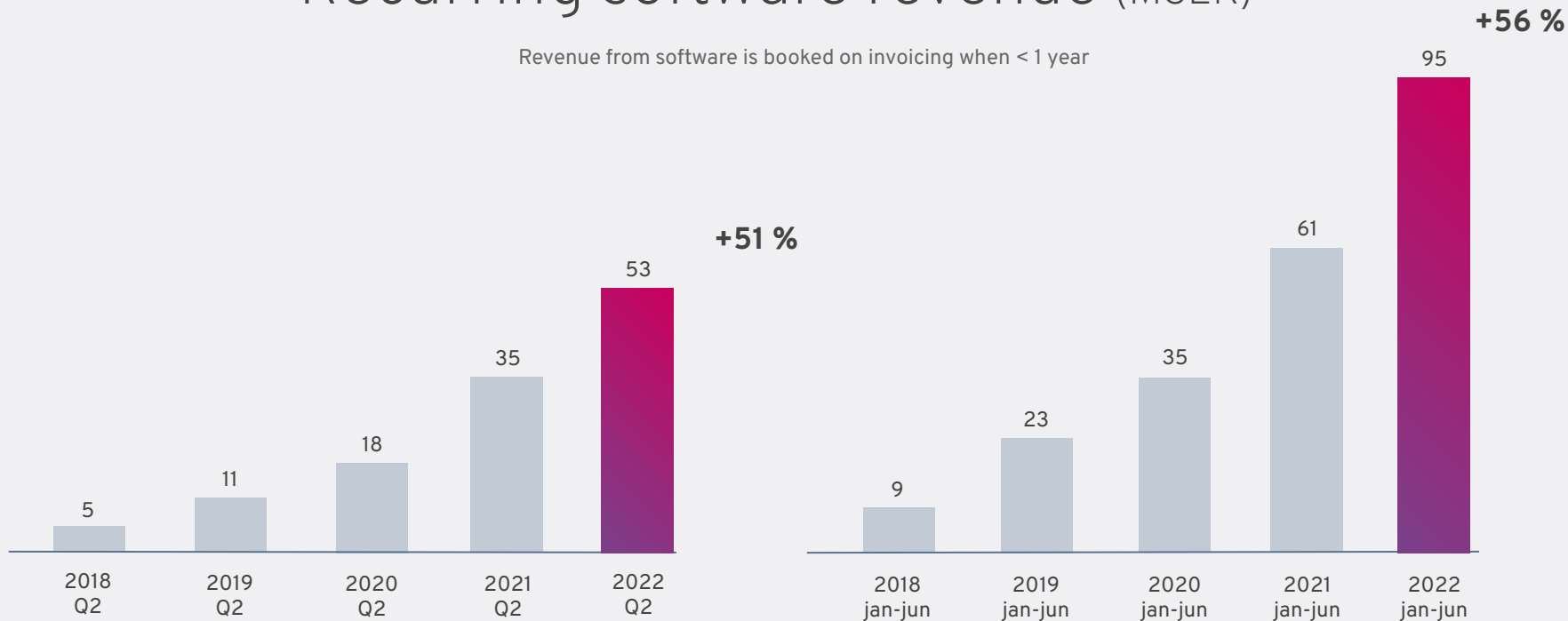
## Adjusted EBITA (MSEK)





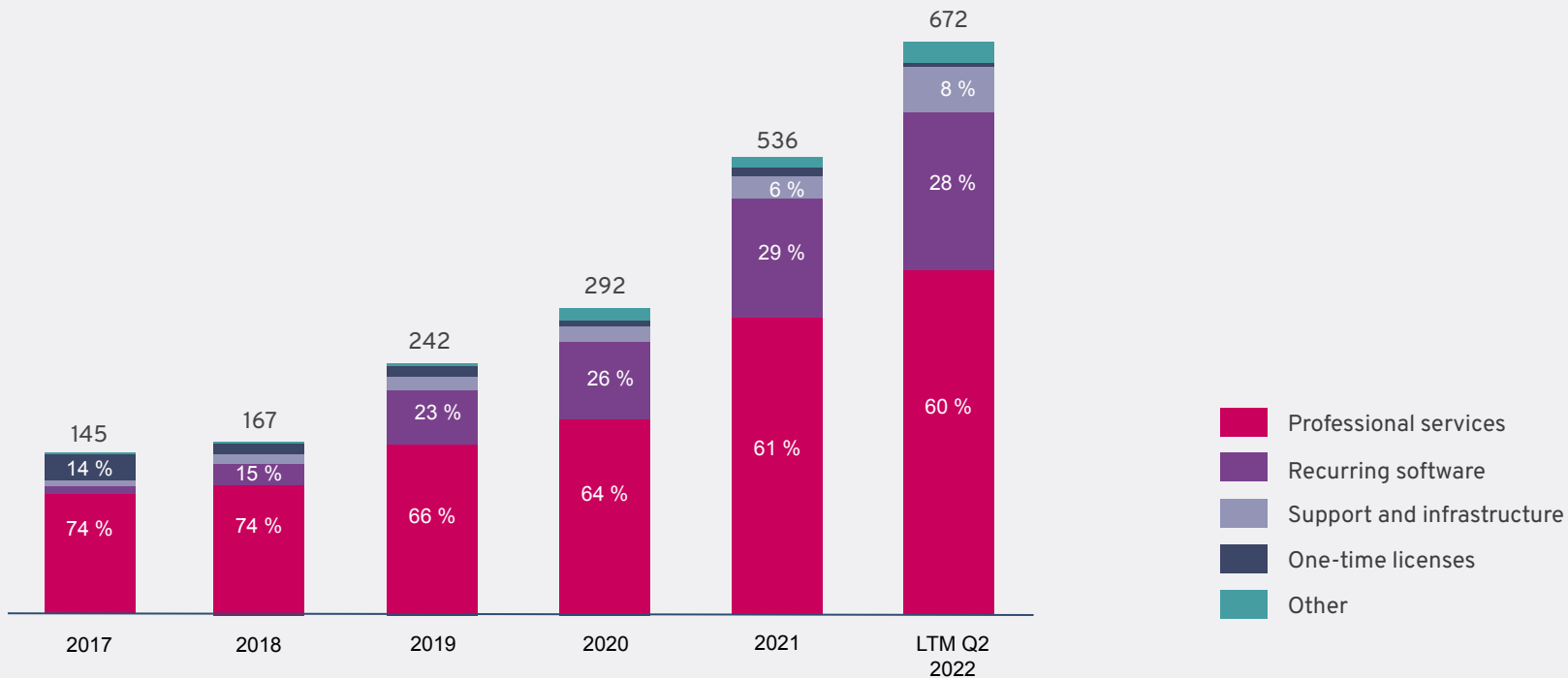
# Recurring software revenue (MSEK)

Revenue from software is booked on invoicing when < 1 year



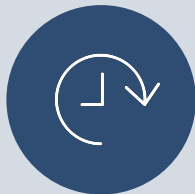


# Revenue breakdown





# 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



# Acquisitions

M&A objective is to in a financially viable manor adding a repeat customer base with the potential to benefit from our larger offering, or adding competence that can benefit our customers.

April

atopto



May

SPOT ON

Strategibyrå NOGA

 info solution

July

QIS  
Qlik Information Solutions



## 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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