



# Q1 – 2021 Presentation

May 20, 2021

# Disclaimer

This Presentation and the information contained herein is not directed to, or intended for distribution to or use by, any person or entity that is a citizen or resident or located in any locality, state, country or other jurisdiction where such distribution, publication, availability or use would be contrary to law or regulation or which would require any registration or licensing within such jurisdiction.

Information provided on the market environment, market developments, growth rates, market trends and on the competitive situation in the markets and regions in which the Company operates is based on data, statistical information and reports by third parties and/or prepared by the Company based on its own information and information derived from such third-party sources. Third party industry publications, studies and surveys generally state that the data contained therein have been obtained from sources believed to be reliable, but that there is no guarantee of the accuracy or completeness of such data. While the Company believes that each of these publications, studies and surveys has been prepared by a reputable source, the Company has not independently verified the data contained therein.

**FORWARD LOOKING STATEMENTS.** Matters discussed in this document may constitute forward-looking statements. Forward-looking statements are statements that are not historical facts and may be identified by words such as "believe," "expect," "anticipate," "intends," "estimate," "will," "may," "continue," "should" and similar expressions. Forward-looking statements include statements regarding: objectives, goals, strategies, outlook and growth prospects; future plans, events or performance and potential for future growth; liquidity, capital resources and capital expenditures; economic outlook and industry trends; and developments in the Company's markets. The forward-looking statements in this presentation are based upon various assumptions, many of which are based, in turn, upon further assumptions, including without limitation, management's examination of historical operating trends, data contained in the Company's records and other data available from third parties. Although the Company and the Manager believe that these assumptions were reasonable when made, these assumptions are inherently subject to significant known and unknown risks, uncertainties, contingencies and other important factors which are difficult or impossible to predict and are beyond its control. Such risks, uncertainties, contingencies and other important factors could cause the actual results of the Company or the industry to differ materially from those results expressed or implied in this document by such forward-looking statements. No representation is made that any of these forward-looking statements or forecasts will come to pass or that any forecast result will be achieved and you are cautioned not to place any undue influence on any forward-looking statement.

**THE INFORMATION WITH RESPECT TO ANY PROJECTIONS PRESENTED HEREIN IS BASED ON A NUMBER OF ASSUMPTIONS ABOUT FUTURE EVENTS AND IS SUBJECT TO SIGNIFICANT ECONOMIC AND COMPETITIVE UNCERTAINTY AND OTHER CONTINGENCIES, NONE OF WHICH CAN BE PREDICTED WITH ANY CERTAINTY AND SOME OF WHICH ARE BEYOND THE CONTROL OF THE COMPANY. THERE CAN BE NO ASSURANCES THAT THE PROJECTIONS WILL BE REALISED, AND ACTUAL RESULTS MAY BE HIGHER OR LOWER THAN THOSE INDICATED.**

**NO UPDATES.** Nothing contained in the Information is or should be relied upon as a promise or representation as to the future. Except where otherwise expressly indicated, the Information speaks as of the date hereof. Neither the delivery of this presentation nor any purchase of any of the securities, assets, businesses or undertakings of the Company shall, under any circumstances, be construed to indicate or imply that there has been no change in the affairs of the Company since the date hereof. In addition, no responsibility or liability or duty of care is or will be accepted by the Company or the Manager for updating the Information (or any additional information), correcting any inaccuracies in it which may become apparent or providing any additional information. The Information is necessarily based on economic, market and other conditions as in effect on, and the information made available to the Manager as of, the date hereof or as stated herein. It should be understood that subsequent developments may affect such information and that the Company and the Manager have no expectation or obligation to update or revise such information.

This Presentation is subject to Norwegian law, and any dispute arising in respect of this Presentation is subject to the exclusive jurisdiction of Norwegian courts with Oslo District Court as legal venue.

# Presenting

**Nicolay Moulin**  
CEO



- CEO of Sikri from 2020
- Mr. Moulin led the team carving out the Sikri Organization from EVRY as well as part of the team negotiating with the Norwegian Competition Authority
- Mr. Moulin held various roles in EVRY Norway from 2013-2020, including Vice President and Business Unit Manager with responsibility for government clients
- Prior to EVRY Norge, Mr. Moulin has held position as CEO of Lenco Systems, in addition to Director in Crayon Group, among others

**Camilla Aardal**  
CFO



- CFO of Sikri from 2020
- Ms. Aardal's most recent role was as SVP Service & Aftermarket in Optimar AS
- Ms. Aardal held the role of CFO in EVRY Norway from 2014-2018
- Prior to EVRY, Ms. Aardal has a consulting background from PwC as well as previous role as CFO for Capgemini Norway, where she also held various finance roles from 2001-2010



Questions? [ir@sikri.no](mailto:ir@sikri.no)



Business update

# Sikri – a leading provider IT solutions to the public sector

- Sikri was established as a carve-out from EVRY and has now 125 employees in Norway and 32 FTEs in Ukraine, India and Sri Lanka
- Sikri is a key player in the market for managing and archiving documents providing:
  - The software platforms Elements, eByggesak, PixEdit Augment AI solutions, and risk management solutions
  - Consulting services
  - Other related software solutions
- The company is specialized towards the public sector and has +500 customers using the case and archiving software, risk management, in addition to +1,300 customers using the PixEdit software
- Sikri has a clear ambition to deliver above market growth, both organically and through M&A
- Majority owners have extensive buy-and-build M&A experience and seeks to leverage that to build Sikri as the #1 Nordic public sector software company

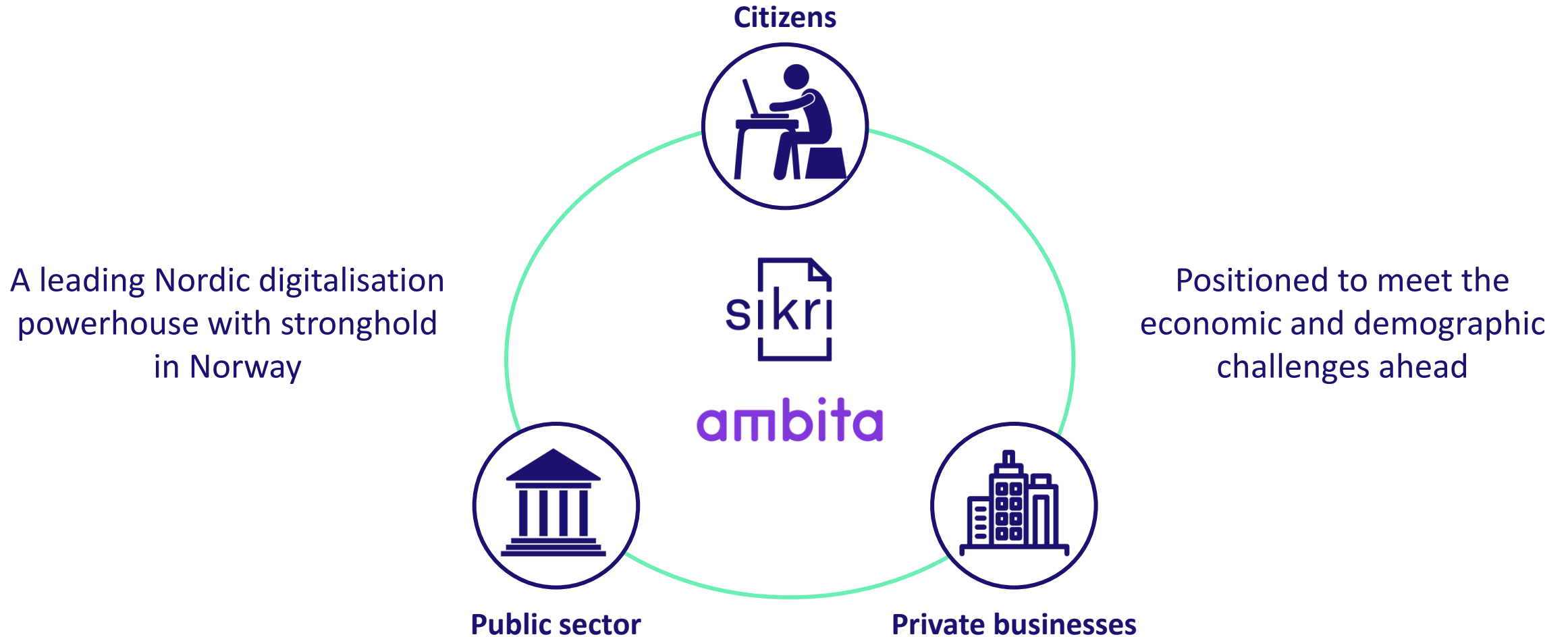




# Q1 2021 Highlights and subsequent events

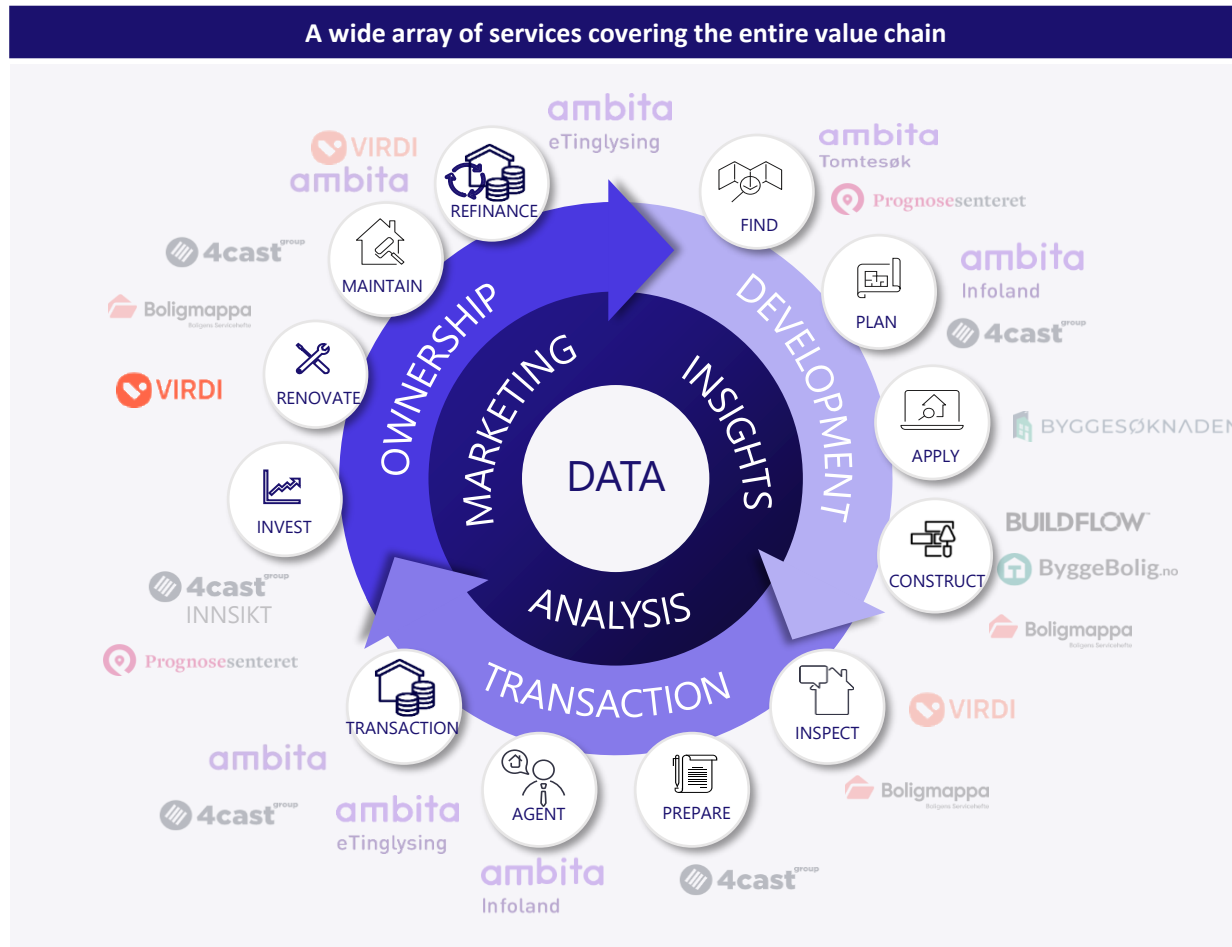
- 1 Operational organic growth of 14.4%
- 2 Win rate of 66% and high level of activity in implementation projects
- 3 Signed significant number of new contracts under the Election Frame Agreement
- 4 Increased pull towards Cloud solutions from our clients
- 5 Post-Q1 acquisition of Ambita AS – important step towards Nordic software powerhouse



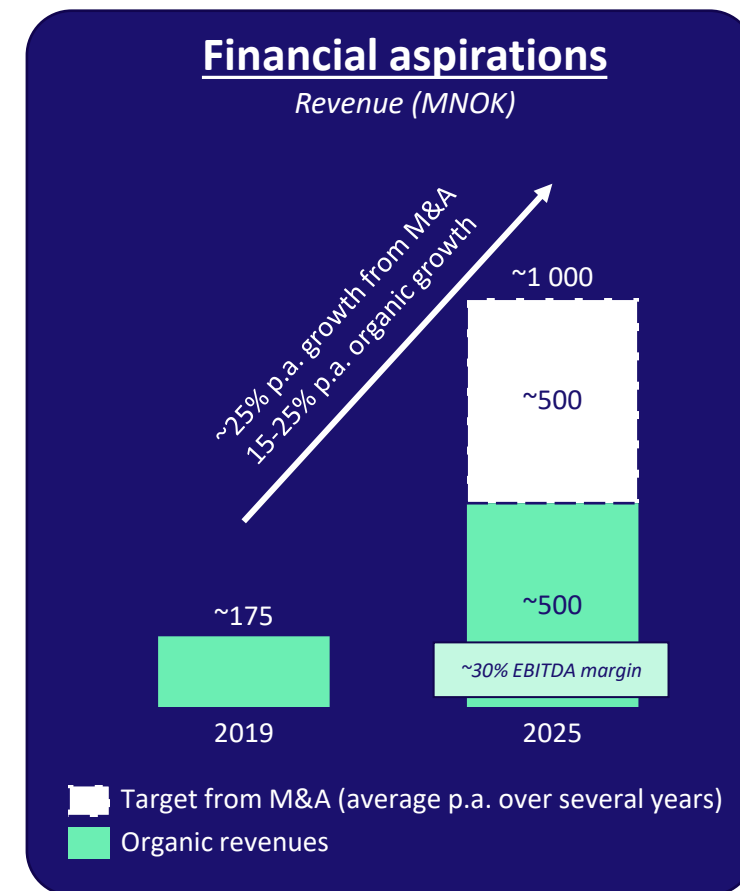


Offer citizens, public sector, and private businesses a better digital ecosystem and innovative services for public administration, proptech, data and analytics

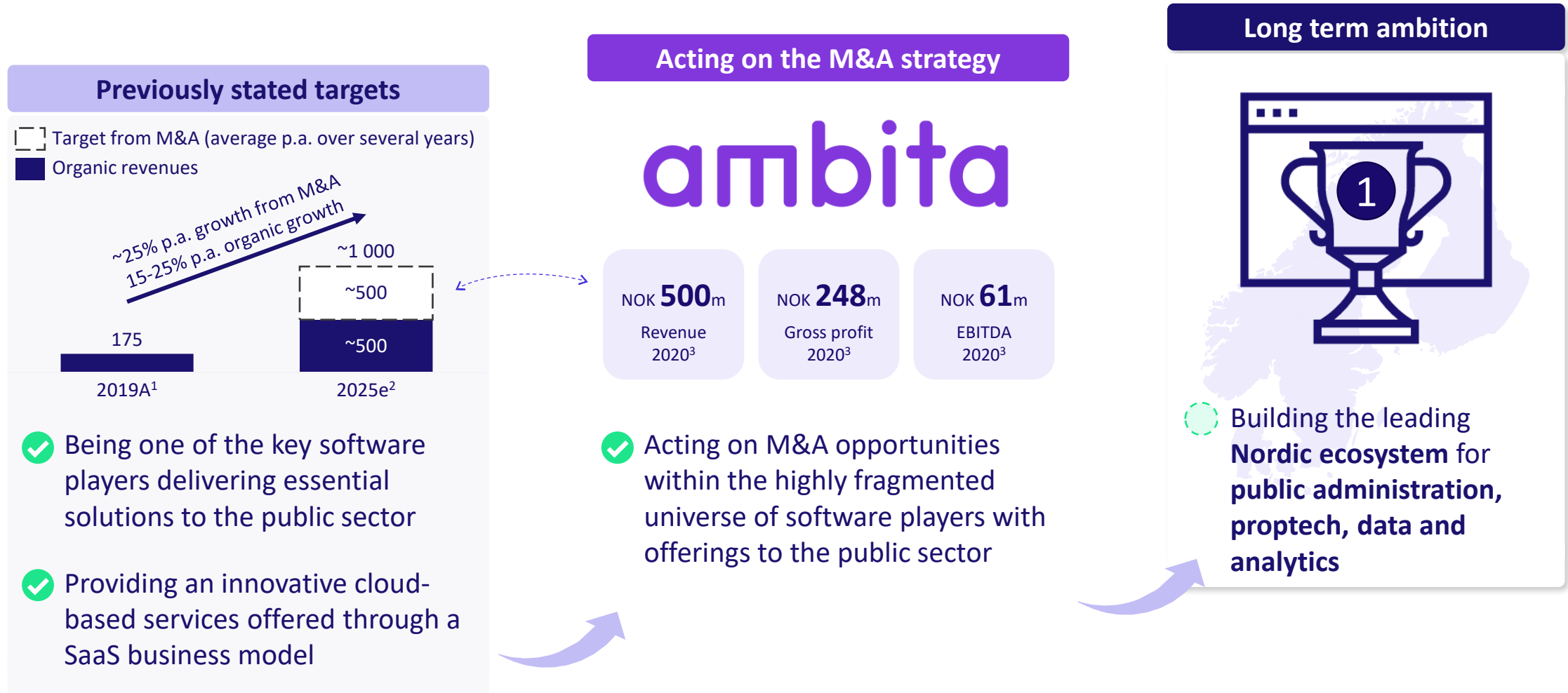
# Ambita provides services across the entire real estate and construction value chain



# Sikri – Ambitions and financial aspirations



# The Ambita acquisition is a key step in building the leading Nordic ecosystem for public administration, proptech, data and analytics









<sup>1</sup> Illustrative combined financials based on management accounts (unaudited)

<sup>2</sup> Expected revenue development based on previous management forecasts

<sup>3</sup> Financial figures for Ambita Group AS

# The combined company will have significant size, a wide-reaching customer base and sound profitability

NOKm			+		=	Combination
	Revenue 2020A	212 <sup>1</sup>		500		712
	Share recurring revenue 2020A	64% <sup>1</sup>		~70% <sup>2</sup>		~68%
	EBITDA 2020A	64 <sup>1</sup>		61		125
	No. of customers	1,800		6,000		7,800

1 Pro forma, including full year effect of companies acquired in 2020 (i.e. excluding Ambita)

2 Recurring or "recurring like"

# Sales



## Increased win-rate

- Fewer public bids in the market in Q1
- 2021 Q1 win-rate at 66%
- Election Frame Agreement – for the first election Sikri has a win rate of 70% (110) of all potential cases

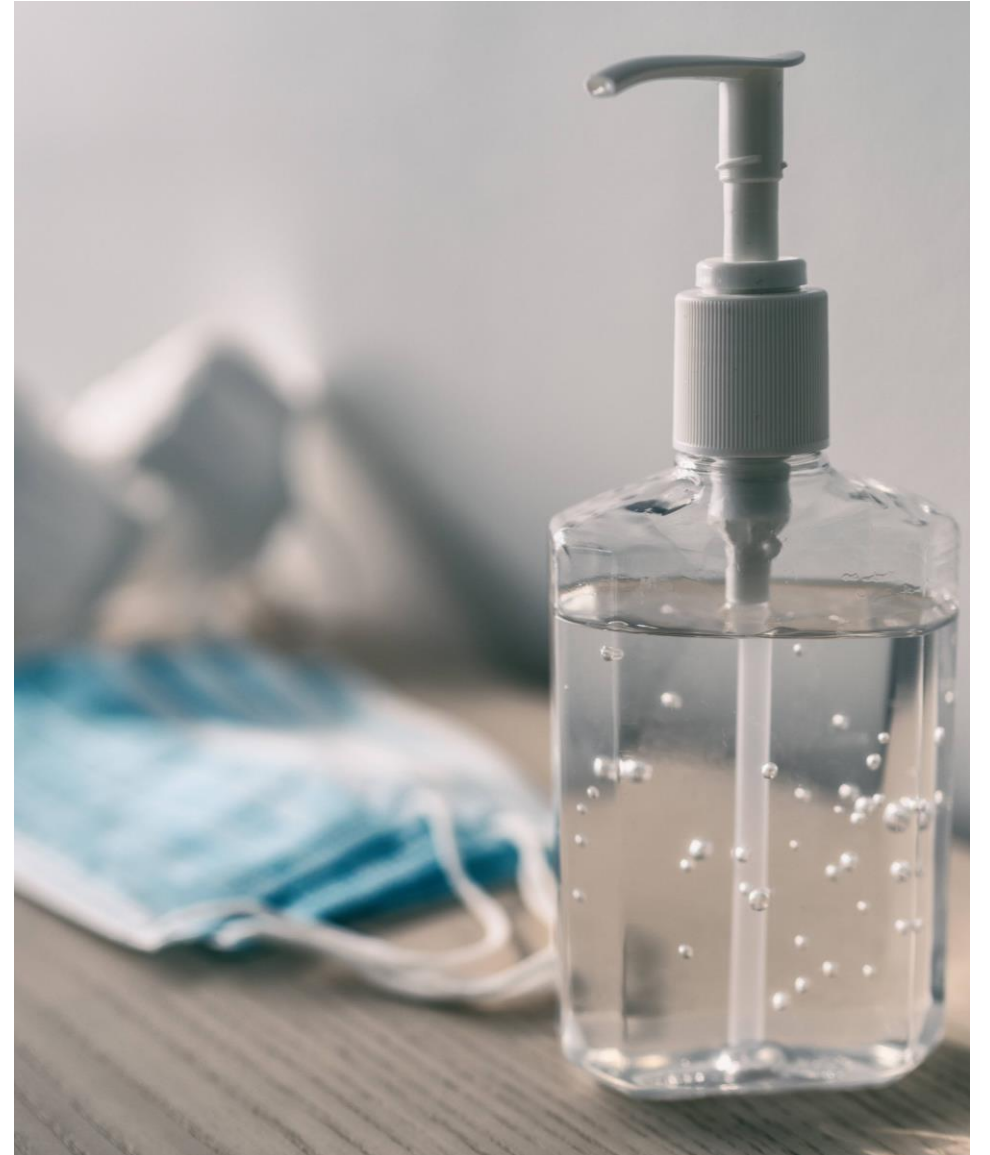


# Covid



## Post Covid strategy

- Collect feedback in Questback survey
- Evaluation and planning ahead
- New policy for remote work and Hybrid Office solutions
- Competitive advantage

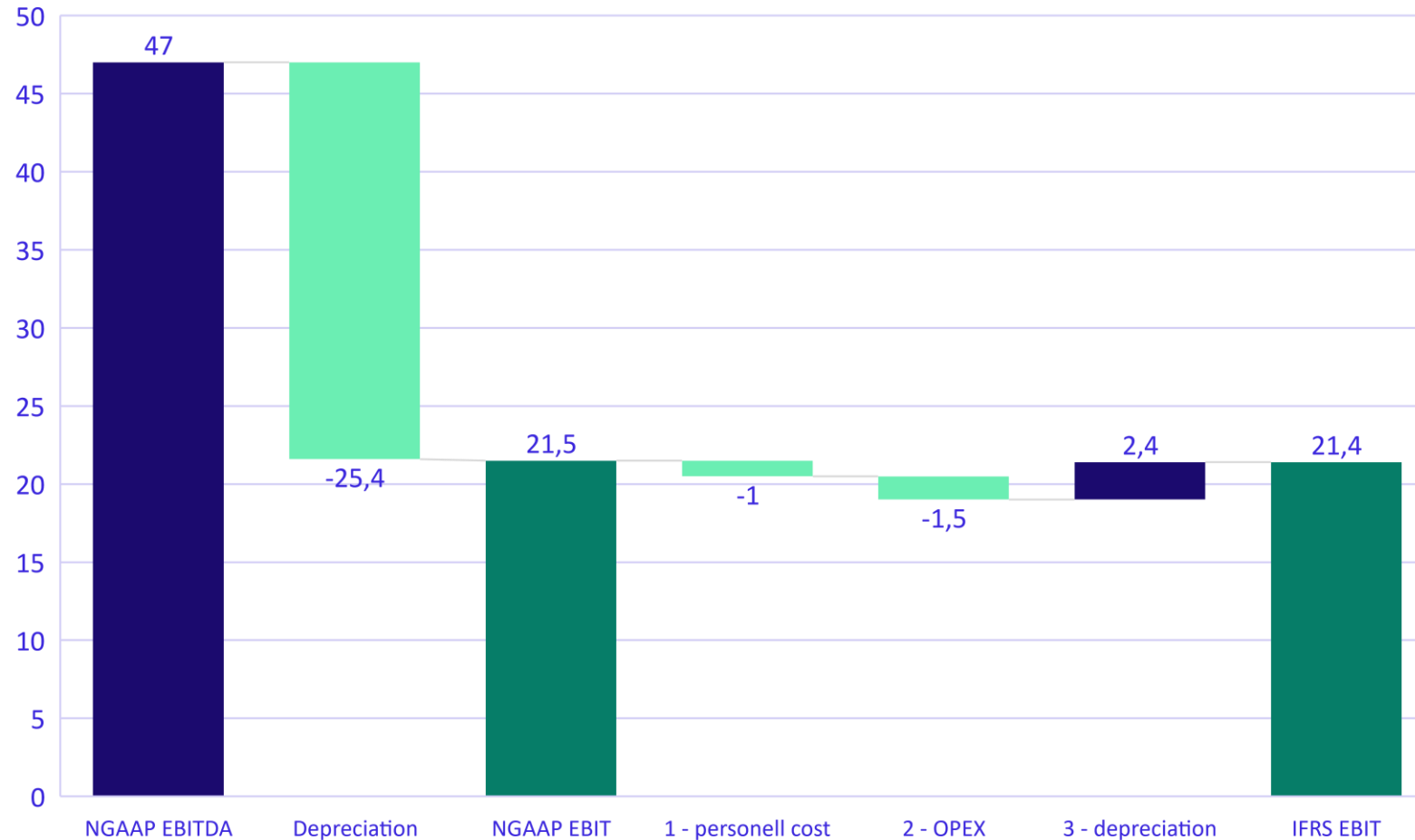






# Financial update

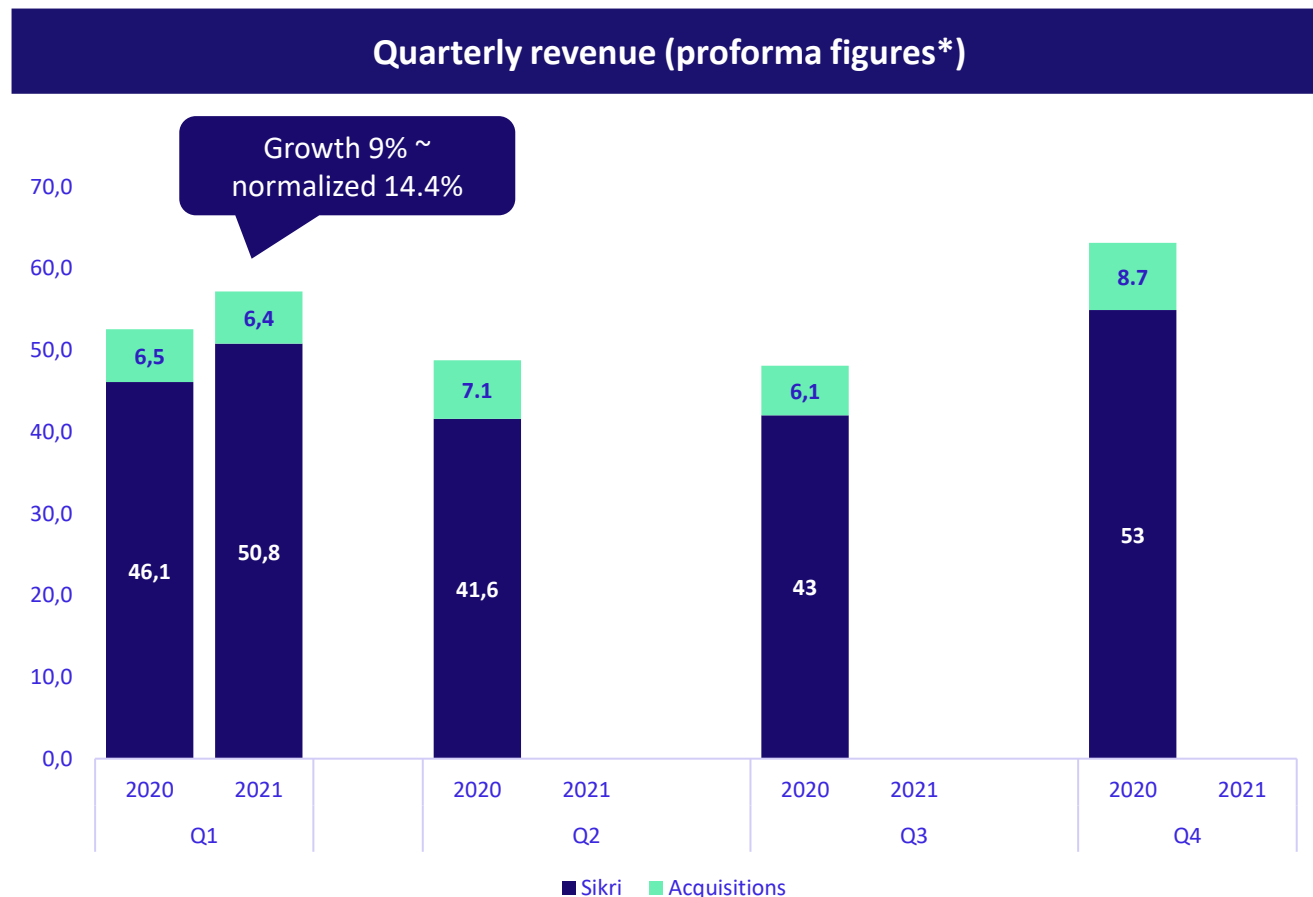
# 2020 transition to IFRS – only a small change in reported EBIT



## Differences between IFRS and NGAAP

- 1 – personell cost 1 mNOK higher due to calculation of value of bonus shares in ESPP
- 2 – OPEX – acquisition costs increase OPEX by 3.5 mNOK, leasing reduces costs by 2 mNOK
- 3 – depreciation – reduced by amortization of goodwill (5.8 mNOK), increased by PPA reallocation (1.6 mNOK) and increased by leasing (1.75 mNOK)
- Also – slightly higher financial costs due to leasing interest, reduces tax

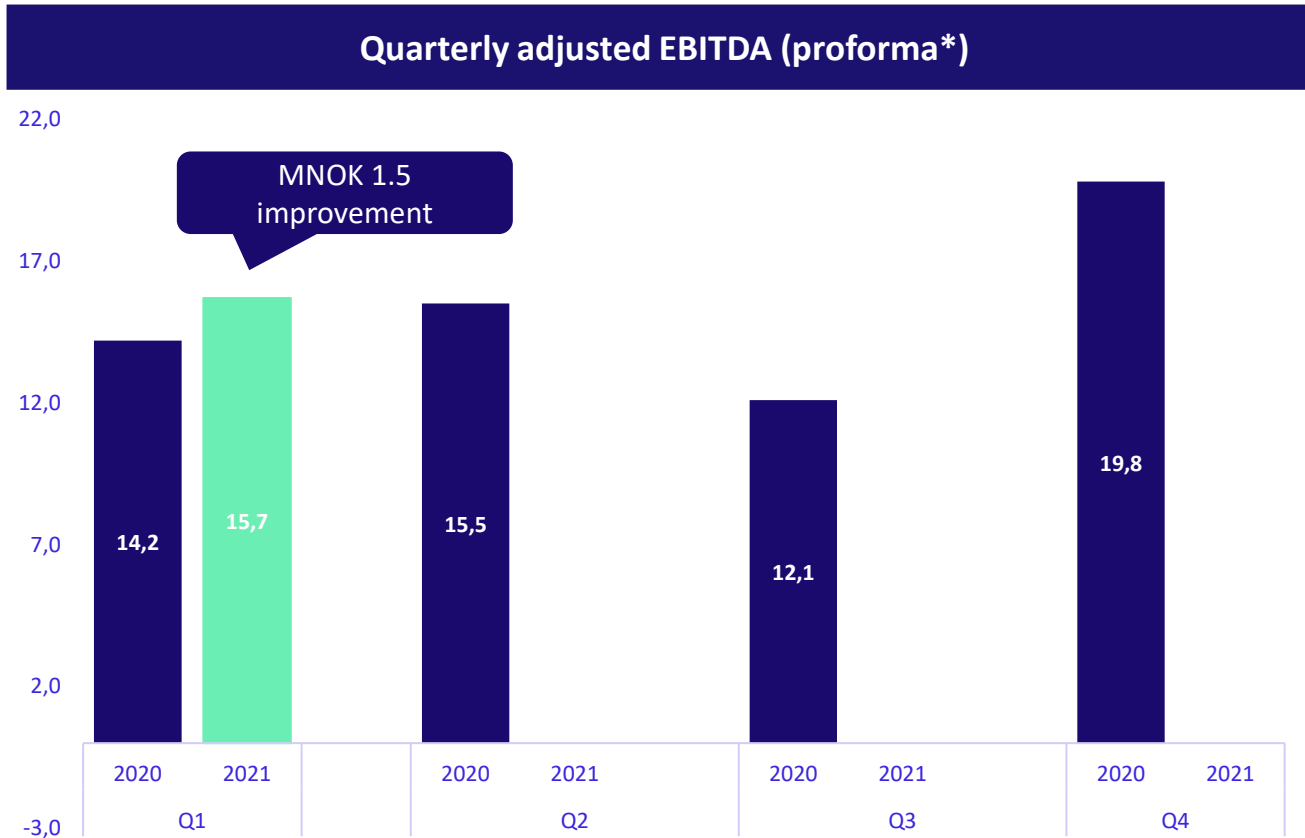
# Comparable revenue growth of 14.4% in Q1



- Continued growth in Q1 – 9.9% organic growth
- Normalized growth is **14.4%**
- Strong win-rate of 66%
- Consulting delivering a strong quarter due to implementation projects – will lead to future ARR
- License sales declined due to pull to Cloud and long-term ARR

\*Proforma figures include all companies as if they were part of Sikri Group FY 2020

# Adjusted EBITDA improved from Q1 2020

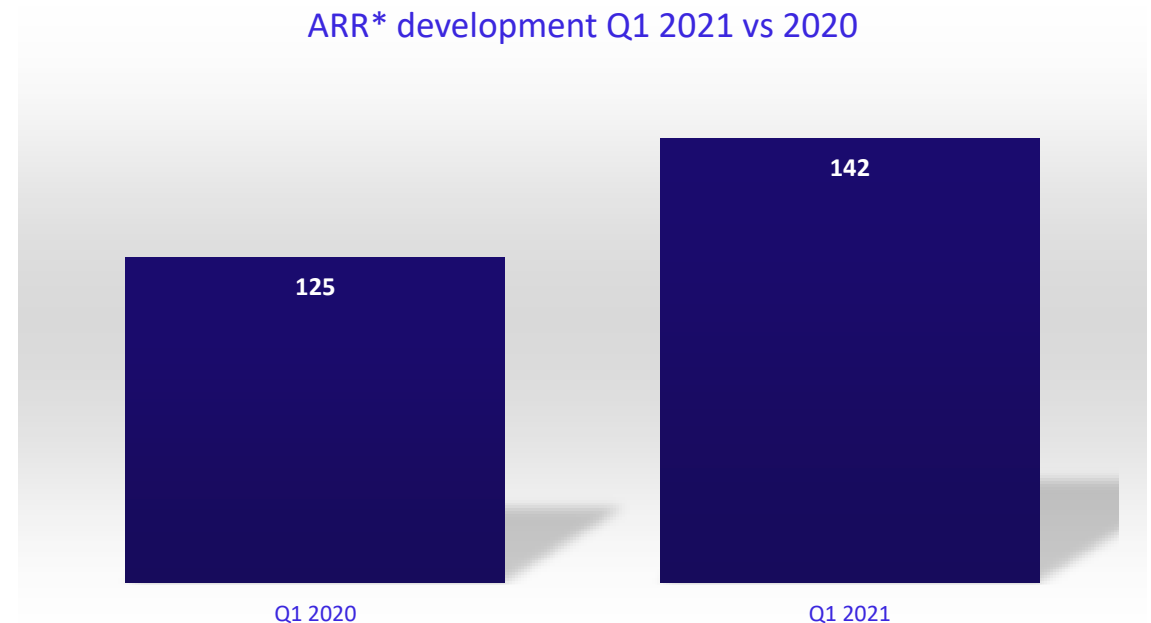


- Adjusted EBITDA is MNOK 1.5 improved from 2020
- EBITDA margin stable year over year
- Improvement driven mostly by recent wins, resulting in increased revenue

\*Proforma figures include all companies as if they were part of Sikri Group FY 2020

# Sustaining ARR growth achieved in 2020

- ARR improved quarterly during 2020
- Q1 2021 impacted by municipality restructuring, churn < 1%, and some overlap in old to new contracts (Cloud)
- Expect further improvement from contracts under implementation – main impact from recent wins will be visible in H2 2021 and onwards



\*ARR defined as subscriptions current run rate annualized

# Q1-21 and Q1-20 (proforma) PnL

(NOK 1.000)	Q1-2021	Q1-2020*
Operating income	57,166	52,561
Cost of providing services	6,219	3,355
<b>Gross profit</b>	<b>50,947</b>	49,206
Gross profit (%)	<b>89%</b>	94%
Personnel expenses	28,944	26,480
Other operating expenses	7,651	6,932
<b>EBITDA</b>	<b>14,352</b>	15,794
EBITDA (%)	<b>25%</b>	30%
Other income and expenses	1,310	-1,575
<b>Adjusted EBITDA</b>	<b>15,662</b>	14,219
Adjusted EBITDA (%)	<b>27%</b>	27%

\*For illustrative purposes – as if all companies were fully owned for full year 2020

Comments
<ul style="list-style-type: none"> <li>Adjusted EBITDA margin Q1 2021 at same level as proforma margin Q1 2020 at 27%.</li> <li>Capitalization of development costs approx. 7% of revenue (10% FY 2020)</li> </ul>
Update on Ambita Q1 performance (NGAAP)
<ul style="list-style-type: none"> <li>Revenue Q1 MNOK 142 &amp; growth of 12%</li> <li>Improvement of EBITDA, at MNOK 25 Q1, representing 17.6% margin</li> </ul>

# Balance sheet as of Q1 2021

(NOK 1.000)	31/03/21	31/12/20
<b>ASSETS</b>		
Total non-current assets	287,880	291,460
Total current assets	220,481	159,240
<b>TOTAL ASSETS</b>	<b>508,361</b>	<b>450,699</b>
<b>EQUITY AND LIABILITIES</b>		
Total equity	258,386	253,591
Total non-current liabilities	108,491	115,237
Total current liabilities	141,485	81,872
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>508,361</b>	<b>450,699</b>
Equity ratio	51%	56%

Comments
<ul style="list-style-type: none"> <li>The presented balance sheet for Sikri Holding AS is based on unaudited figures as of March 31<sup>st</sup>, 2021</li> <li>Non-current assets largely relate to licenses and patents allocated in connection with the carve out of Sikri, in addition to allocated Goodwill from acquisitions</li> <li>Strong cash position of 183 MNOK at end of Q1-2021, before acquisition of Ambita</li> <li>No net interest-bearing debt as of March 31<sup>st</sup>, 2021</li> </ul>





Questions?

ambita