



BUILDDATA

Interim Report Q2

1 October – 31 December 2021

SUMMARY HIGHLIGHTS

Financial Highlights

- Introducing three new KPIs; ARR, TCV and gross profit margin.
- ARR at the end of Q2 was SEK 72.1m, corresponding to a 248% increase compared with the same period in FY21 (SEK 20.7m).
- Total contract value at the end of Q2 of SEK 96.5m, corresponding to a 147% increase compared with the same period in FY21 (SEK 39.1m).
- Gross profit in Q2 was SEK 21.4m equating to a 96% gross profit margin.
- Net sales in Q2 were SEK 21.7m, corresponding to a 136% increase compared with the same period in FY21 (SEK 9.2m).
- Normalised EBITDA (EBITDA before non-recurring items and FX translation) was SEK -2.2m compared to the same period in FY21 (SEK 1.1m).
- EBITDA of SEK -4.2m compared to the same period in FY21 (SEK -1.7 m).
- Net loss was SEK -7.3m compared with the same period in FY21 (SEK -3.9m).
- Basic earnings per share (weighted) amounted to SEK -0.12 (SEK -0.09).
- Operating cashflow in Q2 was SEK -6.5m.

Operational Highlights

- 218 new agreements were signed by the group in FY2022 Q2 with a value of SEK 33.3m.
- New enterprise signed with Homeground (SEK 4.8m) and Quintain (SEK 3.2m).
- Acquisition of 80% of Bond Bryan Digital, a leading BIM provider.

Significant Events after the Period

- There have been no significant events after the end of the period.

Key Figures

SEK m	Q2		Year to date		Full year	Last 12 months
	Oct-Dec 21	Oct-Dec 20	Dec-21	Dec-20	Jul-Jun 21	Jan 21-Dec 21
Net sales	21.7	9.2	42.9	19.3	43.8	67.4
Gross profit	21.4	8.4	41.8	18.0	41.2	64.7
Normalized EBITDA	(2.2)	1.1	(1.4)	3.5	2.6	(2.0)
EBITDA	(4.2)	(1.7)	(4.2)	0.3	(3.8)	(8.4)
Operating profit/(loss)	(7.0)	(3.9)	(9.5)	(3.8)	(12.6)	(18.4)
Net profit/(loss)	(7.3)	(3.9)	(10.0)	(3.9)	(13.1)	(19.3)
Cash flow from operating activities	(6.5)	(2.6)	(14.8)	(10.1)	(7.5)	(12.3)
Cash	88.2	36.6	88.2	36.6	107.6	88.2
Net cash/(debt)	85.4	36.6	85.4	36.6	104.7	85.4
Earnings per share before dilution (weighted)	(0.12)	(0.09)	(0.16)	(0.09)	(0.29)	(0.34)

COMMENTS FROM OUR CEO

ARR Growth of +248% and Gross Profit Margin of 96%

Introducing SaaS KPIs

With the changes we have made over the past 18 months in our CRM system and financial tracking system, we are pleased to introduce new KPIs that we believe are good indicators for our underlying long-term performance; ARR (annual recurring revenue), TCV (total contract value) and gross profit margin.

- ARR grew by 248% to SEK 72.1m and our ARR accounts for 83% of revenues.
- TCV grew by 147% SEK 96.5m and now accounts for 111% of annualised Q2 sales.
- Our gross profit margin in the last quarter was 96%.

We are proud of these numbers which we believe are top-of-class SaaS KPIs. We realize that we are still not making industry leading EBITDA margin which is due to the stage of our development involving material investments in sales, marketing and product.

Best sales quarter on record; sales growing 136%

No matter how we present our sales progress in this quarter, I am pleased to say that it is by far the best one on record. We had record inflows of new deals with more than 200 deals signed and our TCV increased to SEK 96.5m. Overall sales growth increased by an impressive 136% compared to the same quarter last year which is an acceleration from last quarter in Q1 when we recorded an increase of 110%. We have now had accelerating sales growth for seven consecutive quarters which is an outstanding achievement. Our commercial team has done a fantastic job this quarter.

Earnings in line with our plan

Our gross profit, EBITDA and net earnings came in in line with our plans. We believe we will continue to have an industry leading gross profit margin although we are expecting this to go down slightly as a result of increased spend on IT infrastructure. Our investments in sales, marketing and product continues and we keep on adding talent in these investment areas. We continue scaling our sales teams in all of our core sales functions and geographies. I continue to be impressed by the quality of talent we are managing to get onboard but I am also duly aware that the market for top talent is fierce. We do however believe that BuildData is a great place to work and we are taking every step to make it even better.

Acquired Bond Bryan Digital and increasing focus on M&A

In between Christmas and New Year we announced the acquisition of Bond Bryan Digital. This deal had been in the works for quite some time and we are pleased to have completed it. As we are pushing ahead with our strategy of serving the entire project lifecycle, Bond Bryan Digital adds a very important component to this puzzle of being able to provide structured data to our clients. These kinds of structured data requirements will be increasingly important in the evolving regulatory environment around the Building Safety Bill in the U.K.

We are increasingly focused on building our M&A pipeline with great result. With this process taking longer than expected, we are adding more headcount to this effort, not only on deal origination and execution but also on post deal requirements.

Our strategy is working

I am confident that our strategy of focusing on white spots in our home markets in the U.K., Ireland and Australia is working. It is this strategy that is driving the strong organic growth we are seeing in our business. Our strategy remains unchanged and our approach is to do more of the same.

At BuildData we are very excited about what the future holds. I invite you to join our journey.

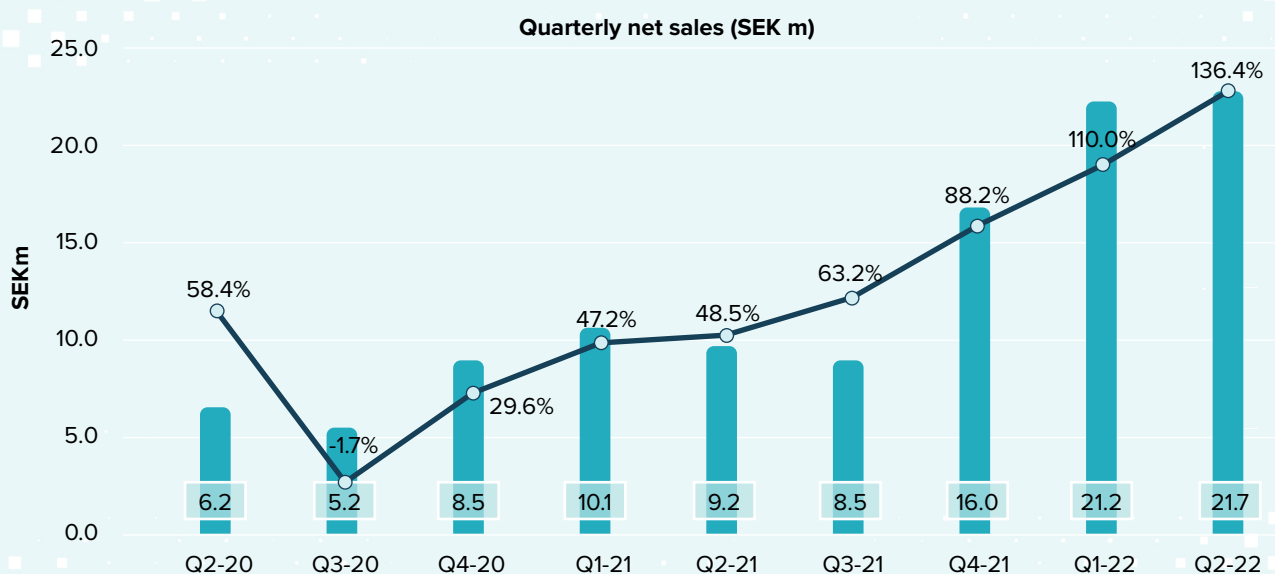
Yours faithfully,
Gustave Geisendorf

COMMENTARY ON FINANCIAL YEAR 2022 Q1

Net sales

Net sales in the quarter were SEK 21.7m (SEK 9.2m), up 136% on the corresponding period last year before the acquisition of Createmaster in April 2021. The growth is driven by the acquisition of Createmaster, strong new business inflow, insignificant churn and strong price development on renewals.

We continued to see strong performance in our Irish business. Our U.K. business is also performing according to plan. The Australian business is small but we have recently increased our sales presence to grow the revenues from this territory.

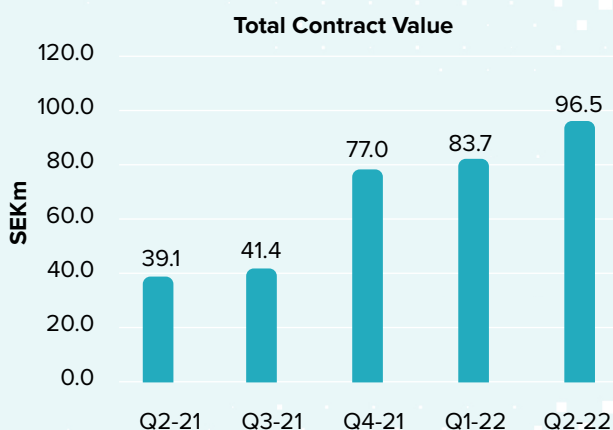
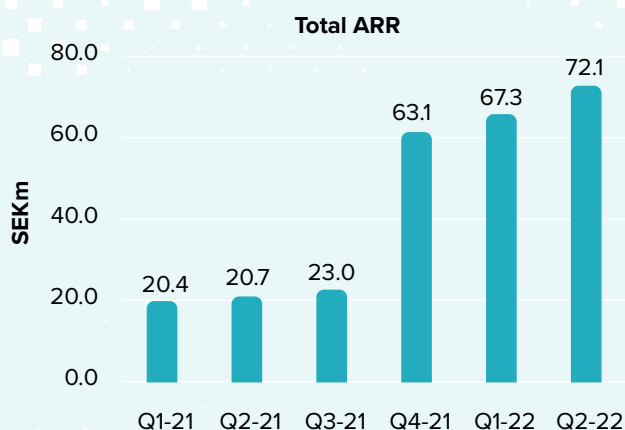


ARR

ARR at the end of Q2 was SEK 72.1m, corresponding to a 248% increase compared with the same period in FY21 (SEK 20.7m). ARR has increased by 7.1% in Q2 from the previous quarter in Q1.

TCV

At the end of Q2, Total contract value of SEK 96.5m, corresponding to a 147% increase compared with the same period in FY21 (SEK 39.1m). TCV has increased by 15.3% in Q2 to SEK 96.5m.



Cost of sales and Gross profit

Cost of sales, comprising hosting expenses and product related purchases amounted to SEK 0.9m (SEK 1.1m) in Q2 FY22 and SEK 2.4m (SEK 1.8m) in FY22 YTD.

Gross profit amounted to SEK 21.4m (SEK 8.4m) and SEK 41.8m (SEK 18.0m) in FY22 YTD.

Earnings

Payroll costs amounted to SEK 19.8m (SEK 5.6m) in Q2 FY22 and SEK 35.0m (SEK 11.4m) in FY22 YTD. Our headcount went up from 26 in the same period last year to 101 through the acquisition of Createmaster and the investment we have made in hiring key roles. We are growing our teams in sales, marketing and also product development in line with our growth plan and strategy of product excellence.

Capitalisation of payroll amounted to SEK 1.1m (SEK 0.9m) in Q2 FY22 and SEK 2.5m (SEK 2.0m) in FY22 YTD and related to R&D development of the Group's software products.

Other external costs amounted to SEK 6.1m (SEK 1.7m) in Q2 FY22 and SEK 10.7m (SEK 3.8m) in FY22 YTD and are higher than FY21 due to the inclusion of costs from Createmaster.

Other external costs are in line with our budget and include higher spend due to ongoing marketing investment in line with the growth strategy. Our marketing costs have increased in FY22.

Normalized EBITDA excluding foreign exchange translation and non-recurring items amounted to SEK -2.2m (SEK 1.1m). Non-recurring items relate to share-based payments and other one off costs.

EBITDA amounted to SEK -4.2m, compared to the same period last year (SEK -1.7m).

Operating loss (EBIT) amounted SEK -7.0m compared to an operating profit for the same period last year (SEK -3.9m).

Earnings per share

Earnings per share (EPS) for Q1 amounted to SEK -0.12 (SEK -0.09). After dilution EPS amounted to SEK -0.09 (SEK -0.07).

The total number of outstanding shares at the end of the quarter was 62,757,284 (44,254,389). All shares carry an equal share of votes and capital.

The table below shows the top 10 shareholders (direct and indirect ownership) as at the 31 December 2021.

The 10 largest owners as at 31 December 2021	Number of shares	Share of capital and votes
Athanase Industrial Partners	29,638,293	47.2%
SEB Life International	3,573,360	5.7%
BNY Mellon SA	2,864,862	4.6%
Nordea Livförsäkring Sverige Ab	2,791,645	4.4%
Avanza Pension Försäk	2,617,852	4.2%
FE Smabolag Sverige	2,493,106	4.0%
Catella Smabolagsfond	2,304,085	3.7%
BNY Mellon NA	1,836,229	2.9%
UBS Switzerland AG	1,217,850	1.9%
Per Åkerman	1,164,855	1.9%
Other	12,255,147	19.5%
Total	62,757,284	100%

Financial position

Equity was SEK 129.8m (SEK 39.7m) at the end of the period. The equity/assets ratio was 74.0 per cent (65.7) at 31 December 2021. Total assets were SEK 175.5m (SEK 60.4m). The cash position is strong at SEK 88.2m (SEK 36.6m).

Cashflows and investments

Cash flow for Q2 2022 was SEK -8.1m (SEK -3.9m). Cash flow from operating activities was SEK -6.5m (SEK -2.6m). This quarter's cash outflow was driven by costs incurred in the ongoing investment in sales and marketing and the increase in headcount.

Cash flow from financing activities was SEK 0.0m (SEK 0.0m). Cash and cash equivalents were SEK 88.2m (SEK 36.6m) at the end of the period.

Personnel

The number of group employees at 31 December 2021 was 101 (26).

FINANCIALS

Group Financials

Income Statement SEK m	Q2		Year to date		Full Year
	Oct-Dec 21	Oct-Dec 20	Dec 21	Dec 20	Jun 21
Operating Income					
Net sales	21.7	9.2	42.9	19.3	43.8
Other income	0.6	0.4	1.3	0.5	1.4
Total Operating Income	22.3	9.5	44.2	19.8	45.2
Cost of sales	(0.9)	(1.1)	(2.4)	(1.8)	(4.0)
Gross profit	21.4	8.4	41.8	18.0	41.2
Operating expenses					
Other external costs	(6.1)	(1.7)	(10.7)	(3.8)	(12.4)
Personnel costs	(19.8)	(5.6)	(35.0)	(10.7)	(29.8)
Share Based Payments	(0.8)	(0.1)	(1.5)	(0.2)	(1.7)
Foreign Exchange	1.1	(2.7)	1.2	(2.3)	(1.1)
EBITDA	(4.2)	(1.7)	(4.2)	0.3	(3.8)
Depreciation and Amortisation	(2.8)	(2.3)	(5.3)	(4.0)	(8.8)
Operating Profit/(Loss)	(7.0)	(3.9)	(9.5)	(3.8)	(12.6)
Interest income & similar credits	(0.3)	0.0	(0.5)	(0.1)	(0.5)
Profit/(Loss) after financial items	(7.3)	(3.9)	(10.0)	(3.9)	(13.1)
Income taxes	0.0	0.0	0.0	0.0	0.0
Net Profit/(Loss) Income	(7.3)	(3.9)	(10.0)	(3.9)	(13.1)
Attributable to:					
Equity holders of the parent company	(7.3)	(3.9)	(10.0)	(3.9)	(13.1)
Non-controlling interests	0.0	0.0	0.0	0.0	0.0
Total	(7.3)	(3.9)	(10.0)	(3.9)	(13.1)
Earnings per share, basic (weighted)	(0.12)	(0.09)	(0.16)	(0.09)	(0.29)
Earnings per share, diluted	(0.09)	(0.07)	(0.13)	(0.07)	(0.22)
Average number of shares during the period	62,757,284	44,254,389	62,757,284	44,254,390	45,301,536
Average number of shares during the period after dilution	78,007,284	59,270,693	78,007,284	59,137,541	60,366,604
Shares outstanding at the end of the period	62,757,284	44,254,389	62,757,284	44,254,389	62,757,284

Group Cashflow SEK m	Q2		Year to date		Full Year
	Oct-Dec21	Oct-Dec 20	Dec 21	Dec 20	Jun 21
Cash flow from operating activities					
Operating profit/(loss) for period	(7.1)	(3.9)	(9.5)	(3.8)	(12.6)
Adjustments for non-cash items					
Depreciation & Amortisation	2.8	2.3	5.3	4.0	8.8
Shared Based Payment	0.7	0.1	1.3	0.2	1.5
Other non-cash items	0.1	2.1	(0.9)	2.5	1.8
Capital gains/losses on tangible fixed assets	0.0	0.0	0.0	0.0	0.1
Adjustments for non-cash items	3.8	4.5	5.7	6.7	12.2
Paid taxes	0.0	0.0	0.0	0.0	0.0
Interest received	0.0	0.0	0.0	0.0	0.0
Interest paid	(0.3)	0.0	(0.5)	(0.1)	(0.5)
Changes in working capital					
Movement in current receivables	(4.1)	0.1	(7.5)	(1.0)	0.9
Movement in current liabilities	(1.2)	0.2	(1.6)	(1.4)	(0.2)
Changes in other working capital	2.4	(3.5)	(1.4)	(10.5)	(7.2)
Cash flow from operating activities	(6.5)	(2.6)	(14.8)	(10.1)	(7.5)
Cash flow from investing activities					
Investments in intangible assets	(1.4)	(1.3)	(3.5)	(2.4)	(5.1)
Investments in tangible assets	(0.3)	0.0	(1.0)	0.0	(0.1)
Cash flow from investing activities	(1.7)	(1.3)	(4.5)	(2.4)	(5.2)
Financing activities					
Financing activities	(0.2)	0.0	(0.2)	(10.5)	(10.5)
Rights Issue	0.0	0.0	0.0	2.0	98.7
Investment in Subsidiary	0.2	0.0	0.2	0.0	(25.5)
Repaid finance liabilities	0.0	0.0	0.0	0.0	0.0
Cash flow from financing activities	0.0	0.0	0.0	(8.5)	62.7
Cashflow for the period	(8.1)	(3.9)	(19.4)	(21.0)	50.0
Change in cash and cash equivalents					
Cash and cash equivalents, at the beginning of the period	96.4	40.5	107.6	57.6	57.6
Translation differences on cash and cash equivalents	0.0	0.0	0.0	0.0	0.0
Cash and cash equivalents, at the end of the period	88.2	36.6	88.2	36.6	107.6

Group Balance Sheet SEK m	31 Dec 2021	31 Dec 2020	30 Jun 21
ASSETS			
Non-current assets			
Intangible assets	50.4	10.7	50.5
Tangible assets	1.6	0.4	0.7
Right of use assets	8.0	0.7	9.1
Total non-current assets	60.0	11.8	60.4
Current assets			
Trade receivables	21.4	6.6	13.9
Other receivables	4.1	4.1	3.5
Prepaid costs & other income	1.8	1.3	1.9
Cash & cash equivalents	88.2	36.6	107.6
Total current assets	115.5	48.6	126.9
TOTAL ASSETS	175.5	60.4	187.3
EQUITY AND LIABILITIES			
Equity			
Share capital	12.6	8.9	12.6
Other contributed capital	185.4	78.1	184.0
Reserves	0.6	2.1	1.4
Retained earnings including profit for the period	(68.8)	(48.2)	(58.7)
Total equity attributable to the Parent Company's shareholders	129.8	40.9	139.3
Holding with non-controlling interest	0.0	(1.2)	0.0
Total equity	129.8	39.7	139.3
Liabilities			
Long-term liabilities			
Lease liabilities	4.9	0.0	6.6
Provisions and contingent liabilities	4.9	0.0	4.9
Other liabilities	4.2	2.0	1.3
Total long-term liabilities	14.0	2.0	12.8
Short-term liabilities			
Lease liabilities	2.7	0.6	2.6
Accounts payable	2.5	1.9	4.1
Tax liabilities	4.7	2.3	4.3
Other liabilities	1.3	1.0	5.7
Accrued expenses and prepaid income	20.5	12.9	18.5
Total short-term liabilities	31.7	18.7	35.2
Total liabilities	51.7	20.7	48.0
TOTAL EQUITY & LIABILITIES	175.5	60.4	187.3

Statement of changes in Equity SEK m	Share Capital	Other Contributed Capital	Reserves	Retained Earnings	Total	Minority Interest	Total Equity
Balance at 1 July 2021	12.6	184.0	1.4	(58.7)	139.3	0.0	139.3
Share Issue					0.0		0.0
Share Warrant		0.6			0.6		0.6
NCI					0.0		0.0
Translation		0.0	(0.4)	0.1	(0.3)		(0.2)
Results for period				(2.6)	(2.6)		(2.6)
Movement in year	0.0	0.6	(0.4)	(2.5)	(2.2)	0.0	(2.2)
Balance at 30 September 2021	12.6	184.6	1.0	(61.2)	137.0	0.0	137.0
Share Issue					0.0		0.0
Share Warrant		0.7			0.7		0.7
NCI					0.0		0.0
Translation		0.1	(0.4)	(0.3)	(0.6)		(0.6)
Results for period				(7.3)	(7.3)		(7.3)
Movement in year	0.0	0.8	(0.4)	(7.6)	(10.4)	0.0	(10.4)
Balance at 31 December 2021	12.6	185.4	0.6	(68.8)	129.8	0.0	129.8

Parent Financials

Parent Income Statement SEK m	Q2		Year to date		Full year
	Dec 21	Dec 20	Jul-Dec 21	Jul-Dec 20	Jul-Jun 21
Operating expenses					
Other external costs	(0.3)	(0.4)	(0.2)	(0.8)	(2.4)
Personnel costs	(0.5)	(0.2)	(0.7)	(0.4)	(0.7)
EBITDA	(0.8)	(0.6)	(0.9)	(1.2)	(3.2)
Interest income & similar credits	0.0	0.0	0.0	(0.1)	(0.1)
Net Profit/(Loss) Income for the period	(0.8)	(0.6)	(0.9)	(1.3)	(3.3)

Parent Cash Flow SEK m	Q2		Year to date		Full year
	Dec 21	Dec 20	Jul-Dec 21	Jul-Dec 20	Jul-Jun 21
Cash flow from operating activities					
Operating loss for period	(0.8)	(0.6)	(0.9)	(1.3)	(3.3)
Adjustment for items not included in net cash	0.0	0.0	0.0	0.0	0.0
Changes in working capital					
Movement in current receivables	0.4	(0.4)	1.7	(2.0)	(20.3)
Movement in current liabilities	0.2	(0.2)	(1.0)	(14.9)	(8.6)
Movement in long term receivables	0.0	0.0	0.0	0.0	0.0
Cash flow from operating activities	0.2	1.2	(0.2)	14.2	(32.2)
Financing activities					
Rights share issue	0.0	0.0	0.0	2.0	110.3
Investment in new subsidiary	0.2	0.0	0.2	0.0	(45.9)
Cash flow from financing activities	0.2	0.0	0.2	2.0	64.4
Cashflow for the period	(0.0)	(1.2)	(0.0)	(16.2)	32.2
Change in cash and cash equivalents					
Cash and cash equivalents, at the beginning of the period	72.6	25.4	72.6	40.4	40.4
Cashflow for the period	0.0	(1.2)	0.0	(16.2)	32.2
Cash and cash equivalents, at the end of the period	72.6	24.2	72.6	24.2	72.6

Parent Balance Sheet SEK m	31 Dec 2021	31 Dec 2020	30 Jun 2021
ASSETS			
<i>Non-Current assets</i>			
Investments in subsidiaries	173.2	124.8	172.1
Total Non-current assets	173.2	124.8	172.1
<i>Current assets</i>			
Receivables on group companies	70.9	54.3	72.5
Other receivables	0.1	0.0	0.1
Cash & cash equivalents	72.6	24.2	72.6
Total current asset	143.6	78.5	145.2
TOTAL ASSETS	316.8	203.3	317.3
EQUITY AND LIABILITIES			
<i>Liabilities</i>			
Other liabilities	6.3	1.0	7.3
Total liabilities	6.3	1.0	7.3
<i>Equity</i>			
Share capital	12.6	8.9	12.6
Share premium reserve	297.5	192.9	297.5
Share Warrants	7.5	4.8	6.2
Retained earnings	(6.2)	(3.0)	(3.0)
Loss for the year	(0.9)	(1.3)	(3.3)
Total Equity	310.5	202.3	310.0
TOTAL EQUITY & LIABILITIES	316.8	203.3	317.3

ABOUT BUILDDATA

BuildData Holding AB (publ) (Parent Company) and its subsidiaries (collectively the “Group” or the “Company”) is a cloud-based construction management software company. The Group has operations in Ireland, the United Kingdom, Australia and the Middle East.

The Parent Company is a limited liability company based in Stockholm. The address of the head office is c/o Eversheds Sutherland Advokatbyrå AB, Box 14055, 104 40 Stockholm.

About this report

This report contains forward-looking statements which reflects management’s current expectations, estimates and projections about its operations. These statements are not guarantees of future performance and are subject to certain risks, uncertainties and other factors, some of which are beyond our control and are difficult to predict. Therefore, actual outcomes and results may differ materially from what is expressed or forecasted in such forward-looking statements.

Group structure

BuildData Holding AB (publ) is a publicly owned company registered in Sweden and quoted on the Nasdaq First North Growth Market Stock Exchange. It commenced trading on 15th March 2018. The Company owns 100% of the share capital of Zutec Inc (Irl) Limited which in turn owns 100% of Zutec Inc (UK) Limited, 100% of Zutec Asia Limited (Hong Kong) and 100% of Zutec Australia (pty). The Group also owns 100% of Createmaster Limited and following the announcement on 27 December, 80% of Bond Bryan Digital Limited.

Accounting policies

The consolidated financial statements of BuildData Holding AB (publ) for the three months period ended 31st December 2021, have been prepared in accordance with International Financial Reporting Standards (IFRS) as adopted by the European Union and are unchanged since the latest published annual report.

TCV and ARR

Total Contract Value (“TCV”) represents the unrecognised future revenue due under contracts entered into by the Group for software, hosting and services.

Annual Recurring Revenue (“ARR”) comprises the value of revenue at the end of each quarter annualised and comprises revenue from licence and hosting and recurring professional services from repeat customers.

Warrants

An EGM on 22nd May 2020 resolved, in accordance with the Board’s proposal, to implement a share-based incentive program. This incentive program currently comprises of 13,750,000 warrants. This program has been fully allocated. An EGM on 12th November 2020 resolved, in accordance with the Board’s proposal, to implement a share-based incentive program of an additional 1,500,000 warrants.

Upcoming reports

The next interim report for Q3 2022 (January 2022 – April 2022) is due to be published on 25th April 2022.

Auditors review

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

Webcast of this report

Analysts, investors and the media are invited to a presentation at 7.30 CET on 24 January 2022: <https://zutec.zoom.us/j/84927006096>,
Or One tap mobile United Kingdom:
+443300885830, 84927006096#
Or Telephone: Dial (for higher quality, dial a number based on your current location): United Kingdom: +44 330 088 583, Ireland: +353 1 240 8941.

Certified Adviser

BuildData is listed on Nasdaq First North Growth Market and Redeye AB is the Company’s acting Certified Adviser (Tel. +46 8 121 576 90, certifiedadviser@redeye.se, www.redeye.se)

For more information

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