



BuildData Group AB: Q2 Results Update

—
October 1 to December 31 2021



January 24, 2022

BuildData Group AB



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Today's Agenda

1. About BuildData
2. Financial Update
3. Financial Targets & Company Highlights
4. Q&A



About BuildData Group AB



BuildData Snapshot

A Cloud-based Construction Management Software company

20 years track-record

- Founded in 1999 – operations in Dublin, London, Melbourne and Abu Dhabi
- Acquired Createmaster in April 2021 and Bond Bryan Digital in December 2021
- 101 employees in Q2

Highly compelling financials

- Net sales of SEK 21.7m in Q2
- 7 consecutive quarters of accelerating sales growth
- TCV of SEK 96.5m at end of Q2
- ARR of SEK 72.1m
- Strong balance sheet, cash of SEK 88.2m at end of Q2

Large & fast growing market

- Market of SEK 25bn expected to grow ~13% p.a.
- Construction is the least digitized industry and Covid-19 has triggered acceleration
- Large tail of smaller players offering consolidation opportunities

Proven & best-in-class products/solutions

- Handover Management
- Quality Management
- Asset Information Management

Proven vision and strategy

- Vision to be a leading disruptive software company in the least digitized sector in the world by partnering with our customers

Leading markets shares & high quality customer base

- Tier 1 customers including Vistry, Cairn Homes & Mirvac
- Top class reference projects including the Shard & Wembley
- Delivered over 2,500 projects for more than 200 customers

Our Strategy is Working

Be a Regional
Champion in U.K.,
Ireland and Australia

Focus on White Spots
across the entire
Project Lifecycle

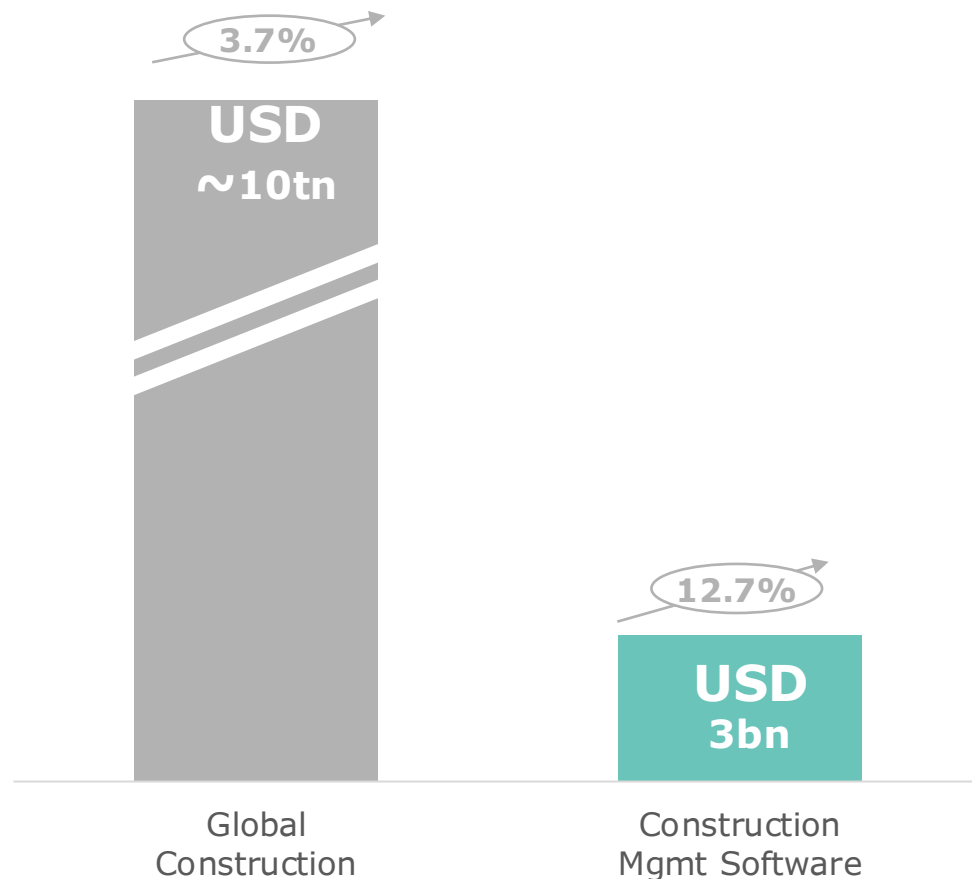
Build Recurring and
Predictable Revenues

Provide Best-in-class
Products and
Knowledge

Leading Market Shares
and Brands

Make Complimentary
and Accretive
Acquisitions

We Operate in a Large and Fast Growing market



- **Construction software growth driven by macro trends:**

- Increased IT spend among construction companies and developers
- COVID has accelerated the digitization
- Growing demand for efficiency and accuracy
- Adoption of technology throughout the construction value chain
- A large number of white spots in the market

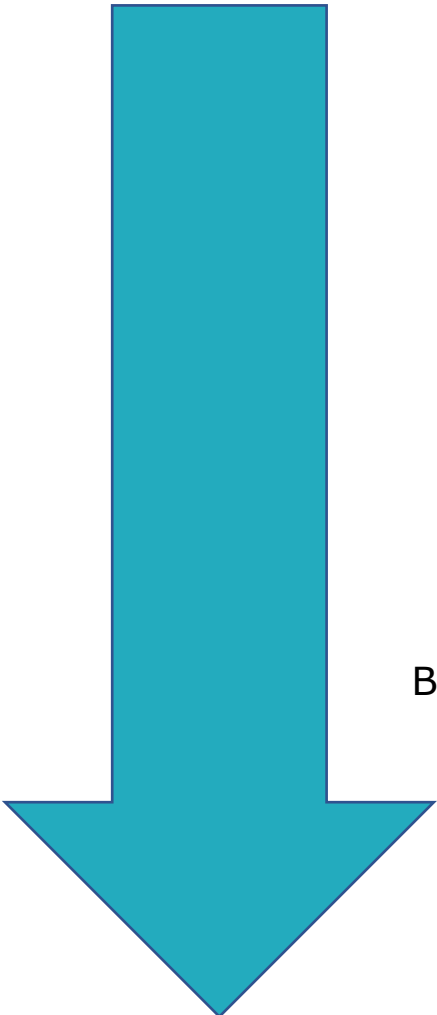
- Consolidation has historically been driven by larger players – however market still fragmented with long tail of local providers



- The market is evolving quickly
- A Nordic group of ConTech peers has emerged: Admicom, Ecoonline and Smartcraft
- Significant recent activity in the market: ThinkProject acquiring Kairnial, Hilti acquiring Fieldwire and Planradar raising EUR62m of capital – all comparable to BuildData in size

Our Acquisition Track-Record and Strategy

<u>Year</u>	<u>Acquisition</u>		
2000	Zutec Australia	Near-term Focus on U.K.	>SEK 15m of Revenues
2021	Createmaster / Resi-sense	Demonstrated Sales Growth Track-record	Profitable or Path to Profitability
2022	Bond Bryan Digital	Complimentary, Recognized Brand and Product Positioning	Proven Management Team



Our Best-in-Class Products and Brands

Quality Management

- Digital forms (QITP, WIR), snagging, defect and analytics
- Provided by Zutec
- Mobile (2D and BIM) /web-based apps
- Main Contractors, Housebuilders and Subcontractors

Handover Management

- Digital O&Ms, Fire Emergency Files, Asset registers
- Provided by Zutec and Createmaster
- Web-based app
- Main Contractors, Housebuilders and Property Owners

Asset Information Management

- Building asset and information tracking for the project life cycle
- Provided by Zutec, Resi-sense and Bond Bryan Digital
- Mobile (2D and BIM) / web-based apps
- Property developers, Housebuilders and Property Owners

Taylor Wimpey

SKANSKA



Mitchellson



Peabody

PROBUILD

Vistry Group



QUINTAIN

CAIRN PLC



MARLET



A BuildData Group Company



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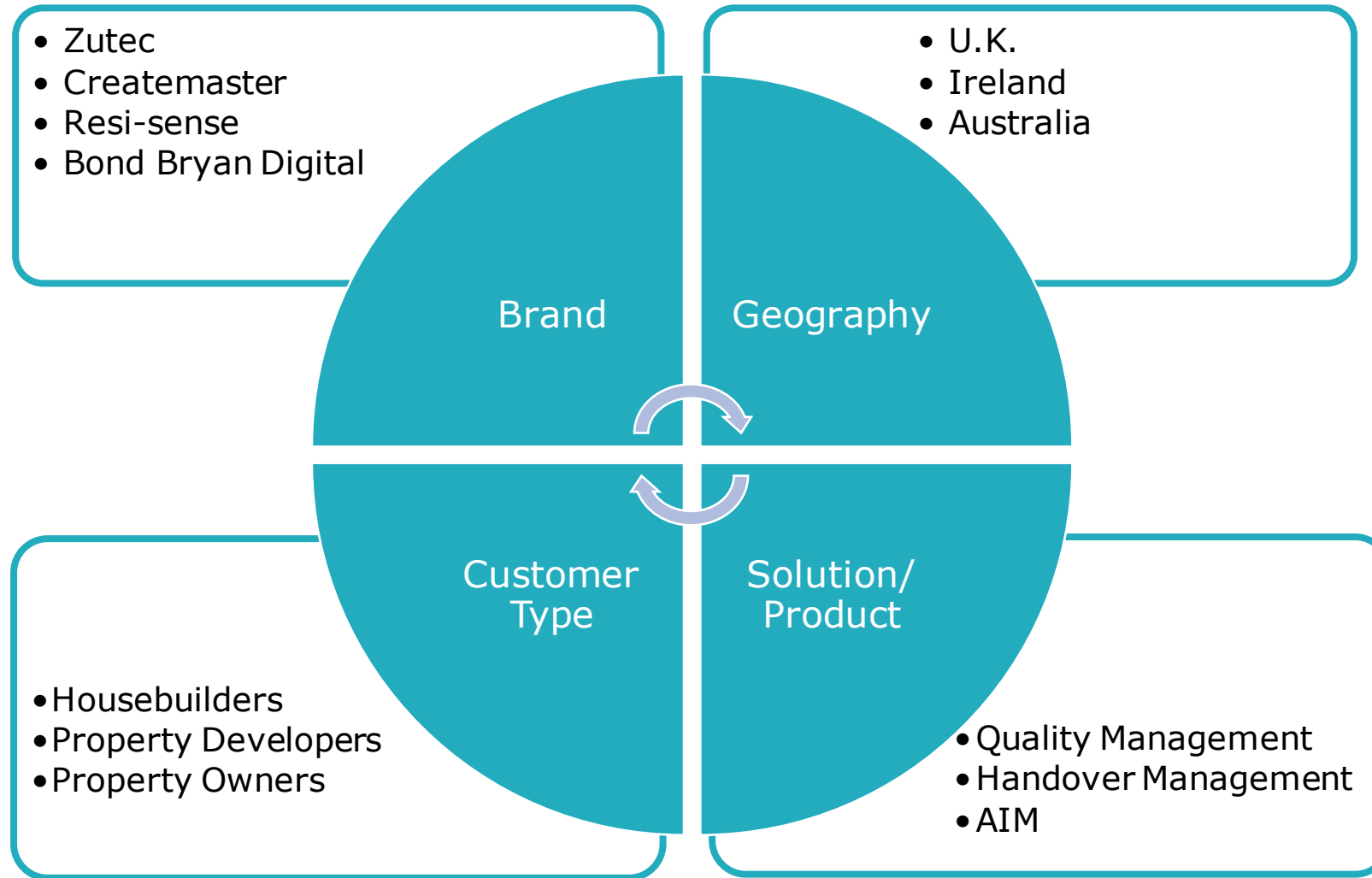


A BuildData Group Company



BUILD DATA

Acquisition to Complement our Positioning





Q2 Financial Update



Q2 Financial Highlights

Net sales SEK 21.7m: +136%
Growth

ARR growth of 248% to SEK
72.1M, 83% of net sales

TCV growth of 146% to SEK
96.5m

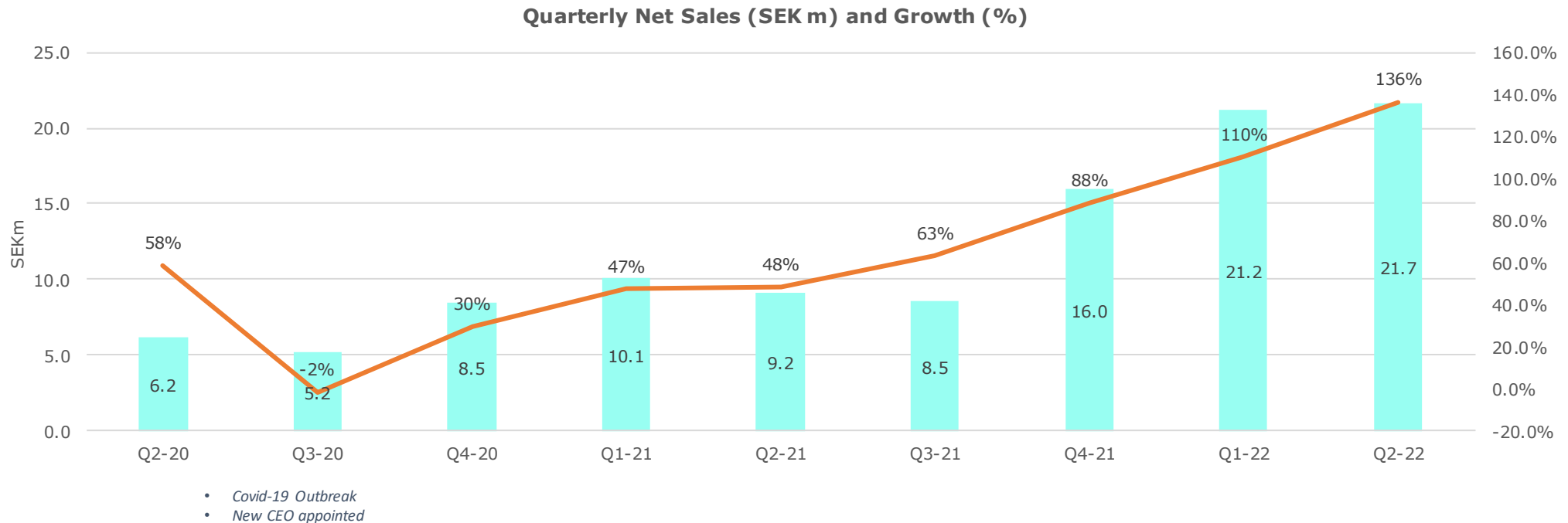
Gross profit margin of 96%

Normalised EBITDA of SEK -
2.2m

Net cash position of SEK 85.4M

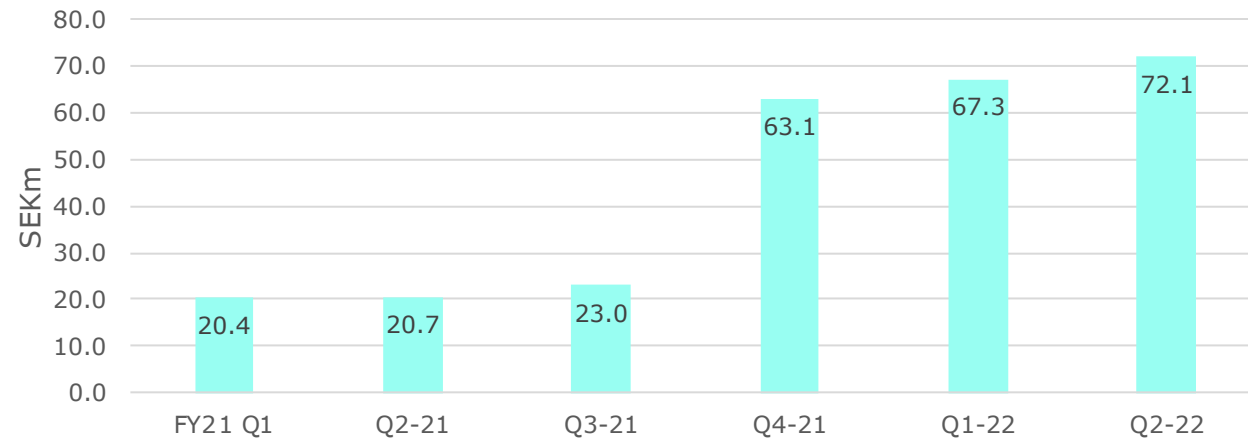
Q2 Sales Review

- Sales of SEK 21.7m in Q2 with growth of 136%
- 7th consecutive quarter of accelerating sales growth
- Continued focus on our home markets; 82% of net sales from the U.K. and Ireland 13%. Both markets developing favorably
- Sales driven by strong customer inflow, insignificant churn and price increases on existing contract book



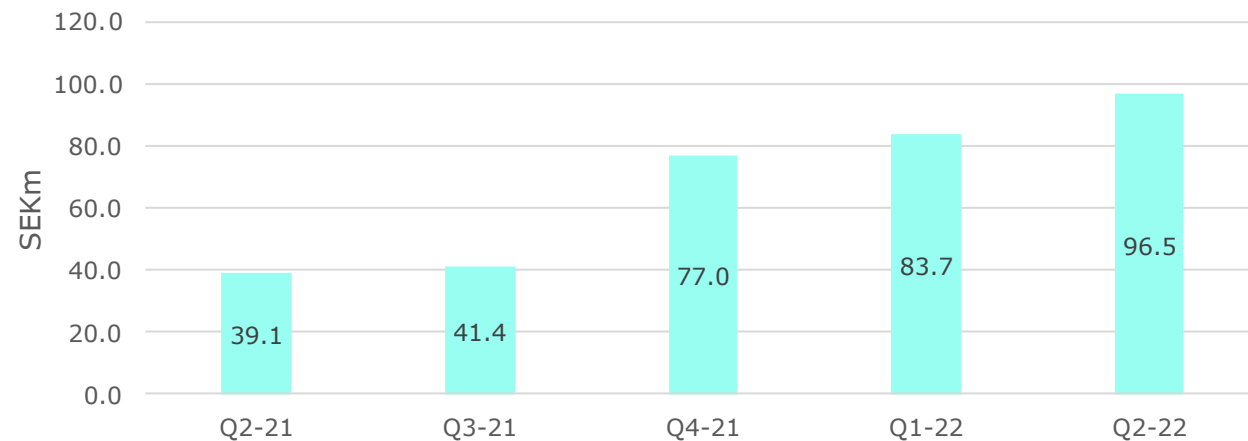
Q2 ARR and TCV Review

ARR (SEK m)



- ARR of SEK 72.1m in Q2
- +248% ARR growth from Q2 last year
- +49% organic ARR growth from Q2 last year
- +7% ARR growth from Q1

Total contract value (SEK m)



- TCV of SEK 96.5m end of
- +147% TCV growth from Q2 last year
- +15% TCV growth from Q1

Q2 Earnings Review

Personnel costs

- Personnel costs of SEK 19.8m
- FTE of 101 end of Q2 2021
- We are continuing hiring in sales, marketing and product/development

Other external costs

- Q2 external costs of SEK 6.1m includes higher marketing spend, however lower than plan

Normalized EBITDA

- Normalized EBITDA of SEK -2.2m
- Normalized EBITDA is adjusted for non-cash FX, share based payments and one-offs

Income Statement SEK m	Quarter			YTD	FYE
	Oct-Dec 21	Oct-Dec 20	Dec-21	Dec-20	FY20/21
Operating income					
Net Sales	21,7	9,2	42,9	19,3	43,8
Other income	0,6	0,4	1,4	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)	(3,3)
Gross profit	21,4	8,4	41,8	18,0	41,1
Other External Costs	(6,1)	(1,7)	(10,7)	(3,8)	(13,1)
Personnel costs	(19,8)	(5,6)	(35,0)	(11,4)	(29,8)
Share based payments	(0,8)	(0,1)	(1,5)	(0,1)	(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)
Normalised EBITDA	(2,2)	1,1	(1,4)	3,5	2,6



Financial Targets & Company Highlights



Financial Targets

>20% Organic
Growth p.a.
in the medium term

SEK 200m of Run-rate
Revenues
in FY 2023 / 24

Key Company Highlights

The construction industry is the **world's largest industry (US\$ 10tn)** and the **least digitized – market growing 13%**. We are **meaningfully outgrowing the market**

Historic track-record with **7 consecutive quarters of accelerating sales growth** – last quarter +136%

ARR growth of 248% or **83% of net sales**

Scaleable business model with **insignificant churn, 96% gross margin and best-in-class SaaS products**

Our growth strategy is working by **focusing on white spots in our home markets in the U.K., Ireland and Australia**

Acquisitions will further accelerate growth – **growing and actionable acquisition pipeline**



Q&A

