



# BuildData Group AB: Q3 Results Update

—  
January 1 to March 31 2022



April 27, 2022

# BuildData Group AB



**Gustave Geisendorf**

**CEO**

[gustave.geisendorf@builddata.se](mailto:gustave.geisendorf@builddata.se)

Tel: +44 7760 760777



**Bruce Morrison**

**CFO**

[bruce.morrison@builddata.se](mailto:bruce.morrison@builddata.se)

Tel: +44 7770 262386

# 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
- 113 employees in Q3

### 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 vision and strategy

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

### Highly compelling financials

- Net sales of SEK 22,1m in Q3, +159% in Q3 - 8 consecutive quarters of accelerating sales growth
- TCV of SEK 106,8m at end of Q3, +158% in Q3
- ARR of SEK 74,1m at the end of Q3, +222% in Q3
- Proforma organic growth in Q3 of 19% for sales and 42% for TCV
- Strong balance sheet, cash of SEK 81,8m at end of Q3

### Proven & best-in-class products/solutions

- Handover Management
- Quality Management
- CDE/ Asset Information Management (“AIM”)

### Leading markets shares & high quality customer base

- Tier 1 customers including Vistry, Cairn Homes & Taylor Wimpey
- 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

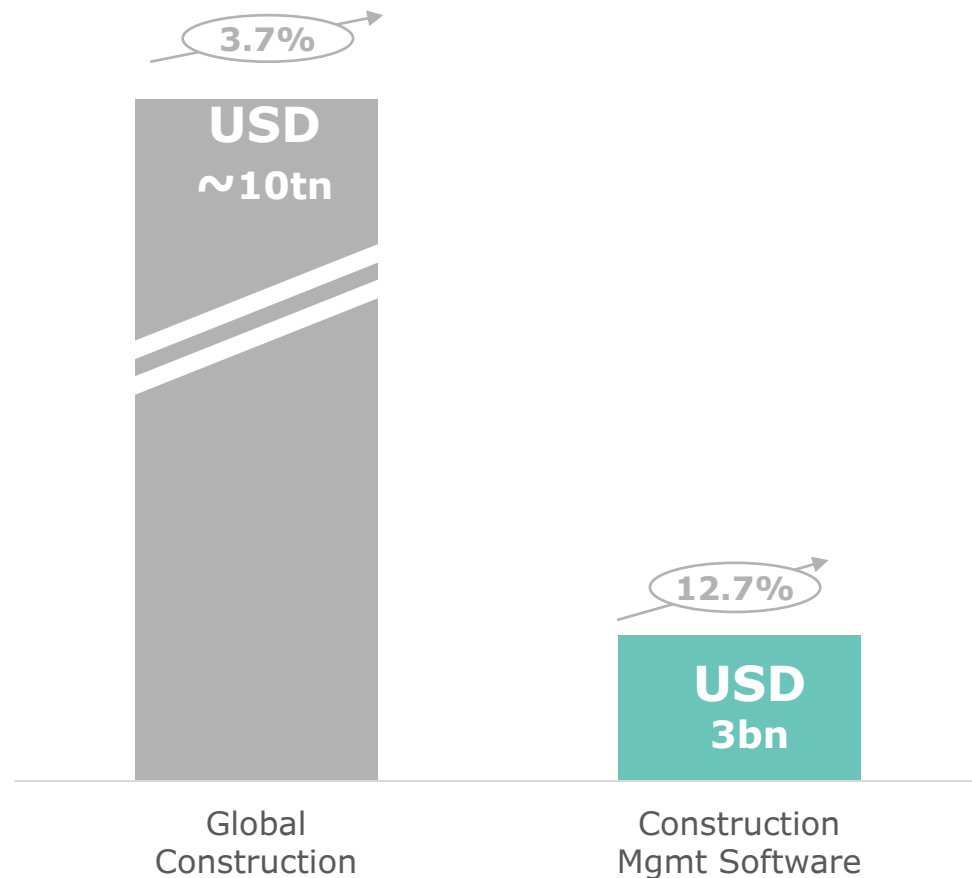
Build Recurring and  
Predictable Revenues

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

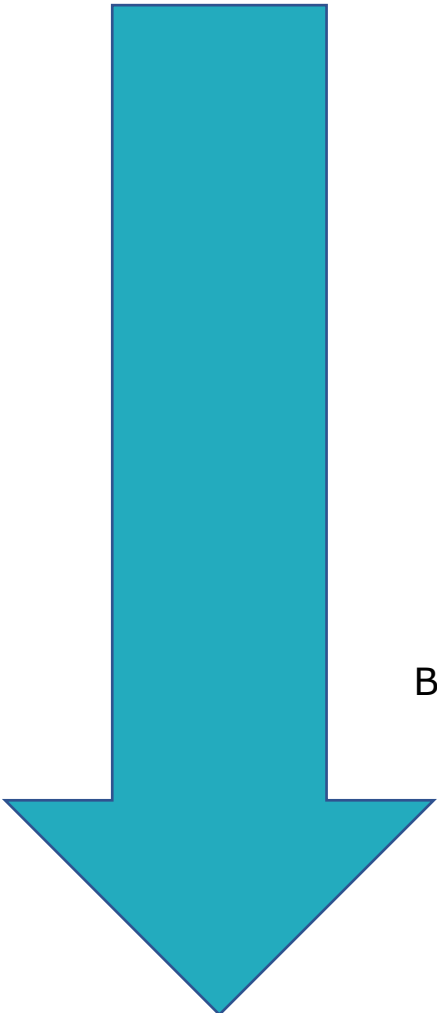
- Consolidation has historically been driven by larger players – however market still fragmented with long tail of local providers



- 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

## Handover Management

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

## Quality Management

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

## CDE / Asset Information Management

- 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

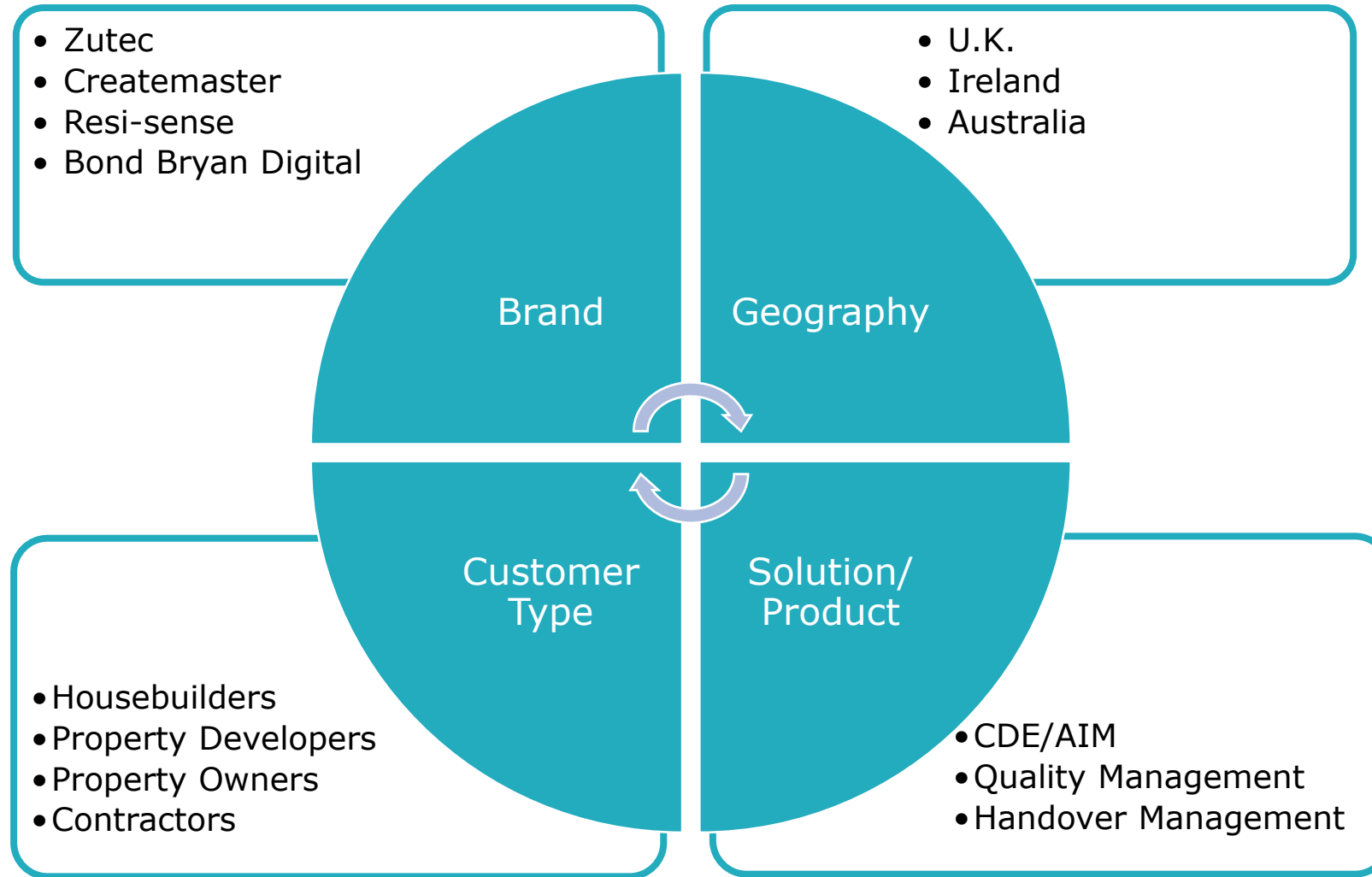


A BuildData Group Company



BUILD DATA

# Acquisitions to Complement our Positioning





# Q3 Financial Update



# Q3 Financial Highlights

Net sales SEK 22,1m: +159%  
Growth

Proforma organic growth of  
19% in net sales and 42% in  
TCV vs Q3 FY21

ARR growth of 222% to SEK  
74,1M and TCV growth of  
158% to SEK 106,8m

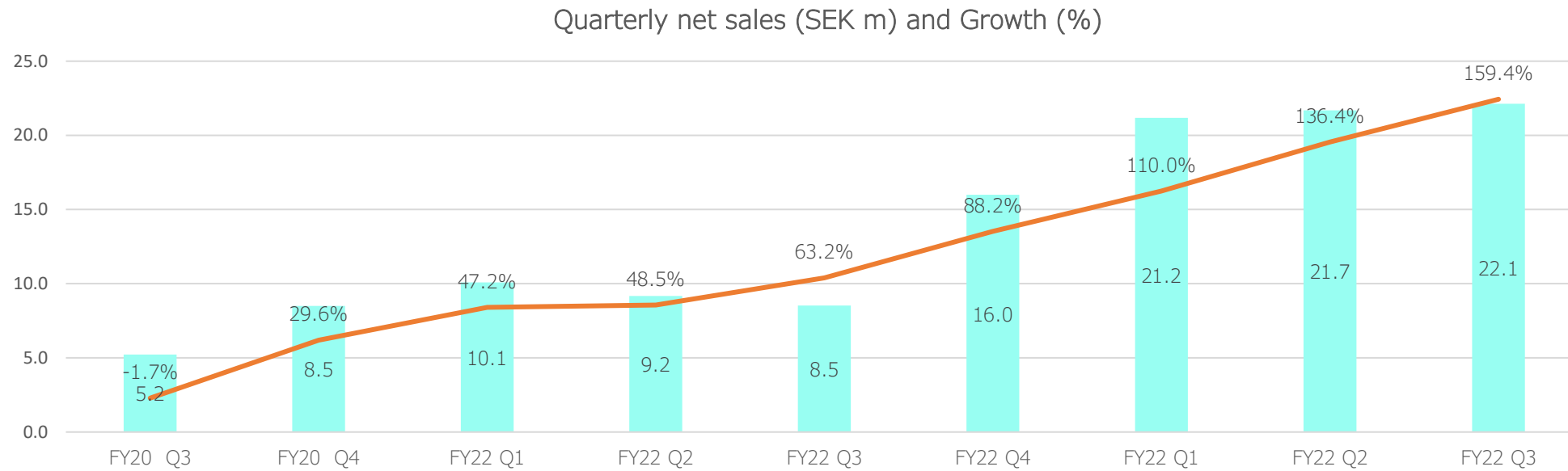
Gross profit margin of 96%

Normalised EBITDA of SEK  
-1,5m

Net cash position of SEK 79,1M

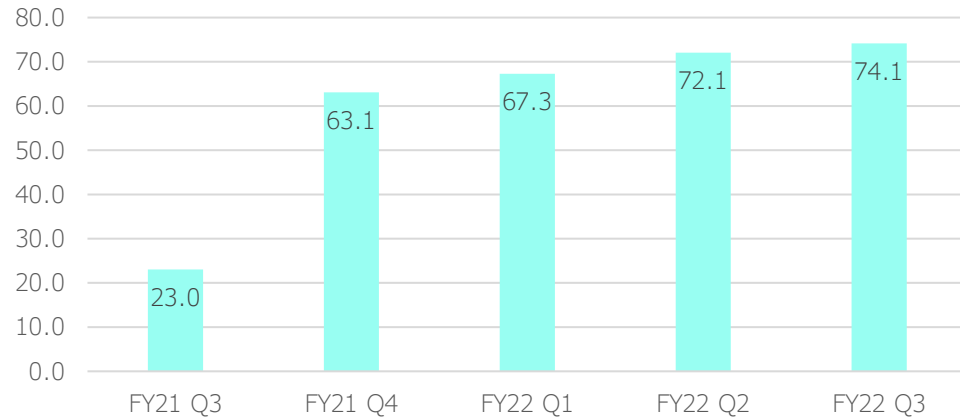
# Q3 Sales Review

- Net Sales of SEK 22,1m in Q3 with growth of 159%; 8<sup>th</sup> consecutive quarter of accelerating sales growth
- Continued focus on our home markets; 77% of net sales from the U.K. and Ireland 16%. UK market in particular is developing favorably
- Sales driven by strong customer inflow, insignificant churn and price increases on existing contract book
- Proforma organic sales growth in Q3 of 19%



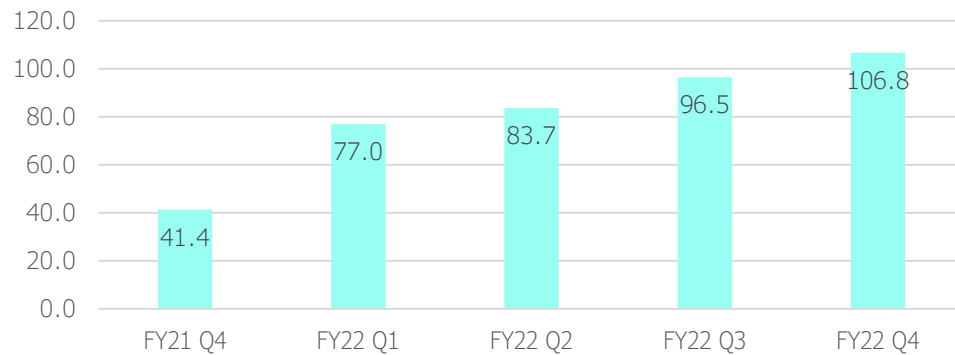
# Q3 ARR and TCV Review

ARR (SEK m)



- ARR of SEK 74,1m in Q3; +222% ARR growth from Q3 last year
- Growth is driven by strong new customer inflow
- Insignificant churn or impact from price increases
- ARR was 84% of net sales in Q3

Total contract value (SEK m)



- TCV of SEK 106,8m at end of Q3; +158% TCV growth from Q3 last year
- Proforma organic growth of 42% in Q3
- New deals of SEK 28.7m of which 76% from new business - 301 new contracts

# Q3 Earnings Review

## Gross profit

- Gross profit of SEK 21,3m
- Gross profit margin of 96%

## Personnel costs

- Personnel costs of SEK 19,1m
- FTE of 113 end of Q3
- We are continuing hiring in sales, marketing and product/development

## Other external costs

- Q3 external costs of SEK 3,7m includes higher marketing spend, however lower than plan

## Normalized EBITDA

- Normalized EBITDA of SEK -1,5m
- Normalized EBITDA is adjusted for non-cash FX, share based payments and one-offs

Income Statement	Quarter		YTD		FYE
	Jan-Mar 22	Jan-Mar 21	Mar-22	Mar-21	Jun-Jul 21
SEK m					
Operating income					
Net Sales	22,1	8,5	65,0	27,8	43,8
Other income	0,4	0,2	1,7	0,7	1,4
<b>Total operating income</b>	<b>22,5</b>	<b>8,7</b>	<b>66,7</b>	<b>28,5</b>	<b>45,2</b>
Cost of sales	(1,2)	(0,7)	(3,5)	(2,4)	(4,0)
<b>Gross profit</b>	<b>21,3</b>	<b>8,0</b>	<b>63,2</b>	<b>26,0</b>	<b>41,2</b>
Other External Costs	(3,7)	(1,8)	(14,6)	(5,6)	(12,4)
Personnel costs	(19,1)	(5,4)	(54,1)	(16,7)	(29,8)
Share based payments	(0,7)	(0,2)	(2,2)	(0,4)	(1,7)
Foreign Exchange	0,7	2,4	1,9	0,1	(1,1)
<b>EBITDA</b>	<b>(1,5)</b>	<b>3,1</b>	<b>(5,8)</b>	<b>3,4</b>	<b>(3,8)</b>
<b>Normalised EBITDA</b>	<b>(1,5)</b>	<b>0,9</b>	<b>(3,8)</b>	<b>4,4</b>	<b>2,6</b>

Percentage of sales	Jan-Mar 22	Jan-Mar 21	Mar-22	Mar-21	Jun-Jul 21
Cost of sales	5%	8%	5%	9%	9%
Other External Costs	17%	21%	22%	20%	28%
Personnel costs	86%	63%	83%	60%	68%
Share based payments	3%	3%	3%	2%	4%
Foreign Exchange	-3%	-28%	-3%	0%	3%



# 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 **8 consecutive quarters of accelerating sales growth** – last quarter **+159%**

**Diversified revenue stream** with more than **+700 contracts and +400 customers**

**ARR growth of 222%** or **84% 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

