

Redeye SaaS Seminar

Introduction to Zutec – SaaS Construction Management Software

14 April 2021

Strictly confidential





20 years track-record

Founded in 1999 – operations in Dublin, London, Melbourne and Abu Dhabi

Listed in March 2018 on Nasdaq First North Growth Market

30 employees



LTM sales of SEK 33m

Accelerated growth momentum of ~30-50% in the last three quarters¹

Ca 2/3 of revenues are recurring

No interest-bearing debt and strong cash position of ~SEK 37m



Large & fast growing market

Market of USD 1.4bn expected to grow ~13% p.a.

Construction is the largest sector, however the least digitized industry and Covid-19 has triggered acceleration

Large tail of smaller players offering consolidation opportunities



Proven SaaS products

Zutec Cloud (Web App) for document management, CDE and handover

Zutec Field and Zutec BIM (Mobile Apps) for inspections, defects, H&S



Vision

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



High quality customer base

Tier 1 customers including Multiplex, Cairn Homes, Wates & Mirvac

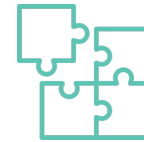
Top class reference projects including HS2, the Shard & Wembley

Sells exclusively to construction sector

Zutec's Powerful SaaS Offering



Product	Format	Customer type	Primary use
Cloud 	Web app	Contractors Developers Homebuilders Subcontractors	Office
Field 	Mobile app	Contractors Subcontractors	On-site
BIM 	Web/Mobile app	Contractors Developers	Office / on-site
Analytics 	Web app	Contractors Developers Homebuilders Subcontractors	Office



All Integrated Platform

Singular, central data storage for all project data



Live Analytics and Data

User-friendly web and mobile applications to make fact-based decisions



Built for Construction

Cloud-Based Software built exclusively for Construction



Secure Data Handling

Your cloud-based data is secure in a private cloud



Digital Construction Experts

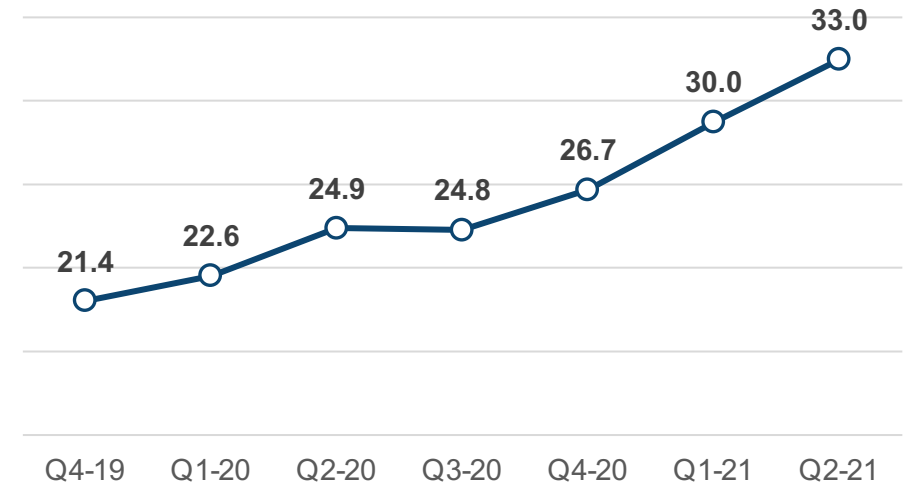
Over 150 years of combined Digital Construction Experience

Sales is Accelerating

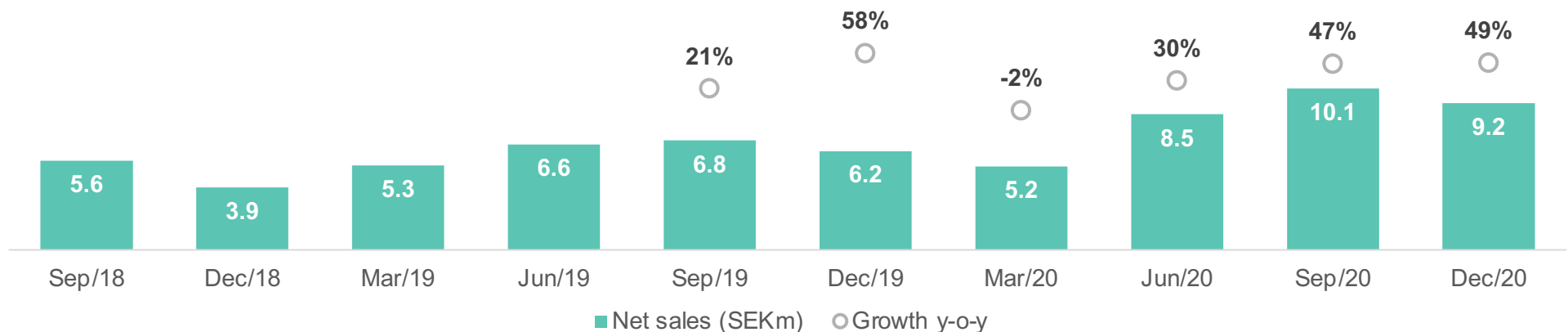
Q2 – October to December 2020

- YoY sales growth of 48.5% in Q2, 54.0% on a constant currency basis
- Meaningful growth in recurring revenues – 2/3 recurring revenues
- LTM sales of SEK 33.0m
- More than 50 new agreements signed during the quarter – largest on record
- Strong progress in sales with recurring revenues increasing, longer duration agreements and improved sales velocity

Rolling 12 months net sales (SEKm)



Quarterly net sales development 2018/19 – YTD (SEKm)



Compelling Investment Highlights



Market

- Large addressable construction software market, where underlying construction is the world's largest industry
- Market is expected to growth +15%
- Ongoing technology penetration, where construction software solutions are outpacing the growth of construction itself
- Digitization trend is accelerating and market is well underway to become disrupted
- Competitive market with moderate level of saturation, however meaningful amount of white spots in product, customer type and geography



- Disrupting a traditional industry characterised by complex stakeholder dynamics, asymmetric risks and rewards and conflicting interests
- Recurring revenues are growing
- Scalable business model
- Enabling higher efficiency, transparency, and hence customer satisfaction and stickiness
 - Easy-to-use mobile application allowing contractors and sub-contractors to access project data virtually, enabling tracking and planning of projects in real-time
 - High customer satisfaction
- On course for continued strong growth
 - Outpacing market growth and capturing larger share of construction software spending
 - Strong customer inflow in contract portfolio
 - High customer stickiness
 - Increasing recurring revenues
- Management in place to deliver on continued growth and strategy
- Defined M&A strategy for incremental growth

An aerial night photograph of the London Stadium, illuminated with blue lights. The stadium's distinctive arch is visible, and the pitch is lit up. The text "Q&A" is overlaid in the center in a large, white, sans-serif font. Below the text, a blue banner with the text "VENUE CONNECTED BY EE" and a logo is visible on the stadium's facade.

Q&A