



SEB Nordic Seminar 2022 - BuildData Group AB



January 10, 2022

Today's Agenda

1. About BuildData
2. Financial Update
3. Financial Targets & Investment 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
- Listed in March 2018 on First North Nasdaq Stockholm
- Acquired Createmaster in April 2021
- Changed name to BuildData Group AB in September 2021
- 104 employees (Q1-21)

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

Vision

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

Q1-21 net sales of SEK 21.2m

- Average quarterly growth of 78% past 4 quarters
- Net cash position of SEK 93.5m
- TCV of SEK 81.9m
- Recurring/repeat revenues of 78%

Proven products/solutions

- Handover Management
- Quality Management
- Asset Information Management

High quality customer base

- Tier 1 customers including Multiplex, Cairn Homes & Mirvac
- Top class reference projects including the Shard & Wembley
- Sells exclusively to construction and built sector
- Delivered over 2,500 projects for more than 200 customers

Proven Products and Solutions

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 and Resi-sense
- 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



A BuildData Group Company



A BuildData Group Company



BUILDDATA

Our Strategy

Be a Regional
Champion

Focus on the entire
Project Lifecycle

Recurring and
Predictable Revenues

Best-in-class Products
and Knowledge

Complimentary and
Accretive Acquisitions

Shareholder Value
Creation

Recent Acquisitions

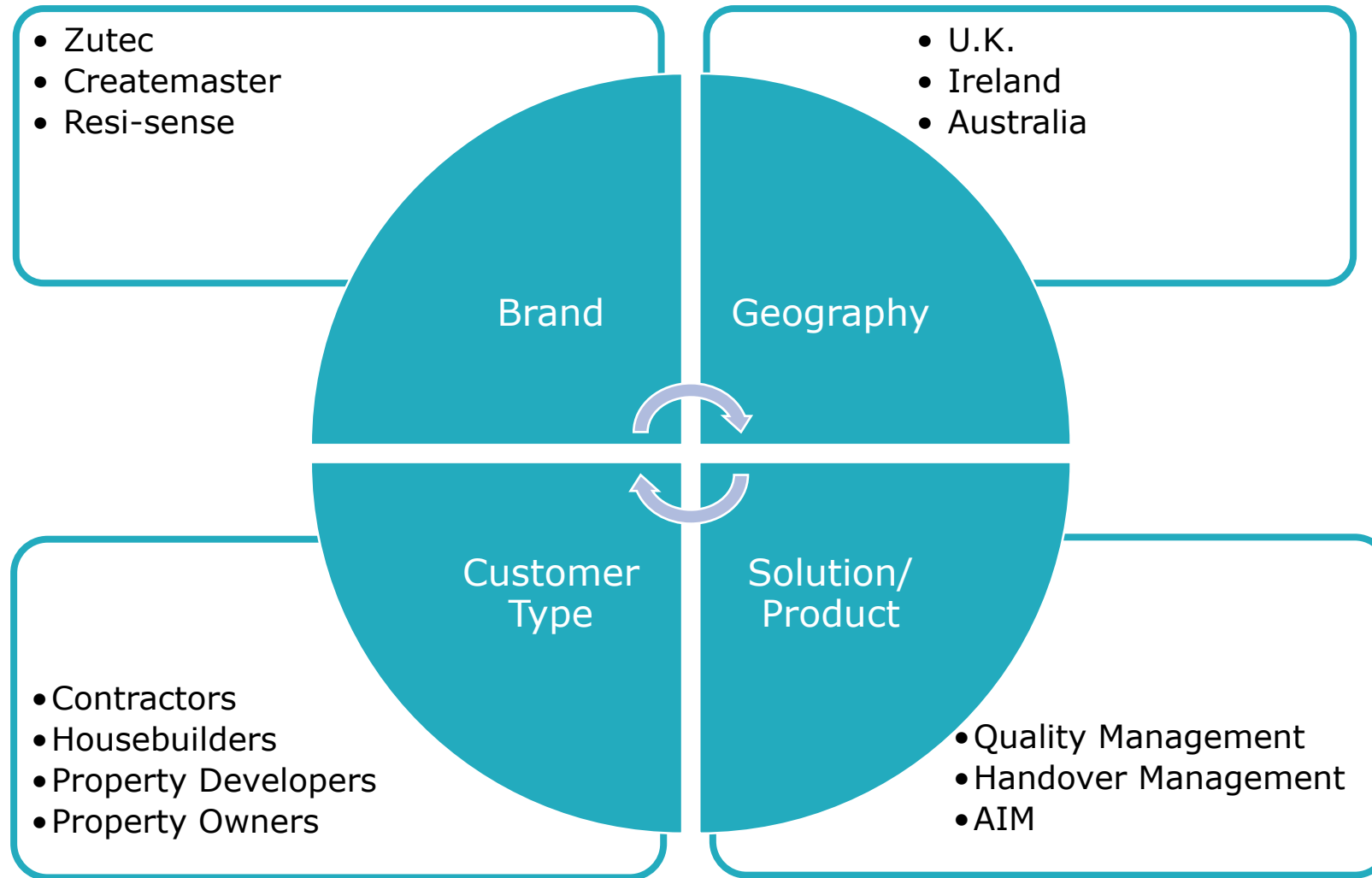
Createmaster / Resi-sense

- Announced 19 April, 2021
- Sales of SEK 43m and EBITDA of SEK 4.5m
- Leader in Handover Management in the U.K.
- Top tier customer base
- Average of 25% profitable sales growth over the past 10 years
- Total consideration of up to SEK 50.2m

Zutec Australia

- Announced 31 December, 2020
- Sales of SEK 4m
- Increased stake from 56% to 100%
- Strong position in Handover Management and Quality Management in Australia

Acquisition to Complement our Offering



Near-Term Acquisition Strategy

Createmaster/Resi-sense now integrated – full focus on further acquisitions

Focus on U.K.

>SEK 15m of
Revenues

Demonstrated
Sales Growth
Track-record

Profitable or Path to
Profitability

Recognized Brand
and Strong Product
Positioning

Proven Management
Team



BUILDDATA

Q1-2021/22 Financial Update



Financial Highlights

Q1 Net sales SEK
21.2m: +110%
Growth

Q1 Normalised
EBITDA of SEK
0.9m

Q1 Operating
cashflow of SEK -
8.4m

Net cash position
of SEK 93.5M

190 new
agreements
signed

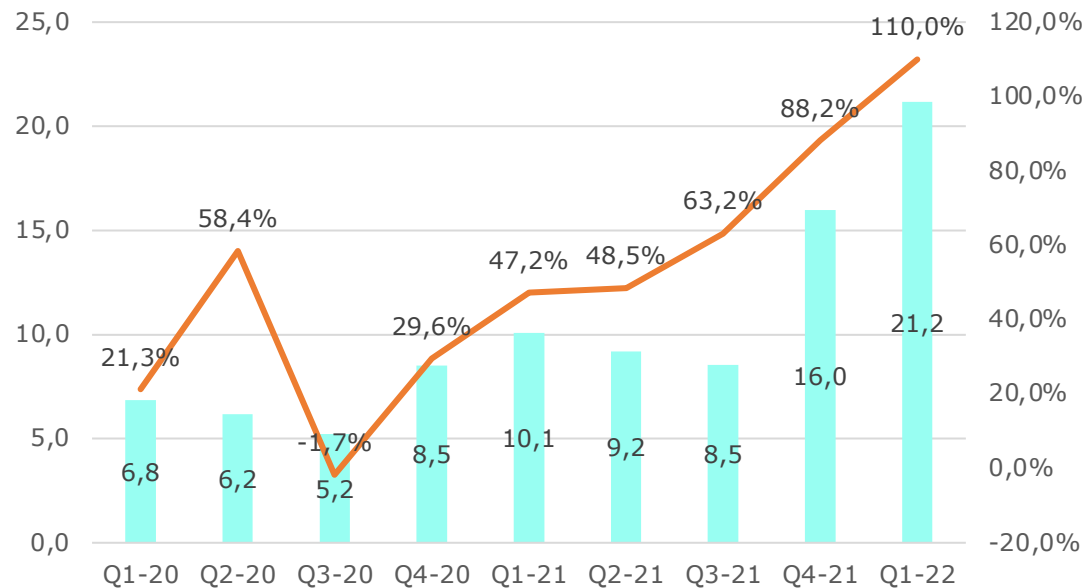
TCV SEK 81.9m

SEK m	Quarter		FYE
	Jul-Sep 21	Jul-Sep 20	FY20/21
Net sales	21,2	10,1	43,8
Normalised EBITDA	0,9	2,4	2,6
EBITDA	(0,0)	2,0	(3,9)
Operating profit/(loss)	(2,5)	0,2	(12,6)
Net profit/(loss)	(2,6)	0,1	(13,1)
Operating cashflow	(8,4)	(7,1)	(7,6)
Cash	96,4	40,5	107,6
Net cash/(debt)	93,5	40,5	104,7
EPS before dilution (weighted)	(0,04)	0,00	(0,29)

Sales Review

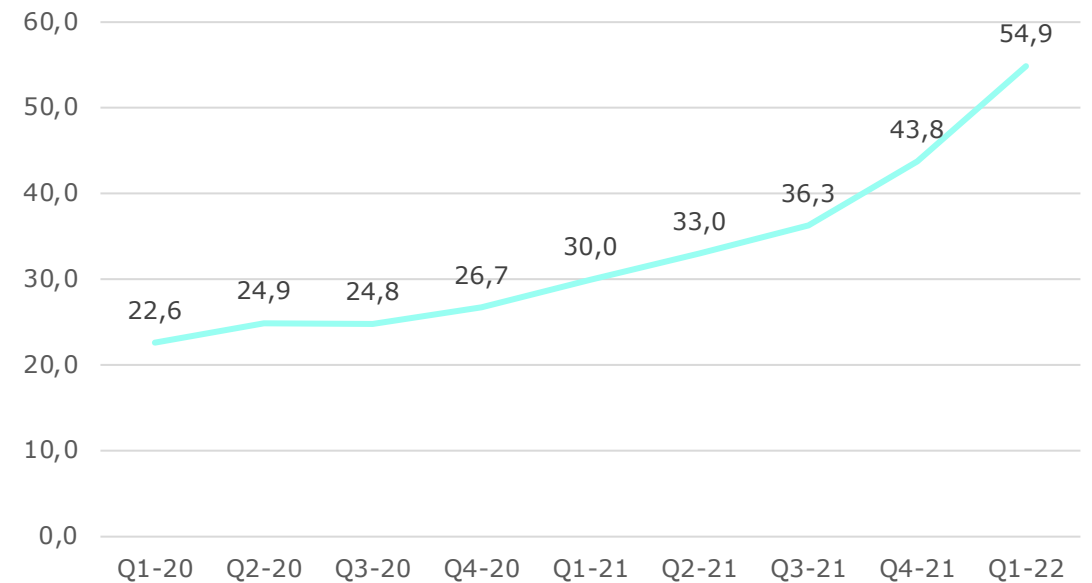
- Sales of SEK 21.2m in Q1
 - 82% from the U.K. and Ireland 13%
 - Proforma quarterly organic sales growth of 3%
 - Recurring revenue growth of 26%
 - Non-recurring revenues negatively meaningfully impacted growth – in line with strategy
- LTM sales of SEK 54.9m and LQA sales of SEK 84.8m
- 78% of sales from recurring/repeat customers

Quarterly Net Sales and Growth (SEK m)



- Covid-19 Outbreak
- New CEO appointed

Rolling 12 Months Net Sales (SEK m)



Earnings / Cost Review

Personnel costs

- Personnel costs of SEK 15.0m in Q1
- FTE of 104 end of Q1 2021 from 89 at end of Q4
- We are continuing hiring in sales, marketing and product/development

Other external costs

- Q1 2022 external costs of SEK 6.3m includes higher marketing spend, however lower than plan

Normalized EBITDA

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

Income Statement SEK m	Quarter		FYE
	Jul-Sep 21	Jul-Sep 20	FY20/21
Operating Income			
Net sales	21,2	10,1	43,8
Other income	0,7	0,2	1,4
Total Operating Income	21,9	10,3	45,2
Operating expenses			
Other external costs	(6,3)	(2,8)	(16,4)
Personnel costs	(15,0)	(5,7)	(29,8)
Share Based Payments	(0,7)	(0,1)	(1,7)
Foreign Exchange	0,1	0,3	(1,1)
EBITDA	(0,0)	2,0	(3,8)
Normalized EBITDA	0,9	2,4	2,6
% of net sales			
Other external costs	29,7%	27,7%	37,5%
Personnel costs	70,8%	56,4%	68,0%



Financial Targets & Investment Highlights



Financial Targets

+20% Organic
Growth p.a.

SEK200m of Run-rate Revenues
in FY 2023 / 24

Key Investment Highlights

The construction industry is the **world's largest industry (US\$ 10tn)** and the **least digitized**

U.K. construction industry is expected to **grow 28%** in 2021 given pent up demand

Historic **track-record of sales growth, last quarter +110%**

Acquisitions will accelerate growth – large and actionable acquisition pipeline

Recurring revenues or repeat customers of appr. **80%**

Scaleable business model with **best-in-class SaaS** products



Q&A

