



Unaudited Interim Report Q4

1 April – 30 June 2022

SUMMARY HIGHLIGHT

Q4 Financial Highlights

- ARR at the end of Q4 (the quarter ending 30 June 2022) was SEK 79.9m, corresponding to a 27% increase compared with the same period last year (SEK 63.1m).
- Total contract value at the end of Q4 of SEK 117.1m, corresponding to a 52% increase compared with the same period last year (SEK 77.0m).
- Net sales in Q4 were SEK 23.0m, corresponding to a 44% increase compared with the same period last year (SEK 16.0m).
- Proforma organic net sales growth in Q4 was 18% and proforma organic TCV growth in Q4 was 52% compared with the same period last year.
- Gross profit in Q4 was SEK 21.4m equating to a 93.1% gross margin.
- Normalised EBITDA (EBITDA before non-recurring items) was SEK -2.1m compared to the same period last year (SEK -1.8m).
- EBITDA of SEK -3.0m compared to the same period last year (SEK -7.3m).
- Basic earnings per share (weighted) amounted to SEK -0.09 (SEK -0.21).
- Operating cashflow in Q4 was SEK - 0.7m.

Operational Highlights

- 220 new agreements were signed by the group in Q4 with a value of SEK 33.8m.
- We have announced a new group management team with the appointments of Alex Mathieson as Chief Revenue Officer, Maria Hudson as Chief Marketing Officer, Bruce Morrison as Chief Financial Officer, Emily Hopson-Hill as Chief Operating and Technology Officer all reporting to Gustave Geisendorf as Group CEO.

Significant Events after the Period

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

Key Figures

SEK m	Q4		Year to date	
	Apr-Jun 22	Apr-Jun 21	Jun 22	Jun 21
Annual Recurring Revenue	79.9	63.1	79.9	63.1
Total Contract Value	117.1	77.0	117.1	77.0
Net sales	23.0	16.0	88.0	43.8
Gross profit	21.4	15.1	84.6	41.2
Normalized EBITDA	(2.1)	(1.8)	(3.8)	2.6
EBITDA	(3.0)	(7.3)	(8.7)	(3.9)
Operating profit/(loss)	(5.8)	(9.8)	(20.1)	(12.6)
Net profit/(loss)	(5.9)	(10.1)	(20.9)	(13.1)
Cash flow from operating activities	(0.7)	0.1	(18.2)	(7.5)
Cash	78.6	107.6	78.6	107.6
Net cash/(debt)	76.1	104.7	76.1	104.7
Earnings per share before dilution (SEK)	(0.09)	(0.21)	(0.33)	(0.29)

COMMENTS FROM OUR CEO

Continued strong growth and run-rate net sales is almost SEK100m

Continued strong progress in sales

This quarter has proven another successful set of sales results

- ARR grew by 27% to SEK 80m and our ARR accounts for 87% of revenues. The proportion of ARR of our net sales continues to increase
- TCV grew by 52% to SEK 117m and now accounts for 127% of annualized Q4 net sales. Also this ratio continues to increase which provides us with greater visibility of future revenues
- Proforma organic net sales grew with 18% which is according to our plan but not the best representation of the underlying organic growth trajectory in our business. Organic proforma growth in TCV was 52% which is a better representation of the underlying growth which will eventually drive ARR growth
- Our gross profit margin in the last quarter was 93% which is in line with historic period.

We are continuing to produce top-of-class SaaS KPIs. In addition to the above we continue experiencing insignificant churn and we are increasing prices way in excess of inflation. We are seeing success in pricing negotiations due to the fact that our solutions are working and adding value to our customers, and we expect more to come from this.

Highest sales quarter on record....again!!

This quarter was yet again another phenomenal quarter from a sales perspective. We are now within a nose length of reaching SEK 100m in run-rate net sales which is major milestone for us. Our Q4 net sales were SEK 23m which equates to SEK 92m of run-rate net sales. This was the highest net sales quarter on record and 4% higher than the previous record set in the last quarter.

Earnings in line with our plan

Our gross profit, EBITDA and net earnings came in in line with our plans. We believe we have an industry leading gross profit margin. We continue making investments in building our ecosystem and in sales, marketing and product. We continue scaling our sales teams in all of our core sales functions and geographies.

Group management team announced

We have announced a new group management team which, together with the board and I, will be managing the company going forwards. I am thrilled to have such a capable team of partners working alongside me in navigating this company to new heights. This management team will be functionally responsible for each of the brands within BuildData and everyone brings a wealth of experience within their respective functionality.

The underlying market remains very strong

The market for software solutions in the construction and property market continues to go through a period of very healthy growth. Our industry remains one of the least digitized industries and we estimate that the market is growing at least 15%. Technology has become an essential tool for the industry at large and our customers are allocating larger budgets to technology procurement. We are meaningfully outperforming the market given our ongoing growth and we are taking market shares by primarily being focused on our targeted white spots, primarily in the residential sector of the market.

M&A is coming back

2022 as a year has been quiet for us from an M&A perspective driven by that we believe that the market was driven to excessive valuation levels. This has now tailed off and we have yet again intensified our M&A efforts to pre bubble levels. M&A will remain a key part of our strategy and we are looking at combining with companies that offers strong customer additions, complimentary technology and great people to further strengthen our market position.

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

Yours faithfully,
Gustave Geisendorf

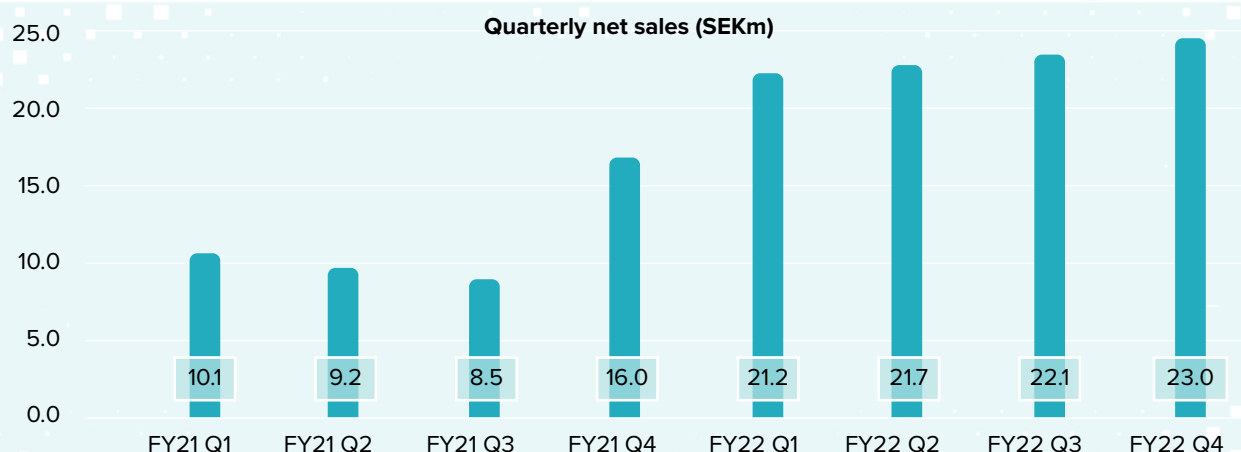
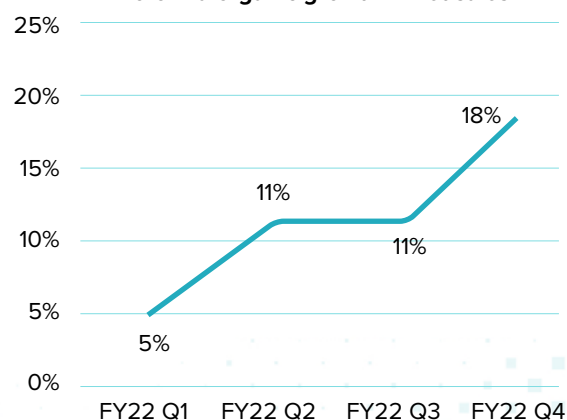
COMMENTARY ON Q4

Net sales

Net sales in the quarter were SEK 23.0m (SEK 16.0m), up 44% on the corresponding period last year which was the first period to include net sales from Createmaster following the acquisition. The growth was driven by the strong new business inflow, insignificant churn and strong price development on renewals.

We saw a strong performance in our U.K. business. Our Irish business is also performing according to plan. The Australian business has not gained traction and we are evaluating the future for our continued operations in that market.

Proforma organic growth in net sales



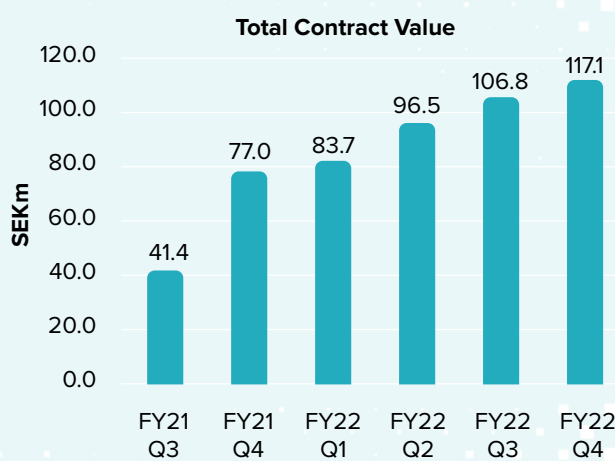
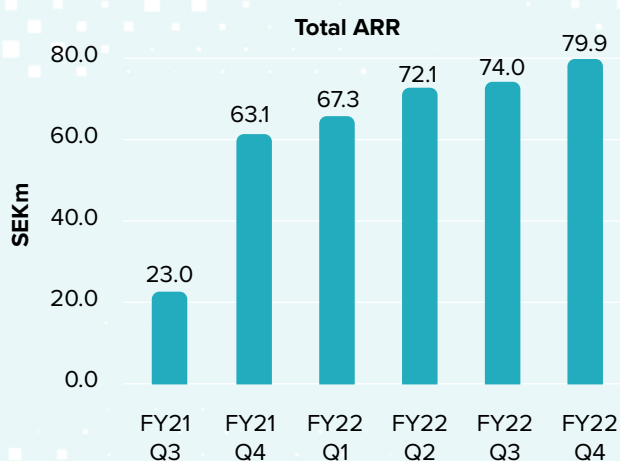
ARR

ARR at the end of Q4 was SEK 79.9m, corresponding to a 27% increase compared with the same period last year (SEK 63.1m). The ARR growth is almost entirely driven by new customer inflows and we expect this to continue being a major contributor to our ARR development. An increasing amount of effort is being

placed on upselling. We are increasing prices on contracts and our churn remains insignificant.

TCV

At the end of Q4 total contract value was SEK 117.1m, corresponding to a 52% increase compared with the same period last year (SEK 77.0m).



Cost of Sales and Gross profit

Cost of sales, comprising hosting expenses and product related purchases amounted to SEK 2.0m (SEK 1.6m) in Q4 FY22 and SEK 5.5m (SEK 4.0m) for the full year.

Gross profit amounted to SEK 21.4m (SEK 15.1m) and SEK 84.6m (SEK 41.2m) for the full year.

Earnings

Payroll costs amounted to SEK 20.4m (SEK 13.1m) in Q4 FY22 and SEK 74.4m (SEK 29.8m) in FY22 YTD. Our headcount went up from 94 at the end of Q4 last year to 114 at the end of Q4 this year through 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 0.8m (SEK 1.2m) in Q4 FY22 and SEK 4.7m (SEK 4.9m) in FY22 YTD and related to R&D development of the Group's software products.

Other external costs amounted to SEK 5.1m (SEK 6.8m) in Q4 FY22 and SEK 19.7m (SEK 12.4m) in the full year 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 -2.1m (SEK -1.8m). Non-recurring items relate to share-based payments and other one-off costs.

EBITDA amounted to SEK -3.0m, compared to the same period last year of SEK -7.3m.

Operating loss (EBIT) amounted to SEK -5.8m compared to an operating loss for the same period last year of SEK -9.8m.

Earnings per share

Earnings per share (EPS) for Q4 amounted to SEK -0.09 (SEK -0.21). After dilution EPS amounted to SEK -0.08 (SEK -0.16).

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

Financial position

Equity was SEK 119.1m (SEK 139.3m) at the end of the period. The equity/assets ratio was 68.9 per cent (74.4%) at 30 June 2022. Total assets were SEK 172.7m (SEK 187.3m). The cash position is strong at SEK 78.6m (SEK 107.6m).

Cashflows and investments

Cash flow for Q4 2022 was SEK -3.2m (SEK 69.9m). Cash flow from operating activities was SEK -0.7m (SEK 0.1m).

Cash flow from financing activities was SEK -1.3m (SEK 71.2m). Cash and cash equivalents were SEK 78.6m (SEK 107.6m) at the end of the period.

Personnel

The number of group employees at 30 June 2022 was 114 (94).

Share ownership

The table below shows the top 10 shareholders as at 30 June 2022.

The 10 largest owners as at 30 June 2022	Number of shares	Share of capital and votes	Warrants held	Total holdings	Share of diluted capital
Athanase Industrial Partners	29,638,293	47.2%	885,000	30,523,293	39.1%
Gustave Geisendorf	12,693	0.0%	10,915,000	10,927,693	14.0%
SEB Life International	3,387,617	5.4%	-	3,387,617	4.3%
Nordea Livförsäkring Sverige Ab	2,745,269	4.4%	-	2,745,269	3.5%
BNY Mellon SA	2,722,637	4.3%	-	2,722,637	3.5%
FE Småbolag Sverige	2,700,660	4.3%	-	2,700,660	3.5%
Catella Småbolagsfond	2,304,085	3.7%	-	2,304,085	3.0%
Avanza Pension	1,961,128	3.1%	-	1,961,128	2.5%
Brian Dodsworth	1,836,229	2.9%	-	1,836,229	2.4%
Gareth Burton	1,217,850	1.9%	-	1,217,850	1.6%
Per Åkerman	1,164,855	1.9%	-	1,164,855	1.5%
Other	13,065,968	20.8%	3,450,000	16,515,968	21.2%
Total	62,757,284	100%	15,250,000	78,007,284	100%

FINANCIALS

Group Financials

Income Statement SEK m	Q4		Year to date	
	Apr-Jun 22	Apr-Jun 21	Jul-Jun 22	Jul-Jun 21
Operating Income				
Net sales	23.0	16.0	88.0	43.8
Other income	0.4	0.7	2.1	1.4
Total Operating Income	23.4	16.7	90.1	45.2
Cost of sales	(2.0)	(1.6)	(5.5)	(4.0)
Gross profit	21.4	15.1	84.6	41.2
Operating expenses				
Other external costs	(5.1)	(6.8)	(19.7)	(12.4)
Personnel costs	(20.4)	(13.1)	(74.4)	(29.8)
Share Based Payments	(0.8)	(1.3)	(3.0)	(1.7)
Foreign Exchange	1.9	(1.2)	3.8	(1.1)
EBITDA	(3.0)	(7.3)	(8.7)	(3.8)
Depreciation and Amortisation	(2.8)	(2.5)	(11.4)	(8.8)
Operating Profit/(Loss)	(5.8)	(9.8)	(20.1)	(12.6)
Interest income & similar credits	(0.1)	(0.3)	(0.8)	(0.5)
Profit/(Loss) after financial items	(5.9)	(10.1)	(20.9)	(13.1)
Income taxes	0.0	0.0	0.0	0.0
Net Profit/(Loss) Income	(5.9)	(10.1)	(20.9)	(13.1)
Attributable to:				
Equity holders of the parent company	(5.9)	(10.1)	(20.9)	(13.1)
Non-controlling interests	0.0	0.0	0.0	0.0
Total	(5.9)	(10.1)	(20.9)	(13.1)
Earnings per share, basic (weighted)	(0.09)	(0.21)	(0.33)	(0.29)
Earnings per share, diluted	(0.08)	(0.16)	(0.27)	(0.22)
Average number of shares during the period	62,757,284	48,454,482	62,757,284	45,301,536
Average number of shares during the period after dilution	78,007,284	63,704,482	78,007,284	60,366,604
Shares outstanding at the end of the period	62,757,284	62,757,284	62,757,284	62,757,284

Group Cashflow SEK m	Q4		Year to date	
	Apr-Jun 22	Apr-Jun 21	Jun 22	Jun 21
Cash flow from operating activities				
Operating profit/(loss) for period	(5.8)	(9.8)	(20.1)	(12.6)
Adjustments for non-cash items				
Depreciation & Amortisation	2.8	2.5	11.4	8.8
Shared based payment	0.8	1.1	3.0	1.5
Other non-cash items	(2.6)	0.9	(4.0)	1.8
Capital gains/losses on tangible fixed assets	0.0	0.1	0.0	0.1
Adjustments for non-cash items	1.0	4.5	10.4	12.1
Paid taxes	0.0	0.0	0.0	0.0
Interest received	0.0	0.0	0.0	0.0
Interest paid	(0.1)	(0.3)	(0.8)	(0.5)
Changes in working capital				
Movement in current receivables	0.3	1.4	(11.5)	0.9
Movement in current liabilities	3.9	1.4	3.8	(0.2)
Changes in other working capital	0.0	2.9	0.0	(7.2)
Cash flow from operating activities	(0.7)	0.1	(18.2)	(7.5)
Cash flow from investing activities				
Investments in intangible assets	(1.0)	(1.4)	(6.0)	(5.1)
Investments in tangible assets	(0.2)	0.0	(1.3)	(0.1)
Cash flow from investing activities	(1.2)	(1.4)	(7.3)	(5.2)
Financing activities				
Rights Issue	0.0	96.7	0.0	98.7
Investment in Subsidiary	0.0	(25.5)	0.0	(25.5)
Repayment of long term borrowings	(0.2)	0.0	(0.4)	(10.5)
Repayment of lease liabilities	(1.1)	0.0	(3.1)	0.0
Cash flow from financing activities	(1.3)	71.2	(3.5)	62.7
Cashflow for the period	(3.2)	69.9	(29.0)	50.0
Change in cash and cash equivalents				
Cash and cash equivalents, at the beginning of the period	81.8	37.7	107.6	57.6
Translation differences on cash and cash equivalents	0.0	0.0	0.0	0.0
Cash and cash equivalents, at the end of the period	78.6	107.6	78.6	107.6

Group Balance Sheet SEK m	30 Jun 2022	30 Jun 2021
ASSETS		
Non-current assets		
Intangible assets	55.1	50.5
Tangible assets	1.4	0.7
Right of use assets	6.7	9.1
Total non-current assets	63.2	60.4
Current assets		
Trade receivables	23.0	13.9
Other receivables	4.4	3.5
Prepaid costs & other income	3.5	1.9
Cash & cash equivalents	78.6	107.6
Total current assets	109.5	126.9
TOTAL ASSETS	172.7	187.3
EQUITY AND LIABILITIES		
Equity		
Share capital	12.6	12.6
Other contributed capital	187.2	184.0
Reserves	(1.9)	1.4
Retained earnings including profit for the period	(79.6)	(58.7)
Total equity attributable to the Parent Company's shareholders	118.3	139.3
Holding with non-controlling interest	0.8	0.0
Total equity	119.1	139.3
Liabilities		
Long-term liabilities		
Lease liabilities	3.5	6.6
Provisions and contingent liabilities	1.2	4.9
Other liabilities	4.6	1.3
Total long-term liabilities	9.3	12.8
Short-term liabilities		
Lease liabilities	2.8	2.6
Accounts payable	4.0	4.1
Tax liabilities	5.6	4.3
Other liabilities	9.6	5.7
Accrued expenses and prepaid income	22.3	18.5
Total short-term liabilities	44.3	35.2
Total liabilities	53.6	48.0
TOTAL EQUITY & LIABILITIES	172.7	187.3

Statement of changes in Equity for the quarter ended 30 June 2022 SEK m	Share Capital	Other Contributed Capital	Reserves	Retained Earnings	Total	Minority Interest	Total Equity
Balance at 1 April 2022	12.6	186.2	(4.2)	(69.8)	124.8	0.8	125.6
Share Issue	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Share Warrant	0.0	0.7	0.0	0.0	0.7	0.0	0.7
NCI	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Translation	0.0	0.3	2.3	(3.9)	(1.3)	0.0	(1.3)
Results for period	0.0	0.0	0.0	(5.9)	(5.9)	0.0	(5.9)
Movement in year	0.0	1.0	2.3	(9.8)	(6.5)	0.0	(6.5)
Balance at 30 June 2022	12.6	187.2	(1.9)	79.6	118.3	0.8	119.1
Balance at 1 April 2021	8.9	78.4	0.8	(48.7)	39.4	0.0	39.4
Share Issue	3.7	104.8	0.0	0.0	108.5	0.0	108.5
Share Warrant	0.0	1.1	0.0	0.0	1.1	0.0	1.1
NCI	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Translation	0.0	(0.3)	0.6	0.0	0.3	0.0	0.3
Results for period	0.0	0.0	0.0	(10.0)	(10.0)	0.0	(10.0)
Movement in year	3.7	105.6	0.6	(10.0)	99.9	0.0	99.9
Balance at 30 June 2021	12.6	184.0	1.4	(58.7)	139.3	0.0	139.3

Statement of changes in Equity for the year to date 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	0.0	0.0	0.0	0.0	0.0
Share Warrant	0.0	2.7	0.0	0.0	2.7	0.0	2.7
NCI	0.0	0.0	0.0	0.0	0.0	0.7	0.7
Translation	0.0	0.5	(3.3)	0.0	(2.8)	0.1	(2.7)
Results for period	0.0	0.0	0.0	(20.9)	(20.9)	0.0	(20.9)
Movement in year	0.0	3.2	(3.3)	(20.9)	(21.0)	0.8	(20.2)
Balance at 30 June 2022	12.6	187.2	(1.9)	(79.6)	118.3	0.8	119.1
Balance at 1 July 2020	8.5	76.4	0.5	(44.6)	40.8	(1.3)	39.5
Share Issue	4.1	106.2	0.0	0.0	110.3	0.0	110.3
Share Warrant	0.0	1.5	0.0	0.0	1.5	0.0	1.5
NCI	0.0	0.0	0.0	(1.0)	(1.0)	1.3	0.3
Translation	0.0	(0.1)	0.9	0.0	0.8	0.0	0.8
Results for period	0.0	0.0	0.0	(13.1)	(13.1)	0.0	(13.1)
Movement in year	4.1	107.6	0.9	(14.1)	98.5	1.3	99.8
Balance at 30 June 2021	12.6	184.0	1.4	(58.7)	139.3	0.0	139.3

Parent Financials

Parent Income Statement SEK m	Q4		Year to date	
	Apr-Jun 22	Apr-Jun 21	Jul-Jun 22	Jul-Jun 21
Operating expenses				
Other external costs	(0.3)	(1.4)	(1.2)	(2.5)
Personnel costs	(0.7)	(0.2)	(2.2)	(0.7)
Foreign exchange gains	2.5	0.0	4.0	0.0
EBITDA	1.5	(1.6)	0.6	(3.2)
Interest income & similar credits	0.0	0.0	0.0	(0.1)
Net Profit/(Loss) Income for the period	1.5	(1.6)	0.6	(3.3)

Parent Cash Flow SEK m	Q4		Year to date	
	Apr-Jun 22	Apr-Jun 21	Jul-Jun 22	Jul-Jun 21
Cash flow from operating activities				
Operating profit/(loss) for period	1.5	(1.6)	0.6	(3.3)
Adjustment for items not included in net cash	(2.5)	0.0	(4.1)	0.0
Changes in working capital				
Movement in current receivables	0.9	(18.1)	5.0	(20.3)
Movement in current liabilities	0.1	6.3	(1.5)	(8.6)
Movement in long term receivables	0.0	0.0	0.0	0.0
Cash flow from operating activities	0.0	(13.4)	0.0	(32.2)
Financing activities				
Rights share issue	0.0	108.3	0.0	110.3
Investment in new subsidiary	0.0	(45.9)	0.0	(45.9)
Cash flow from financing activities	0.0	62.4	0.0	64.4
Cashflow for the period	0.0	49.0	0.0	32.2
Change in cash and cash equivalents				
Cash and cash equivalents, at the beginning of the period	72.6	23.6	72.6	40.4
Cashflow for the period	0.0	49.0	0.0	32.2
Cash and cash equivalents, at the end of the period	72.6	72.6	72.6	72.6

Parent Balance Sheet SEK m	30 Jun 2022	30 Jun 2021
ASSETS		
<i>Non-Current assets</i>		
Investments in subsidiaries	182.8	172.1
Total Non-current assets	182.8	172.1
<i>Current assets</i>		
Receivables on group companies	68.9	72.5
Other receivables	0.1	0.1
Cash & cash equivalents	72.6	72.6
Total current asset	141.6	145.2
TOTAL ASSETS1	324.4	317.3
EQUITY AND LIABILITIES		
<i>Liabilities</i>		
Other liabilities	11.0	7.3
Total liabilities	11.0	7.3
<i>Equity</i>		
Share capital	12.6	12.6
Share premium reserve	297.5	297.5
Share Warrants	8.9	6.2
Retained earnings	(6.2)	(3.0)
Profit/(loss) for the year	0.6	(3.3)
Total Equity	313.4	310.0
TOTAL EQUITY & LIABILITIES	324.4	317.3

ABOUT BUILDDATA

BuildData Group 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 Group 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 15 March 2018. The Company owns 100% of the share capital of Zutech Inc (Irl) Limited which in turn owns 100% of Zutech Inc (UK) Limited, 100% of Zutech Asia Limited (Hong Kong) and 100% of Zutech Inc (Australia) Pty Limited. The Group also owns 100% of Createmaster Limited and 80% of Bond Bryan Digital Limited.

Accounting policies

The consolidated financial statements of BuildData Group AB (publ) for the three months period ended 30 June 2022, 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 22 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 and AGM

The Annual Report for the financial year ended 30 June 2022 is due to be published on 21 October 2022. The next interim report for Q1 2023 (July 2022 – September 2022) is due to be published on 24 October 2022. The next AGM will be held on 10 November 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 15.30 CET on 3 August 2022: <https://zutech.zoom.us/j/86288342521>. A copy of this report can be found at our website <https://www.builddata.se/investors/reports-and-presentations/>

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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