



BuildData Group AB: Q1 FY2023 Results Update



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BuildData Group AB



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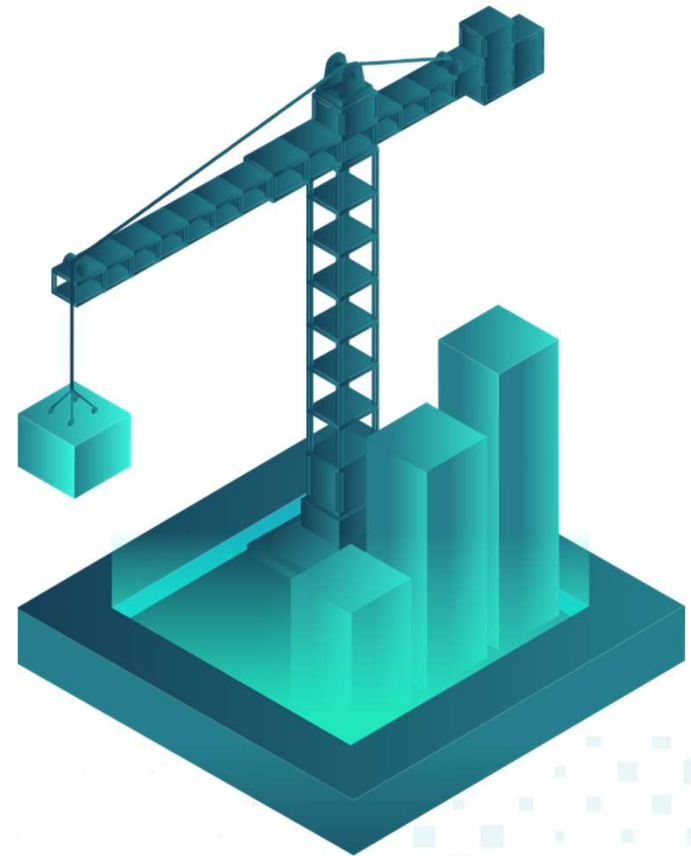
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Today's Agenda

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



About BuildData Group AB



BuildData Overview

A cloud-based software platform and at the crossroads of ConTech and PropTech

Vision

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

20 years track-record

- Founded in 1999 with operations in Dublin, London and Melbourne
- ARR of SEK80m in the last quarter
- 119 employees in the last quarter
- 80% of revenues come from the U.K.
- Letter of intent signed to acquire Edocuments Limited



Proven & best-in-class solutions

- We sell and develop cloud-based collaboration and data software solutions
- We operate three primary brands; Zutec, Createmaster and Bond Bryan Digital
- Our software is collaboration tool between stakeholders on a construction project and in the built environment
- Above 95% satisfied customers and insignificant churn
- One of the first to receive the ISO19650 BIM Kitemark



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 400 customers
- More than 20% market share (No 1) in our target niches

Strategy

Focus on White Spots
across the entire
Residential Building
Lifecycle

Provide Best-in-class
Solutions and
Knowledge for the
Residential Market

Be a Regional
Champion

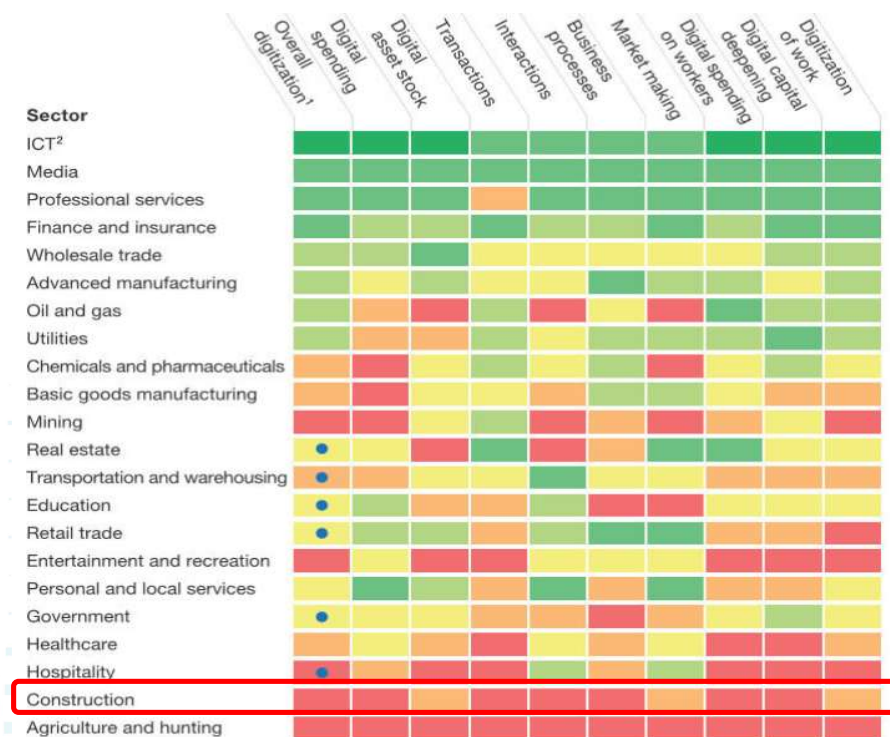
Make Complimentary
and Accretive
Acquisitions

Leading Market Shares
and Brands – No 1
Niche Market Positions

Have Recurring and
Predictable Revenues

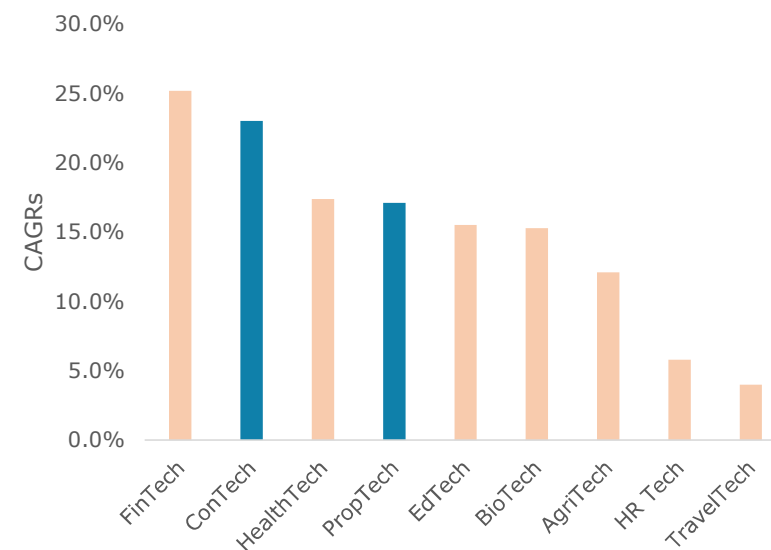
Digitization Index and Market Growth

The construction industry is the largest industry in the world but the second least digitized ...



Source: McKinsey Global Institute industry digitization index. Company information

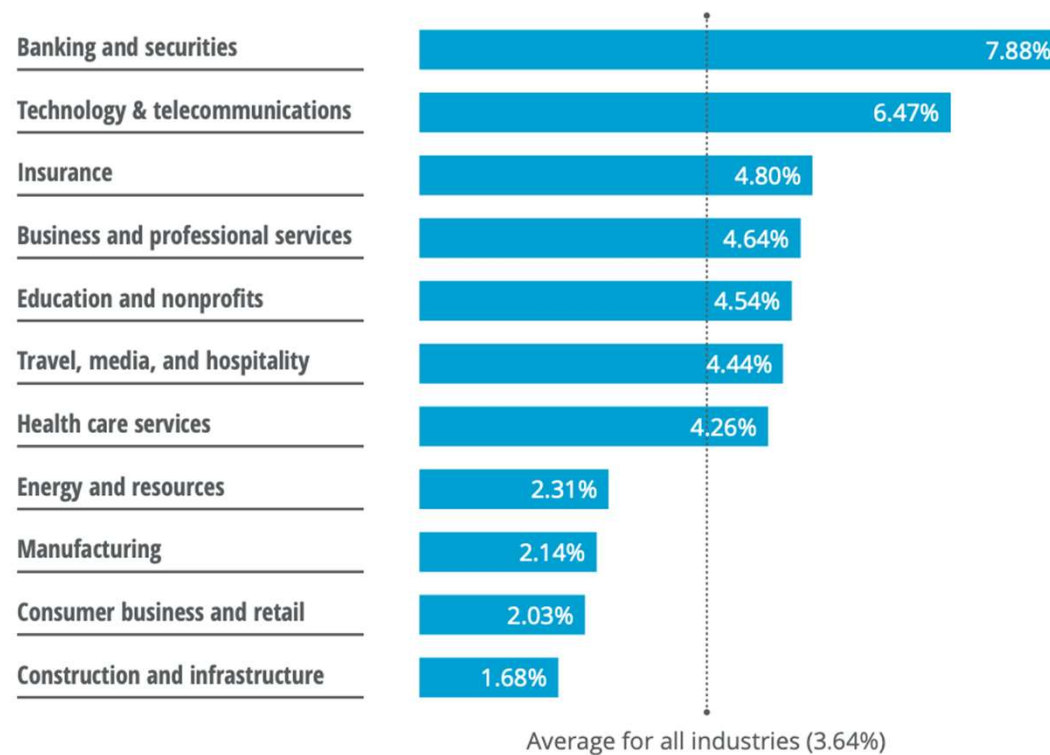
...But one of the fastest growing sectors in technology



IT Spend by Industry

The construction industry is underspending on technology...this is changing

Average IT budget as a percentage of revenue



Source: Deloitte Global CIO Survey

The Building Lifecycle And Digitization

We are focused on White Spots and on the main Capital Stakeholders that enjoys the full benefit from Asset Data throughout the Building Lifecycle

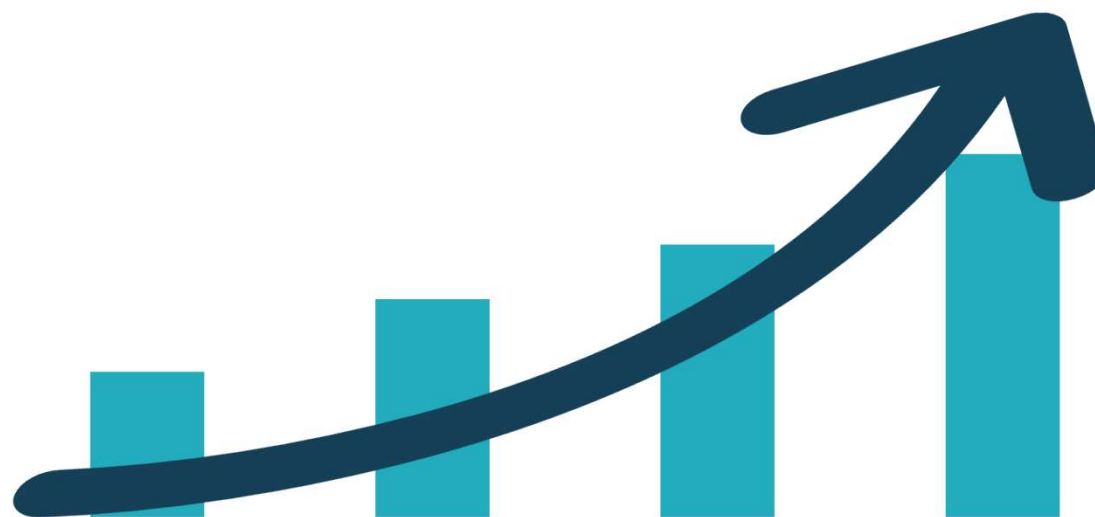
Rate of Digitization of Stakeholders & Involvement in the Building Lifecycle

	Design	Preconstruction	Construction	Handover	Operations / Facility Management
Architects	✓✓✓	✓✓✓			
Consultants	✓✓✓	✓✓✓			
Main Contractors		✓	✓✓✓	✓✓✓	
Subcontractors		✓	✓✓✓	✓✓	✓✓✓
Housebuilders	✓✓✓	✓✓✓	✓✓✓	✓✓✓	
Developers	✓✓✓	✓✓✓	✓	✓✓✓	
Housing Associations/BTR	✓✓✓	✓✓✓	✓	✓✓✓	✓✓✓
Asset Owners				✓✓✓	✓✓✓
Property Managers					✓✓✓

Source: Company information

Market Growth vs BuildData's Growth

Market growth is accelerating and we are substantially outgrowing the market

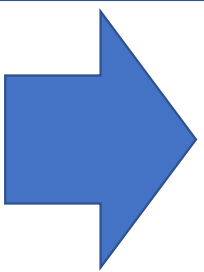


	Pre-Covid	During Covid	Current	Medium-term
Organic Growth	19%	30%	25%	+ 20 %
Market Growth	6 - 8%	10 - 12%	12 - 15%	15 - 18%

Source: Company information.

Our U.K. Revenue Opportunity

We are **targeting a 20% market share** in a market expected to **increase spend with at least 3x** with potential incremental **revenue opportunity of SEK375m**

Stakeholder	U.K. Revenue	Current Software Spend	Current Market Share		Incremental Annual Revenue Opportunity
Contractors	£92bn	£46m	5%		-
Housebuilders	£43bn	£22m	4%		SEK120m
Developers	£30bn	£15m	5%		SEK90m
Housing Associations	£15bn	£8m	4%		SEK45m
Owners	£35bn	£17m	0%		SEK120m
Total	£215bn	£107m	~3%		SEK375m

Source: Company Information, Coherent Market Insights Statistica.

Note: Current software spend has been assumed to be 5 basis points of total turnover.

Main Market Drivers in the U.K.



Regulation

- Significant regulation after Grenfell disaster for digitisation around fire safety
- All documentation needs to be digital & up to date throughout the entire asset lifecycle



Sustainability

- U.K. regulations around carbon emissions
- Compliance with UN regulations

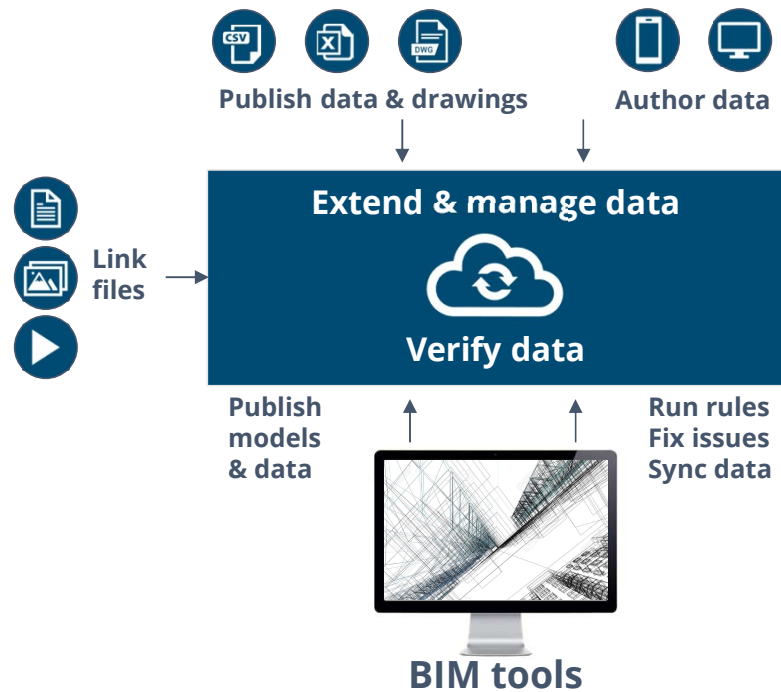


Productivity

- Significant savings to be achieved by digitizing procedures
- Between 1.6% to 18% cost savings possible at different asset lifecycle stages

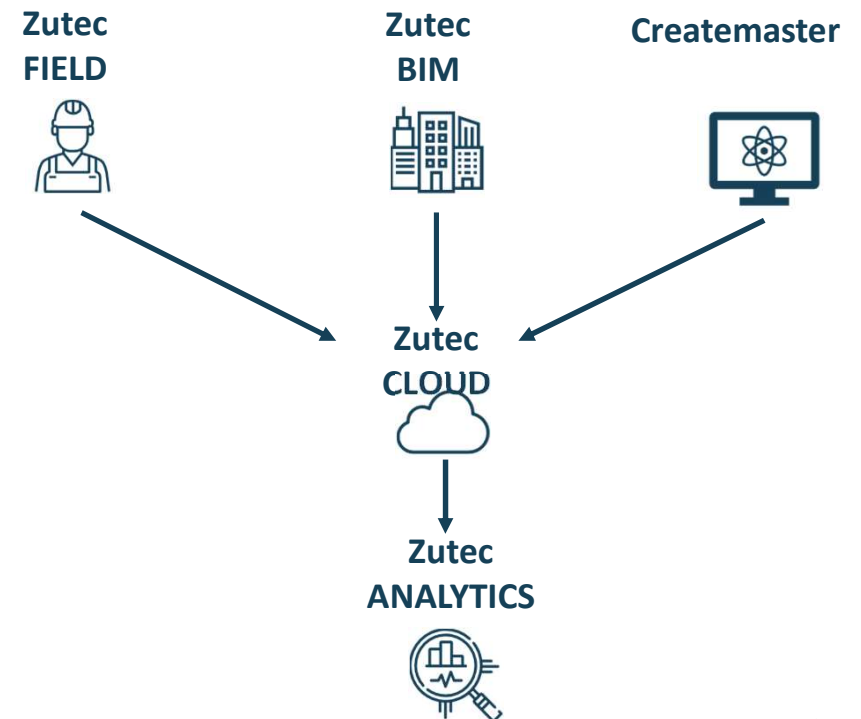
Our Platform and Solutions

Illustration of design & construction work flow



Source: Company information

BuildData's Solution





Q1 FY2023 Financial Update



Q1 Financial Highlights

Net sales growth of 23% to SEK26,0m - 19% organic net sales growth

TCV growth of 45% to SEK121,1m - 40% organic TCV growth

ARR growth of 19% to SEK80,2m

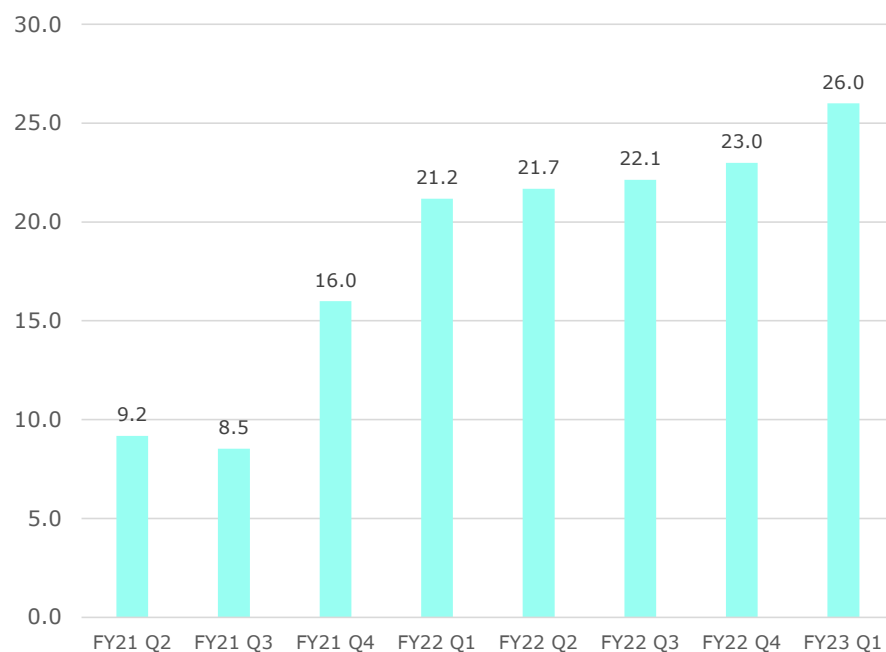
Gross profit margin of 96%

Normalised EBITDA of SEK -1,4m

Net cash position of SEK 71,5m

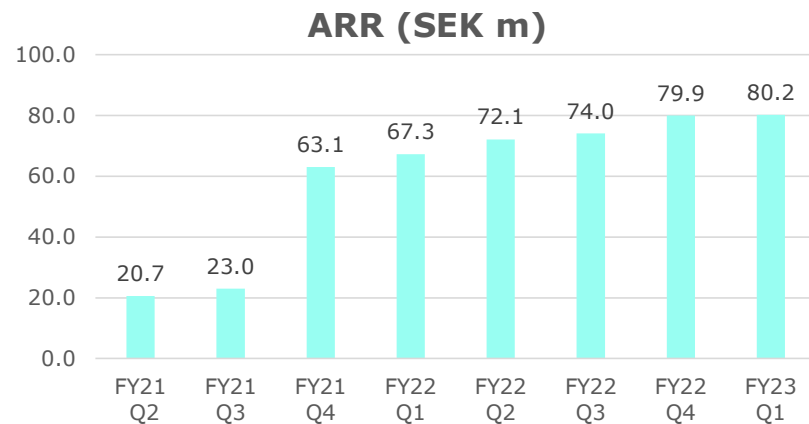
Q1 Sales Review

Quarterly net sales (SEK m)

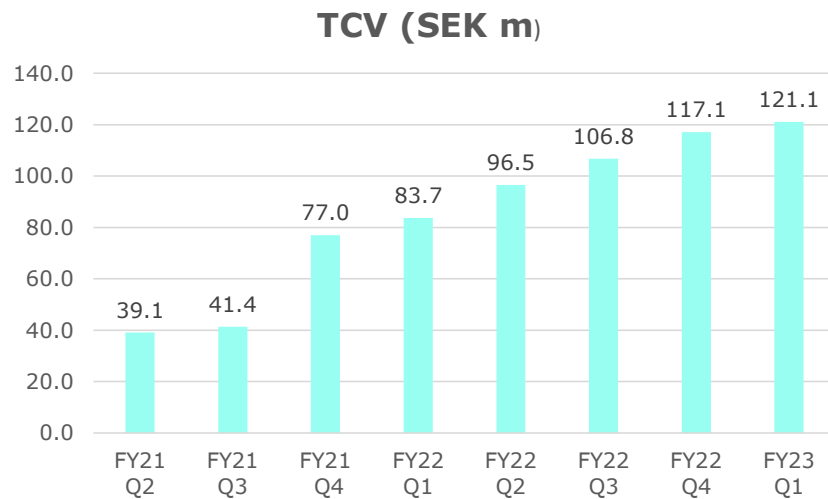


- Q1 Net Sales of SEK 26,0m with net sales growth of 23%
- Organic net sales growth of 13% and 19% organic recurring revenue growth
- Continued focus on our home markets; 80% of net sales from the U.K. and Ireland 13%.

Q1 ARR and TCV Review



- ARR of SEK 80,2m with 19% growth
- Growth is driven by strong new customer inflow
- Insignificant churn or impact from price increases



- TCV of SEK 121,1m with 45% TCV growth
- Organic TCV growth of 40%
- 255 new agreements signed with a TCV of SEK 30,0m

Q1 Earnings Review

Gross profit

- Gross profit of SEK 24,9m with gross profit margin of 96%

Personnel costs

- Personnel costs of SEK 24,2m equating to 80% of total costs
- Average headcount for Q1 was 119 compared to 99 last year.
- Increased cost per FTE as we are upskilling our talent base
- We are expecting our headcount to go down slightly during the year and no increase in the cost per FTE

Normalised EBITDA

- Normalised EBITDA of SEK -1,4m for Q1
- Normalised EBITDA is adjusted for share based payments and one-offs

Income Statement SEK m	Quarter		YTD		FYE
	Jul-Sep 22	Jul-Sep 21	Jul-Sep 22	Jul-Sep 21	FY21/22
Operating income					
Net Sales	26,0	21,2	26,0	21,2	88,2
Other income	0,4	0,8	0,4	0,8	1,8
Total operating income	26,4	21,9	26,4	21,9	90,0
Cost of sales	(1,5)	(1,5)	(1,5)	(1,5)	(5,5)
Gross profit	24,9	20,5	24,9	20,5	84,5
Other External Costs	(3,6)	(4,7)	(3,6)	(4,7)	(18,6)
Personnel costs	(24,2)	(15,3)	(24,2)	(15,3)	(75,1)
Share based payments	(1,1)	(0,6)	(1,1)	(0,6)	(3,0)
Foreign Exchange	(0,7)	0,1	(0,7)	0,1	3,8
EBITDA	(4,7)	0,0	(4,7)	0,0	(8,3)
Normalised EBITDA	(1,4)	0,9	(1,4)	0,9	(4,2)
Average FTE	119	99	119	99	109



Financial Targets & Company Highlights



Financial Targets

+20% Organic
Growth p.a.
in the Medium Term

+80% of Recurring
Revenues

SEK 200m of Run-rate Net
Sales
in FY24 (*i.e. Q4-24 net
sales of SEK 50m*)

Key Company Highlights

The construction industry is the **world's largest industry (US\$ 10tn)** and the **second least digitized – market growing c. 15%**. We are **meaningfully outgrowing the market**

Run-rate sales of SEK 104m - net sales growth of +23%

ARR of SEK 80m - ARR and organic growth of 19%

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

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. – incremental revenues of at least SEK 375m – 5x current U.K. ARR**

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