



BuildData Group AB: Q2 FY2023 Results Update



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BuildData Group AB



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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 one of 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 SEK88m in the last quarter
- 115 employees in the last quarter
- 82% 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 software solutions
- We operate three primary brands; Zutech, 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

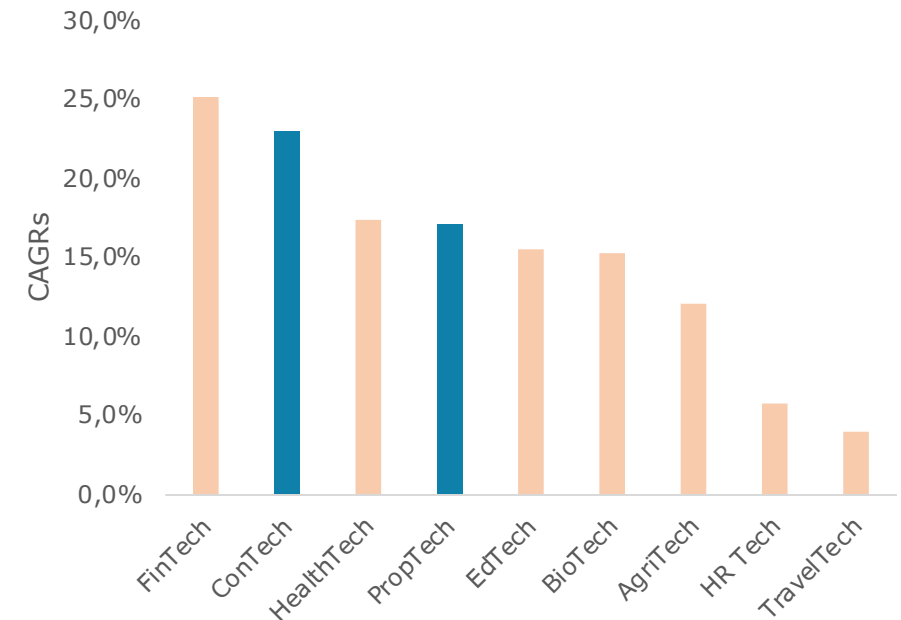


Digitization Index and Market Growth

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



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

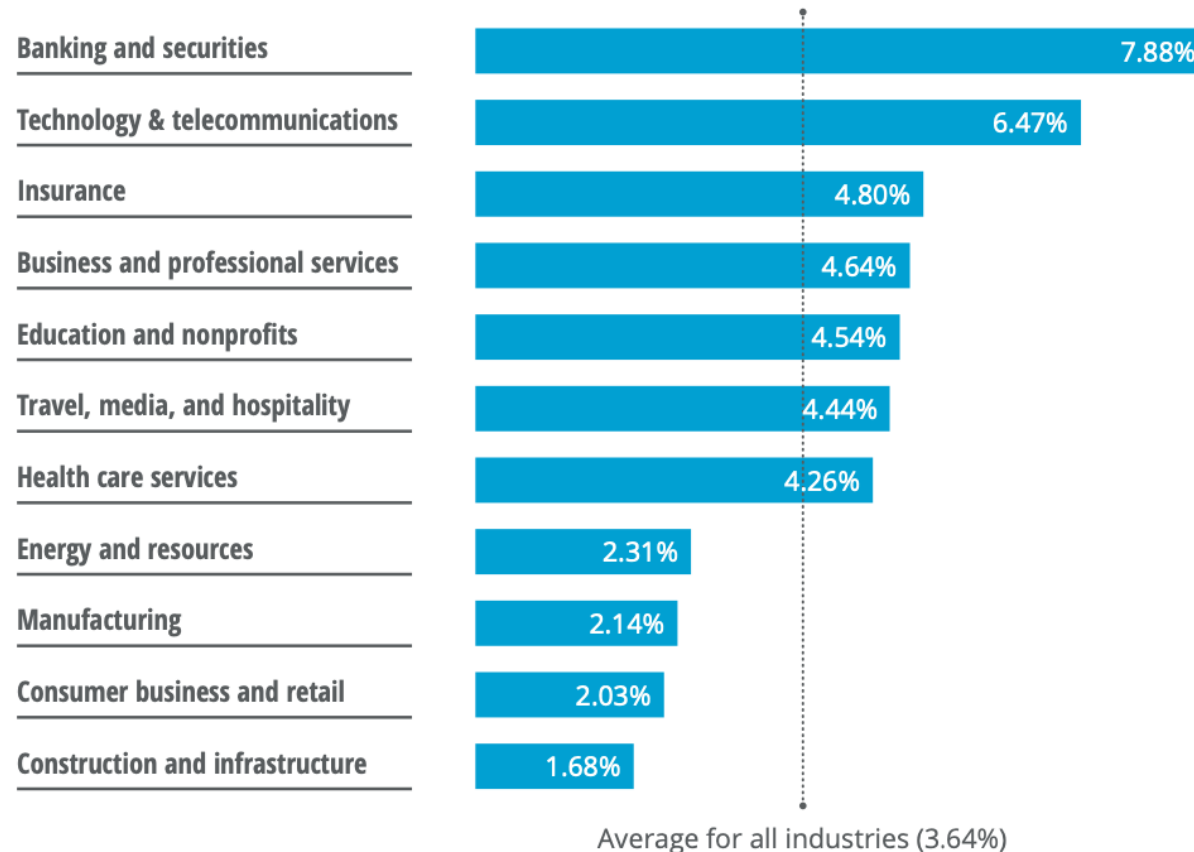


Source: McKinsey Global Institute industry digitization index. Company information

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

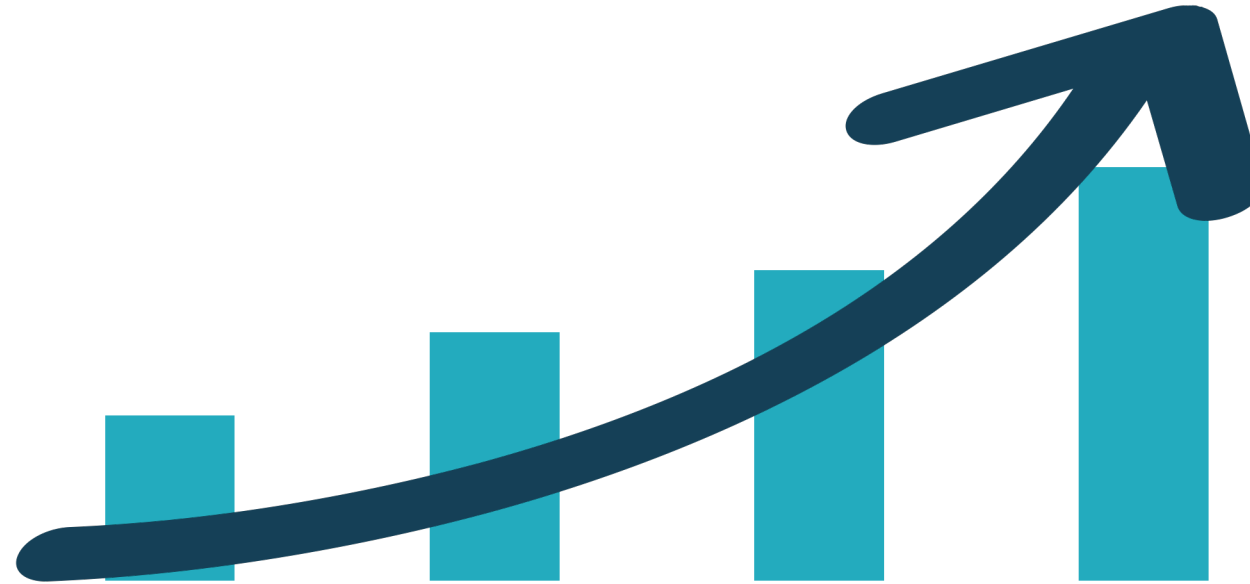
We are focused on White Spots and on the main Capital Stakeholders that enjoys the full benefit from Asset Data throughout the Building Lifecycle

Rate of Digitization of Stakeholders & Involvement in the Building Lifecycle

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

Market Growth vs BuildData's Growth

Market growth is accelerating and we are substantially outgrowing the market

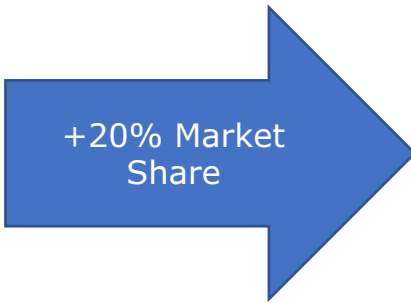


	Pre-Covid	During Covid	Current	Medium-term
Organic Growth	19%	30%	20%	+ 20 %
Market Growth	6 - 8%	10 - 12%	12 - 15%	15 - 18%

Our U.K. Revenue Opportunity

We are targeting a +20% market share in a market expected to increase spend with at least +5x with potential incremental ARR opportunity of SEK375m from SEK65m U.K. ARR

Stakeholder	BDG Market Share	Incremental Medium-term ARR Opportunity
Contractors	5%	-
Housebuilders	4%	SEK120m
Developers	5%	SEK90m
Housing Associations	4%	SEK45m
Owners	0%	SEK120m
Total	~3%	SEK375m



Source: Company Information, Coherent Market Insights Statistica.

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



BUILDDATA

Q2 FY2023 Financial Update



Q2 Financial Highlights

Net sales growth of 24% to SEK27,0m - 18% organic net sales growth*

TCV growth of 35% to SEK130,7m - 32% organic TCV growth

ARR growth of 23% to SEK88,7m

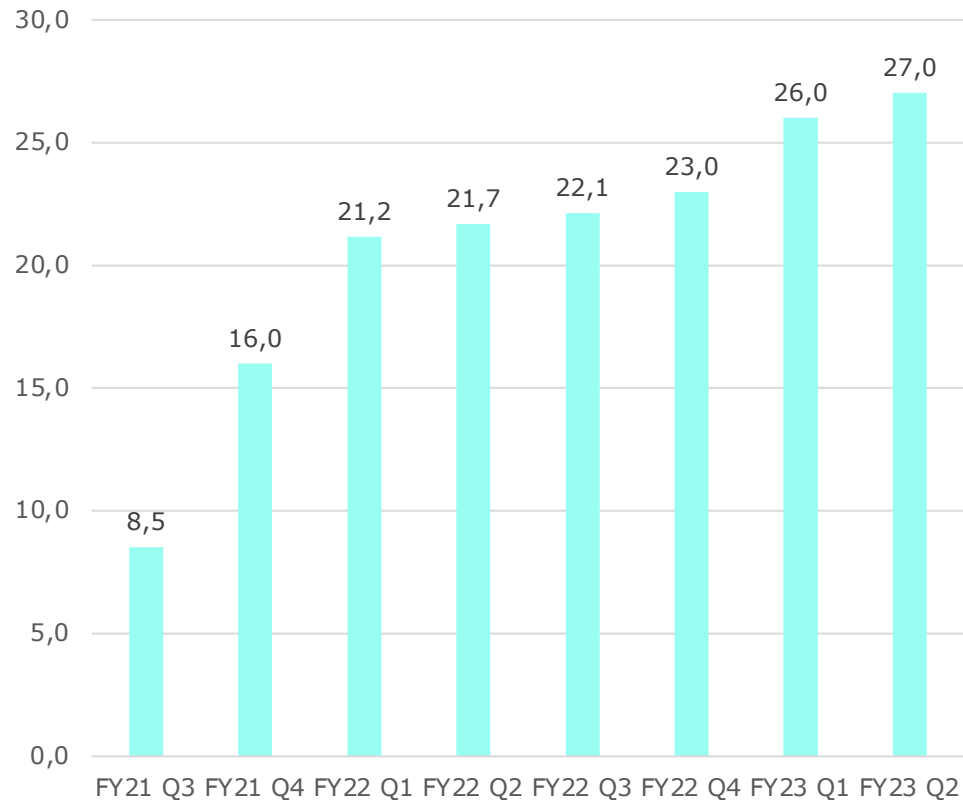
Gross profit margin of 98%

Normalised EBITDA of SEK -2,4m

Net cash position of SEK61,4m

Q2 Net Sales Review

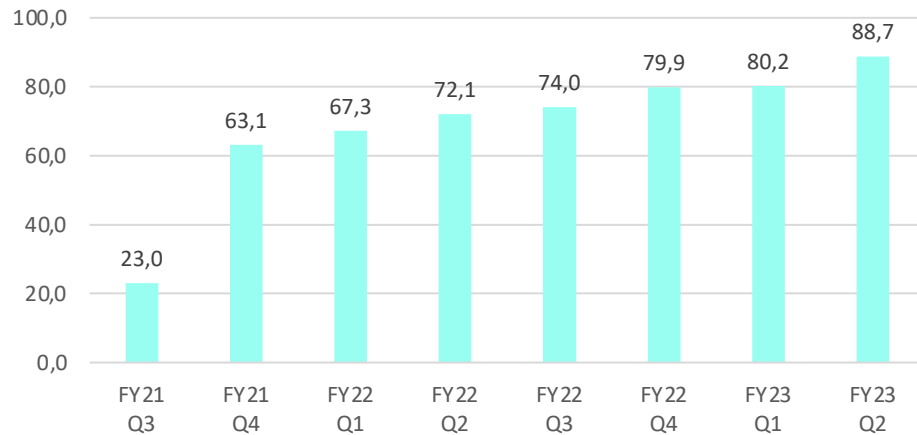
Quarterly net sales (SEKm)



- Q2 Net Sales of SEK 27,0m with net sales growth of 24%
- Organic net sales growth of 18%
- Continued focus on our home markets; 83% of net sales from the U.K. and Ireland 13%.

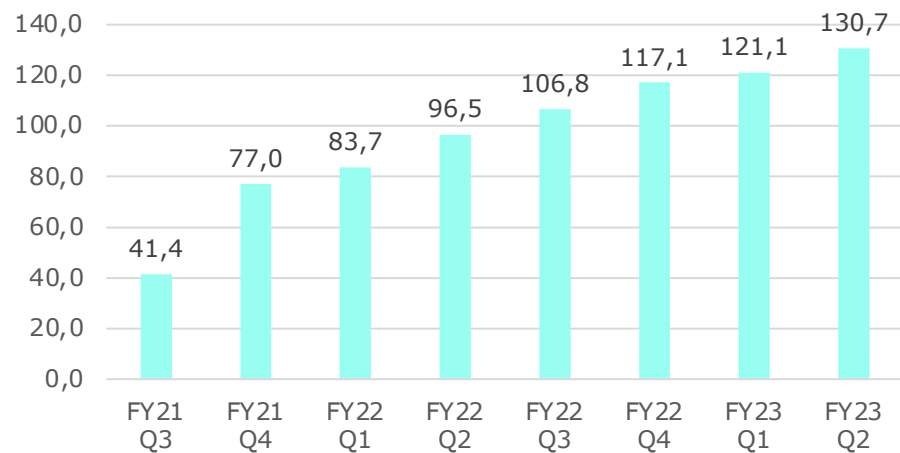
Q2 ARR and TCV Review

ARR (SEKm)



- ARR of SEK 88,7m with 23% growth
- ARR growth is driven by new customer inflow and price increases from existing customers
- Insignificant churn and positive NRR

TCV (SEK m)



- TCV of SEK 130,7m with 35% TCV growth
- Organic TCV growth of 32%
- 208 new agreements signed with a TCV of SEK 33,1m

Q2 Earnings Review

Gross profit

- Gross profit of SEK 26,5m with gross profit margin of 98%

Personnel costs

- Personnel costs of SEK 27,7m equating to 82% of total costs
- Average headcount for Q1 was 115 compared to 104 last year.
- Personnel costs includes a provision for reorganisation costs of SEK 2.4m

Normalised EBITDA

- Normalised EBITDA of SEK -2,4m for Q1
- Normalised EBITDA is adjusted for share based payments and one-off costs including

Income Statement SEK m	Quarter		YTD		FYE
	Oct-Dec22	Oct-Dec 21	Oct-Dec22	Oct-Dec 21	FY21/22
Operating income					
Net Sales	27,0	21,7	53,0	42,9	88,2
Other income	0,4	0,6	0,7	1,3	1,8
Total operating income	27,4	22,3	53,7	44,2	90,0
Cost of sales	(0,9)	(0,9)	(2,4)	(2,4)	(5,5)
Gross profit	26,5	21,4	51,3	41,8	84,5
Other External Costs	(4,9)	(6,1)	(8,4)	(10,7)	(18,6)
Personnel costs	(27,7)	(19,8)	(51,9)	(35,0)	(75,1)
Share based payments	(2,8)	(0,8)	(3,9)	(1,5)	(3,0)
Foreign Exchange	(0,3)	1,1	(1,0)	1,2	3,8
EBITDA	(9,2)	(4,2)	(13,8)	(4,2)	(8,3)
Normalised EBITDA	(2,4)	(2,2)	(3,6)	(1,4)	(4,2)
Average FTE	115	104	115	104	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
Revenues
End of FY 2023 / 24

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**

Net sales run rate of SEK 108m - net sales growth of +23%

ARR of SEK 88.7m - ARR growth of +23%

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

Scaleable business model with **insignificant churn**, **98% 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**