



BUILDDATA

Unaudited Interim Report Q4

1 April – 30 June 2023

Q4 SUMMARY HIGHLIGHTS

Financial Highlights

- ARR at the end of Q4 (the quarter ending 30 June 2023) was SEK 100.0m, corresponding to a 25.1% increase compared with the same period last year (SEK 79.9m).
- TCV at the end of Q4 of SEK 154.9m, corresponding to a 32.3% increase compared with the same period last year (SEK 117.1m). Organic TCV growth in Q4 was 32.3% compared to the same period last year.
- Net sales in Q4 were SEK 28.5m, corresponding to a 22.8% increase compared with the same period last year (SEK 23.2m). Organic net sales growth was 22.8%.
- Gross profit in Q4 was SEK 27.1m (SEK 21.3m) equating to a 95.1% gross margin (91.8%)
- Normalised EBITDA in Q4 (EBITDA before non-recurring items) was SEK 1.5m compared to the same period last year (SEK -1.3m).
- EBITDA of SEK 1.7m compared to the same period last year (SEK -2.6m).

- Basic earnings per share (weighted) amounted to SEK -0.02 (SEK -0.08).
- Operating cashflow in Q4 was SEK -0.3m (SEK -0.7m).

Operational Highlights

- 237 new agreements were signed in Q4 with a value of SEK 33.0m.

Significant Events after the Period

- There were no significant events after the end of the period.

Key Figures

SEK m (except where stated)	Q4		Year to date	
	Apr-Jun 23	Apr-Jun 22	Jun 23	Jun 22
ARR	100.0	79.9	100.0	79.9
TCV	154.9	117.1	154.9	117.1
Net sales	28.5	23.2	108.5	88.2
Gross profit	27.1	21.3	104.2	88.3
Normalized EBITDA	1.5	(1.3)	(2.6)	(3.8)
EBITDA	1.7	(2.6)	(11.7)	(8.3)
Operating profit/(loss)	(1.0)	(5.4)	(23.0)	(19.8)
Net profit/(loss)	(1.0)	(5.3)	(23.4)	(20.3)
Cash flow from operating activities	(0.3)	(0.7)	(11.7)	(17.5)
Cash	45.1	78.6	45.1	78.6
Net cash/(debt)	43.2	76.1	43.2	76.1
Earnings per share before dilution (SEK)	(0.02)	(0.08)	(0.36)	(0.32)

COMMENTS FROM OUR CEO

A favorable quarter with continued growth and profits in focus

Strong growth and SaaS KPIs are developing favorably

All of our sales KPIs continue to develop according to our expectations. This growth can be seen in all our sales matrixes: net sales, organic net sales, ARR and TCV bookings. Our TCV continues to develop positively as we are signing up customers on large contracts and the benefits from that will be reaped in quarters to come.

Our SaaS KPIs are heading in the right direction: our net retention rate is strong, our customer acquisition cost is low, gross profit is in line with SaaS peers, we have satisfied customers and we are producing a strong ARR trajectory.

Increasing focus on profits

We are starting to see a better development in our EBITDA on the back of the headcount reductions we did earlier in the year. To see an even greater impact, our sales have to continue growing whilst controlling our cost base which we believe will come in the medium term. The inflationary environment in the U.K. is impacting our costs and so far we have been successful in passing on cost increases to our customers.

We are past the peak in the market

The overall economic climate in our core market in the U.K. has its challenges with high interest rates and inflation. The number of newly started construction projects is lower than the last three years but despite these market headwinds, we are continuing to be optimistic about our outlook, which continues to be driven by a gap in residential housing, increased investments in technology by our customers and new legislation.

Strong cash position allows for M&A

We have a robust cash pool on our balance sheet and we are continuously evaluating how to best deploy this cash. Although M&A has proved challenging, it remains a core part of our strategy. Our proposed acquisition of eDocs was unfortunately terminated during the quarter. We are now focused on other

targets and our acquisition strategy has not changed and we are targeting companies in our home markets with a strong complimentary customer base, proven growth stories and business models and excellent management teams.

We are positive about next year

We are entering our next financial year in a stronger position than we did last year. The macro economic climate has changed and we have to remain focused on growth but also on profits and cash flow generation. Although we have a strong M&A pipeline, we are unsure if we are going to get to our target of generating SEK50 million of quarterly run-rate revenues by the end of the next financial year. We do, however, remain confident that our organic growth should exceed 20% also next year.

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

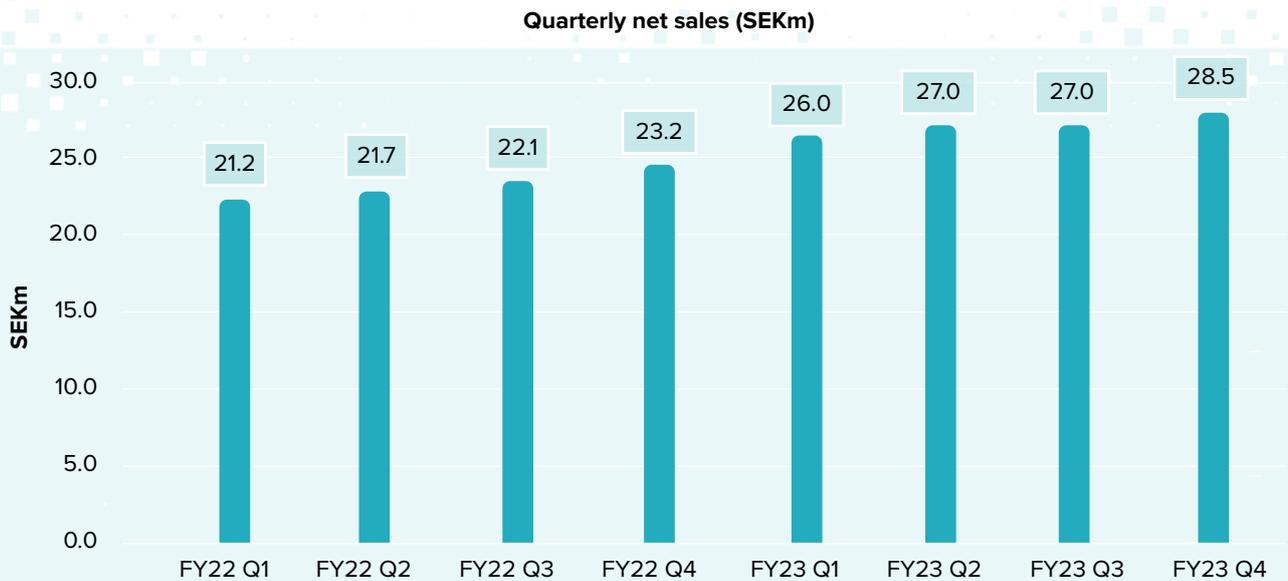
Yours faithfully,
Gustave Geisendorf

COMMENTARY ON Q4

Net sales

Net sales in the quarter were SEK 28.5m (SEK 23.2m), up 22.8% on the corresponding period. This organic growth of 22.8% was driven by the continuing strong new customer logos, insignificant churn and strong price development on renewals.

We saw a strong performance in our UK business and also our Irish business is also performing according to plan.

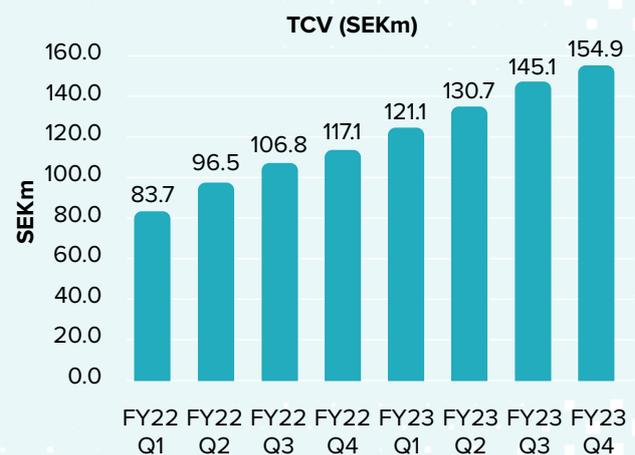
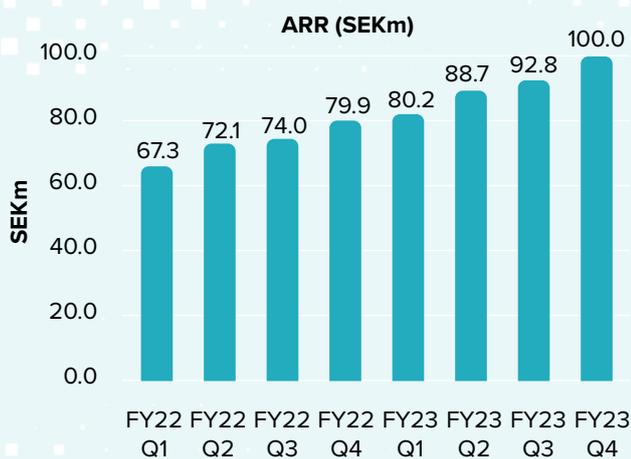


ARR

ARR at the end of Q4 was SEK 100.0m, corresponding to a 25.1% increase compared with the same period last year (SEK 79.9m). This arises from new logos and upselling. We are also increasing prices on contracts and our churn remains insignificant.

TCV

At the end of Q4 total contract value was SEK 154.9m, corresponding to a 32.3% increase compared with the same period last year (SEK 117.1m).



Cost of Sales and Gross Profit

Cost of sales, comprising hosting expenses and product related purchases amounted to SEK 1.8m (SEK 2.0m) in Q4 FY23 and SEK 5.8m (SEK 5.5m) for the full year.

Gross profit amounted to SEK 271m (SEK 21.3m) in Q4 FY23 which equated to a gross margin of 95.1% and SEK 104.2m (SEK 88.3m) for the full year which equated to a gross margin of 96.0%.

Other costs and Earnings

Payroll costs amounted to SEK 22.1m (SEK 21.0m) in Q4 FY23 and SEK 96.3m (SEK 75.1m) in FY23 YTD. Our headcount went up from 114 at the end of Q4 last year to 89 at the end of Q4 this year following the restructuring in Q3.

Capitalisation of payroll amounted to SEK 1.2m (SEK 0.8m) in Q4 and SEK 6.1m (SEK 4.7m) in FY23 YTD and related to R&D development of the Group's software products.

Other external costs amounted to SEK 6.8m (SEK 4.0m) in Q4 FY23 and SEK 20.1m (SEK 18.6m) in the full year and include a provision of SEK 1.4m in respect of amounts owed by customers who have subsequently gone into administration.

Normalized EBITDA excluding foreign exchange translation and non-recurring items amounted to SEK 1.5m (SEK -1.3m) in Q4. Non-recurring items relate to share-based payments and one-off reorganisation costs and legal and professional fees.

EBITDA in Q4 amounted to SEK 1.7m, compared to the same period last year of SEK -2.6m.

Operating loss (EBIT) amounted to SEK -1.0m compared to an operating loss for the same period last year of SEK -5.4m.

Earnings per share

Earnings per share (EPS) for Q4 amounted to SEK -0.02. (SEK -0.08).

Financial position

Equity was SEK 92.5m (SEK 118.9m) at the end of the period. The equity/assets ratio was 57.7% (68.8%) at 30 June 2023. Total assets were SEK 160.3m (SEK 172.8m). The cash position is strong at SEK 45.1m (SEK 78.6m).

Cashflows and investments

Cash flow for Q4 was SEK -13.0m (SEK -3.2m). Cash flow from operating activities was SEK -0.2m (SEK -0.7m). Cash flow from investing activities was SEK -12.8m (SEK -1.2m) including the payment of the Createmaster earnout of SEK -9.6m. Cash flow from financing activities was SEK 0.1m (SEK -1.3m). Cash and cash equivalents were 45.1m (SEK -78.6m) at the end of the period.

Personnel

The number of group employees at 30 June 2023 was 89 (114).

Share ownership

The total number of outstanding shares at the end of the quarter was 68,171,694 (62,757,284). All shares carry an equal share of votes and capital.

The table below shows the top 10 shareholders (direct and indirect ownership) as at 30 June 2023:

The 10 largest owners as at 30 June 2023	Direct			Indirect	
	Number of shares owned	Share of capital and votes	Warrants held	Total holdings	Share of diluted capital
Athanase Industrial Partners	29,670,293	43.5%	885,000	30,555,293	40.0%
Gustave Geisendorf*	5,427,103	8.0%	2,950,000	8,377,103	11.0%
SEB Life International	4,147,249	6.1%	-	4,147,249	5.4%
Nordea Livförsäkring Sverige Ab	2,814,061	4.1%	-	2,814,061	3.7%
FE Smabolag Sverige	2,755,660	4.0%	-	2,755,660	3.6%
BNY Mellon SA	2,530,933	3.7%	-	2,530,933	3.3%
Brian Dodsworth	1,836,229	2.7%	-	1,836,229	2.4%
Avanza Pension	1,615,339	2.4%	-	1,615,339	2.1%
Gareth Burton	1,245,000	1.8%	-	1,245,000	1.6%
Per Åkerman	1,164,855	1.7%	-	1,164,855	1.5%
Other	14,964,972	22.0%	4,450,800	19,415,772	25.4%
Total	68,171,694	100.0%	8,285,800	76,457,494	100.0%

FINANCIALS

Group Financials

Income Statement SEK m	Q4		Full year	
	Apr-Jun 23	Apr-Jun 22	Jun 23	Jun 22
Operating Income				
Net sales	28.5	23.2	108.5	88.2
Other income	0.4	0.1	1.5	5.6
Total Operating Income	28.9	23.3	110.0	93.8
Cost of sales	(1.8)	(2.0)	(5.8)	(5.5)
Gross profit	27.1	21.3	104.2	88.3
Operating expenses				
Other external costs	(6.8)	(4.0)	(20.1)	(18.6)
Personnel costs	(22.1)	(21.0)	(96.3)	(75.1)
Share Based Payments	(0.9)	(0.8)	(5.5)	(3.0)
Foreign Exchange	4.4	1.9	6.0	0.0
EBITDA	1.7	(2.6)	(11.7)	(8.3)
Depreciation and Amortisation	(2.7)	(2.8)	(11.3)	(11.4)
Operating Profit/(Loss)	(1.0)	(5.4)	(23.0)	(19.8)
Interest income & similar credits	(0.4)	0.1	(0.8)	(0.6)
Profit/(Loss) after financial items	(1.4)	5.3	(23.8)	(20.3)
Income taxes	0.4	0.0	0.4	0.0
Net Profit/(Loss) Income	(1.0)	(5.3)	(23.4)	(20.3)
Attributable to:				
Equity holders of the parent company	(1.0)	(5.3)	(23.4)	(20.3)
Non-controlling interests	0.0	0.0	0.0	0.0
Total	(1.0)	(5.3)	(23.4)	(20.3)
Earnings per share, basic (weighted)	(0.02)	(0.08)	(0.36)	(0.32)
Average number of shares during the period	68,171,694	62,757,284	66,094,934	62,757,284
Shares outstanding at the end of the period	68,171,694	62,757,284	68,171,694	62,757,284

Group Cashflow SEK m	Q4		Year to date	
	Apr-Jun 23	Apr-Jun 22	Jun 23	Jun 22
Cash flow from operating activities				
Operating profit/(loss) for period	(1.0)	(5.4)	(23.0)	(19.8)
Adjustments for non-cash items				
Depreciation & Amortisation	2.8	2.8	11.3	11.4
Shared Based Payment	1.6	0.8	5.5	3.0
Other non-cash items	(4.3)	(2.6)	(7.7)	(3.6)
Operating cash flow after adjustments	(0.9)	(4.4)	(13.9)	(9.0)
Paid taxes	-	.0	0.0	0.0
Interest received	-	0.0	0.0	0.0
Interest paid	(0.4)	(0.1)	(0.8)	(0.1)
Changes in working capital				
Movement in current receivables	(0.4)	0.3	(14.9)	(11.6)
Movement in current liabilities	1.4	3.5	17.9	3.2
Changes in other working capital	-	0.0	0.0	0.0
Cash flow from changes in working capital	1.0	3.8	3.0	(8.4)
Cash flow from operating activities	(0.3)	(0.7)	(11.7)	(17.5)
Cash flow from investing activities				
Investments in intangible assets	(1.5)	(1.0)	(7.8)	(6.0)
Investments in tangible assets	(1.7)	(0.2)	(4.2)	(1.3)
Investment in subsidiary	(9.6)	0.0	(9.6)	0.0
Cash flow from investing activities	(12.8)	(1.2)	(21.6)	(7.3)
Financing activities				
Financing activities	0.0	0.0	0.0	0.0
Share issue	0.0	0.0	0.0	0.0
Loan repayments	(0.2)	(0.2)	(0.8)	(0.4)
Lease repayments	0.3	(1.1)	0.6	(3.8)
Cash flow from financing activities	0.1	(1.3)	(0.2)	(4.1)
Cashflow for the period	(13.0)	(3.2)	33.5	(29.0)
Change in cash and cash equivalents				
Cash and cash equivalents, at the beginning of the period	58.1	81.8	78.6	107.6
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	45.1	78.6	45.1	78.6

Group Balance Sheet SEK m	30 Jun 2023	30 Jun 2022
ASSETS		
<i>Non-current assets</i>		
Intangible assets	56.9	55.1
Tangible assets	2.9	1.4
Right of use assets	5.6	6.7
Total non-current assets	65.4	63.2
<i>Current assets</i>		
Trade receivables	40.8	23.2
Other receivables	4.9	4.2
Prepaid costs & other income	3.7	3.6
Cash & cash equivalents	45.5	78.6
Total current assets	94.9	109.6
TOTAL ASSETS	160.3	172.8
EQUITY AND LIABILITIES		
<i>Equity</i>		
Share capital	13.6	12.6
Other contributed capital	191.9	187.2
Reserves	(1.8)	(1.6)
Retained earnings including profit for the period	(111.2)	(79.3)
Total equity attributable to the Parent Company's share-holders	92.5	118.9
Holding with non-controlling interest	0.9	0.8
Total equity	93.4	119.7
<i>Liabilities</i>		
Long-term liabilities		
Lease liabilities	2.7	3.5
Interest bearing loans	1.0	1.8
Other liabilities	2.3	11.6
Total long-term liabilities	6.0	16.9
Short-term liabilities		
Lease liabilities	4.9	2.9
Interest bearing loans	0.9	0.7
Accounts payable	3.3	4.0
Tax liabilities	13.5	6.8
Other liabilities	2.3	0.0
Accrued expenses and prepaid income	36.0	21.8
Total short-term liabilities	60.9	36.2
Total liabilities	66.9	53.1
TOTAL EQUITY & LIABILITIES	160.3	172.8

Statement of changes in Equity for the quarter ended 30 June 2023 SEK m	Share Capital	Other Contributed Capital	Reserves	Retained Earnings	Total	Minority Interest	Total Equity
Balance at 1 April 2023	13.6	190.4	(1.1)	(105.3)	97.6	0.9	98.5
Share Issue	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Share Warrant	0.0	1.2	0.0	0.0	1.2	0.0	1.2
NCI	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Translation	0.0	0.3	(0.7)	(4.9)	(5.3)	0.0	(5.3)
Results for period	0.0	0.0	0.0	(1.0)	(1.0)	0.0	(1.0)
Movement in the period	0.0	1.5	(0.7)	(5.9)	(5.1)	0.0	(5.1)
Balance at 30 June 2023	13.6	191.9	(1.8)	(111.2)	92.5	0.9	93.4
Balance at 1 April 2022	12.6	186.2	(4.2)	(69.8)	124.8	0.8	125.6
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	2.6	(4.2)	(1.3)	0.0	(1.3)
Results for period	0.0	0.0	0.0	(5.3)	(5.3)	0.0	(5.3)
Movement in year	0.0	1.0	2.6	(9.5)	(5.9)	0.0	(5.9)
Balance at 30 June 2022	12.6	187.2	(1.6)	(79.3)	118.9	0.8	119.7

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 2022	12.6	187.2	(1.6)	(79.3)	118.9	0.8	119.7
Share issue	1.0	5.1	0.0	0.0	6.1	0.0	6.1
Share Warrant	0.0	(1.3)	0.0	0.0	(1.3)	0.0	(1.3)
NCI	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Translation	0.0	0.9	(0.2)	(8.5)	(7.8)	0.1	(7.7)
Results for period	0.0	0.0	0.0	(23.4)	(23.4)	0.0	(23.4)
Movement in period	1.0	4.7	(0.2)	(31.9)	(26.4)	0.1	(26.3)
Balance at 30 June 2023	13.6	191.9	(1.8)	(111.2)	92.5	0.9	93.4
Balance at 1 July 2021	12.6	184.0	1.4	(58.7)	139.3	0.0	139.3
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	(3.0)	(0.3)	(2.8)	0.1	(2.7)
Results for period	0.0	0.0	0.0	(20.3)	(20.3)	0.0	(20.3)
Movement in period	0.0	3.2	(3.0)	(20.6)	(20.4)	0.8	(19.6)
Balance at 30 June 2022	12.6	187.2	(1.6)	(79.3)	118.9	0.8	119.7

Parent Financials

Parent Income Statement SEK m	Q4		Year to date	
	Apr-Jun 23	Apr-Jun 22	Jun 23	Jun 22
Operating income				
Other income	2.9	2.5	6.7	4.1
Total operating income	2.9	2.5	6.7	4.1
Operating expenses				
Other external costs	(1.0)	(0.3)	(1.7)	(1.3)
Personnel costs	(0.8)	(0.7)	(3.1)	(2.2)
EBITDA	1.1	1.5	1.9	0.6
Interest income & similar credits	0.0	0.0	0.0	0.0
Net Profit/(Loss) Income for the period	1.1	1.5	1.9	0.6

Parent Cash Flow SEK m	Q4		Year to date	
	Apr-Jun 23	Apr-Jun 22	Jun 23	Jun 22
Cash flow from operating activities				
Operating profit/(loss) for period	1.1	1.5	1.9	0.6
Adjustment for items not included in net cash	(3.2)	(2.5)	(5.7)	(0.6)
Changes in working capital				
Movement in current receivables	(0.8)	0.9	(21.2)	1.3
Movement in current liabilities	0.4	0.1	(0.0)	(1.3)
Cash flow from operating activities	(2.5)	0.0	(25.0)	(0.0)
Investing activities				
Payment of deferred consideration	(9.6)	0.0	(9.6)	0.0
Cash flow from investing activities	(9.6)	0.0	(9.6)	0.0
Financing activities				
Rights share issue	0.0	0.0	0.0	0.0
Cash flow from financing activities	0.0	0.0	0.0	0.0
Cashflow for the period	(12.1)	0.0	(34.6)	0.0
Change in cash and cash equivalents				
Cash and cash equivalents, at the beginning of the period	50.1	72.6	72.6	72.6
Cashflow for the period	(12.1)	0.0	(34.6)	0.0
Cash and cash equivalents, at the end of the period	38.0	72.6	38.0	72.6

Parent Balance Sheet SEK m	30 Jun 2023	30 Jun 2022
ASSETS		
<i>Non-Current assets</i>		
Investments in subsidiaries	187.7	182.8
Total Non-current assets	187.7	182.8
<i>Current assets</i>		
Receivables from group companies	96.8	68.9
Other receivables	0.1	0.1
Cash & cash equivalents	38.0	72.6
Total current asset	134.9	141.6
TOTAL ASSETS	322.6	324.4
EQUITY AND LIABILITIES		
<i>Liabilities</i>		
Other liabilities	2.5	11.1
Total liabilities	2.5	11.1
<i>Equity</i>		
Share capital	13.6	12.6
Share premium reserve	302.6	297.5
Share Warrants	7.6	8.9
Retained earnings	(5.6)	(6.2)
Profit/(loss) for the year	1.9	0.6
Total Equity	320.1	313.3
TOTAL EQUITY & LIABILITIES	322.6	324.4

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 Advokatfirman Lindahl KB, Box 5898, 102 40 Stockholm.

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 15th June 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.

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.

Accounting policies

The consolidated financial statements of BuildData Holding AB (publ) for the three months period ended 30 June 2023, 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

The Group has issued 8,285,000 share warrants under 5 different programs approved by shareholders between 2020 and 2022.

Upcoming reports

The next interim report for Q1 FY2024 (July 2023 – September 2023) is due to be published on 26 October 2023. The annual report for the year ended 30 June 2023 is due to be published on 19 October 2023. These reports will be made available to the public on [www.https://www.builddata.se/investors/reports-and-presentations/](https://www.builddata.se/investors/reports-and-presentations/).

The next AGM is due to be held on 9 November 2023.

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 15.00 CET on 19 July 2023: <https://zutech.zoom.us/j/83252050946>

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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