



BuildData Group AB Q4 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 SEK100m in the last quarter
- 89 employees in the last quarter
- 82% of revenues come from the U.K.



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

BuildData Strategy

White Spots across the
Building Lifecycle

Best-in-class Point
Solutions

Regional Champion

Complimentary and
Accretive Acquisitions

Leading Market Shares
and Brands – No 1 Niche
Market Positions

Recurring and
Predictable Revenues

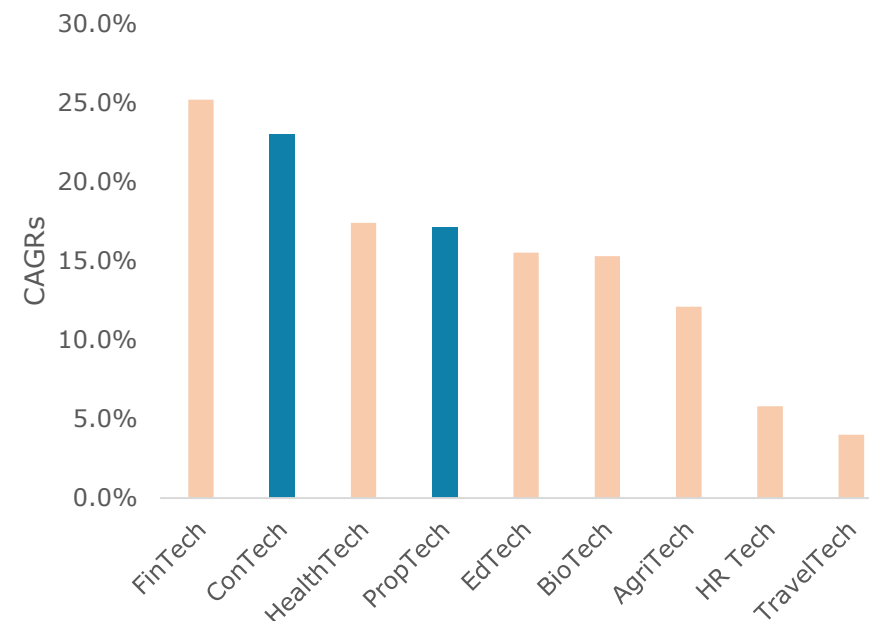


Digitization Index and Market Growth

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



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

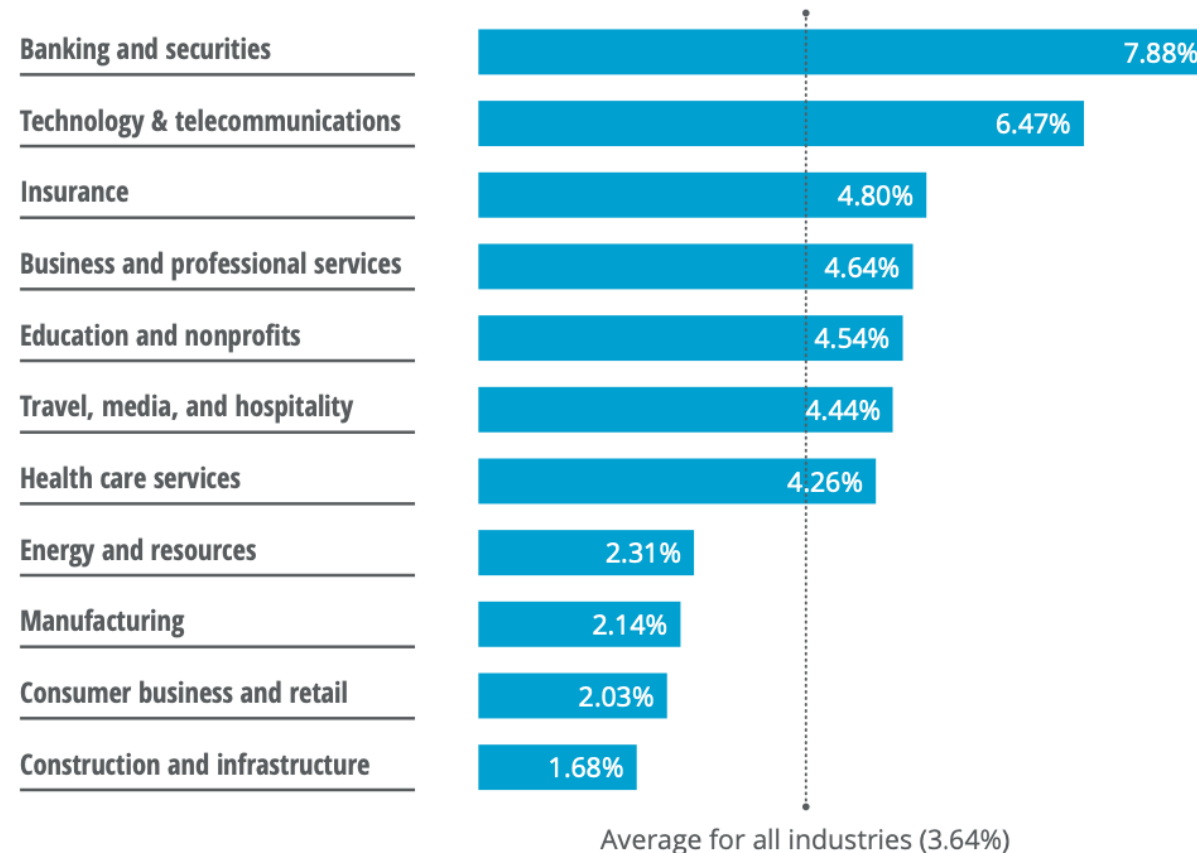


Source: McKinsey Global Institute industry digitization index. Company information

IT Spend by Industry

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

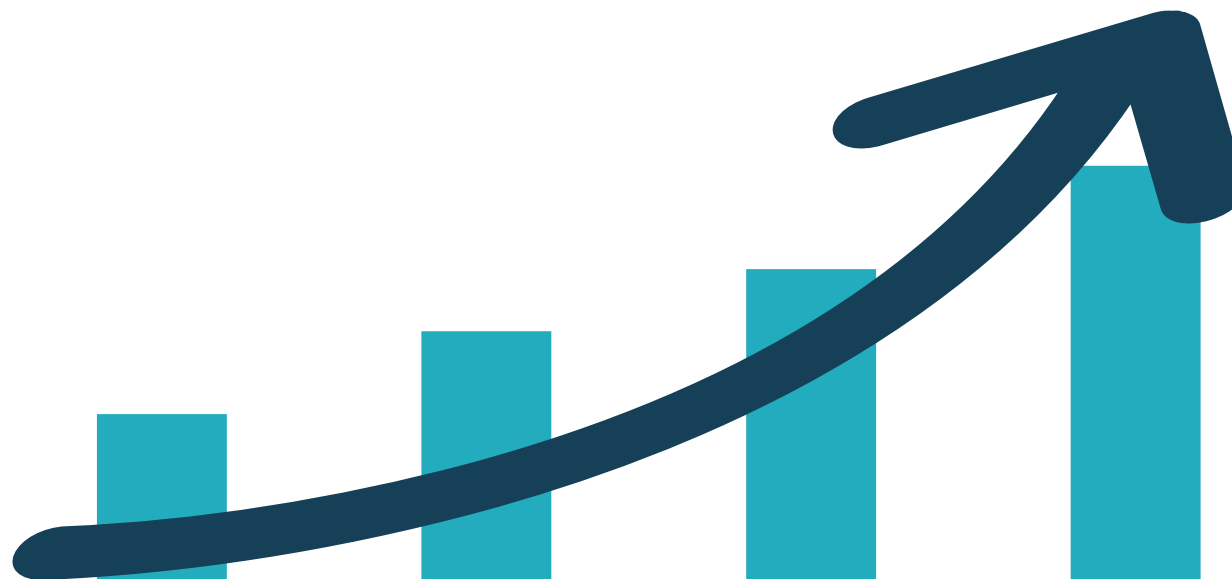
Average IT budget as a percentage of revenue



Source: Deloitte Global CIO Survey

Market Growth vs BuildData's Growth

Market growth is accelerating and we are substantially outgrowing the market

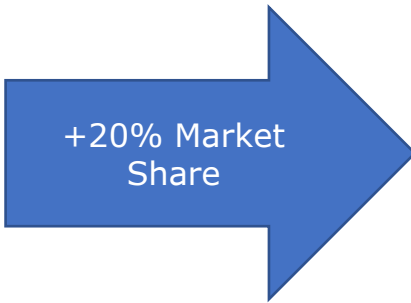


| | Pre-Covid | During Covid | Current | Medium-term |
|----------------|-----------|--------------|----------|-------------|
| Organic Growth | 19% | 30% | 20% | + 20 % |
| Market Growth | 6 - 8% | 10 - 12% | 12 - 15% | 10 - 12% |

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

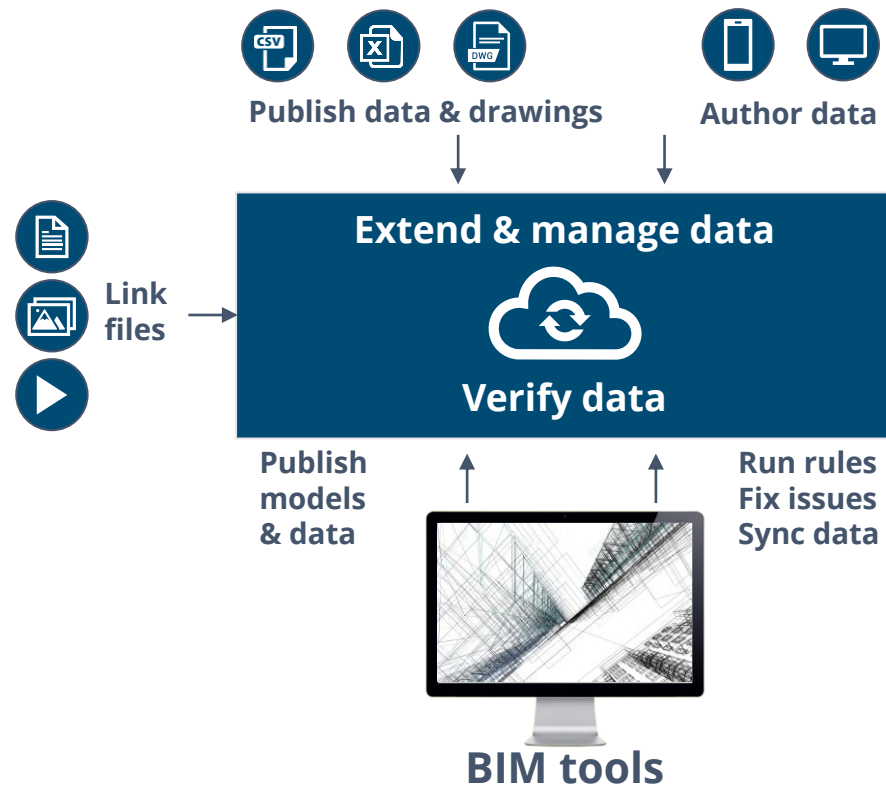


Productivity

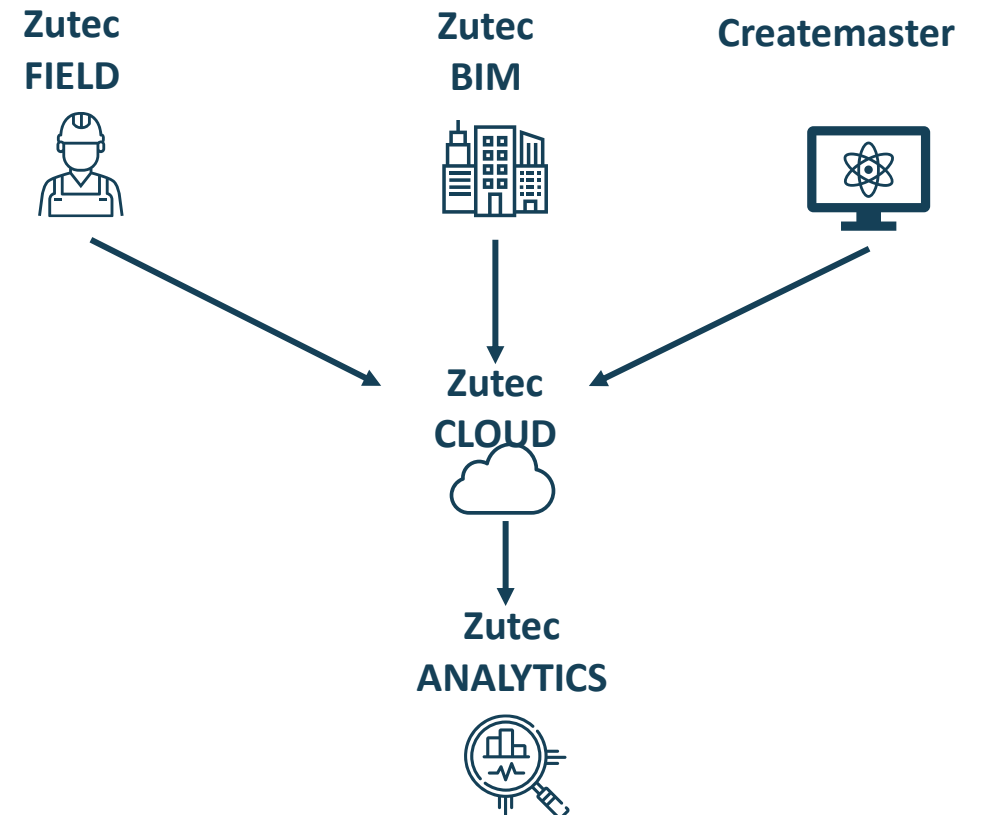
- Significant savings to be achieved by digitizing procedures
- Between 1.6% to 18% cost savings possible at different asset lifecycle stages

Our Platform and Solutions

Illustration of design & construction work flow



BuildData's Solution





BUILDDATA

Q4 FY2023 Financial Update



Q4 Financial Highlights

Net sales organic growth of
22,8% to 28,5m MSEK

TCV growth of 32,3% to 154,9
MSEK

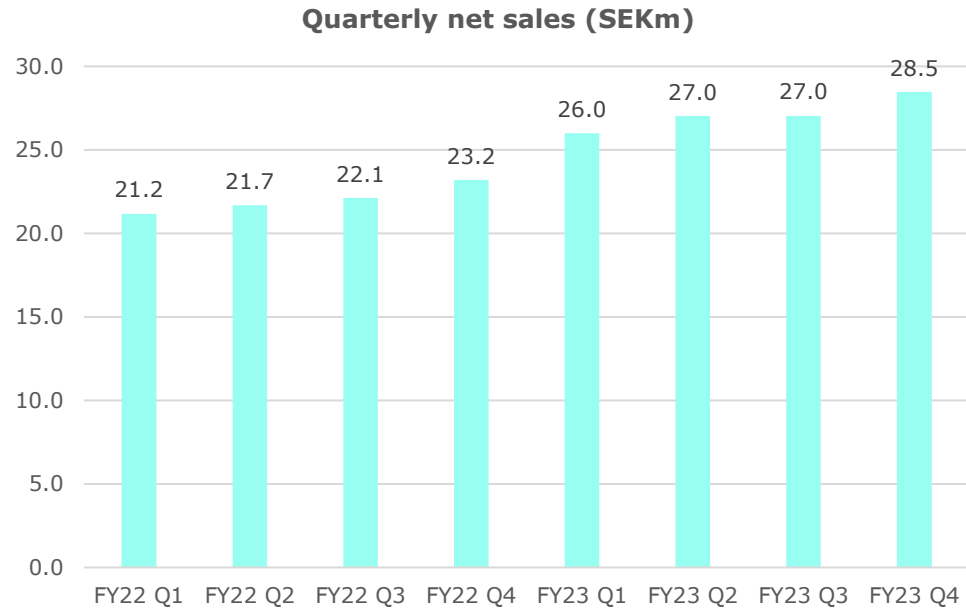
ARR growth of 25,0% to 100,0
MSEK

Gross profit margin of 95%

Normalised EBITDA of
1,7 MSEK

Net cash position of
45,1 MSEK

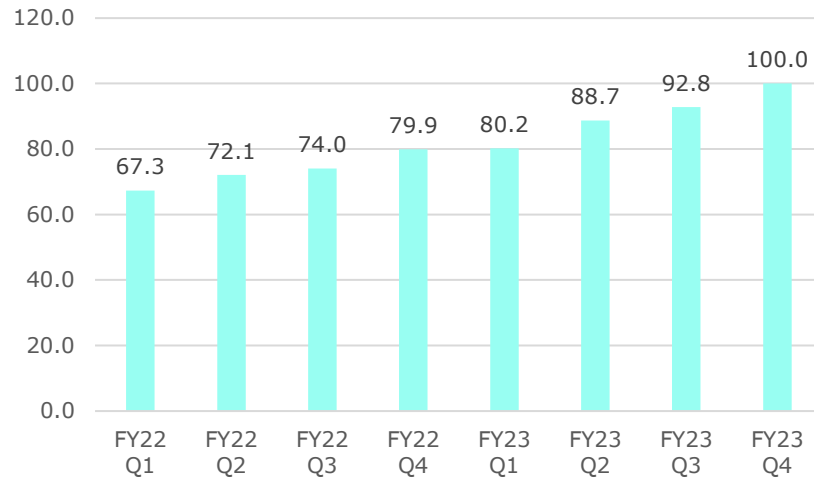
Q4 Net Sales Review



- Q4 Net Sales of SEK 28,5m with organic net sales growth of 22,8%
- Increasing percentage of revenues are recurring and this quarter accounted for 88% of revenues
- Continued focus on our home markets; 80% of net sales from the U.K. and Ireland 14%.

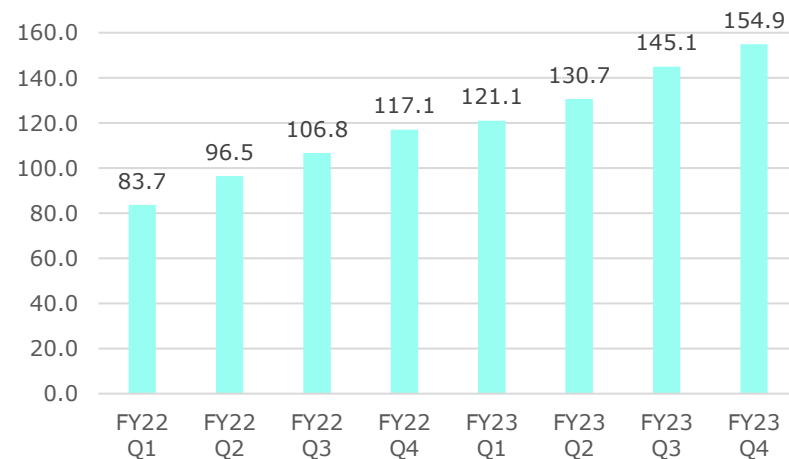
Q4 ARR and TCV Review

ARR (SEKm)



- ARR of 100,0 MSEK with 25,1% annual growth
- ARR growth is driven by new customer logos and price increases from existing customers
- Insignificant churn and positive NRR

TCV (SEKm)



- TCV of 154,9 MSEK up 32,3% on last year
- 237 new agreements signed with a TCV of 33,0 MSEK

Q4 Earnings Review

Gross profit

- Gross profit of SEK 27,1m with gross profit margin of 95%

Personnel costs

- Personnel costs of SEK 22,1m equating to 73.9% of total costs
- Average headcount for Q4 was 87 compared to 105 last year and we had 89 staff at the end of the quarter.
- Personnel costs include reorganisation costs of SEK 2.1m

Normalised EBITDA

- Normalised EBITDA of 1,5 MSEK for Q4
- Normalised EBITDA is adjusted for share based payments, fx differences and one-off legal and reorganisation costs

| Income Statement SEK m | Quarter | | YTD | |
|-------------------------------|--------------|--------------|---------------|---------------|
| | Apr-Jun 23 | Apr-Jun 22 | Jul-Jun 23 | Jul-Jun 22 |
| Operating income | | | | |
| Net Sales | 28,5 | 23,2 | 108,5 | 88,2 |
| Other income | 0,4 | 0,1 | 1,5 | 1,8 |
| Total operating income | 28,9 | 23,3 | 110,0 | 90,0 |
| Cost of sales | (1,8) | (2,0) | (5,8) | (5,5) |
| Gross profit | 27,1 | 21,3 | 104,2 | 84,5 |
| Other External Costs | (6,7) | (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 | 3,8 |
| EBITDA | 1,7 | (2,6) | (11,7) | (8,3) |
| Depreciation and amortisation | (2,7) | (2,8) | (11,3) | (11,4) |
| Operating profit | (1,0) | (5,4) | (23,0) | (19,8) |



Financial Targets & Company Highlights



Financial Targets

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

+80% of Recurring Revenues

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 of SEK 109m - net sales growth of +23%

ARR of SEK 100m - ARR and organic growth of 25%

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

Scaleable business model with **insignificant churn**, **95% 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**



Q&A

