

Q3 2024.


Good growth and profitability development in the
Lasernet business

Q3 in short.



Net Sales
130 mSEK
(124)

Recurring Revenue is
>80% of Net Sales



SaaS +30%
44 mSEK



Profitability
12%EBIT
(11%)

Exkl 6 mSEK
one-offs

Q3 highlights.

- New contracts and increased net sales
 - Contracts with Danish municipalities, Landbrugsstyrelsen and within the Swedish defence sector
 - Lasernet business with 11 deals in ERP, including with American Outdoor Brands and two in Banking and Finance
- Intensified tech development for modernization in the product platform drove extra costs

After period

- A cyberattack hit the Danish operations and was limited to internal Danish servers is considered to have limited impact to the operations
- We welcome our new CFO Sophie Reinius to Formpipe this week



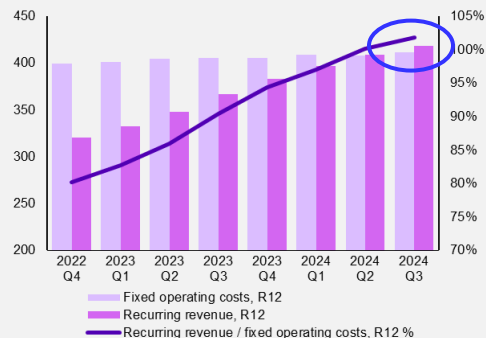
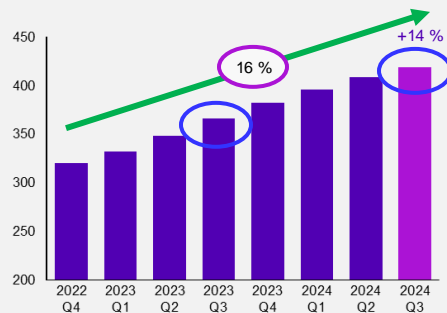
Positive uptick in underlying profitability.

(SEK 000)	Q4 2022	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024
SaaS	26 254	28 113	32 135	33 679	36 062	38 373	41 716	43 896
Support and maintenance	58 212	60 115	62 339	65 454	64 888	63 489	65 057	65 110
<i>Recurring revenue</i>	<i>84 467</i>	<i>88 228</i>	<i>94 474</i>	<i>99 133</i>	<i>100 951</i>	<i>101 861</i>	<i>106 773</i>	<i>109 006</i>
License	7 012	2 836	7 924	1 929	6 070	1 318	3 628	850
<i>Software revenues</i>	<i>91 479</i>	<i>91 064</i>	<i>102 398</i>	<i>101 062</i>	<i>107 021</i>	<i>103 180</i>	<i>110 401</i>	<i>109 857</i>
Deliveries	36 298	36 571	35 086	22 754	29 200	22 120	22 345	20 140
Net sales	127 777	127 635	137 484	123 816	136 221	125 299	132 746	129 997
Sales expenses	-18 606	-15 926	-16 340	-14 241	-15 413	-13 549	-15 709	-14 977
Other costs	-31 211	-27 661	-30 480	-28 500	-32 569	-29 779	-32 975	-31 456
Personnel costs	-73 690	-73 352	-75 321	-65 304	-72 319	-74 203	-72 469	-65 456
Capitalized development costs	15 803	12 651	13 740	13 434	17 052	13 551	13 517	14 821
Total operating expenses	-107 703	-104 288	-108 401	-94 610	-103 249	-103 981	-107 636	-97 068
EBITDA	20 074	23 348	29 083	29 206	32 973	21 319	25 110	32 929
%	15,7%	18,3%	21,2%	23,6%	24,2%	17,0%	18,9%	25,3%
Items affecting comparability	-	-	-	-1 465	-	-	-	-6 061
Depreciation/amortization	-14 361	-16 283	-16 142	-16 153	-15 722	-16 865	-17 189	-17 259
EBIT	5 713	7 065	12 941	11 588	17 251	4 454	7 921	9 610
%	4,5%	5,5%	9,4%	9,4%	12,7%	3,6%	6,0%	7,4%

- Continued good growth in SaaS revenue, **+10 mkr (+30%)**
- Delivery improving from previous quarters, **-2,5 mkr**
 - Changed setup from previous year
- Revenue **+6 mkr (+5%)**
- Operating expenses up by 2,5 mkr (+3%).
 - Marketing and development.
- One-off costs in quarter of 6 mkr from organizational changes in Public and Group management
- EBIT-adj. of **16 mkr (13 mkr)**

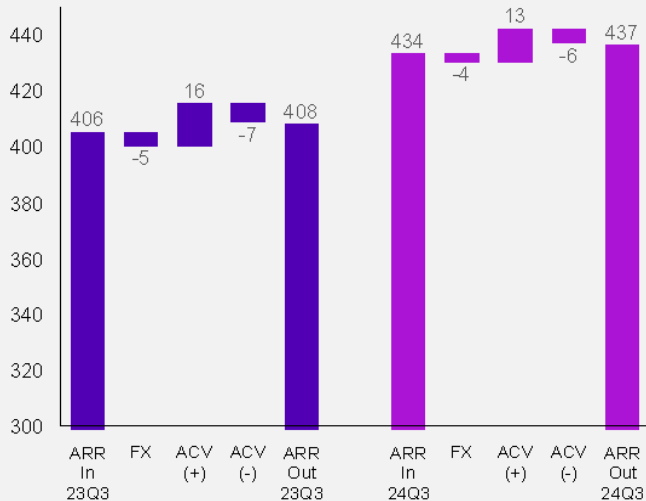
Growth in recurring revenue.

- 419 mkr in recurring revenue (R12)
- >80 % of revenue
- 14 % yoy growth (R12)
- CAGR >10 % from 2014
 - 16 % over the last two years
- Covers >100 % of fixed operating costs
 - Gives stability and lowers risk



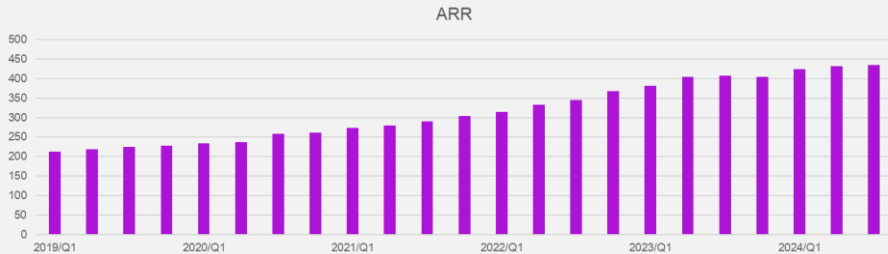
ACV.

- Negative FX effect in quarter of 4 mSEK
- ACV of 7 mSEK
 - SaaS: +7 mSEK
 - Support & Maint.: +0 mSEK
- Overall soft quarter
 - Private: +6 (5) mSEK
 - Public: +0 (4) mSEK
 - Expected churn in Private / Life Science of 1,2 mSEK after notice of discontinuing Platina LS
- Outgoing ARR of 437 mSEK.
 - +7 % from last year

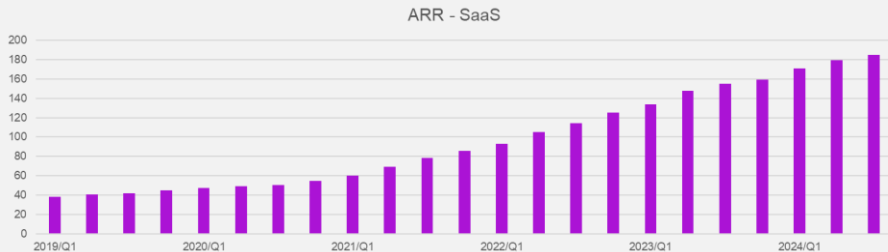


ARR.

- Steady long-term growth in ARR.
 - 2019Q1: 213 mSEK
 - 2024Q3: 437 mSEK
- Cagr: ~14%



- Accelerated growth in SaaS from 2022.
 - 2019Q1: 39 mSEK
 - 2024Q3: 186 mSEK
- Cagr: ~33%



Pursue Potential Programme.

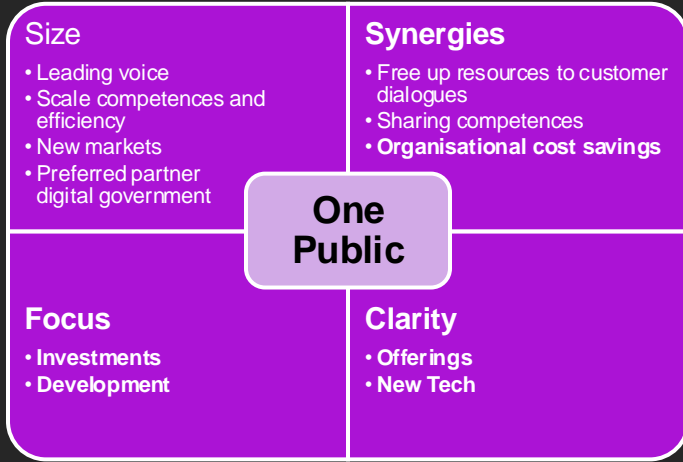


ONE PUBLIC
BUSINESS AREA



CUSTOMER JOURNEY
OVERHAUL IN PRIVATE
BUSINESS AREA

One Public Business Area Transition.



- New efficient organization being realized
- Tech development to a modern and scalable software platform proof-of-concept

The Lasernet business next step.

Lasernet

Spearhead your customer experience with dynamic communications and on-brand documents.



Same great software, a new risk-free way to try.



FORMPI, PE/LE24

VIEWPOINT

IN FOCUS: DYNAMICS 365

Building a future-proof ERP ecosystem



MIKE ROGERS, FORMPIPE

Designing an ideal Dynamics 365 experience can be a daunting task for any organisation, but Microsoft partner Formpipe is an expert in this field

Organisations have been grappling with the concept of buying or building software for over 20 years. In today's market, we can download low or no-code applications for free and then build custom apps with the help of citizen developers, but we still run into the same question: is it worth it? Worth and value have multiple meanings, especially considering all the variables that go into software development. Organisations need to contemplate whether they have the right infrastructure to support ongoing development and whether the functionality of the software is mission critical or just something that is nice

to have. They also need to assess whether they can sustain the investment as their business requirements become more advanced.

The same questions are relevant when it comes to business apps - why should it be any different than when addressing an enterprise resource planning (ERP) system?

Products like Microsoft Dynamics 365 often need to be heavily tailored to help businesses with their unique use cases. Also, they don't have out-of-the-box customer communications management capabilities that can grow with a business, but independent software vendors (ISVs) like Formpipe can assist organisations with building and maintaining a future-proof solution.

Microsoft's ISV ecosystem supports organisations with designing their Dynamics 365 experience and offers best-in-class apps that can be layered onto existing ERP systems to provide exceptional functionality. ISV partners can also offer guidance into new technologies, such as artificial intelligence, and help businesses incorporate them into their legacy infrastructure.

At Formpipe, we specialise in delivering customer communication and documentation solutions, which allow organisations to work smarter and more efficiently with their existing and future systems. With over 30 years of expertise in the manufacturing, retail and banking industries, we enable you to leverage all your data to produce outstanding results across your business. ■

Mike Rogers is executive vice president of Formpipe



- New product packaging with the entry-level Essentials is launched
- Dynamics users worldwide can test and be productive with our Lasernet platform by virtually no barriers to entry
- Positive feedback at the Dynamics Community Summit in San Antonio, Texas
- You can test via



Financial Targets 2021–2025.

10%

Average annual
revenue growth
2021-2025



70%

Share of
recurring revenue
in 2025



>20%

Gradually
improved EBIT
margin to reach
by 2025



>50%

Dividend policy
of net profit over
time



Key Take Aways.

1. We're starting to realize a stronger offering by modern tech development
2. Operating profitability is improving
3. Lasernet business is ready for next phase of growth
4. Continue to build recurring revenue

Questions?