



Ørn Software Holding Q4 2021 presentation

4 March 2022

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Sten-Roger Karlsen
CEO



Vidar André Løken
CFO

A leading Nordic Software-as-a-Service company

We offer software for
sustainable use, development
and management of assets



Employees

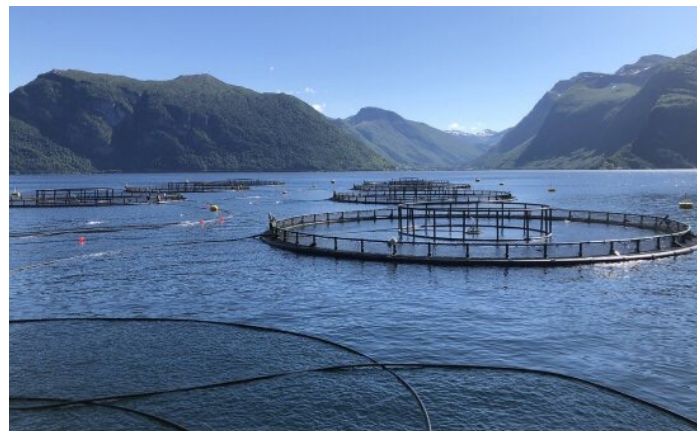
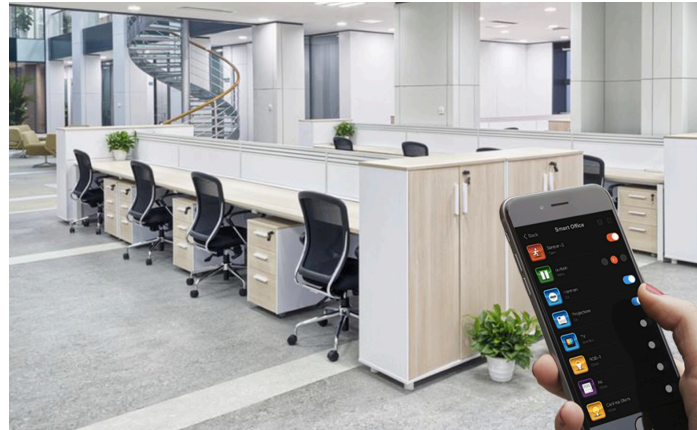
Office locations

Countries

Q4 2021 presentation

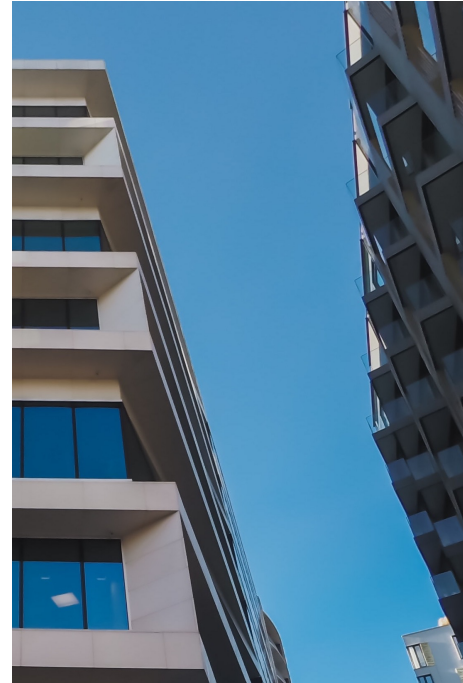
Value creation through best-of-breed worksite management software

We enable stakeholders of facilities and assets to improve quality, operational efficiency and sustainability performance



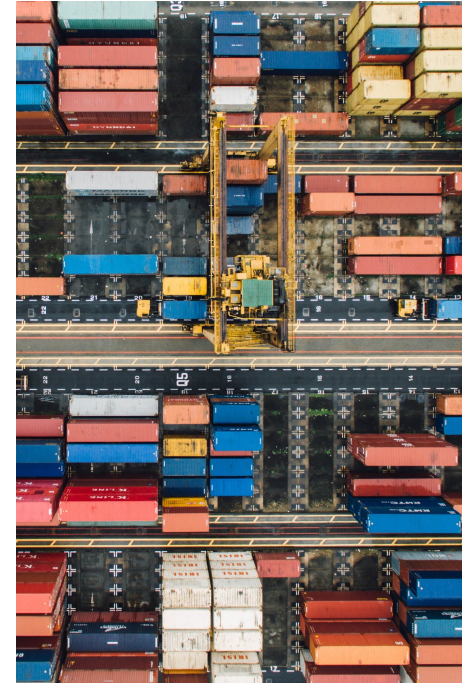
Leading position within
several segments

ARR NOK
150m



Real Estate
Management

ARR NOK
55m



Industrial
Maintenance &
Quality Control

ARR NOK
16m



Energy &
Sustainability
Management

The beauty of Software as a Service (SaaS)...



Recurring
subscriptions



Sticky solutions with
low churn



High
sales ROI



High
gross margin



Cloud-based multi-
tenant architecture

... Ørn performing excellent in 2021

Exceptional ARR growth



ARR growth

111 %



Organic ARR growth⁴⁾

13.7 %

Profitability



EBITDA margin¹⁾

24 %



Gross margin

89 %

Customer value creation



Churn

6 %



Net retention²⁾

103 %

Unit economics



LTV/CAC IMQC³⁾

~x24



LTV/CAC REM³⁾

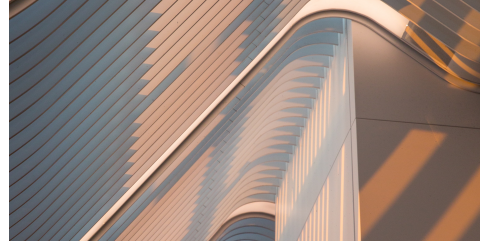
~x15

1) Adjusted for special items

2) Adjusted for FX effects

3) REM = Real estate management, IMQC = Industrial maintenance and quality control

4) Adjusted for FX effects and one specific Swedish customer



Key figures

~2,000

Customers

280,000

Users

1,000,000

Components

38,000

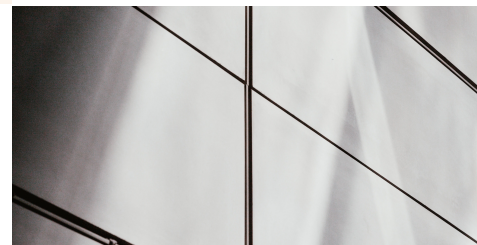
Residents

100,000

Buildings

89,000,000

Sqm



Our growth journey

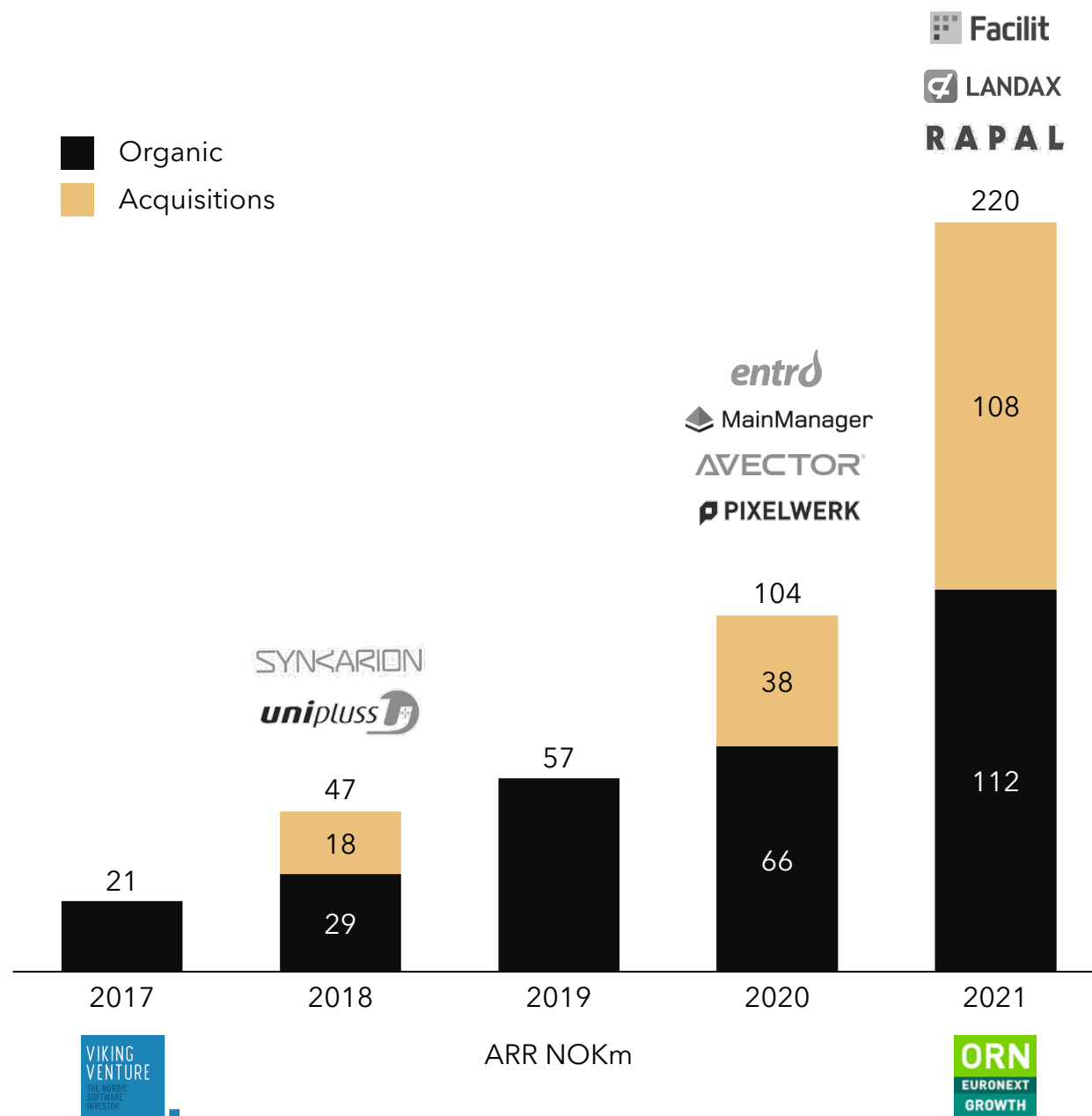
10x
ARR increase

9
Acquisitions

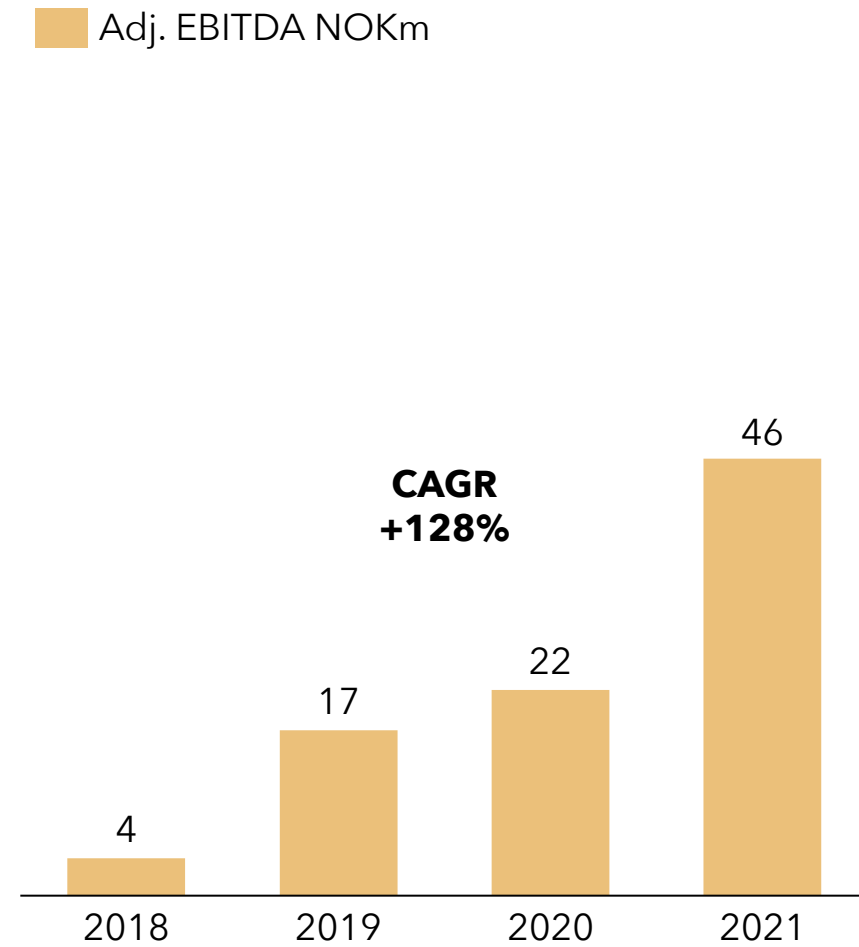
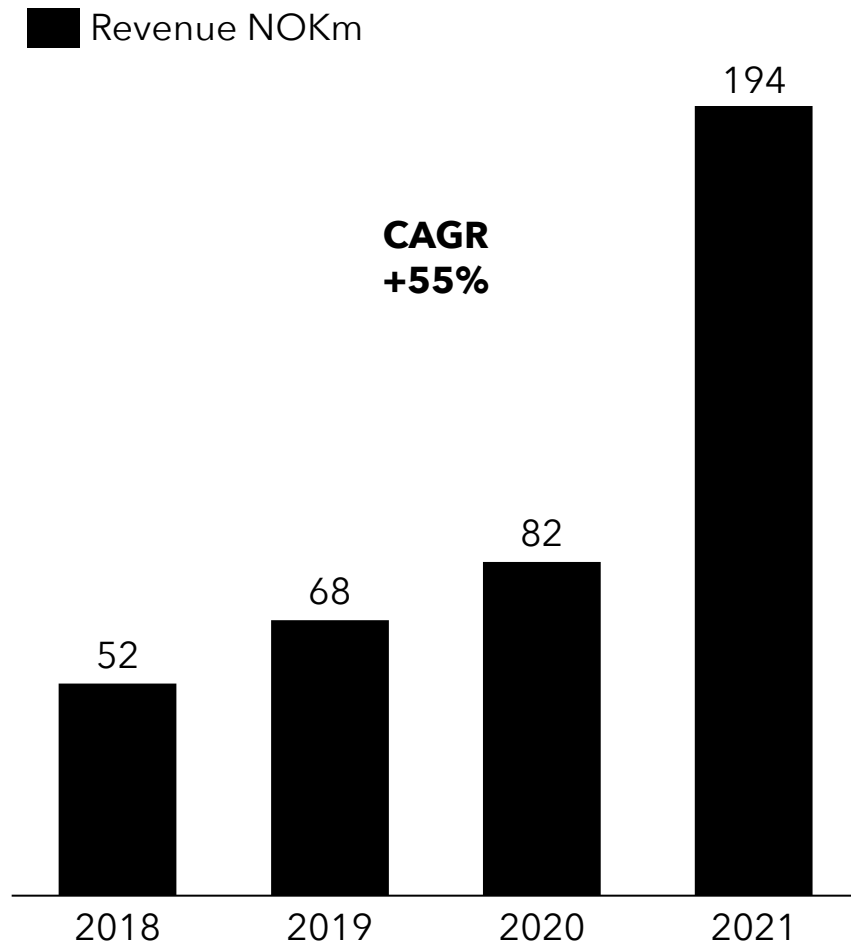
80%¹⁾
CAGR (total)

28%¹⁾
CAGR (organic)

1) Average annual ARR growth Q4-17 - Q4-21



Revenue and adj. EBITDA

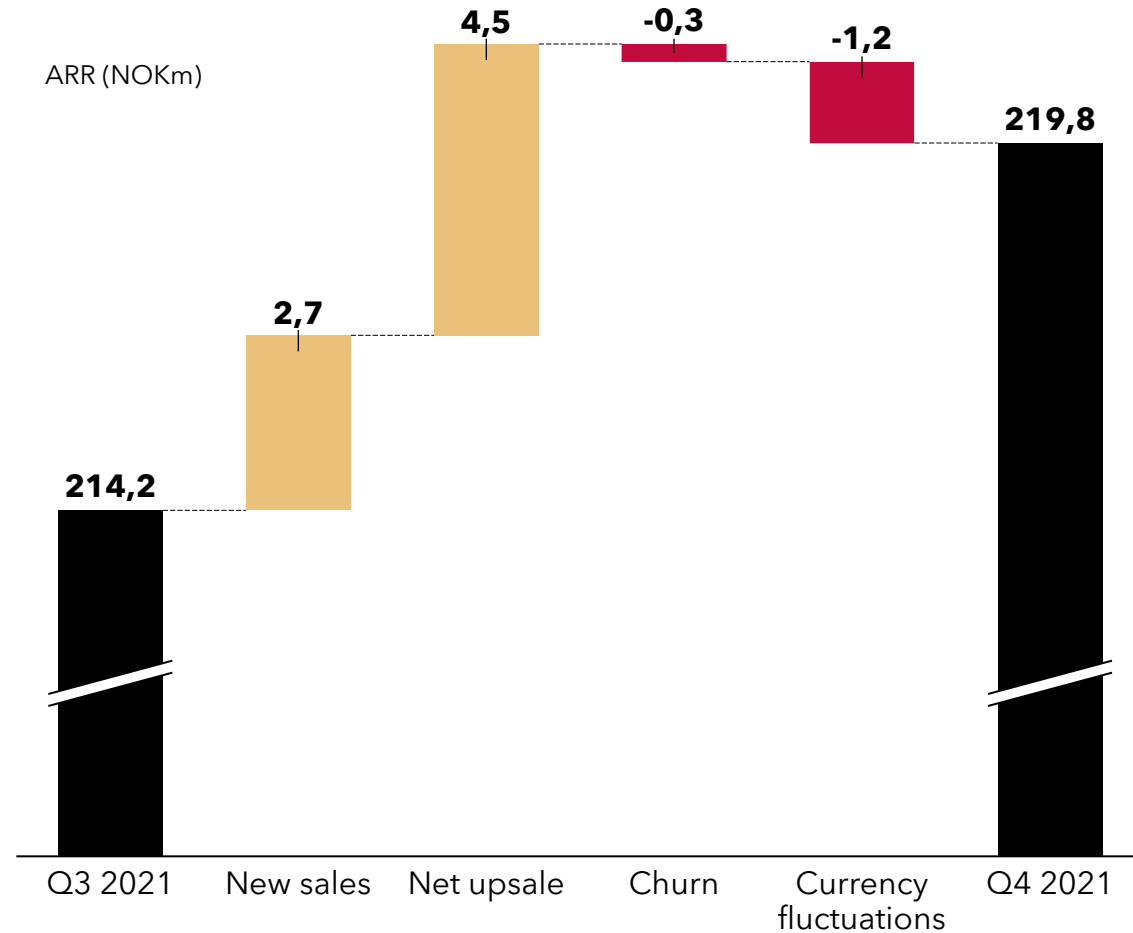


Q4

highlights

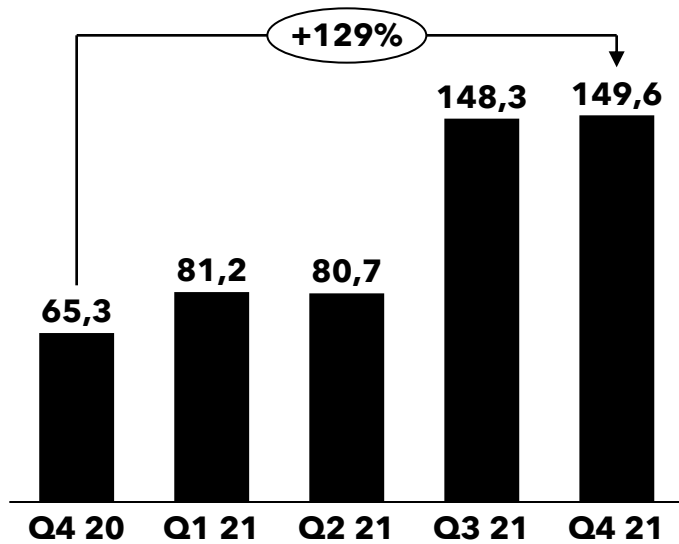
Solid new sale and net upsale in Q4

- ARR growth organic driven by net upsale and new sale in Q4
- Q4 churn of 0.1%
- The net retention rate 101.4% in Q4 negatively affected by currency differences
- Net upsell is positively affected by seasonal contraction in volume-based ARR with NOK 1.6 million in Q4



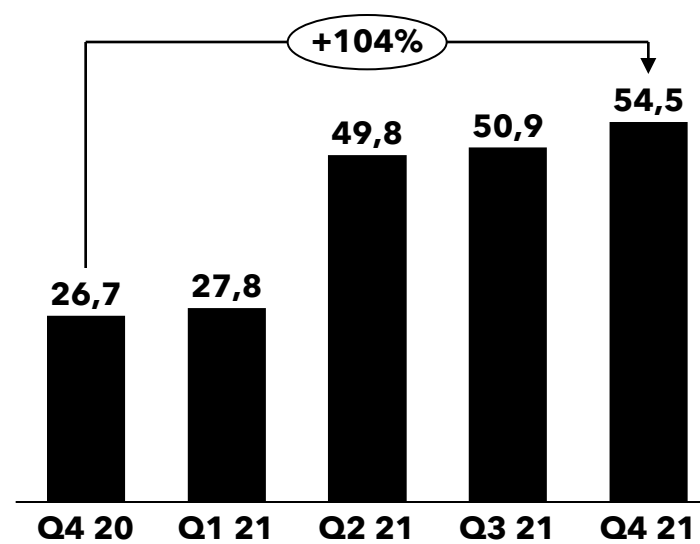
Significant ARR and customer growth

Real Estate Management
(ARR NOKm)



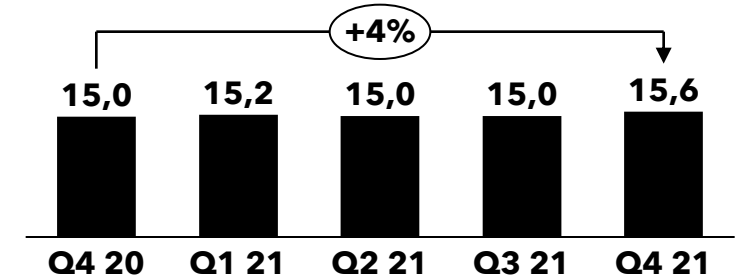
- Growth reflecting acquisitions made in Q4-20, Q1-21 and Q3-21
- Organic growth of 11.3% Y/Y Q4-21¹⁾

Industrial Maintenance & Quality Control
(ARR NOKm)



- Q2-21 growth driven by acquisition of Landax
- Organic growth of 24.6% Y/Y Q4-21

Energy & Sustainability Management
(ARR NOKm)

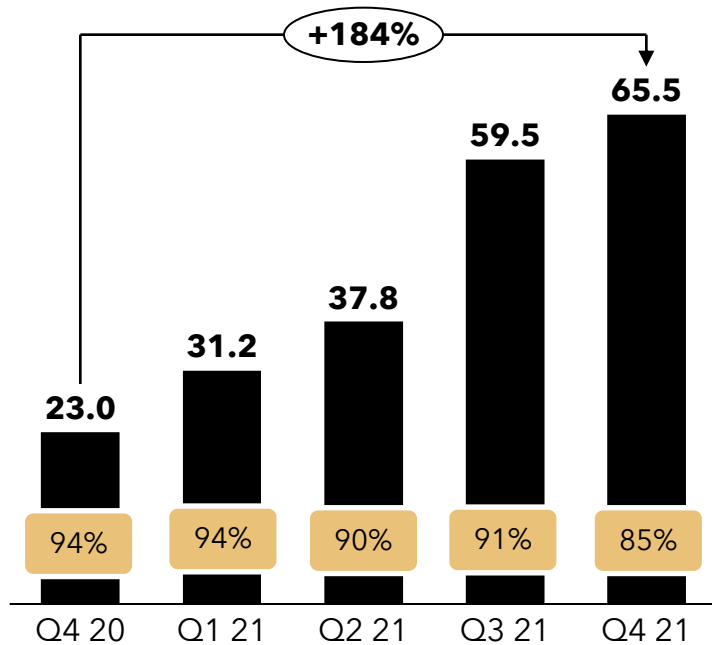


- New segment as of Q4-2020 as a result of acquisition
- Organic growth of 4% Y/Y Q4-21

1) Adjusted for FX effects and one specific Swedish customer

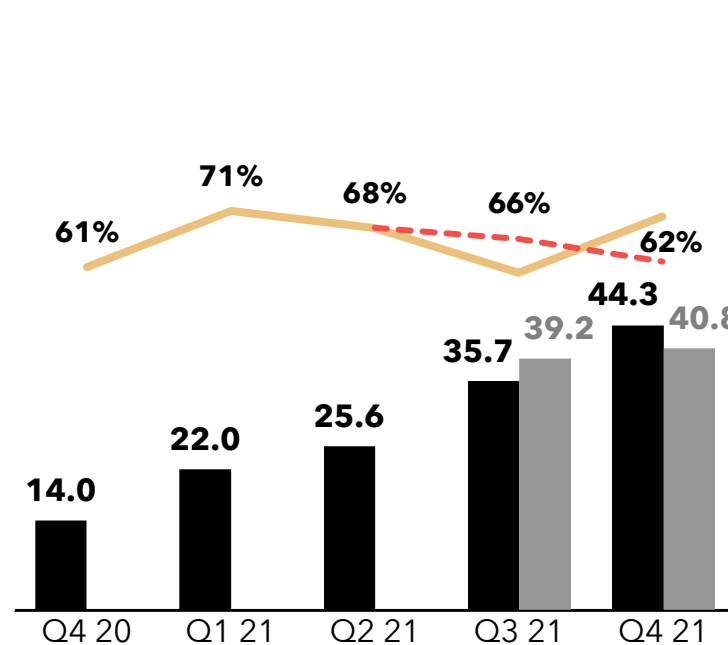
Strong revenue growth and sustained high gross margin

Revenue and gross profit



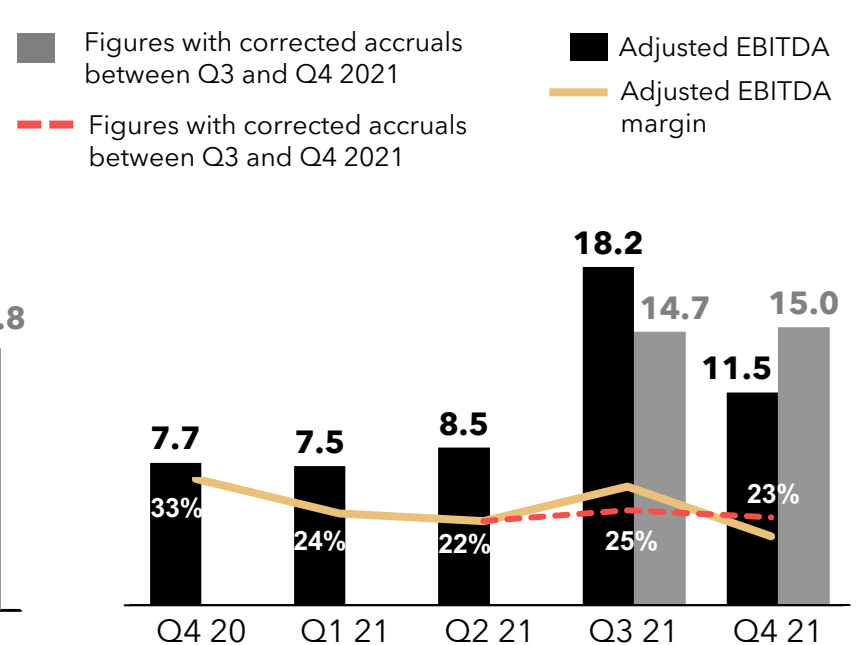
- Growth is primarily driven by acquisitions of MainManager, Entro IT, Facilit, Landax and Rapal
- Gross margin decrease in Q4 as acquired companies have higher COGS related to non-recurring revenue

Adjusted total OPEX



- Wrong accruals according to salaries in Q3 with NOK 3.5 million made Q3 OPEX figures lower than actual. Adjusted for this the adjusted OPEX level was around NOK 40 million in both Q3 and Q4

Adjusted EBITDA



- Driven by acquisitions Ørn's adjusted EBITDA is doubled from 2020
- After corrections for wrong accruals in Q3 and Q4 our adjusted EBITDA level was around NOK 15 million and are suspected to increase

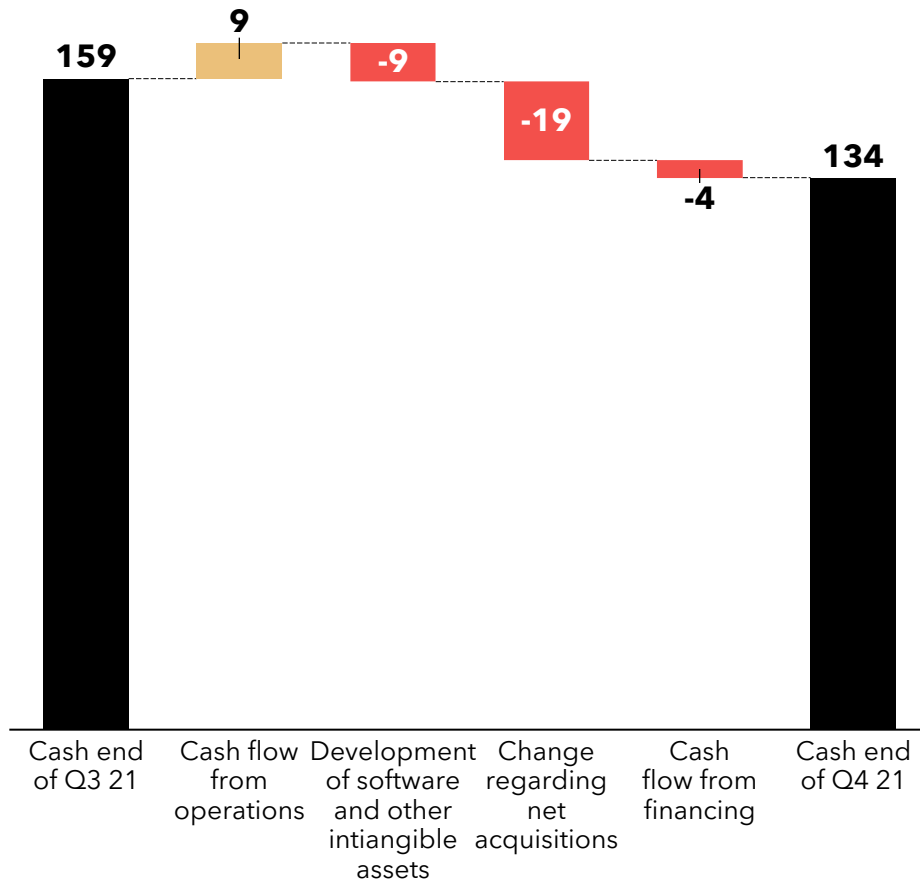
Profit and loss statement

- Operating revenue growth in Q4 2021 compared to Q4 2020 driven by acquisitions and organic growth
- Adjusted EBITDA +50%
- Special items of NOK -1.6 million mainly related to changes in employer's contribution to the option scheme bonuses
- Increased depreciations & amortizations mainly related to acquisitions
- Net financial income in Q4 2021 was NOK -4.3 million. NOK -9.5 million reflecting interest expenses and other loan related expenses, and positive currency effects
- Reported tax in Q4 2021 was NOK -3.7 million. The negative effect in Q4 2021 is a result of using the end of year tax calculation for 2021 instead of a flat 24% (used through the year) on profit before tax

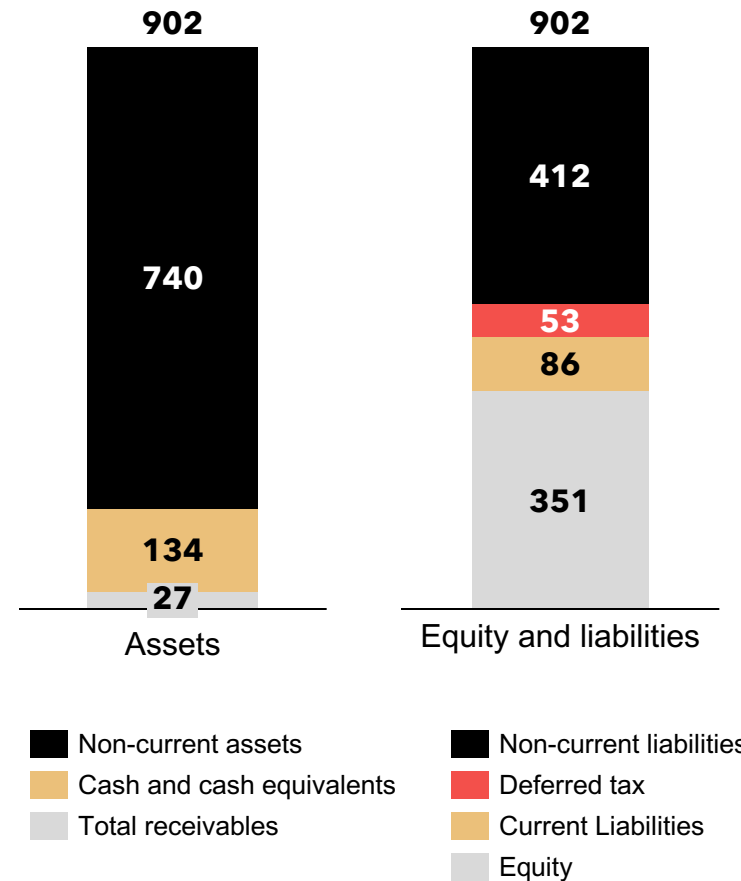
NOKm	Q4 21	Q4 20	FY 21	FY20
Recurring revenue	53,844	18,631	164,511	71,414
Non-recurring revenue	11,639	4,387	29,460	10,531
Total revenue	65,483	23,017	193,918	81,945
COGS	-9,666	-1,306	-20,567	-5,900
Gross profit	55,817	21,711	173,351	76,045
Total Opex	-42,792	-17,694	-149,462	-58,153
EBITDA	13,025	4,017	23,889	17,892
Special items	1,555	-3,652	-21,776	3,652
Adjusted EBITDA	11,470	7,670	45,665	21,544
Depreciation and amortisation	-25,593	-5,913	-74,805	-20,925
Reported EBIT	-12,567	-1,896	-50,917	-3,033
Net financial income	-4,263	-1,627	-17,315	-2,855
Reported EBT	-16,829	-3,523	-68,232	-5,888
Tax	-3,711	422	8,626	1,685
Net income	-20,540	-3,101	-59,607	-4,203
Gross margin	85 %	94 %	89 %	93 %
Adjusted EBITDA margin	18 %	33 %	24 %	26 %

Cash flow and balance sheet

Cash flow bridge



Non-current assets has decreased in Q4 2021 after depreciation and amortization





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Outlook

2021 highlights and achievements

- IPO and capital raise
- Executing on the M&A strategy, by acquiring Facilit, Landax and Rapal
- Strengthening sales organization, to increase organic growth
- Building sales pipeline for products with long sales cycles
- Investments in technology platform strategy and microservice architecture to streamline product development and build foundation for future decrease in CAPEX/revenue ratio
- ARR growth of 111 percent, revenue growth of 137 percent



2022 priorities

- Take out revenue and cost synergies from the string of acquisitions in 2020 and 2021
- Implement measures to significantly increase profitability and cash generation
- Continuing to scale commercial organization to improve new business and exploit potential in cross sales

Foundation laid in 2021 allows for Ørn to take a step-change in profitability in 2022

Outlook full year 2022

Revenue around

270 NOKm

Up from 194 NOKm
in 2021

Adj. EBITDA-margin

28-30%

Up from 24%
in 2021

Target CAPEX/revenue

16%

Down from 17%
in 2021

Ørn Software expects to be cash positive in FY2022 ¹⁾

1) Adjusted for special items

High-level targets for 2025

Organic growth

**430 NOKm
ARR**

Profitability

**EBITDA
margin
> 40%**

Market recognition

**Dominant
European
player**



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CAREER
GRADUATE
SCHOOL
TUESDAY
THE