

# Arribatec.

\ Quarterly report presentation  
Q1 - 2021



# \ Introduction

- Arribatec Solution ASA – listed in September last year
- 6 acquisitions
  - Maksit | Innit | Qualisoft
  - Facil | Microsky | IB Marine
- 2 acquisitions in process
  - Integra (UK) | Grupo Hodei (Spain / LATAM)
- Experienced management team
- Integration / Cross-sell / Expansion
  - “One Solution”
  - Move to Cloud

**More than 100 contracts signed during Q1 globally**



# Arribatec . one solution

Disrupting delivery and deployment of Business Solutions



# \ Solid growth within all important KPI's

Q1 2021 vs Q1 2020



Revenue

**+177%**

NOK 99,2m vs 35,8m



Adj. EBITDA

**+140%**

NOK 10,3m vs 4,3m



ARR

**+560%**

NOK 31m vs 4,7m



# \ Proforma Q1\*

Q1 2020 vs Q1 2021



Revenue

**+196%**

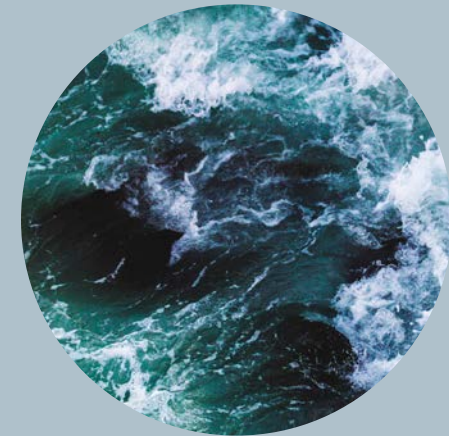
NOK 106m vs 35,8m



Adj. EBITDA

**+165%**

NOK 11,4m vs 4,3m



ARR

**+560%**

NOK 31m vs 4,7m

\* Maksit & Qualisoft – January included



# Geography – Revenue share & Growth

Q1 2021 vs Q1 2020



Revenue share / Growth

**65m / 219%**



Revenue share / Growth

**26m / 124%**

**73% Organic Growth**



Revenue share / Growth

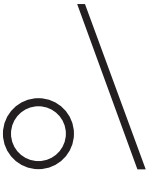
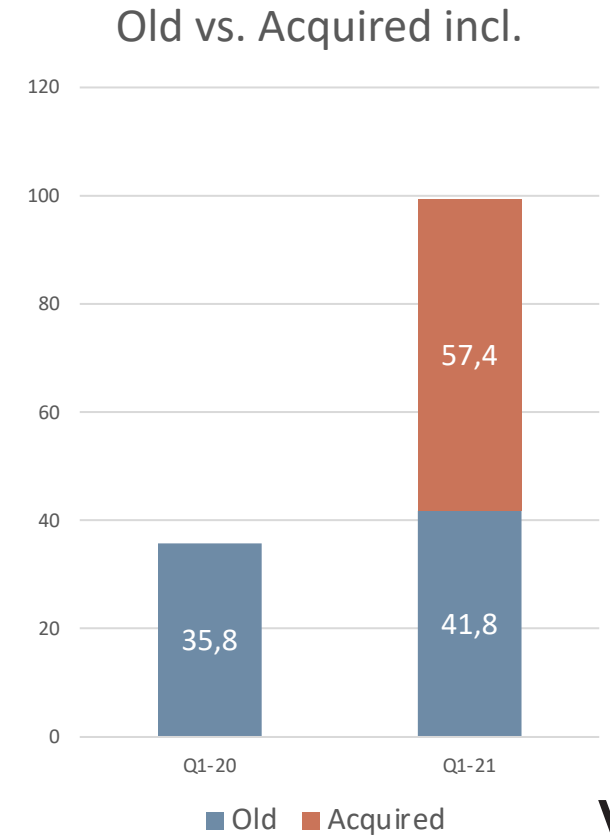
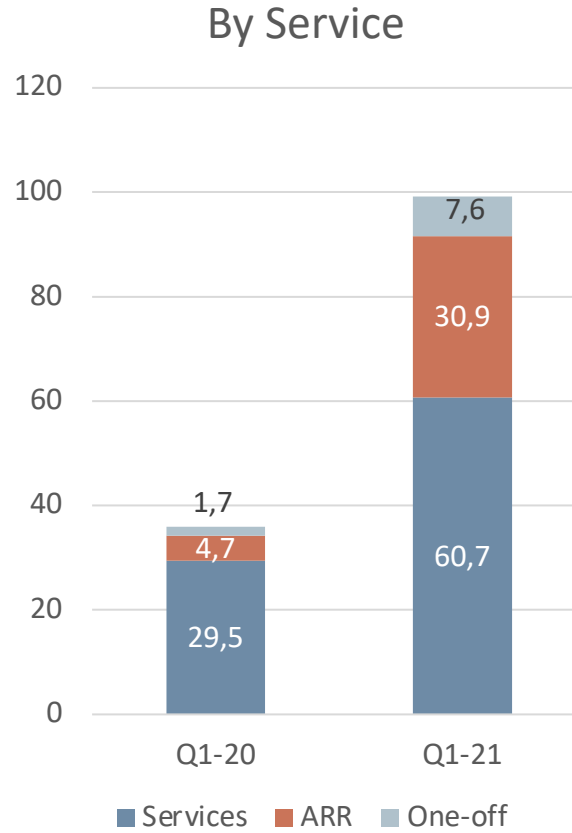
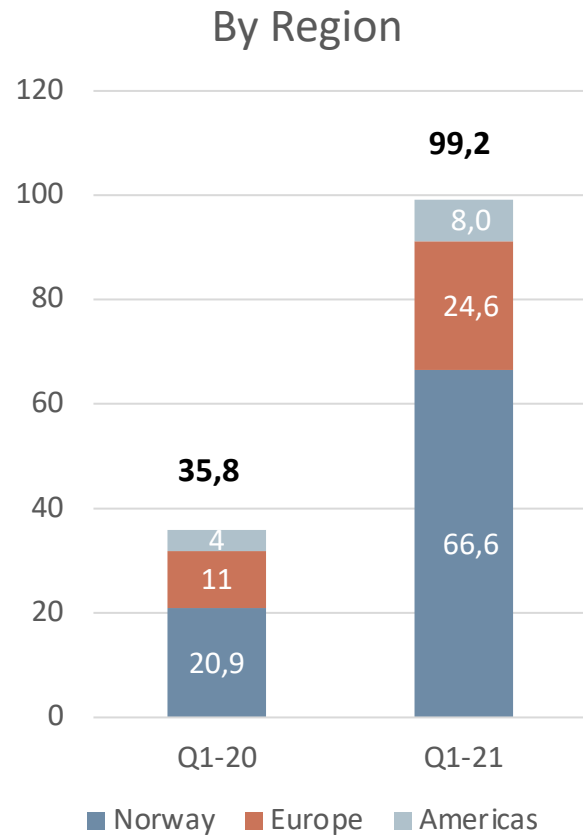
**8m / 100%**

**100% Organic Growth**

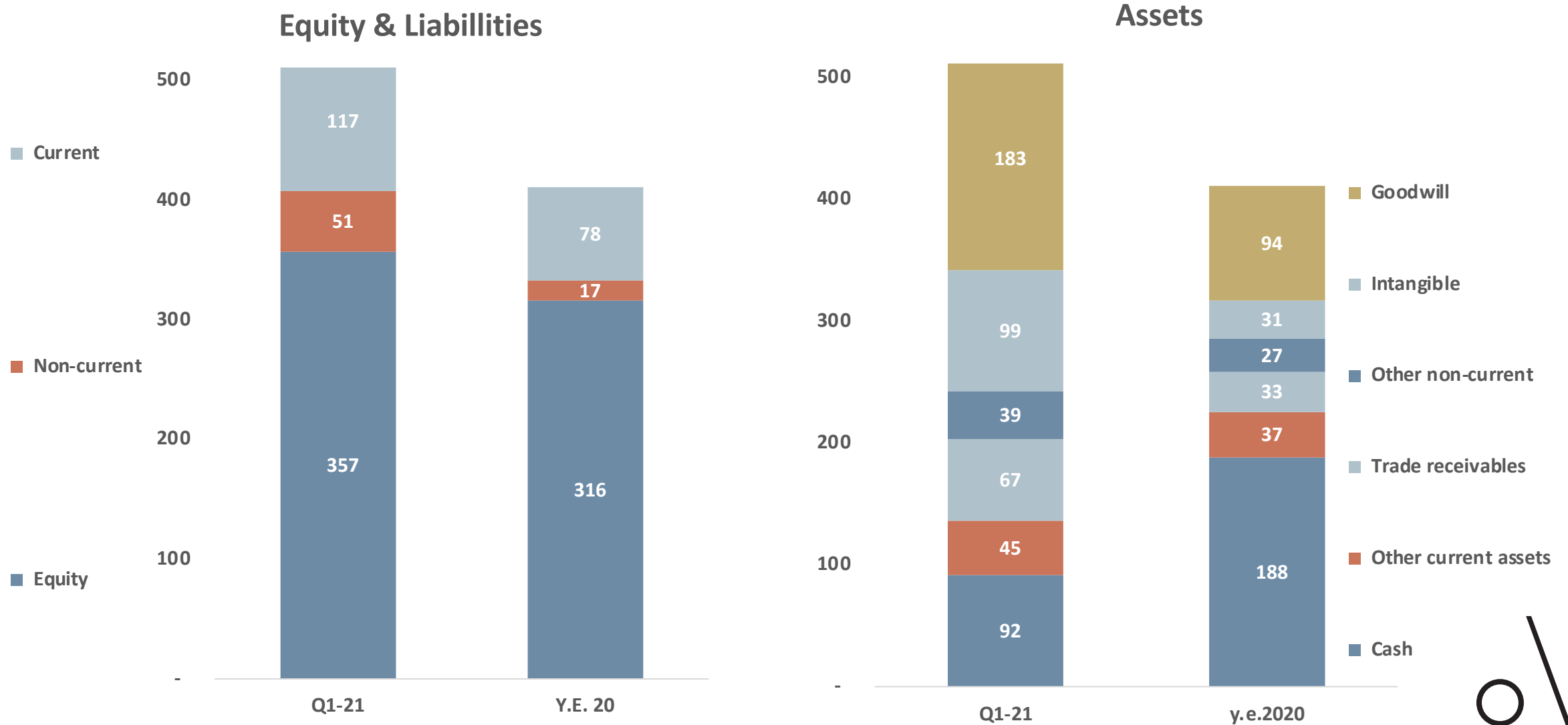


# \ Q1 performance

Revenue development +177% y/y

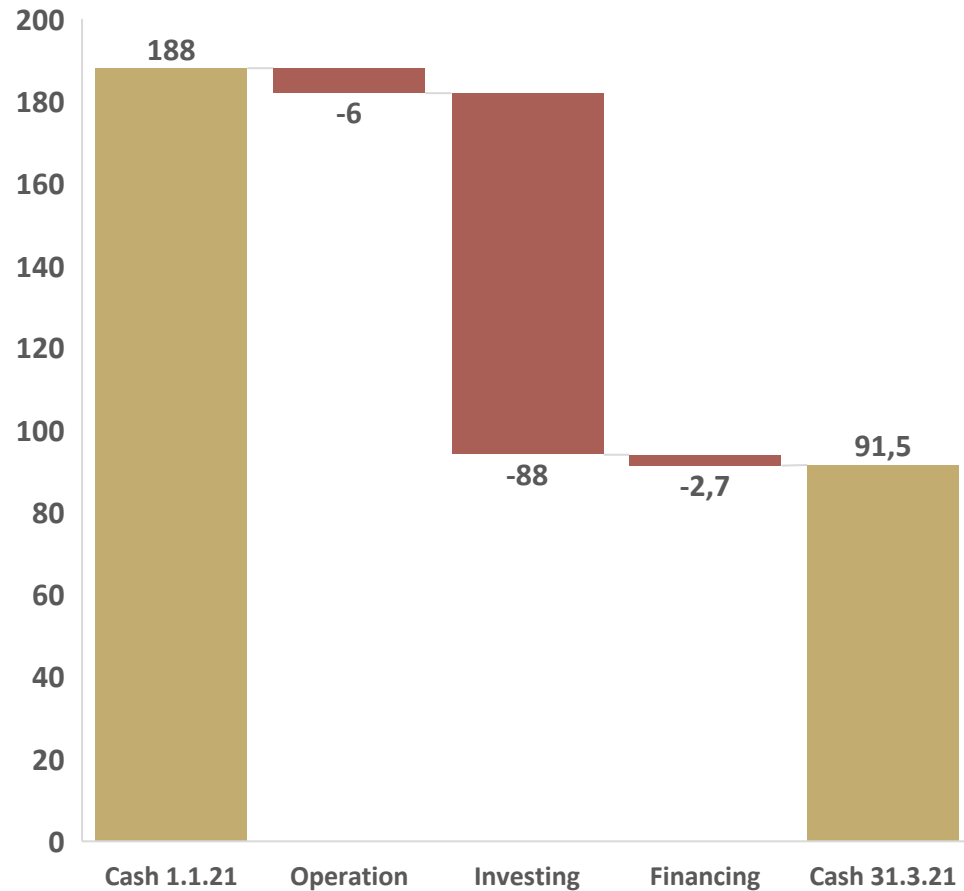


# Balance sheet development





# Cash flow



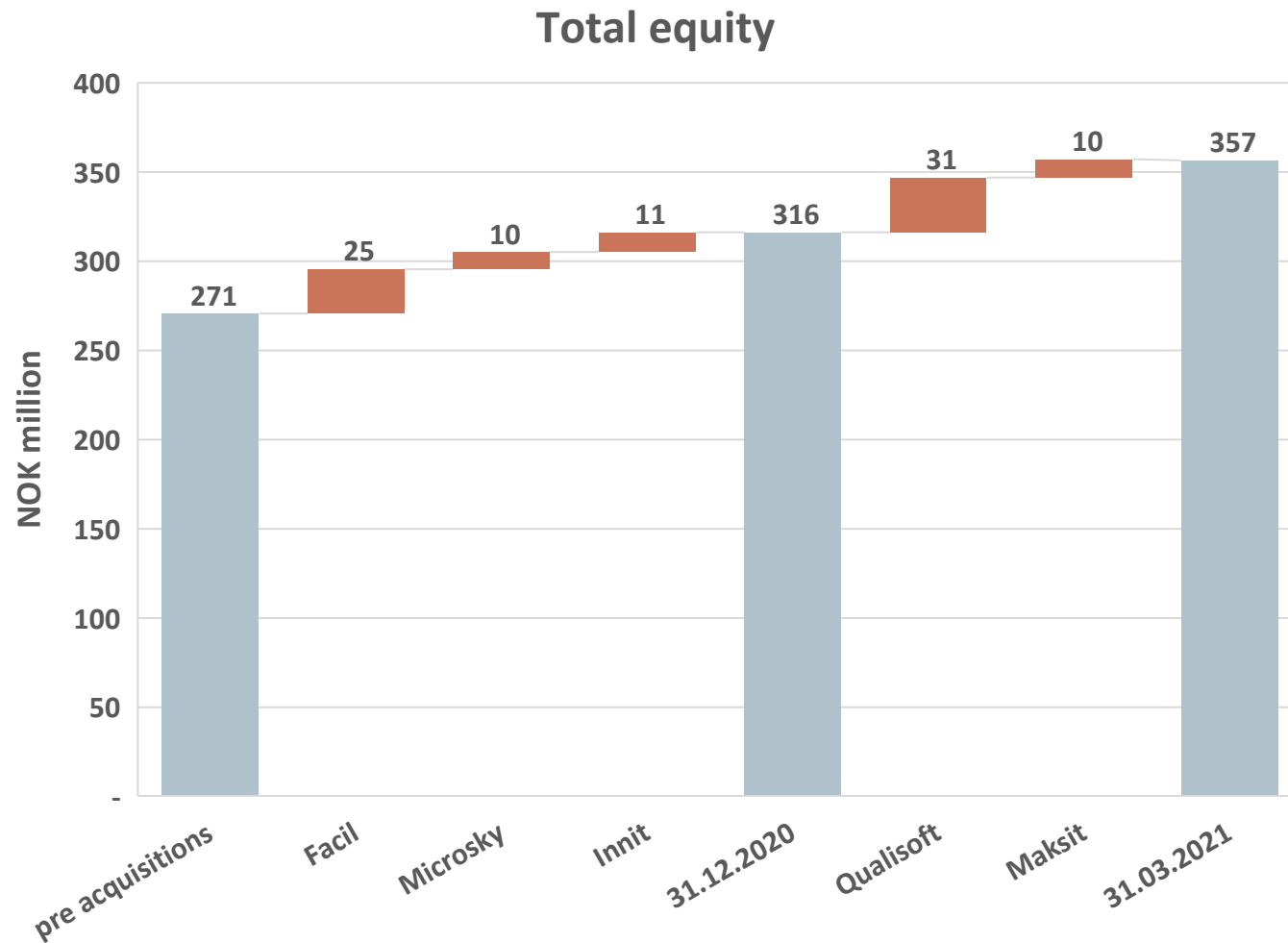
Arribatec has raised NOK 235m in gross proceed through share issues during Q4 20.

3 acquisitions closed in Q4-20 where NOK 65m was settled in cash. The targets had NOK 12m in cash at closing.

- In Q1-21 net working capital developed negatively by NOK 6m
- Arribatec closed 3 acquisitions in Q1-21 with NOK 101m in cash settlement, and NOK 21m in cash in targets at closing
- The company has capitalized NOK 8m in internal development cost for system development
- Interest payments and overdraft repayments in Q1 was NOK 3m



# Equity development



Arribatec books in 2020 and issued Q1-21.

- Shares for Qualisoft issued in May 21
- Maksit shares planned issued in June 21
- Merger between Arribatec AS and Arribatec Solutions ASA to be approved in OGM on June 29 and 124,790,135 shares will issued to remaining Arribatec AS shareholders medio August 2021



# Arribatec Group



350+  
Employees



26  
Offices worldwide

2020

2021



900+  
Clients in 25 countries



# \ Business Areas



## \ business services

- ERP
- BI & Analytics
- Research Management
- Software Development

## \ ea & bpm

- Enterprise Architecture
- Business Process Management
- Process Automation
- Compliance & Security

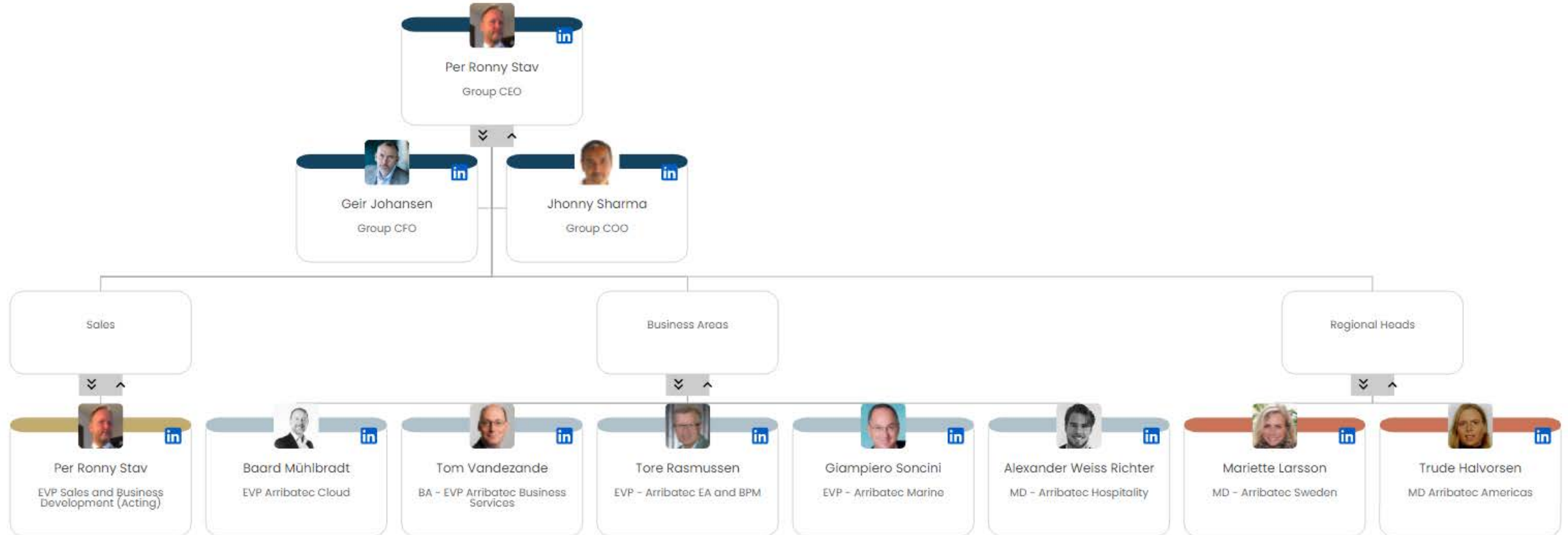
## \ cloud

## \ marine

## \ hospitality



# New Organization & management Team



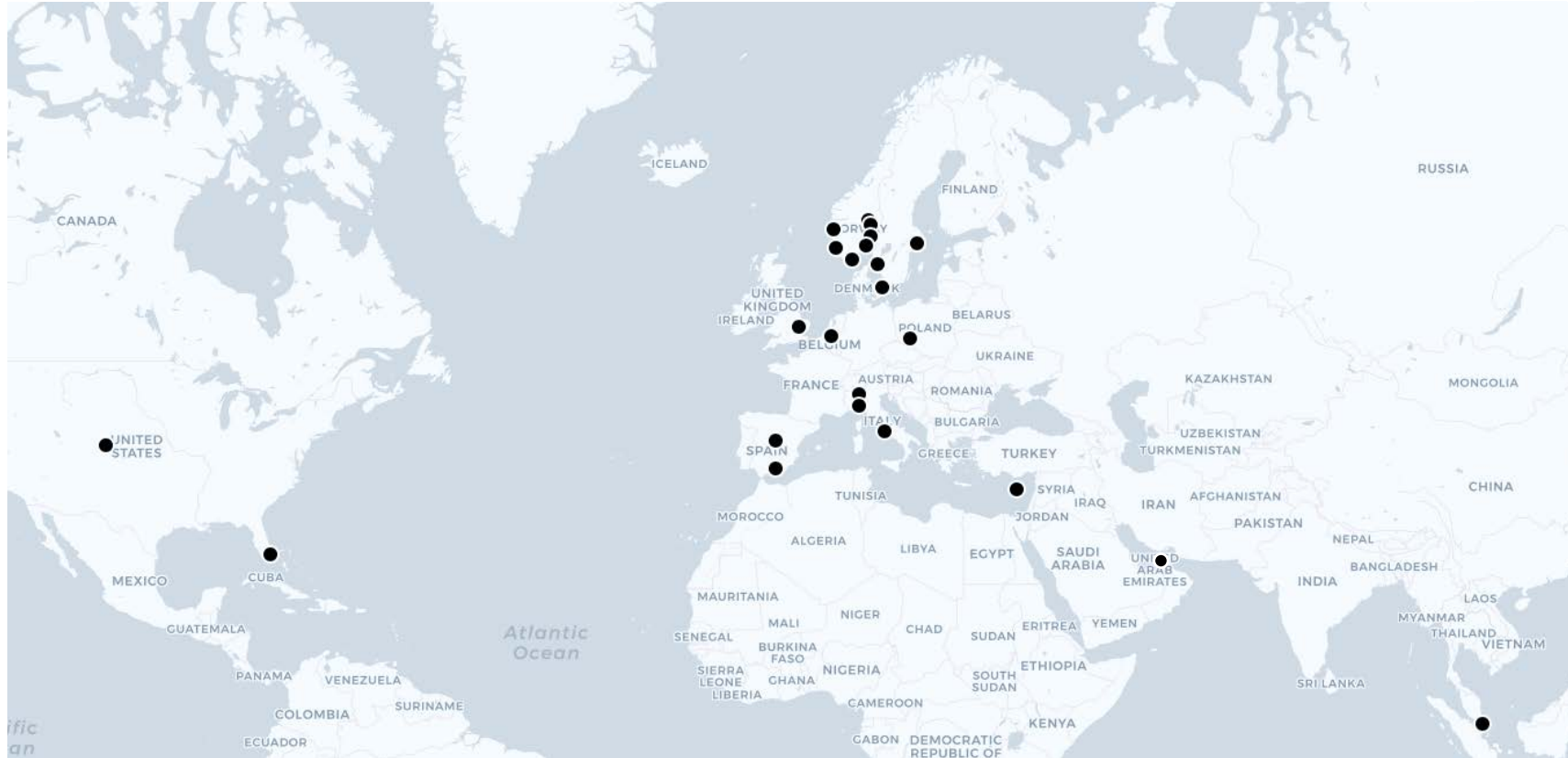
# Geographical expansion

Singapore | Dubai | France  
Netherlands | UK | Germany

Some new clients and partners domiciled in these new locations:



# Current Global Presence



- Norway
- Denmark
- Spain
- Poland
- Belgium
- UK
- USA
- Canada
- Italia
- Cyprus
- France
- Dubai
- Singapore
- Netherlands
- France

350 employees in 15 countries





# \ Fueling organic growth

Strong team spirit within the entire company

Solid potential in our “platform” for sustained organic growth

Cross & Up selling

- keep focus moving forward
- further develop the organizational capabilities
- create market acceptance for our disruptive "One Solution" strategy





# \ New contracts

More than 100 contracts signed during Q1 globally:

## \ EA & BPM

- Aker BP, Vår Engeri, Gassco...

## \ Marine

- MSC, Costa...

## \ Business Services

- ERP – Magellan, VEF, Nordbohus, FTI....
- BI & Analytics – Arbeidstilsynet, Mørenett....
- DevOps – Circle K, Norsk Tipping....

## \ Cloud

- Innovation Norway, BraBank....

## \ Hospitality

- CIC Hospitality....





## \ Investing to scale organically

- Business development & Sales to fuel cross- & up-selling
- Pre-sales team
- Refining and defining “Next Practice” delivered

"One Solution as a Service"



# M&A Strategy

All acquiritors must be accretive to Arribatec's valuation



## Solutions & Services

Enhance our presence in our verticals



## Geography

Increase our geographical footprint



## Technology

New and complementary solutions



## Competence

... and always looking for smart people

Contribute to deliver on One Solution and sustainable profitable growth





Arribatec.

one solution



# Arribatec.

\ Q & A



# \ Appendix



# \ Profit & Loss

NOK thousand		for the quarter end		
		31 March 2021 Unaudited	31 March 2020 Unaudited	Full year 2020
	Note			
Revenue	3	99 173	35 845	154 024
Materials, software and services		(22 729)	(3 813)	(17 609)
Salary and personnel costs		(56 563)	(24 264)	(99 143)
Cost from reverse takeover		-	-	(56 822)
Other operating expenses		(10 036)	(3 474)	(25 710)
<b>EBITDA</b>		<b>9 845</b>	<b>4 294</b>	<b>(45 259)</b>
Depreciations and amortizations		(6 809)	(929)	(7 240)
<b>EBIT</b>		<b>3 036</b>	<b>3 365</b>	<b>(52 499)</b>
Finance income	4	1 196	20	1 247
Finance costs	4	(1 657)	(360)	(2 945)
<b>Profit/(loss) before tax</b>		<b>2 575</b>	<b>3 025</b>	<b>(54 197)</b>
Tax expense		(1 970)	(698)	(1 424)
<b>Profit after tax attributable to equity holders of the parent comp:</b>		<b>606</b>	<b>2 327</b>	<b>(55 620)</b>
Earnings per share: basic		0,001	0,899	(0,18)
Earnings per share: diluted		0,001	0,899	(0,18)



# Balance Sheet

NOK thousand

	Note	31 March 2021 Unaudited	31 March 2020 Unaudited	31 Dec 2020
<b>ASSETS</b>				
<b>Non-current assets</b>				
Property, Plant and equipment		4 422	1 449	3 258
Right-of-use assets	6	20 754	9 154	20 768
Goodwill	5	182 730	2 577	93 827
Customer relations	5	35 919	5 950	13 145
Other Intangible assets	5	63 431	9 445	18 310
Other non-current assets		11 524	750	945
Deferred tax assets		2 628	2 449	2 436
<b>Total non-current assets</b>		<b>321 407</b>	<b>31 774</b>	<b>152 689</b>
<b>Current assets</b>				
Trade receivables		67 041	32 805	32 956
Other receivables		2 001	8 203	22 090
Contract assets		19 577	8 730	12 387
Other current assets		23 209	435	2 746
Cash and cash equivalents		91 525	9 340	188 270
<b>Total current assets</b>		<b>203 352</b>	<b>59 513</b>	<b>258 448</b>
<b>TOTAL ASSETS</b>		<b>524 758</b>	<b>91 286</b>	<b>411 137</b>

NOK thousand

	Note	31 March 2021 Unaudited	31 March 2020 Unaudited	31 Dec 2020
<b>EQUITY AND LIABILITIES</b>				
<b>Equity</b>				
<b>Paid in capital</b>				
Issued capital		123 232	2 589	117 203
Treasury shares		0	-312	0
Other paid in capital		229 432	16 286	194 510
<b>Total paid in capital</b>		<b>352 663</b>	<b>18 563</b>	<b>311 713</b>
<b>Other equity</b>				
Other reserves		-1 004	-37	8
Other equity		5 098	5 618	4 493
<b>Total other equity</b>		<b>4 094</b>	<b>5 581</b>	<b>4 501</b>
				0
<b>Total equity</b>		<b>356 757</b>	<b>24 144</b>	<b>316 214</b>
<b>Non-current liabilities</b>				
Interest bearing loans		11 377	1 516	1 344
Lease liabilities	6	13 571	7 214	15 500
Other non-current financial liabilities		867	0	0
Contract liabilities		0	0	0
Deferred tax liabilities		8 635	0	0
Provisions		16 536	0	0
<b>Total non-current liabilities</b>		<b>50 987</b>	<b>8 730</b>	<b>16 843</b>
<b>Current liabilities</b>				
Short term financial liabilities		7 050	9 701	7 046
Current lease liabilities	6	8 338	2 779	7 125
Accounts payable and other current liabilities		17 688	9 922	23 966
Contract liabilities		16 537	7 325	1 283
Current tax payable		3 389	1 894	3 596
Other current liabilities		64 013	26 792	35 064
<b>Total current liabilities</b>		<b>117 015</b>	<b>58 413</b>	<b>78 080</b>
<b>Total liabilities</b>	-	<b>168 001</b>	<b>67 142</b>	<b>94 923</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	-	<b>524 758</b>	<b>91 286</b>	<b>411 137</b>





# Cash Flow

NOK thousand		2021 31 March	2020 31 March	2020 Full year
	Note			
<b>Operating activities</b>				
Profit before tax		2 575	3 025	(55 620)
Taxes paid		(982)	-	(1 196)
Adjustments for:				
+ Calculated cost from reverse takeover		-	-	56 822
+ Finance income and expense	4	461	340	1 698
- (Increase)/decrease in trade receivables		(7 593)	(8 725)	1 328
- (decrease)/increase in trade payables		(11 443)	4 566	6 089
+ Depreciation and amortization	5, 6	6 808	929	7 240
Change in Working capital		4 064	2 849	(17 369)
<b>Net cash flows operating activities</b>		<b>(6 110)</b>	<b>2 984</b>	<b>(1 009)</b>
<b>Investing activities</b>				
Cash received through business combination	7	20 711	-	34 741
Cash consideration Investment in subsidiaries	7	(101 472)	-	(59 942)
Capitalized development costs and tangible assets	5	(7 543)	(3 570)	(12 548)
Interest received		398	-	236
<b>Net cash flows investing activities</b>		<b>(87 907)</b>	<b>(3 570)</b>	<b>(37 514)</b>
<b>Financing activities</b>				
Proceeds from borrowings		-	-	5 472
Proceeds from overdrafts		(1 433)	3 834	(3 821)
Repayment of debt		(470)	-	(1 179)
Interest paid		(546)	(29)	(755)
Calculated interest in leased assets		(280)	-	-
Proceeds from share issue		-	-	(1 110)
Proceeds from non-controlling interests		-	-	234 954
Share issue costs		-	-	(12 891)
<b>Net cash flows financing activities</b>		<b>(2 728)</b>	<b>3 805</b>	<b>220 671</b>
Net change in cash and cash equivalents		(96 745)	3 219	182 149
Cash and cash equivalents at the beginning of period		188 270	6 121	6 121
<b>Cash and cash equivalents at end of period</b>		<b>91 525</b>	<b>9 340</b>	<b>188 270</b>



# Equity

NOK thousand	Equity related to the shareholders of the parent company					
	Restricted		Other paid in capital	Exchange differences	Retained earnings and profit for the year	Total Equity
	Share capital	Treasury shares				
<b>Closing balance on 31 December 2019</b>	<b>2 589</b>	<b>-312</b>	<b>16 286</b>	<b>-52</b>	<b>3 291</b>	<b>21 802</b>
Balance on 1 January 2020	2 589	-312	16 286	-52	3 291	21 802
Result of the period					2 327	2 327
Comprehensive income for the period				15		15
<b>Total comprehensive result for the period</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>15</b>	<b>2 327</b>	<b>2 342</b>
<b>Closing balance on 31 March 2020</b>	<b>2 589</b>	<b>-312</b>	<b>16 286</b>	<b>-37</b>	<b>5 618</b>	<b>24 144</b>
Balance on 1 January 2020	2 589	-312	16 286	-52	3 291	21 802
Result of the period					-55 620	-55 620
Comprehensive income for the period				60		60
<b>Total comprehensive result for the period</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>60</b>	<b>-55 620</b>	<b>-55 561</b>
Treasury shares acquired		-276				-276
Other equity transactions			-834			-834
Issue of share capital in Arribatec AS	847		83 824			84 670
Reverse take over reclassification of Arribatec AS	-3 436	588	2 848			0
Reverse take over Arribatec Solutions ASA	91 204		-64 614		56 822	83 412
Capital Increase employees offer, Nov	2 800		6 600			9 400
Capital increase repair issue, Nov	9 199		21 684			30 884
Capital increase, Private placement Dec	14 000		96 000			110 000
Cost of share issue			-12 891			-12 891
Share consideration relating business combinations – shares to be issued in 2021			45 607			45 607
<b>Closing balance on 31 December 2020</b>	<b>117 203</b>	<b>0</b>	<b>194 510</b>	<b>8</b>	<b>4 493</b>	<b>316 214</b>
Balance on 1 January 2021	117 203	0	194 510	8	4 493	316 214
Allocation of result from discontinued operations *						0
Result of the period					606	606
Comprehensive income for the period				-1 012		-1 012
<b>Total comprehensive result for the period</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>-1 012</b>	<b>606</b>	<b>-406</b>
Share consideration relating to business combination 2020, registered below:			-45 607			-45 607
Capital increase related to the acq. of Facil, Jan	3 478		21 368			24 846
Capital increase related to the acq. of Microsky, Feb	980		8 680			9 660
Capital increase related to the acq. of Innit, Mar	1 570		9 531			11 101
Share consideration relating business combinations in Q1.2021 – shares to be issued next quarter in 2021			40 950			40 950
<b>Closing balance on 31 March 2021</b>	<b>123 232</b>	<b>0</b>	<b>229 432</b>	<b>-1 004</b>	<b>5 098</b>	<b>356 758</b>

