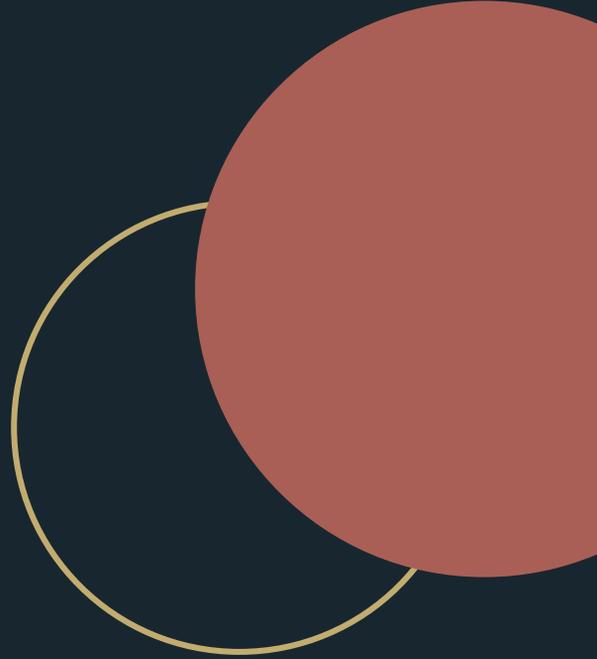


Arribatec.

Quarterly presentation Q1 2024

Geir Johansen, CEO



Highlights Q1.



- Quarterly **revenue** of NOK 145m (150m) and -3.3% change compared to Q1 last year
 - **Easter** 2024 occurred in Q1 vs Q2 in 2023
- 4 of 5 business areas show positive **EBITDA**
- EBITDA at break-even for Q1, a reduction of NOK 5.5 compared to a year ago
- Adjusted EBITDA NOK 1.1m
- NOK 39 (40) in cash at the end of the quarter



- Signed partnership agreement with **Ayfie**, a Norwegian **AI company**. Together we have developed safe **enterprise BPM-system search capabilities** and are now ready to go to market with this unique offering.
- Signed **new partnership agreement** with **SAP, Jedox, Prophix**, and finalizing new partnership agreement with a second system provider for Business architecture & Business process management BA&BPM
- Signed a cooperation agreement with **Process Renewal Group (PRG)** to enhance and develop our global Business Architecture- and Business Process Management service offerings.
- Signed 430 new contracts and scope extensions for a total value of NOK 138 million

Revenue and EBITDA

Revenue

NOK 145m (150m)
-3.3% qrt/qrt

Recurring

NOK 60m (51m)
+18% qrt/qrt
41% of total revenue

EBITDA

NOK 0.0m (5.3m)
Margin 0.0%
Adj. EBITDA 1.1m (n.a.)

NORWAY

Revenue NOK 101 (93m)
+9% qrt/qrt
70% of total

EUROPE

Revenue NOK 22m (28m)
-21% qrt/qrt
15% of total

R.O.W.

Revenue NOK 6m (11m)
-52% qrt/qrt
4% of total



17



Offices around the globe

373+



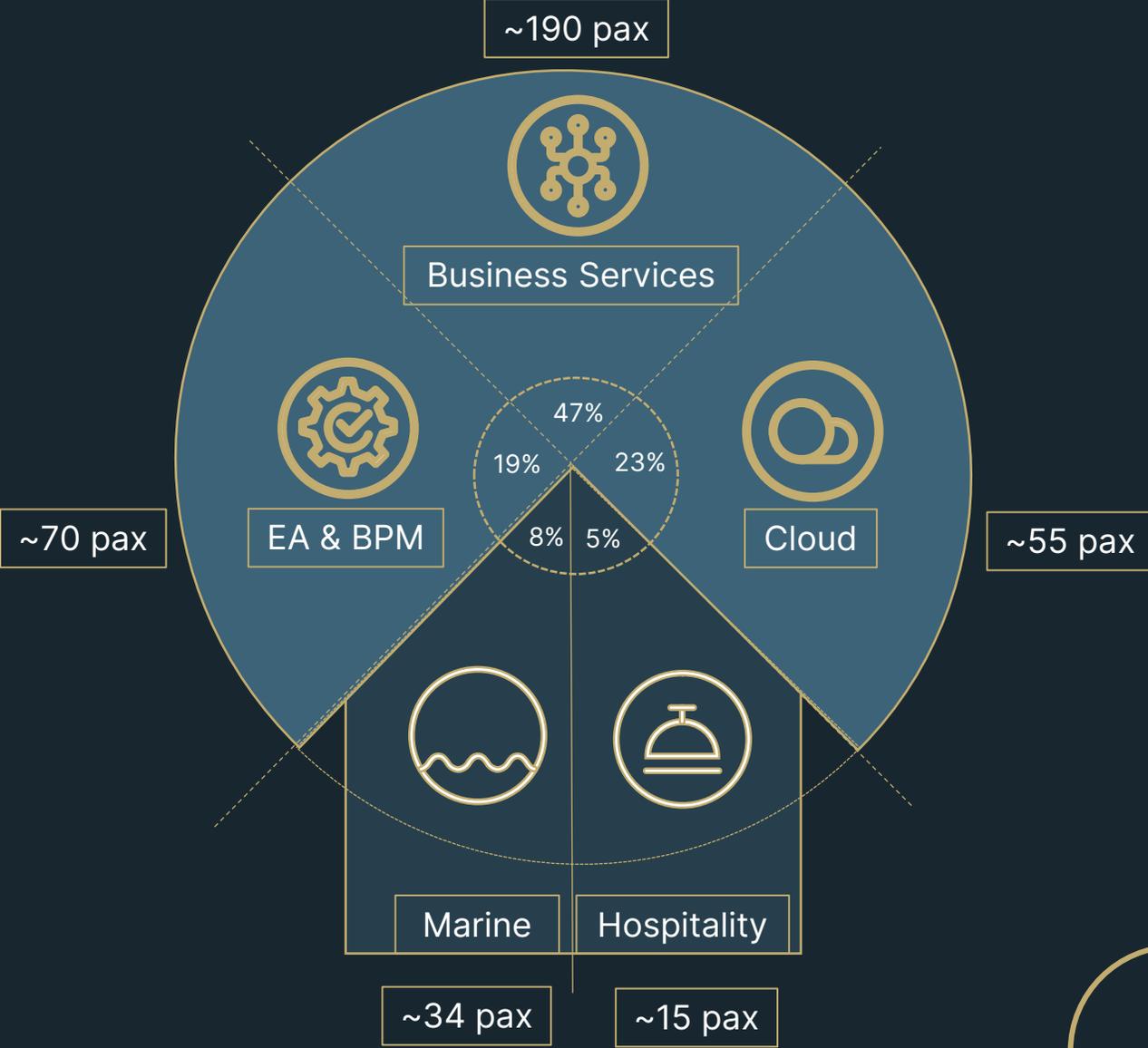
Employees across business areas*

1700+



Clients across industries

Arribatec's five business areas .



Products & services .



Business Services	EA & BPM	Cloud
ERP <ul style="list-style-type: none">• Consulting & advisory• Implementations• Support & maintenance• Onboarding & training✓ <i>Unit4, RamBase and SAP</i>	Management systems <ul style="list-style-type: none">• Consulting & advisory• Implementations, maintenance & development✓ <i>Qualiware, Ayfie</i> Management consulting: <ul style="list-style-type: none">• Business process management• Business architecture• Change management• Continuous improvement• Project management	<ul style="list-style-type: none">• IT outsourcing• Hybrid & public cloud• Helpdesk 24/7• Security & compliance• IT infrastructure advisory• Hardware lifecycle management• Licence management
BI & analytics <ul style="list-style-type: none">• Data platform✓ <i>Hypergene, PowerBI, Jdox & Prophix</i>	Courses & training	
Software development <ul style="list-style-type: none">• Customisation• Integrations• Development		

Hospitality

Digital hotel solutions

- Self-service kiosks with own IP for check in/out and payment
- Mobile check-in solutions
- Digital signage for conference rooms
- Transportation solutions for TVMs

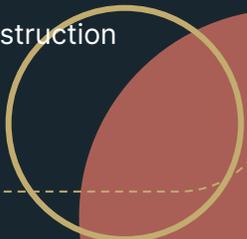
Marine

Asset management & PMS

- Own IP developed over 40 years
- Web-based asset management, planned maintenance & HQSE

Consulting

- Support & managed services
- Database construction
- Integrations



Q1-24 performance per business areas vs. Q1-23

BizS

-16% Revenue Growth	11.7% EBITDA margin
70m* Revenue	8.1m** EBITDA

EA-BPM

-7.0 % Revenue Growth	2.5% EBITDA margin
27.6m* Revenue	0.7m** EBITDA

Cloud

10.0% Revenue Growth	9.2% EBITDA margin
35.0m* Revenue	3.3m** EBITDA

HspT

628% Revenue Growth	-23% EBITDA margin
6.9m* Revenue	-1,6m** EBITDA

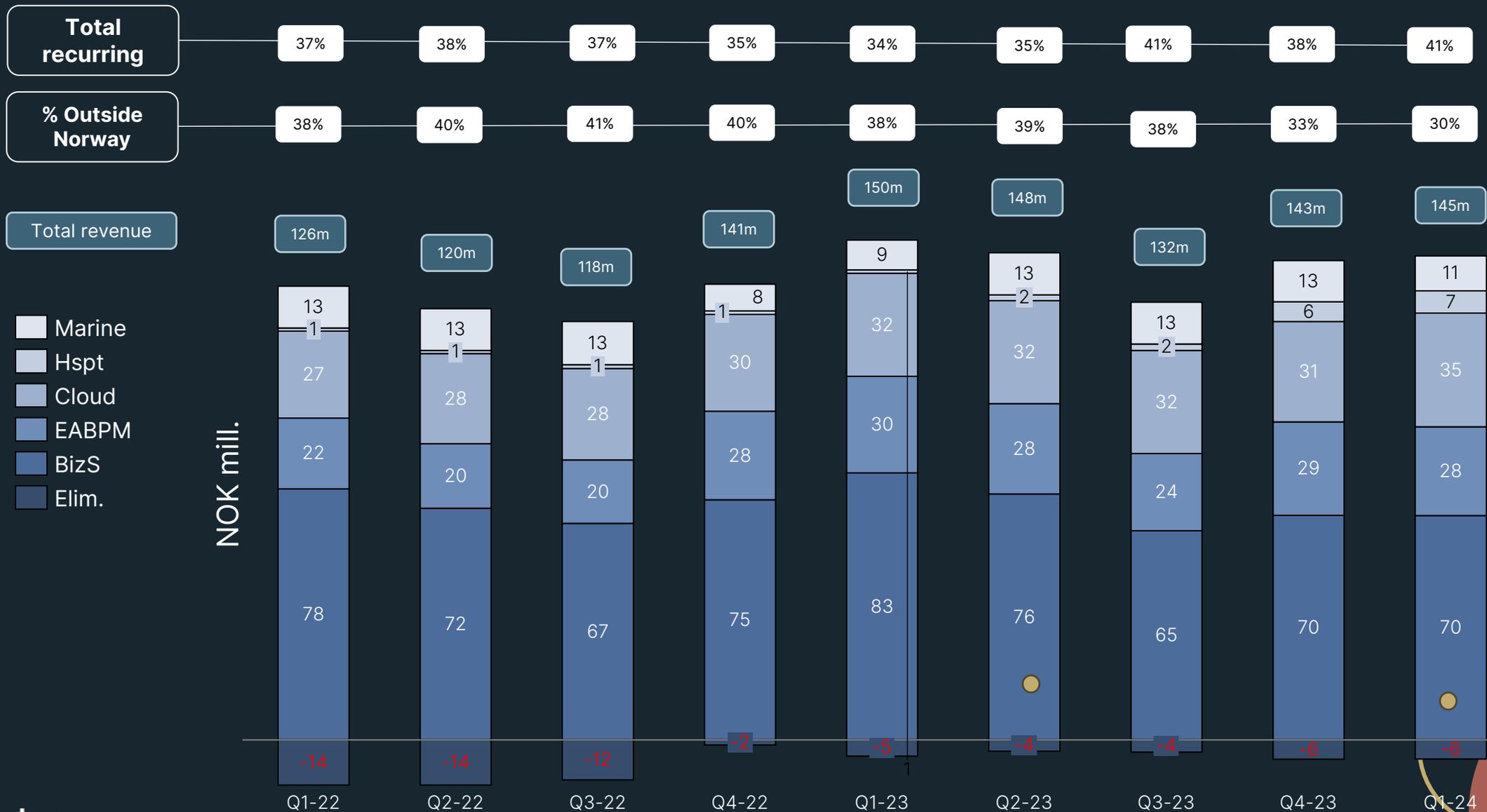
Adj. EBITDA
-0.5m

Marine

17,6% Revenue Growth	21,4%* EBITDA margin
10,9m* Revenue	2,3m** EBITDA

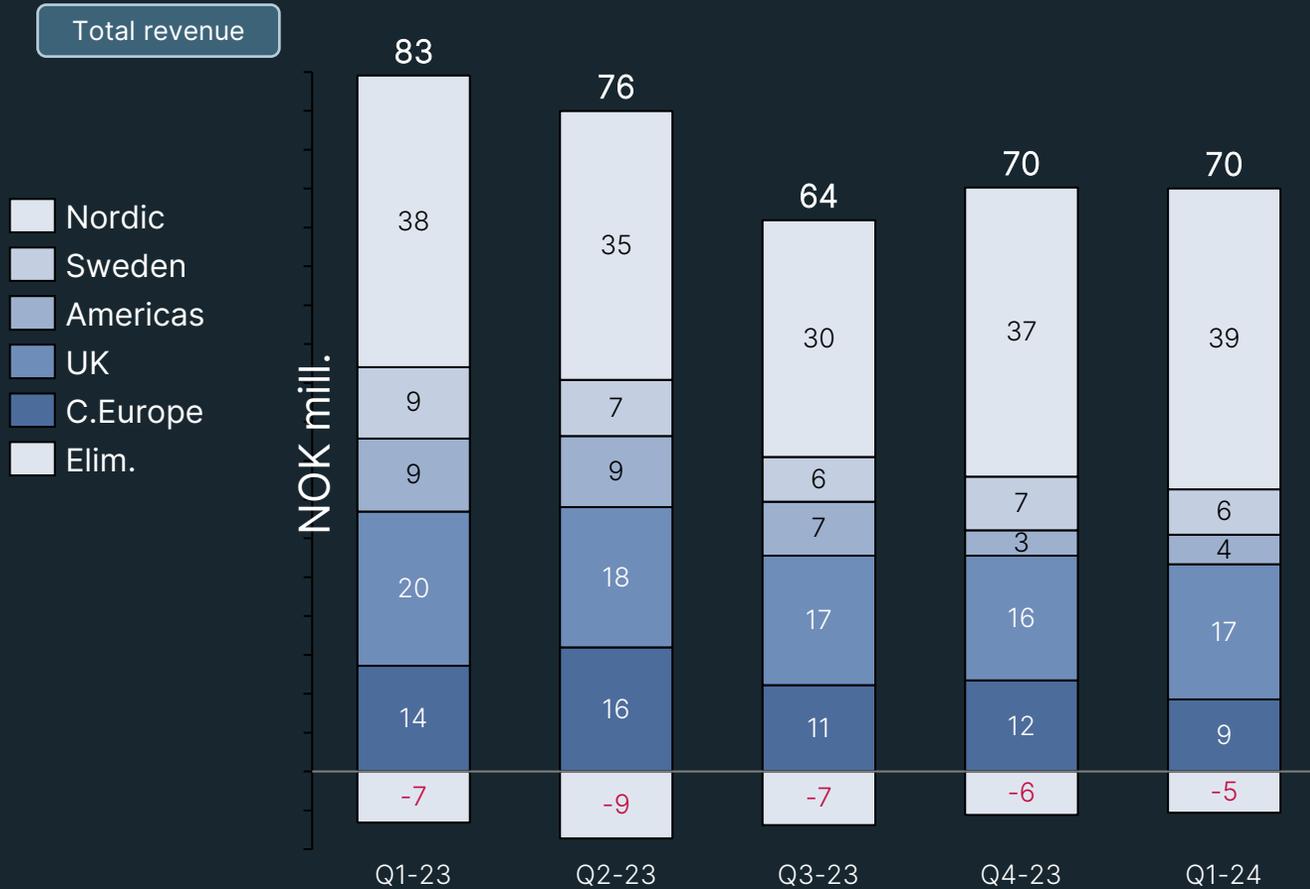
* Includes external and group internal revenue
**BA EBITDA is calculated before common cost and overhead

Revenue development for each BA per quarter .



* BA figures Includes external- and group internal revenue pr BA

BA Business Services – Region Nordics performs well



* BA figures Includes external- and BA internal revenue pr Region

NORDICS

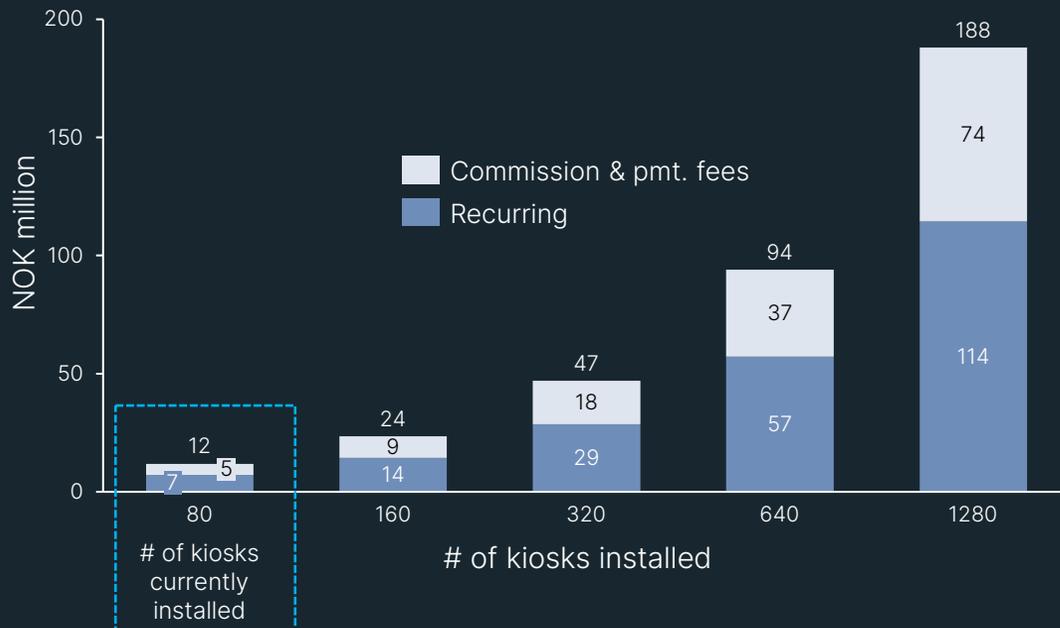
- Nordics delivered highest revenue ever at 39m, and a record EBITDA margin in Q1-24 of 21%
- Easter 2024 in Q1 vs Q2 in 2023, impact revenue by NOK 5-6m
- New software partnerships are evening out revenue fluctuations, particularly in Norway
- Our proprietary software, InstiPro is selling well in Norway
- Good demands for Cloud migration support for existing customers

Hospitality update

Status update

- 61 hotels signed up and 97 kiosks installed
- Currently present in Norway, Sweden, Denmark, Belgium, UK and Ireland
- Flytoget contract going as planned – first ticket machines will be installed in Q2
- Discussing with Flytoget about SW development projects post-project delivery

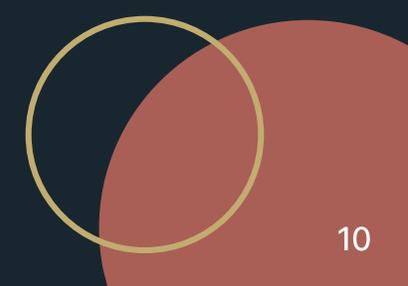
Possible revenue scenarios based on number of kiosks installed going forward



4 Revenue components for hotel kiosks

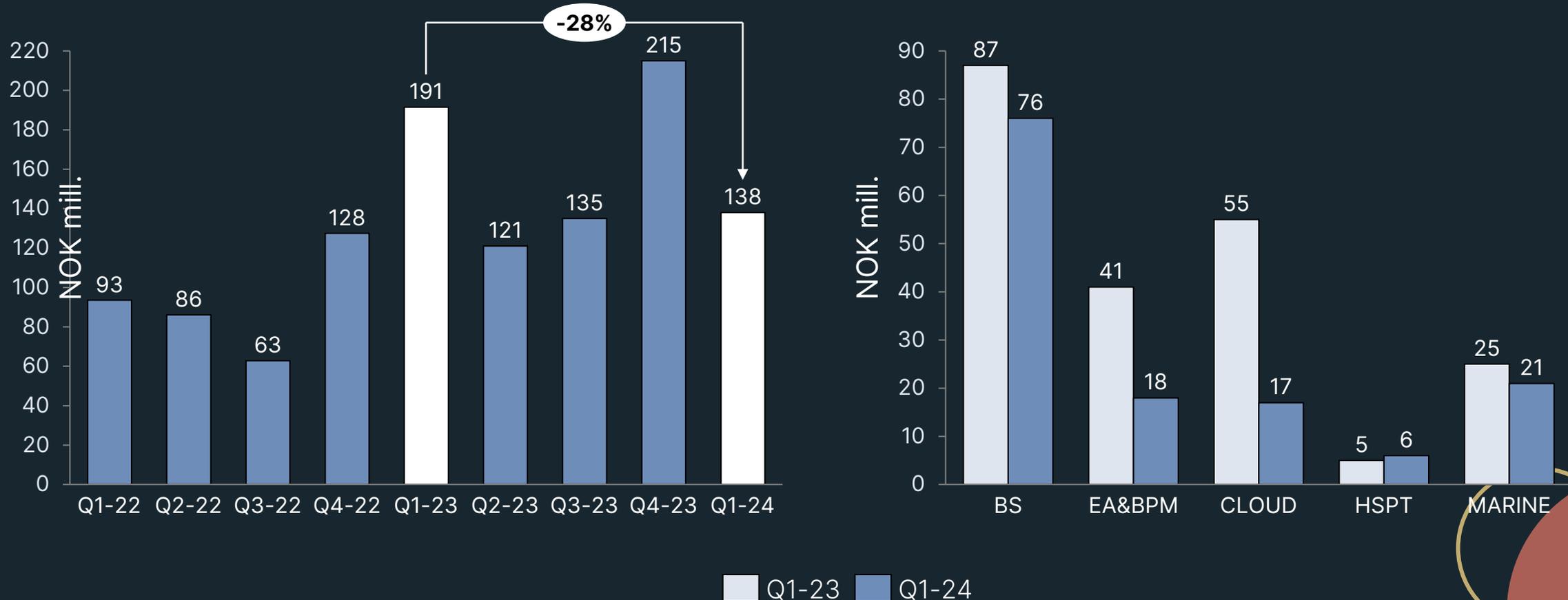
1. Hotel kiosks have an annual **recurring** revenue component consisting of **license, support and notifications** averaging approx. NOK 70-90.000 pr year
2. **Commission on up-sale** (i.e. breakfast, late check-out etc.) on each kiosk
3. **Payment transaction fee** for the payment volume that passes through most of the kiosks
4. **Hardware** is paid for by hotels at installation

- As the cost associated with each of the revenue component is very modest, the margin becomes very attractive
- The business model is a volume game



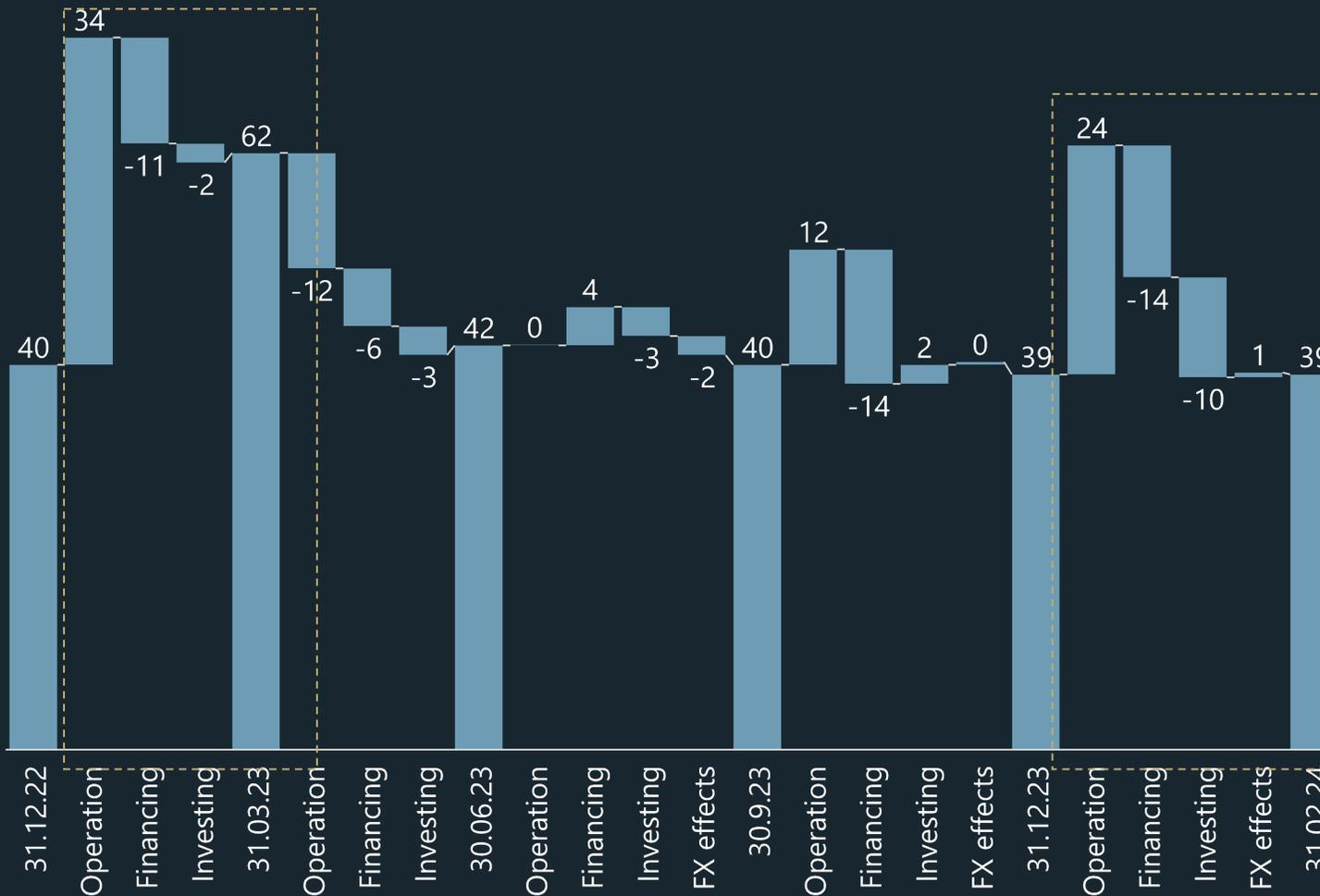
Sales - new contracts and scope extensions .

Q4: 430 contracts for a total value of NOK 138 million (191m in Q1-23)



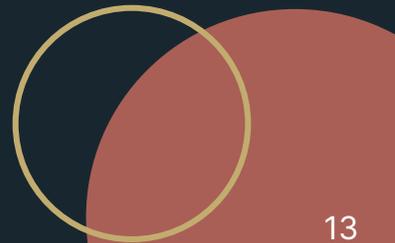
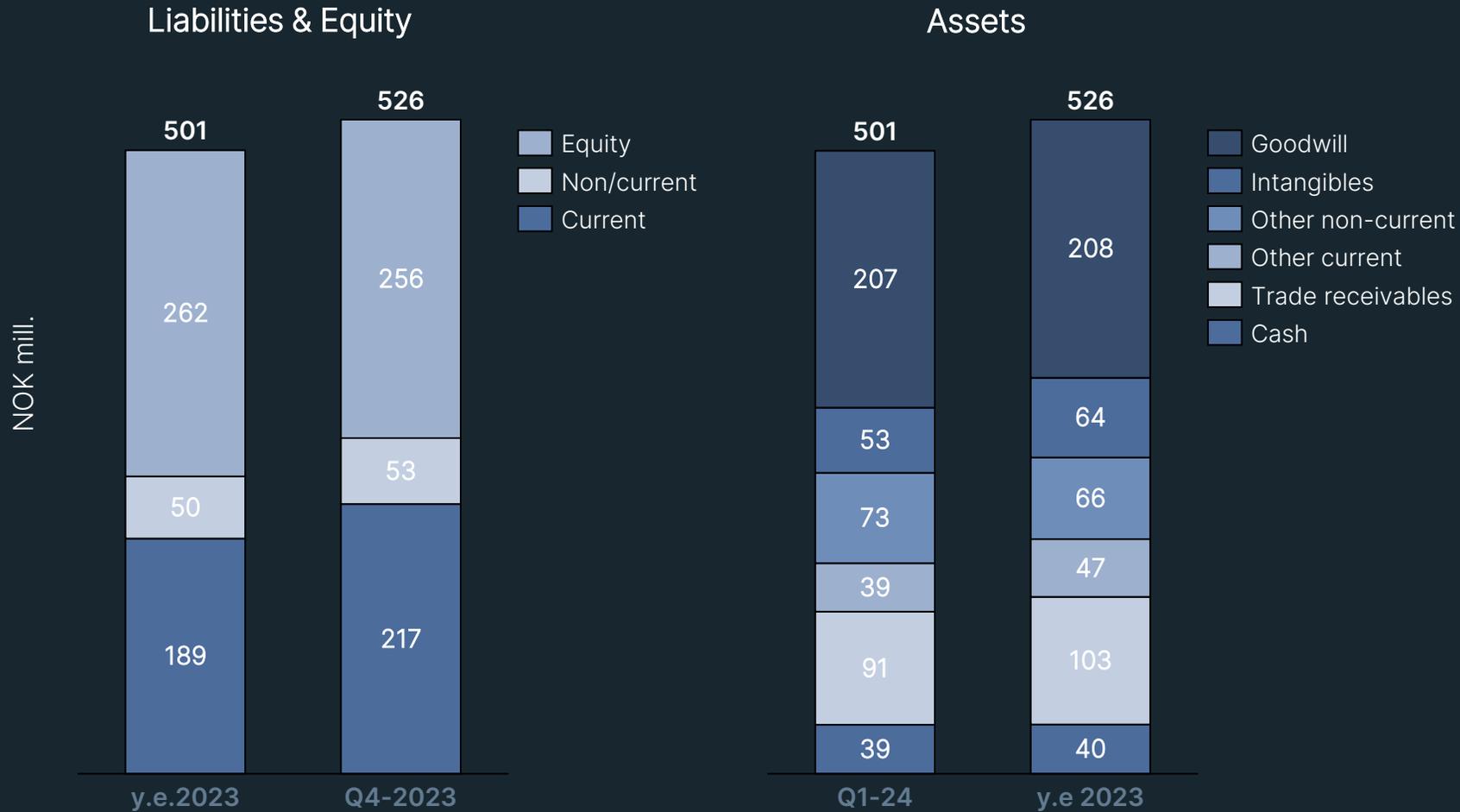
Cash flow development .

Stable cash position at NOK 40m at the end of each quarter



- Net cash flow from operation was NOK +24m for Q1 2024.
- Net cash flow from investing activities was NOK -10.4m in Q1. Main component is payment for earn out to sellers of Integra at NOK 7.5m..
- Net cash flow from financing was NOK -13.7, where NOK -6.8m is change in overdrafts and NOK -4.8 in installments on lease liabilities.
- Arribatec had NOK 39.6m in cash and cash equivalents at the end of the quarter.

Balance sheet development.



Outlook .

- Robust demand for cloud services will drive growth for our cloud- and managed IT-services
- Cloud migrations and related digital transformation projects are expected to increase
- Hospitality to grow significantly over next quarters – building SaaS revenue base – consulting for Flytoget boosts revenue
- Growth for Marine will continue with large projects available in the market
- Partnership with AI/ML companies will be pursued
- Our partnership-strategy will continue, and additional partnerships will be pursued and established
- Demand for hyper automation is rapidly increasing, and should provide for additional revenue streams
- Focus on improving EBITDA margin

A photograph of three people sitting in a modern office lounge. On the left, a man with a beard and tattoos is smiling and holding a coffee cup. In the center, a woman with long brown hair is smiling and looking towards the man on the right. On the right, a man with a shaved head is smiling and looking towards the woman. They are sitting on contemporary chairs around a low table with a small potted plant and a notebook. The background is dark and out of focus.

Arribatec .

we simplify complexity

Condensed consolidated statements of profit and loss

NOK thousand	Note	For the quarter end		Full year 2023
		31 Mar 2024	31 Mar 2023	
Revenue	<u>3</u>	144 616	150 047	572 981
Materials, software and services		(34 669)	(34 606)	(132 673)
Gross profit		109 947	115 441	440 308
Salary and personnel costs		(93 275)	(91 377)	(346 608)
Other operating expenses		(16 661)	(18 778)	(69 236)
Total operating expenses		(109 935)	(110 155)	(415 845)
EBITDA		12	5 286	24 463
Depreciation, amortisation and impairment	<u>4, 5</u>	(11 126)	(11 628)	(48 307)
EBIT		(11 114)	(6 342)	(23 844)
Financial income	<u>6</u>	435	2 059	3 208
Financial expense	<u>6</u>	(1 196)	(2 699)	(9 414)
Profit/(loss) before tax		(11 875)	(6 982)	(30 050)
Tax expense		2 518	1 038	6 998
Profit/(loss) after tax		(9 357)	(5 944)	(23 053)
Attributable to:				
Equity holders of the parent company		(9 357)	(5 944)	(23 053)
Earnings per share: basic	<u>7</u>	(0.13)	(0.09)	(0.33)
Earnings per share: diluted	<u>7</u>	(0.13)	(0.09)	(0.33)

Consolidated statements of financial position

NOK thousand	Note	31 Mar 2024	31 Dec 2023
ASSETS			
Non-current assets			
Property, Plant and equipment		6 427	6 436
Right-of-use assets	<u>4</u>	35 121	28 442
Goodwill	<u>5</u>	207 736	206 457
Customer relations	<u>4</u>	21 741	24 125
Other Intangible assets	<u>4</u>	43 500	43 771
Other non-current assets		4 064	3 989
Deferred tax assets		20 372	18 998
Total non-current assets		338 962	332 217
Current assets			
Accounts receivable		102 592	90 898
Contract assets		30 227	24 244
Inventory		1 420	1 548
Other current assets		12 798	13 267
Cash and cash equivalents		39 626	39 371
Total current assets		186 665	169 329
TOTAL ASSETS		525 627	501 545

NOK thousand	Note	31 Mar 2024	31 Dec 2023
EQUITY AND LIABILITIES			
Equity			
Share capital	<u>8</u>	194 802	194 802
Other paid in capital		214 043	214 085
Exchange differences		5 660	3 767
Other equity		(158 673)	(150 191)
Total equity		255 832	262 463
Non-current liabilities			
Interest bearing loans	<u>9</u>	11 615	12 928
Non-current lease liabilities	<u>4</u>	21 589	16 836
Other non-current financial liabilities		1 804	1 804
Deferred tax liabilities		7 139	7 786
Provisions		10 969	10 685
Total non-current liabilities		53 117	50 038
Current liabilities			
Interest bearing loans - current portion	<u>9</u>	19 973	26 460
Current lease liabilities	<u>4</u>	14 813	12 909
Accounts payable		31 836	39 816
Contract liabilities		60 913	24 319
Current tax payable		1 365	1 669
Other current liabilities		87 779	83 869
Total current liabilities		216 679	189 044
Total liabilities		269 795	239 082
TOTAL EQUITY AND LIABILITIES		525 627	501 545

Consolidated statements of changes in equity

NOK thousand	Equity related to the shareholders of the parent company				Total Equity
	Restricted	Other paid in capital	Exchange differences	Other equity	
	Share capital				
Balance on 1 January	193 361	215 645	679	(127 758)	281 927
Result of the period				(23 053)	(23 053)
Other comprehensive income for the period			3 087		3 087
Total comprehensive result for the period	0	0	3 087	(23 053)	(19 965)
Capital issue, Feb	0				0
Share issue cost		(118)			(118)
Share consideration relating to acquisition of Integra		(8 409)			(8 409)
Capital issue in relation to acq. of Integra, Dec	1 442	6 968			8 409
Share option cost				620	620
Closing balance 31 Dec 2023	194 802	214 085	3 767	(150 191)	262 463
Balance on 1 January	194 802	214 085	3 767	(150 191)	262 463
Result of the period				(9 357)	(9 357)
Other comprehensive income for the period			1 893		1 893
Total comprehensive result for the period	0	0	1 893	(9 357)	(7 464)
Share issue cost		(43)			(43)
Share option cost				875	875
Closing balance 31 Mar 2024	194 802	214 043	5 660	(158 673)	255 832

Consolidated cash flow statement

NOK thousand	Note	For the quarter end		
		31 Mar 2024	31 Mar 2023	Full year 2023
Operating activities				
Profit/(Loss) before tax		(11 875)	(6 982)	(30 050)
Taxes paid		(693)	(497)	(2 192)
Adjustments for:				
- Finance income and expense	<u>4</u>	515	640	6 203
- (Increase)/decrease in trade receivables		(11 694)	(5 420)	(2 684)
- (Decrease)/increase in trade payables		(7 981)	(376)	7 937
- Depreciation and amortisation		11 126	11 628	48 488
Calculated cost of employee share option program		875	0	620
Change in other current accounts		43 528	35 149	5 340
Net cash flows operating activities		23 801	34 143	33 663
Investing activities				
Cash consideration earn-out payment	<u>8</u>	(7 531)	0	(3 704)
Purchase of property, plant and equipment		(591)	(795)	(2 693)
Purchase and development of intangible assets	<u>5</u>	(2 353)	(1 091)	(16 502)
Interest received		79	36	563
Net cash flows investing activities		(10 397)	(1 850)	(22 336)
Financing activities				
Change in overdrafts		(6 795)	(6 551)	12 677
Repayment of debt		(1 817)	(1 394)	(6 173)
Interest paid		(266)	(261)	(1 161)
Received Gov.grants (SkatteFUNN)		0	0	3 301
Instalments lease liabilities		(4 777)	(3 114)	(20 038)
Proceeds from shares issued		0	0	0
Share issue cost		(43)	(6)	(118)
Net cash flows financing activities		(13 698)	(11 326)	(11 511)
Net change in cash and cash equivalents		(294)	20 967	(184)
Cash and cash equivalents at beginning of period		39 371	40 449	40 449
Currency translation		548	548	(893)
Cash and cash equivalents at end of period, incl. restricted cash		39 626	61 964	39 371
-whereof restricted cash		9 878	8 373	12 111