

Arribatec.

On our way to a new normal

Q2 2025

Ole Jakob Kjølvik, interim CEO

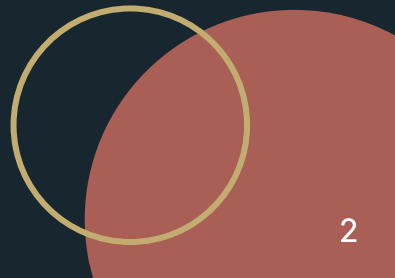
Strong Growth and Continued Margin Improvement



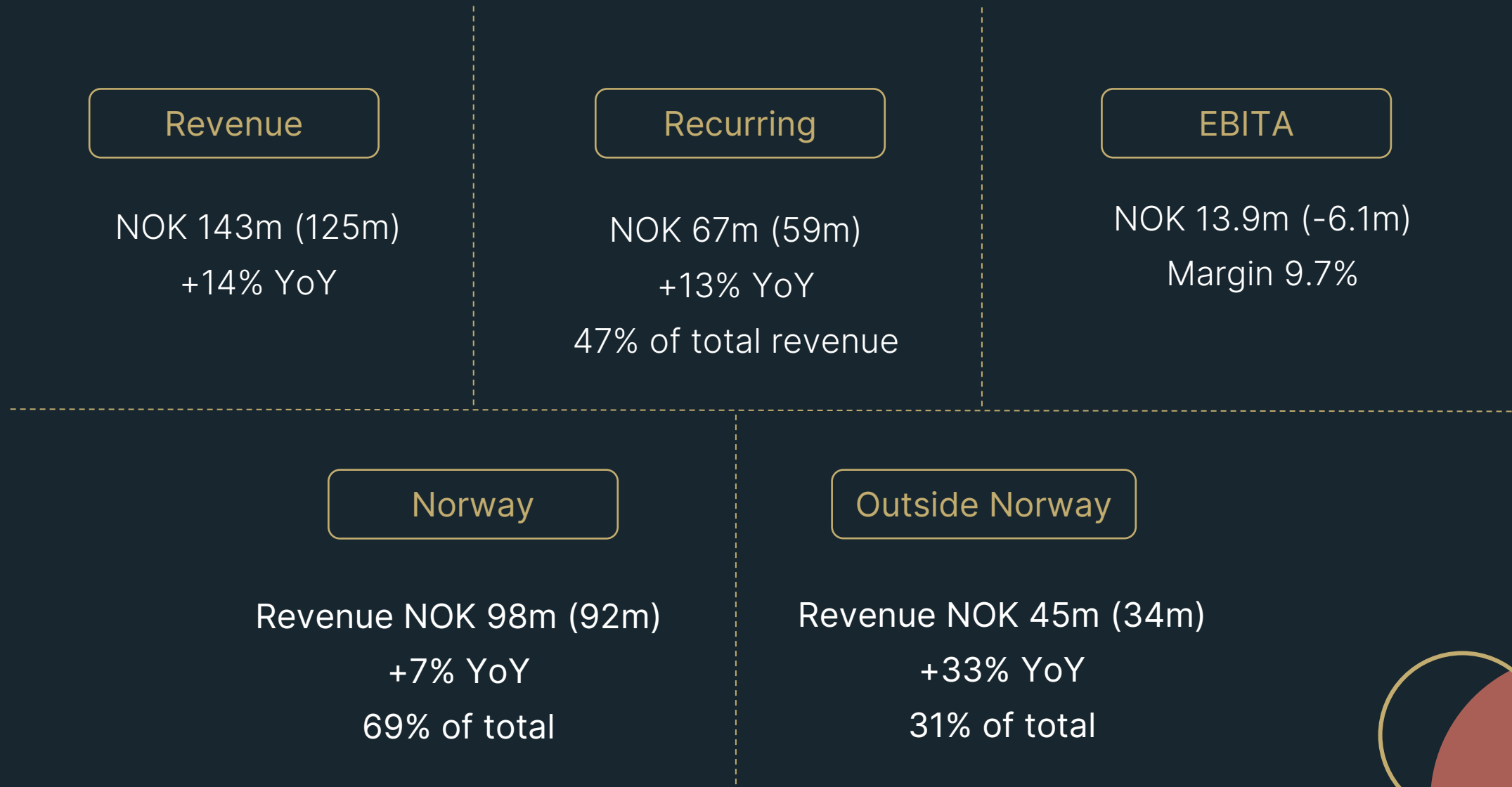
- Quarterly **revenue** of NOK 142.9m (125.3m) reflecting 14% growth compared to Q2 last year (continuing operations)
- Operating expenses reduced by **10%** compared to Q2 2024
- Resulting in an **EBITA of NOK 13.9m** (-NOK 6.1m), reflecting cNOK80m YoY annualized improvement in EBITA
- NOK 47m in **cash** at the end of the quarter
- Reduced number of FTEs in continuing operations with 49 compared to Q2 last year, total FTEs 242 at the end of Q2.
- Signed 456 new contracts and scope extensions for a total value of NOK 104m, LTM NOK 595m.
- With further cost initiatives already implemented which are set to be reflected in the P&L during 2H the company expect margins to continue to improve going forward



On our way to a new normal with market leading growth and continued improving margins



14% growth and 10% EBITA margin



Q2-25 performance per business areas vs. Q2-24

BizS 

+24.2% Revenue Growth	13.8% EBITA margin
85m* Revenue	11.7m EBITA

EA-BPM 

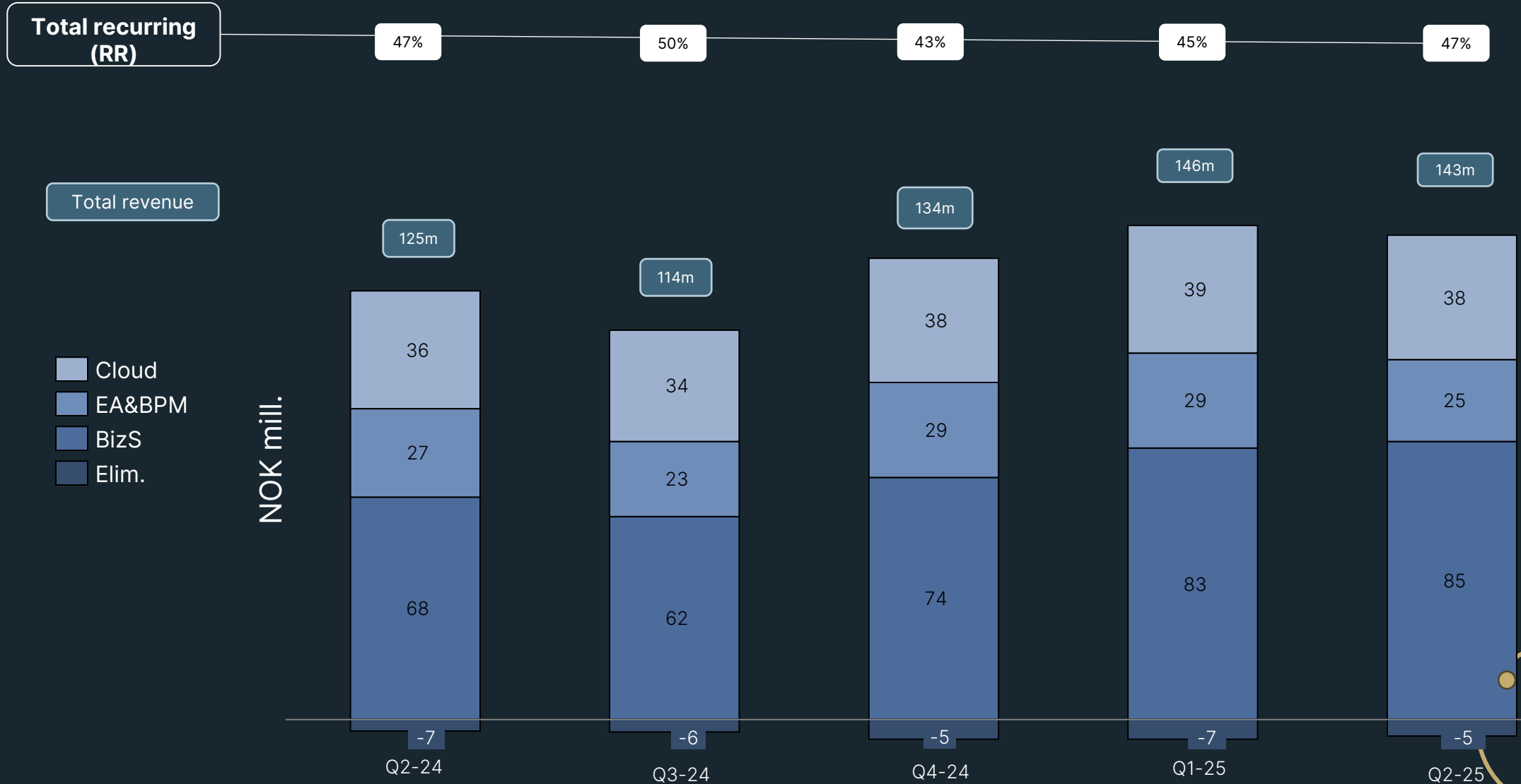
-7.7 % Revenue Growth	0.9% EBITA margin
24.6m* Revenue	0.2m EBITA

Cloud 

5.7% Revenue Growth	6.1% EBITA margin
38m* Revenue	2.3m EBITA

* Includes external and group internal revenue

Revenue development for each BA per quarter .



Cash flow development .

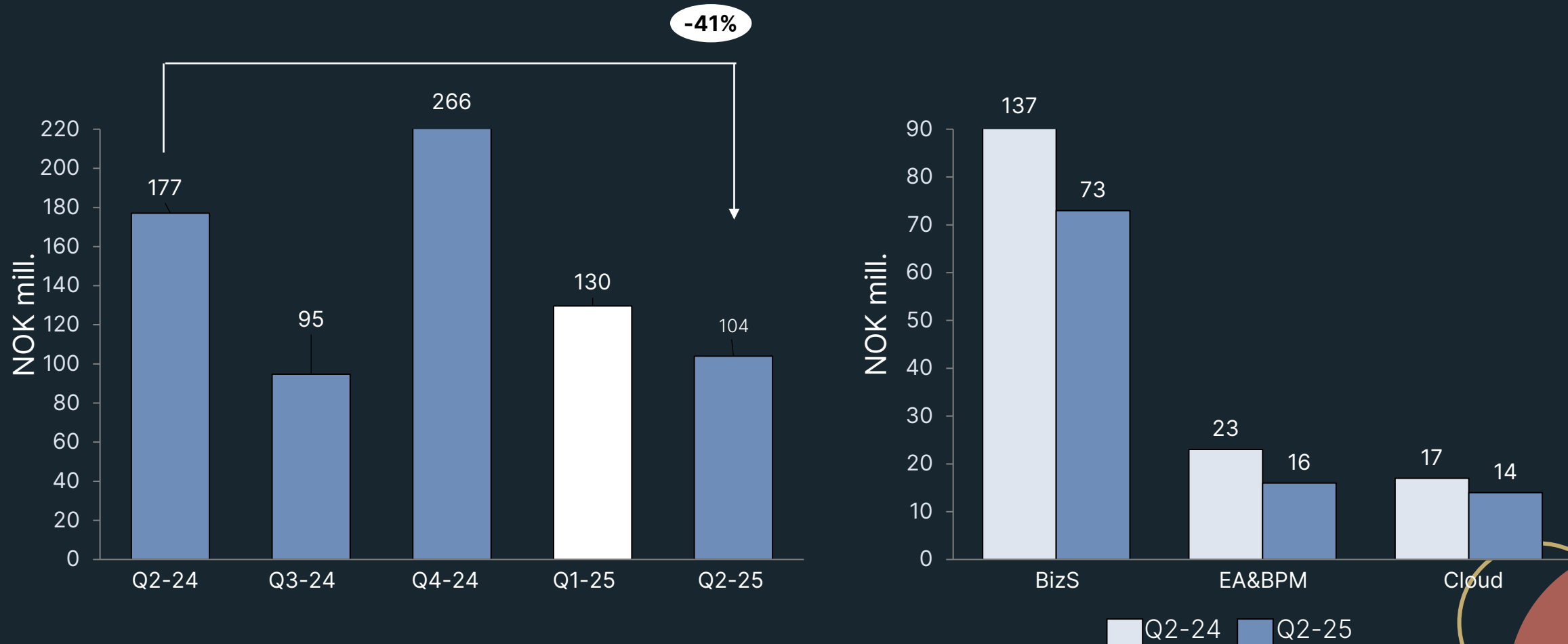


- Cash from Q1 was NOK 65m
- Positive EBITA from Q2 NOK 14m
- Contract assets negative NOK 3m
- Working capital negative NOK 27m
- Other negative NOK 2m
- Cash per 30.06.2025 NOK 47m

Our cash flow will generally track EBITA, with quarterly variations due to working capital and contract asset movements, depending on timing and operational dynamics.

Sales - new contracts and scope extensions .

Q2: 456 contracts for a total value of NOK 104 million (177m in Q2-24)



Some of the key deals won in Q2

Energy	Public	Education	Other
Equinor Sval Energi Vår Energi Archer Gassco Moreld Apply Orlen	Port of London Skatteetaten DFØ Bedfordshire NHS Trust Havindustry- tilsynet Innovasjon Norge	De Montfort University University of Essex University of Stirling	Havas Polaris Media Balder Forsikring TietoEvry Anlegg Øst Hoëgh Autolines

A background image showing three people (two men and one woman) sitting in a modern office setting, smiling and engaged in conversation. The image is dimmed to serve as a backdrop for the text.

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we simplify complexity