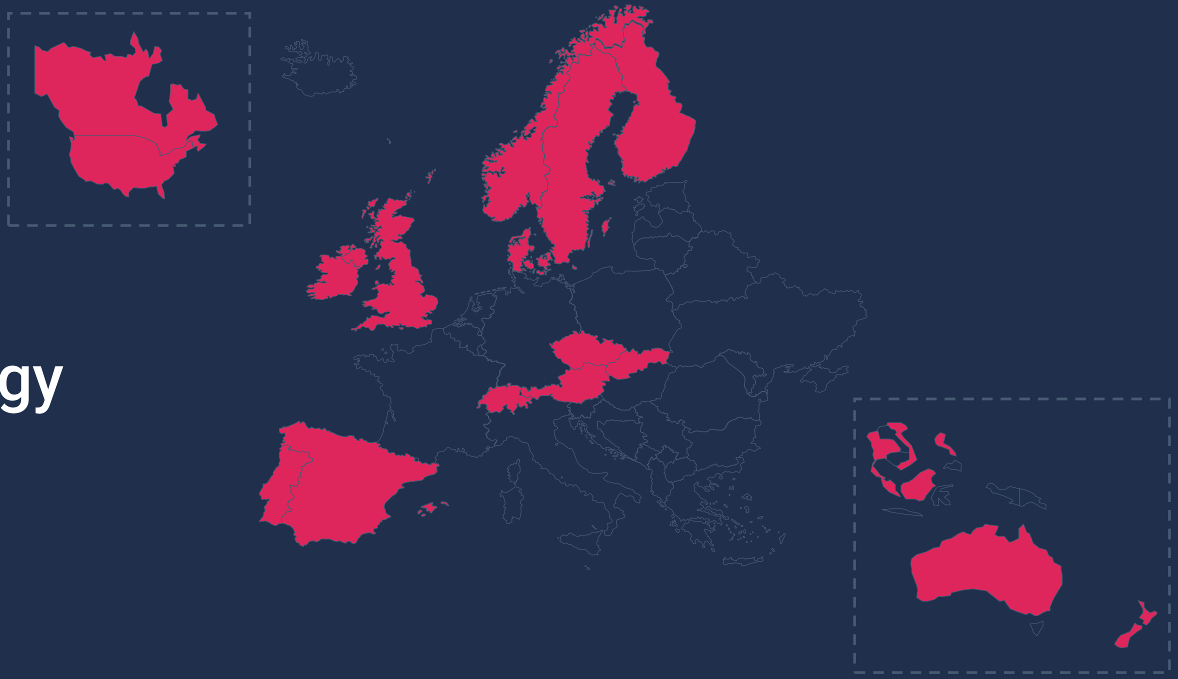

Global Leader in Construction Technology

Capital Markets Day 2023

Agenda

09:10 Welcoming

09:20 Byggfakta Group & updated strategy

10:45 Coffee break

11:00 Financial update

11:30 Presentation of 4CastGroup

12:00 Demonstration of BFG products & AI

12:30 Closing remarks & lunch

Agenda

09:10 Welcoming

09:20 Byggfakta Group & updated strategy

10:45 Coffee break

11:00 Financial update

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BYGGFAKTA GROUP

General Overview

Market

Product and Software

Operations

Strategy

BYGGFAKTA GROUP

Product overview

Our current core business split across five application areas

- Project Information
- e-Tendering
- Product Information
- Specification
- Market Intelligence

1936-2019

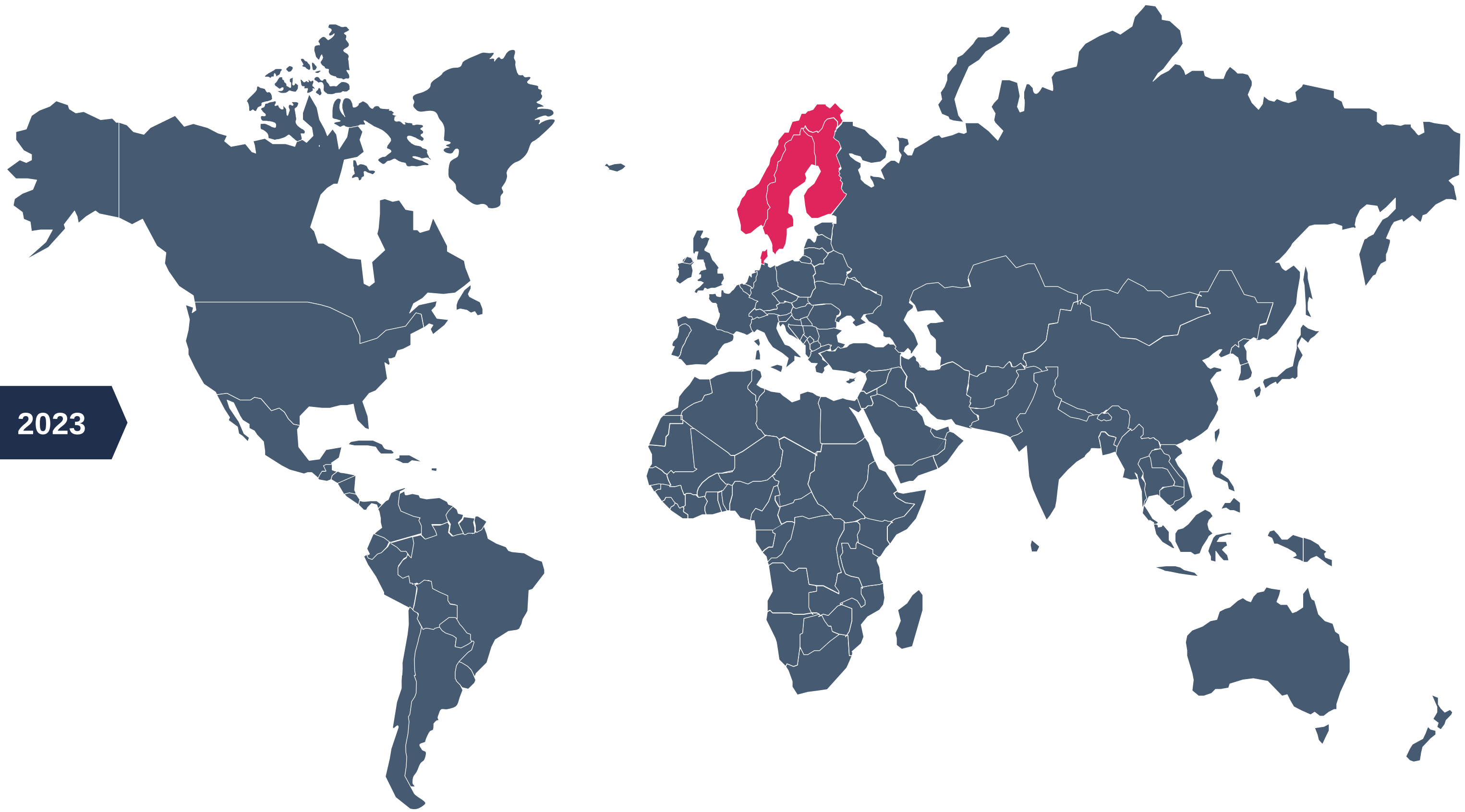
Nordic phase – growing organically

BYGGFAKTA GROUP

1936 | … | 2019 | 2020 | 2021 | 2022 | 2023

Operations in Nordic countries with the strongest brands in the business:

BYGGFAKTA
CITYMARK
BYGGEFAKTA
Byggvärlden
RPT



2019-2020

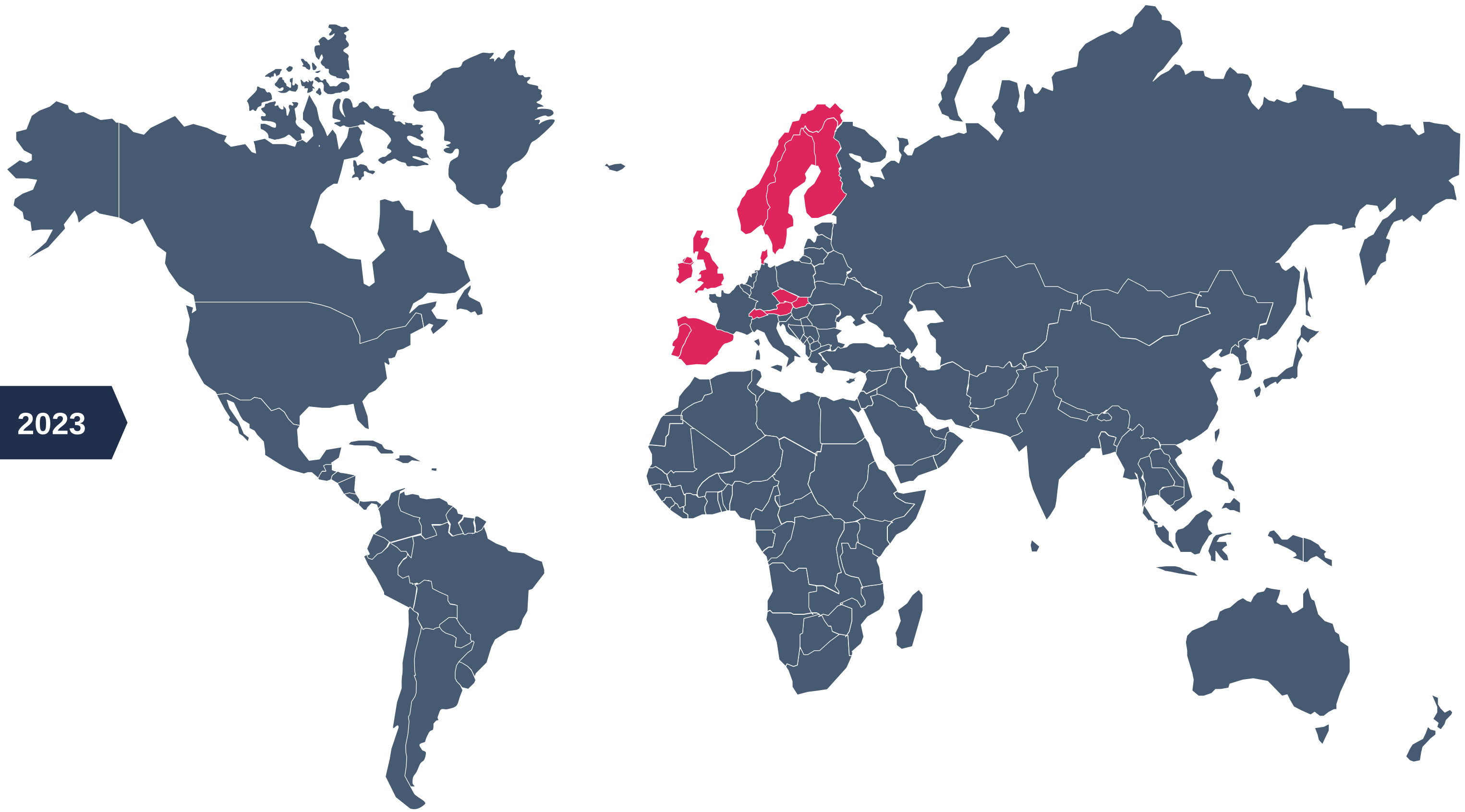
Expanding to several European markets

Acquisition of Strateg (Property Info), ISTAV (Project Info), Prodlib (Product Info), and HelpHero

1936 | … | 2019 | 2020 | 2021 | 2022 | 2023

Operations in Nordic countries with the strongest brands in the business:

Acquisition of Vortal (Iberia), Olmero (Switzerland), NBS (UK) and Glenigan (UK)



2021-2023

Establishing global presence

BYGGFAKTA GROUP

Acquisition of Strateg (Property Info), ISTAV (Project Info), Prodlib (Product Info), and HelpHero

ProdLib · STRATEG fastighetskonsult · istav · HelpHero PROFFSHJÄLP FÖR STORA HEM- OCH HUSPROJEKT

Acquisition of INFO-TECHNO (Austria), BCI (Australia, NZ, Asia & US), Construdata21 (Spain), CIS (Ireland), Forecon (Finland) and Nexus IT (Spain)

INFO TECHNO · BCI MEDIA GROUP · construdata21 · CIS construction information services · Forecon · nexus IT

1936 | … | 2019 | 2020 | 2021 | 2022 | 2023

Operations in Nordic countries with the strongest brands in the business:

BYGGFAKTA · Byggvärlden · CITYMARK · RPT · BYGGEFAKTA

Acquisition of Vortal (Iberia), Olmero (Switzerland), NBS (UK) and Glenigan (UK)

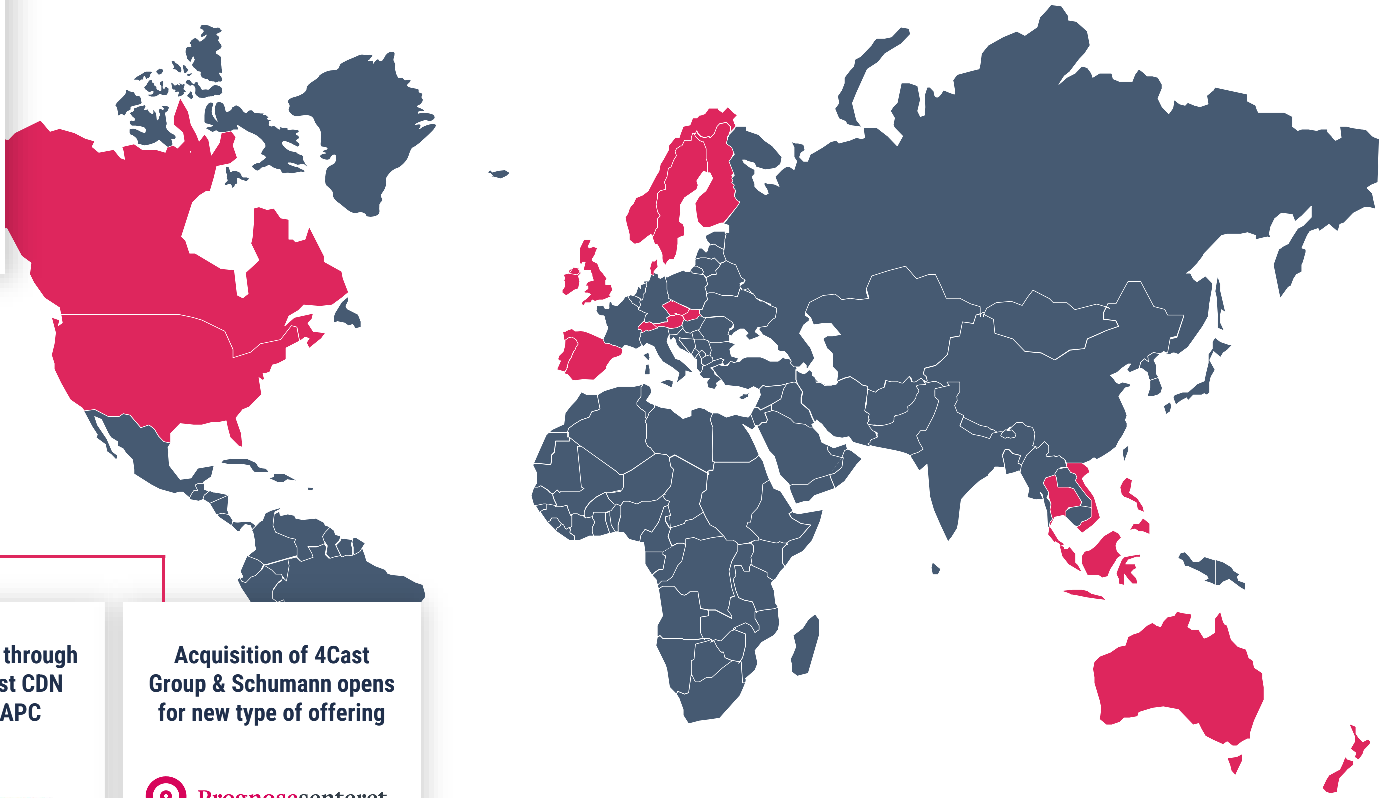
VORTAL Connecting business. · olmero · NBS · Glenigan

Expansion in the US through acquisition of Quest CDN and BidOcean/NAPC

QUESTCDN · BidOcean Business Solutions

Acquisition of 4Cast Group & Schumann opens for new type of offering

Prognosesenteret · SCHUMANN · Pantera Global Technology



Byggfakta Group today

The group holds a leading global position fueled by strong underlying trends

Underlying trends in our favor

- Powerful tailwinds accelerating the digitalization of construction sector
- Large and expanding addressable market
- Focus on ESG accelerates change – extensive market rules and regulations across regions

Byggfakta Group today

The strongest brands in the business with exceptional reach and depth

1,300,000
Active Projects

5
Product Areas

2.1
bn SEK ARR

50,000
Total Customers

26
Countries Worldwide

2,000
Employees

General Overview

Market

Product and Software

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Strategy

BYGGFAKTA GROUP

Market status

Construction industry innovates slowly

Industry Dynamics

- A project-based building approach – Lagging productivity growth
- A highly fragmented yet intertwined ecosystem
- Strong focus on local markets
- Extensive market rules and regulations across regions

Digital drivers

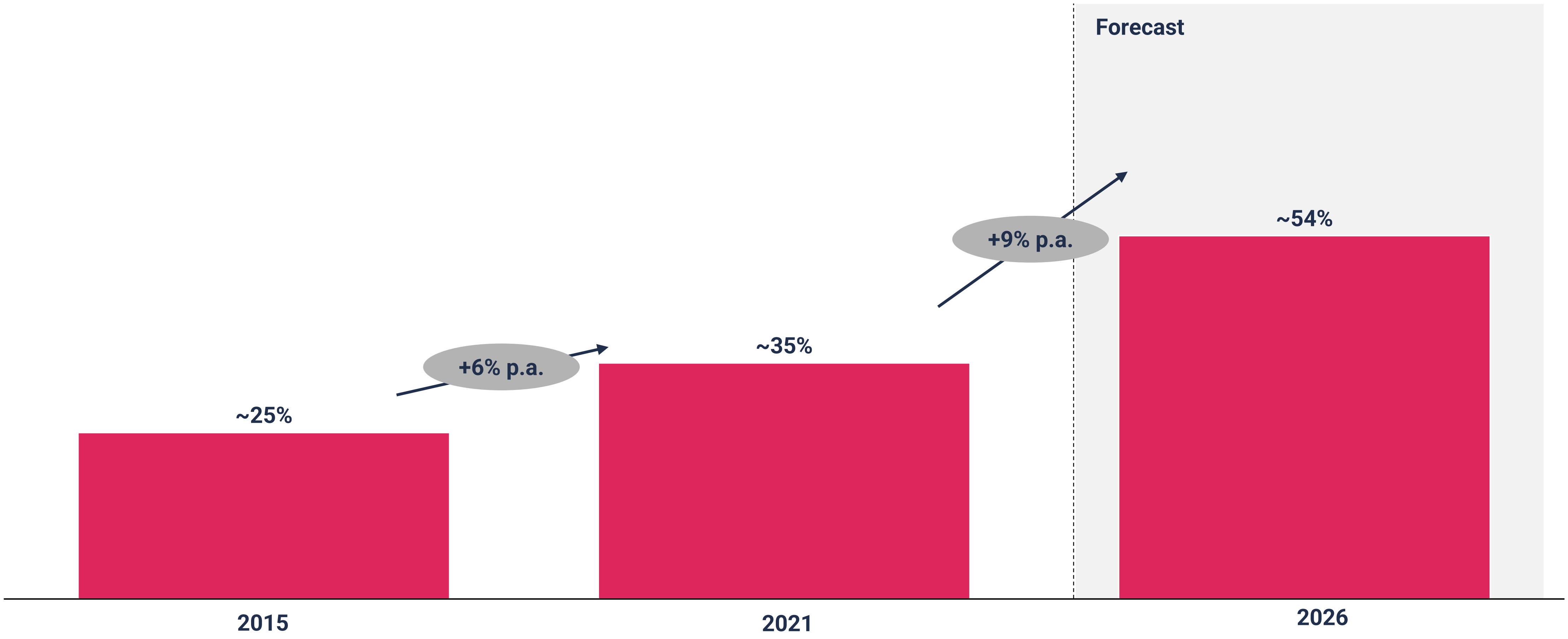
Emergence of tailwinds accelerating the digitalization across the value chain

BYGGFAKTA GROUP

Category	Trend
Underlying construction market trends	Skilled labour shortages
	Industrialisation of construction value chain
Regulatory drivers	Push for sustainability
	Push for safety and traceability
	Push for digitalisation of public sector construction projects
Customers	New generation of digitally native decision makers
	Trend towards digital adoption accelerated by Covid

Digital drivers

Strong increase in digital tool adoption in construction as well as digital penetration evolution



Source: Construction industry expert interviews, Dodge Data & Analytics; European Commission Digital Index.

High barriers to entry

A robust position with multiple barriers to entry for competitors across regions

BYGGFAKTA GROUP

Database

- Sophisticated database system – collecting and gathering extensive datapoints
- Strong data intelligence capabilities gives BFG an edge
- +25 year of data collected

Software Solution

- Complimentary software offering
- Integrated software system is difficult to replicate

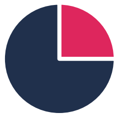
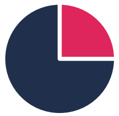
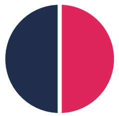
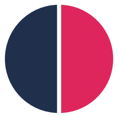
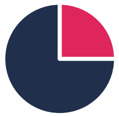
Customer Base

- Strong relationships with customers – extensive up-sell capabilities
- Leveraging extensive network of customers
- Unique product offering – high customer retention

Competitive Landscape

Byggfakta holds a strong position in all operating areas and geographies

BYGGFAKTA GROUP

	Project Information	Specification	Product Information	e-Tendering	Market Intelligence
Competitors in existing geographies	infoprodigital Cordell DODGE DATA & ANALYTICS construct connect	NATSPEC the national building specification	cobuilder BYGGTJENESTE Svensk bimobject Barbour bimstore SpecifiedBy	acinGov anoGov	Dansk Industri bnl Byggenæringens Landsforening
Competitors in other geographies	infoprodigital	Deltek BSD SpecLink	construct connect ARCAT DODGE DATA & ANALYTICS	net4market venicecom JAGGAER cosinex evergabe.de RIB BiP proactis Mercell PROCORE	BRG ENTERPRISE SOLUTIONS BNL BRANCHEN RADAR BouwKennis
Competitive intensity					

General Overview

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Product overview

Our current core business split across five application areas

BYGGFAKTA GROUP

Project Information

- BYGGFAKTA SMART
- Glenigan
- CONSTRUDATA 21
- leadmanager
- RPT

e-Tendering

- VORTAL Connecting business.
- olmero
- nexus IT
- BidOcean Business Solutions
- tendersearch
- eprocure

Product Information

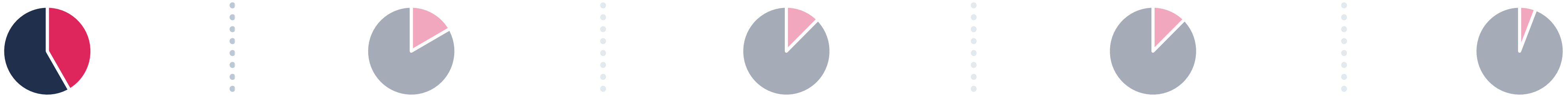
- BYGGFAKTA DOCU
- PRODUKTFAKTA
- ProdLib
- NBS Source
- archify
- BYGGEMATERIALER
- RAKENNUSFAKTA
- INFO TECHNO

Specification

- NBS
- NBS NORDIC
- SCL Schumann
- NBS Schumann

Market Intelligence

- Prognosesenteret
- Prognoscentret
- Forecon
- GROW YOUR BUSINESS
- Glenigan



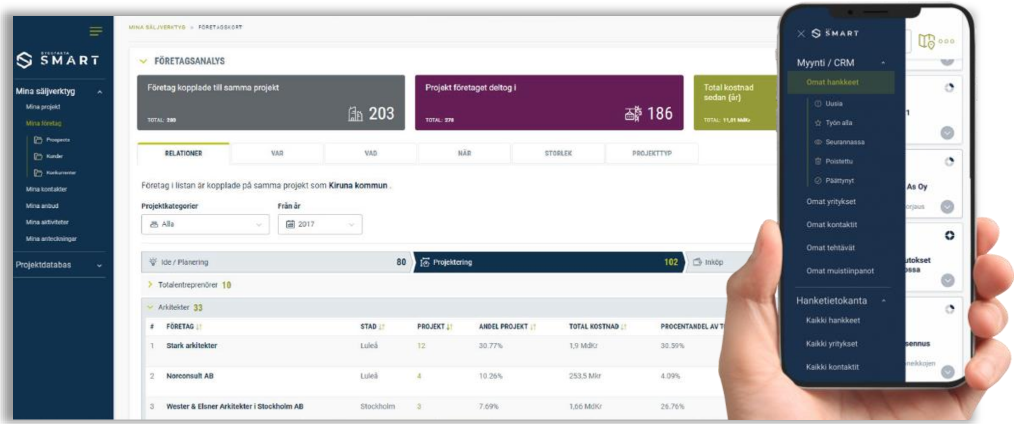
Project Information

How project information solves critical pain points

Industry Problems

Costly lead generation	Participants across the construction ecosystem find it difficult and costly to generate sales leads and are ~40%[1] less efficient without BFG[2]
Missed opportunities	Lack of up-to-date information on construction projects can often lead to missed opportunities
Track and manage projects	Smaller participants generally do not have access to a sophisticated CRM system

User Interface (SMART)



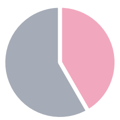
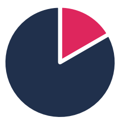
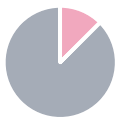
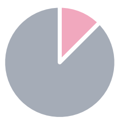
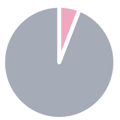
Key Stats Byggfakta Sweden

~40% Increased sales efficiency	**~35,000** Active projects	**100%** Coverage of the project market
~6x Median ROI on EBITDA	**~2,500** Updated projects per week	**~600** New projects added per week

Product overview

Our current core business split across five application areas

Project Information	e-Tendering	Product Information	Specification	Market Intelligence
Byggfakta SMART	VORTAL Connecting business.	BYGGFAKTA DOCU	NBS	Prognosesenteret
Glenigan	olmero	PRODUKTFAKTA	NBS NORDIC	Prognoscentret
CONSTRUDATA 21	nexus IT	ProdLib	SCL Schumann	Forecon
leadmanager	Bid Ocean Business Solutions	NBS Source	NBS Schumann	GROW YOUR BUSINESS
RPT	tendersearch	archify		Glenigan
	eprocure	BYGGEMATERIALER		
		RAKENNUSFAKTA		
		INFOTECHNO		

E-Tendering

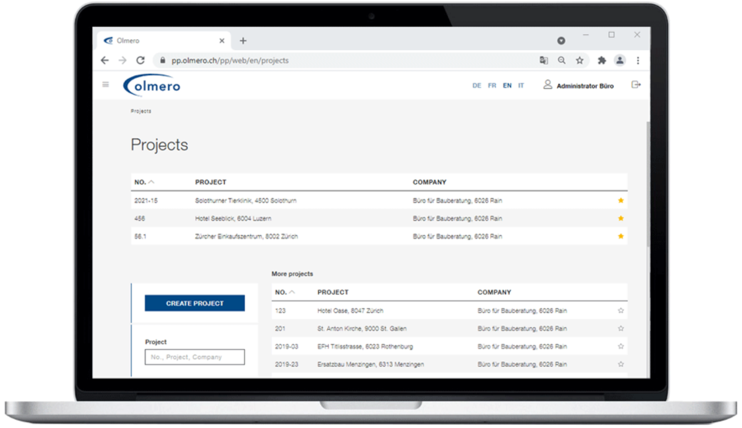
How e-tendering solves critical pain points

BYGGFAKTA GROUP

Industry Problems

Missed supply opportunities	Suppliers do not have the capacity to search and gain visibility to be invited to bid for all upcoming tenders and regularly miss out on opportunities
Buyer risk management	In any construction project, buyers face several risk factors related to procurement costs, speed, quality, discovery of new suppliers and other specific project constraints
Increased regulation & compliance	Recent legislation and regulation pushes have increased the need to follow strict compliance rules

User Interface (Olmero)



Key Stats (Portugal)

+353,500 Suppliers Network	**85k** Tenders	**~15x** Median ROI for Buyers
70% Sales volume increase for suppliers	**3** National contracts	**10x** Median ROI for Bidders

Product overview

Our current core business split across five application areas

BYGGFAKTA GROUP

Project Information

Byggfakta SMART
Glenigan
CONSTRUDATA 21
leadmanager
RPT

e-Tendering

VORTAL Connecting business.
olmero
nexus IT
BidOcean Business Solutions
tendersearch
eprocure

Product Information

BYGGFAKTA DOCU
PRODUKTFAKTA
ProdLib
NBS Source
archify
BYGGEMATERIALER
RAKENNUSFAKTA
INFO TECHNO INFO-TECHNO Baudatenbank GmbH

Specification

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NBS NORDIC
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NBS Schumann

Market Intelligence

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GROW YOUR BUSINESS
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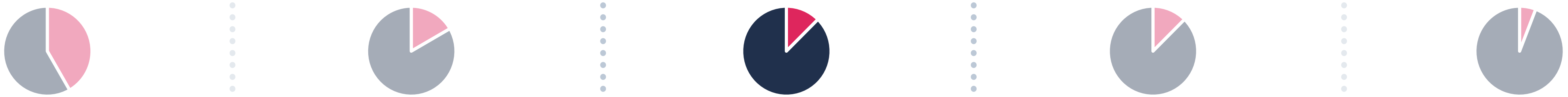


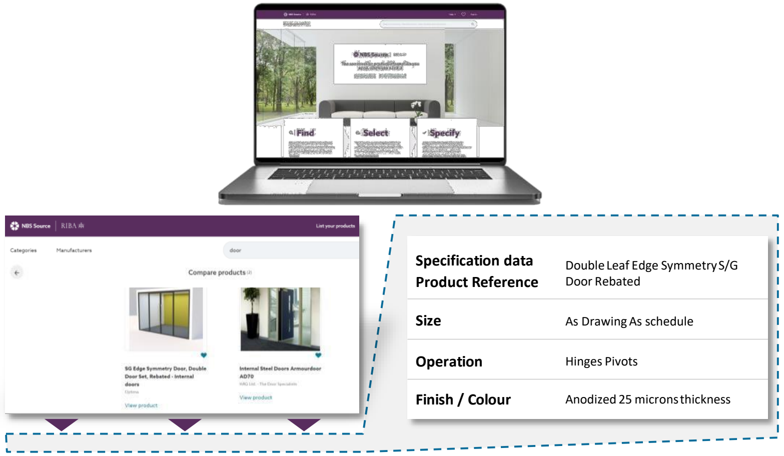
Product Information

A win-win for suppliers and buyers

Industry Problems

Building material sales	Suppliers have challenges finding the right buyers for their construction products
Consolidating Product Info in one location	Identifying and sourcing from the right supplier is a challenging process for construction buyers
Finding the right and best products for projects	Construction projects can be negatively affected if the products sourced are not of the right quality and specification

User Interface (NBS Source)



Key Stats (UK)

1.2k+ Suppliers	**+27k** Construction Products	**320k** Product Specification Opportunities per month
10,500+ BIM Objects	**~30x** Median ROI on EBITDA	**3** Product Tiers

Product overview

Our current core business split across five application areas

BYGGFAKTA GROUP

Project Information	e-Tendering	Product Information	Specification	Market Intelligence
Byggfakta SMART	VORTAL	BYGGFAKTA DOCU	NBS	Prognosesenteret
Glenigan	olmero	PRODUKTFAKTA	NBS NORDIC	Prognoscentret
CONSTRUDATA 21	nexus IT	ProdLib	SCL Schumann	Forecon
leadmanager	BidOcean	NBS Source	NBS Schumann	GROW YOUR BUSINESS
RPT	tendersearch	archify		Glenigan
	eprocure	BYGGEMATERIALER		
		RAKENNUSFAKTA		
		INFO-TECHNO		

Specification

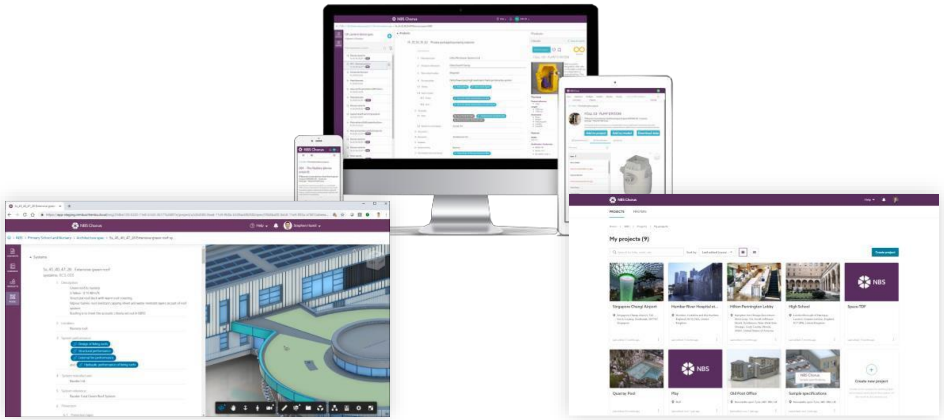
How specification software solves critical pain points

BYGGFAKTA GROUP

Industry Problems

Time-Intensive Specification Process	Manual specification writing is technical and highly time-intensive Existing tools (largely Word templates) are not purpose-built and cumbersome to maintain
Non- Compliance	Continuously evolving regulatory and standards framework across multiple markets Process of checking compliance at both specification writing and product selection stages is time-consuming and error-prone 8k+ construction standards changes per year in the UK alone: cause of poor profitability
Legal Disputes	Increasingly complex construction projects with multiple stakeholders Manual specification process leads to inconsistencies in information flow across the value chain

User Interface (NBS Chorus)



Key Stats (UK)

275k+ Specifiers	**4.5k+** Companies	**2.3m+** Clauses added / month
~70% Cost efficiency	**4,850+** New Specs per month	**3** Product Tiers

Product overview

Our current core business split across five application areas

BYGGFAKTA GROUP

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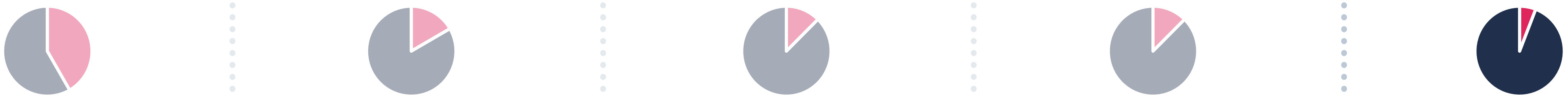


Market Intelligence

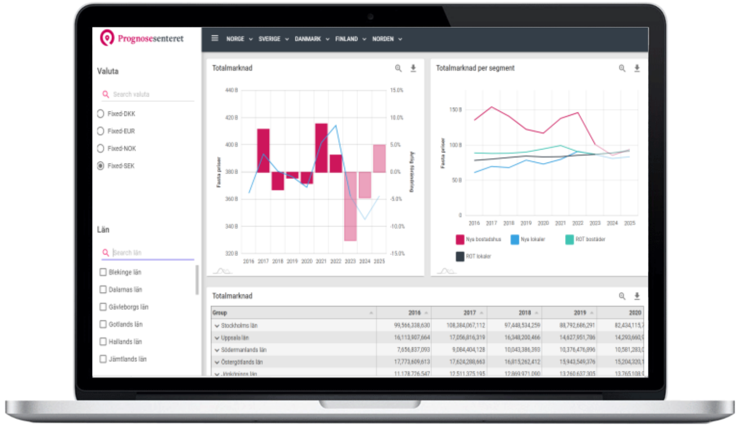
How market intelligence solves critical pain points

BYGGFAKTA GROUP

Industry Problems

Complex sector	The industry is highly fragmented and complex, with local, national and international players with little professional data and analytics support
Access to data	Limited public data available to answer need of specialized industry verticals
Inhouse analytics capabilities	The industry comprise mainly small and midsized companies with low analytics capabilities inhouse

User Interface (4CastGroup)



Key Stats (Sweden/Norway)

~1,500/3,500 Customers/users	**<5%** Churn	**~72%** Subscription revenue
300 Building materials analyzed	**987** News articles/year	**13** Verticals covered

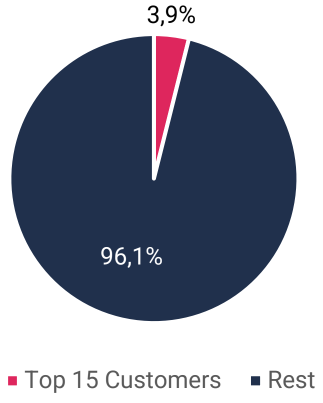
Customer concentration

Limited customer concentration across each product line

BYGGFAKTA GROUP

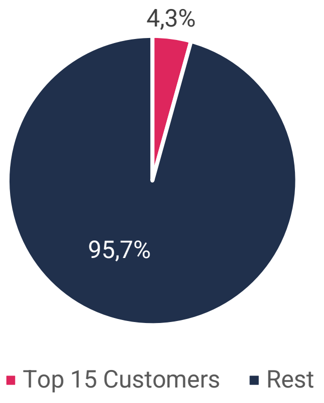
Indicative Customer Concentration (Europe as an illustrative example)

Project Information



Key clients:
Architects, technical consultants, contractors, sub-contractors & Manufacturers

Specification



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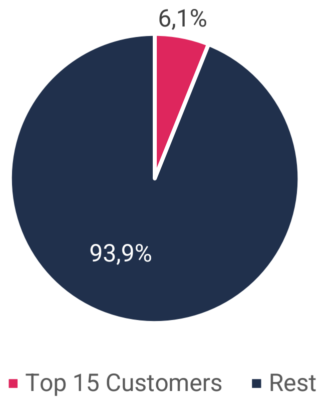
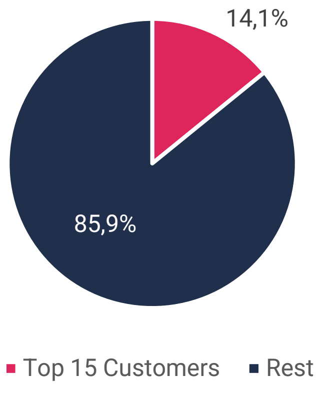


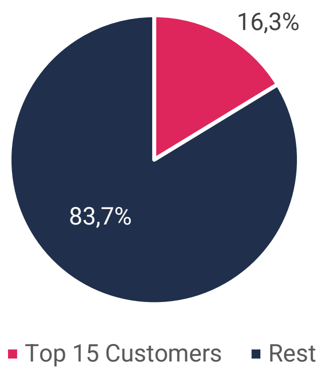
Key clients:
Manufacturers

e-Tendering



Key clients:
Property owners, contractors, sub-contractors & manufacturers

Market Intelligence



Key clients:
Developers, property owners, contractors, analysts & manufacturers

General Overview

Market

Product and Software

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Strategy

BYGGFAKTA GROUP

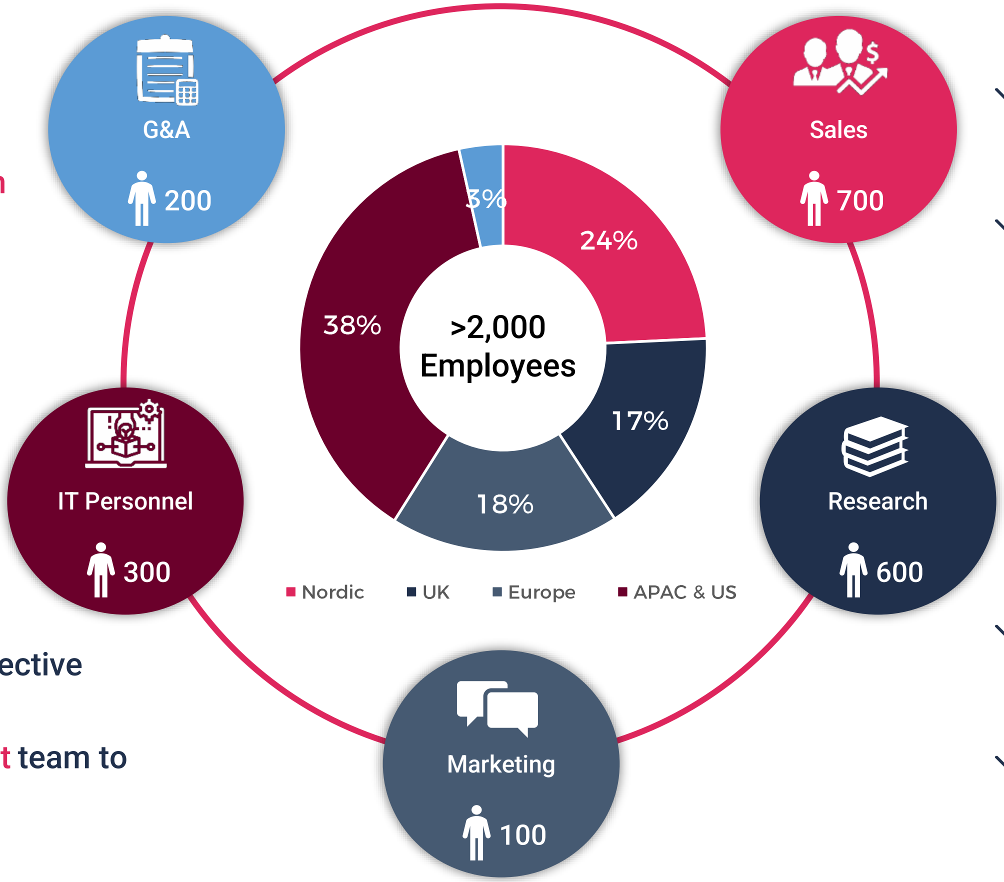
Scalable organization

Focus on operational excellence

BYGGFAKTA GROUP

- ✓ Consists of Finance and other central functions
- ✓ Fully transformed and scalable function deeply integrated with the rest of the business

- ✓ Sales organisation with focus on new business generation and driving high customer satisfaction
- ✓ Managing existing customer base, with key responsibility to drive upsell and cross-sell



- ✓ Consists of cross-discipline, full-stack development teams delivering the respective platform to customers
- ✓ Collaborates with Product Management team to ensure a customer-centric approach

- ✓ Authoring, updating and maintaining projects, products, libraries, standards and objects
- ✓ Collaboration with customers, industry trade bodies, governments and other stakeholders

- ✓ Strong marketing team focussed on driving brand awareness
- ✓ Continuously improving marketing efficiency across the group

Best-in class dataset

Depth as well as breadth of data provides a defensible market position

BYGGFAKTA GROUP

Data Depth
>25 years of historical data

Integrated Products
Enriching data sets with the addition of new products

Research Team
>600 person team dedicated to research

Strong Relationships
Longstanding and trusted contact base

Large Number of Sources
Public, proprietary and thorough contact network

Differentiated Research Process
50 years of experience developing data collection process

Significant Investment
Large scale investment required to replicate proprietary database and its platform

Case Study

Swedish research collection process

BYGGFAKTA GROUP

1 Proprietary data aggregation process

290 Swedish municipalities in which building permit information is collected

4,500 building-related websites and 1,000 newspapers are monitored daily by webcrawler and Meltwater

Public Sources - All public procurement projects that belong to the construction industry are collected

Other Sources

- Private property owners
- Municipal investment budgets
- Swedish transport Administration
- Housing companies
- Industry
- Agriculture
- Daily- and trade press

2 Structuring, packaging and analysing

3,000 telephone interviews per week

600-700 new projects added per week on average

Ongoing communication to receive new information that BFG updates in the database

BFG also receives information through e-mail, websites, social media, etc

3 Filtering and distribution of information

>30,000 projects started per year
>23,000 companies connected
>27,000 decision makers connected

Information Filtered/Sorted as desired

Distributed via database

8x updates during project lifetime

General Overview
Market
Product and Software
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Strategy

Byggfakta's framework

A strong mission statement supporting a well-defined vision and associated targets

BYGGFAKTA GROUP

Vision

Connect the construction market to help the world build better

Mission

By using our unique data, insights, and software solutions, our customers in the construction industry will sell more, improve efficiency, and build more sustainably

SWOT

Unique position fueled by strong underlying trends

- Unique data and insights
- Best-in-class software
- Attractive business model
- Great global team
- Global leadership position
- Strong finances

- Complex product portfolio
- Scattered operations
- Unharmonised corporate processes
- Slow vacancy filling
- Net retention not in line with our ambition

- New construction market drivers
- Increased construction market competition
- Construction project inefficiencies
- Customer workflow complexity
- Technology adoption and CX-expectations
- Data convergence
- Artificial intelligence
- Sustainability requirements and ambitions
- Increased regulatory requirements

- Disruptive competitor activity
- New types of competition
- Data regulation changes
- Cyber security risks

The cornerstones of Byggfakta Group strategy

Four key pillars to leverage our strengths and address our weaknesses effectively

A

THE SECRET MOLECULE

Proprietary unique commercial construction data and insights combined with progressive software solutions, created to boost our customers' growth.

B

EXPAND TO REINFORCE

New products and services are added to make our combined commercial construction data and insights more uniquely effective as well as to better support our customers' commercial workflows.

TARGETS

VISION

MISSION

C

THE FOREVER PROMISE

Our customers stay with us forever because we continuously develop our products and services, provide a superior customer service experience, and make them ever more successful.

D

ONE GLOBAL NETWORK

We empower our people through proactive skill development and local decision making while at the same time utilizing benefits of global scale by doing things together when and where we can see clear synergies.

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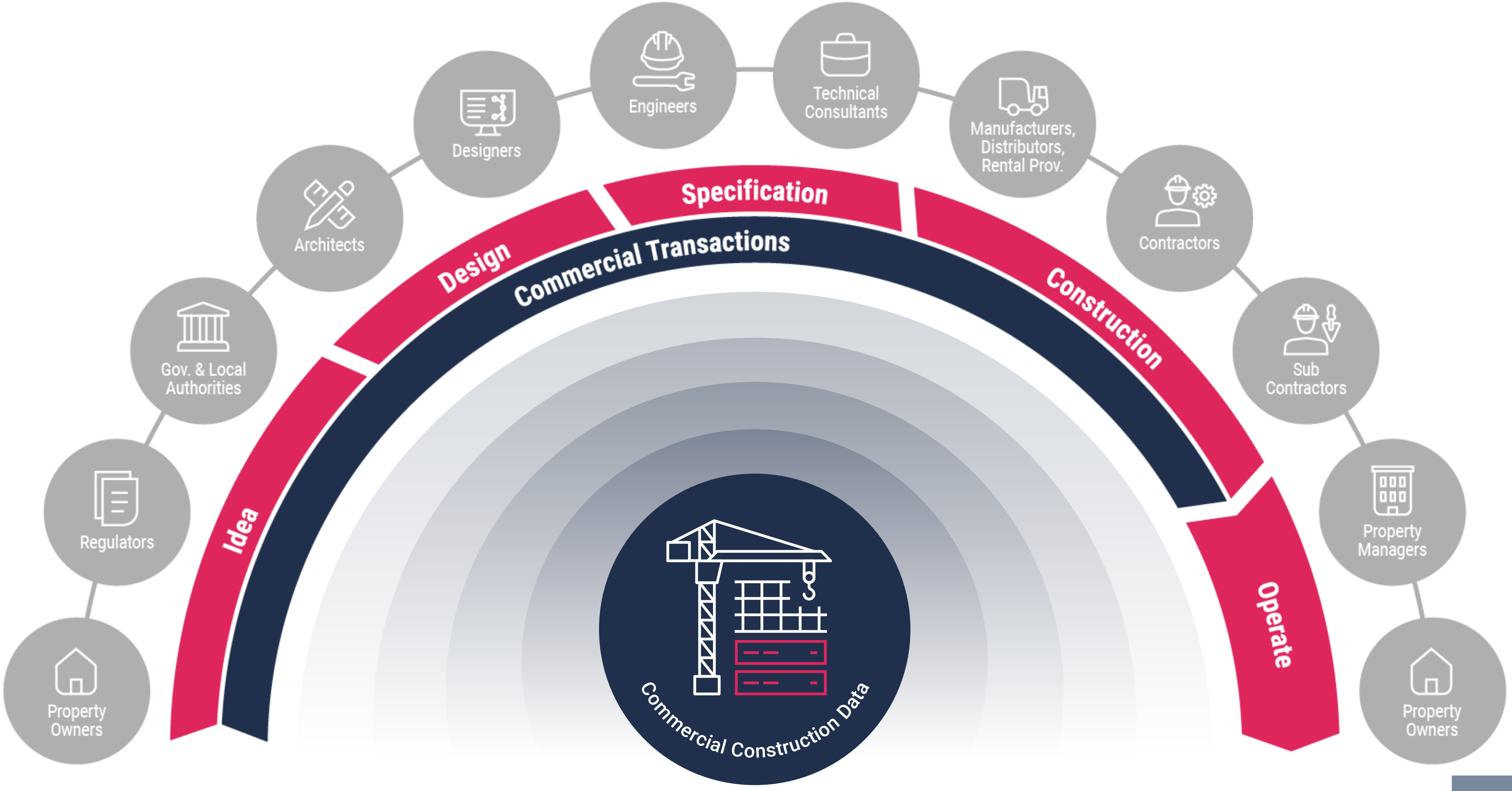
The secret molecule

Supplying valuable construction data driving sales throughout the entire value chain



The secret molecule

Data is created throughout the project lifecycle and sourced from various channels

Construction Project

Not in public register

In public register

Manual Research

Client Entry

BFG Application Input

Partner Application Input

Partner Data

Automatic Crawling

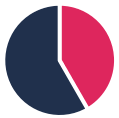
The secret molecule

Our current core business split across five application areas – or “atoms”

BYGGFAKTA GROUP

Project Information

- BYGGFAKTA SMART
- Glenigan
- CONSTRUDATA 21
- leadmanager
- RPT



e-Tendering

- VORTAL Connecting business.
- olmero
- nexus IT
- Bid Ocean Business Solutions
- tendersearch
- eprocure

Product Information

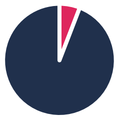
- BYGGFAKTA DOCU
- PRODUKTFAKTA
- ProdLib
- NBS Source
- archify
- BYGGEMATERIALER
- RAKENNUSFAKTA
- INFO TECHNO INFO-TECHNO Baudatenbank GmbH

Specification

- NBS
- NBS NORDIC
- SCL Schumann
- NBS Schumann

Market Intelligence

- Prognosesenteret
- Prognoscentret
- Forecon
- GROW YOUR BUSINESS
- Glenigan



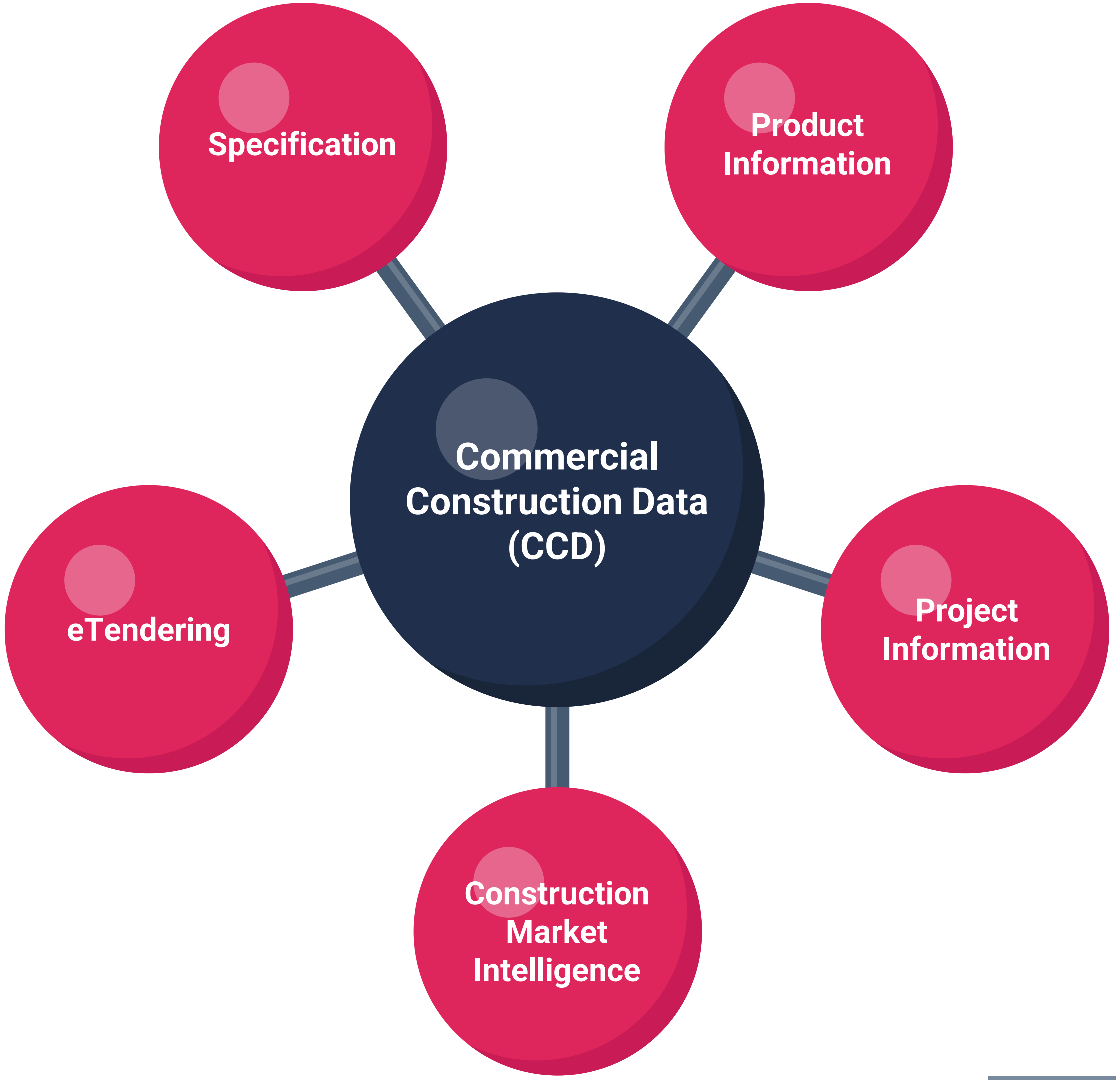
The secret molecule

Our customer offering

BYGGFAKTA GROUP

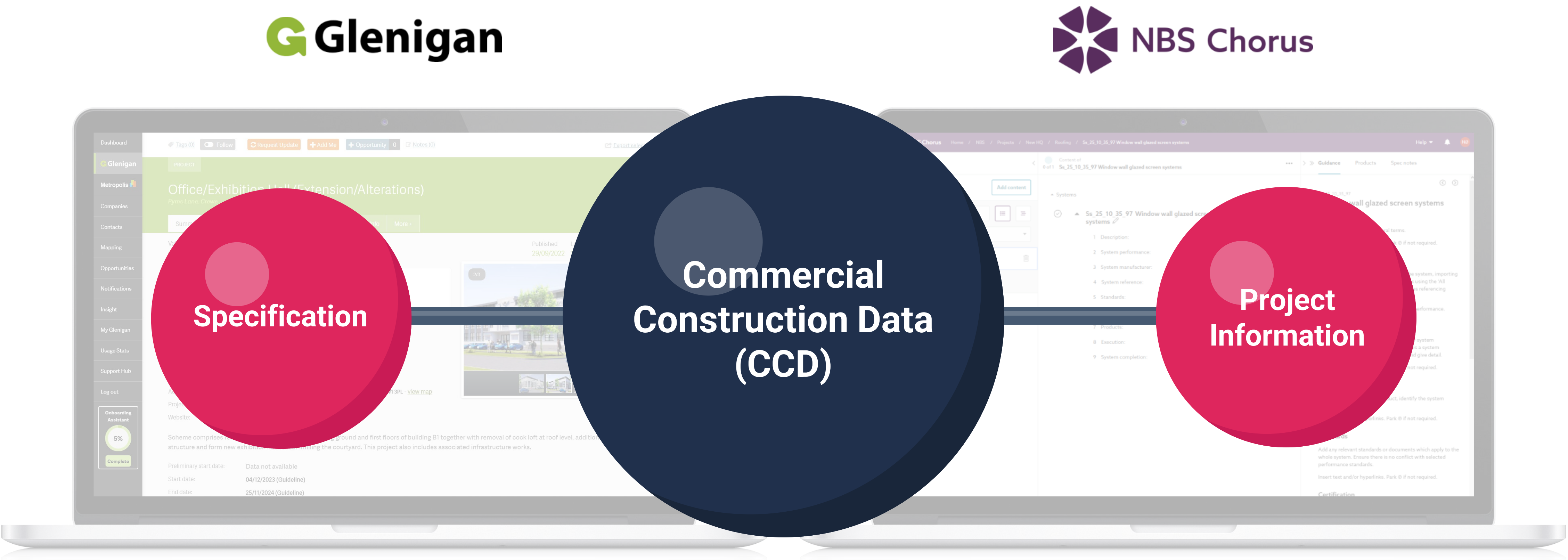
A construction data molecule where each atom is being able to generate customer value – stand-alone or as a part of a unique integrated Saas/Daas-platform

- ➔ CCD is the heart of our offering
- ➔ Project Information is today our lead application for creation and utilization of CCD...
- ➔ ... but all applications are enriching and utilizing the CCD-set
- ➔ Every application can be either provided as a stand-alone SaaS-solution or as a part of a SaaS-bundle



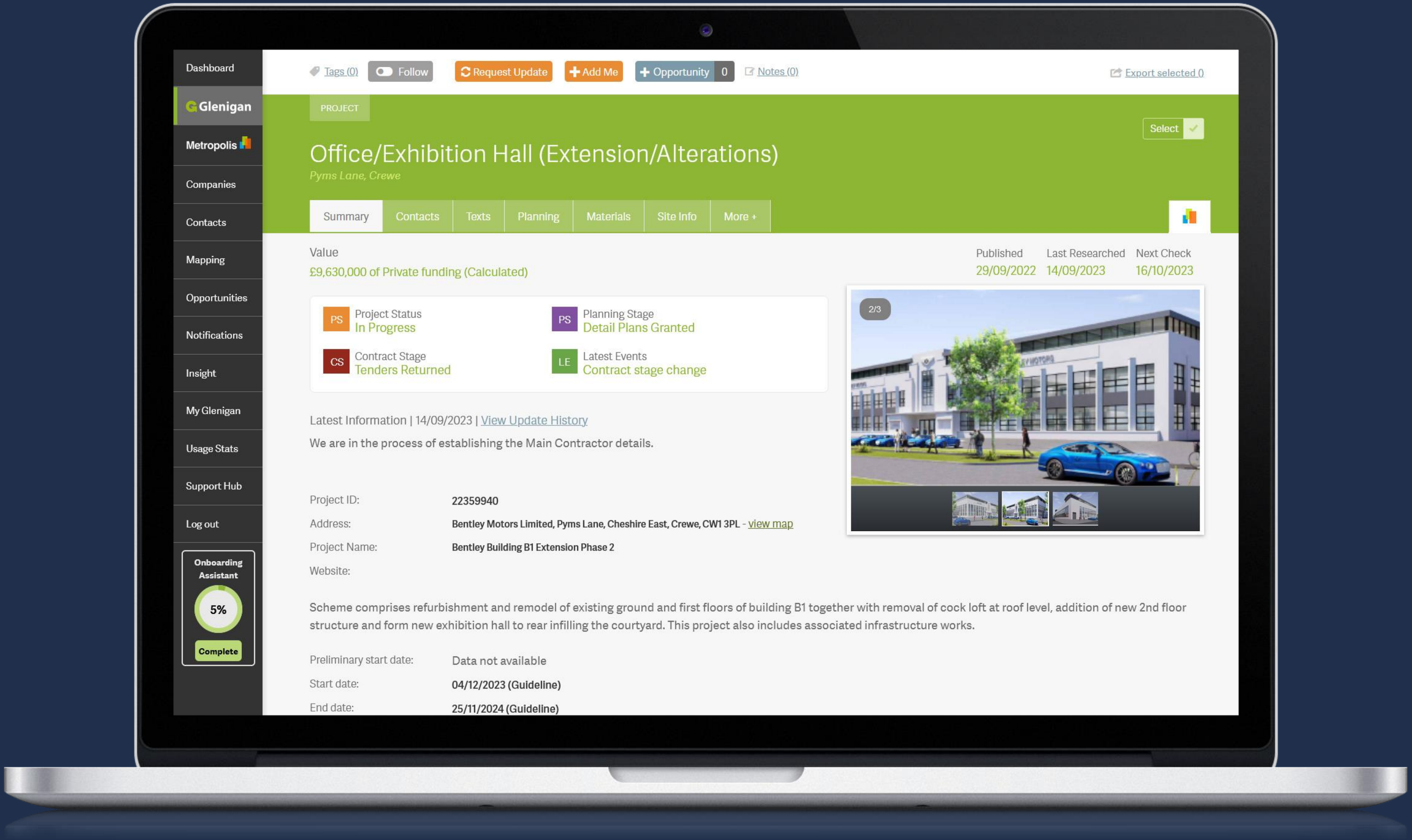
The secret molecule

An example of how the Commercial Construction Data would operate



Interoperability and portability of data between applications powers the commercial workflow in construction projects in a unique way

CCD – One data set, multiple applications, distributed storage


Dashboard
Glenigan
Metropolis
Companies
Contacts
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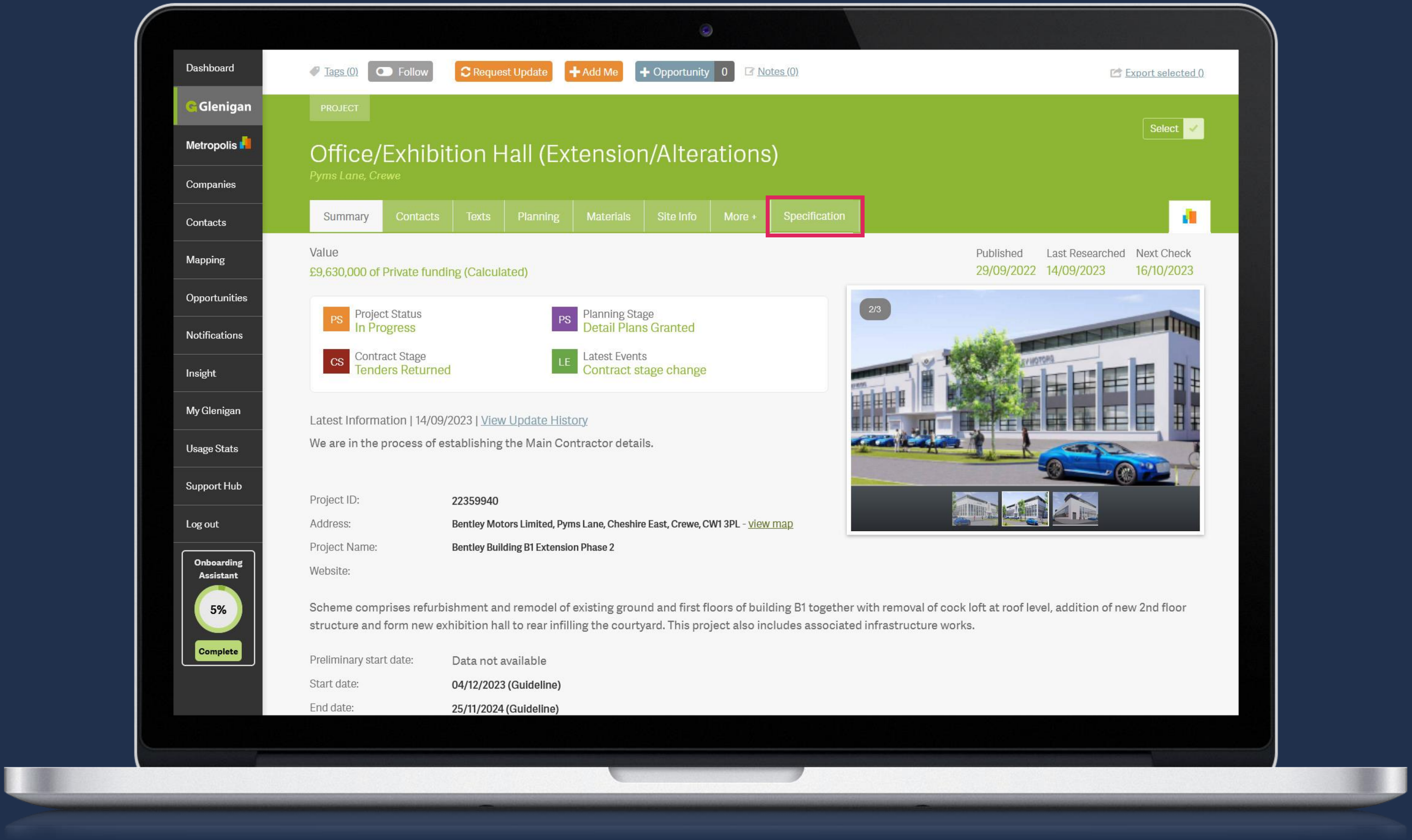
Opportunities
Notifications
Insight
My Glenigan
Usage Stats
Support Hub
Log out
Onboarding Assistant
5%
Complete
Tags (0)
Follow
Request Update
Add Me
Opportunity
0
Notes (0)
Export selected ()
PROJECT
Select
Office/Exhibition Hall (Extension/Alterations)
Pyms Lane, Crewe
Summary
Contacts
Texts
Planning
Materials
Site Info
More +
Value
£9,630,000 of Private funding (Calculated)
Published
29/09/2022
Last Researched
14/09/2023
Next Check
16/10/2023
PS
Project Status
In Progress
PS
Planning Stage
Detail Plans Granted
CS
Contract Stage
Tenders Returned
LE
Latest Events
Contract stage change
2/3
Latest Information | 14/09/2023 | View Update History
We are in the process of establishing the Main Contractor details.
Project ID:
22359940
Address:
Bentley Motors Limited, Pyms Lane, Cheshire East, Crewe, CW1 3PL - view map
Project Name:
Bentley Building B1 Extension Phase 2
Website:
Scheme comprises refurbishment and remodel of existing ground and first floors of building B1 together with removal of cock loft at roof level, addition of new 2nd floor structure and form new exhibition hall to rear infilling the courtyard. This project also includes associated infrastructure works.
Preliminary start date:
Data not available
Start date:
04/12/2023 (Guideline)
End date:
25/11/2024 (Guideline)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Usage Stats
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Tags (0)
Follow
Request Update
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Export selected ()
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2/3
Latest Information | 14/09/2023 | View Update History
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Address: Bentley Motors Limited, Pyms Lane, Cheshire East, Crewe, CW1 3PL - view map
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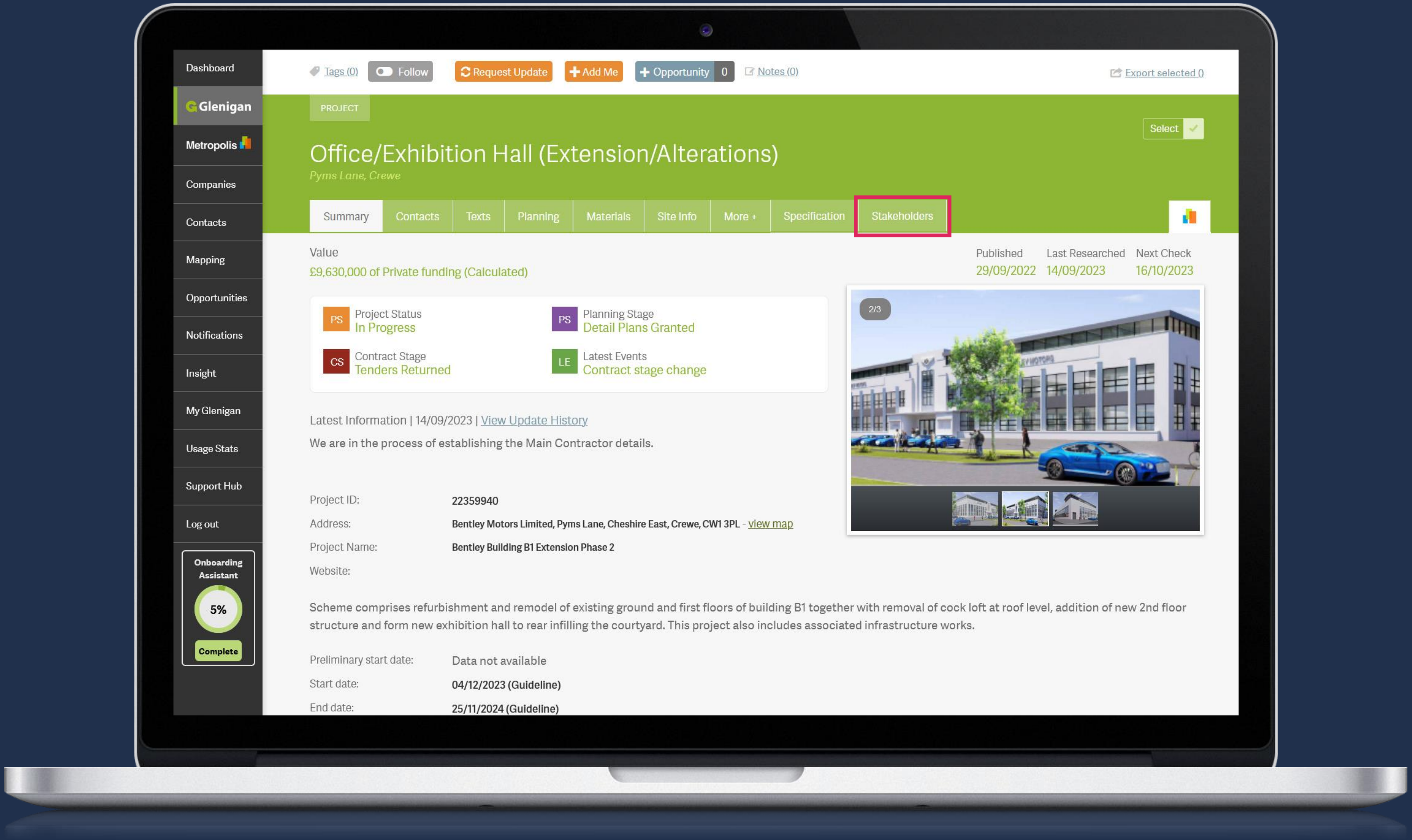
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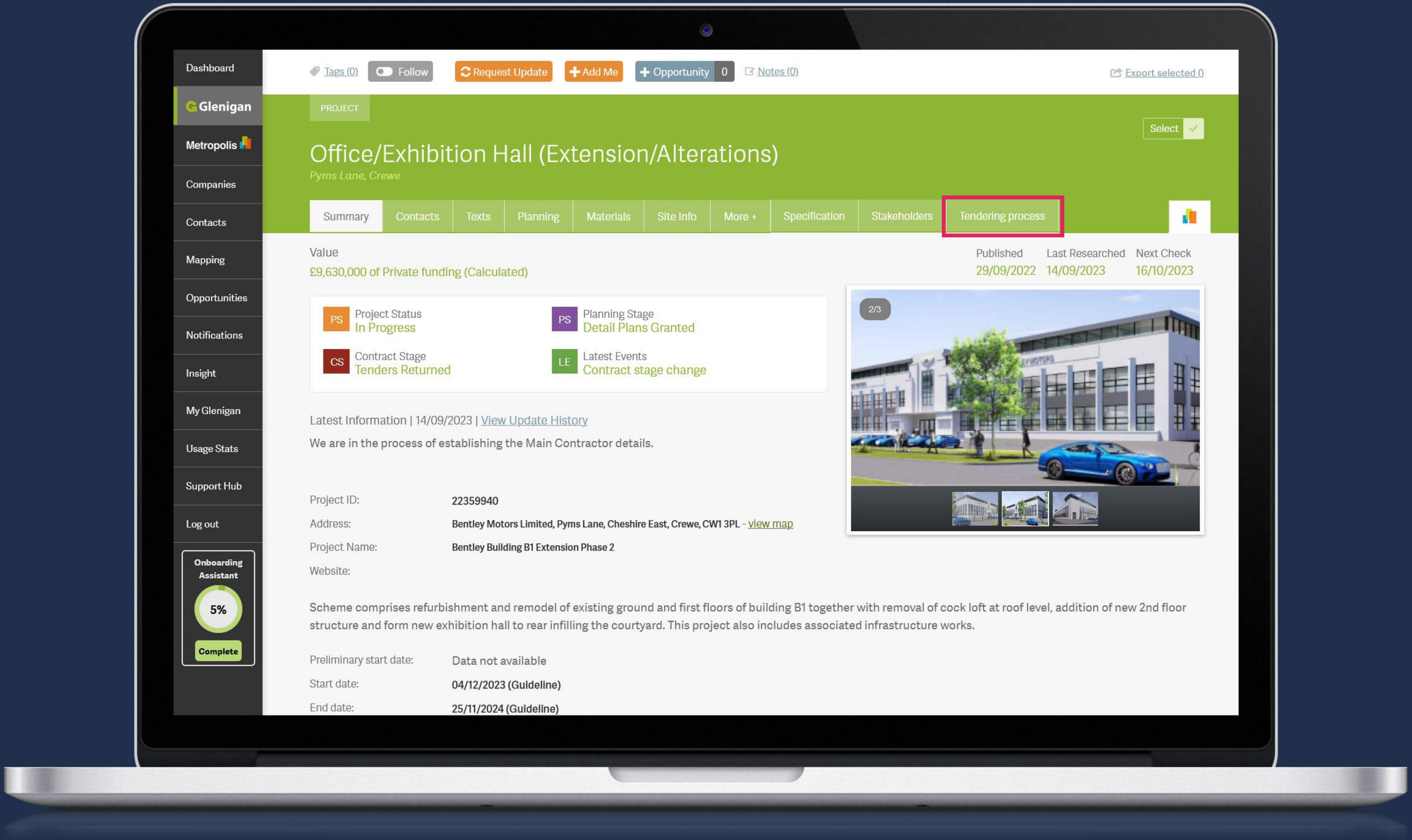
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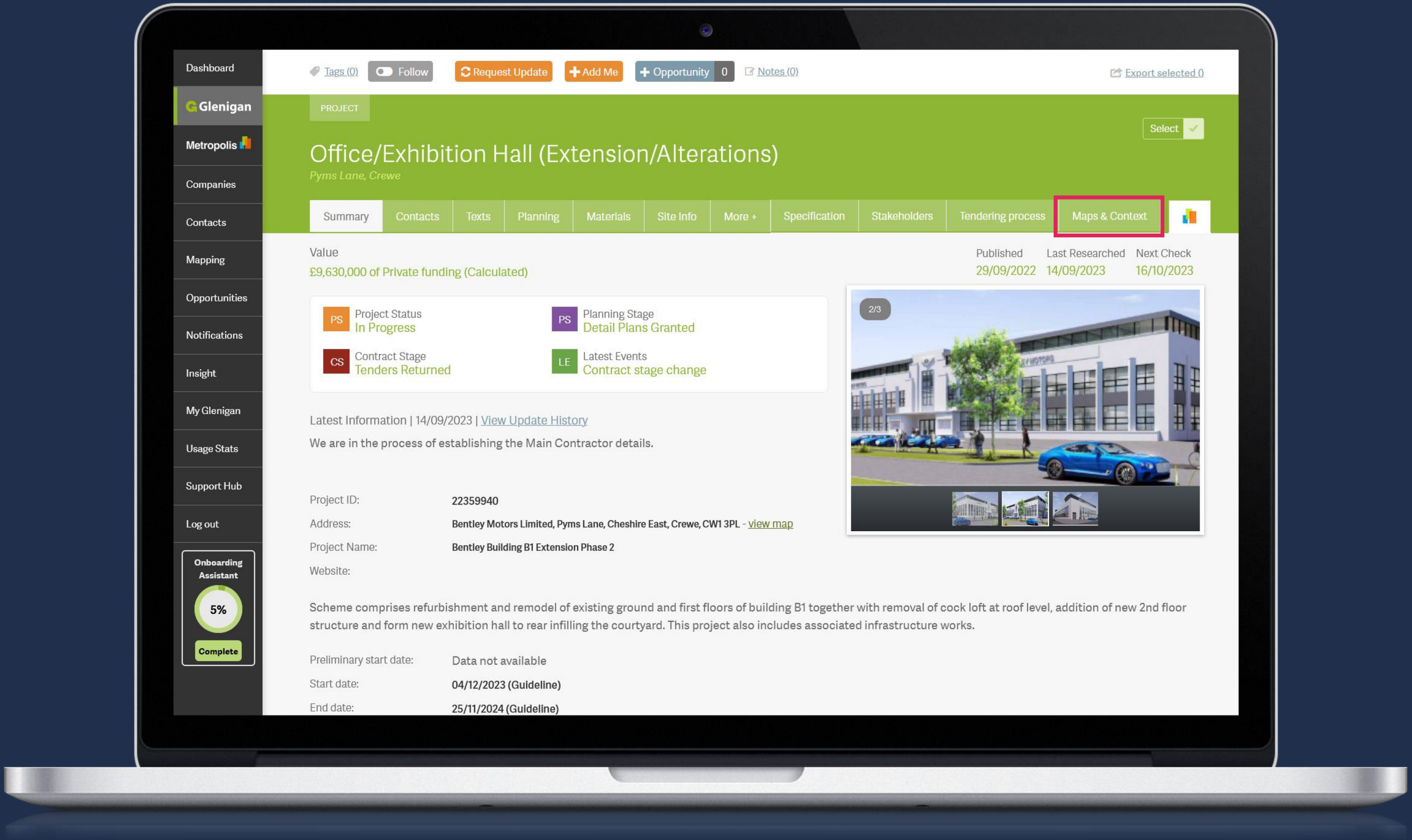
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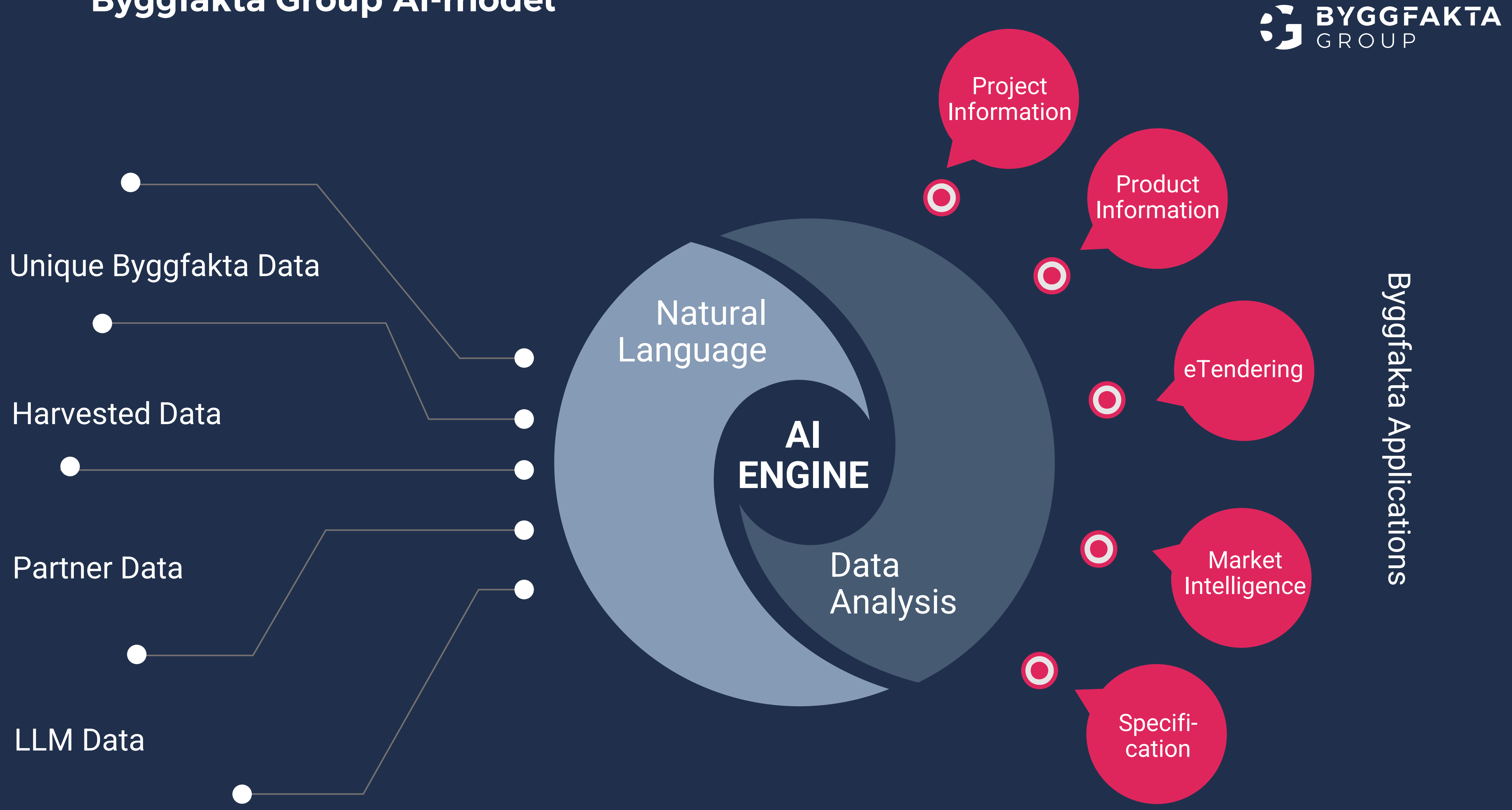
Byggfakta Group AI-model



The cornerstones of Byggfakta Group strategy

Four key pillars to leverage our strengths and address our weaknesses effectively

BYGGFAKTA GROUP

A

THE SECRET MOLECULE

Proprietary unique commercial construction data and insights combined with progressive software solutions, created to boost our customers' growth.

B

EXPAND TO REINFORCE

New products and services are added to make our combined commercial construction data and insights more uniquely effective as well as to better support our customers' commercial workflows.

TARGETS

VISION

MISSION

C

THE FOREVER PROMISE

Our customers stay with us forever because we continuously develop our products and services, provide a superior customer service experience, and make them ever more successful.

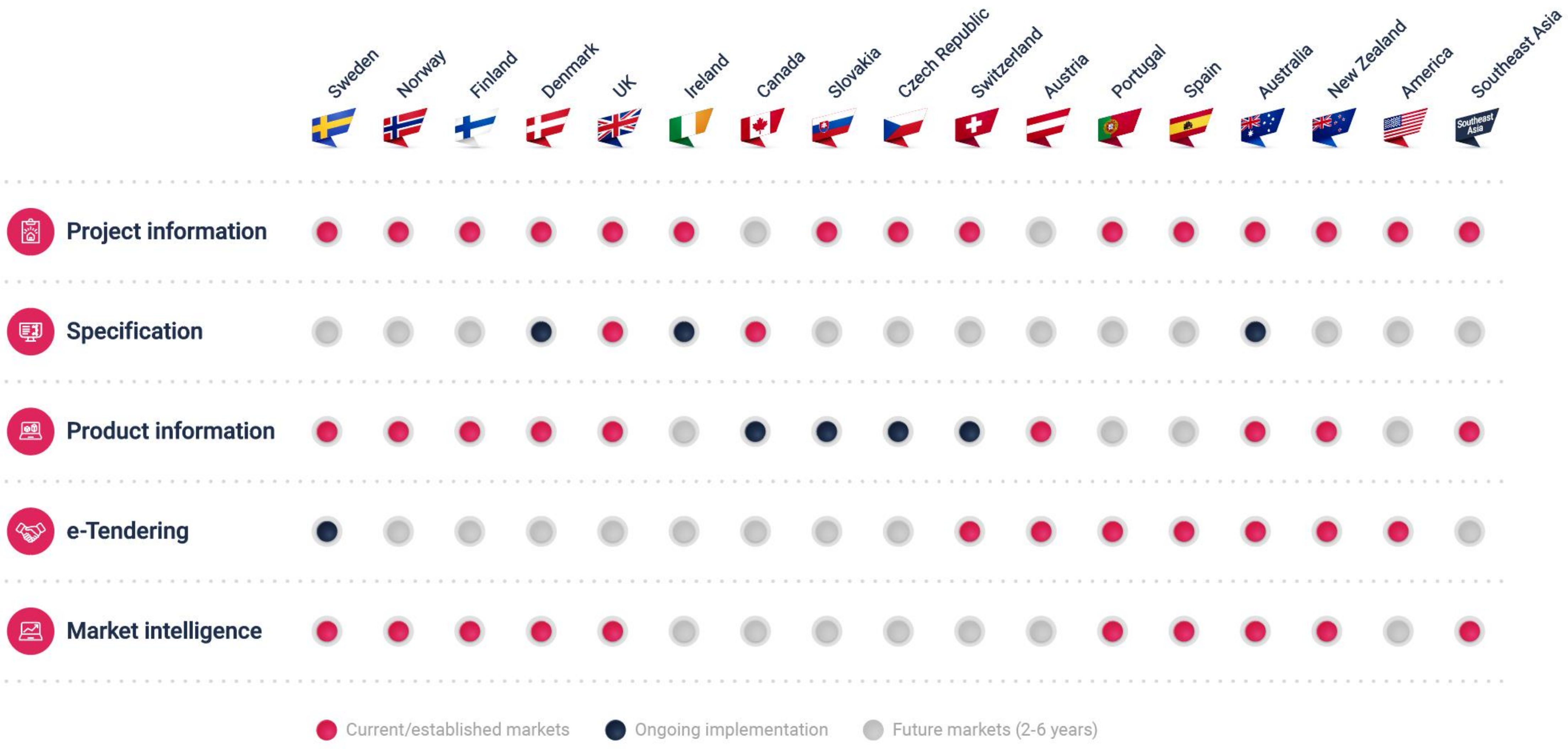
D

ONE GLOBAL NETWORK

We empower our people through proactive skill development and local decision making while at the same time utilizing benefits of global scale by doing things together when and where we can see clear synergies.

Expand to reinforce

Ongoing atom implementations need to be completed by molecule integration

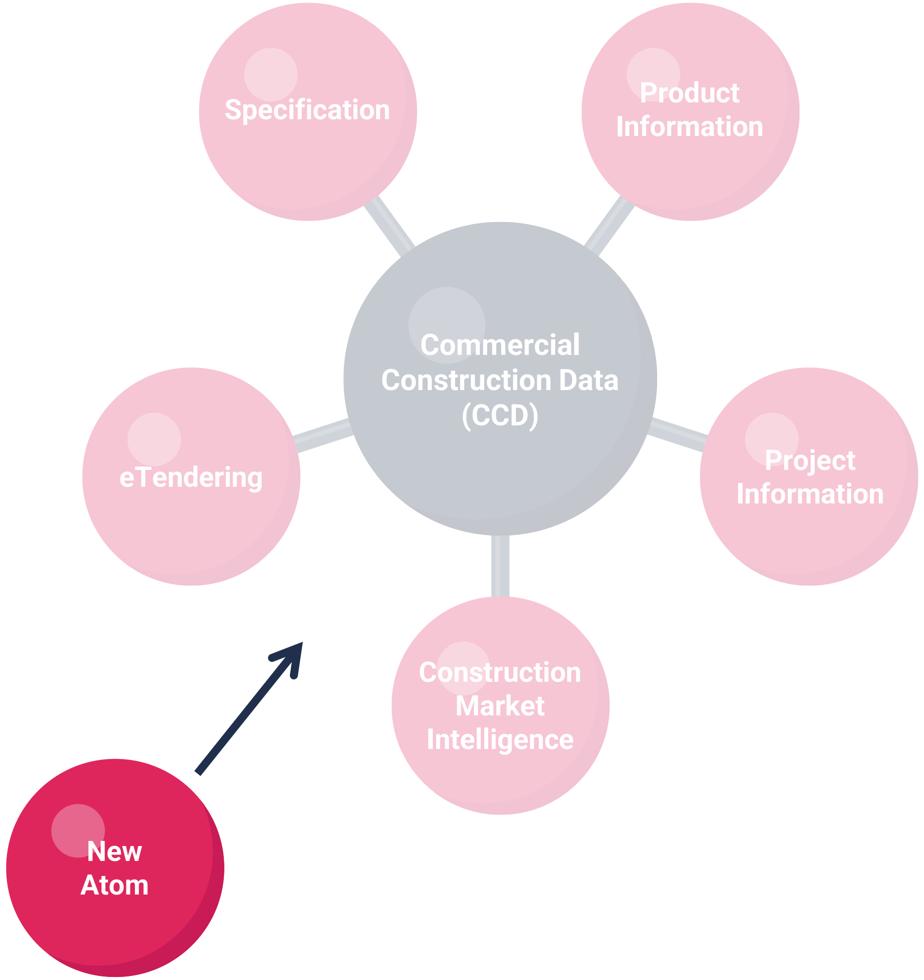


Expand to reinforce

The atomization criteria

The CCD molecule will be continuously strengthened with a feed from new atoms, homegrown or acquired, which are able to pass the atomization criteria

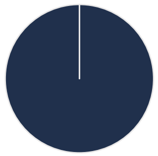
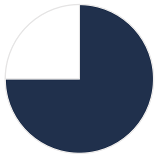
1. **Self-sustainable**
   - >SEK 100m
2. **Growing**
   - >10% organic growth
3. **Profitable**
   - EBITDA margin of at least 20% - long-term potential 40%
4. **Enriching**
   - Cross-sales potential
   - Strengthening the Construction data set



Expand to reinforce

Three prioritized routes to expand, either organically or through acquisitions

BYGGFAKTA GROUP

	Description	Focus next 2-3 years	Historical examples
Continue local market consolidation	• More CCD-enrichment locally • Significant cost and revenue synergies		ProdLib BidOcean nexus IT
New market entry	• Reach critical local scale at low cost • Project info preferred, but product or eTendering could lead-in		Glenigan CONSTRUDATA 21 BCI CENTRAL
Expand value proposition by M&A	• New atom for the group • Add adjacent functionality to increase share of wallet		NBS VORTAL Connecting business. Prognosesenteret

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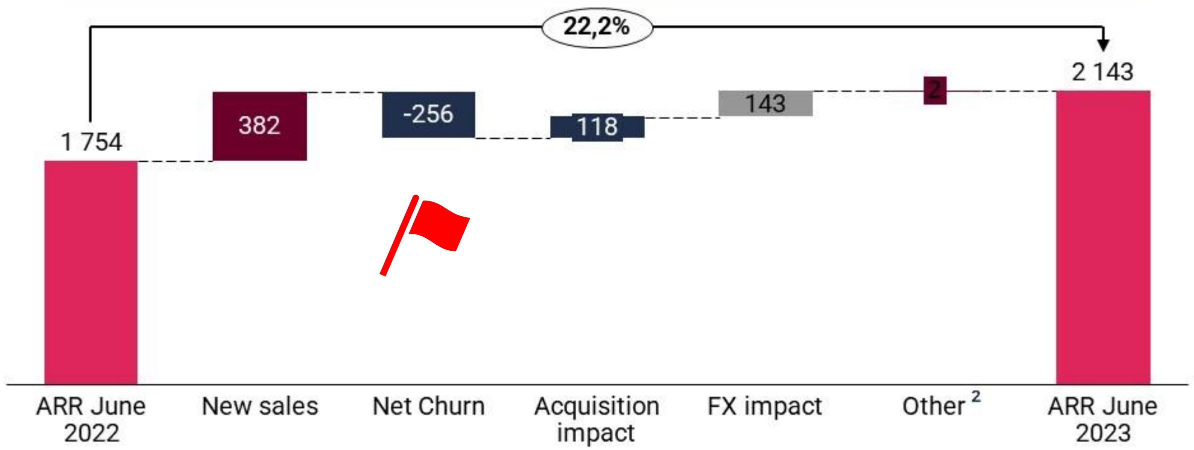
The forever promise

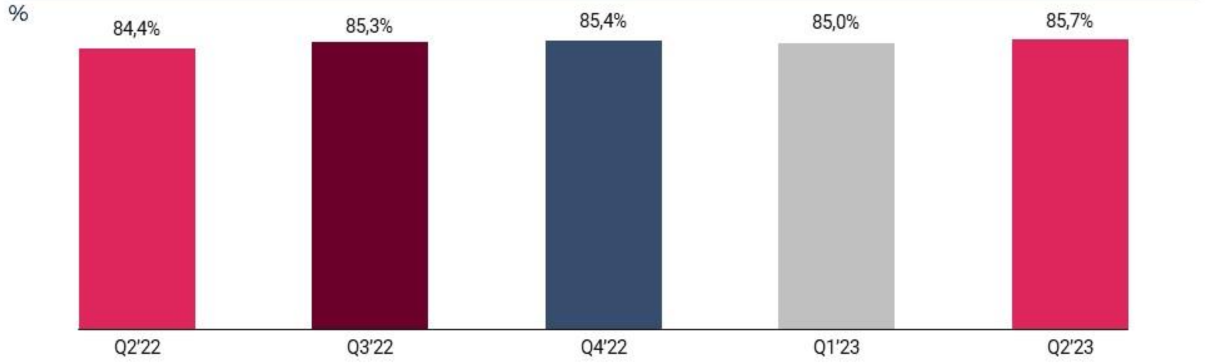
As a subscription business, our ambition is customer retention, but our current churn rates show a different reality

BYGGFAKTA GROUP

ARR Bridge



Net Retention Like-for-Like[1]



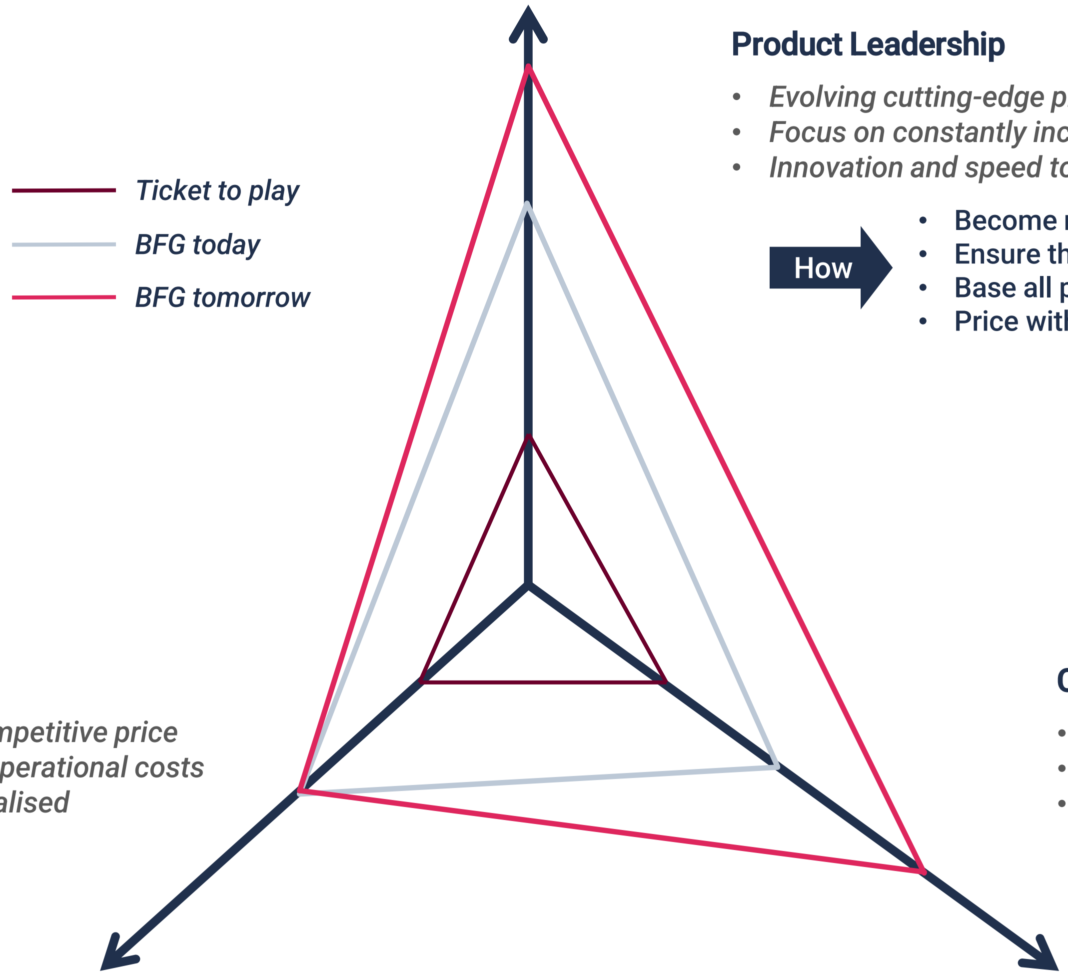
- ➔ Organic ARR-growth is our most important metric
- ➔ Subscription services have to be approached with a “forever”-mindset
- ➔ Churn means both wasted sales and potential reputational damage
- ➔ There are lots of explanations why it is natural to have some churn, but we know that:
  - the vast majority of churn occurs because our customers do not see how to extract expected value
  - customers who do not churn during the first binding period tend to stay with us forever

The forever promise

We must reconsider our differentiation strategy and our approach to customer value creation

BYGGFAKTA GROUP

The three vectors of differentiation focus



Product Leadership

- *Evolving cutting-edge products/services*
- *Focus on constantly increasing value from functionality*
- *Innovation and speed to market*

How

- Become more systematic in our product portfolio management
- Ensure the best data when it comes to depth, range, and accuracy
- Base all product development on customer benefit
- Price with confidence

Operational Excellence

- *Reliable product at competitive price*
- *Focus on customers' operational costs*
- *Pure function, industrialised*

Customer Intimacy

- *Tailored to customer demand*
- *Focus on customer support and collaboration*
- *Long-term customer relationship*

How

- Increase interaction with our customers to help them succeed
- Empower our customer success teams

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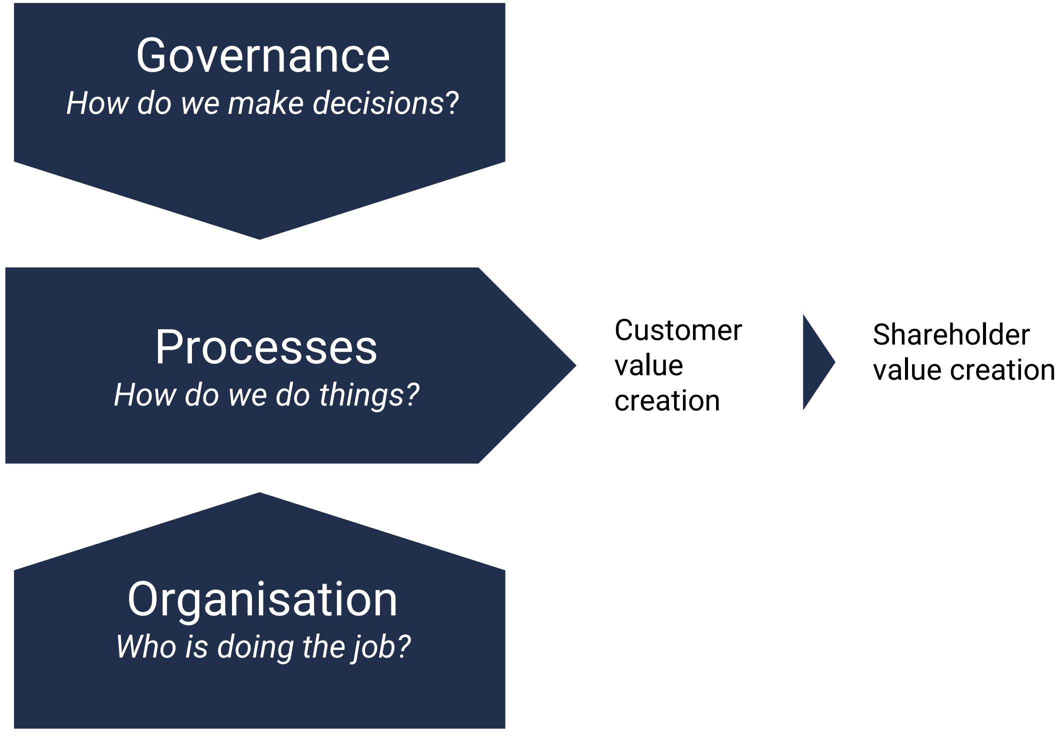
One global network

Our global network comes to life through our operating model

Operating Model Framework



- Governance – New setup to accomodate strategic decision
- Processes – Set of value creation workflows aligned throughout the company and developed and executed by the organisation.
- Organisation – Global structure with business focus, capability development, workforce management and integration synergies as its primary objectives.

One global network

The strategy will be implemented through a strategic transformation program

Strategic Programs *(Embraced by each country)*	Construction data enrichment	Sales effectiveness	Customer success		
Group Initiatives	Product strategy & tech harmonization	Pricing capabilities build	Functional tribes coordination & sharing	Talent development	M&A & strategic partnerships
Global Footprint Synergies	Data acquisition centers	Tech development centers	Shared services centers		

Byggfakta Group financial targets

We are confident that this strategy will help us deliver on our financial targets

Growth	Byggfakta aims to achieve an annual organic sales growth of at least 10 percent driven by double digit organic ARR growth. Furthermore, Byggfakta aims to make strategic acquisitions, financed by the Company's strong free cash flow, that will add another 5-15 percent to annual sales growth in the medium term.
Margin	Byggfakta aims to achieve an EBITDA margin of at least 40 percent in the medium-term.
Capital Structure	Byggfakta aims to maintain a net debt / EBITDA ratio below 3.0x excluding temporary impact from acquisitions.

Agenda

09:10 Welcoming

09:20 Byggfakta Group & updated strategy

10:45 Coffee break

11:00 Financial update

11:30 Presentation of 4CastGroup

12:00 Demonstration of BFG products & AI

12:30 Closing remarks & lunch

Agenda

09:10 Welcoming

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10:45 Coffee break

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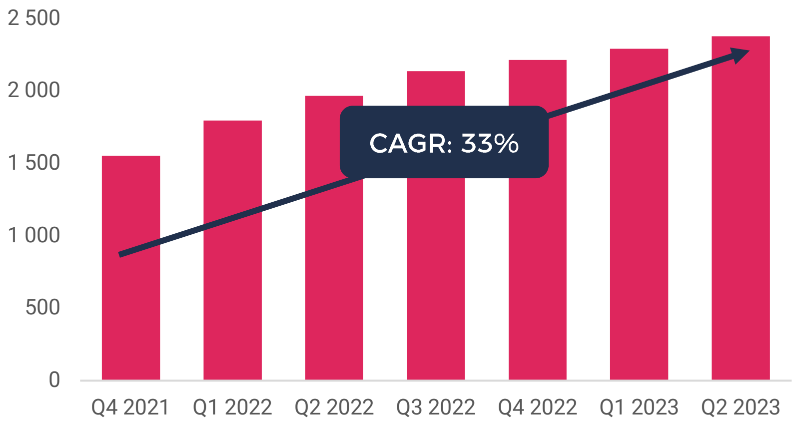
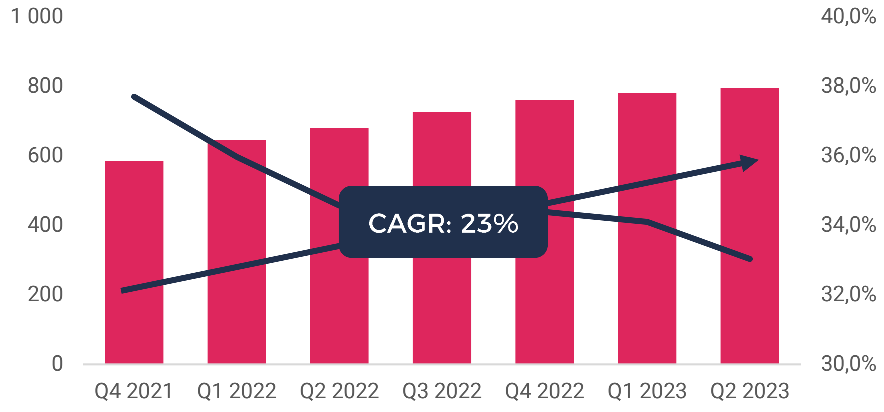
Group performance since IPO

Exceptional growth since IPO despite turbulent macro environment

Net Revenue (LTM, MSEK)



Group Adjusted EBITDA (LTM, MSEK)



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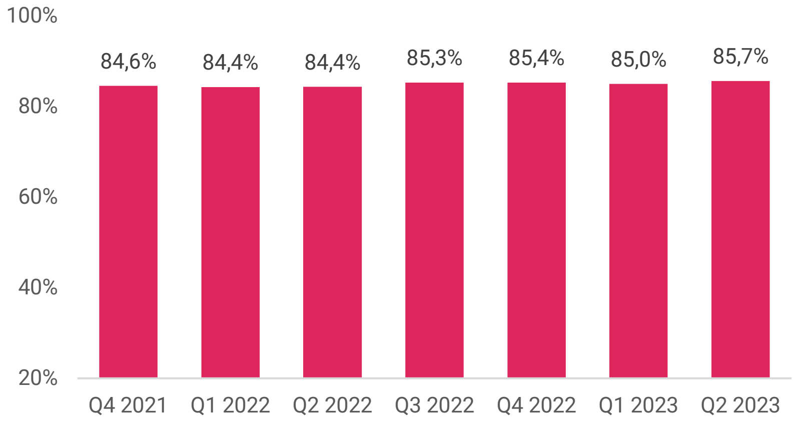
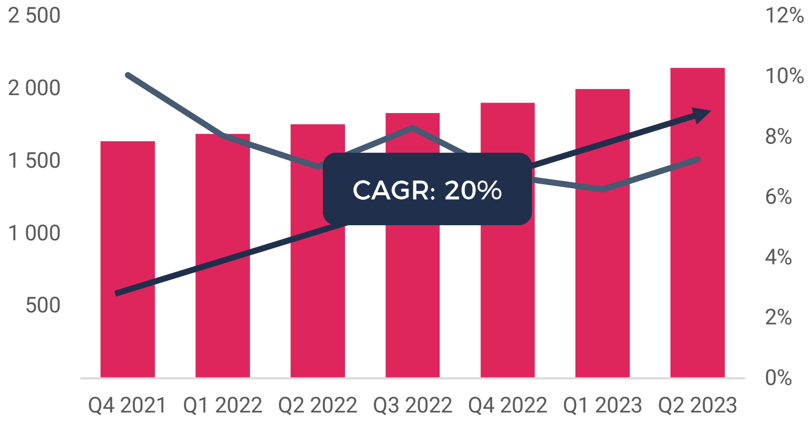


Group ARR (MSEK) and ARR-Growth

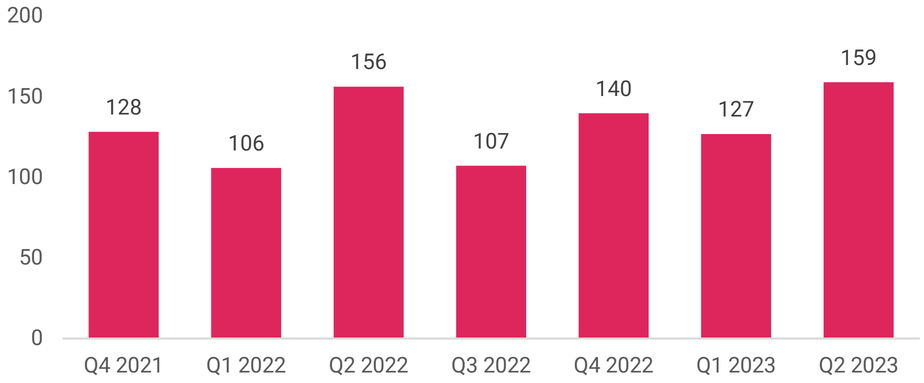


Cash flow and net debt

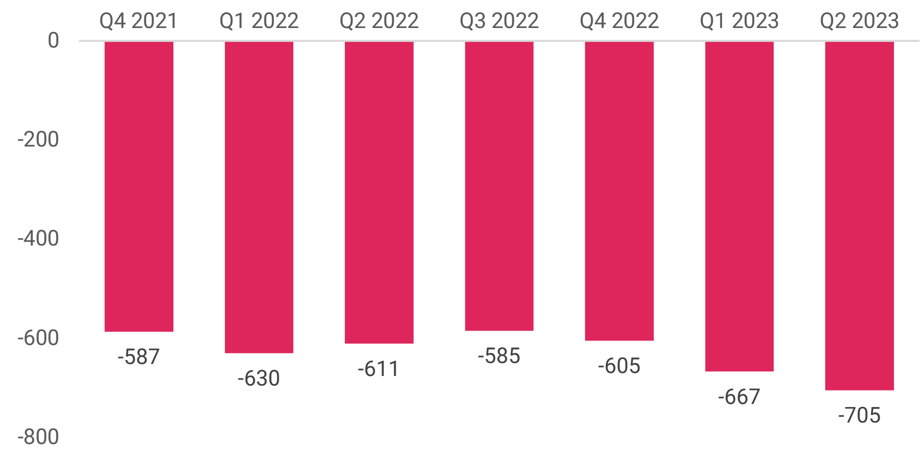
Robust cash flow enhances the potential for deleveraging

BYGGFAKTA GROUP

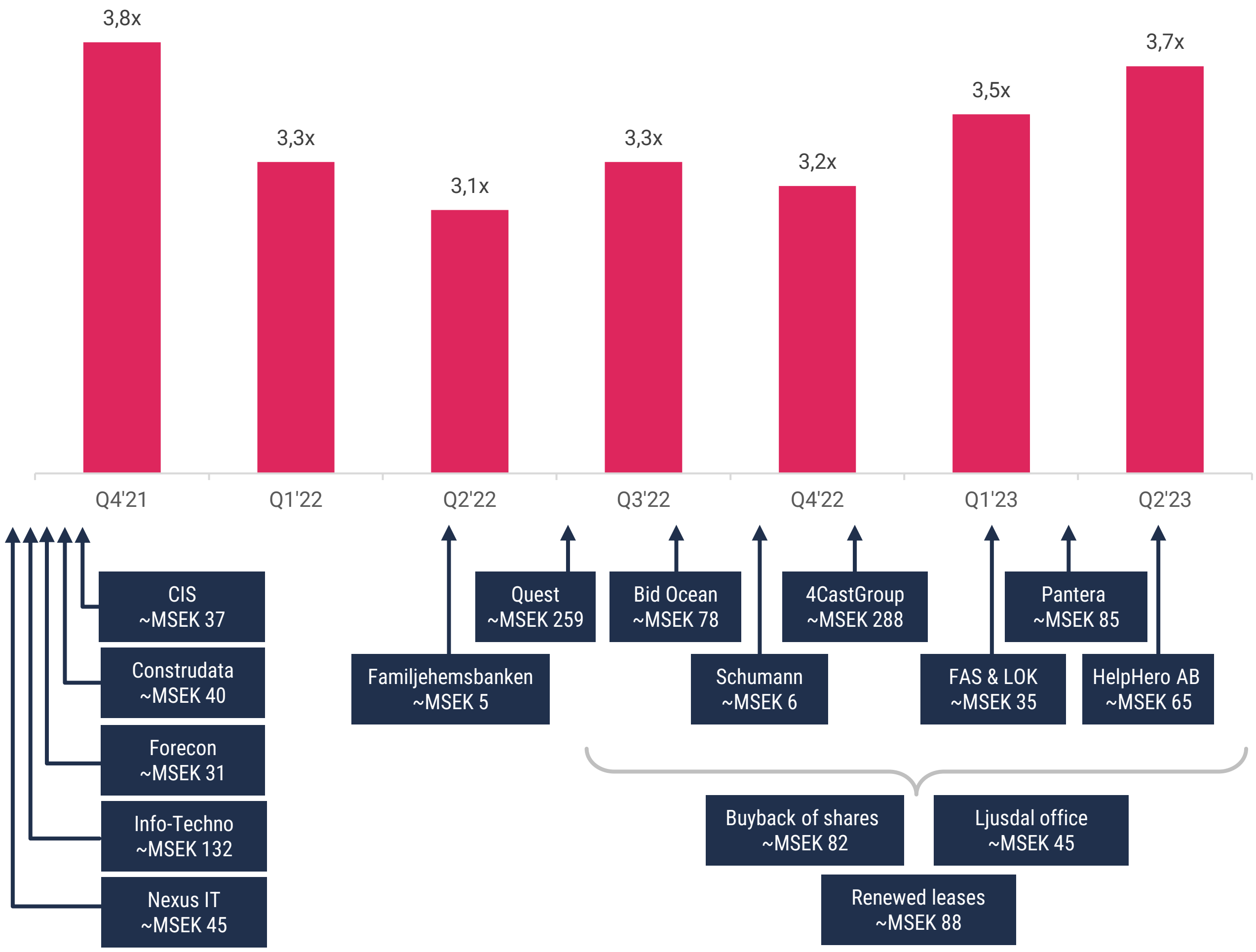
Total operating cash flow since IPO approx. MSEK 923



Net working capital per quarter (MSEK)



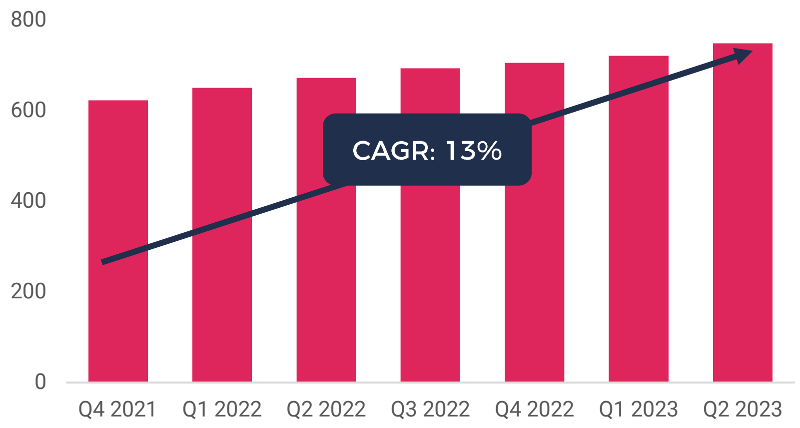
Net debt/Adjusted EBITDA



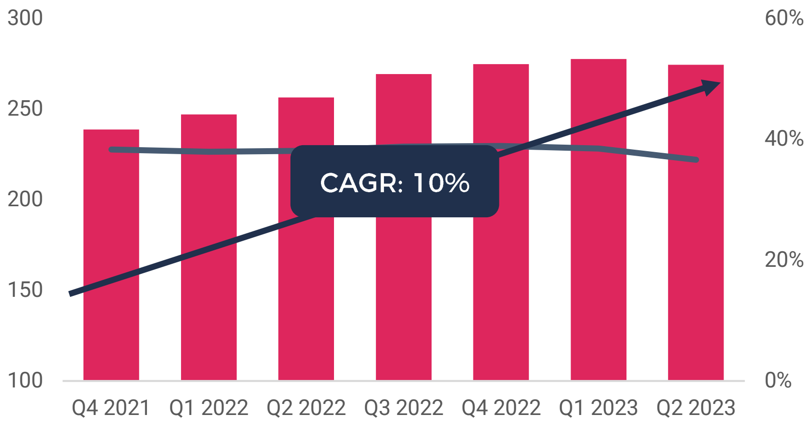
Nordics

Positive ARR-trend despite downturn in construction sector

Net Revenue (LTM, MSEK)



Adjusted EBITDA (LTM, MSEK)



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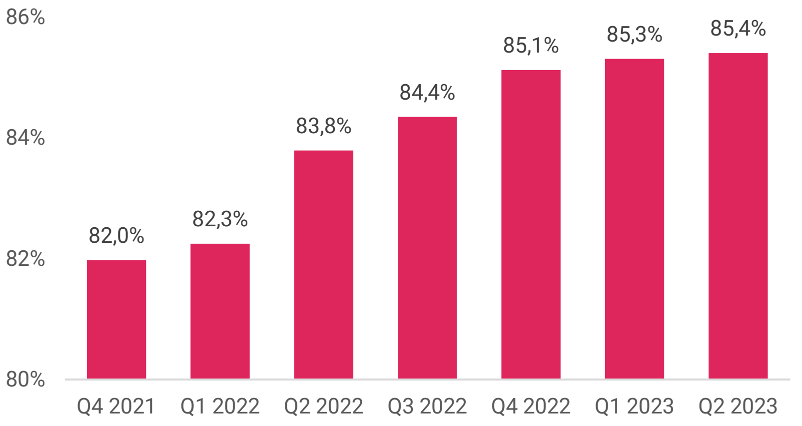
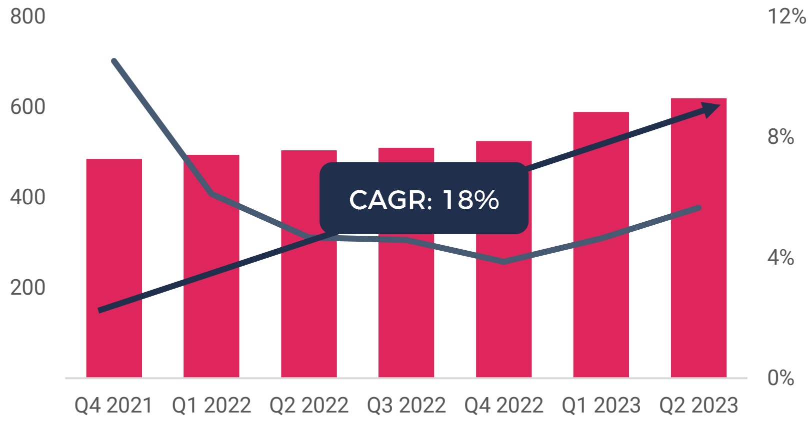


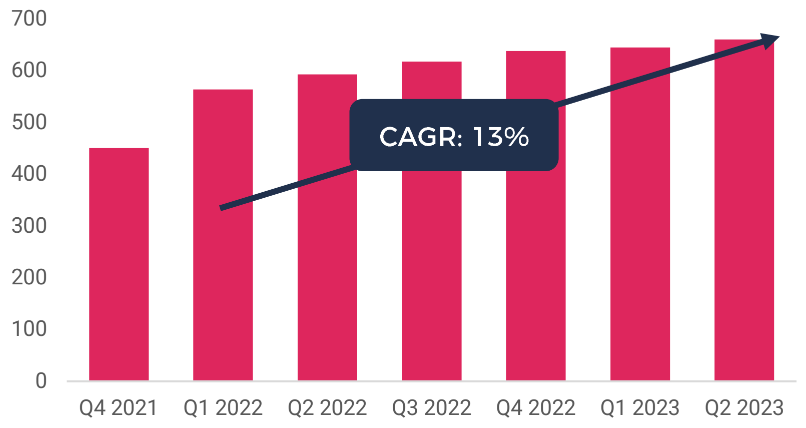
ARR (MSEK) and ARR-Growth



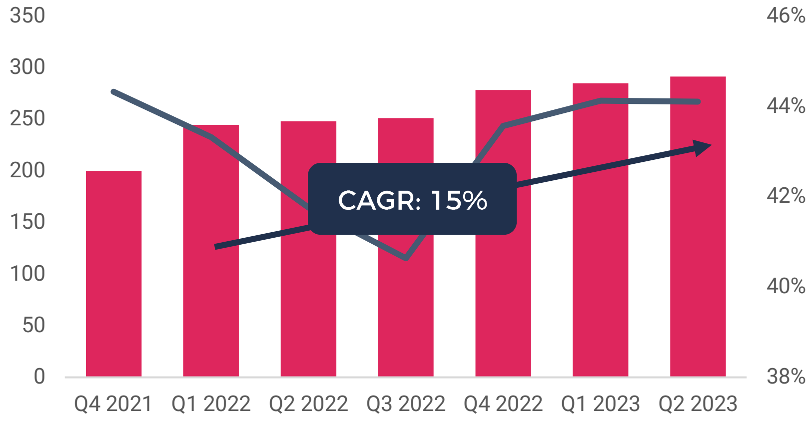
UK & International

Investments done after acquisition resulting in increased revenue and EBITDA

Net Revenue (LTM, MSEK)



Adjusted EBITDA (LTM, MSEK)



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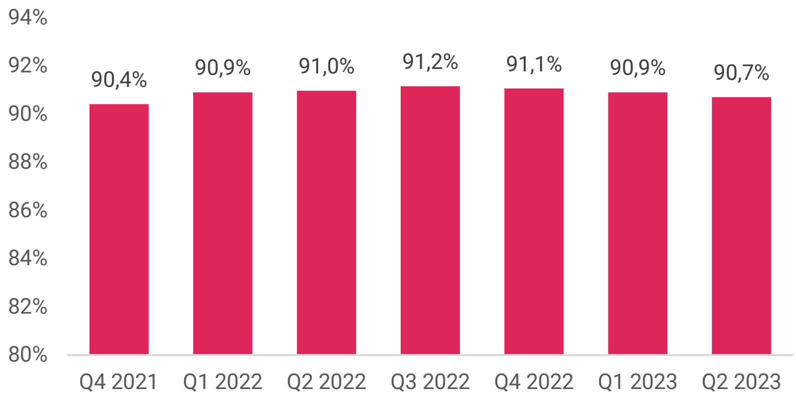
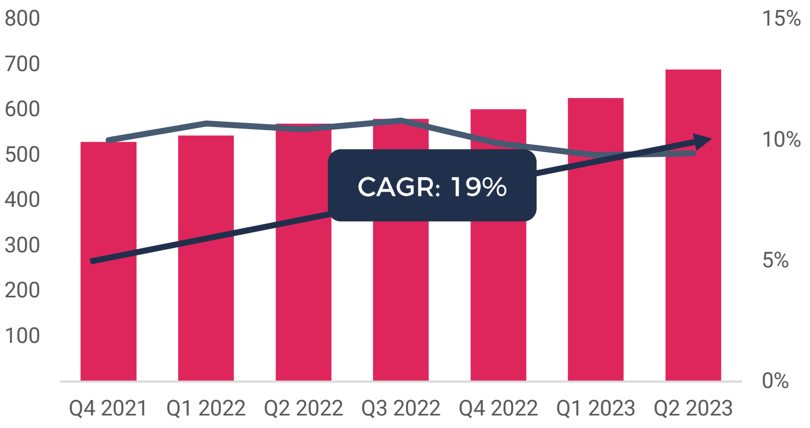


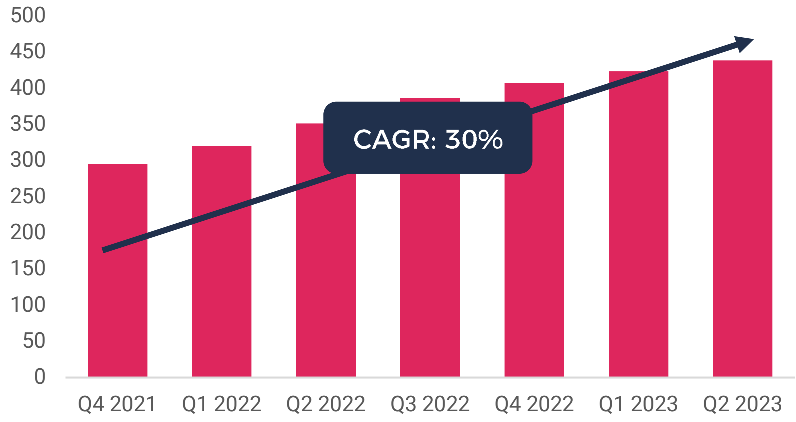
ARR (MSEK) and ARR-Growth



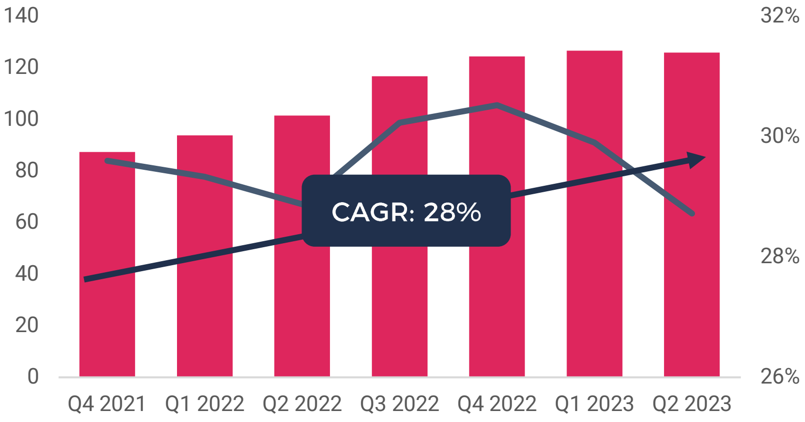
Continental Europe

Strong net sales development and positive ARR-trend

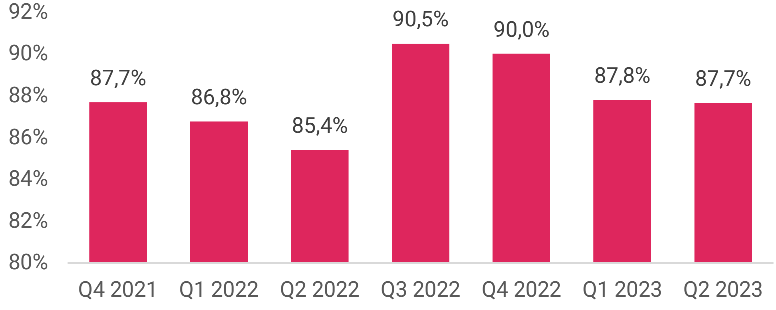
Net Revenue (LTM, MSEK)



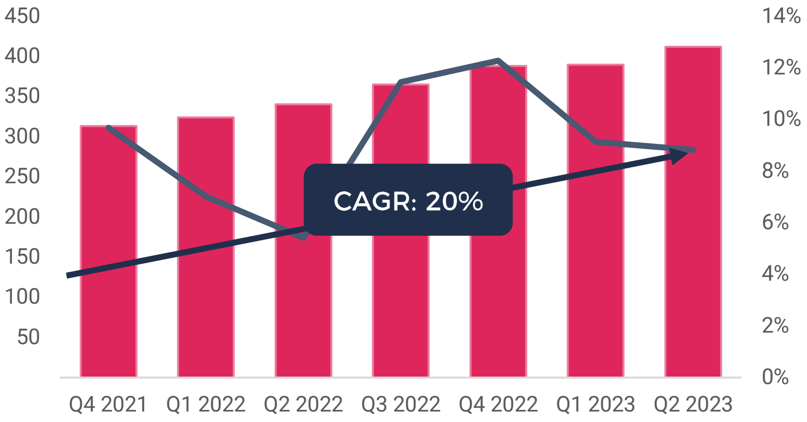
Adjusted EBITDA (LTM, MSEK)



Net Retention (Like-for-Like)



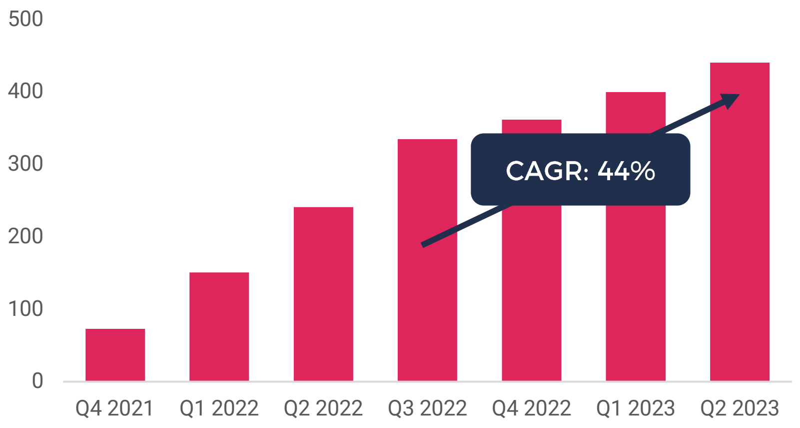
ARR (MSEK) and ARR-Growth



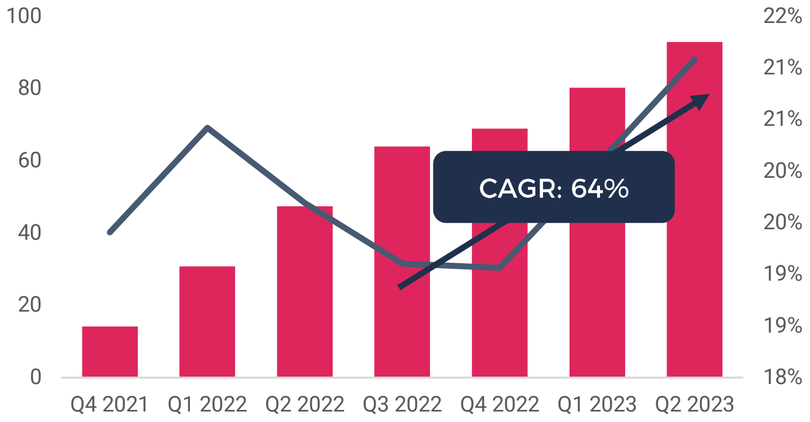
APAC & US

Positive ARR- and margin-trend. US shows exceptional potential

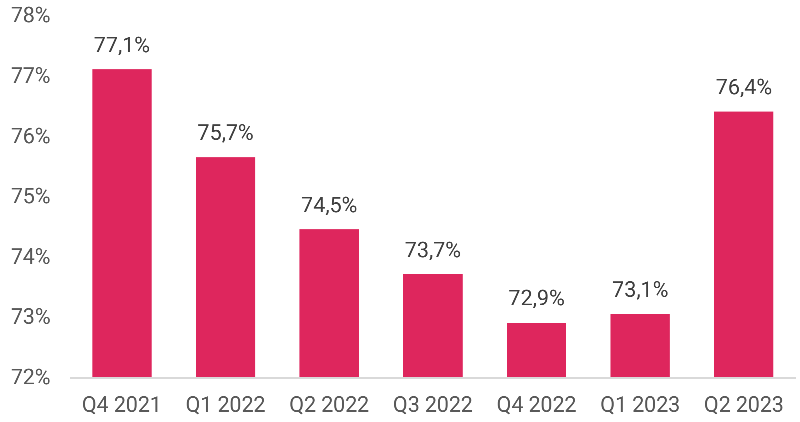
Net Revenue (LTM, MSEK)



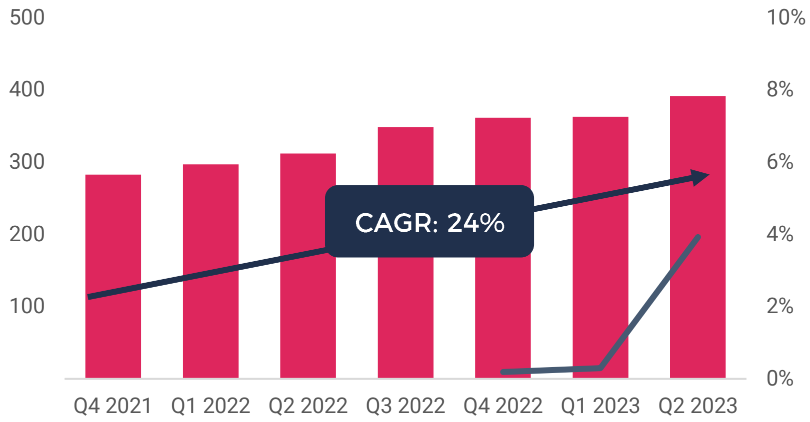
EBITDA (LTM, MSEK)



Net Retention (Like-for-Like)



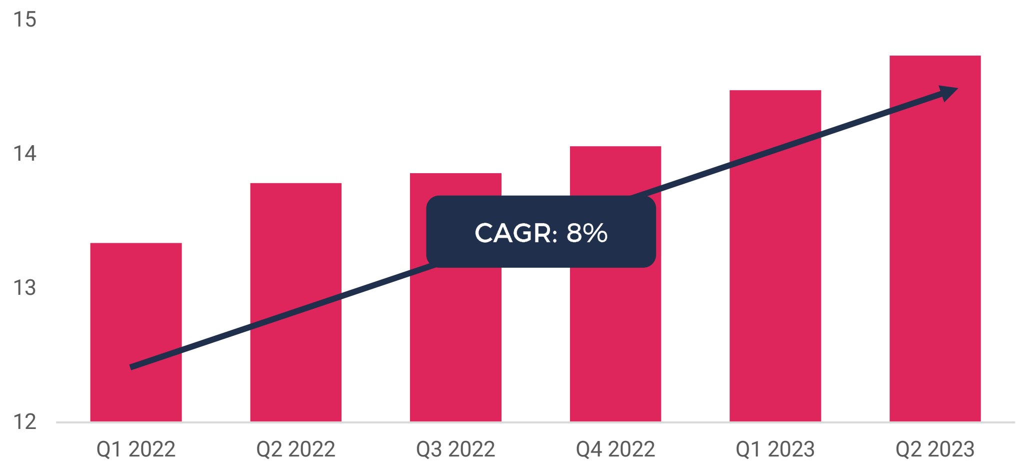
ARR (MSEK) and ARR-Growth



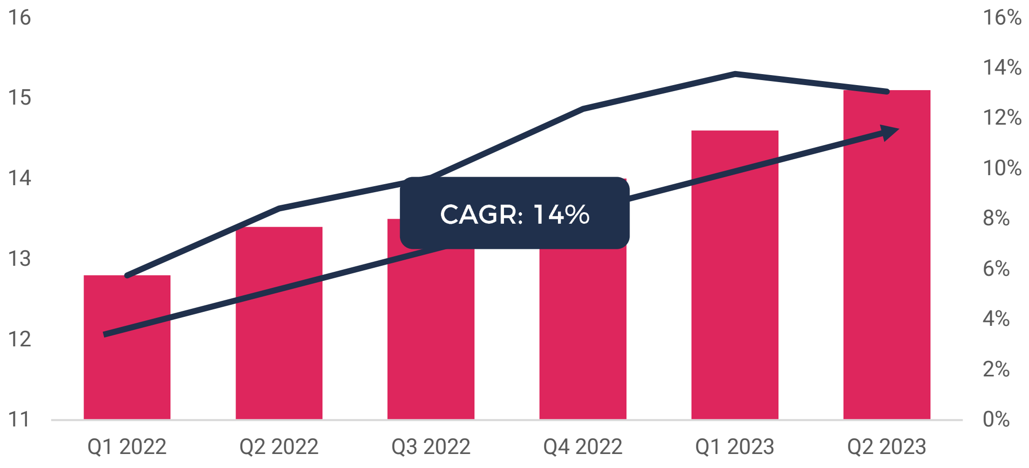
Glenigan

Tremendous development since acquisition – continued positive trend

Net Sales (Proforma LTM, MGBP)



ARR and organic ARR-growth (Proforma MGBP)



Glenigan CELEBRATING 50 YEARS

#1
Project information provider in the UK

1973
Founded in Bournemouth

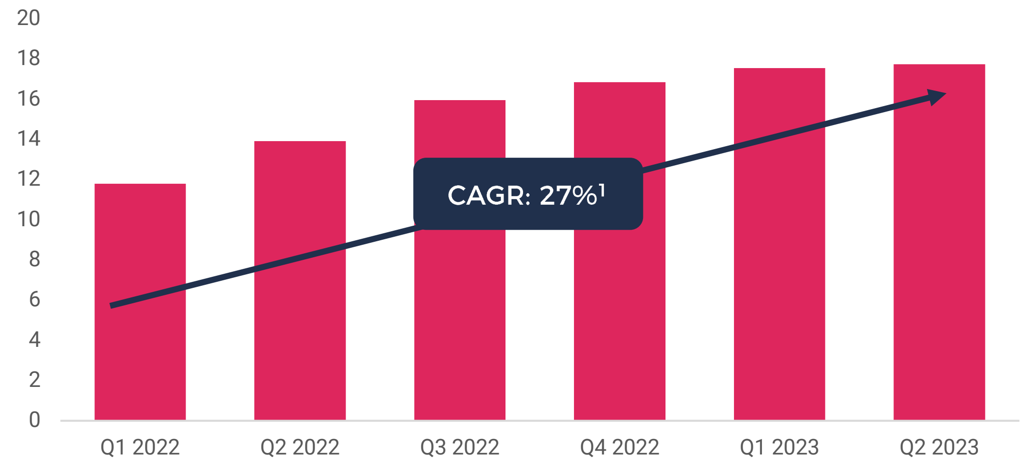
2021
Acquired by BFG

+18%
ARR-growth since Q1 2022

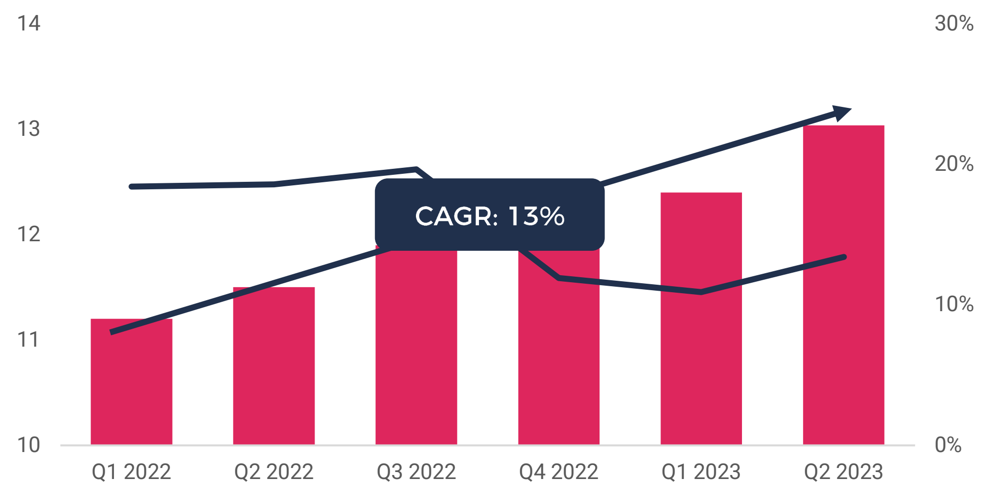
The US market

Exceptional potential – acquisitions strengthening margin

Net Sales (Proforma LTM, MUSD)



ARR and organic ARR-growth (Proforma MUSD)



#3
Project information provider in the US

13.4%
Organic ARR-growth (Q2 2023)

142
MSEK in ARR (Q2 2023)

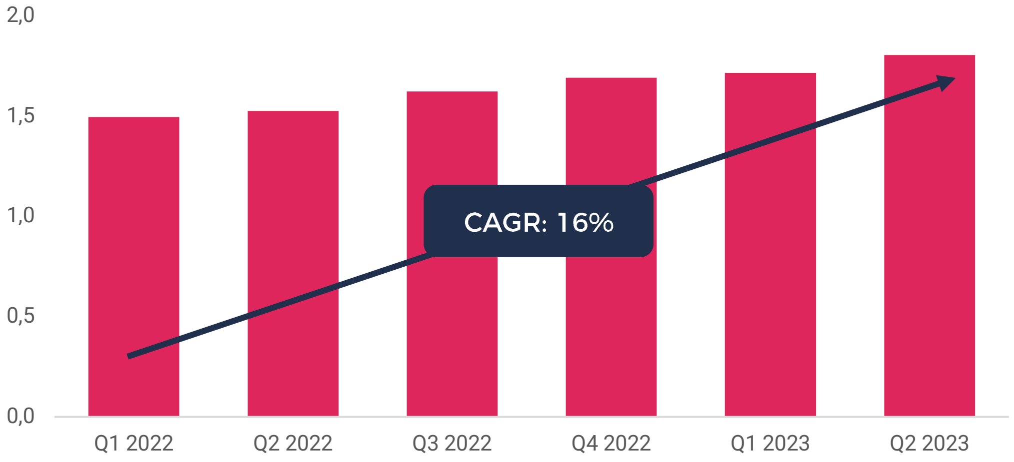
>30%
EBITDA-margin (Q2 2023, LTM)

1. Excludes Pantera Global Technology

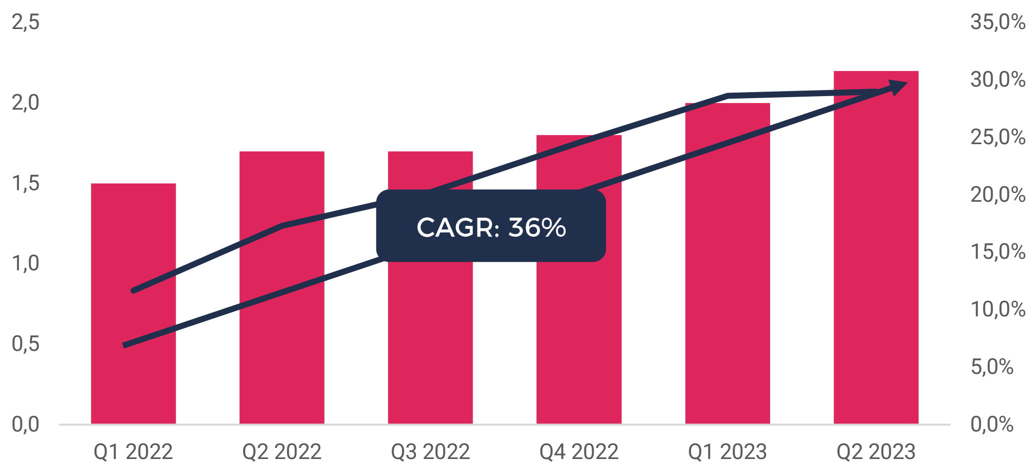
Construdata21

Focus on sale creates strong momentum

Net Sales (Proforma LTM, MEUR)



ARR and organic ARR-growth (Proforma MEUR)



CONSTRUDATA 21®

#1
Project information provider in Spain

29%
Organic ARR-growth (Q2 2023)

2001
Founded in Vigo, Spain

21%
Net sales growth since Q1 2022

Financial Targets and Dividend Policy

Growth	Byggfakta aims to achieve an annual organic sales growth of at least 10 percent driven by double digit organic ARR growth. Furthermore, Byggfakta aims to make strategic acquisitions, financed by the Company's strong free cash flow, that will add another 5-15 percent to annual sales growth in the medium term.
Margin	Byggfakta aims to achieve an EBITDA margin of at least 40 percent in the medium-term.
Capital Structure	Byggfakta aims to maintain a net debt / EBITDA ratio below 3.0x excluding temporary impact from acquisitions.
Dividend Policy	The Company does not foresee to pay any dividend in the short to medium term, as the Company intends to use all excess cash flows for strategic acquisitions.