

2010-02-05

**Q4 2009  
Presentation  
Addnode**

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# Addnode

- Nordic IT Group
- We develop effective IT solutions that strengthen our customers' processes and operations
- Net sales SEK 989 M
- 640 employees
- Customers in both private and public sector
- Listed at Nasdaq OMX, Small Cap

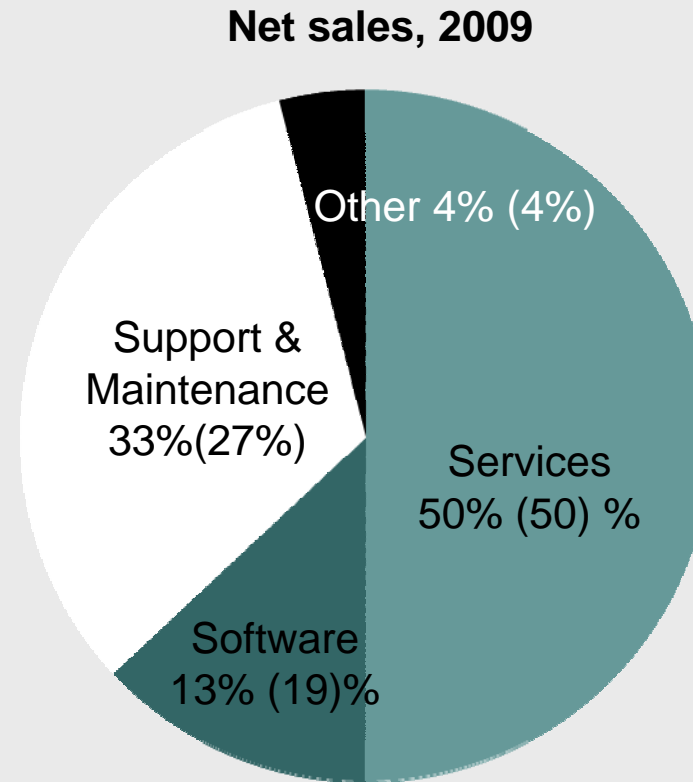


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# Business-critical IT solutions

- Services in the form of projects comprise the base of our business model
- With proprietary and other market-leading platforms, we create unique solutions that offer a high level of customer value
- Support and maintenance agreements provide security for our customers and ourselves and a strong platform for future cooperation

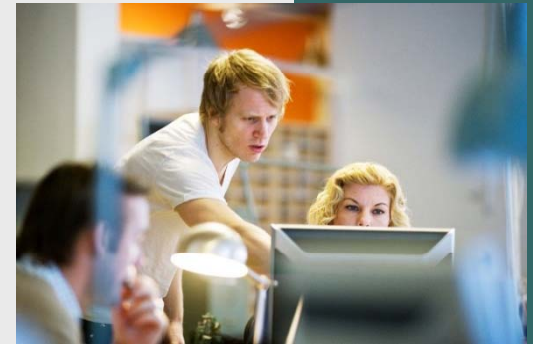


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# Summary Q4 2009

- 2009 a demanding year
- We have focused on a higher degree of service sales and have adjusted costs
- After two tough quarters, an EBITA margin of 9.6% was achieved during the fourth quarter
- It is still a tough market but we are entering 2010 with increased activity from our customers compared with 2009
- Dividend of SEK 1.50 per share
- The favorable financial position will ensure further expansion



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## Q4 2009

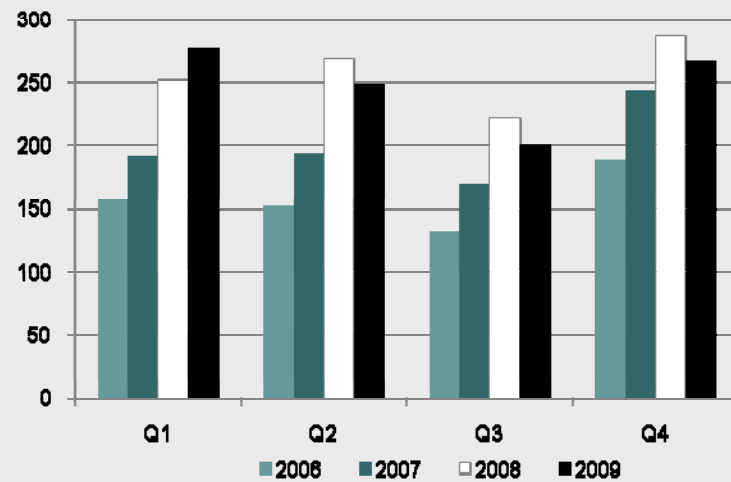
<b>(SEK M)</b>	<b>Q4 2009</b>	<b>Q4 2008</b>
Net sales	266.3	285.4
EBITA	25.5	32.0
<i>EBITA margin</i>	9.6%	11.2%
EBIT	21.3	28.0
<i>EBIT margin</i>	8.0%	9.8%
Profit after tax	22.8	27.1
EPS, SEK	0.96	1.22
Average nr. of employees	612	588

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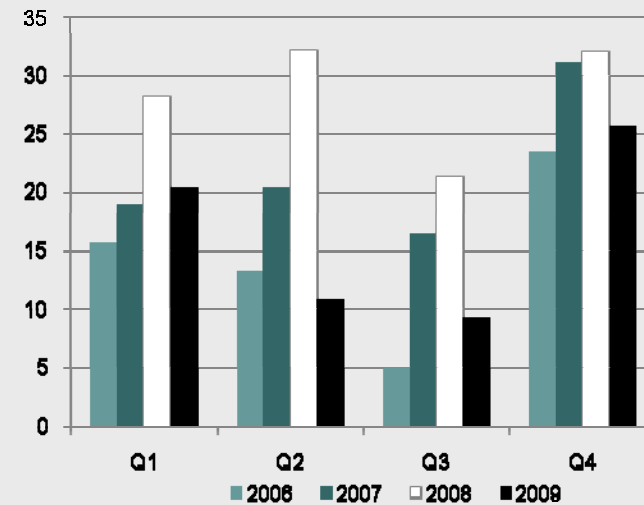
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# Net sales and EBITA

### NET SALES PER QUARTER, SEK M



### EBITA PER QUARTER, SEK M



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## January – December 2009

<b>(SEK M)</b>	<b>Full year 2009</b>	<b>Full year 2008</b>
Net sales	989.4	1025.1
EBITA	65.7	113.4
<i>EBITA margin</i>	<i>6.6%</i>	<i>11.1%</i>
EBIT	48.7	98.2
<i>EBIT margin</i>	<i>4.9%</i>	<i>9.6%</i>
Profit after tax	42.8	92.0
EPS, SEK	1.81	4.18
Average nr. of employees	643	565
Total nr. of employees	646	733

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# Business area Design Management

- The Nordic region's leading supplier of IT-systems for design and development
- Practical knowledge of design, construction and production is key in everything we do
- Solutions based on products from Autodesk, combined with proprietary products and solutions
- Example of customers are Ericsson, Sweco, National Oilwell, Varco, Ramböll, Vital Eiendom och Vägverket
- Customers' demands are driven by
  - Increased focus in and interest for design
  - Product development
  - Modularization of the construction process



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# Business area Design Management

<b>(SEK M)</b>	<b>Q4 2009</b>	<b>Q4 2008</b>	<b>Full year 2009</b>	<b>Full year 2008</b>
Net sales	88.7	91.5	335.2	358.6
EBITA	9.8	9.6	28.1	31.3
<i>EBITA margin</i>	<i>11.0%</i>	<i>10.5%</i>	<i>8.4%</i>	<i>8.7%</i>
Average nr. of employees	132	135	133	129

"The Nordics leading supplier of IT solutions for creating and managing models and designs."

- The strongest EBITA development ever for a single quarter
- A greater share of revenues generated from proprietary applications and consulting have dampened the decline in revenues from third party licenses
- Revenues generated from the real estate and construction industry in Sweden and Norway have been satisfactory during 2009

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# Business area Product Lifecycle Management

- One of the leading suppliers of PLM systems in Europe
- Solutions are based primarily on software from Dassault Systemes and proprietary components
- Strong position in Sweden and Finland
- Example of customers are General Electric, Metso, Skanska Sony Ericsson, H&M, Ericsson, Scania och Nokia Siemens
- Customers' demands are driven by
  - Reduced development time for new products
  - Improve profitability during the product cycle
  - Official requirements
  - The globalisation



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# Business area Product Lifecycle Management

<b>(SEK M)</b>	<b>Q4 2009</b>	<b>Q4 2008</b>	<b>Full year 2009</b>	<b>Full year 2008</b>
Net sales	76.4	93.3	278.7	299.7
EBITA	8.6	11.1	14.8	39.2
<i>EBITA margin</i>	11.3%	11.9%	5.3%	13.1%
Average nr. of employees	155	179	167	163

"The Nordics and one of Europe's leading suppliers of PLM systems"

- The fourth quarter was the strongest during 2009
- Customers are active, however larger projects where the customers choose to implement PLM-systems have not been started to the same extent
- Stable revenues generated from consulting, support and maintenance while lower revenues from licenses
- Personnel and cost reductions will have a positive impact on profits in 2010

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# Business area Process Management

- Strong position within the public sector as supplier of operations-critical task management systems
- iipax™, a proprietary product platform with advanced
- Example of customers are Rikspolisstyrelsen, FMV, Försäkringskassan, Nutek och Skatteverket
- Customers' demands are driven by
  - Automation of manual task management
  - More efficient public sector
  - The requirement of combining the right of access to information with information security
  - Increased Internet traffic



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# Business area Process Management

<b>(SEK M)</b>	<b>Q4 2009</b>	<b>Q4 2008</b>	<b>Full year 2009</b>	<b>Full year 2008</b>
Net sales	31.7	34.0	115.2	117.3
EBITA	7.8	10.1	27.7	29.0
<i>EBITA margin</i>	24.6%	29.7%	24.0%	24.7%
Average nr. of employees	74	74	74	73

- Favorable year with new customers such as the Swedish Environmental Protection Agency and the Legal, Financial and Administrative Services Agency
- High capacity utilization for consultants and favorable license sales
- Investments in the Norwegian market has been developing positively and a local organization has been established in Norway

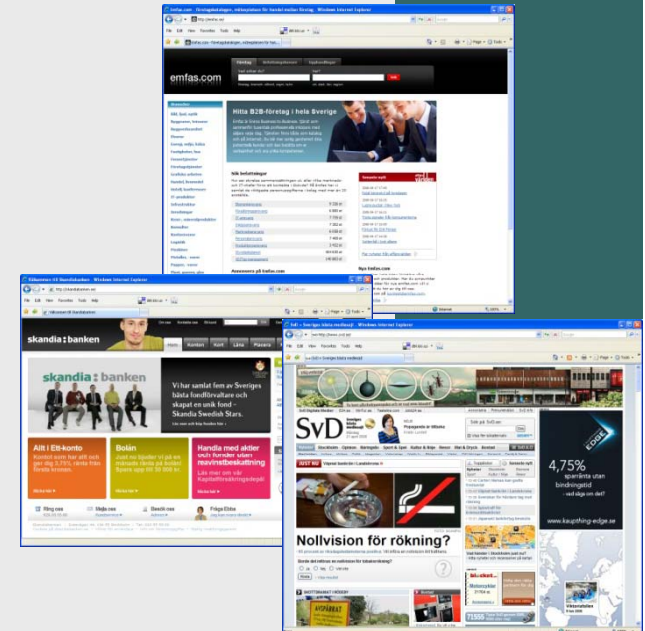
”Strong position within the public sector as supplier of operations-critical task management systems”

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# Business area Content Management

- Leading supplier of Content Management solutions
  - public web sites, intra net, extra net, portals, e-commerce
  - Tailor made applications
- Example of customers are DinDel, SVT, Svensk Byggtjänst, Bisnode Informatics, Eniro, Viking Line, Nordnet, SvD, Skandiabanken och Familjebostäder.
- Strong position in Sweden
- Customers' demands are driven by
  - Customers will to develop their processes and business in the digital channel
  - The possibility to publish information with a geographical position
  - Increased Internet traffic



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# Business area Content Management

<b>(SEK M)</b>	<b>Q4 2009</b>	<b>Q4 2008</b>	<b>Full year 2009</b>	<b>Full year 2008</b>
Net sales	72.4	68.3	269.3	253.4
EBITA	3.3	6.2	10.1	31.5
<i>EBITA margin</i>	4.6%	9.1%	3.8%	12.4%
Average nr. of employees	246	195	264	195

"One of Swedens leading suppliers of Content Management solutions"

- Revenues generated from consulting have not reached desired profitability levels while application management and GIS offering have ended the year with a good level of profit
- Personnel reductions related to integration of acquired subsidiaries and adaptation of organization to current market conditions
- We have received several awards proving that we are a lead player within Content Management

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# Cash flow

<b>(SEK M)</b>	<b>Q4 2009</b>	<b>Q4 2008</b>	<b>Full year 2009</b>	<b>Full year 2008</b>
<b>Current operations</b>	<b>25.4</b>	<b>40.7</b>	<b>72.9</b>	<b>129.9</b>
Net financial items	-2.6	0.8	-1.9	5.8
Tax paid	-0.2	2.0	-25.8	-7.8
<b>Cash flow from current operations before changes in working capital</b>	<b>22.6</b>	<b>43.5</b>	<b>45.2</b>	<b>127.9</b>
Total changes in working capital	-0.5	0.9	20.3	-12.0
<b>Cash flow from current operations</b>	<b>22.1</b>	<b>44.4</b>	<b>65.5</b>	<b>115.9</b>
Cash flow from investing activities	-3.7	-23.0	-26.7	-58.7
Cash flow from financing activities	-1.0	-14.1	-37.8	-67.2
<b>Change in cash and cash equivalents</b>	<b>17.4</b>	<b>7.3</b>	<b>1.0</b>	<b>-10.0</b>

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## Good cash flow and favorable financial position

<b>(MSEK)</b>	<b>Q4 2009</b>	<b>Q4 2008</b>	<b>Full year 2009</b>	<b>Full year 2008</b>
Net cash position	103.8	101.1	103.8	101.1
-of which cash	103.8	101.5	103.8	101.5
Equity/Assets ratio	66%	62%	66%	62%

- Net cash position of SEK 104 M
- Debt free balance sheet
- SEK 100 M in credit facilities

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# CEO agenda 2010

- During 2010 focus will be towards
  - Improve sustainable profitability
  - Development of new and existing offerings
  - Expansion through further acquisitions



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# Questions?

## CEO

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## Investor relations och M&A

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