



Year-End 2020 & Interim Report April – June 2020

30 September 2020

Gustave Geisendorf, Chief Executive Officer

Agenda

- **Introduction to Zutec**
- **Results update**
- **The Zutec Story**
- **Q&A**

A Snapshot of Zutech

Zutech has a strong and proven product in a large and fast accelerating market

Not a Start-up

Founded in 1999 - operations in Dublin, London, Melbourne and Abu Dhabi

Listed in March 2018 on First North Nasdaq Stockholm

Sales of SEK27m in 2020

Cloud-Based Software (SaaS)

Cloud-based construction management software

Sell exclusively to construction sector

Large & Fast Growing Market

Market of SEK20bn expected to grow+10% p.a.

Construction is the least digitized industry and Covid-19 has triggered acceleration

Proven Products

Zutech Cloud (Web App) for document management, CDE and handover

Zutech Field and Zutech BIM (Mobile Apps) for inspections, defects, H&S

Top Tier Customer Base

Tier 1 customers including Multiplex, Wates & Mirvac

Top class reference projects including the Shard & Wembley

Strong Financial Profile

Sales growth of 30% in the last quarter

Normalized EBITDA break-even in last quarter

No interest-bearing debt and strong cash balance

Results Update: Strong Growth in 2020

Summary Financial and Operational Highlights

Strong Growth of 29.6% in Q4 and 24.6% for the Full Year

Normalized EBITDA of SEK-0.1m in Q4 due to cost reduction program

Completed Oversubscribed Equity Issue of SEK42.4m

Significant new contract wins including HS2 of SEK24.2m, ADAC of SEK3.8m, Cairn Homes of SEK4.3m and NCH of SEK3.2m

Digitization of Construction Industry has Accelerated during Covid-19

Acquired 34% stake in Zutech Australia

New Board of Directors

New organization including Sales and Finance Leadership

New CEO appointed in March 2020

Financial Highlights

Q4 - April to June 2020

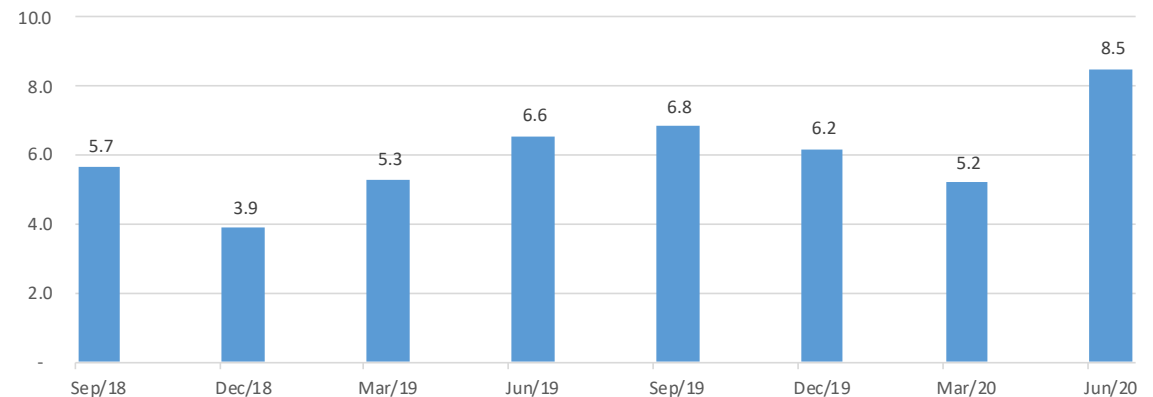
- Net sales was SEK8.5m, corresponding to a 29.6% increase compared with the same period in 2019 (SEK6.6m).
- Q4 was the strongest quarter in the last two years.
- Normalized EBITDA was SEK-0.1m.
- Cash flow from operating activities of SEK13.2m.

Full year - July 2019 to June 2020

- Net sales was SEK26.7m, corresponding to a 24.6% increase compared with the same period in 2019 (SEK21.5m).
- Normalized EBITDA (EBITDA before non-recurring items and FX translation) was SEK-11.9m.
- Basic earnings per share was a loss of SEK0.86 compared to a loss of SEK4.04 last year.

SEK millions	Q4		Full-Year	
	Apr-Jun 20	Apr- Jun 19	Jun-20	Jun-19
Net sales	8.5	6.6	26.7	21.5
Normalized EBITDA	(0.1)	(4.5)	(11.9)	(20.4)
EBITDA	(3.3)	(8.1)	(28.0)	(24.0)
Operating profit/(loss)	(5.4)	(9.7)	(35.5)	(29.1)
Net profit/(loss)	(5.8)	(9.6)	(36.7)	(28.9)
Operating cashflow	13.2	(3.3)	4.2	(24.9)
Cash	57.6	15.1	57.6	15.1
Earnings per share, basic	(0.14)	(1.35)	(0.86)	(4.04)

Quarterly Net Sales (SEKm)

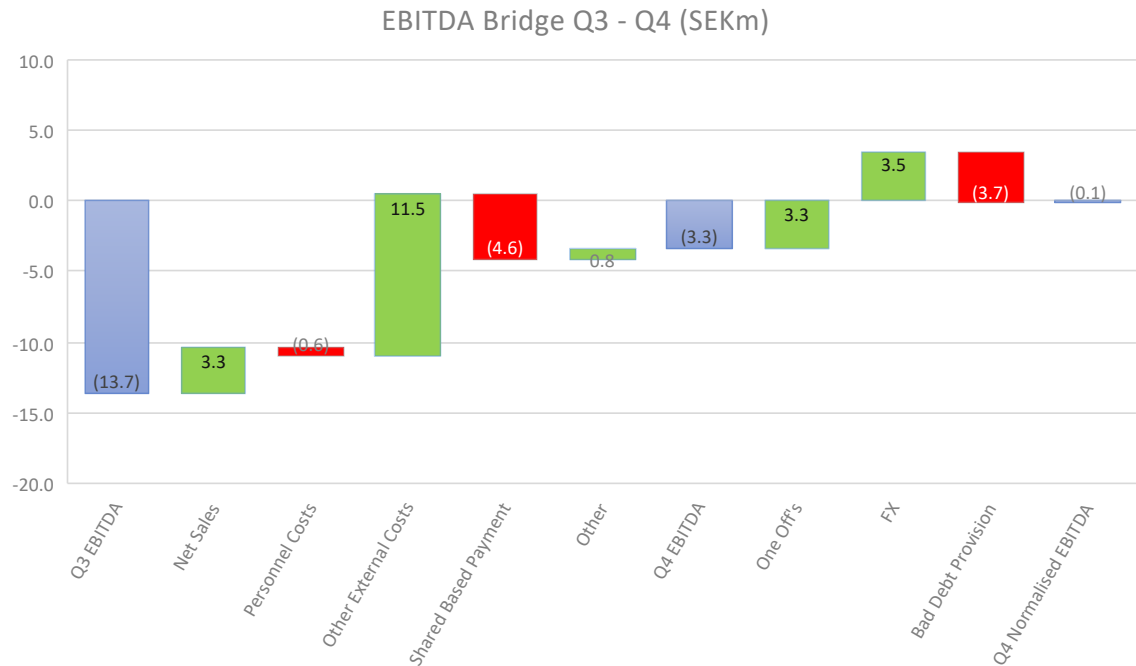


Earnings Review – Q3 to Q4 2020 EBITDA Bridge

Normalized EBITDA of SEK-0.1m

- In Q4 we recorded a gain of SEK3.7m in bad debt provisions from reversal of provisions made in Q3 of SEK-9.4m.
- Reduction in Other Costs of SEK11.5m due to termination of consultants and other professional services providers.
- Personnel costs remained largely flat and we expect the savings will materialize in the next quarter.
- In the last quarter, we have had a negative FX translation non cash impact of SEK-3.5m. The full year impact from FX-translation was SEK-1.1m.

SEK millions	2020			
	Sep-19	Dec-19	Mar-20	Jun-20
EBITDA	(3.7)	(7.3)	(13.7)	(3.3)
One-offs	1.4	0.8	2.8	3.3
FX-translation	(1.1)	1.0	(2.3)	3.5
Bad debt	0.0	1.0	9.4	(3.7)
Normalized EBITDA	(3.4)	(4.5)	(3.8)	(0.1)

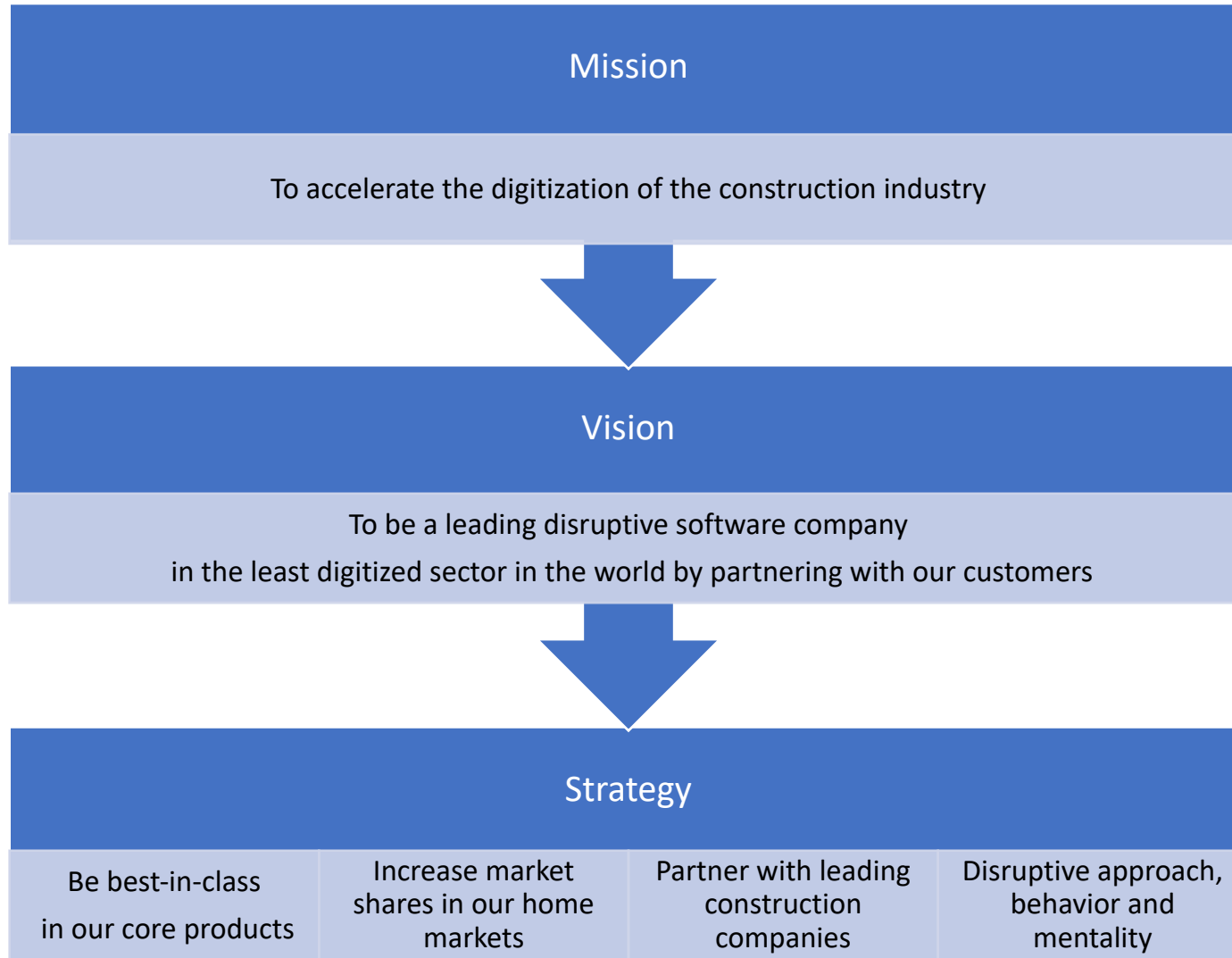


The Zutec Story

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A Cloud-based Construction Management Software Company

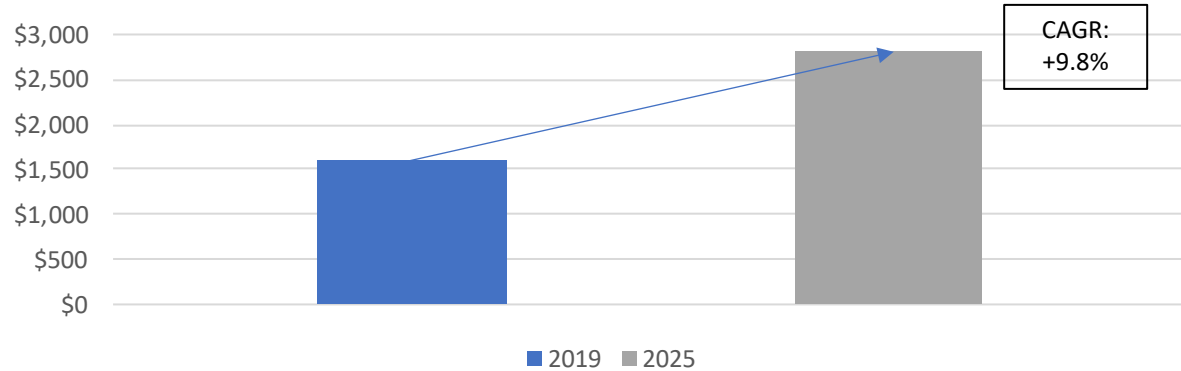
Zutec's Strategic Framework



Overview of The Global Construction Software Market

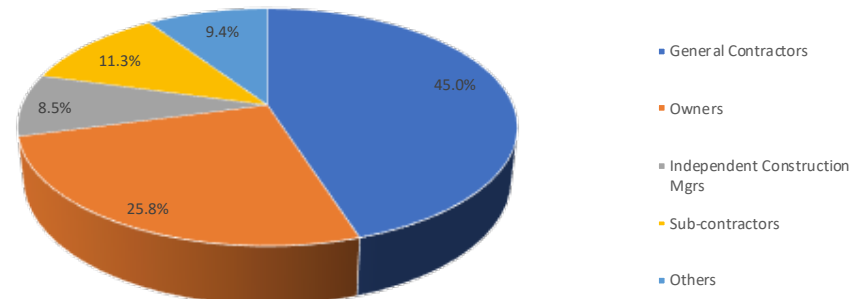
Zutec operates in a large and fast growing market

- Construction is the world's largest industry worth US\$14tn, however the least digitized of all industries
- The Global Construction Software is expected to grow by 9.8% p.a. to reach US\$2.8bn 2025
- We expect the market growth rate to be higher due to the impact of Covid-19 which has triggered a further acceleration
- Large players include Oracle/Aconex, Autodesk, Trimble, Nemetschek, Procore and Bentley Systems
- Zutec's market share is less than 1%



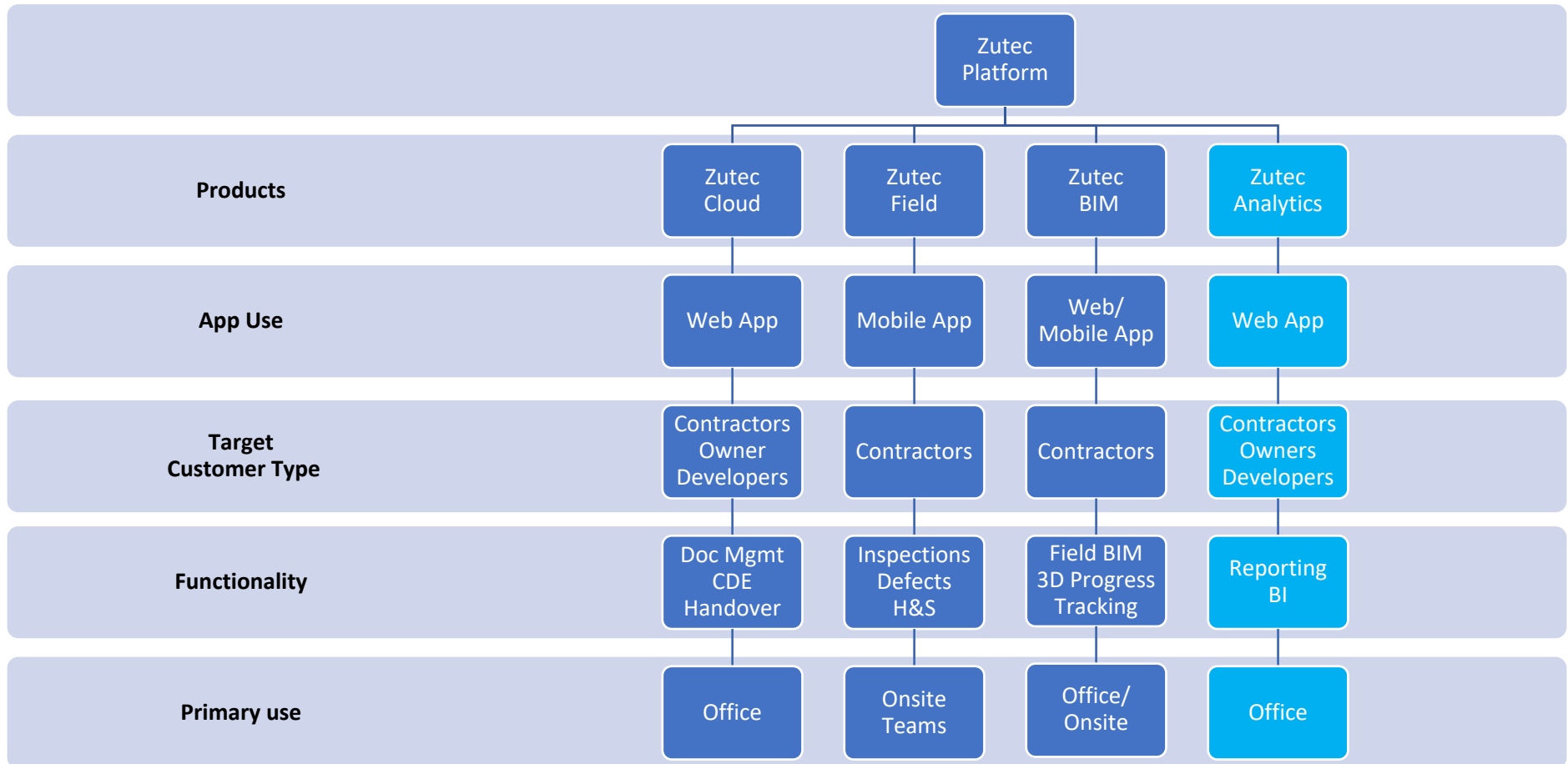
- There are five distinct phases in a construction project. Zutec targets primarily the Construct phase
- Zutec's primary target customers are General Contractors which accounts for almost 50% of the construction software market

Construction Software Market by Customer Type



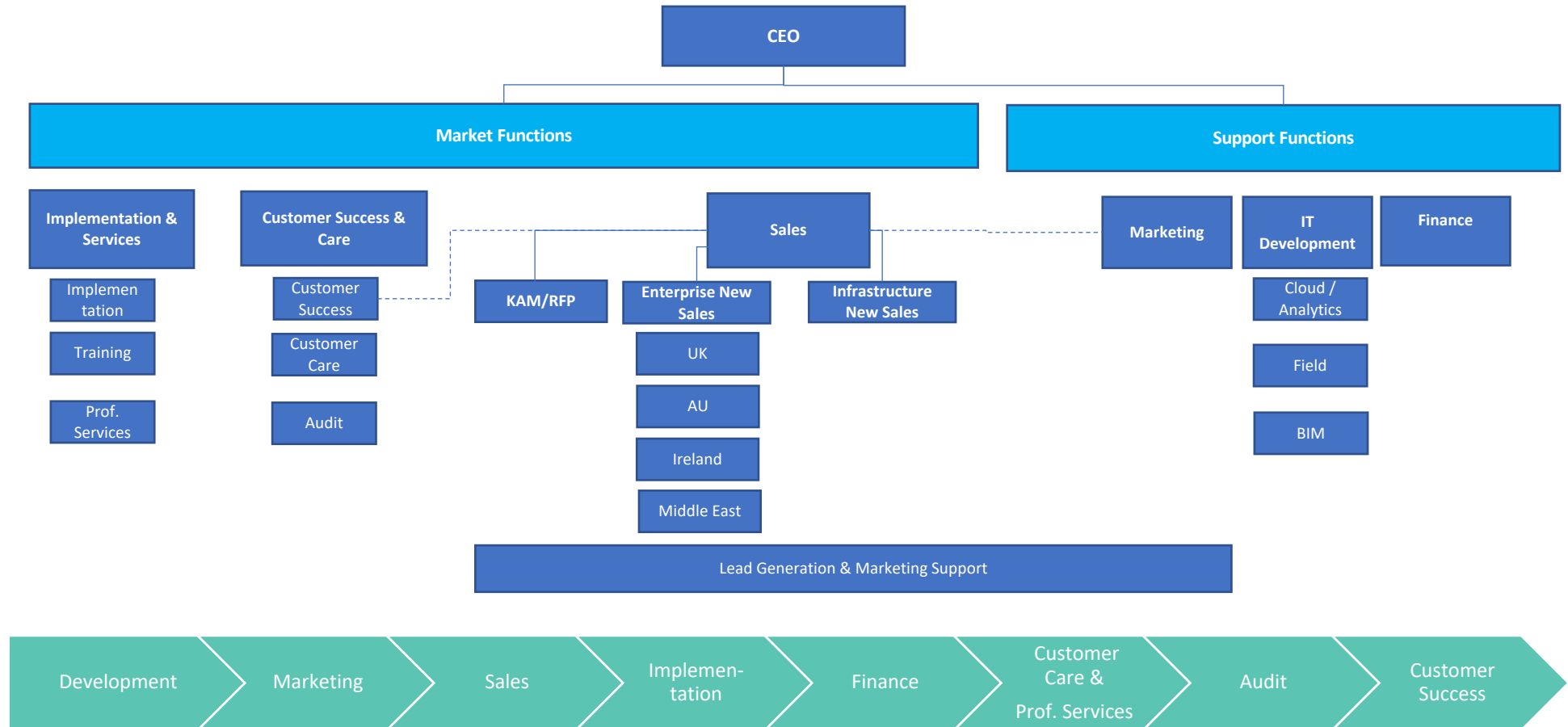
Zutec's Cloud-Based (SaaS) Offering

- Zutec offers an integrated platform consisting of four SaaS products
- Our product offering is proven and tested by some of the world's most prolific contractors

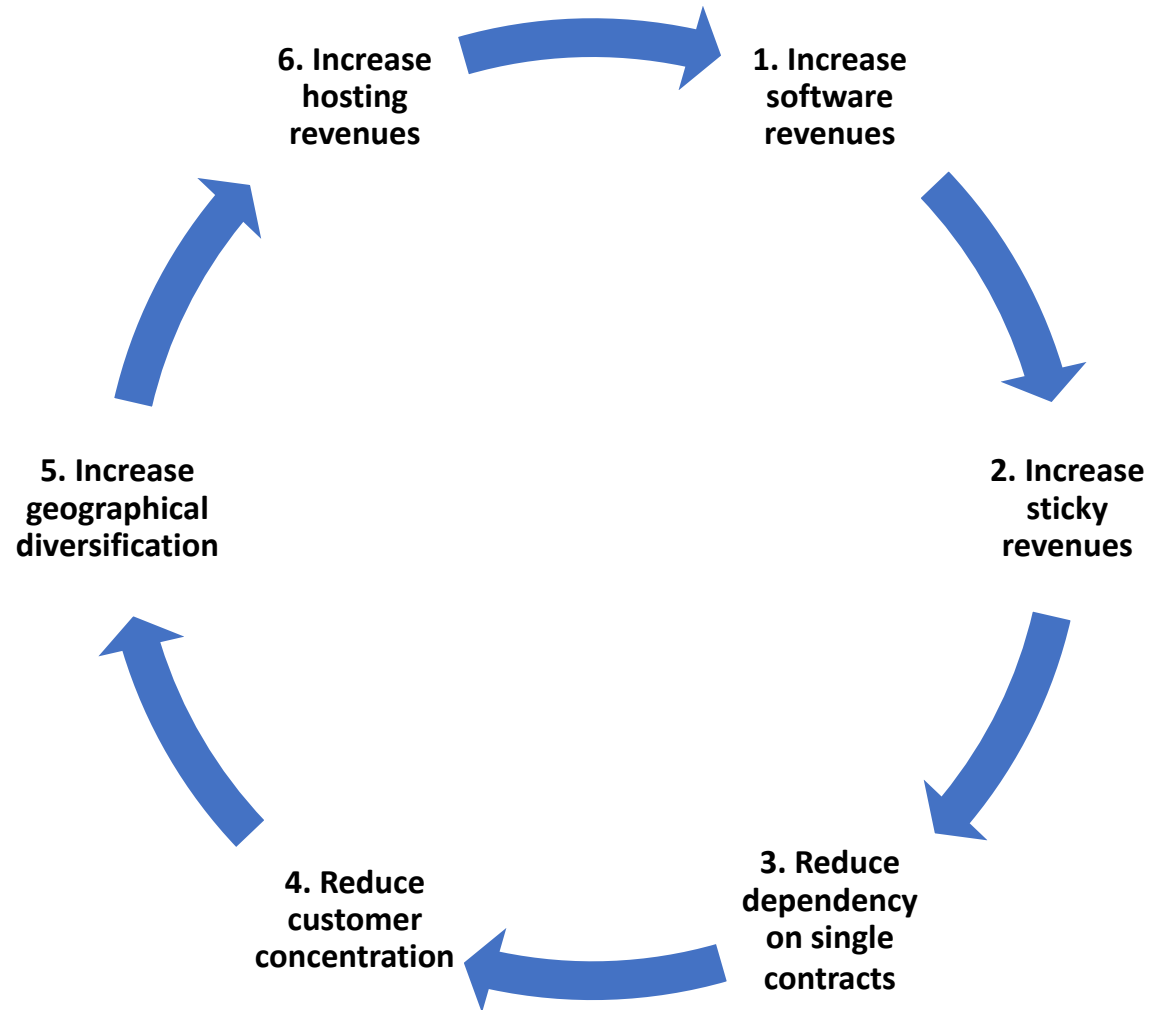


A Strong Team and a Proven "The Zutec Ecosystem"

- **New organization → country to function matrix**
 - **New Sales leadership and sales organization**
 - **New Finance leadership**
- **A functioning Ecosystem is vital in order to scale and grow**

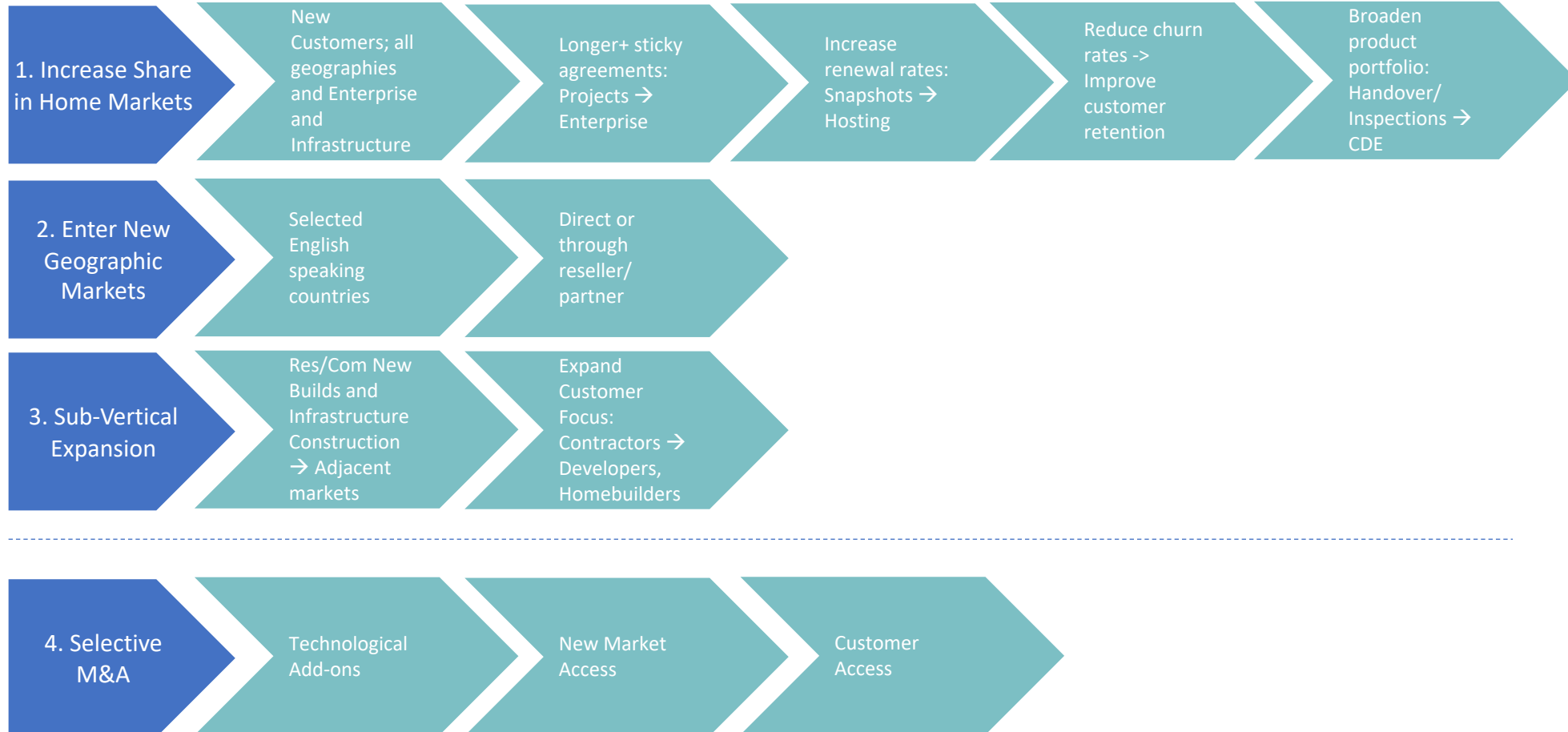


Our Growth Objectives



3-year Growth Plan and Key Pillars

We believe the market is ripe for growth



Summary

Proud of what we have achieved, but more excited about where we are going

Strong momentum with growth of 29.6% in the last quarter

Gaining traction with new customers; significant new customer and contract wins in 2020

Market growth is accelerating and is expected to grow by 10% p.a.

Strong customer list and reference projects make us well positioned to capitalize on the growth

Capture market share in home markets; currently less than 1% share

Made significant hires to drive our growth and have a strong and scalable organization

Realigned cost base - Normalized EBITDA of SEK-0.1m in Q4

Improved working capital management

Well capitalized following the SEK42.4m equity raise and debt-free to support growth

A strong team well equipped to capture growth

Q&A