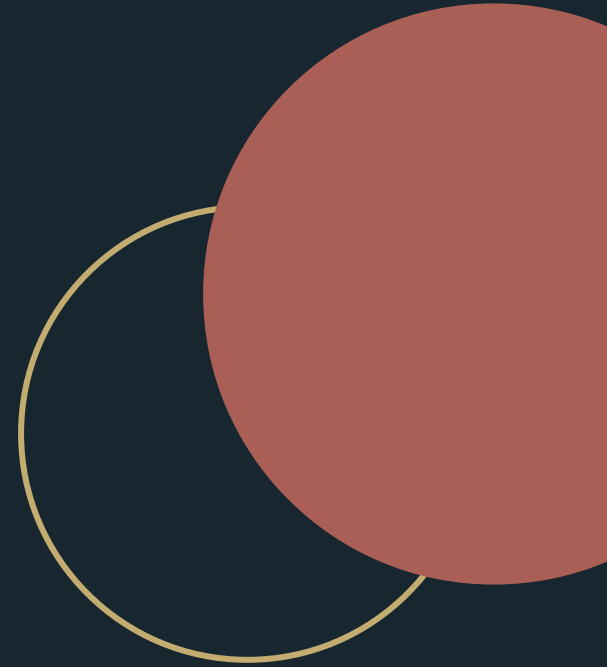


Arribatec.

Quarterly presentation Q4 2024

Geir Johansen, CEO



Highlights Q4.



- All time high quarterly revenue of NOK 151m (143m) a growth of 5.2% compared to Q4 last year
- EBITDA for the quarter was NOK -11.7m (1.8m) which includes non-cash one-time costs of NOK 13.8m
- Adjusted EBITDA is positive NOK 2.1m (1.8m)

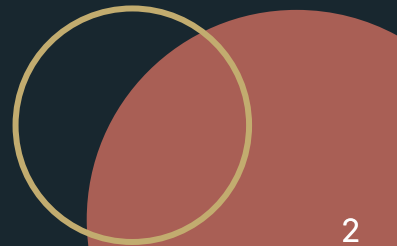


- Arribatec raised NOK 41m in gross proceeds from a rights issue in Q1, leaving the company in a positive net cash position

- A cost efficiency program has been implemented and as part of this the head count has been reduced by 25 FTEs across the organization and the corporate head office has been downsized by c. 70%



- The company is in advanced negotiations to divest Marine and Hospitality
- The company's sales in Q4 is up by 33% YoY and the best quarter in Arribatec's history



Revenue and EBITDA Q4-24

Revenue

NOK 151m (143m)
5.3% YoY

Recurring

NOK 63m (54m)
+17% YoY
43% of total revenue
(up from 39% in q4-23)

EBITDA

EBITDA NOK -11.7m (1.8m)
Margin -7.8%
Adj.EBITDA NOK 2.1m (1.8m)
Margin 1.4%

NORWAY

Revenue NOK 107 (96m)
+11% YoY
71% of total

Cont. EUROPE

Revenue NOK 21m (26m)
-20% YoY
14% of total

UK & US

Revenue NOK 22m (21m)
5% YoY
15% of total

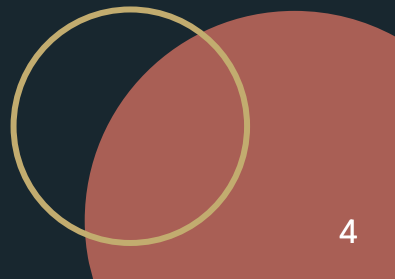
Financial restructuring - shares and warrants issue

Shareholders meeting on 2 December resolved to:

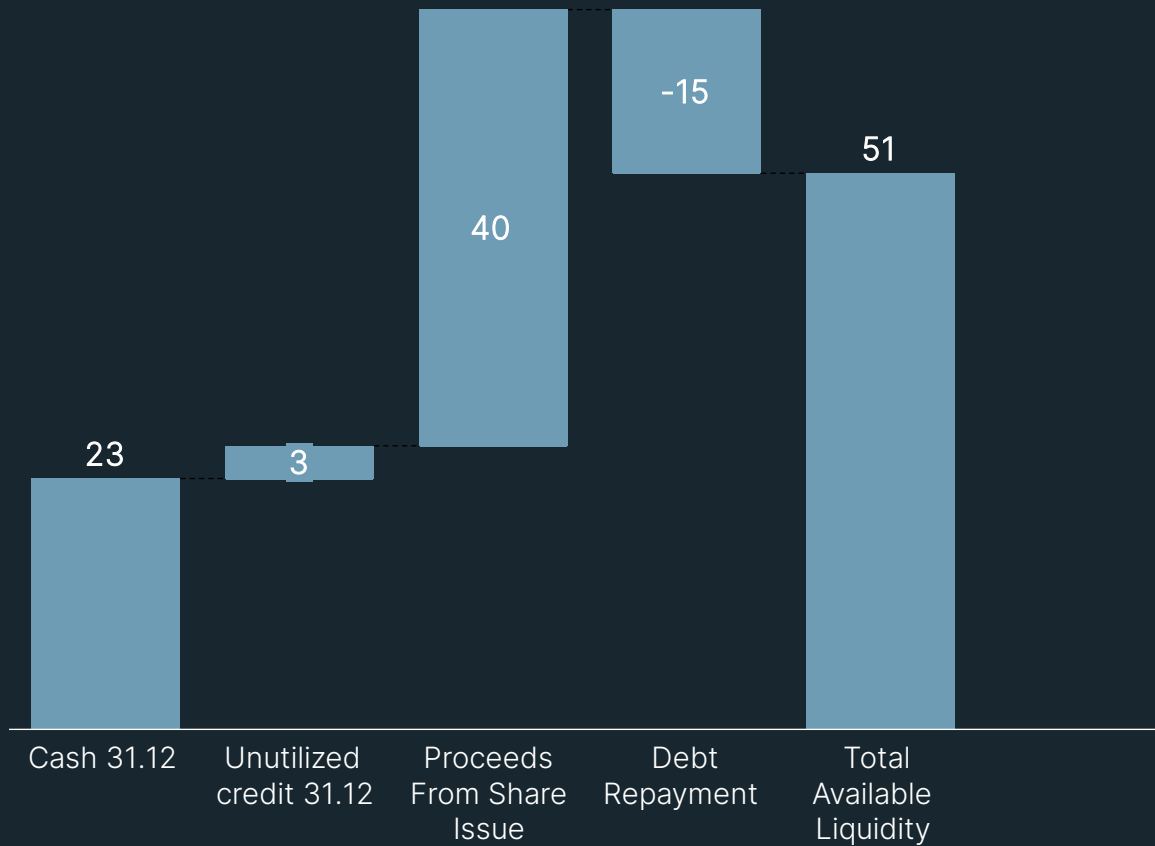
1. Undertake a preferential right issue of **350 million** new shares at a price of NOK 0.1 per share
 2. Issue additional **60 million** new shares to the member of the Board of Directors at a price of NOK 0.1 per share
 3. The share issue would be underwritten by existing and new shareholders who in total would receive **150.2 million** warrants for underwriting the share issue (12 months duration)
 4. Issue additional **60 million** warrants the Board of Directors (12 months duration)
- On February 6, 2025, the shares under point 1 and 2 above were issued and paid for, with gross proceeds for the company of NOK 41 million.
 - The warrants under point 3 and 4 above will expire within 12 months. If all the warrants are exercised, an additional 210.2 million shares will be issued with a gross proceed for the company of NOK 21 million.

As of today, Arribatec Group ASA has **479.6 million** shares outstanding (69.6m + 350m + 60m)

On a fully diluted basis there will be **689.8 million** shares (479.6m+ 210.2m) in Arribatec Group ASA.



Pro-forma liquidity after share issue



- Total credit limit in our main bank at 31.12 was NOK 35m, whereof NOK 32m was utilized
- Agreement with Dansk Bank to repay NOK 15m once proceeds from share issue was available

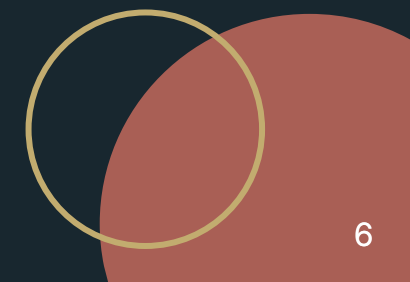
Q4 Operational and organizational restructuring

- The company has reduced head-count globally by 25 employees
- Most back-office / support activities is removed from corporate level and will be performed in the regions
- Corporate staff reduced by approximately 70%
- Simplified the legal organization to improve better coordination and improved efficiency
- Improved forecasting capabilities enables quicker organizational adjustment to changing market conditions
- Discretionary expenses reduced significantly

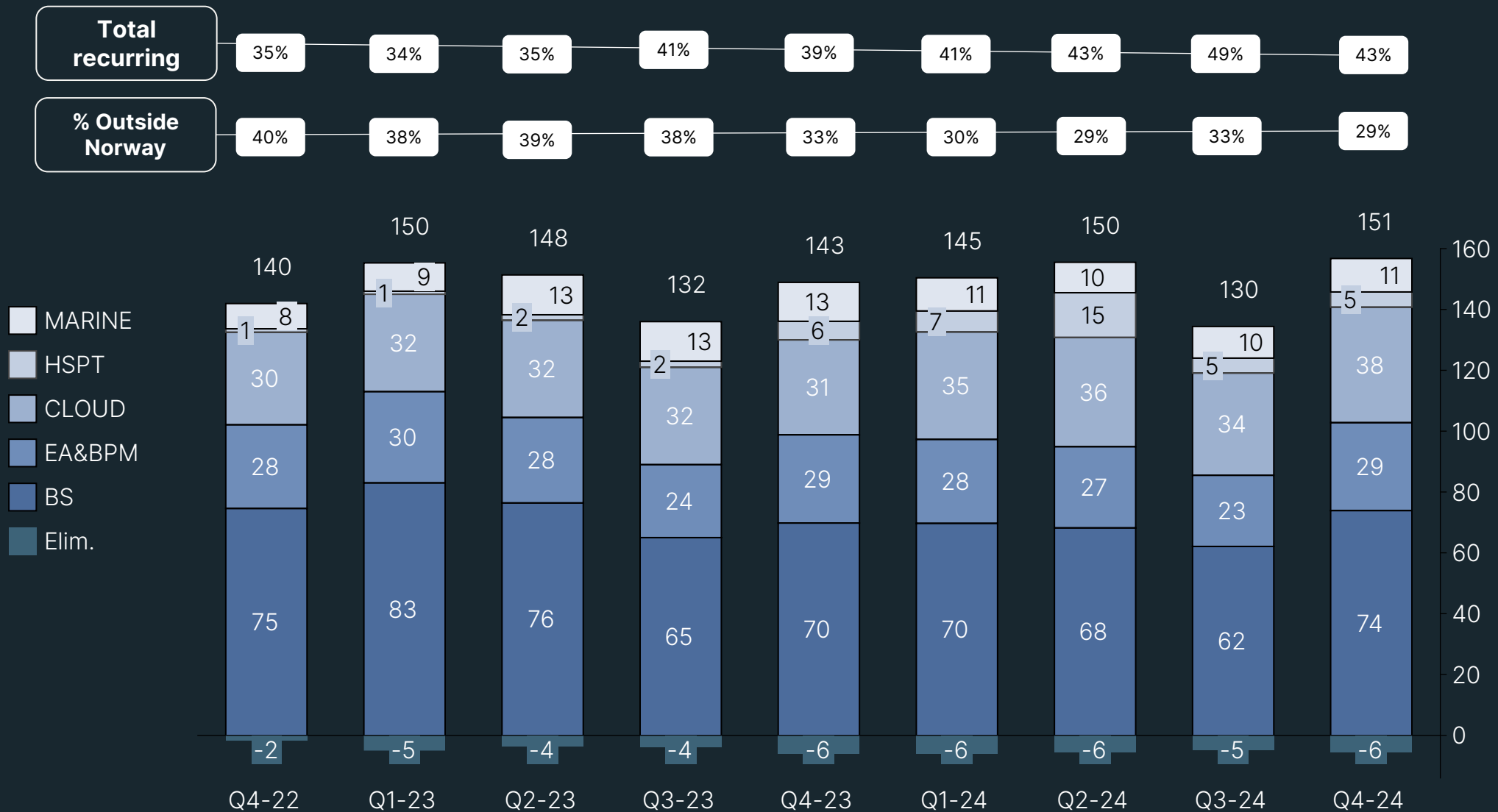
Restructuring costs of NOK 10m has been recognized in Q4 and will have impact on Q1/Q2-25 performance

These measures are expected to contribute to improved margins, positive cash flow and improved visibility

Full effect from these measures is expected to be evident in 2025.



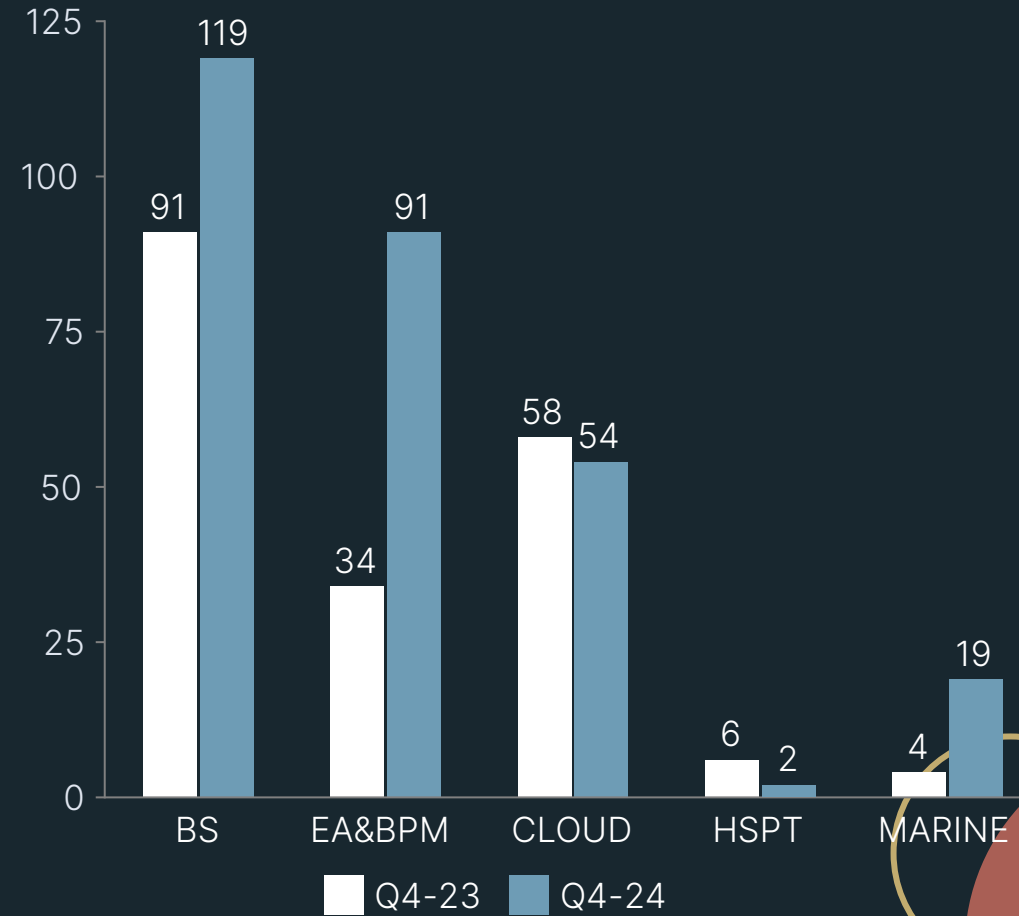
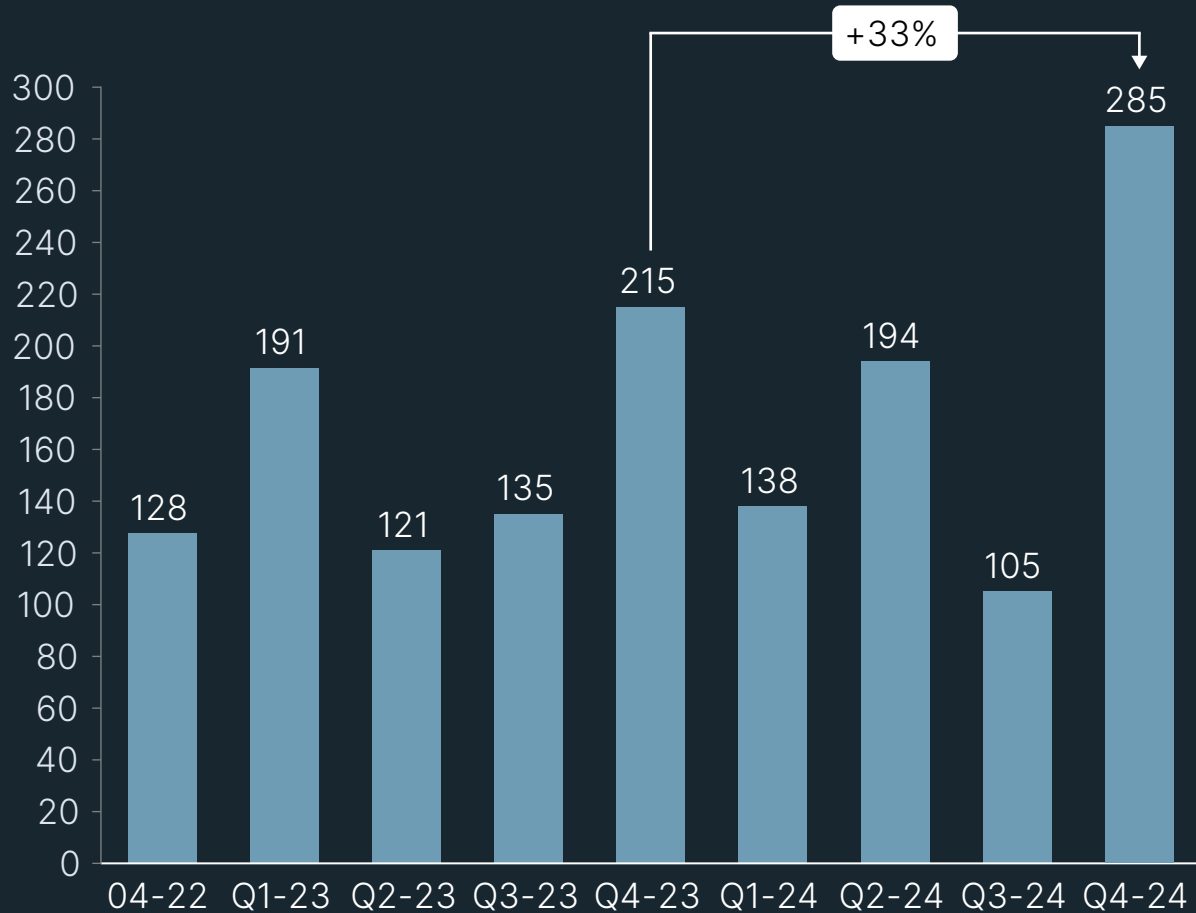
Revenue development for each BA per quarter .



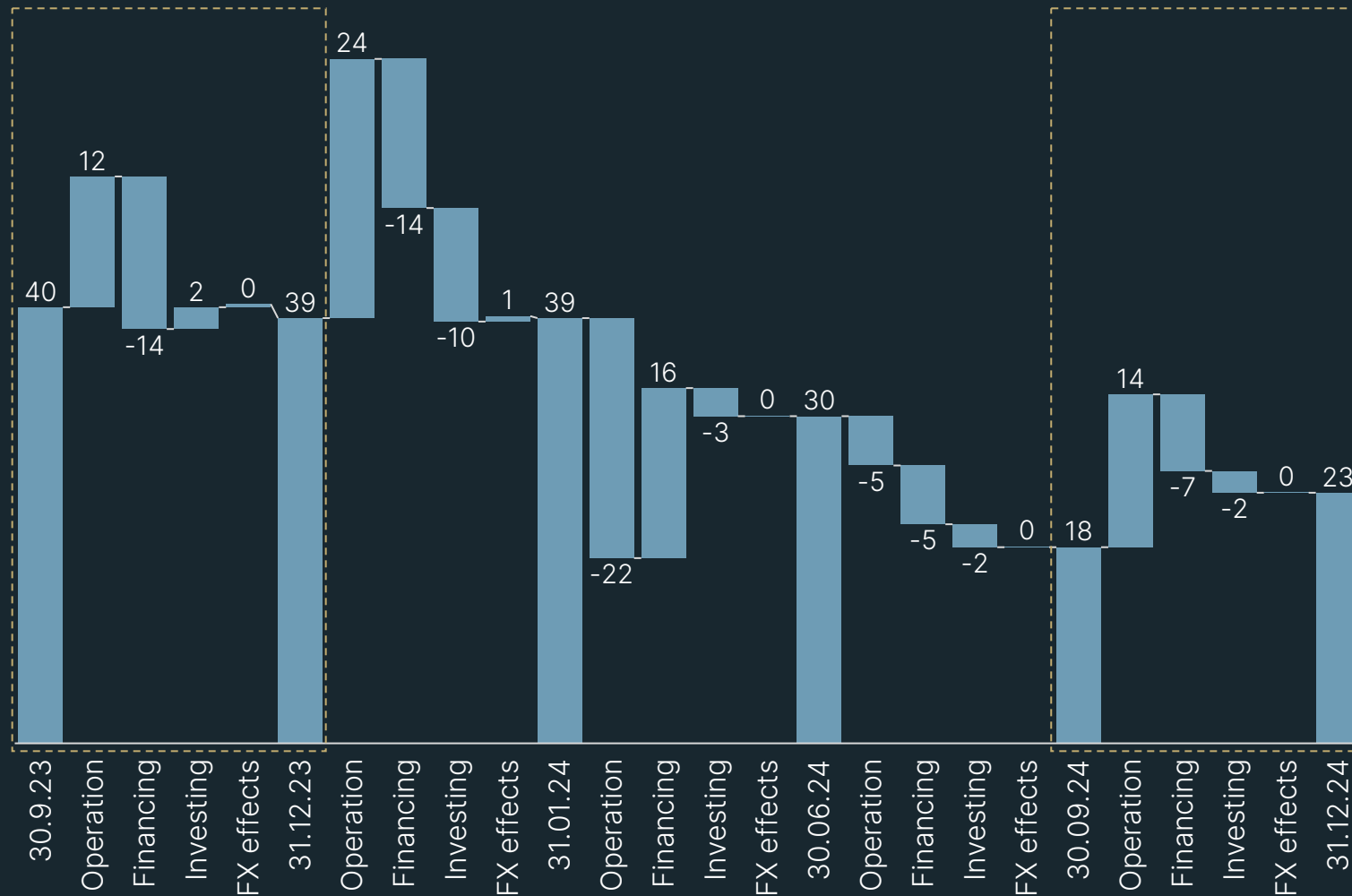
* BA figures Includes external- and group internal revenue pr BA

Sales - new contracts and scope extensions .

Q4: 610 contracts for a total value of NOK 285 million (215m in Q4-23)

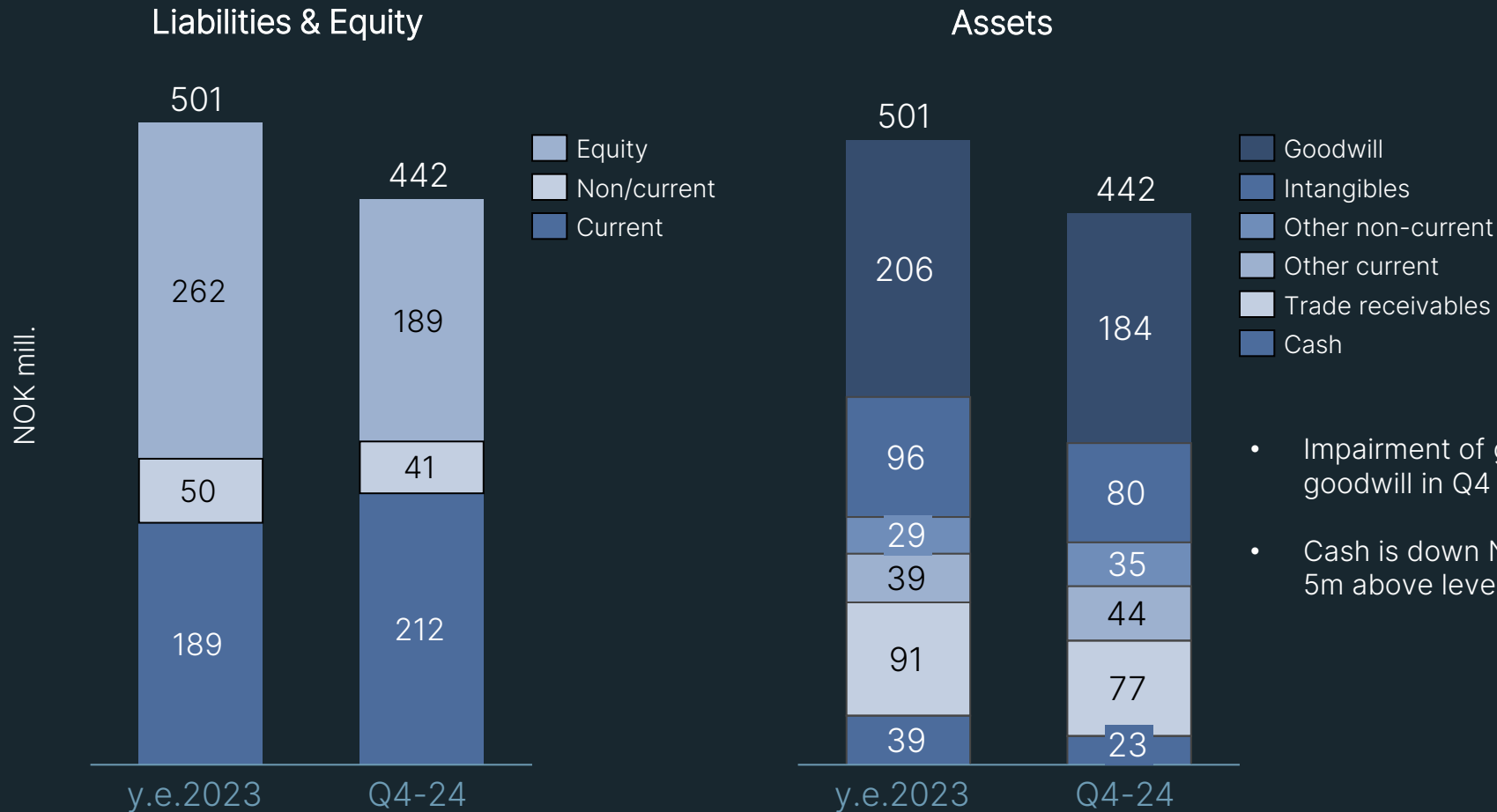


Cash flow development.

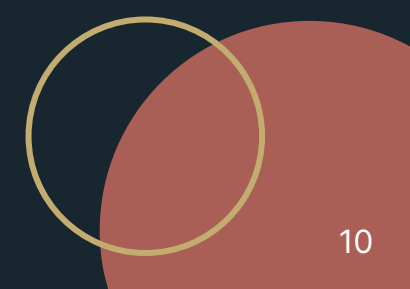


- Net cash flow from operation was NOK 14m for Q4 2024. Main items:
 - Net loss before impairment, depreciation and amortization -15m
 - Net WC had a positive effect of NOK 26m
- Net cash flow from financing was NOK -7.4m, where main items were lease payments of 4.9m and reduced bank overdraft by 4.9m
- Net cash flow from investing activities was NOK -1.7m where main component is capitalized development cost.
- Arribatec had NOK 23m in cash and cash equivalents at the end of the quarter, whereof restricted cash of NOK 11.7m

Balance sheet development.



- Impairment of goodwill (Hospitality) reduces goodwill in Q4 by NOK 22min Q4.
- Cash is down NOK 16m vs. year end 2023, but 5m above level at end of Q3-24



Outlook

- The group wide initiative to reduce cost and improve efficiency is expected to lift margins during 2025
- Demand for cloud services will drive growth for our cloud- and managed IT-services
- Demand for EA&BPM is picking up again in Nordics and UK after two slow quarters
- Cloud migrations and related digital transformation projects is expected to see solid growth in 2025
- Our multi-partnership strategy will continue

A photograph of three people sitting in a modern office lounge, engaged in a conversation. 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 also smiling and holding a coffee cup. On the right, another man is seen in profile, smiling towards the woman. They are seated in contemporary-style chairs around a low table with a small potted plant and some papers. The background is dark and out of focus.

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we simplify complexity

Condensed consolidated statements of profit and loss

NOK thousand	Note	For the quarter end		Year to date	
		31 Dec 2024	31 Dec 2023	31 Dec 2024	31 Dec 2023
Revenue	<u>3</u>	150 503	142 958	574 733	572 981
Materials, software and services		(37 338)	(31 454)	(146 684)	(132 673)
Gross profit		113 165	111 504	428 048	440 308
Salary and personnel costs		(100 244)	(93 088)	(369 272)	(346 608)
Other operating expenses		(24 637)	(16 600)	(74 002)	(69 236)
Total operating expenses		(124 882)	(109 688)	(443 273)	(415 845)
EBITDA		(11 717)	1 816	(15 225)	24 463
Depreciation, amortisation and impairment	<u>4, 5</u>	(36 082)	(11 192)	(70 025)	(48 307)
EBIT		(47 799)	(9 376)	(85 249)	(23 844)
Financial income	<u>6</u>	687	466	2 499	3 208
Financial expense	<u>6</u>	(3 789)	(3 218)	(8 578)	(9 414)
Profit/(loss) before tax		(50 902)	(12 127)	(91 329)	(30 050)
Tax expense		3 055	1 766	8 616	6 998
Profit/(loss) after tax		(47 846)	(10 361)	(82 713)	(23 053)
Attributable to:					
Equity holders of the parent company		(47 846)	(10 361)	(82 713)	(23 053)
Earnings per share: basic	<u>7</u>	(0.69)	(0.15)	(1.19)	(0.33)
Earnings per share: diluted	<u>7</u>	(0.69)	(0.15)	(1.19)	(0.33)

Consolidated statements of financial position

NOK thousand	Note	31 Dec 2024	31 Dec 2023
ASSETS			
Non-current assets			
Property, Plant and equipment		4 944	6 436
Right-of-use assets	<u>4</u>	26 563	28 442
Goodwill	<u>5</u>	184 258	206 457
Customer relations	<u>5</u>	13 829	24 125
Other Intangible assets	<u>5</u>	39 167	43 771
Other non-current assets		4 602	3 989
Deferred tax assets		25 388	18 998
Total non-current assets		298 750	332 217
Current assets			
Accounts receivable		76 705	90 898
Contract assets		25 434	24 244
Inventory		7 817	1 548
Other current assets		10 426	13 267
Cash and cash equivalents		23 119	39 371
Total current assets		143 500	169 329
TOTAL ASSETS		442 251	501 545

NOK thousand	Note	31 Dec 2024	31 Dec 2023
EQUITY AND LIABILITIES			
Equity			
Share capital	<u>8</u>	194 802	194 802
Other paid in capital	<u>10</u>	216 803	214 085
Exchange differences		7 297	3 767
Other equity		(229 750)	(150 191)
Total equity		189 153	262 463
Non-current liabilities			
Interest bearing loans	<u>9</u>	7 435	12 928
Non-current lease liabilities	<u>4</u>	13 317	16 836
Other non-current financial liabilities		2 575	1 804
Deferred tax liabilities		5 623	7 786
Provisions		11 710	10 685
Total non-current liabilities		40 661	50 038
Current liabilities			
Interest bearing loans	<u>9</u>	37 819	26 460
Current lease liabilities	<u>4</u>	14 373	12 909
Accounts payable		52 432	39 816
Contract liabilities		25 824	24 319
Current tax payable		83	1 669
Other current liabilities		81 906	83 869
Total current liabilities		212 437	189 044
Total liabilities		253 098	239 082
TOTAL EQUITY AND LIABILITIES		442 251	501 545

Consolidated statements of changes in equity

NOK thousand	Equity related to the shareholders of the parent company				
	Restricted	Other paid in capital	Exchange differences	Other equity	Total 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				(82 713)	(82 713)
Other comprehensive income for the period			3 531		3 531
Total comprehensive result for the period	0	0	3 531	(82 713)	(79 182)
Share issue cost		(352)			(352)
Share option cost				3 154	3 154
Share consideration in relation to BoD (Note 10)		3 069			3 069
Closing balance 31 Dec 2024	194 802	216 803	7 297	(229 750)	189 153

Consolidated cash flow statement

NOK thousand	Note	For the quarter end		Year to date	
		31 Dec 2024	31 Dec 2023	31 Dec 2024	31 Dec 2023
Operating activities					
Profit/(Loss) before tax		(50 902)	(12 127)	(91 329)	(30 050)
Taxes paid		(1 000)	(1 082)	(2 547)	(2 192)
Adjustments for:					
- Finance income and expense	<u>6</u>	3 103	2 751	6 079	6 203
- (Increase)/decrease in trade receivables		5 155	8 365	14 193	(2 684)
- (Decrease)/increase in trade payables		20 444	10 913	12 616	7 937
- Depreciation and amortisation	<u>4, 5</u>	11 666	11 372	45 609	48 488
- Impairment losses on intangible assets	<u>5</u>	24 416	0	24 416	0
Calculated cost of employee share option program		594	620	3 154	620
Change in contract assets/liabilities		(6 538)	(14 413)	316	(124)
Change in other current accounts		8 787	5 663	857	5 465
Net cash flows operating activities		15 726	12 062	13 362	33 663
Investing activities					
Cash consideration earn-out payment	<u>8</u>	0	(3 704)	(7 531)	(3 704)
Purchase of property, plant and equipment		(106)	(1 057)	(1 581)	(2 693)
Purchase and development of intangible assets	<u>5</u>	(1 702)	(9 649)	(8 108)	(16 502)
Interest received		119	152	458	563
Net cash flows investing activities		(1 690)	(14 257)	(16 763)	(22 336)
Financing activities					
Change in overdrafts	<u>9</u>	(4 924)	5 038	12 167	12 677
Repayment of debt	<u>9</u>	(1 897)	(1 769)	(7 372)	(6 173)
Interest paid	<u>6</u>	(461)	(300)	(1 556)	(1 161)
Received Gov.grants (SkatteFUNN)		695	3 301	695	3 301
Instalments lease liabilities		(4 885)	(4 504)	(19 306)	(20 038)
Other changes in equity	<u>10</u>	3 069	0	3 069	0
Share issue cost		(309)	(111)	(352)	(118)
Net cash flows financing activities		(8 711)	1 655	(12 655)	(11 511)
Net change in cash and cash equivalents		5 325	(540)	(16 056)	(184)
Cash and cash equivalents at beginning of period		18 008	40 161	39 371	40 449
Currency translation		(214)	(250)	(197)	(893)
Cash and cash equivalents at end of period, incl. restricted cash		23 119	39 371	23 119	39 371
-whereof restricted cash		11 673	12 111	11 673	12 111