

The logo for C.A.G, consisting of the letters 'C.A.G' in a white, stylized, handwritten-style font, set against a black rectangular background.

C.A.G

We accelerate digital innovation for people.
Leading Technology. Lasting Impact.

C.A.G Group AB

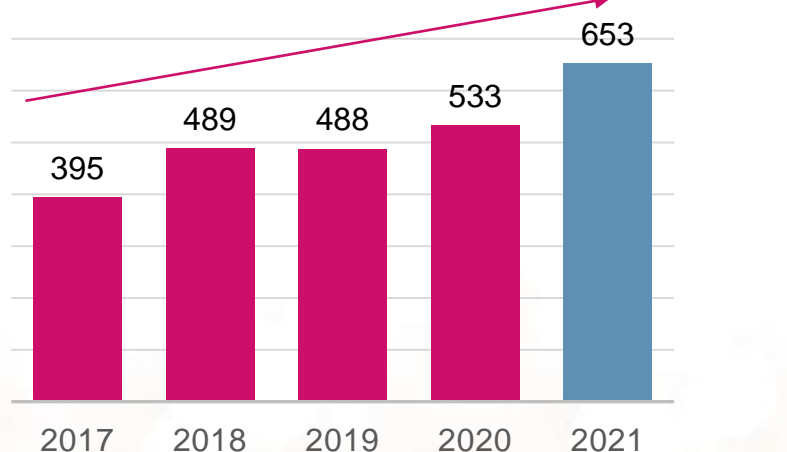
April 28, 2022

CEO Åsa Landén Ericsson

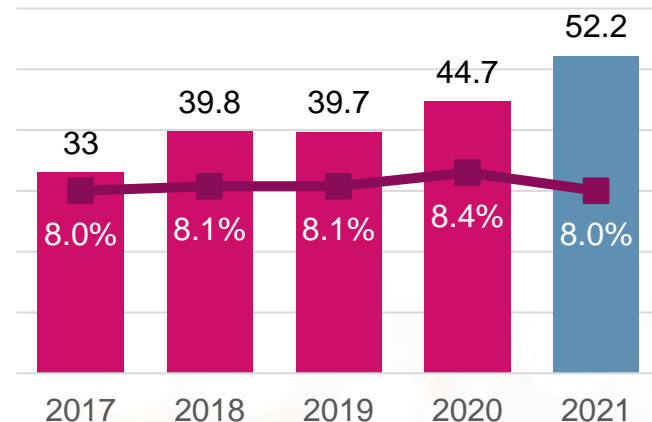
C.A.G IN BRIEF



Total Revenue, MSEK



Adjusted EBITA, % and MSEK



Note: EBITA 2020 excluding effect of reduced employer contributions: 7.3%

375

EMPLOYEES

20%

RECURRING REVENUE

>50%

DIVIDEND POLICY
(AFTER TAX INCOME)

93

GREAT PLACE
TO WORK INDEX

FOCUSED CUSTOMER VERTICALS



Banking & Finance



E-Health



Defence &
Cybersecurity



Retail & Services



Industry

TECHNOLOGY AREAS

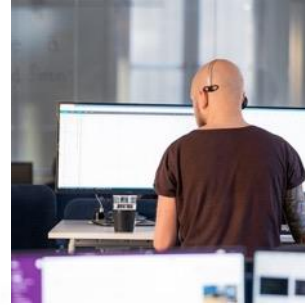
C.A.G



IT Management



System
Development

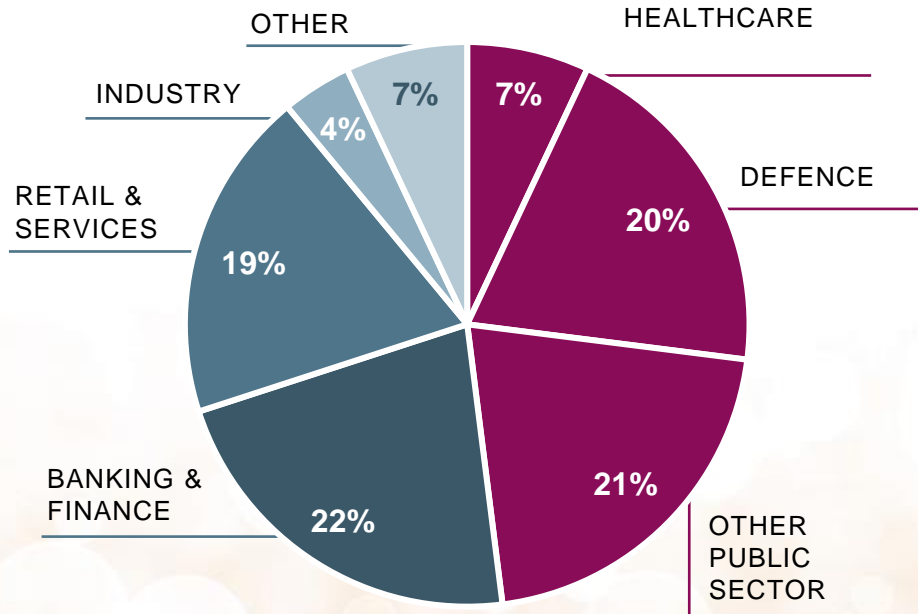


IT Service
Operations



Training

REVENUE PER SEGMENT 2022



380 active customers
Largest customer: ~15% of revenue
Recurring revenue share: 20%

- PUBLIC SECTOR 48%
- PRIVATE SECTOR 52%

Percent of total revenue

FMV – Försvarets materielverk

C.A.G



- Common Airbase Equipment (Gemensam Flygbasmateriel)
- System life cycle plan (5 equipment areas spanning 270 side/sub-systems) from acquisition via maintenance to decommissioning
- Documentation and IT system maintenance of equipment related data
- Contributing to an effective and efficient National Defense

CASE: Mathem

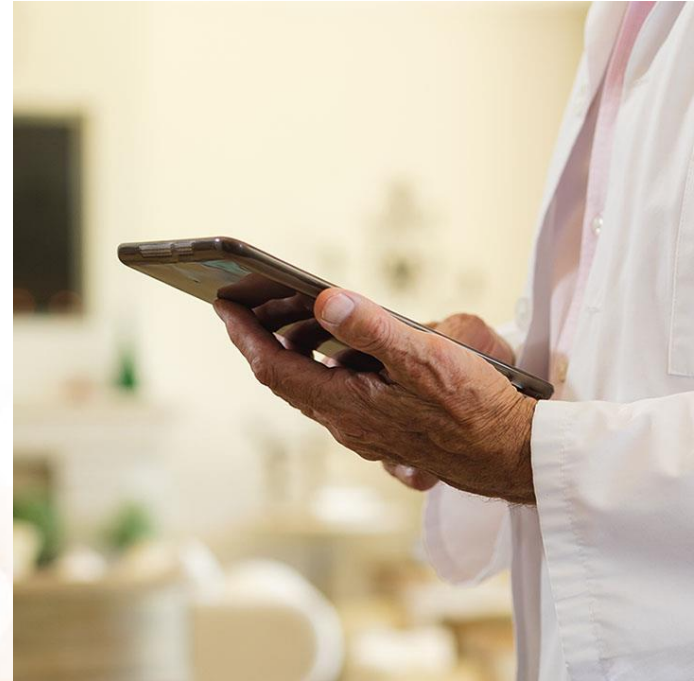
- Configuration and implementation of leading CPM software Jedox
- New parameter-driven, real-time budgeting and forecasting tool
- More efficient and effective Corporate Planning process:
 - saves time and cost
 - increases quality
 - improves internal communication
 - improved information security



SKR – Sveriges Kommuner & Regioner



- Kalmar, Uppsala, Värmland: healthcare quality-related data follow-up for heart disease and certain cancer forms
- Rules-based automatic information transfer from patient journal systems to National Quality Registers
- 75% reduction of "double documentation"
- Better information processing contributes to a more efficient and equally provided Healthcare system



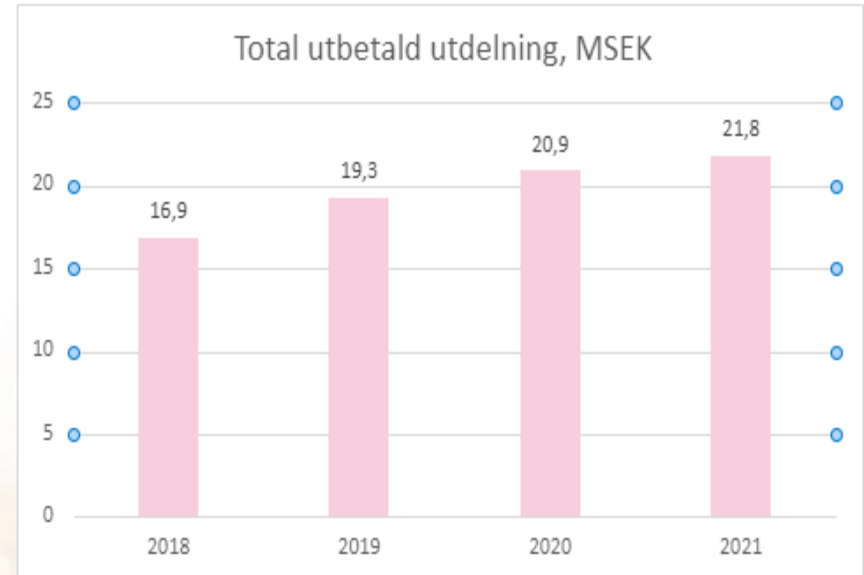
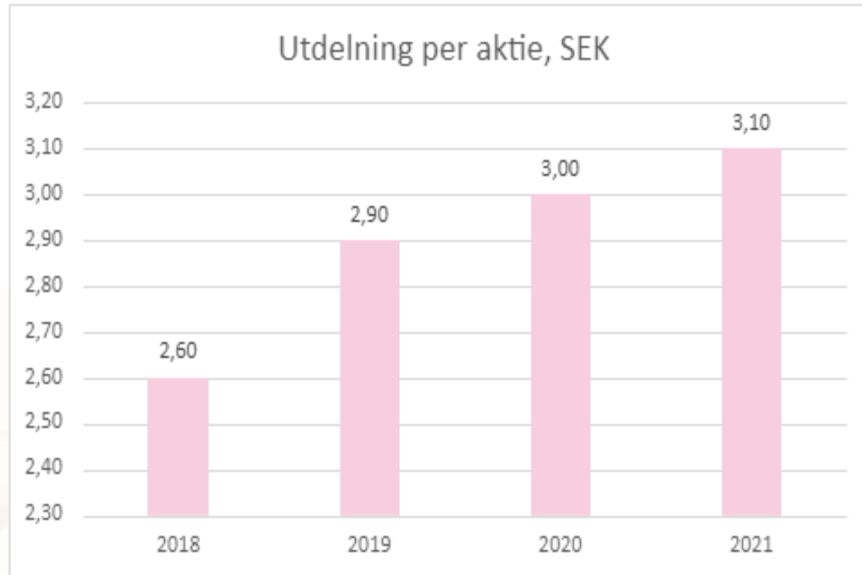
Q1: JAN – MARCH 2022, MSEK



- **Revenue 190 (162)**
 - **18% growth:** organic 12%, acquired 6%
- **Adj EBITA 17.8 (13.0), adj EBITA margin 9.3% (8.0)**
 - **37% growth**
- **Cash flow from operations 24.8 (12.3)**
- **Avg no employees 367 (361), end of period 370 (356)**
- **After-tax profit 12.8 (7.7)**
- **Profit per share after dilution 1.82 (1.10) SEK**
 - **65% growth**



DIVIDEND PAYMENTS 2018-2021



Note: For 2021, Board of Directors' Proposal to AGM on May 4th 2022

FINANCIAL TARGETS 2022 - 2025



C.A.G Group's ambition is to grow under stable profitability by combining organic growth and acquisitions and to reach **SEK 1 billion in turnover by the end of FY 2025.**

Over the period, C.A.Gs **adjusted EBITA margin shall increase to 10 percent of revenue.**

C.A.G: A GREAT PLACE TO WORK



- **4th place on GPTW list of large companies 2022**, up from 8th place in 2021
- **Trust Index 91 (90)** (IT consulting 88)
- **GPTW Index 95 (93)** (IT consulting 92)
- **Strong values and Passion for Development**
 - Competent
 - Caring
 - Long-term value perspective



WHY C.A.G?



Stable specialist consulting company in an innovative, growing market

BALANCED SECTOR MIX

- Public sector 50% of revenue
- Defence sector 20% of revenue
- Geographic focus Stockholm area

RECURRING REVENUE 20%

- IT Service Operations
- Cyber Security
- Banking & Finance:
 - Recurring revenue
 - High-quality customer base
 - Good profitability

CUTTING-EDGE EXPERTISE

- Macro trends future-proof demand
- Value creating technology areas:
 - System Development
 - Test Automation
 - Cloud Solutions
 - e-commerce
 - BI & Analytics
 - Cyber Security

M&A-DRIVEN GROWTH

- Six deals over past 3 years
- Strong balance sheet enabling further M&A
- Decentralized organization attracts and facilitates integration

...AND IN ADDITION...

- Long history of stable dividend payouts
- Strong company culture
- Highly regarded institutional owners. High share of employee ownership

Thank You! Questions?

Sveriges BÄsta
Arbetsplatser™

Great
Place
To
Work.

SVERIGE
2021



C.A.S

Passion för utveckling