Q4 & FY 2022
CAG Group AB

We accelerate digital innovation for people.
Leading technology. Lasting impact

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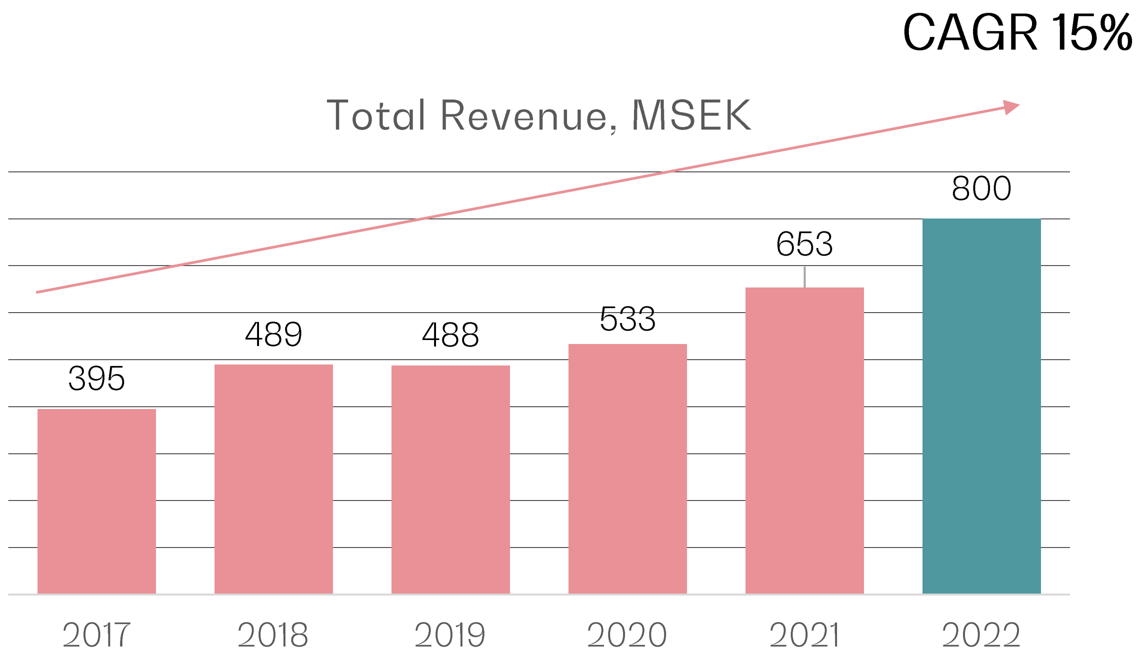
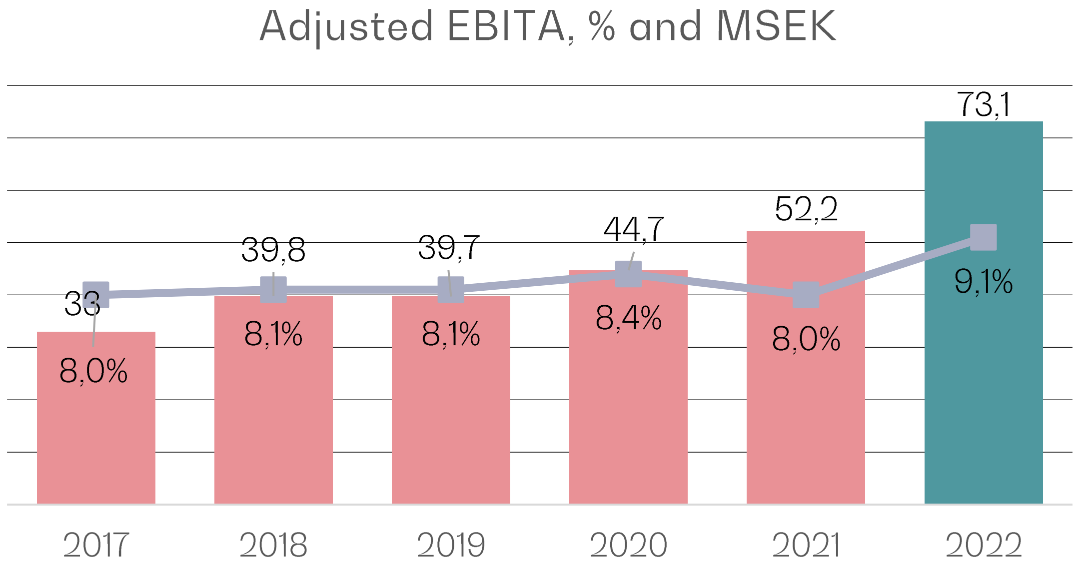
CAG 2017-2022





450
EMPLOYEES

20%
RECURRING REVENUE

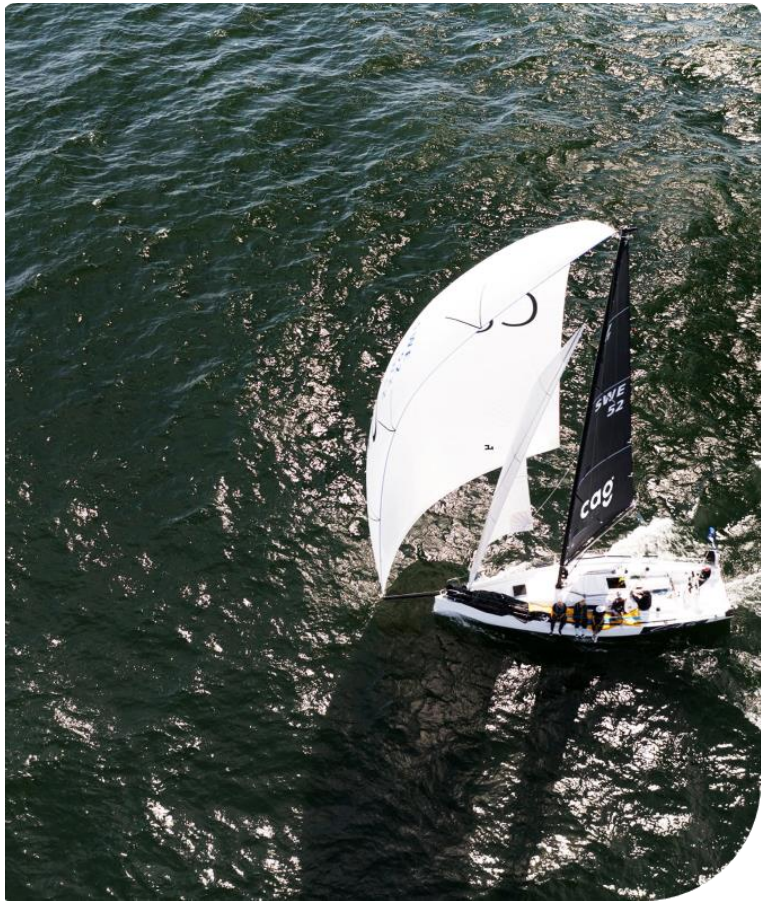
>50%
DIVIDEND POLICY
(AFTER-TAX PROFIT)

95
GREAT PLACE
TO WORK INDEX

FY22: Record turnover and strong profitability growth

- **Revenue 800 MSEK (653), growth 22,5%**
  - Organic growth 9,9%
  - Acquired growth 12,6%
- Adjusted EBITA 73.1 (52.2), **an increase of 40%**
- **Adjusted EBITA margin 9.1% (8.0)**
- Cash flow from operations 97.5 MSEK (59.1)
- Avg no of employees 402 (373), at end of period 439 (375)
- After-tax profit 48.3 (30.3), an increase of 59%
- **Profit per share after dilution 6.79 (4.32) SEK, an increase of 57%.** Number of shares 7 104 671 (7 013 509)
- **Proposed dividend SEK 3.60 (3.10) per share**

Q422: Margin expansion, high growth



- **Revenue 239 MSEK (186), growth 29%**
  - Organic growth 7%
  - Acquired growth 22%
- Adjusted EBITA 26.6 (16.8), **an increase of 58%**
- **Adjusted EBITA margin 11.1% (9.1)**
- Cash flow from operations 50.2 MSEK (14.1)
- Average number of employees 441 (377), at end of period 439 (375)
- After-tax profit 18.1 (10.9), an increase of 66%
- **Profit per share after dilution 2.52 (1.55) SEK, an increase of 63%.** Number of shares 7 167 602 (7 045 422)

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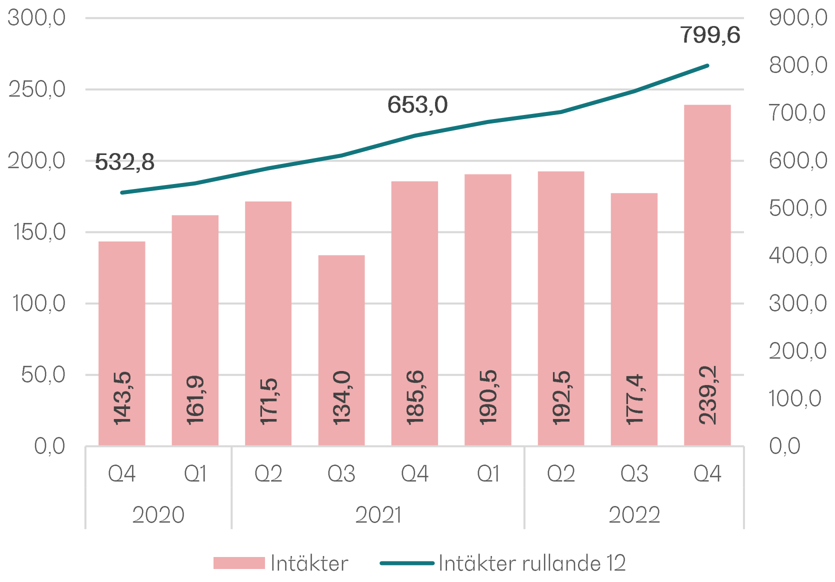
Notable Events Q4

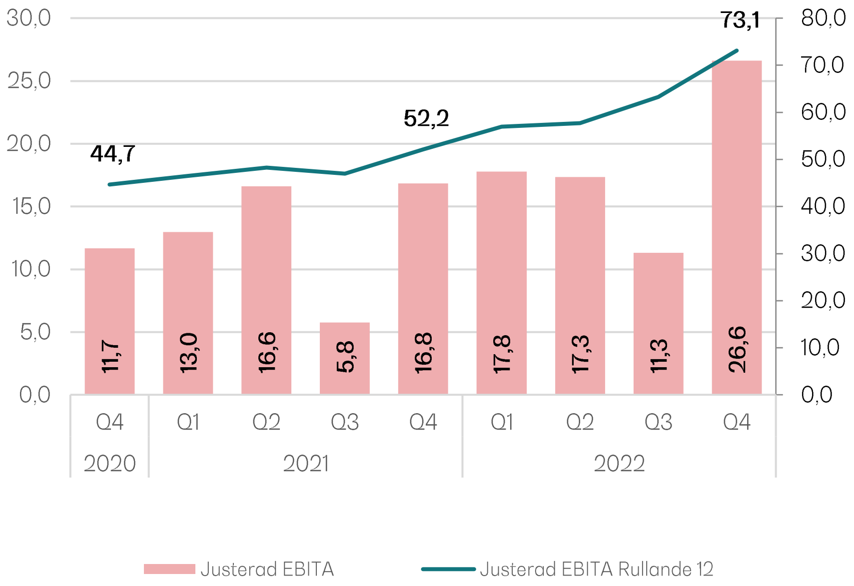
- **Frame agreement with Finansinspektionen** for System Development & Maintanance and Delivery Management, IT Architecture and Cyber Security. 4 year contract period (2+1+1). Annual order volume estimated at 20-30 MSEK
- **Strategic partnership agreement with BAE Systems Hägglunds**
- **CAG Group certified according to security standard ISO/IEC 27001**
- **Recurring revenue remains at 20 percent of turnover,** driven by strong growth in IT Services Operations

Steady Revenue and Profit Growth

Revenue per Quarter and R12



Adjusted EBITA per Quarter and R12



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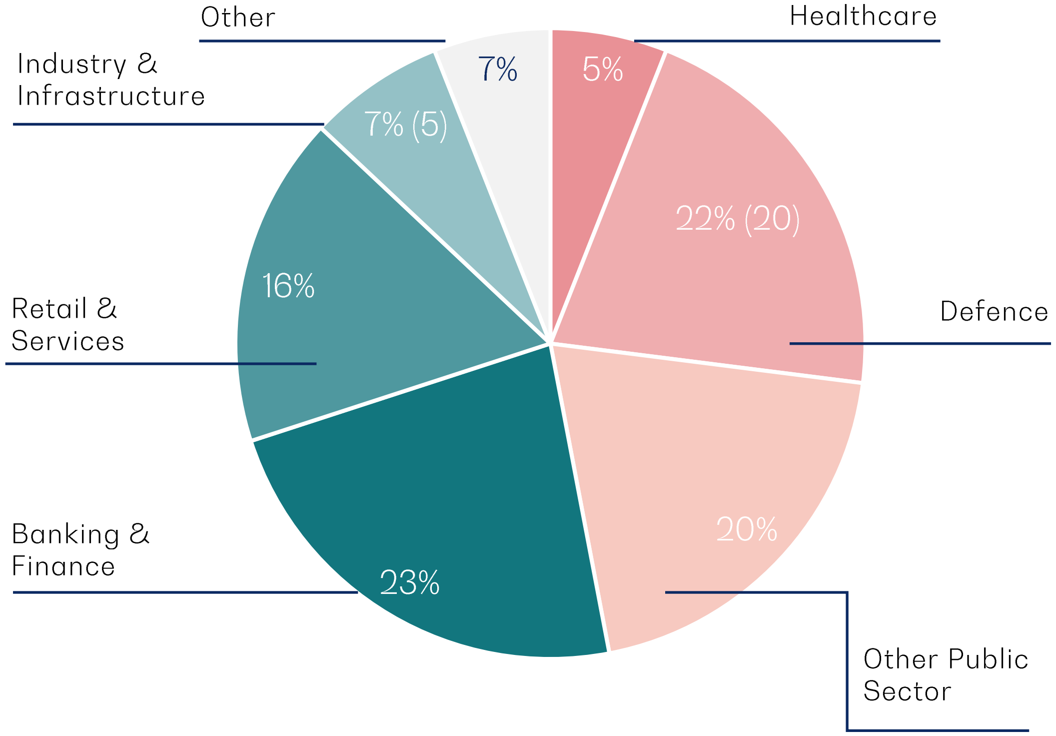
Revenue per Segment 2022



Approx 380 active customers, none accounting for > 15 percent of revenue

20 percent recurring revenue

Public sector **47%**

Private sector **53%**

percent of total revenue

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Note: numbers in parenthesis: change from Q3 2022

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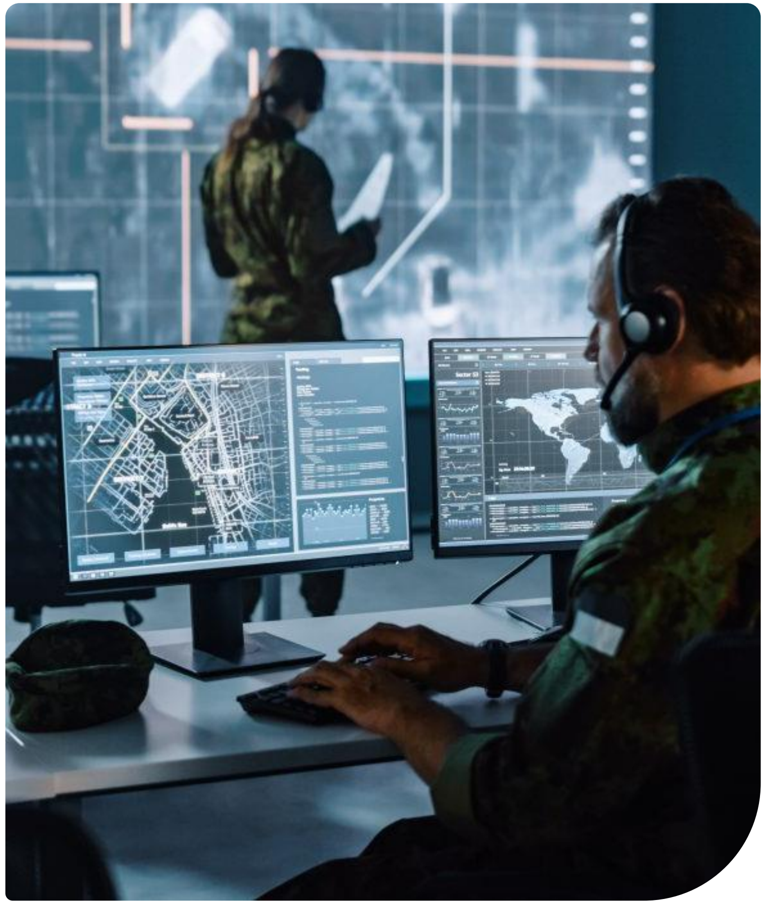
A Selection of Assignments in Q4



- Repeat customers in the quarter include;
  - BAE Systems Hägglunds, DeLaval
  - Länsförsäkringar, Handelsbanken, SEB
  - Försvarets Materielverk (FMV), Försvarsmakten
  - E-hälsomyndigheten, Skolverket, Skatteverket
- New customers in the quarter include:
  - Sussa-gruppen (co-operation between 9 Regional Healthcare Administrations)
  - Naturvårdsverket
  - Nordic Choice Hotels
- Areas of expertise include:
  - System Development, Agile Project Management, Test lead & test automation
  - Payments, AML / Financial Crime Prevention
  - BI/Analytics, Enterprise Performance Management
  - Cyber Security
  - Systems Engineering, Systems Lifecycle Management (SLCM)
  - Health Informatics

FINANCIAL TARGETS 2022 - 2025

CAG 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, CAGs adjusted EBITA margin shall increase to 10 percent of revenue

Financial Position Enables Further M&A Activity

Finansiell ställning (KSEK)	31 dec, 2022	31 dec, 2021
Likvida medel vid periodens slut	128 770	80 350
Utnyttjad checkräkningskredit	-	-
Långfristiga skulder, räntebärande	-59 167	-22 500
Långfristiga skulder, leasing	-8 829	-9 852
Kortfristiga skulder, räntebärande	-28 667	-11 938
Kortfristiga skulder, leasing	-15 947	-13 654
Nettokassa (+) / Nettoskuld (-)	16 161	22 406
Nettokassa (+) / Nettoskuld (-) exklusive leasing	40 937	45 912
Outnyttjad checkräkningskredit	7 500	7 500
Total checkräkningskredit	7 500	7 500
Eget kapital	271 980	234 190
Balansomslutning	585 265	452 512
Soliditet (%)	46,5%	51,8%

Net Debt/Equity: 0,06

Share mandate of 10% of outstanding shares, approx. 65 MSEK available until AGM May 4

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Path to Increased Profitability

1. Grow IT Service Operations business

2. Price increases

3. Ratio of billable and non-billable resources

4. Capacity utilization and cost control

Market Outlook

- Market demand remains stable despite developments in macro environment
  - Signs of increasing competition
  - Solid public finances
  - Opening for increased recruitment
- Cyber threats are not going away
- Recurring revenue 20 percent of turnover
- Continued focus on employee satisfaction and competence development

Invest in CAG

BALANCED SECTOR MIX

- High share of public sector
- >20% in Defence, now both public and industry
- Society-critical projects
- Stockholm geographical focal point

20% RECURRING REVENUE

- IT Service Operations
- Banking & Finance:
  - 3 year contracts
  - Blue-chip customers
  - Higher profitability

VALUE-CREATING TECHNOLOGY AREAS

- Cyber Security, AML, SLCM
- Macro trends support market demand
- Senior competence

M&A-DRIVEN

- 1-2 deals per year
- Strong balance sheet
- Decentralized structure attracts and eases integration

…IN ADDITION…

- Stable and increasing dividend payments
- Strong company culture
- Blue-chip institutional investors and high internal ownership
- Erik Penser Bank liquidity guarantor

Thank You! Questions?

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