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Improved result on weak market

Interim report January – June 2024

Today's presenters:

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Per Wallentin
CEO & President



Marie Björklund
CFO

Early signs of recovery

Q2 in brief:

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- * Improved adj. EBITA and margin in Q2 despite continued market challenges
- * Implemented cost reductions and organizational adaptations have had effect
- * Early signs of improvements in customer dialogues
- * Geographical differences, Sweden the most challenging market



Business area

Solutions

Nordic market leader in systems development

- * Intense work to reduce costs and optimize organisation has led to improved utilization, EBITA and margin in Q2
- * Early signs of market recovery, but uncertainty remains high
- * Positive development in Finland, stability remains in Norway with challenges primarily in Sweden

	April – June 2024	April – June 2023
Sales, SEK, million	933.2	936.3
EBITA, SEK, million	68.0	46.5
EBITA margin, %	7.3	5.0
Number of employees	1,812	1,961



Business area

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Experience

The largest digital agency in the Nordic region

- * Positive margin development in Norway, Denmark and Finland, Sweden remain the largest challenge
- * Profitability and utilisation still on an unsatisfactory level, improvement work remain in focus
- * Focus on developing client relations and offer to ensure the right competence mix when the market turns for the better

	April – June 2024	April – June 2023
Sales, SEK, million	320.3	366.4
EBITA, SEK, million	19.3	20.1
EBITA margin, %	6.0	5.5
Number of employees	846	975



Connectivity

Supporting a connected world

- * Highly competitive market where our strong position among industry clients is crucial
- * Good activity in some areas, e.g defence industry
- * Organisational work combined with proactive client dialogues remain the key
- * Utilisation rates still on a fairly good level

	April – June 2024	April – June 2023
Sales, SEK, million	206.7	236.2
EBITA, SEK, million	16.6	19.3
EBITA margin, %	8.0	8.2
Number of employees	710	764



Insight

Management consultants from strategy to implementation

- * Stable development in Sweden and Norway, while performance lag in Finland
- * We see need to strengthen the organisation with further competence in certain areas, e.g cybersecurity and defence
- * Demand for general management consulting continue to improve

	April – June 2024	April – June 2023
Sales, SEK, million	232.6	226.1
EBITA, SEK, million	15.1	19.0
EBITA margin, %	6.5	8.4
Number of employees	548	542

Q2 in figures

Financial quarter
April–June 2024



1,681.3

Net sales decreased
by 4.4% (1,758.8) million



94.2

Adjusted EBITA
increased compared to last
year (76.8 million)

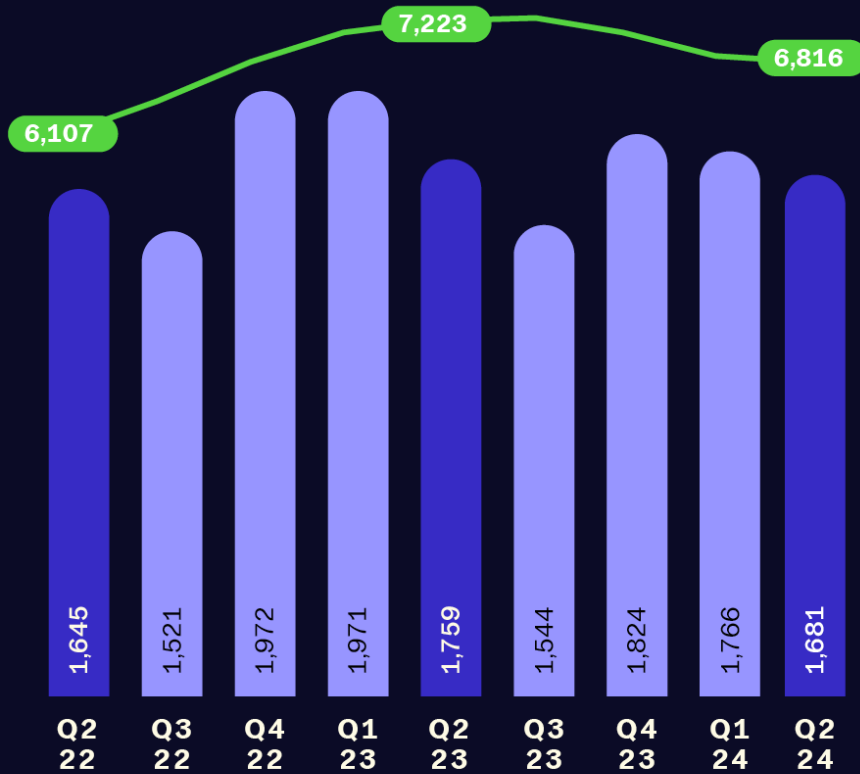


5.6%

The adjusted EBITA
margin increased to 5.6% (4.4)

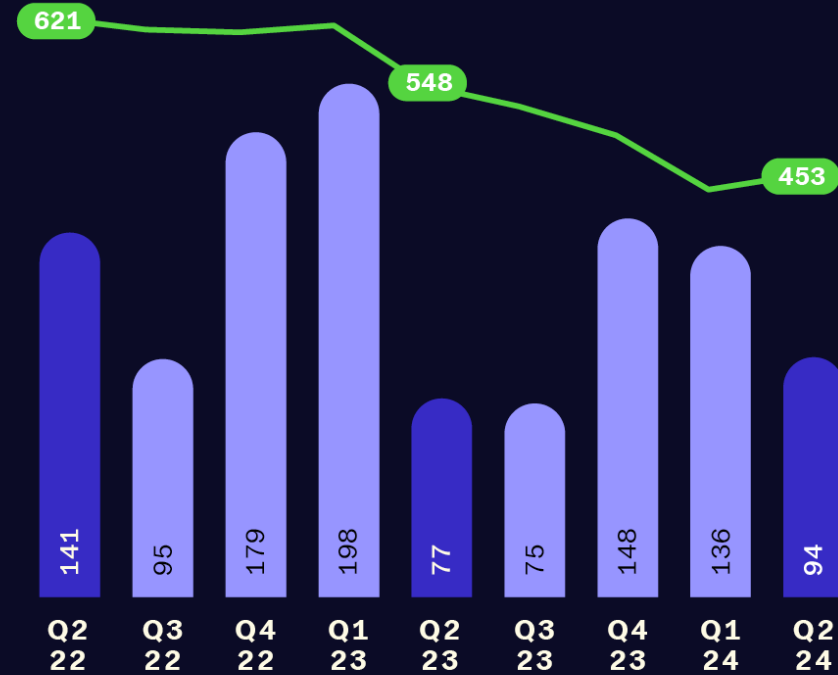
Revenues and EBITA

Adjusted development



Net sales, SEK, millions

- Net sales, quarterly data
- Rolling 12 months



Adjusted EBITA profit, SEK, millions

- Adjusted EBITA profit, SEK, millions
- Rolling 12 months

Net debt development

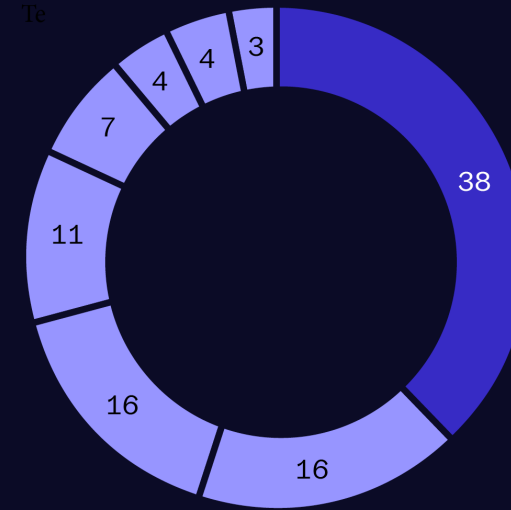
- Healthy balance sheet and solid financial position
- Net debt of 917 MSEK
- Within the frame of our financial target of maximum 2x EBITDA
- Leases of new premises impact other liabilities (IFRS)

SEK, MILLION	Q2 2024	Q1 2024	Q4 2023	Q3 2023	Q2 2023
Cash equivalents	139	193	128	102	365
Interest-bearing liabilities	500	500	500	600	700
Future considerations and additional considerations (acquisitions)	26	41	39	62	90
Other liabilities (IFRS)	530	529	556	571	592
TOTAL NET DEBT	-917	-877	-967	-1,131	-1,017
Net Debt / EBITDA	1.5	1.4	1.4	1.6	1.4

Strong and diversified important in unsecure market

- No safe haven in a softer market, but our solid and broad platform decrease market risk
- The growth in the retail segment is explained by high growth from a specific client in the quarter
- The industry segment remain a solid segment where we maintain a strong market position
- Clients remain focused on business critical projects that support transition to a digital world also in an economic downturn

Sales per client segment



April – June 2024

Public sector	38%	(39)
Retail and service companies	17%	(15)
Industry	16%	(15)
Banking, finance and insurance	11%	(11)
Telecommunications	7%	(8)
Media, education and gaming	4%	(4)
Energy	4%	(4)
Other	3%	(4)

In summary

- * Trend of stabilization continues into the second quarter
- * Early signs of increased client activity, but competition is high
- * Focus on sales and client relations
- * Further measures needed to optimize the organisation in some areas, while others are now on solid ground
- * Large geographical differences remain

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Tack/Takk/Kiitos

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