

Admicom Oyj

Building sustainable future together

Q3 2024 financial report – 9 October 2024

Petri Kairinen, CEO

Satu Helamo, CFO



admicom

Q3 2024 financial report:

Early signs of market improvement, ARR growth +4.2 and adjusted EBITDA 41 % of revenue

- Strategy execution during Q3 - *Petri Kairinen, CEO*
- Q3 financials - *Satu Helamo, CFO*
- Q&A

Purpose and Vision

Mission

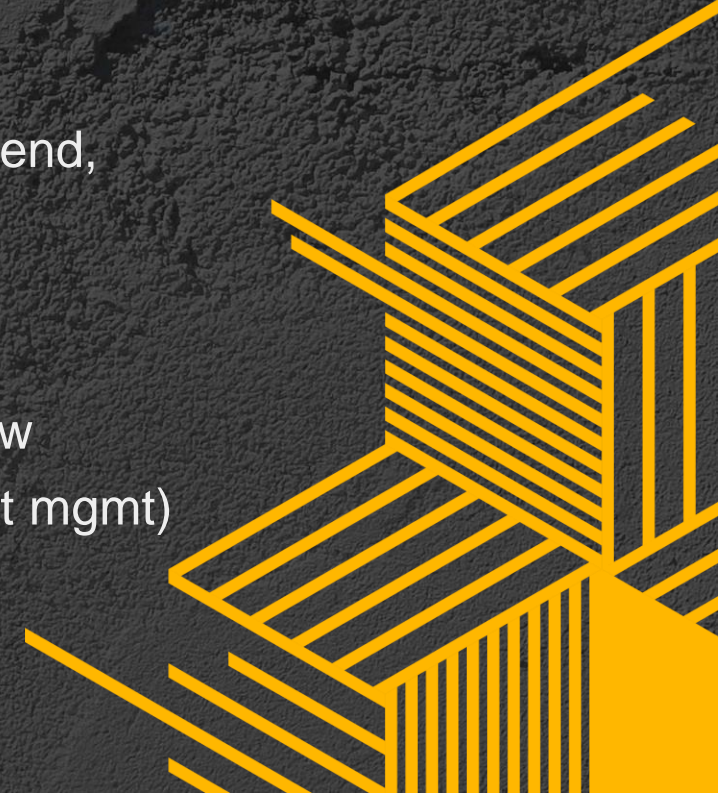
Building sustainable future together

Vision

First choice of partner in the European construction software ecosystem.



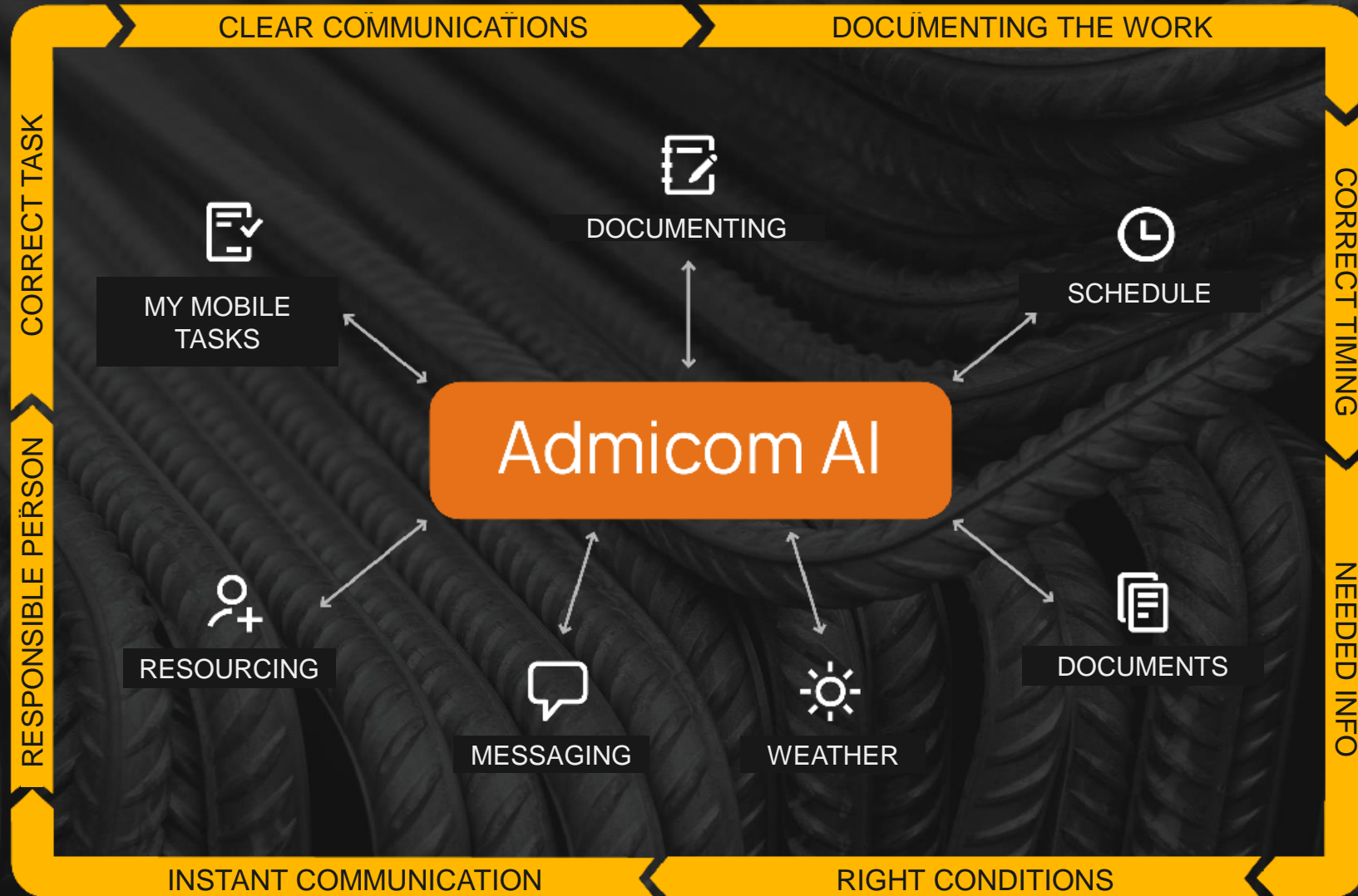
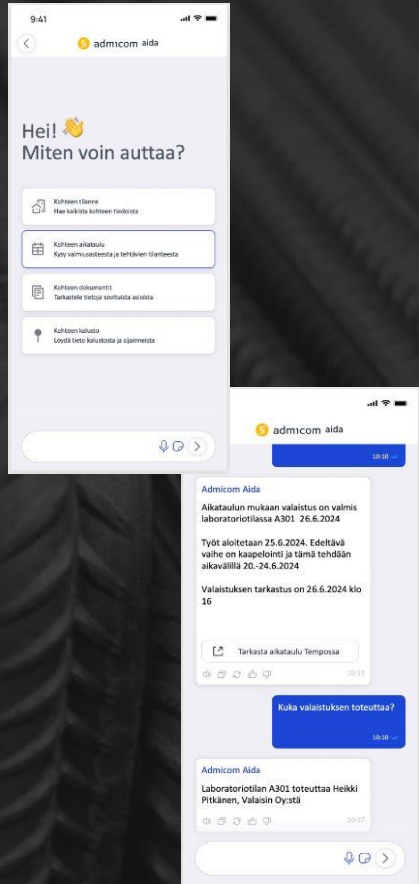
Highlights from Q3

- ARR growth 4.2 % y-to-y: Deal sizes still small, but lot of activity on the small end. Larger deals continue to be elusive
 - Amount of contract terminations excl. insolvencies continue a positive trend, albeit Q3 totaling higher than Q2 with high share of insolvencies
 - Net logo growth YTD +50 with over 150 logos lost due to insolvency
 - Suite packaging with pricing change for Ultima effective 1.10. – suite now includes starting package for Vision (documenting) and Trackinno (asset mgmt)
 - Admicom AI vision technically tested and unveiled at Finnbuild fair
- 

What is the day like at the site for foreman...

- Where can I park at the Kalasatama construction site?
- What tasks have been started and what has been completed?
- Who is doing the water insulation at the apartment 4?
- Did we have asbestos at the demolition site? .. There was some report on it.. Where can I find it?
- Popescu does the tiling at apartment 3. How does he get the work instruction as it is Finnish?
- After the round, I need to update completeness report and conclude work site diary...
- Electrician is ill. Who can replace her?





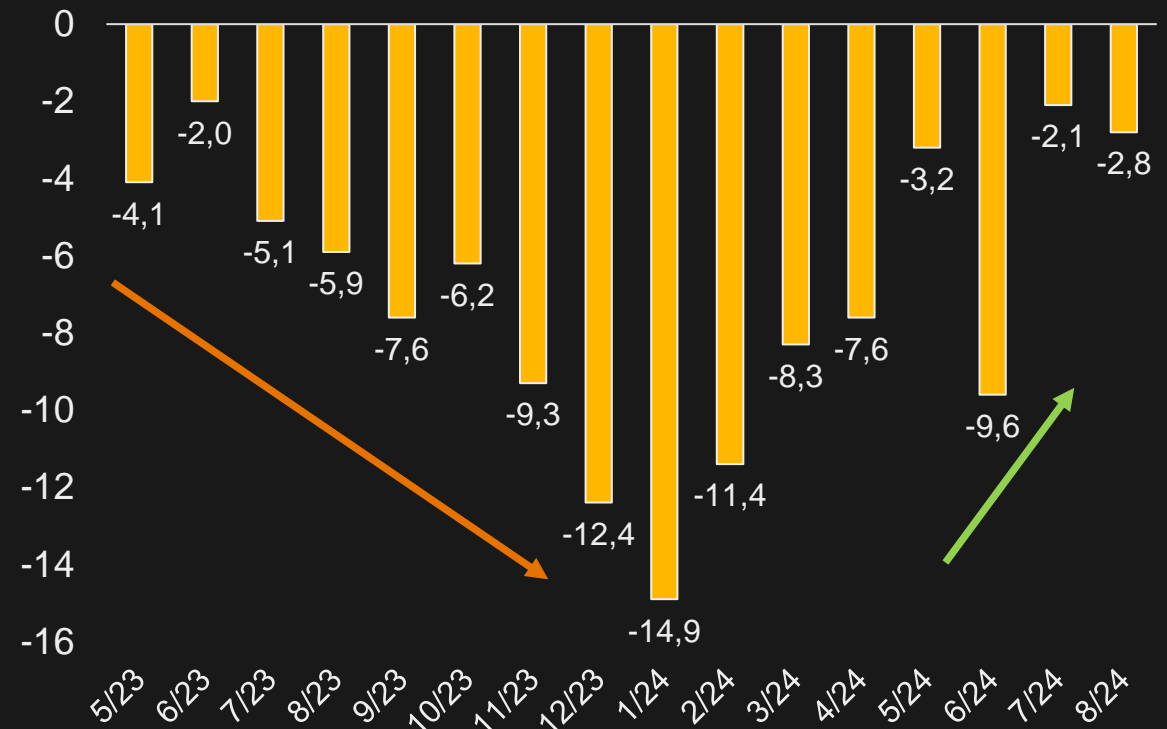
The construction volumes are decreasing – but the sentiment is starting to be more positive

- 2023 decrease in overall construction was 16 %
- 2024 decrease is estimated to be 7 %.
- Expected growth in volumes for 2025 is +4 %
- Residential building is still not picking up, and it will weigh down overall construction growth next year
- The mood and sentiment following the interest rates lowering is becoming more positive

Impacts for software sector

- Larger customers continue to be cautious
- Insolvencies still high, but overall in Admicom clientele lower than general
- Lots of new companies have started, creating demand in the smaller segment

Construction sector revenue trends *

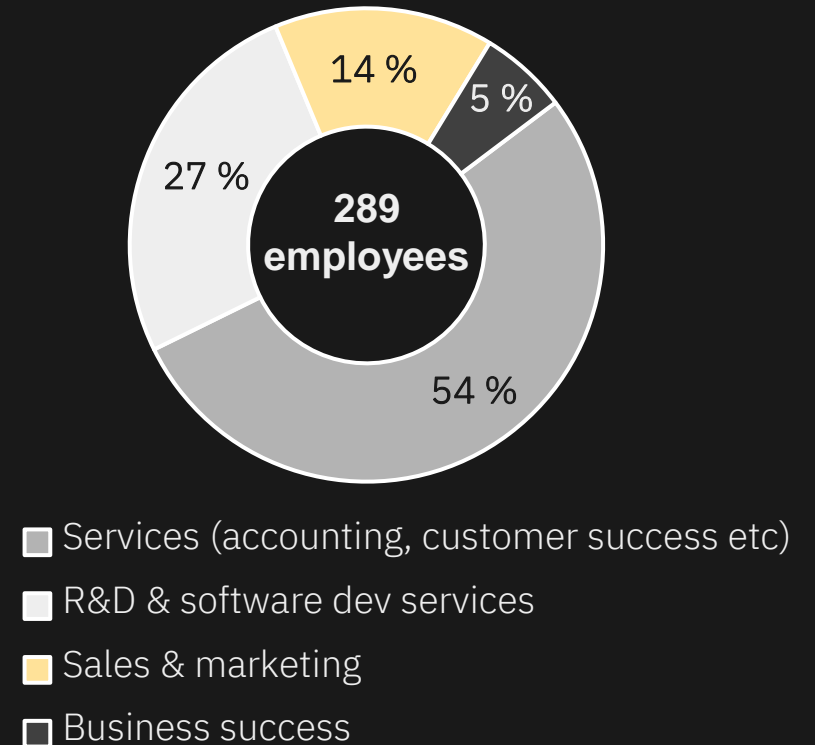


* Source: Statistics Finland

We Care, We Dare, We Grow

- Cultural work ongoing for defining and building Admicommunity growth culture
- Personnel investments during 2024 on accounting services, customer success and R&D
-> focus turning into sales & marketing
- FTE on the level equivalent to May 2024
- eNPS increase in Q3 to 20 (from 18), overall satisfaction 4.2 / 5

Employee split Q3 FY24



Setting up for Accelerated Growth during 2024

- ✓ Modern, customized dashboard and SSO for the Suite
- ✓ Joint go-to-market approach and increased cross-sell
- ✓ First AI&data implementations into products and increased internal automation
- Opening an international market via M&A
- ✓ M&A supporting product suite
- Looking towards market improving towards end of 2024 and building the growth base

Short Term Priorities

- Efficient sales
- Churn prevention
- Cost control

Agenda

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Key figures of Q3 2024

ARR growth

4.2%

(10.1%)

Recurring revenue
growth

3.1%

(8.1%)

Revenue growth

2.1%

(5.8%)

Adjusted EBITDA

41.4%

(44.2%)

Customer churn YTD 9m

4.4%

Recurring revenue of total
revenue

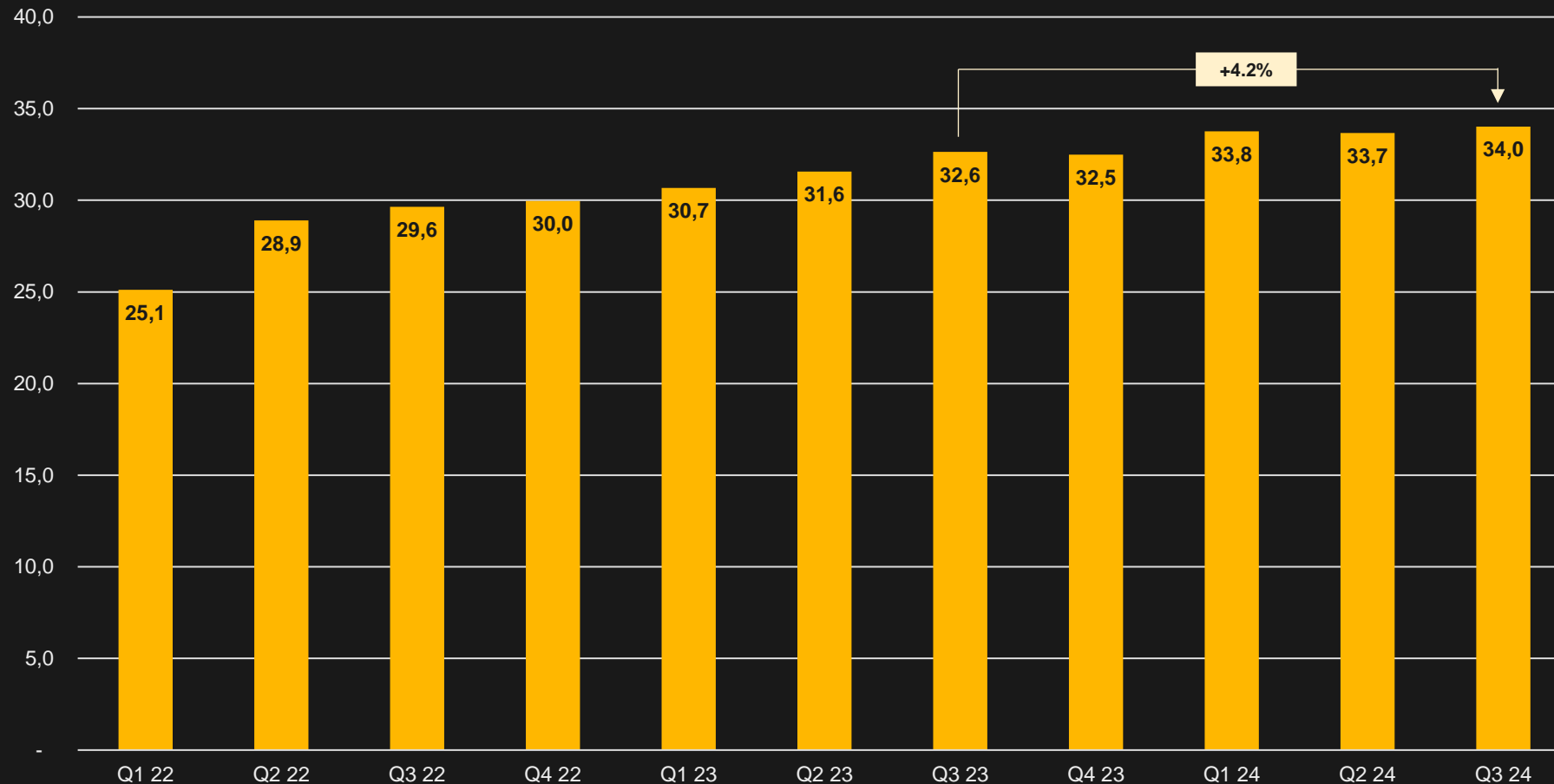
95%

(94%)

Key financials Q3

ADMICOM GROUP (1,000 EUR)	Q3 2024	Q3 2023	VAR y/y	Q2 2024	VAR q/q	1-9 2024	1-9 2023	VAR y/y
ARR	34,026	32,669	4.2%	33,676	1.0%	34,026	32,669	4.2%
Recurring revenue	8,246	8,002	3.1%	8,955	-7.9%	25,255	24,305	3.9%
% of revenue	95.0%	94.1%		94.5%		94.4%	93.0%	
Revenue	8,679	8,502	2.1%	9,479	-8.4%	26,764	26,127	2.4%
Adjusted EBITDA	3,594	3,762	-4.5%	3,640	-1.3%	9,891	10,357	-4.5%
% of revenue	41.4%	44.2%		38.4%		37.0%	39.6%	
Adjustments to EBITDA/EBIT						81		
EBITDA	3,594	3,762	-4.5%	3,640	-1.3%	9,810	10,357	-5.3%
% of revenue	41.4%	44.2%		38.4%		36.7%	39.6%	
Adjusted EBIT	2,642	3,004	-12.1%	2,688	-1.7%	7,044	8,103	-13.1%
% of revenue	30.4%	35.3%		28.4%		26.3%	31.0%	
EBIT	2,642	3,004	-12.1%	2,688	-1.7%	6,963	8,103	-14.1%
% of revenue	30.4%	35.3%		28.4%		26.0%	31.0%	
Profit for the period	1,912	2,194	-12.9%	1,918	-0.3%	4,901	5,862	-16.4%
% of revenue	22.0%	25.8%		20.2%		18.3%	22.4%	
Earnings per share, EPS	0.38	0.44	-12.9%	0.38	-0.3%	0.98	1.18	-16.4%
Number of employees, end of the period	289	263	9.9%	288	0.3%	289	263	9.9%

ARR trend 2022-Q3'2024

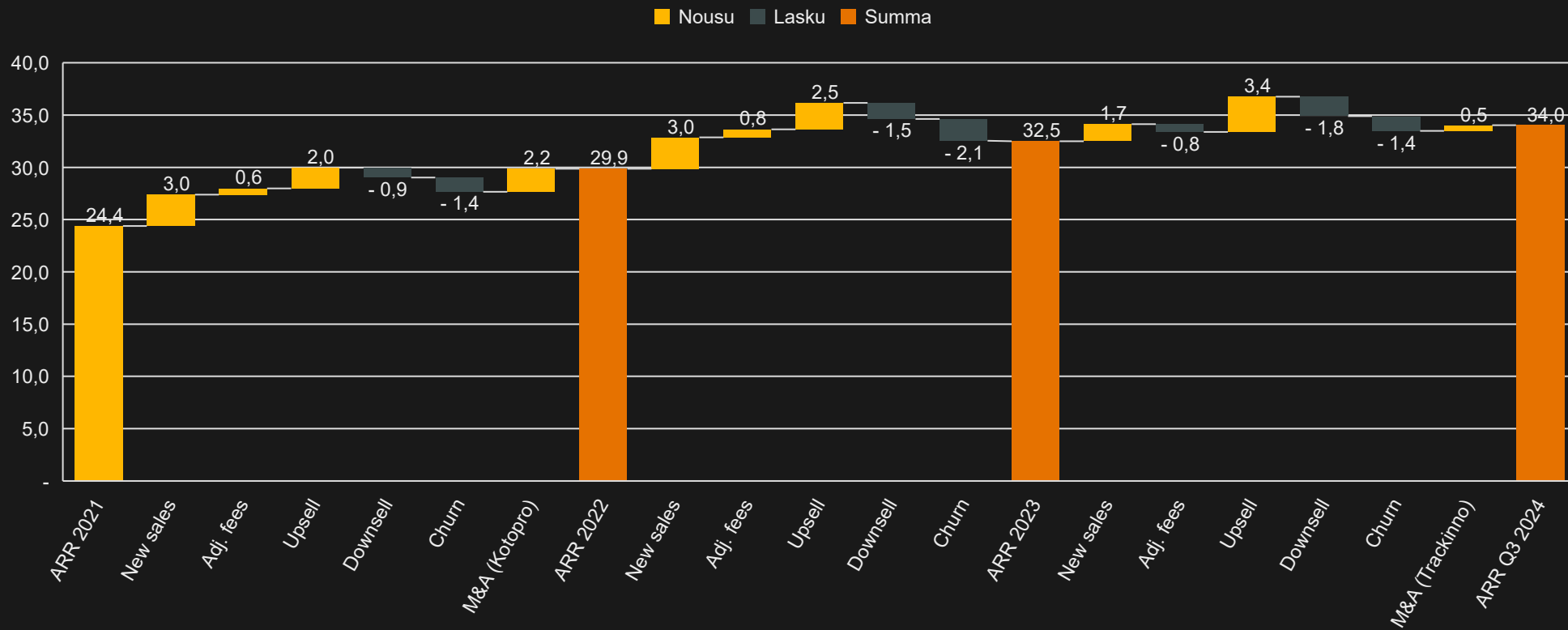


Q3 q/q growth +1.0%. Negative impact from annual adjustment fees continues to affect ARR growth.

ARR growth y/y excluding negative impact from adjustment fees +6.5%

Trackinno impact in y/y growth: +1.7%-points (+0.5 MEUR)

ARR bridge 2021-Q32024



Outlook 2024 - unchanged



Growth drivers

- + Renewed sales organization fully operational as of January 2024 with higher focus on cross sales
- + Trackinno acquisition (+1.5 %-points)
- + Price increases
- Economic situation expected to impact new sales and churn
- Annual adjustment fees expected to reduce from 2.3m to 1.5m
- Services revenue further declining due to allocation of R&D resources to internal R&D (-1 %-points)



Profitability drivers

- + Tight cost control, gas&brake approach to investments
- Economic uncertainty limiting topline growth
- Strategic investments made in 2023 with full year cost impact
- R&D resources continued transfer from external to internal work

ARR growth

5-10%

(2023 ARR: 32.5m)

Total revenue grows from 2023

Adjusted EBITDA*

32-37%

(2023: 37.3%)

* Adjustments are material items outside the normal course of business related to e.g. acquisitions or other one-off transactions.

Admicom - *profitably growing vertical SaaS platform for building ecosystem*

1. Strong foundation to build on
2. Huge long-term potential in ConTech
3. Comprehensive cloud SaaS -suite
4. Prepared for accelerated growth

Vision

First choice of partner in the European construction software ecosystem.

Ambition

100
MEUR ARR
by 2030



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Thank you! Questions please!

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