

Q2 2024 Presentation

23 August 2024

Today's presenters



Sverre Flatby

Chief Executive Officer

18 years with Omda

9.7% equity stake in Omda¹⁾



Einar Bonnevie

Chief Financial Officer

15 years with Omda

9.7% equity stake in Omda¹⁾

A photograph of the Aurora Borealis (Northern Lights) in shades of green and blue, dancing over a dark, snow-covered mountain range under a starry night sky.

Vision:

Smarter ways to a safe and healthy world

Mission:

Providing proven, focused software for health and emergency professionals to know more and work smarter.

Software niches - business areas



Emergency

Managing every aspect of the emergency response value chain



Woman & Child

Safeguarding pregnancy, childbirth and infancy



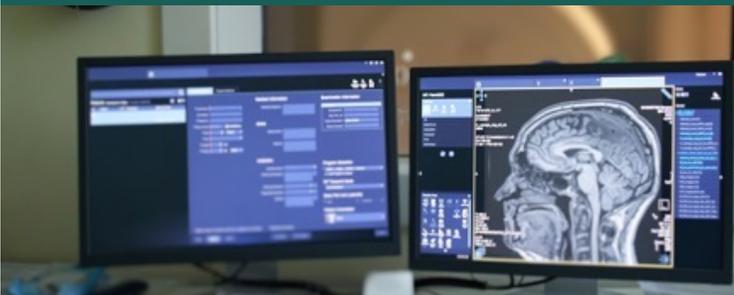
Medication Management

Decision support, safe and effective oncology treatments



Connected Imaging

Leading imaging solutions and secure information sharing



LIMS

End-to-end blood, cell, and tissue management



Health Analytics

Improving the quality of medical data from collection to analysis



Long-term recurring revenue with minimal churn...

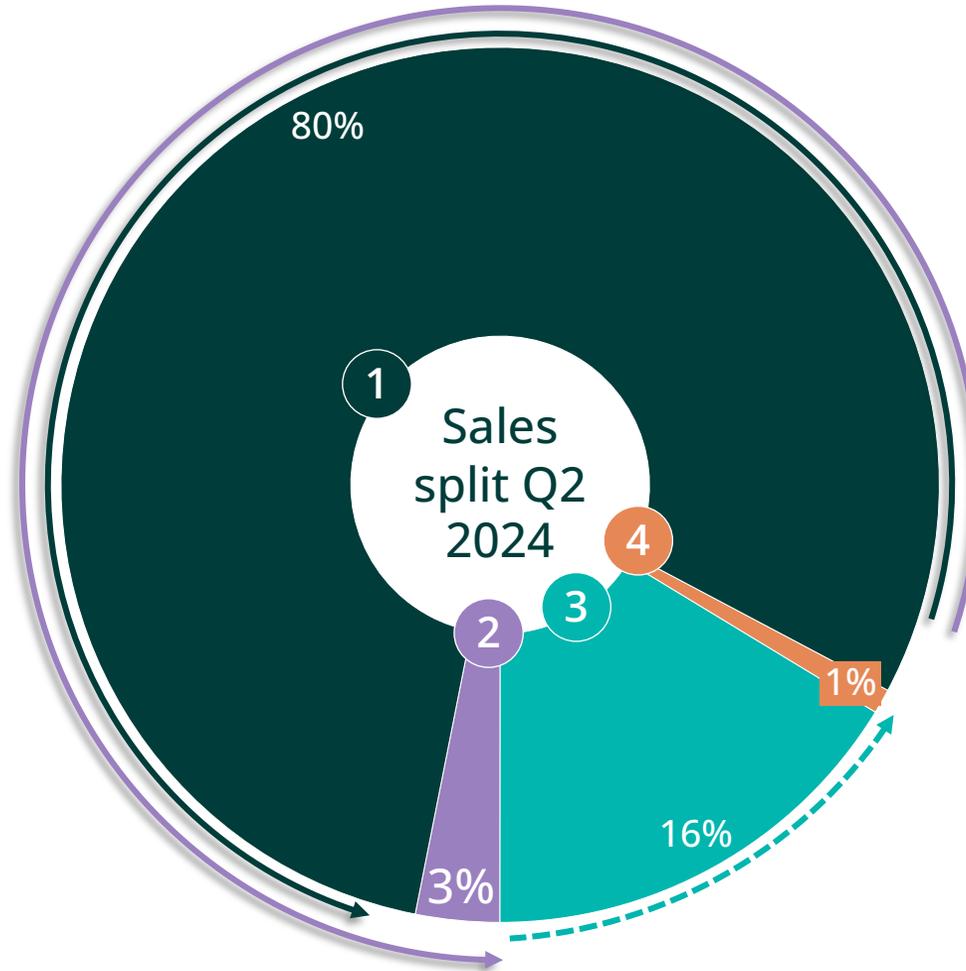


1 Recurring Revenue

2 License Sales

4 Other income

3 Professional Services



Recurring revenue

Software revenue

Semi-recurring revenue



...from solid public healthcare customers



>20 years

Oslo universitetssykehus
KAROLINSKA UNIVERSITETSSJUKHUSET
HELSE MIDT-NORGE

Solid counterparties

+90% of revenue from public healthcare accounts

High diversification

+600 contracts across 27 countries

>10 years

OYS OULU UNIVERSITY HOSPITAL
REGION SJÆLLAND
112 TELEFON D'EMERGENCIAS COMUNITAT VALENCIANA
HELSE SØR-ØST

High stickiness

Predictable revenues for years, sometimes decades

< 2% churn¹⁾

Mission-critical systems favours contract continuity

Performance Q2-2024 compared to Q2-2023



104 MNOK

Q2'24

vs 104 MNOK Q2'23

5,4%

Organic growth

Q2'24 vs Q2'23

83%

License sales & recurring revenue

10%

EBITDA margin Q2'24

vs 10% Q2'23

7,4%

COGS Q2'24

vs 8,7% Q2'23

66,5%

Salary cost Q2'24

vs 64,5% Q2'23

(% of total income)

295

FTEs Q2'24

vs 291
Q2'23

16,1%

Other cost Q2'24

vs 16,5% Q2'23

(% of total income)

Ongoing activities related to margin improvement



Sub performing BA's

- Review
- Corrective measures

Professional Services

- Degree of invoicing
- Price increases

Inshoring

- Nordic inshoring
- Remote development phase out

Divestment

- Divesting operations in the Philippines
- Reduce # of developers

AI Tools

- Increase productivity
- Migration and add-on modules

Q2-2024 - Overall income & cost reflections



KNOK	Q2-24
License sales	3 214
Recurring Software Revenue	82 998
Professional Services	16 997
Other operating income	-
Hardware	957
Total Sales	104 167
Government grants R&D (Skattefunn)	327
Total Income	104 493
Cost of Goods and Services	7 696
Salary and personnel	69 527
Other cost	16 834
Sum Cost	94 057
EBITDA	10 436

● **Ok**

● **Ok**

● **Weak**



Sub performing BA's

- Review
- Corrective measures

Professional Services

- Degree of invoicing
- Price increases

● **Ok**

● **High**

● **Ok**



Inshoring

- Nordic inshoring
- Reduce remote development

Divestment

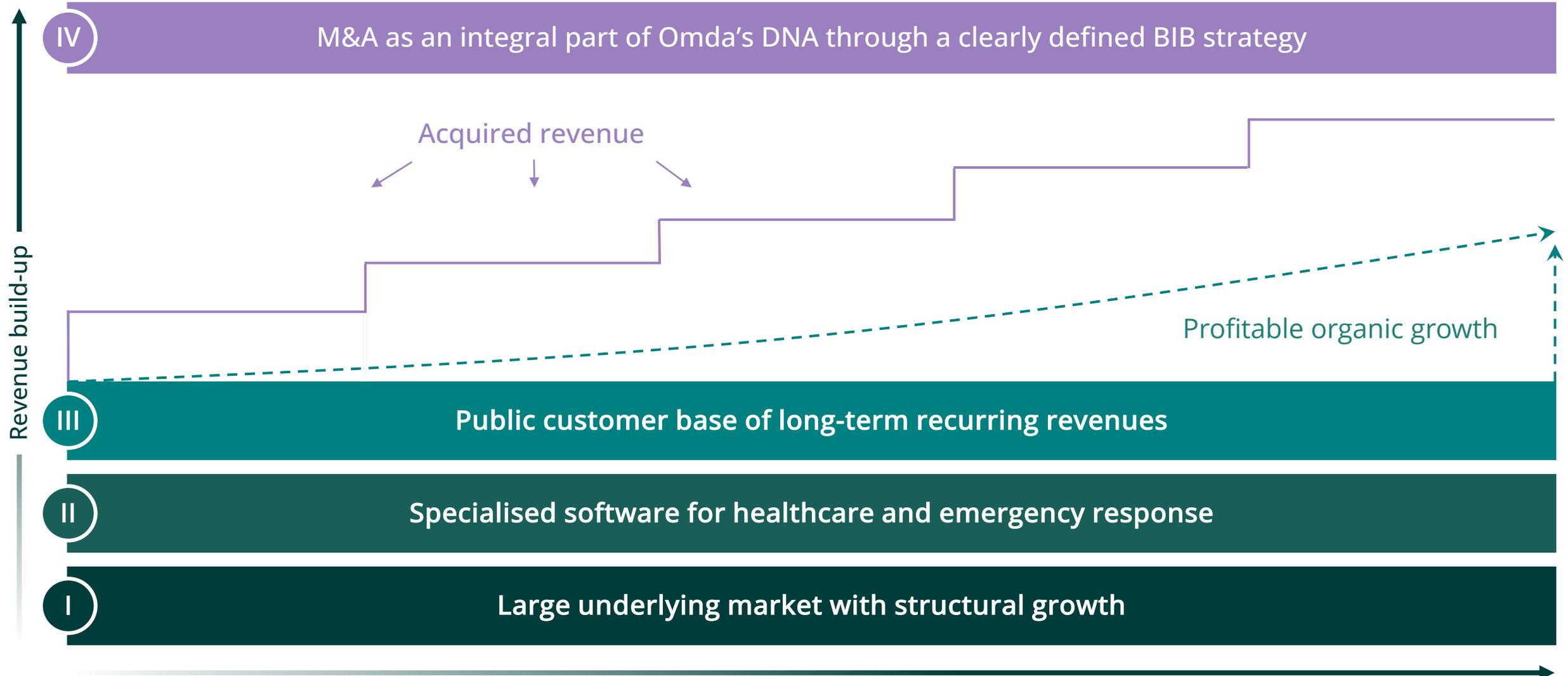
- Divesting the Filipino development business
- Reduce PersEx

AI Tools

- Increase productivity
- Migration and addon modules



Omda's key building blocks and value creation model



Omda's history and direction



Start-up

Norwegian start-up in hospital

Export

Export to Sweden & small acquisitions

#1

The #1 in niche software in the Nordics

Profitability

Decentralisation and margin improvement

Europe

Focus on strong growth in Europe

Worldwide

Leader in specialised niches

1999 - 2009

2010 - 2014

2015 - 2021

2022 - 2023

2025

2030

15 companies acquired & integrated

SmartWare



Natus

AMIS AS



MEDIWARE

Mawell

Databyrån



FERTSOFT

carmenta



carmona

Business plan priorities

Organic growth

Profitability

Cash discipline

Acquisitions

Financials

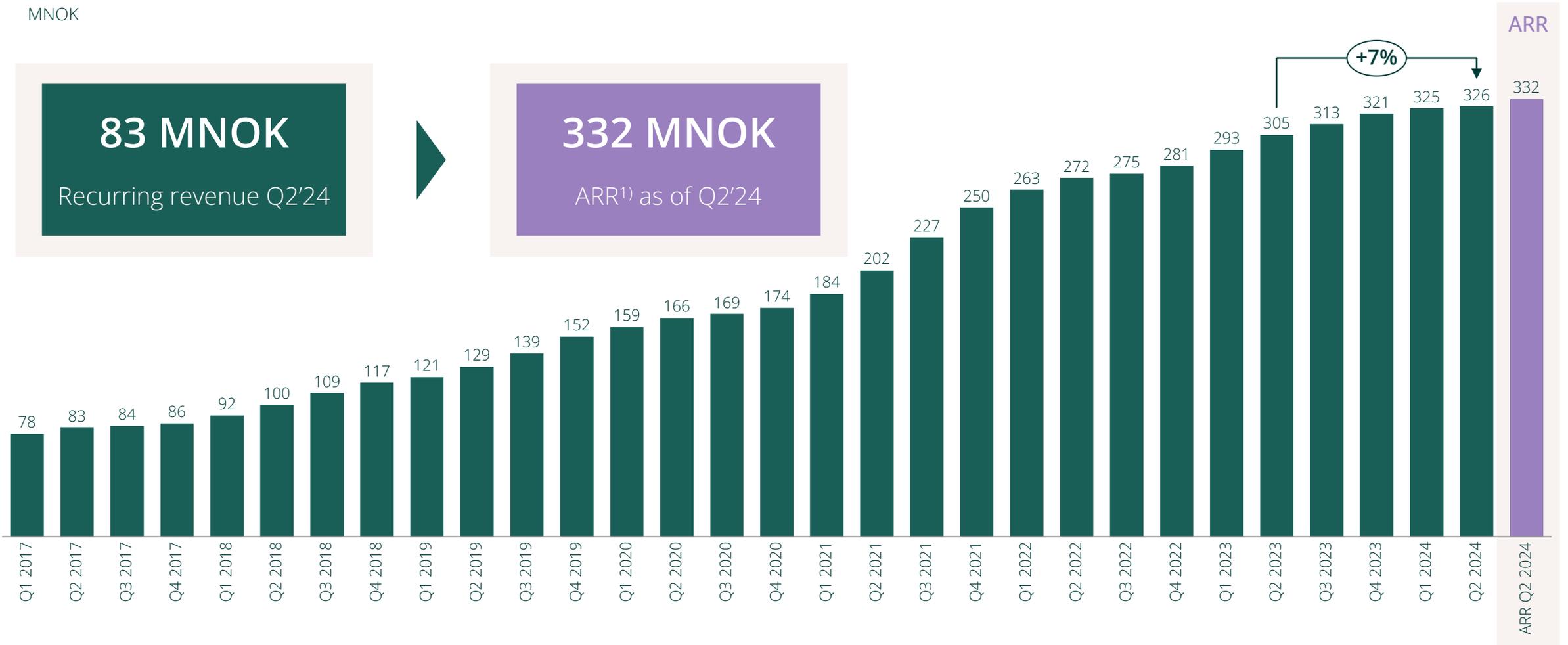


Steadily increasing recurring revenues



Quarterly development recurring revenues last four quarters

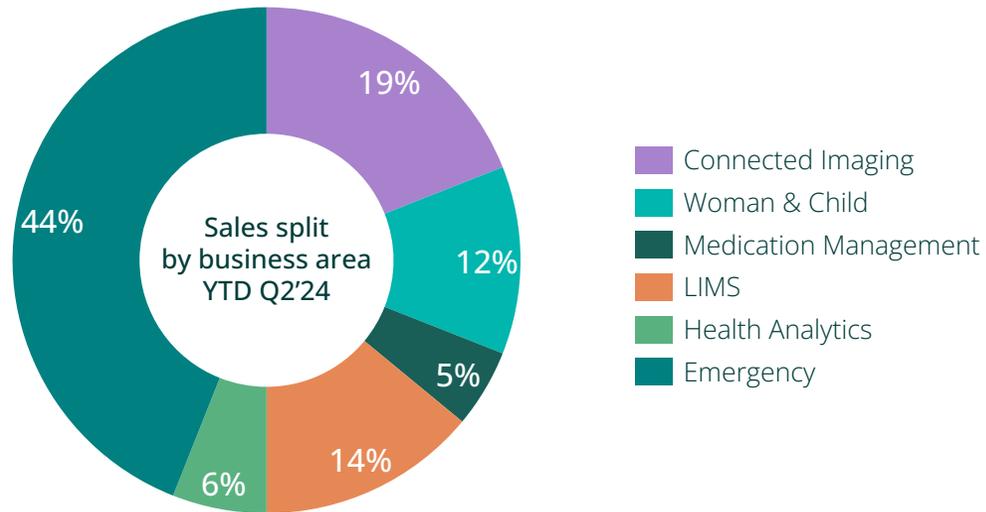
MNOK



Attractive revenue diversification

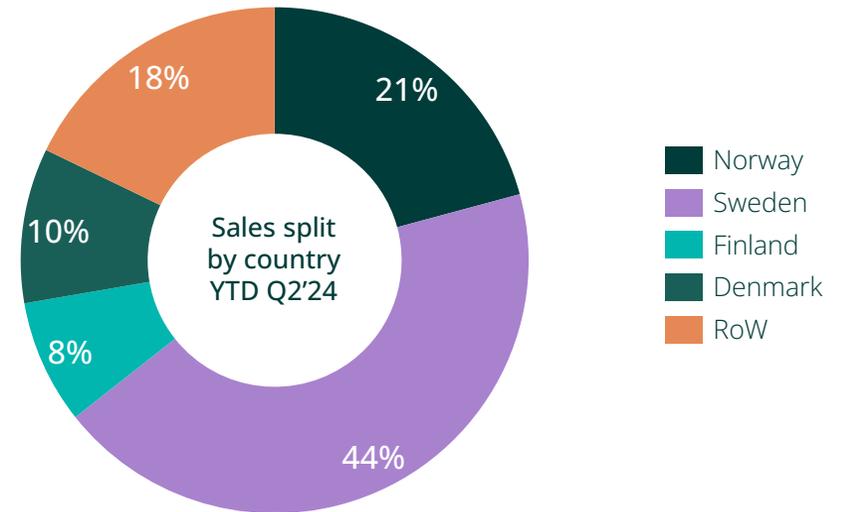


Diversified across 6 business areas



Mission critical offering through several niches diversified into different end-users and fields-of-use, with substantial contribution from high-growth Emergency

Geographical spread



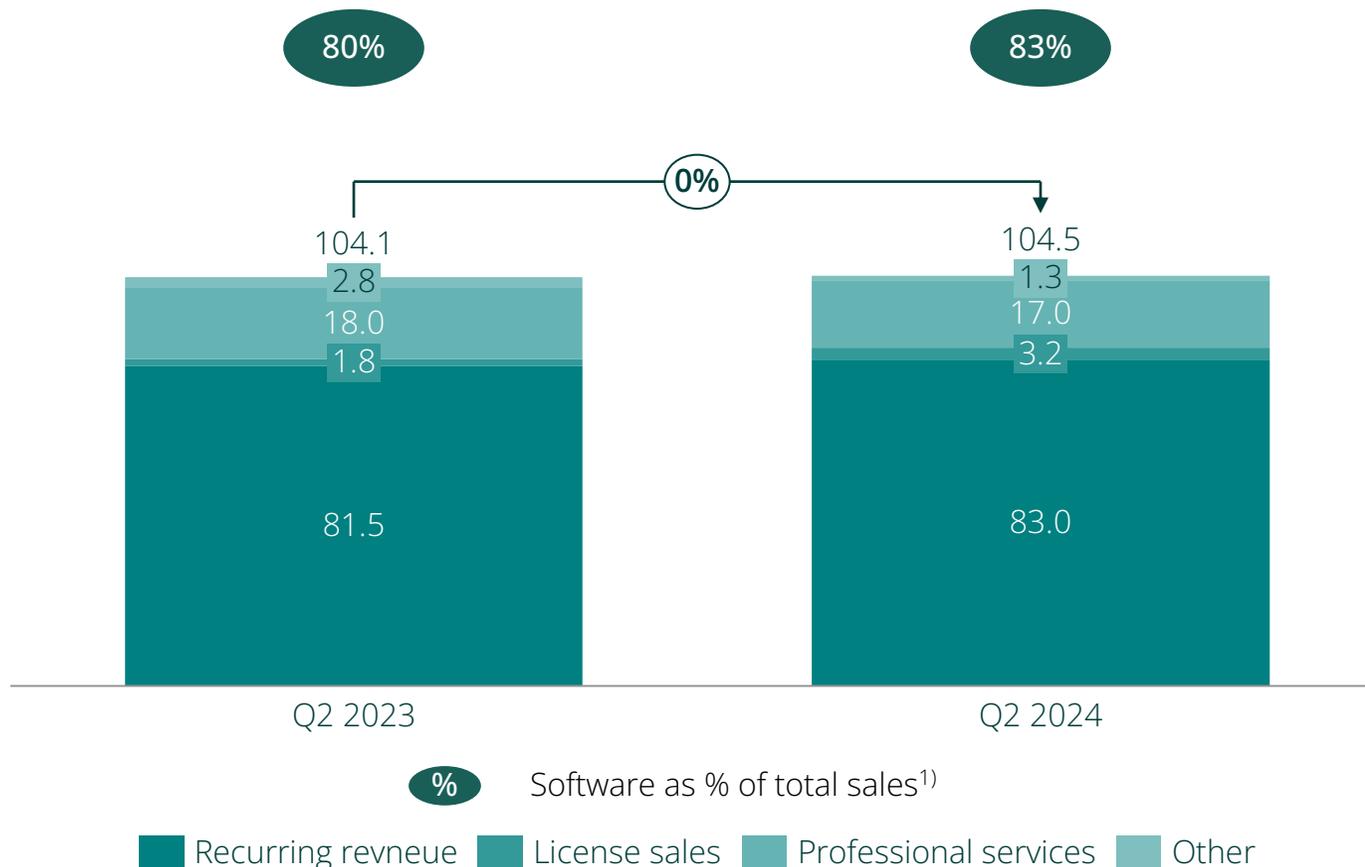
Diversified across 27 countries, with a growing share outside of the Nordics

Favourable revenue mix



Total revenue development Q2'23 vs Q2'24

MNOK



Commentary

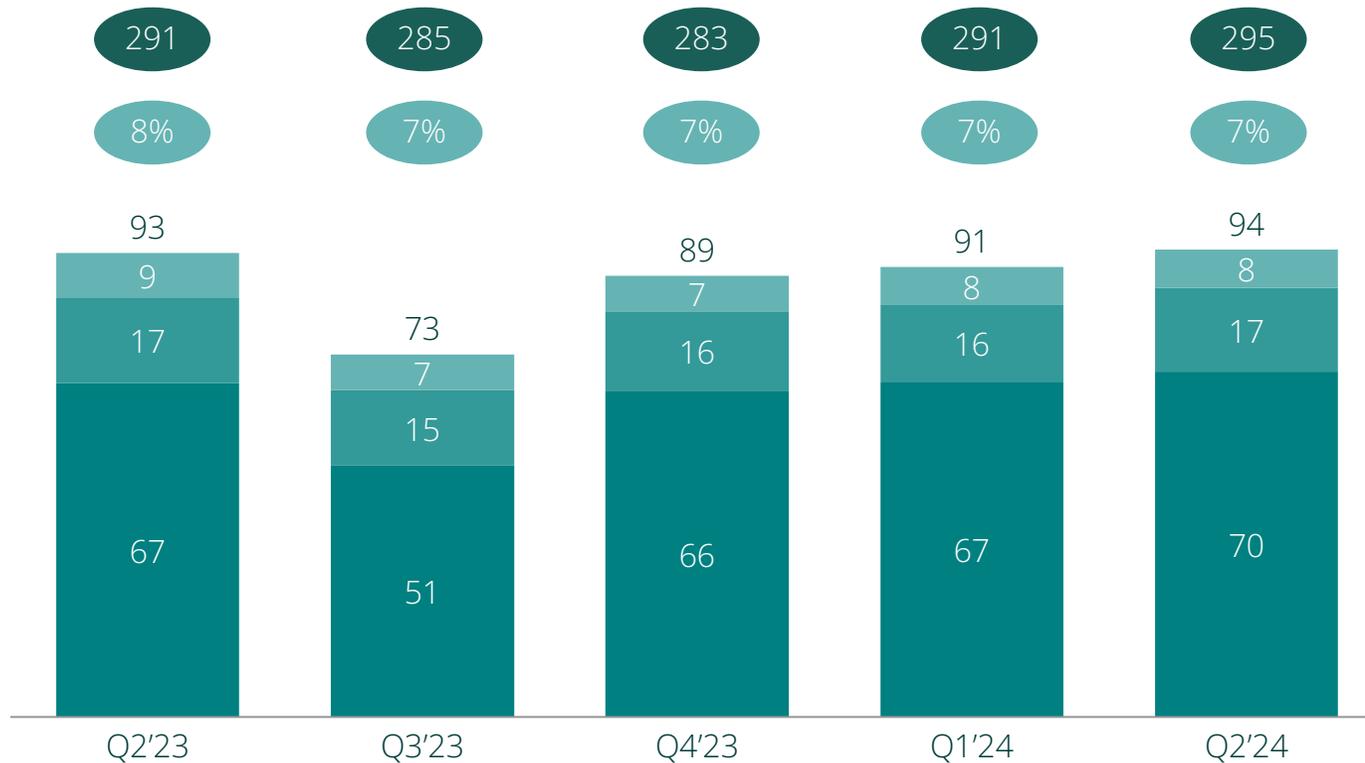
- Favourable revenue mix with the majority consisting of attractive high margin recurring software revenue
- License sales and recurring revenue 83% of total sales in Q2'24
- Professional services lower than expected. As already communicated, initiatives in place to increase

Stable cost base Q/Q



Cost base development quarter over quarter

MNOK



of employees, period-end % COGS % total revenue

■ Salary and personnel ■ Other cost ■ COGS

Commentary

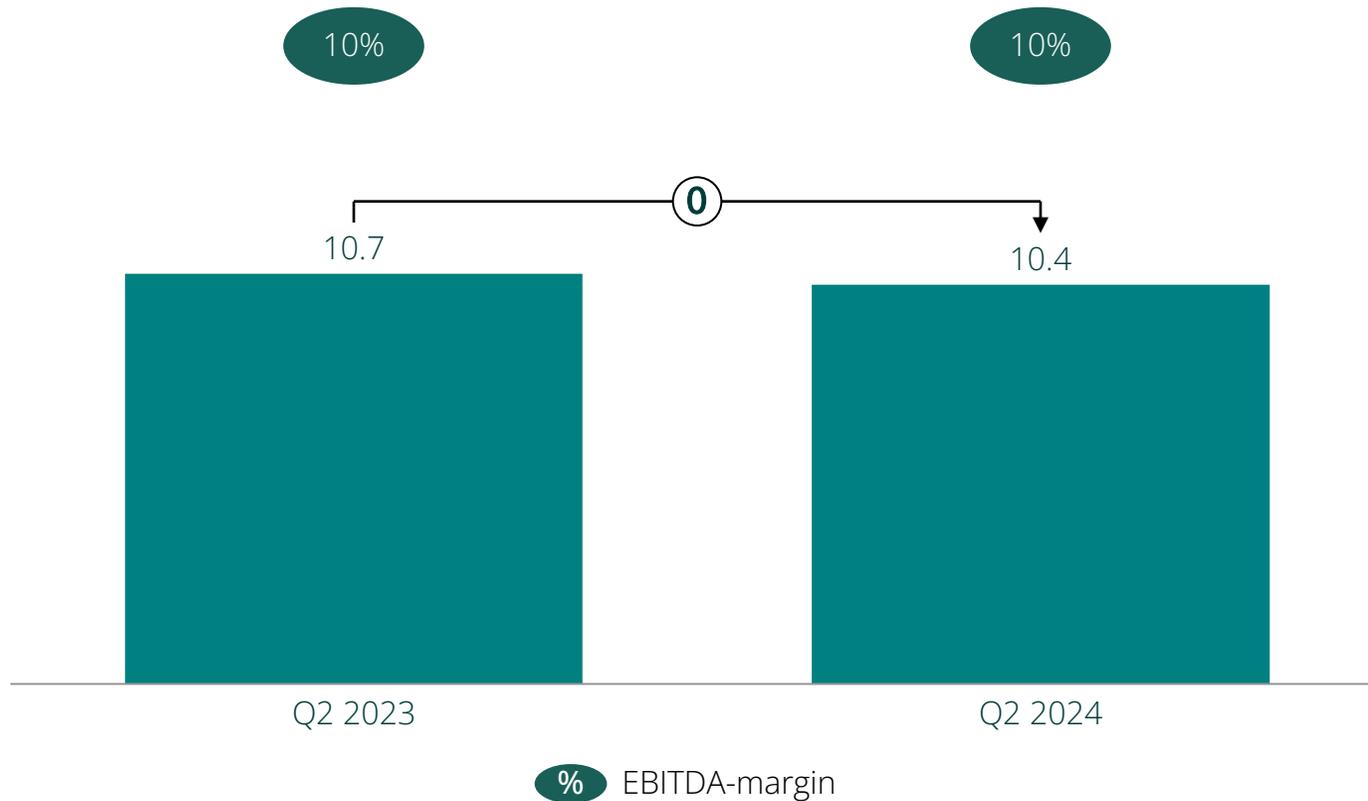
- Almost unchanged total cost compared to Q2-23:
 - NOK 1m in COGS improvements
 - Slight increase in salary and personnel explained by lower Capex and accruals for severance pay
 - Other cost slightly lower
- Continued focus on gross margin by further reducing COGS, targeting 5% of total sales.
- The resource pool has a higher income potential on professional services

EBITDA in-line with same quarter last year



EBITDA development Q2'23 vs Q2'24

MNOK



Commentary

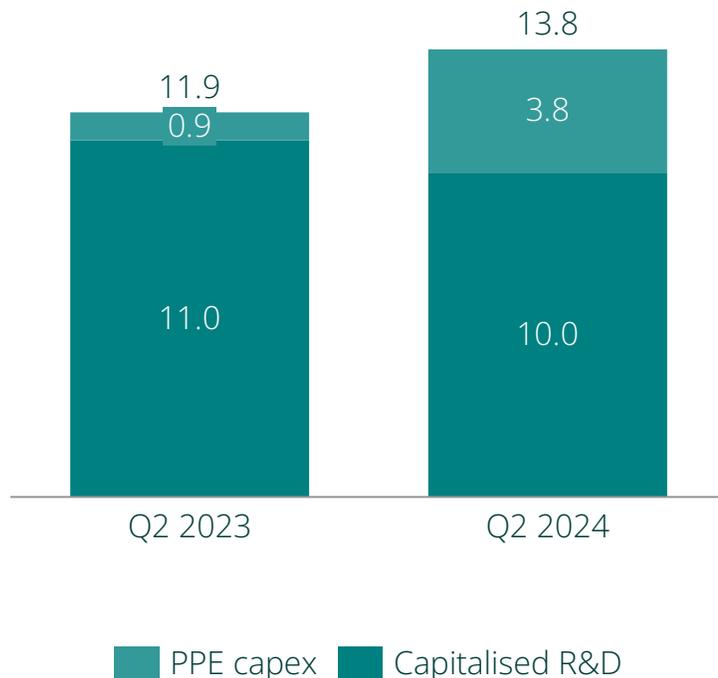
- Unchanged from Q2 last year
- Improved YTD
- Cash-EBITDA improved due to lower Capex than Q2-23
- Still below our target

Capex consists of mainly R&D



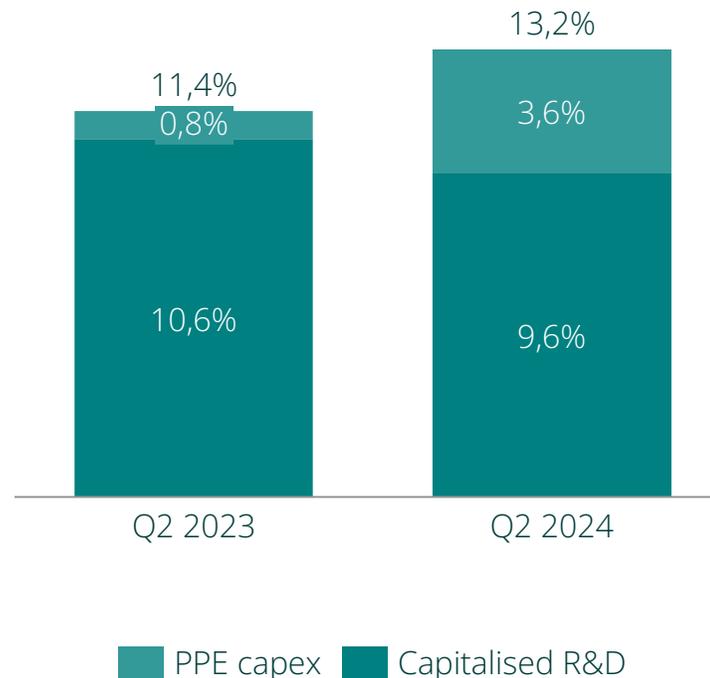
Capex

MNOK



Capex in %

% of total revenue



Commentary

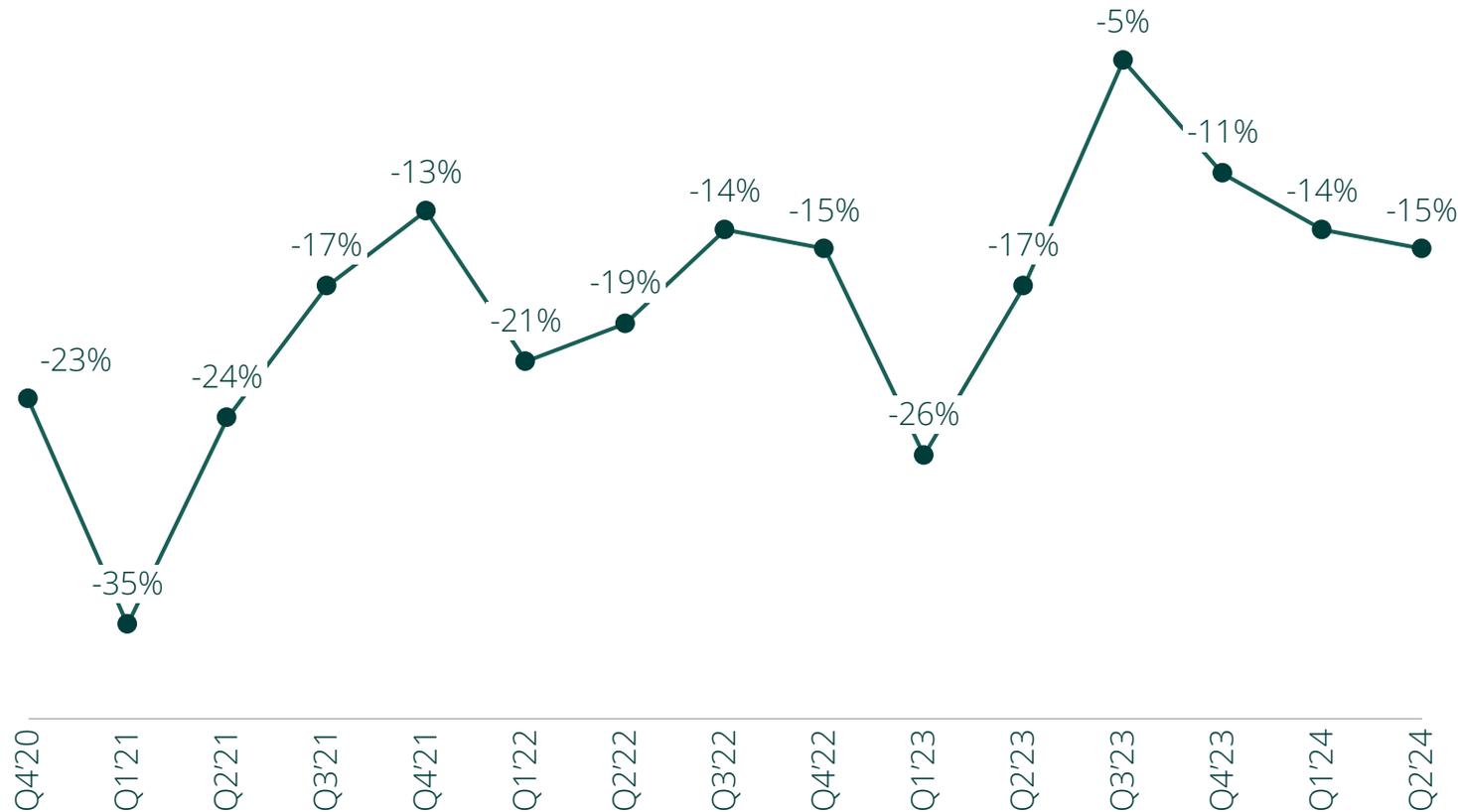
- Investments in software that is expected to provide lasting recurring revenue is defined as capitalised R&D
- Business cases are prepared for each investment with different go/no-go milestones to make well-founded decisions that meet required return rates
- PPE capex consists of computer equipment (servers, computers etc.) or fixture/fittings, and is consistently around ~1% of sales
- PP&E capex higher this quarter due to renewal of server park

Attractive NWC from pre-payments



NWC

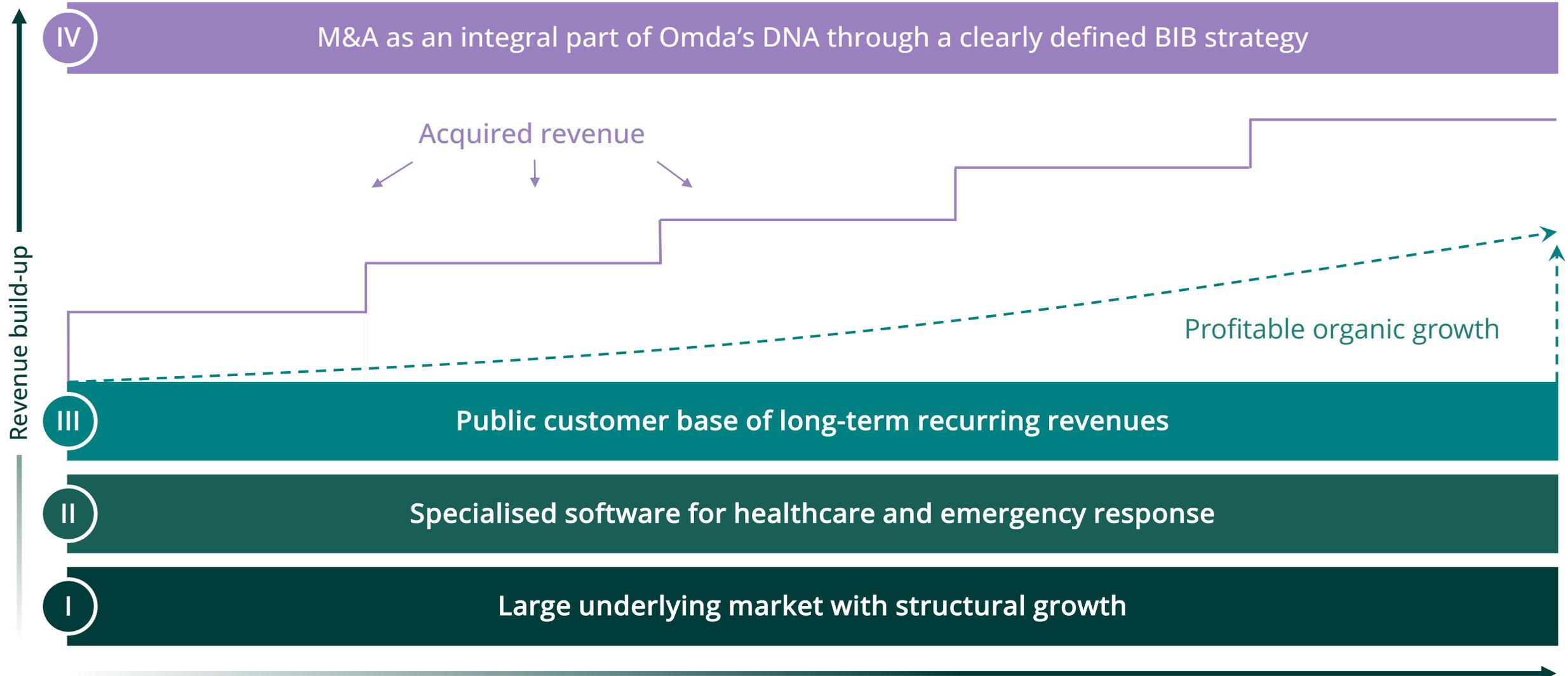
% of sales



Commentary

- Attractive NWC dynamics through upfront invoicing of customers, of which >50% are annual fees
- Rest of the recurring revenue are prepaid semi-annual or quarterly, while only a small portion occur monthly
- Omda has a communicated NWC target of -10% or better as % of sales
- Q2 NWC positively influenced by initiatives launched in the quarter
- When acquiring companies, it takes some time before Omda's NWC policies are applied in the acquired companies
- Hence, NWC development will vary, but over time contribute positively on cash flow post integration

Omda's key building blocks and value creation model



Concluding remarks- our priorities



- Maintain organic growth
- Continue to improve margin
- Cash discipline- NWC and cash conversion
- M&A – increased activity

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First Name

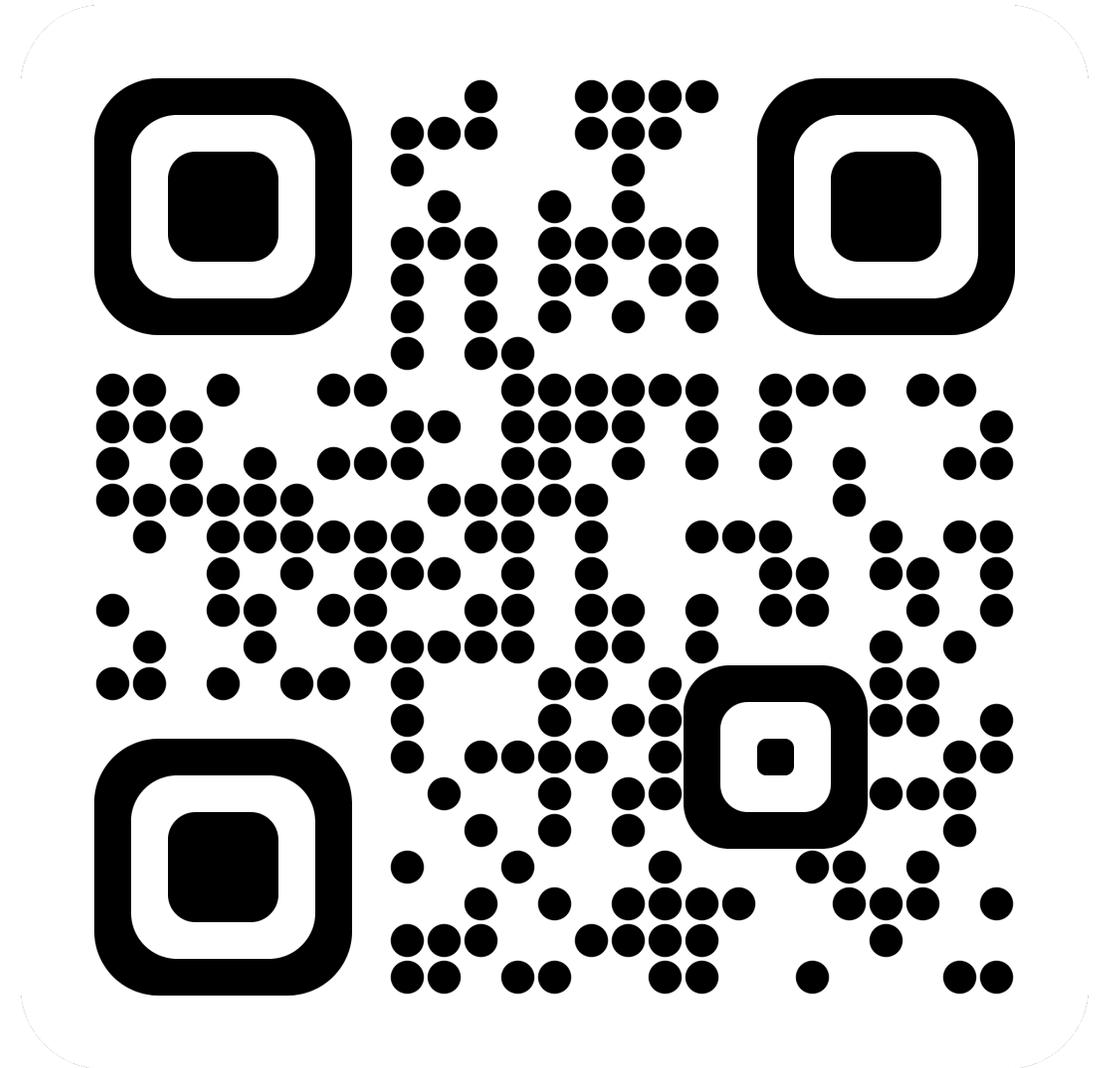
Last Name

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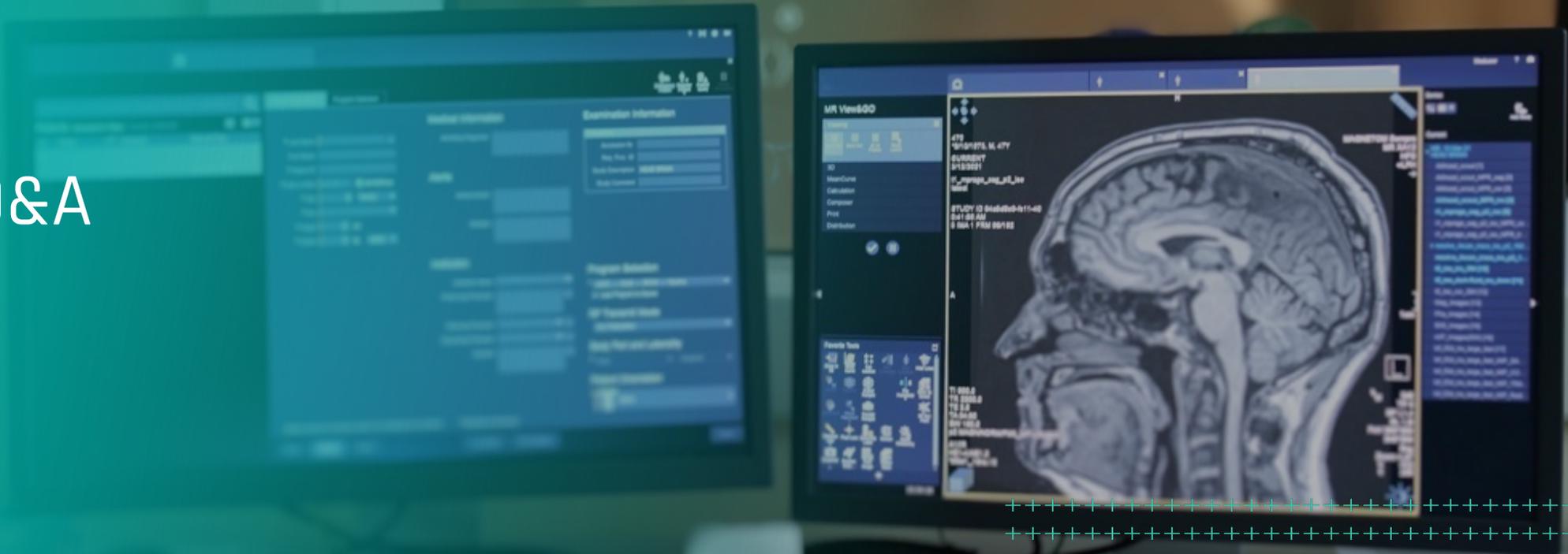
Financial News

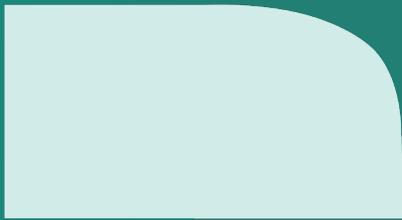
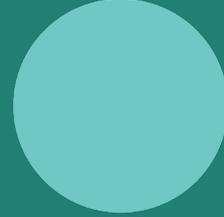
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Q&A





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