



## Q3 2024 Presentation

8 November 2024

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



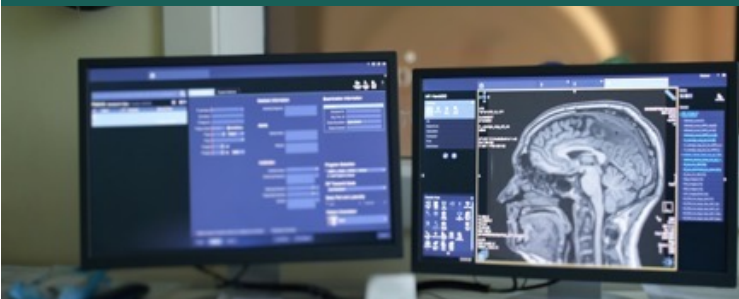
## Medication Management

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



# Most business areas perform well this quarter



## Emergency

Managing every aspect of the emergency response value chain

EBITDA **16%**

Organic Growth Q/Q **-4%**



## Woman & Child

Safeguarding pregnancy, childbirth and infancy

EBITDA **34%**

Organic Growth Q/Q **9%**



## Medication Management

Decision support, safe and effective oncology treatments

EBITDA **48%**

Organic Growth Q/Q **35%**



## Connected Imaging

Leading imaging solutions and secure information sharing

EBITDA **29%**

Organic Growth Q/Q **5%**



## LIMS

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

EBITDA **11%**

Organic Growth Q/Q **13%**



## Health Analytics

Improving the quality of medical data from collection to analysis

EBITDA **25%**

Organic Growth Q/Q **9%**



# Long-term recurring revenue with minimal churn...

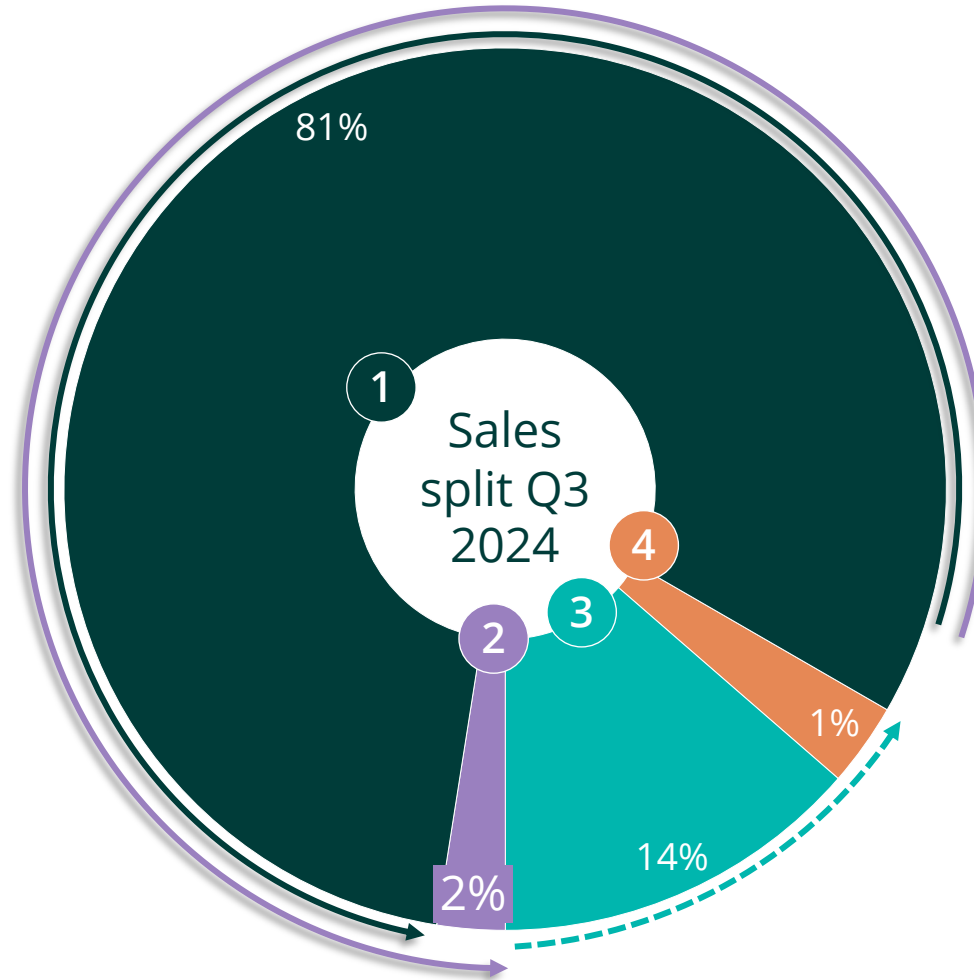


1 Recurring Revenue

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% churn<sup>1)</sup>**

Mission-critical systems favours contract continuity

# Q3-2024 - Overall income & cost reflections



<b>KNOK</b>	<b>Q3-24</b>
License sales	2 574
Recurring Software Revenue	83 469
Professional Services	14 048
Other operating income	2 721
Hardware	103
<b>Total Sales</b>	<b>102 915</b>
Government grants R&D (Skattefunn)	327
<b>Total Income</b>	<b>103 242</b>
Cost of Goods and Services	6 745
Salary and personnel	58 708
Other cost	15 740
<b>Sum Cost</b>	<b>81 193</b>
<b>EBITDA</b>	<b>22 049</b>
EBITDA-%	21%

● **Ok**  
● **Ok**  
● **Weak**

● **Ok**  
● **High**  
● **Ok**

Completing ongoing margin improvement measures announced in Q1 & Q2

# Ongoing activities related to margin improvement



## Professional Services

On-going

- Degree of invoicing
- Price increases

## Sub performing BA (Emergency)

- Review
- Corrective measures

Decentralisation initiated

## Inshoring

On-going

- Nordic inshoring
- Remote development phase out

## Divestment



- Divesting operations in the Philippines
- Reduce # of developers

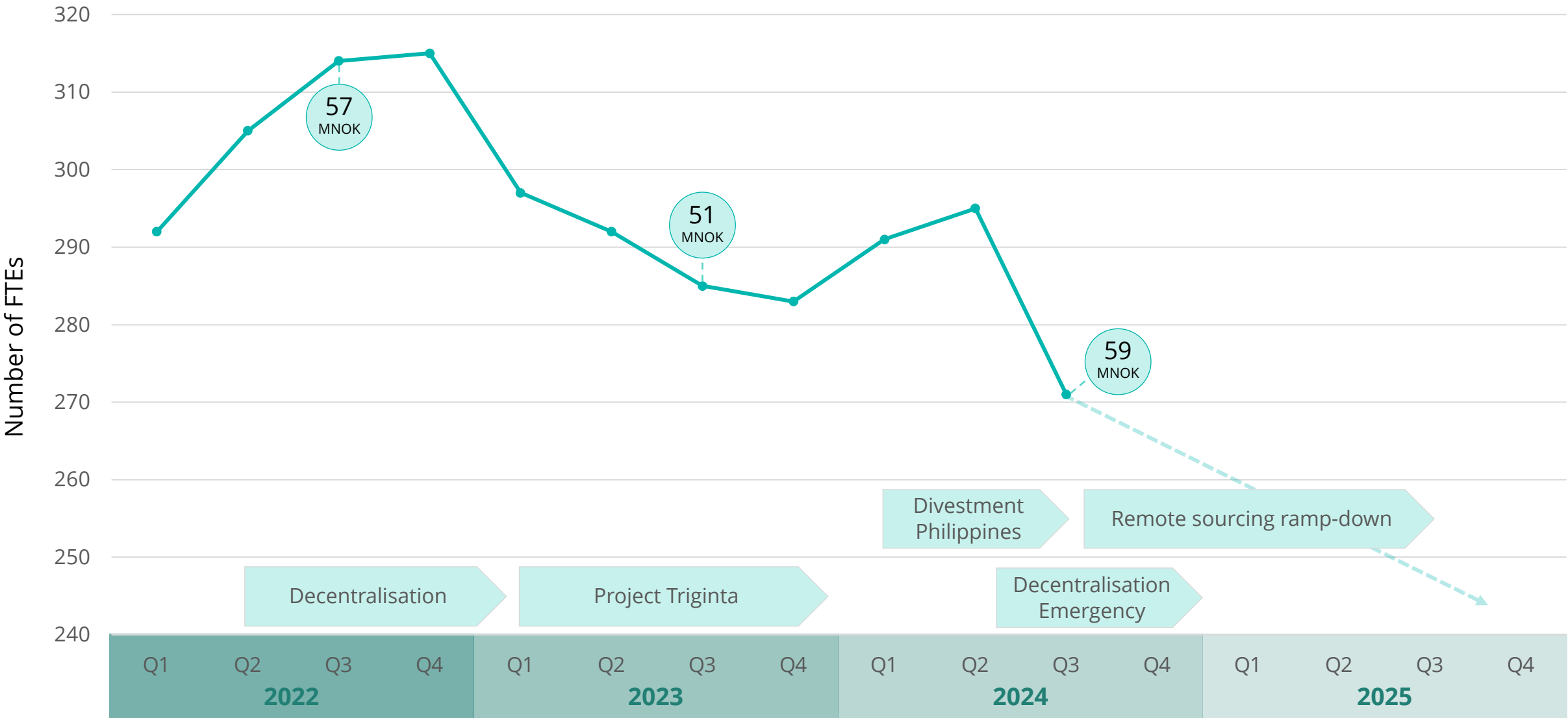
## AI Tools

On-going

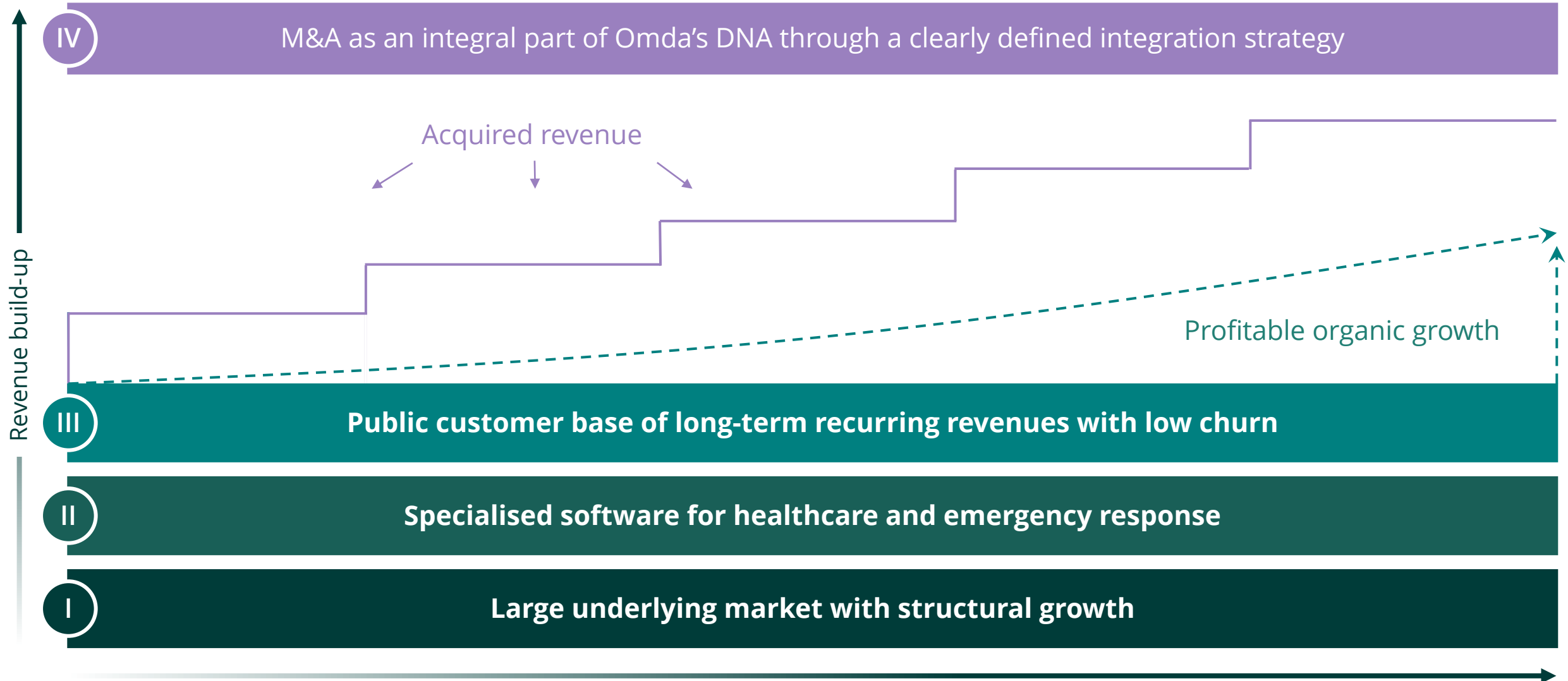
- Increase productivity
- Migration and add-on modules



# # of FTEs is down in Q3 - Further decrease expected \*



# 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 - 2024

2025

2030

## 15 companies acquired & integrated

SmartWare



Natus

AMIS AS

Arcid

MEDIWARE

Mawell

Databyrån

PARATUS

KIBI

FERTSOFT

carmenta

MED SCI NET



carmona

Predicare

## Business plan priorities

Organic growth

Profitability

Cash discipline

Acquisitions

# Financials



# Performance Q3-2024 compared to Q3-2023



**103 MNOK**

Q3'24

vs 100 MNOK Q3'23

**3%**

Organic growth

Q3'24 vs Q3'23

**83%**

License sales & recurring revenue

**21%**

EBITDA margin Q3'24

vs 27% Q3'23

**6,5%**

COGS Q3'24

vs 7,3% Q3'23

**56,9%**

Salary cost Q3'24

vs 50,7% Q3'23

*(% of total income)*

**271**

FTEs Q3'24

vs 285  
Q3'23

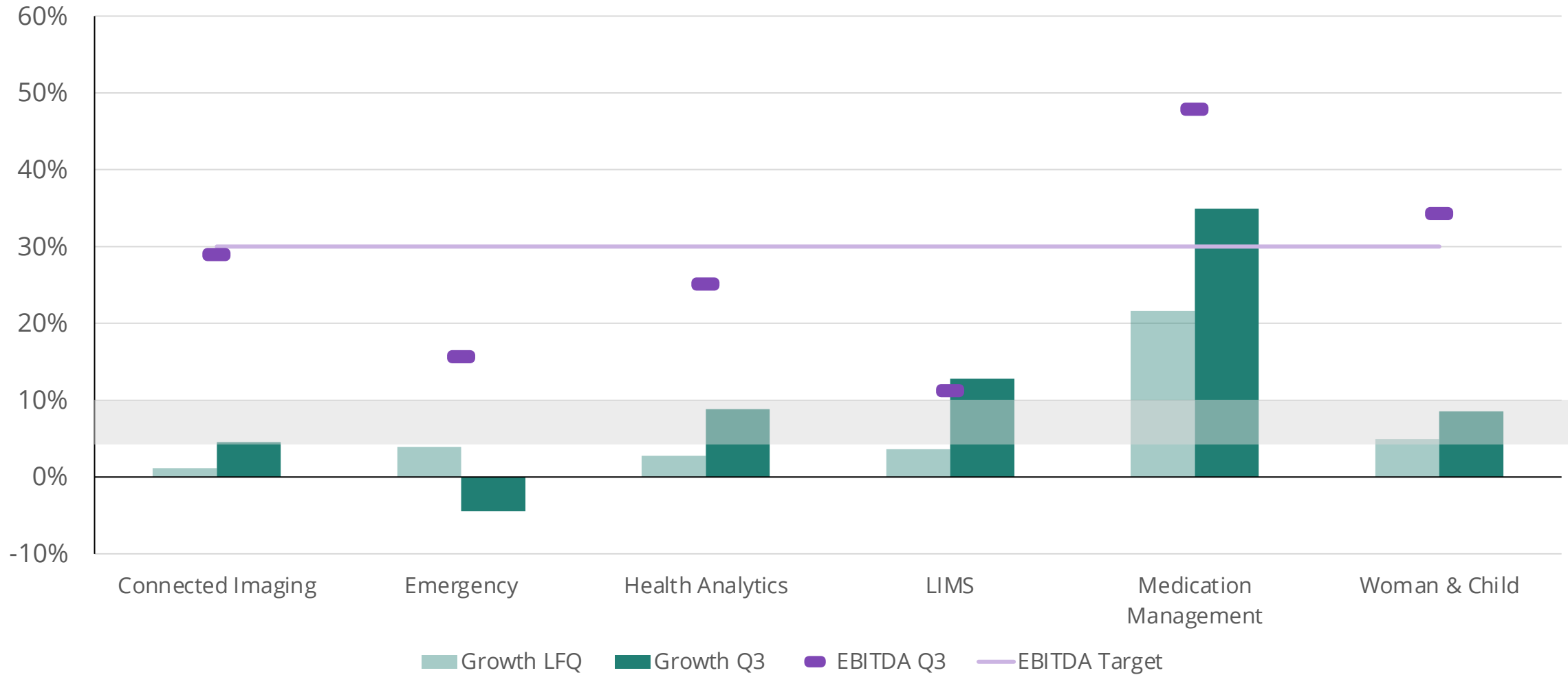
**15,2%**

Other cost Q3'24

vs 15,1% Q3'23

*(% of total income)*

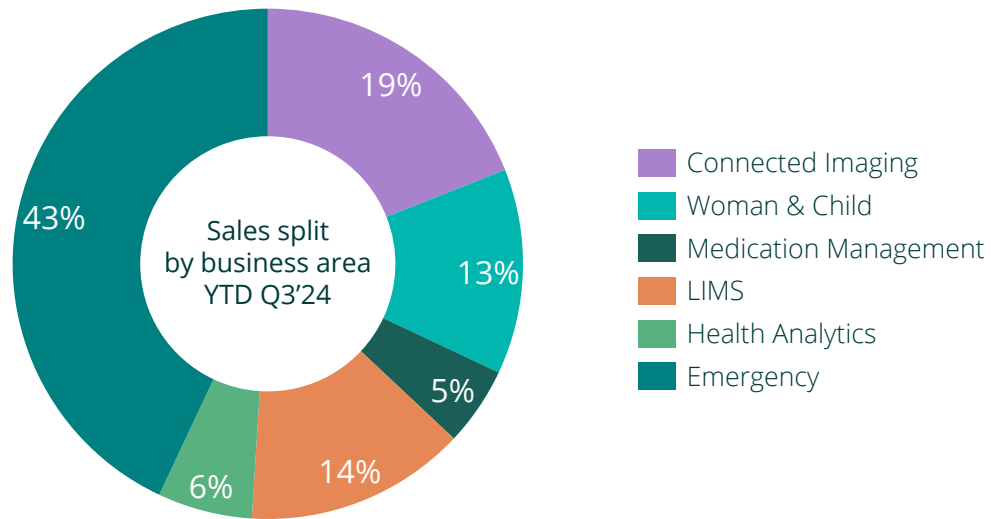
# Performance is impacted by Emergency



# Attractive revenue diversification

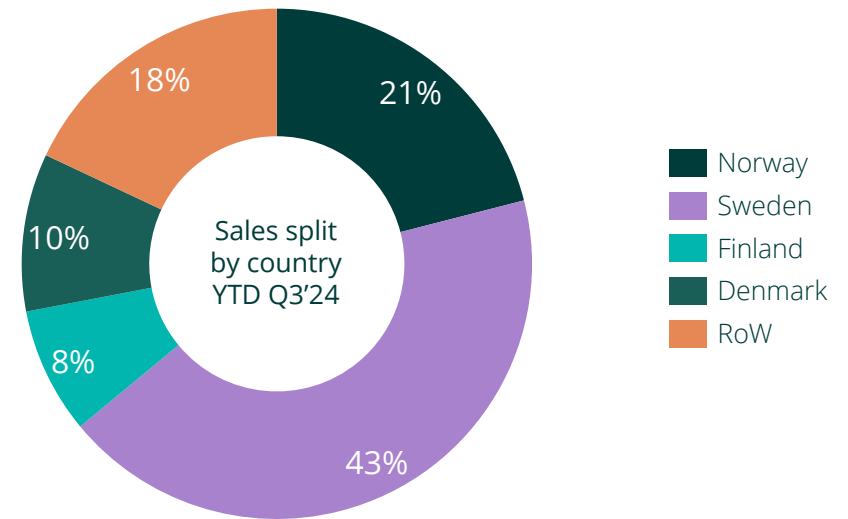


## Diversified across 6 business areas



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

## Geographical spread



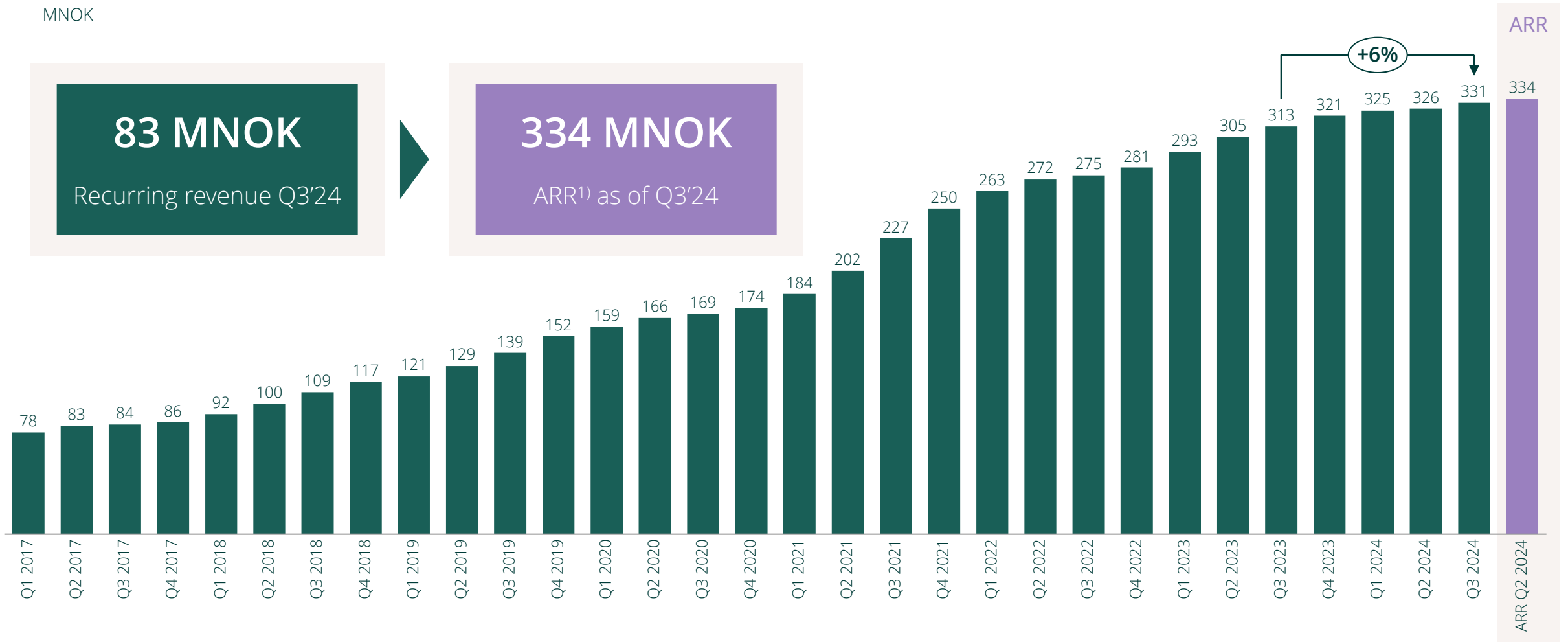
Diversified across 27 countries, with a growing share outside of the Nordics

# Steadily increasing recurring revenues



Quarterly development recurring revenues last four quarters

MNOK



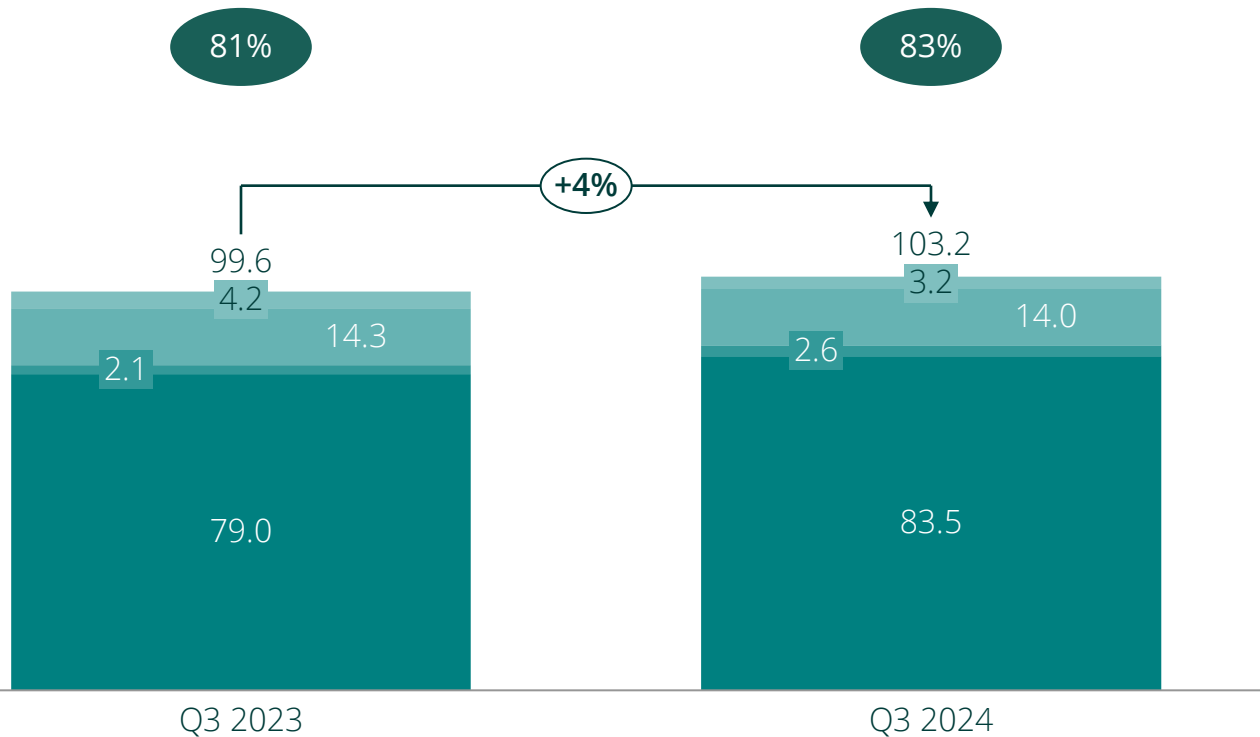


# Favourable revenue mix



## Total revenue development Q3'23 vs Q3'24

MNOK



% Software as % of total sales<sup>1)</sup>

■ Recurring revenue ■ License sales ■ Professional services ■ Other

## Commentary

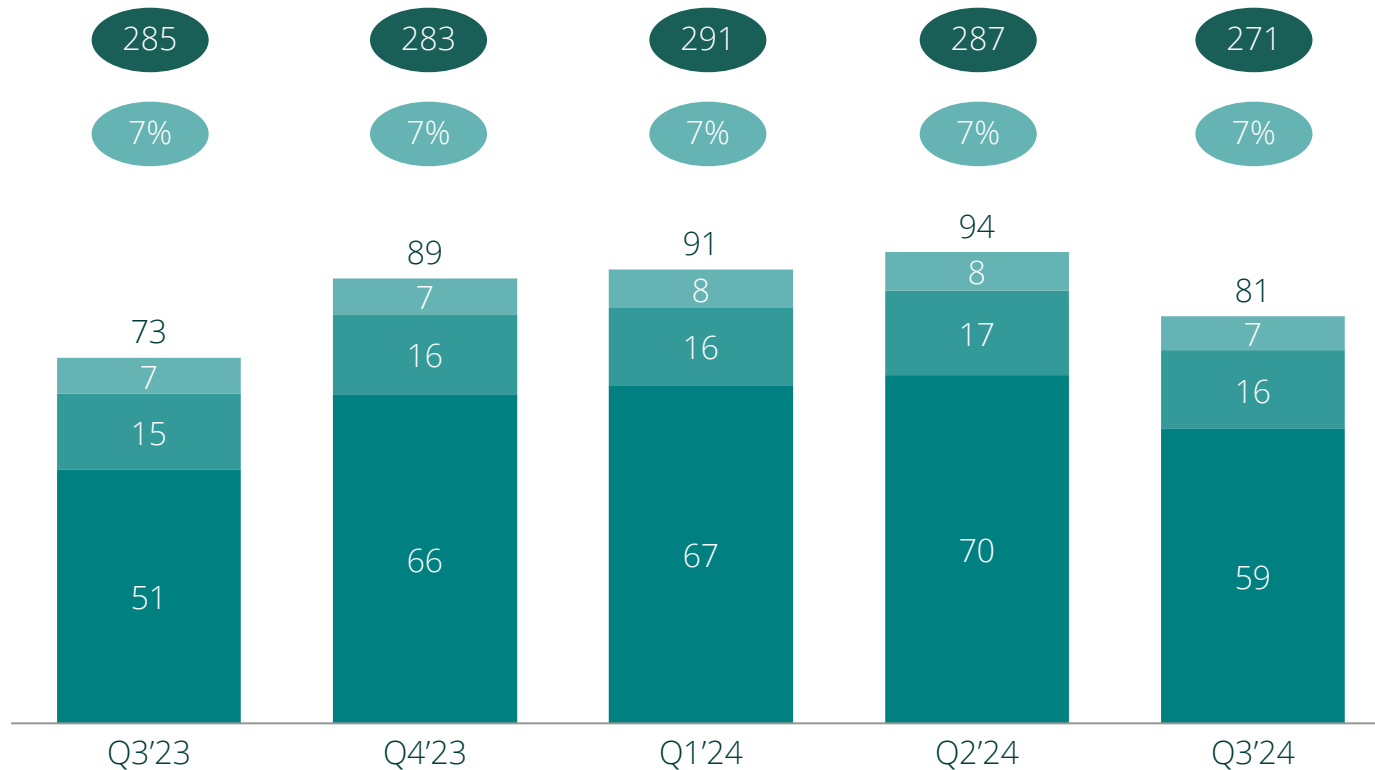
- Favourable revenue mix with the majority consisting of attractive high margin recurring software revenue
- License sales and recurring revenue 84% of total sales in Q3-24
- License sales and recurring revenue growing ~6% in Q3-24
- HW sales low in this quarter due to seasonality
- Professional services lower than expected, but on par with Q3-23.

# Cost is developing favourably, still more do to on PersEx



## Cost base development quarter over quarter

MNOK



# # of employees, period-end    % COGS % total revenue

■ Salary and personnel    ■ Other cost    ■ COGS

## Commentary

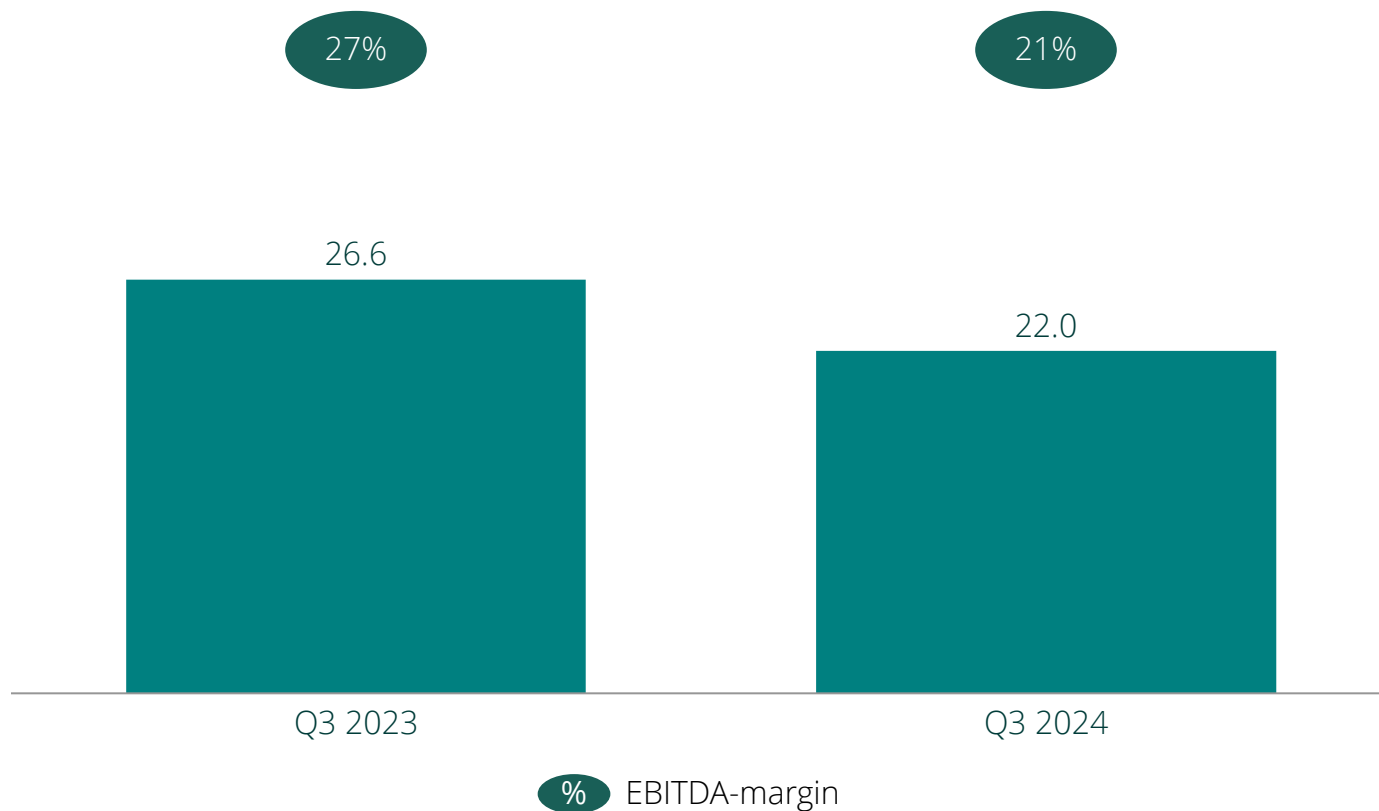
- Continued focus on gross margin by further reducing COGS, targeting 5% of total sales, we are on track
- Reduction in FTEs implemented 30/9, so effect from Q4 and onwards
- Expect further reductions when Emergency is decentralised in Q4
- Other cost in line with expectations

# EBITDA-margin below target



EBITDA development Q3'23 vs Q3'24

MNOK



## Commentary

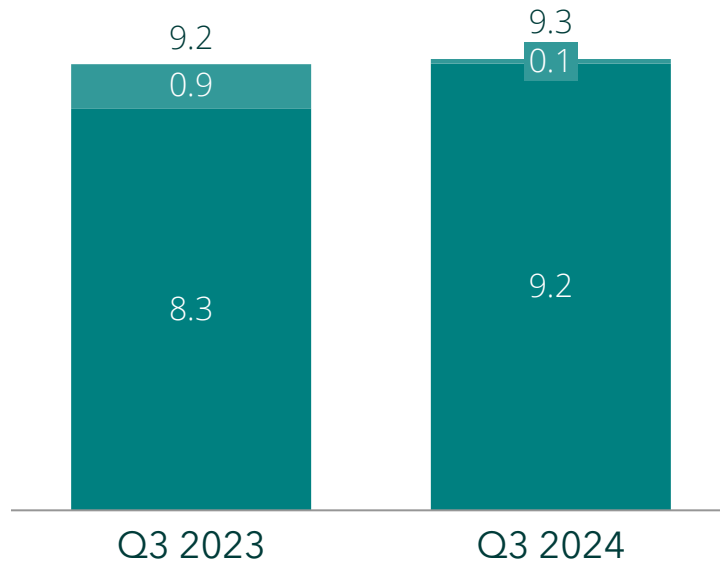
- Significant improvement compared to previous quarters this year
- EBITDA YTD-24 improves compared to YTD-23
- Current on-going initiatives is expected to enable us to reach our target
- Underperformance is entirely linked to BA Emergency

# Positive capex development



## Capex

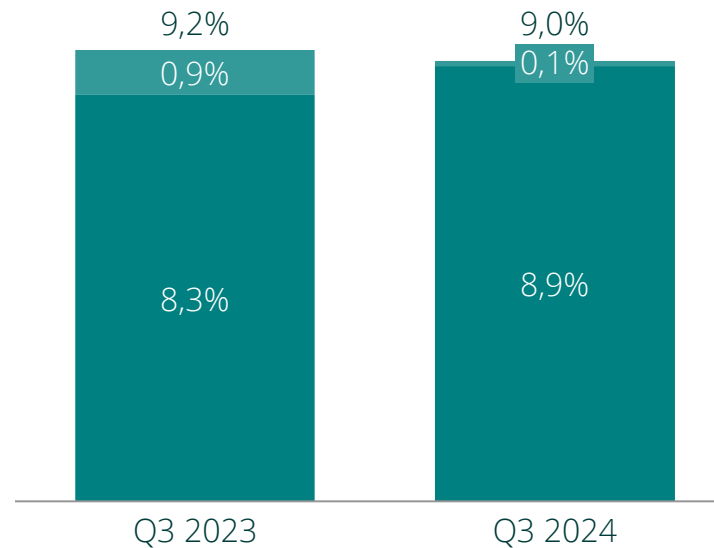
MNOK



■ PPE capex ■ Capitalised R&D

## Capex in %

% of total revenue



■ PPE capex ■ Capitalised R&D

## Commentary

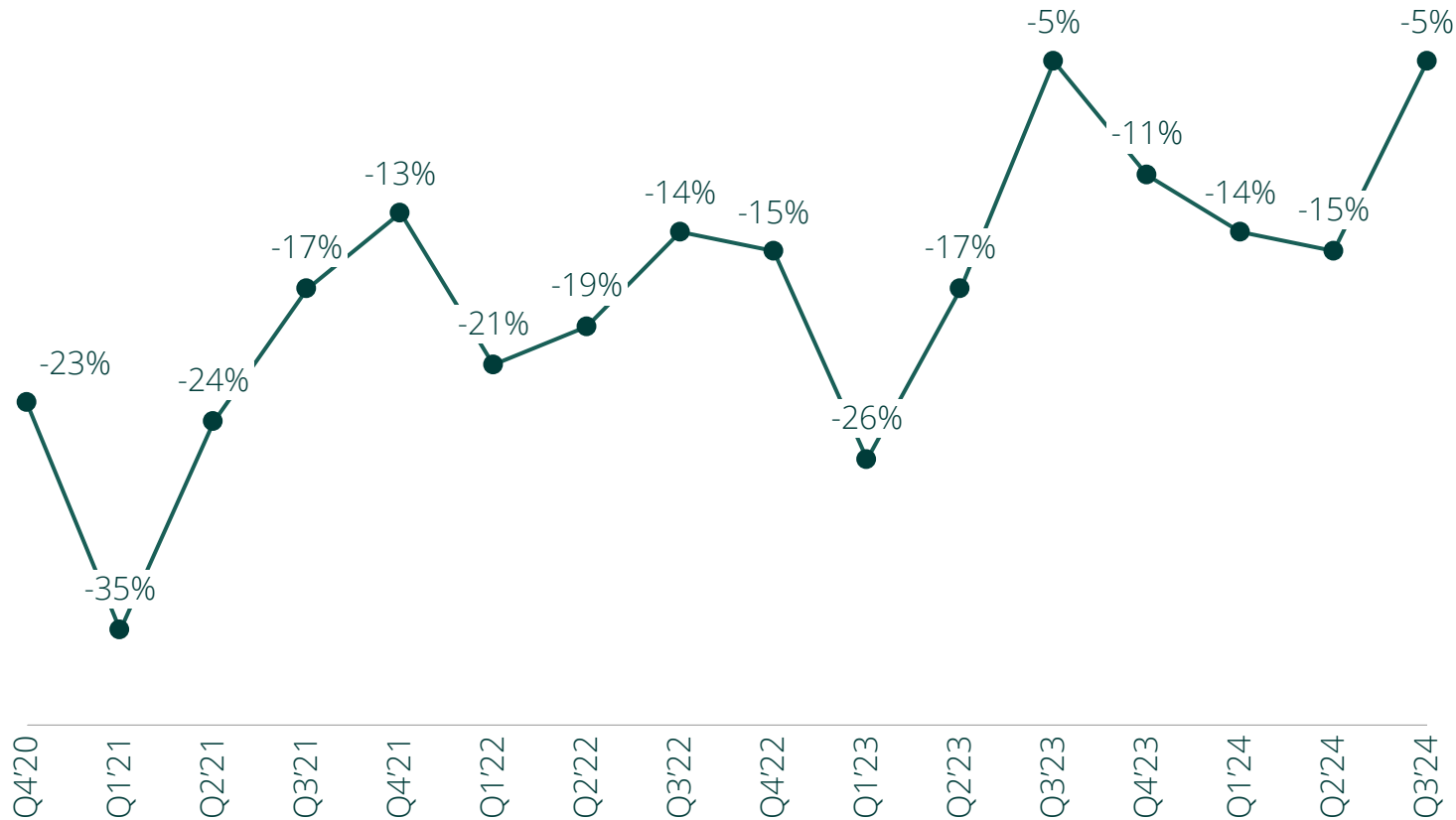
- Investments in software that is expected to provide lasting recurring revenue is defined as capitalised R&D
- Business cases are prepared for each investment with different go/no-go milestones to make well-founded decisions that meet required return rates
- PPE capex consists of computer equipment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

# NWC development disappointing



## NWC

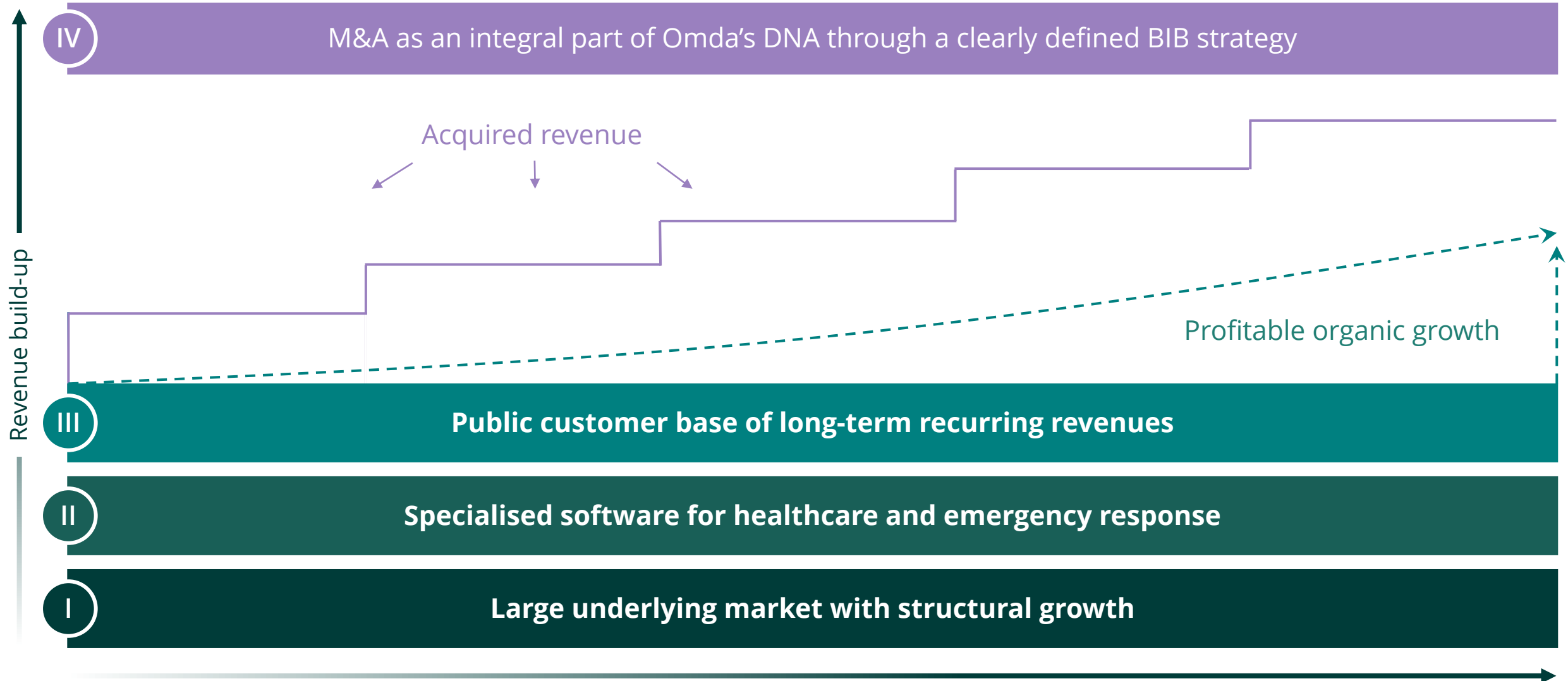
% of sales



## 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
- Q3 is seasonally the weakest quarter
- Q4/24 and Q1/25 will show improvement
- Cash management continues to be an area for improvement

# 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
- Further decentralisation
- M&A – increased activity

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## Omda

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First Name

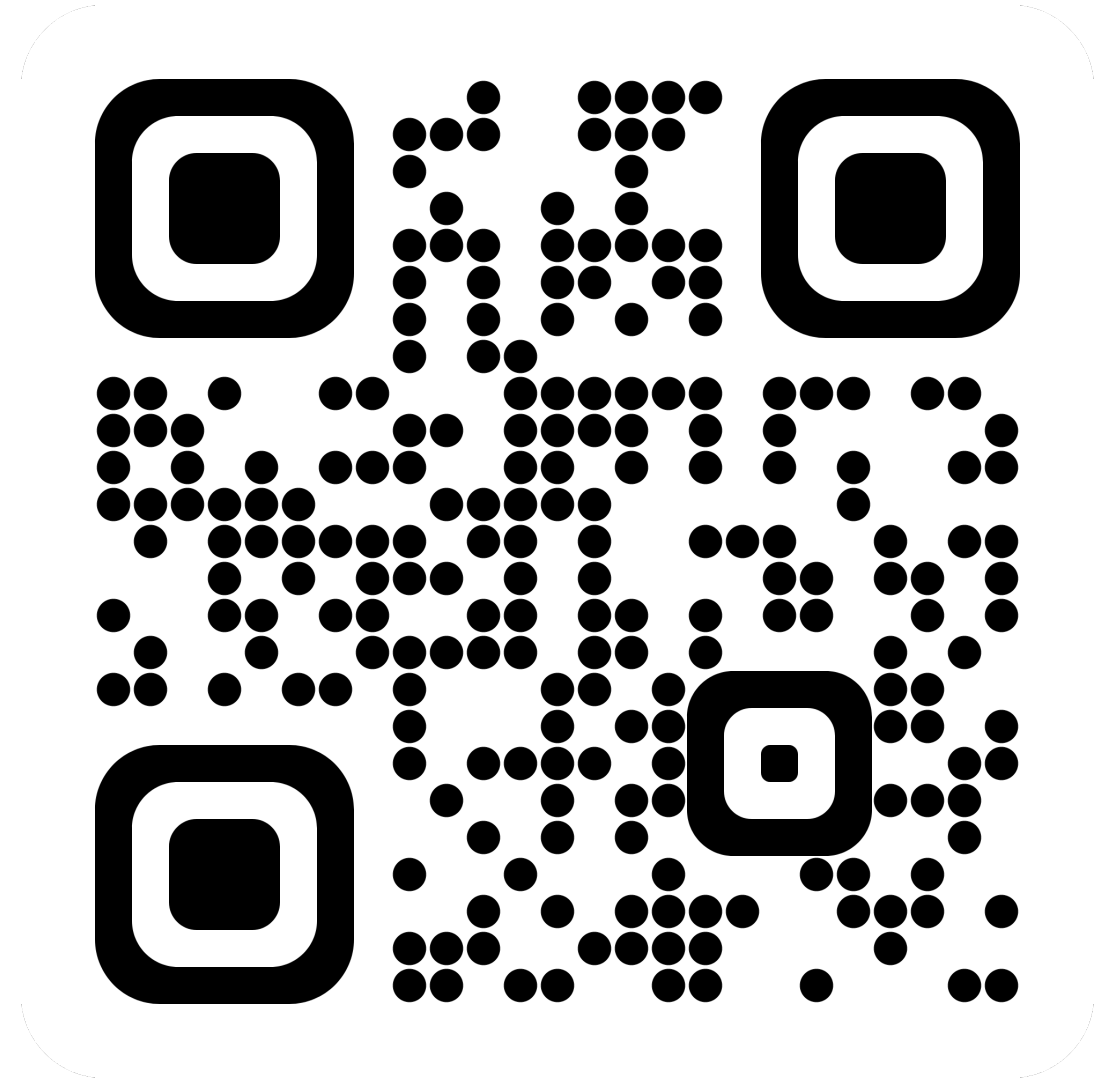
Last Name

Which type of news would you like to receive?

Financial News

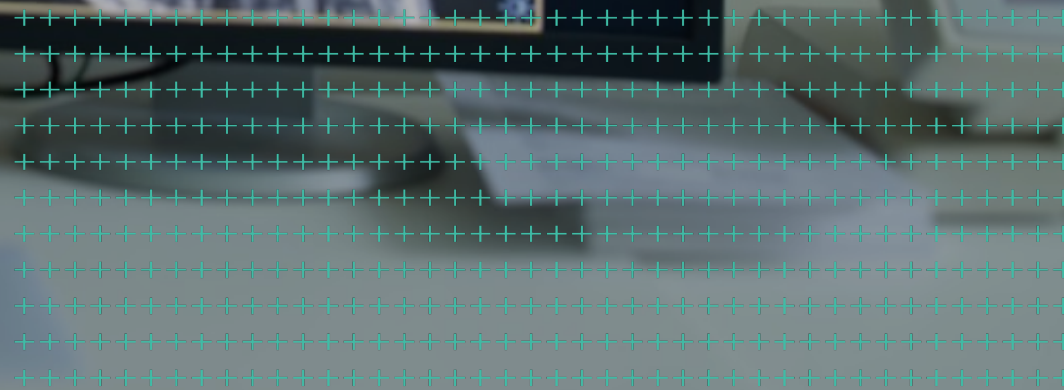
General News

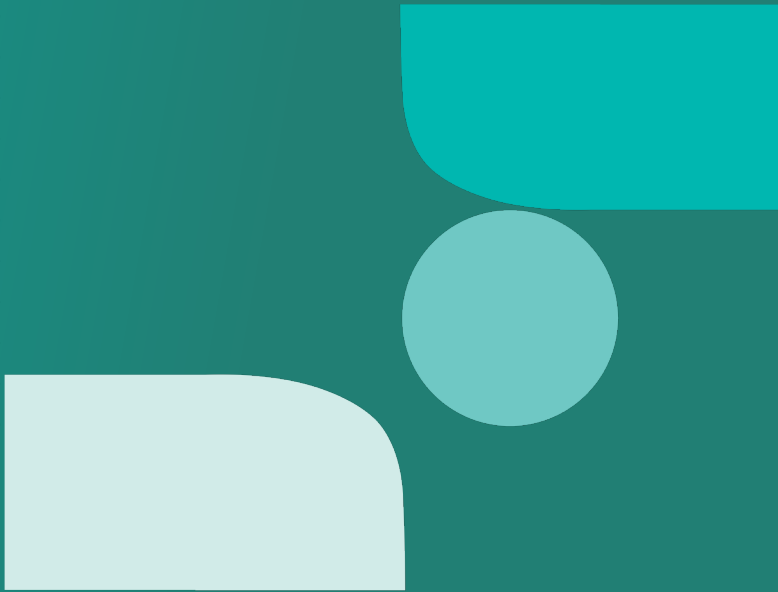
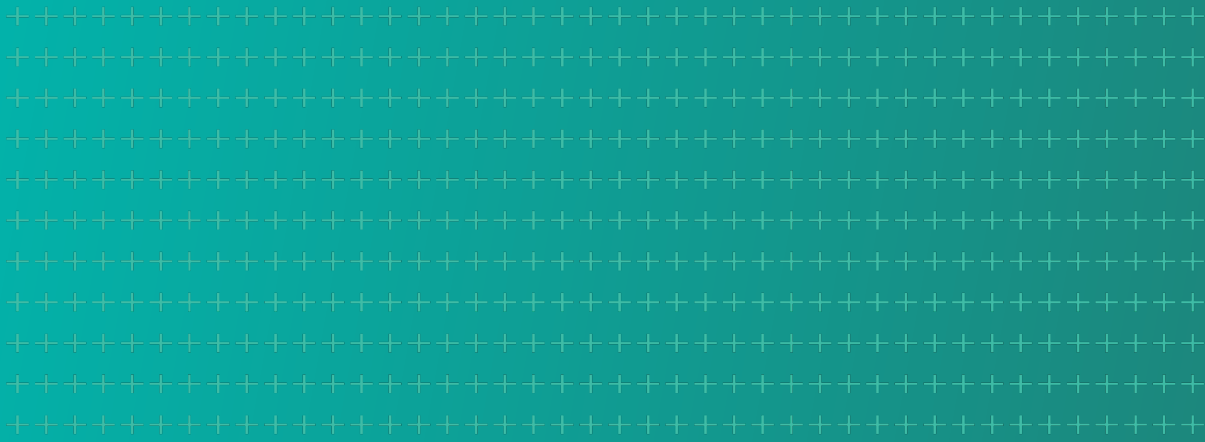
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# Q&A





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# Thank you

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