



CSAM Health Group AS

Quarterly Report Q2-22

30 August 2022

The background of the slide is a high-quality photograph of a mountain range. In the foreground, there are steep, rocky slopes covered in lush green vegetation. The middle ground shows a series of jagged mountain peaks, some of which are partially covered in snow. The sky is filled with soft, grey clouds, creating a moody and atmospheric scene. The overall color palette is dominated by greens, greys, and whites, with a slightly desaturated look.

Healthcare specialist software
The leading provider in the Nordics,
growing across Europe and beyond

CSAM's software facilitates life-changing milestones



Vital solutions for 500 healthcare and emergency response organisations across 25 countries



Developing diversified and growing business areas

MEDICATION MANAGEMENT



WOMEN AND CHILDREN'S HEALTH



MEDICAL IMAGING



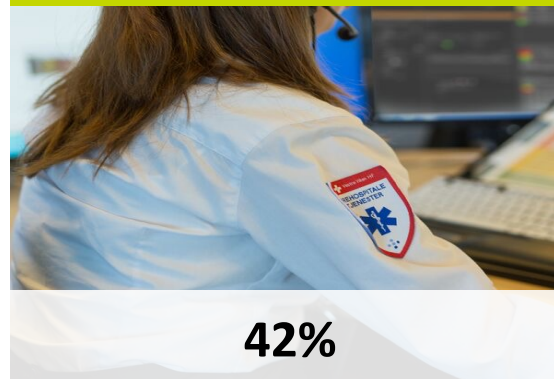
CONNECTED HEALTHCARE



HEALTH ANALYTICS



PUBLIC SAFETY



BLOOD MANAGEMENT (LIMS)





13%

**Income ~90 MNOK
vs ~80 MNOK in Q2-21**



>20
years



+14%

**Recurring revenues:
70 MNOK
vs 61 MNOK in Q2-21**

>10
years





~6%

Organic growth Q2-22 vs Q2-21





90%

**90% gross margin vs 89% gross
margin in Q2-21**





4%

**Reported EBITDA was 3.2 MNOK
vs 10 MNOK in Q2-21**

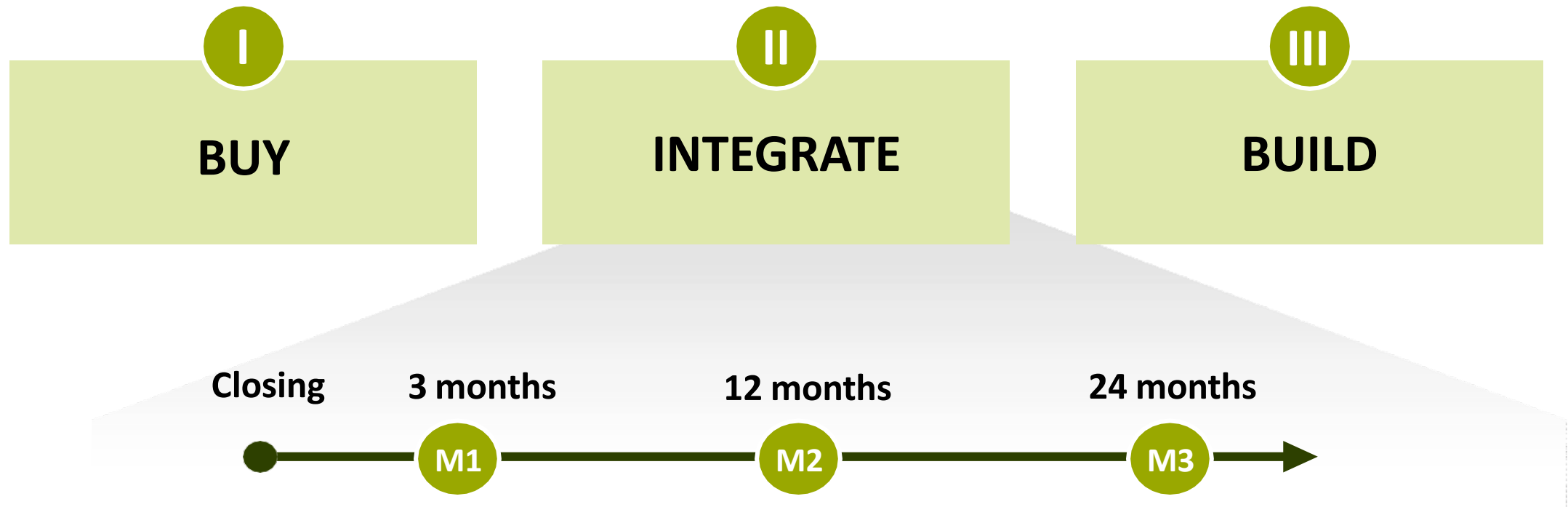


12%

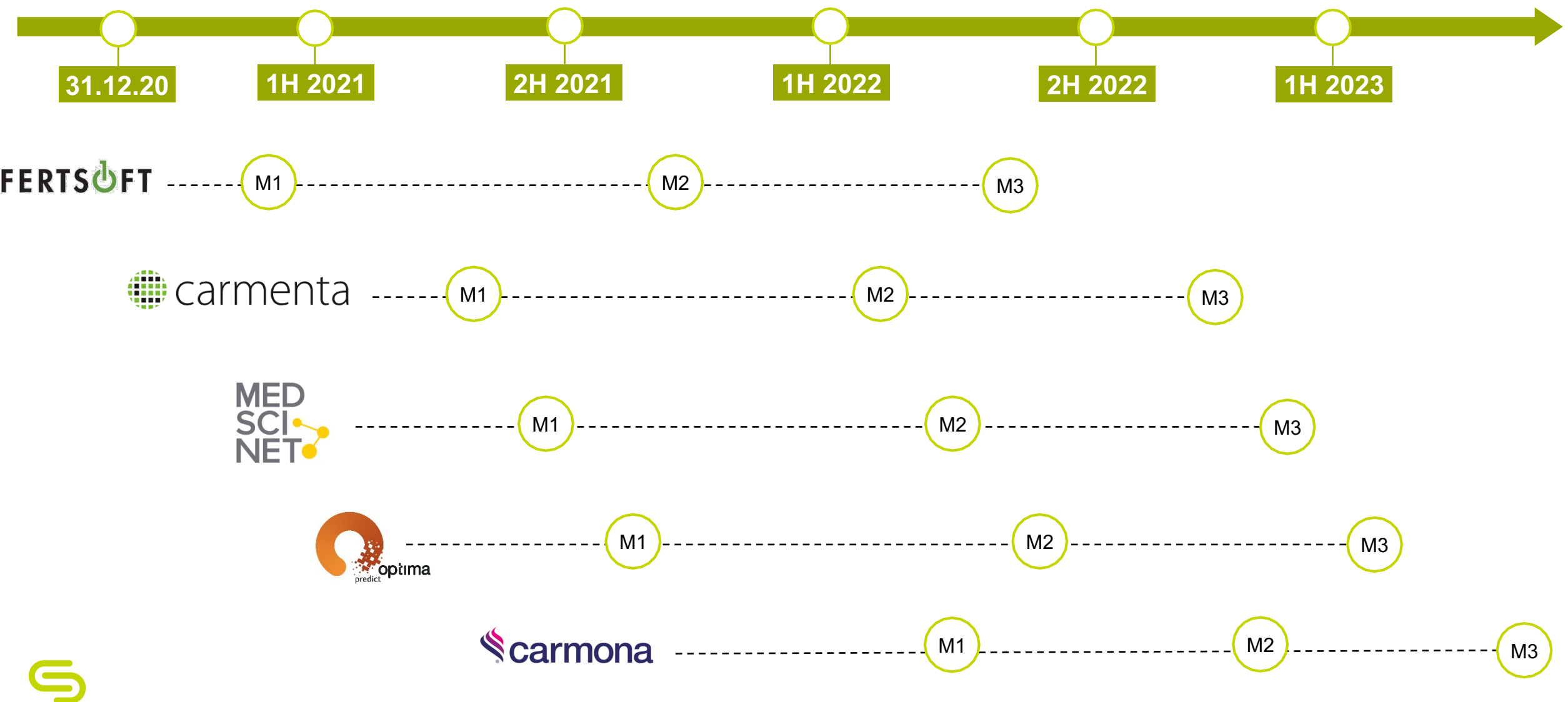
**Reported sales outside the Nordics
increased to 12% vs 7% in Q2-21**



Growing the EBITDA margin through BIB



Current BIB integration project portfolio



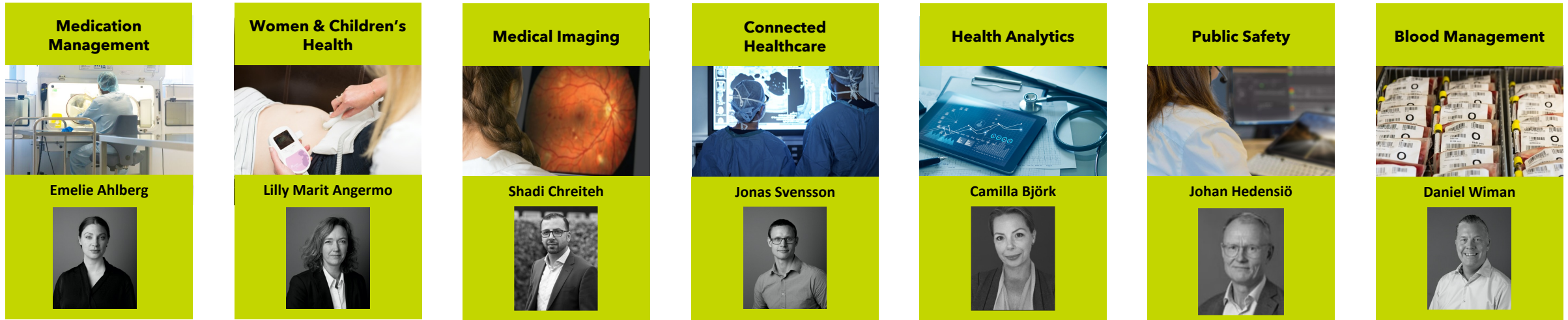
Why isn't the EBITDA margin growing steadily in Q2 compared to previous quarters when we continuously apply our buy, integrate and build processes?



- Scale-up within the Blood Management (LIMS) business area to handle pipeline of customer deliveries
- Organisational change fully implemented in Q2-22 (more details on the next page)
- Completed management scale-up in Q2-22 to prepare for the next leg of our growth journey



Scalable organisation centred around business areas launched in Q2-22 to prepare for NOK 1bn revenue target



Seven Business Areas:

- Decision-making closer to the market and our customers
- Distributed organic growth and P&L responsibilities
- Decentralised responsibility for BIB-process enhances M&A scalability

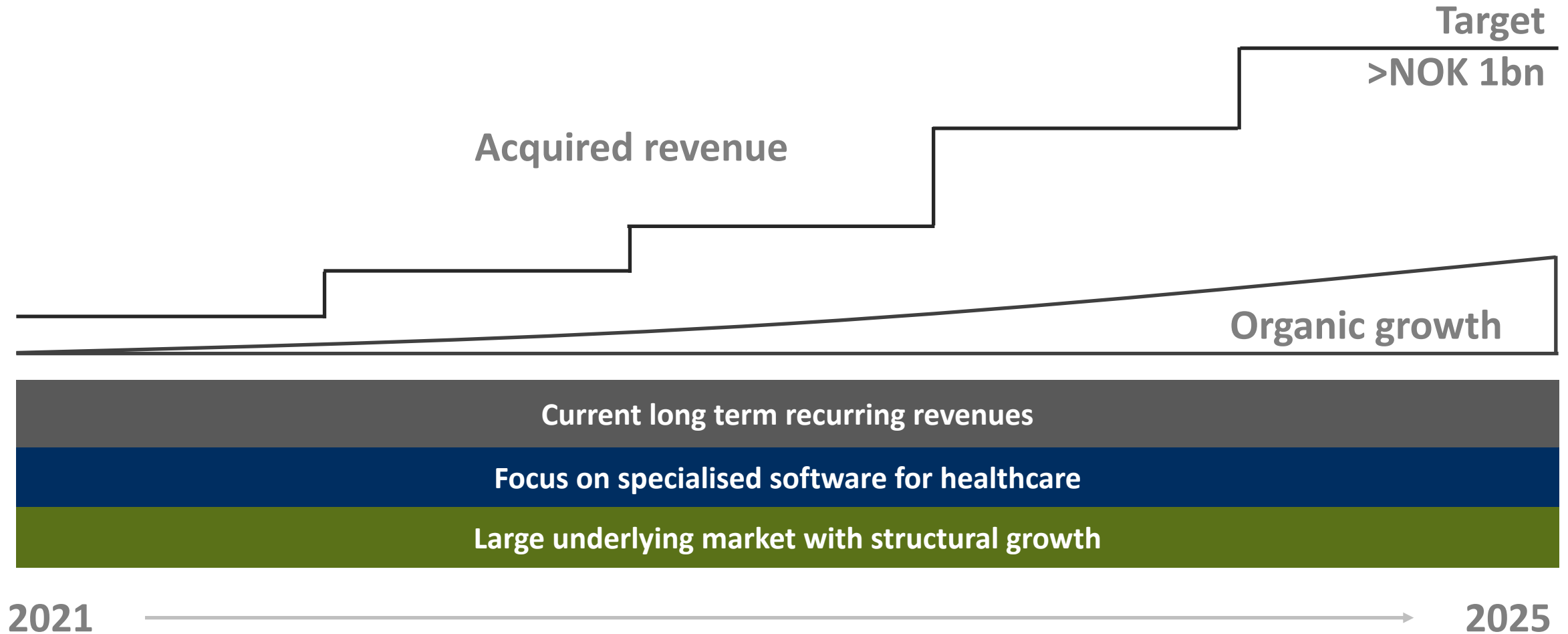


Impact of moving from a centralised setup to Business Areas

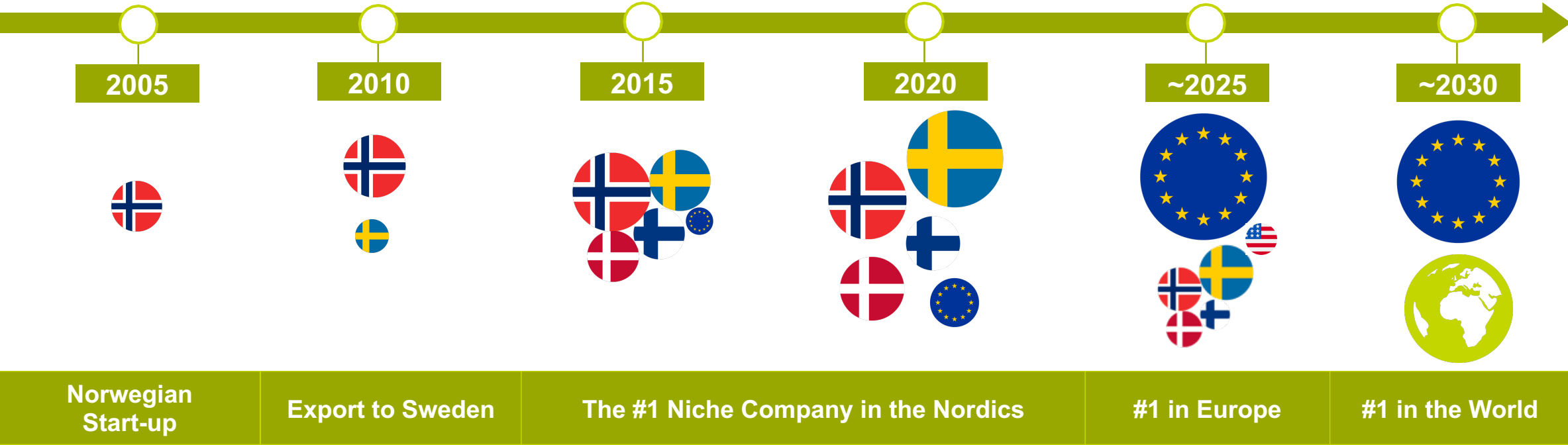
	Recent changes	Going forward
Reorganisation and top management	<ul style="list-style-type: none">Decentralised Business Areas implementedTop management team increased from 4 FTEs to 9 FTEs with full cost impact in Q2	<ul style="list-style-type: none">Organisation and top management now positioned to execute on the NOK 1 billion revenue target in 2025More capacity to execute on M&A strategyScalability on selling, general & admin should be expected going forward
Delivery capacity	<ul style="list-style-type: none">Hired 20 FTEs to be able to handle increased order backlog (driving licence sales and recurring revenue)Increased use of consultants in H1-22, but this will decrease as permanent employees are now in place.	<ul style="list-style-type: none">Increased delivery capacity to boost organic revenue growth over timeLower consulting cost
One-offs	<ul style="list-style-type: none">Consulting/recruitment costs ~NOK 5 million	<ul style="list-style-type: none">Impact from one-offs should diminish as we grow towards our NOK 1 billion revenue target in 2025



Prepared for the next leg

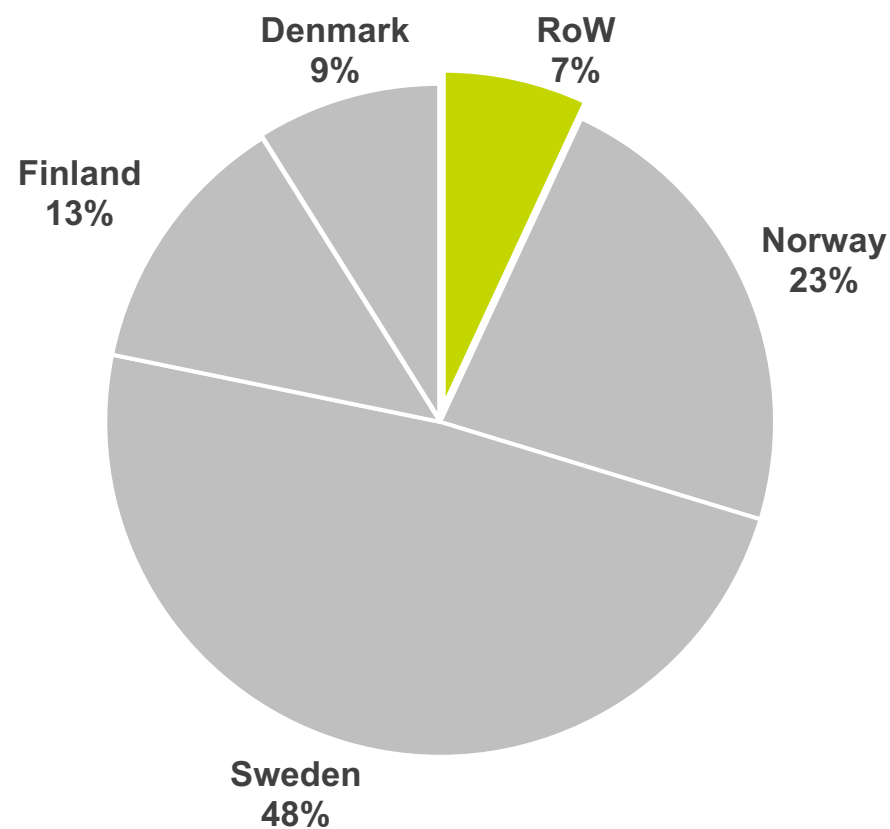


Where we came from and where we are heading

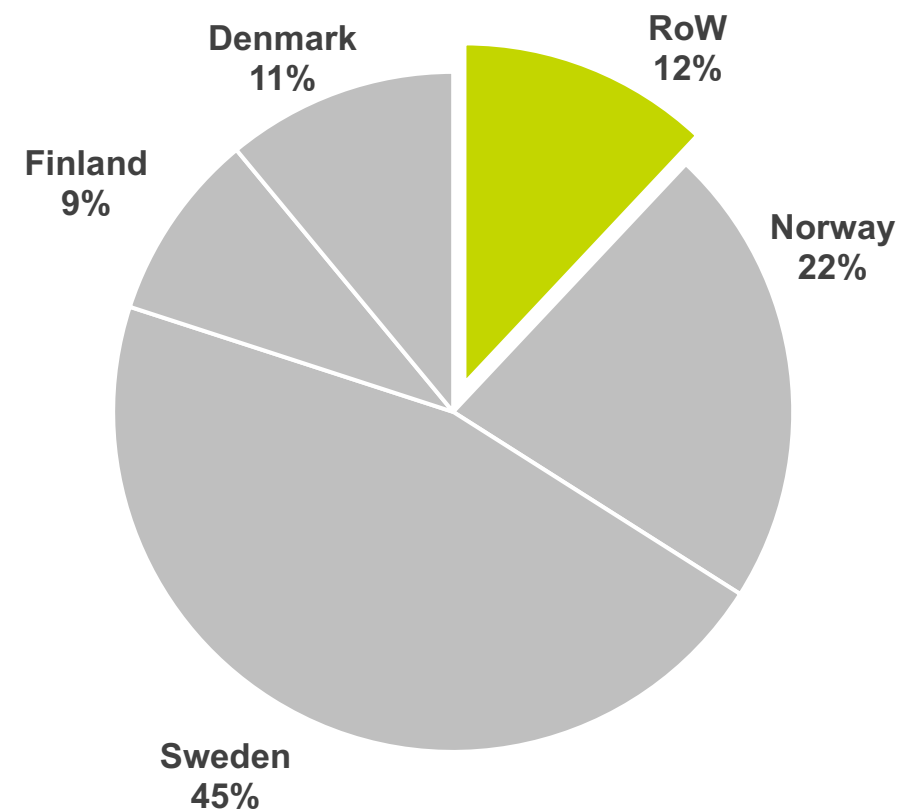


From Nordic to Pan-European - and beyond

Q2-2021



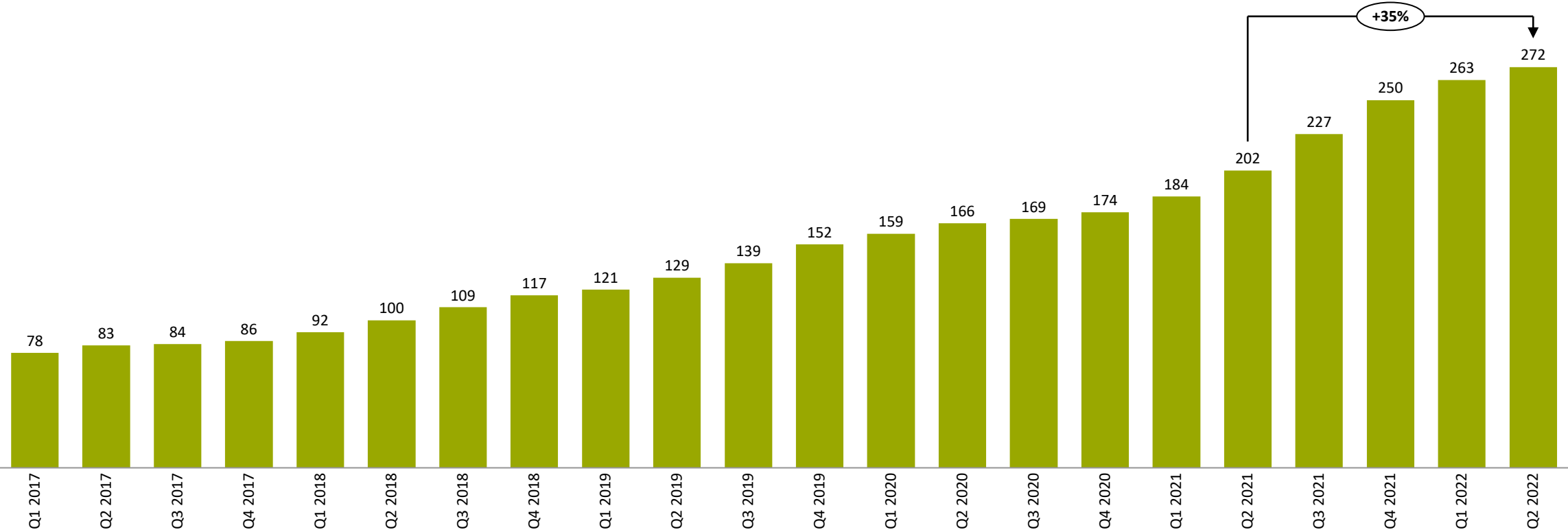
Q2-2022



FINANCIALS

A wide-angle photograph of a mountain range. The foreground shows steep, rocky slopes with patches of green vegetation. In the middle ground, several jagged mountain peaks are visible, some with snow or light-colored rock. The background features more distant, hazy mountain ranges under a sky with soft, wispy clouds. The overall color palette is muted, with greens, greys, and blues.

CSAM's recurring software revenues are steadily increasing



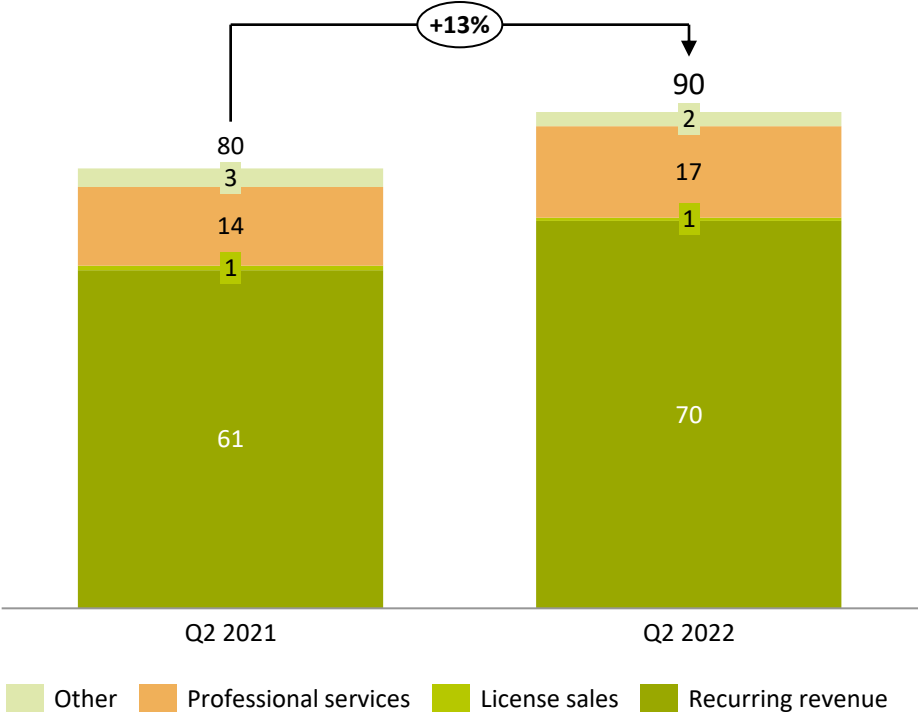
Quarterly revenue development recurring revenue LFQ (NOKm)



13% revenue growth in Q2-22 and increasing share of ARR

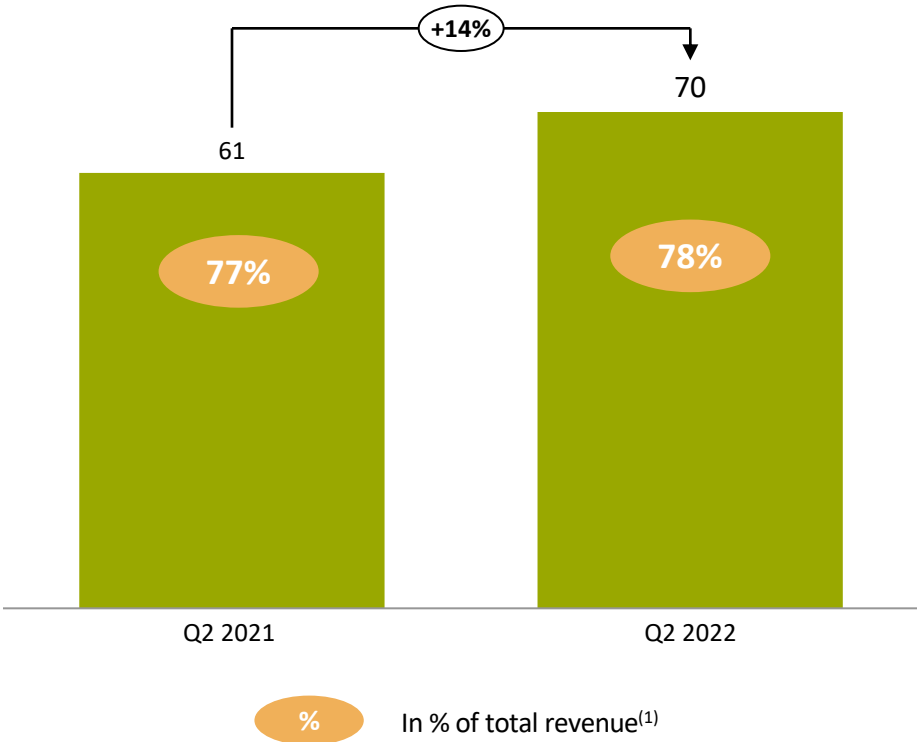
Total revenue, Q/Q development

NOKm



Recurring revenue, Q/Q development

NOKm

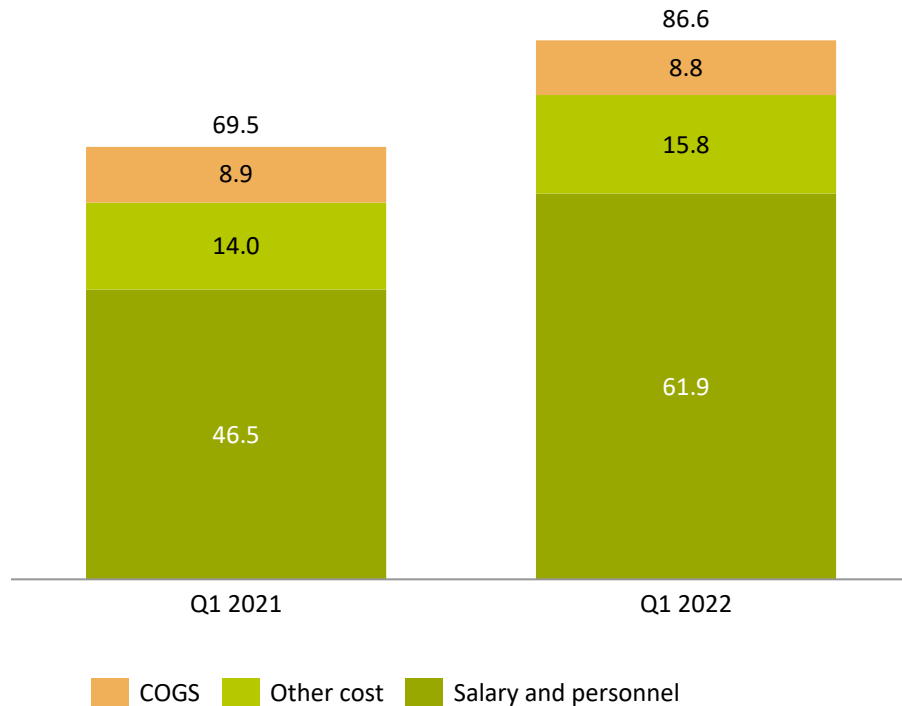


Note: 1) Includes both recurring revenue and license sales

Gross margin continue to be above 90%, but profitability temporarily hampered by reorganisation into business units

Cost base split

Cost base development Q/Q (NOKm)

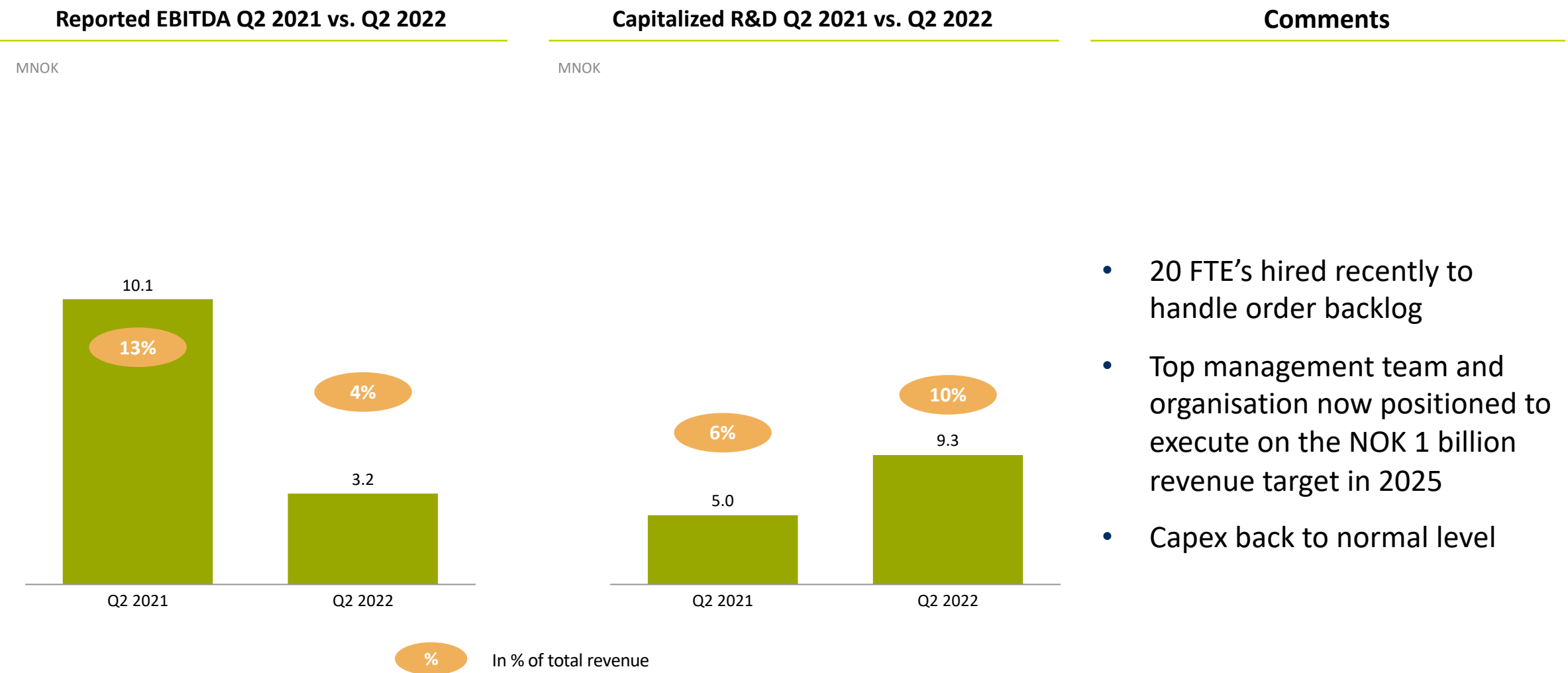


Comments

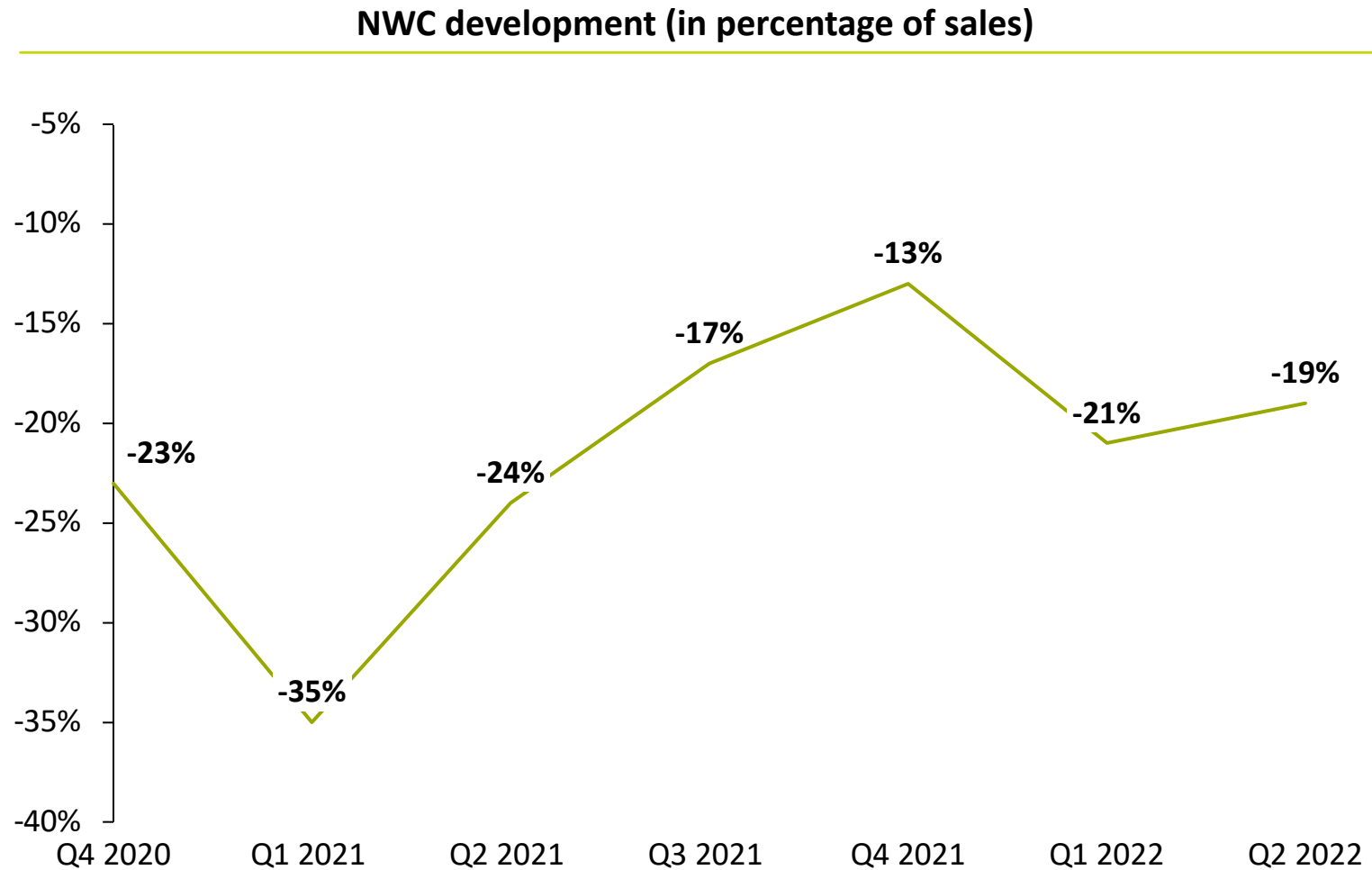
- Gross margin continue to be above 90%
- Significant increase in number of FTEs as a consequence of recruitment activities necessary to handle delivery pipeline (driving licence sales and recurring revenue)



Margins are temporarily diluted, but will be restored in-line with our BIB framework



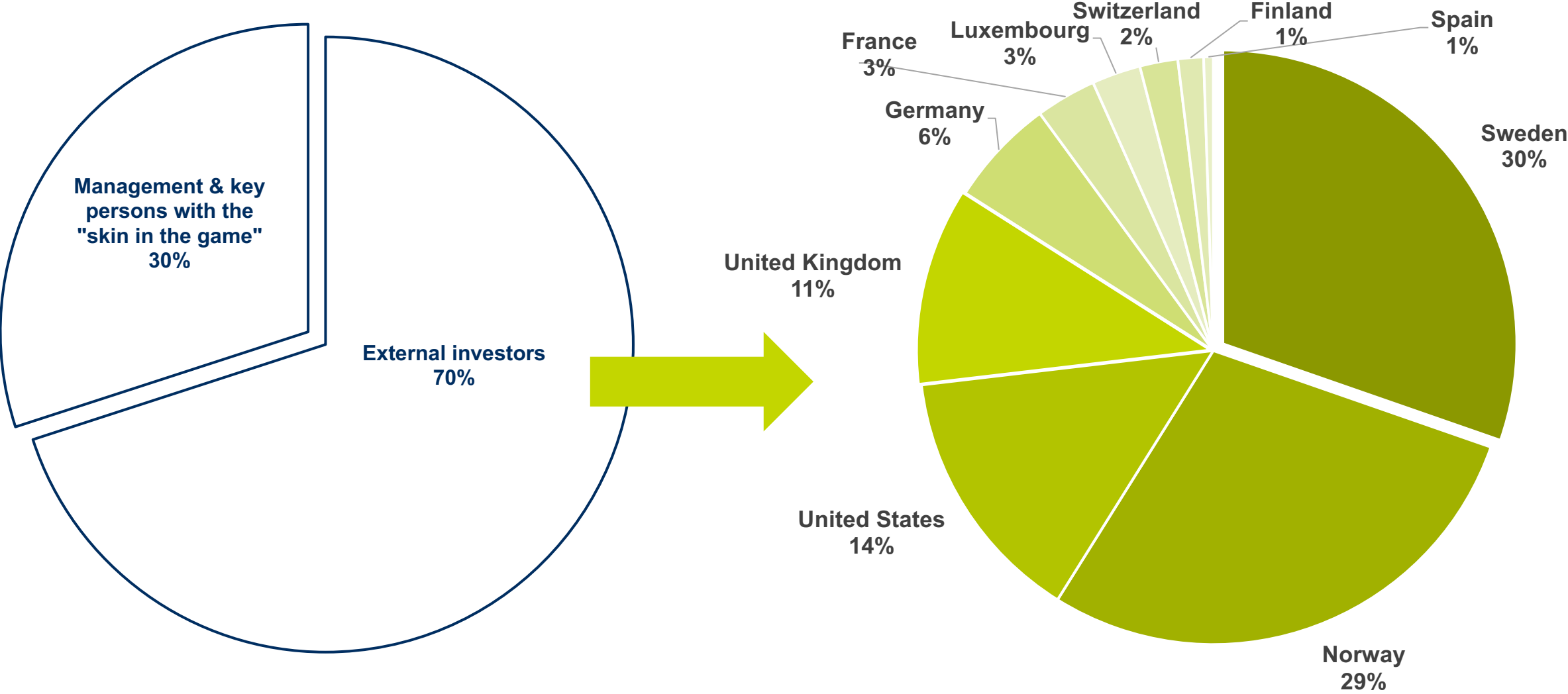
NWC



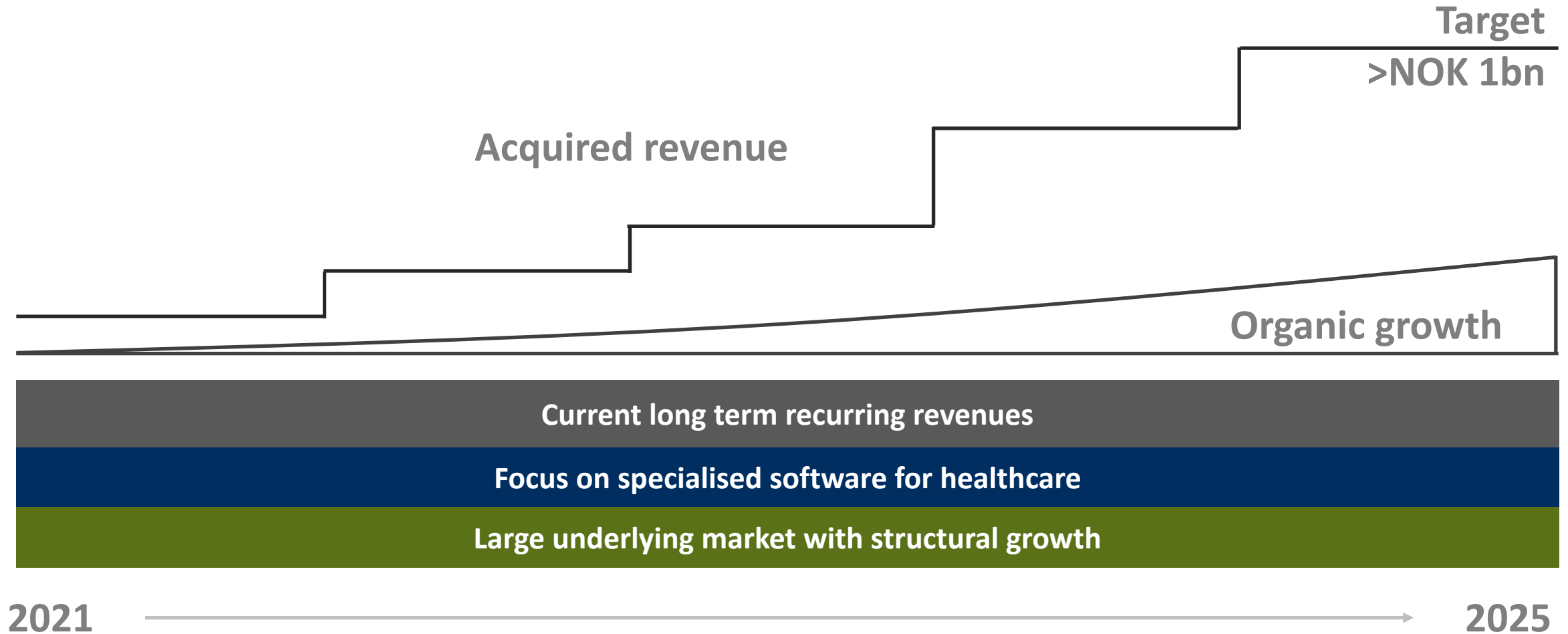
Comments

- CSAM has a communicated NWC target of -10% or better
- The NWC calculation is performed by KWC, an independent firm specializing in evaluations
- When acquiring companies, it takes some time before CSAMs NWC policies are applied in the acquired companies, hence NWC development will vary

CSAM investors



Prepared for the next leg



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The background of the slide features a soft-focus landscape. In the foreground, several thin, green stems with small, fluffy white flower heads are visible, some in sharp focus and others blurred. The background consists of a range of dark, rolling mountains under a pale, overcast sky. The overall color palette is muted and naturalistic.

Thank you!