



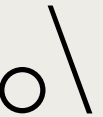
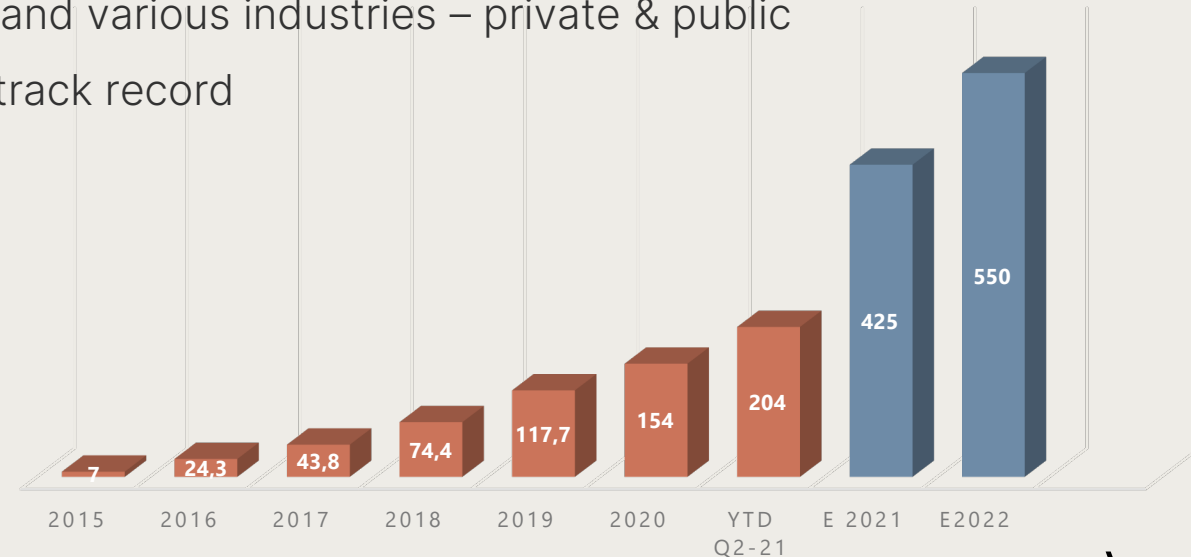
Investor Presentation .

DNB TMC Conference
September 2021

Arribatec .

Arribatec at a glance .

- Arribatec is a Software & Consulting company headquartered in Oslo with a global «playground»
- Founded in 2015 by CEO Per Ronny Stav and former colleagues from Unit4
- Delivering next generation Postmodern ERP – Solutions as a Service (SolaaS)
- Strong partners combined with own Software– global partner with Unit4 and selling SolaaS globally
- 350+ employees across 26 offices in 16 countries
- Broad customer base, 900+ large entities in 25 countries and various industries – private & public
- Experienced management team with proven international track record
- Revenue NOK 204m YTD/Q2 2021, EBITDA of NOK 12m
- Strong growth company
 - CAGR 103% organic fist 5 years
 - +200% growth 1st half 2021 (36% organic Q2)
- Recurring revenue +36% of recognized revenue as of Q2



\ Snapshot Financials pr. H1-21 vs H1-20 .



Revenue

+206%

NOK 203.6m vs 66.5m



Adj. EBITDA

+59%

NOK 11.6m vs 7.3m



Recurring Revenue

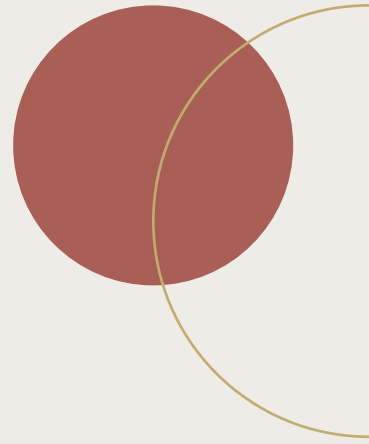
+615%

NOK 68.7 vs 9.6m

25.4% Organic growth in 1st half 2021 in “Old Arribatec”

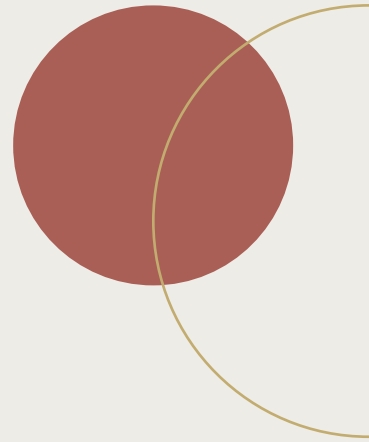


\ Highlights 1H-2021 •



- Revenue at NOK 203.6m - solid growth of 206% y/y – organic growth of 25% (36% Q2)
- Recurring revenue of NOK 68.7m is NOK 59.1m higher than y/y 2020
 - Growth of 615% compared to last year and 22% higher than Q1-2021
 - Strong growth despite delay in recognition according to underlying contracts
 - Strong growth internationally (3 digits in Europe and US)
- EBITDA of NOK 11.6 m – up from 7.3m in 2020, despite;
 - strong focus on continued growth
 - integration and organizational alignment of acquired companies
 - building out the global sales organization – to scale organically

\ Arribatec Group .



\ Global presence .

Norway \ Oslo \ Stavanger \ Kristiansand \ Bergen
\ Hamar \ Sandefjord \ Lillehammer

Sweden \ Stockholm \ Gothenburg

Denmark \ Copenhagen

UK \ London \ Leicester \ Manchester

Italy \ Milan \ Rapallo \ Pontinia

Spain \ Madrid \ Granada \ Barcelona \ San Sebastian

Belgium \ Vosselaar

Germany \ Leer

Poland \ Wroclaw

Cyprus \ Limassol

USA \ Colorado \ Florida

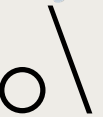
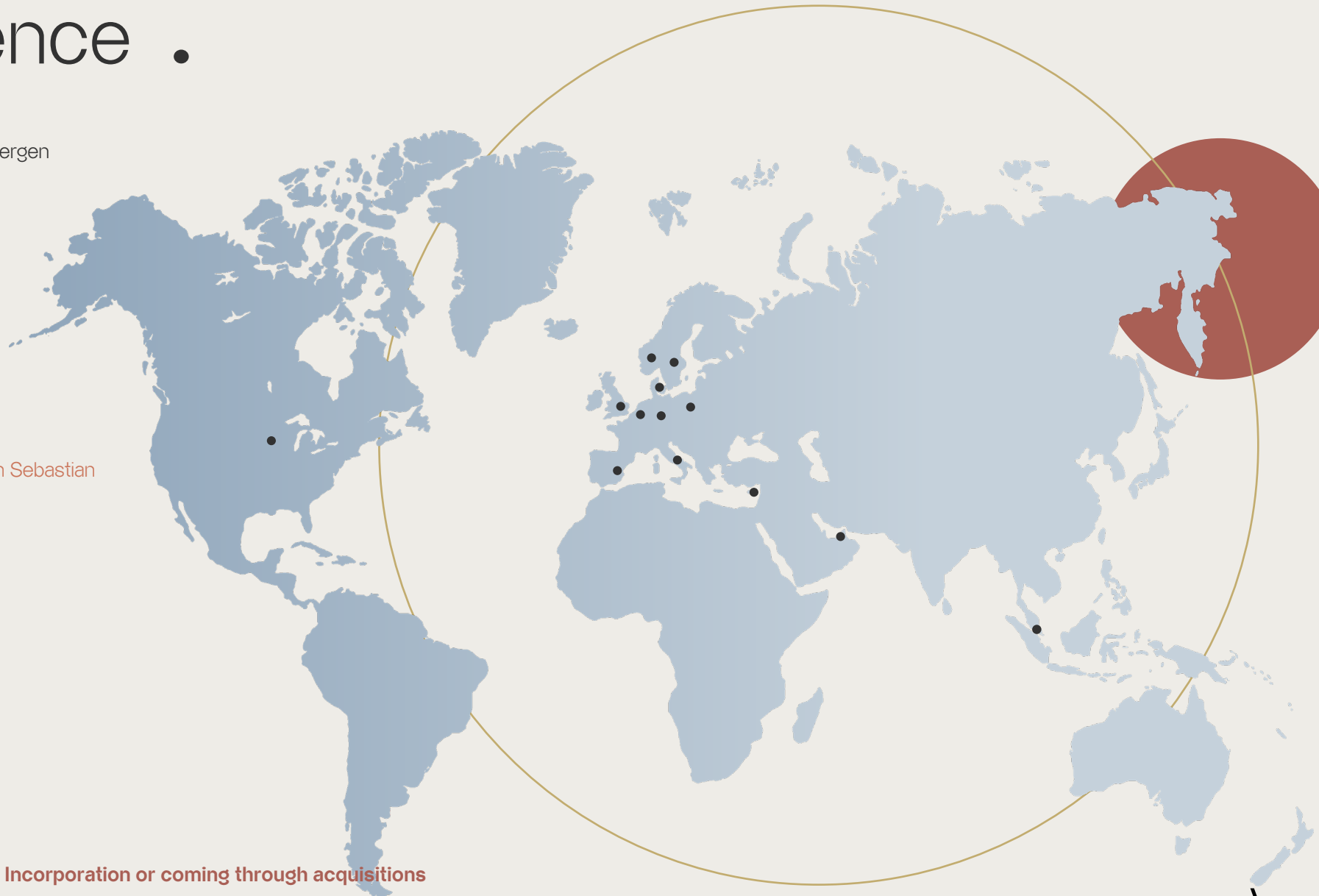
UAE \ Dubai

Singapore \ Singapore

Under Incorporation or coming through acquisitions

France Portugal Mexico Dominican Republic

Holland Guatemala Peru



\ Global delivery •

- New offices in Singapore and Dubai recently added
- Serving customers globally
- Strong partnership combined with own Software (IP)
 - Own IP - Research Management | Marine | Hospitality | Cloud
- Part of Expo 2020 in Dubai under the umbrella of Innovation Norway
- References within many segments in use to scale globally
 - Oil&Gas | Energy | Hospitality | Marine | Engineering

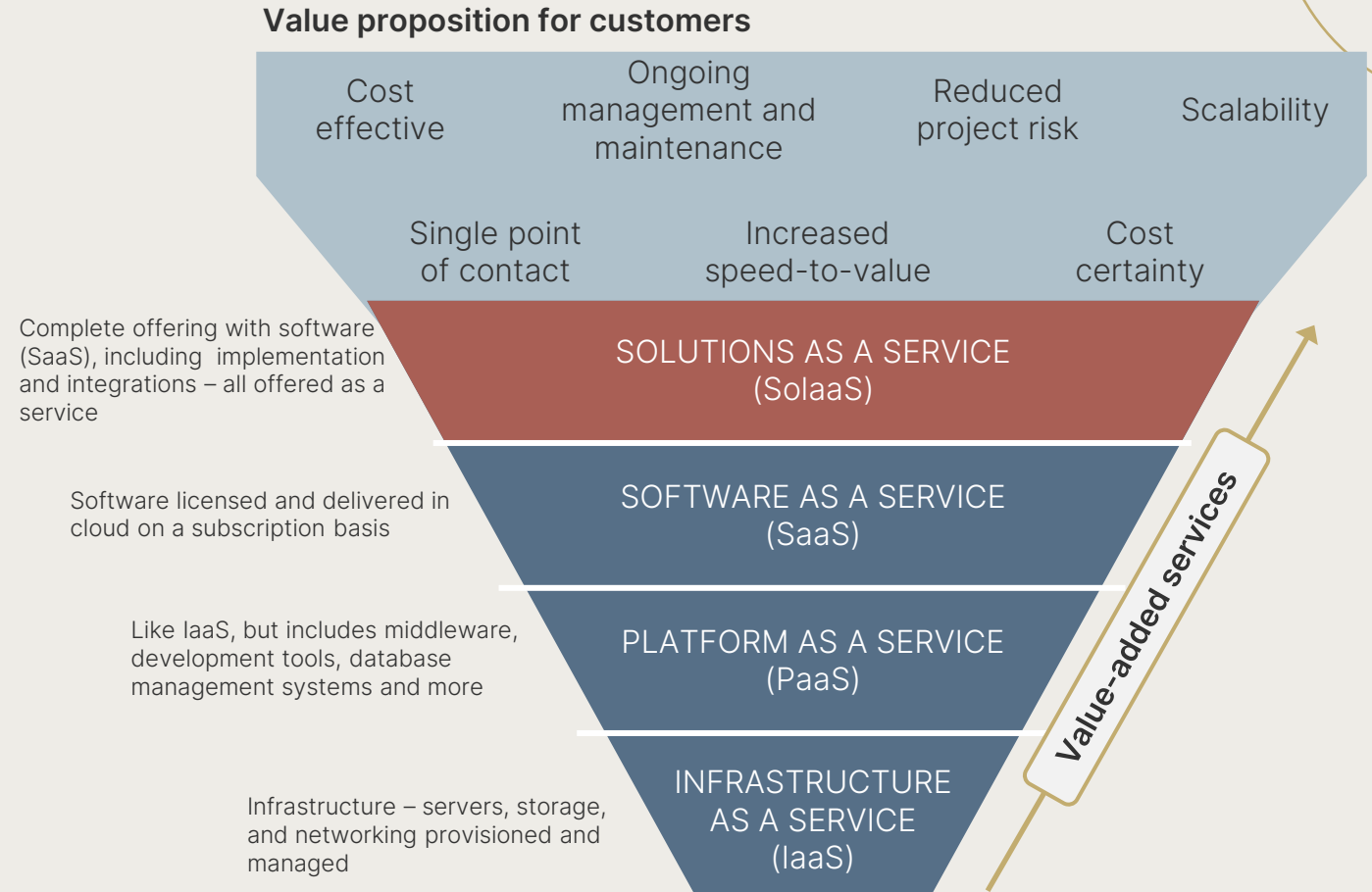


\ Focus – Solution as a Service .

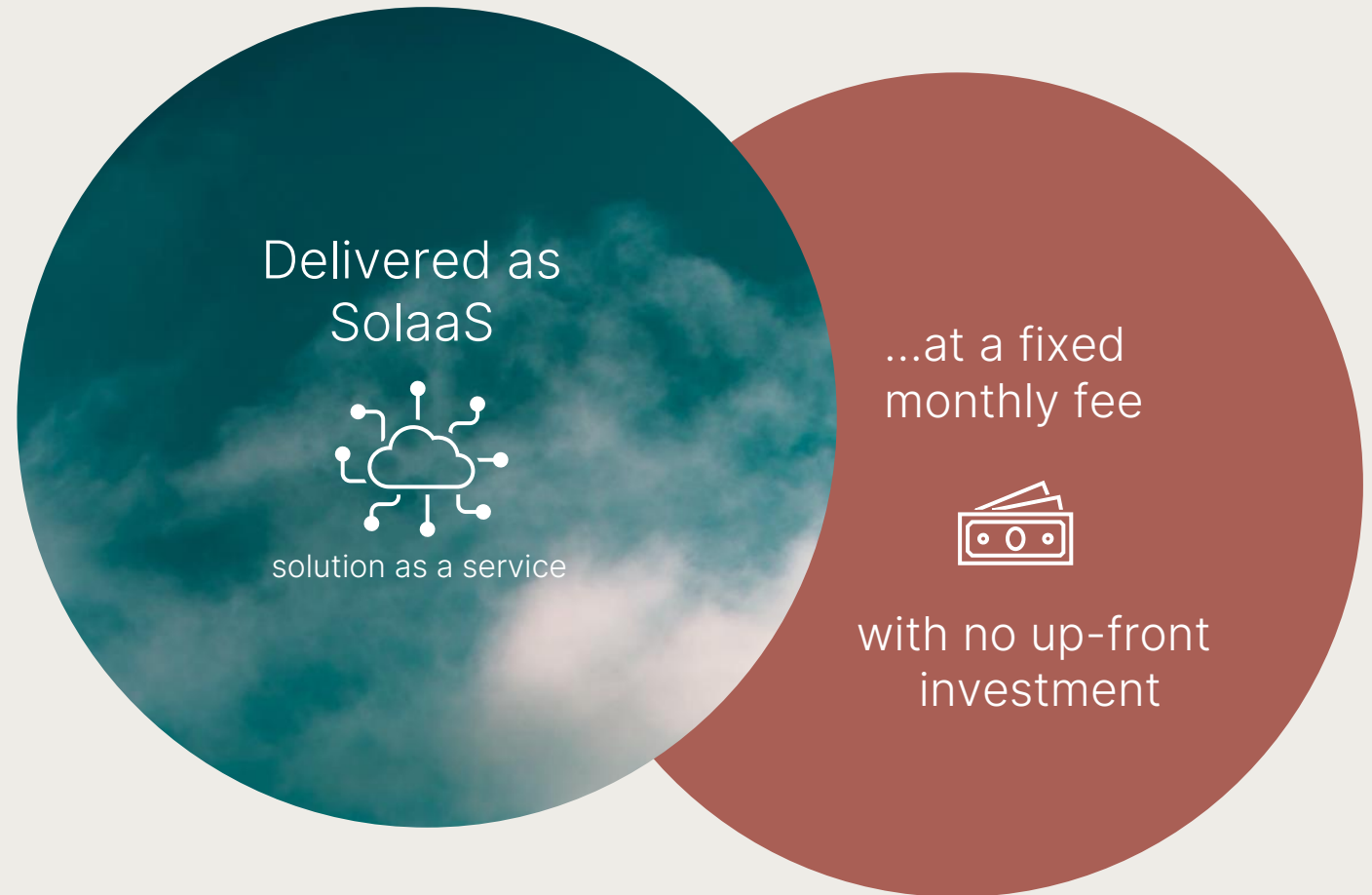
- Through a combination of internally developed software, strong partnerships and talented people, Arribatec offers a complete solution to its customers comprising relevant services to turn software into solutions
- Solutions as a service is a new approach to cloud computing that delivers all aspects of an IT solution implemented, integrated and offered as a service
- SolaaS is supporting customers to deliver on a Postmodern ERP Cloud strategy
- Arribatec consider this new and innovative way of selling and deploying ERP to be the “Next Generation” Postmodern ERP
- Fast – predicable – efficient – scalable!

Gartner's definition of Postmodern ERP

Technology strategy that automates and links administrative and operational business capabilities (such as finance, HR, purchasing, manufacturing and distribution) with appropriate levels of integration that balance the benefits of vendor-delivered integration against business flexibility and agility.



\ Our business proposition .



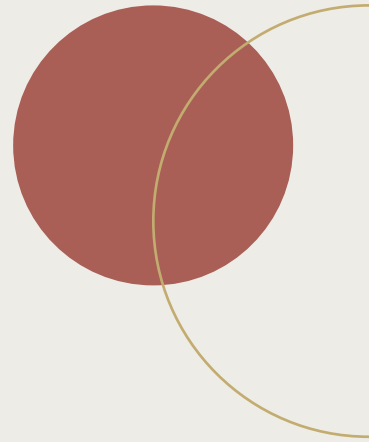
○ Own Software (IP)

○ 3rd party

○ 3rd party SW combined with own IP



\ Our business proposition .

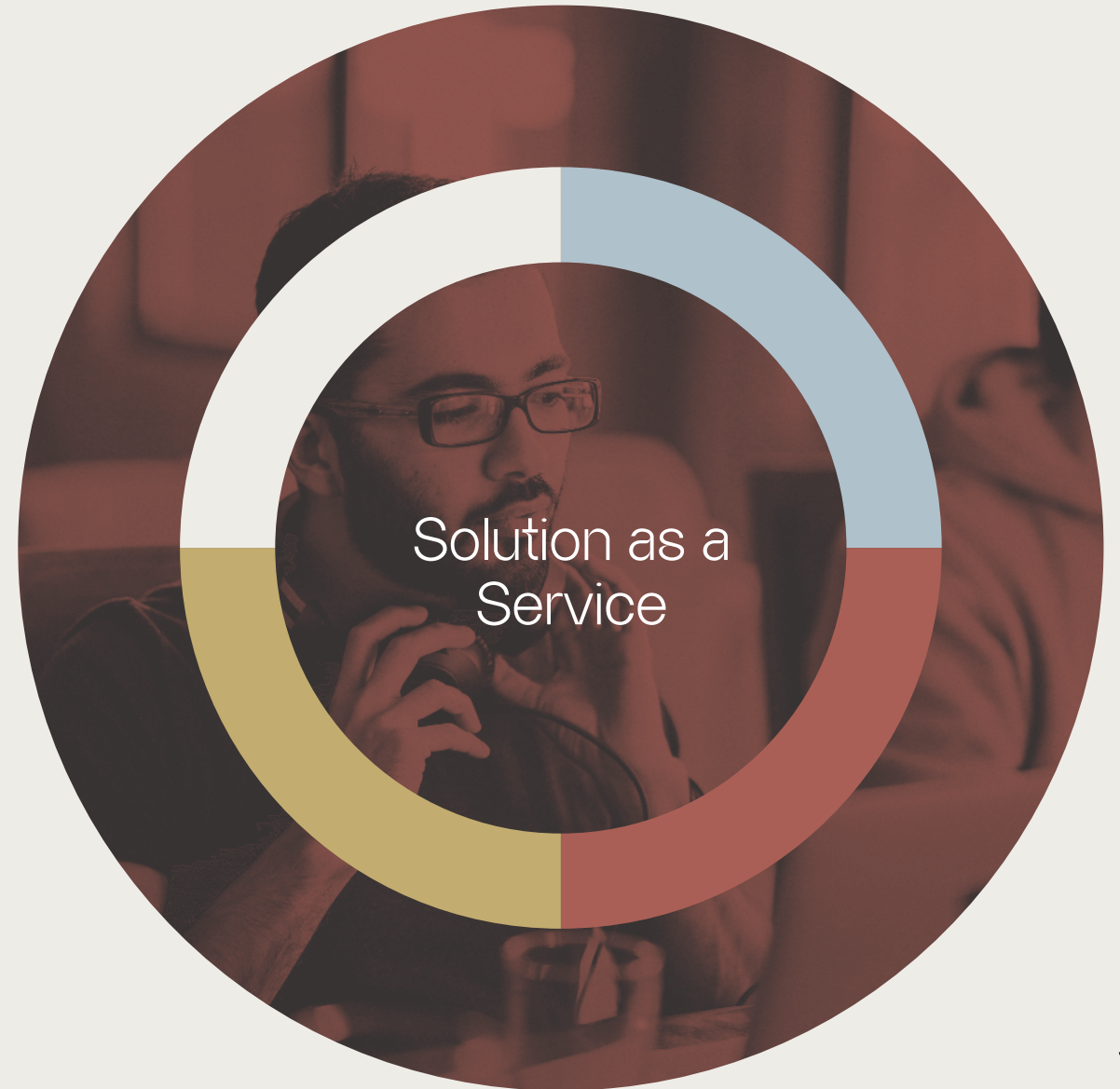


Delivered as SolaaS

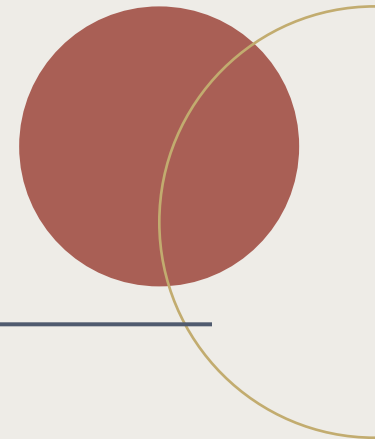


\ Solution as a Service in practice .

- 3rd party ERP/EA&BPM/BI System
- Own Systems - Vertical | Cloud
- System Integration | Own Platform
- System Implementation

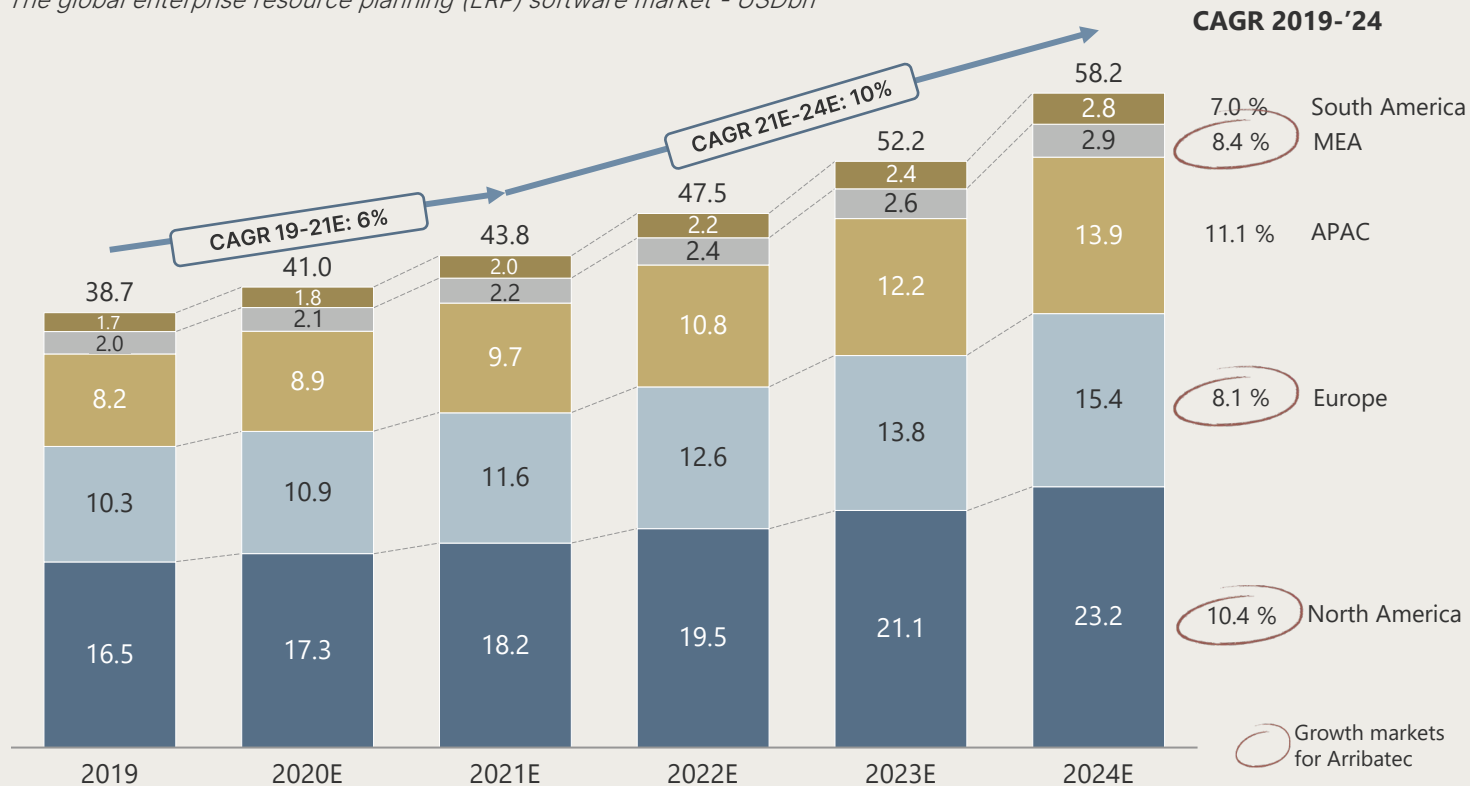


Addressable markets with significant size and growth



The global ERP software market is estimated to reach USD 58bn by 2024 with strong growth momentum

The global enterprise resource planning (ERP) software market - USDbn



KEY MARKET DRIVERS

- Need for operational efficiency and transparency
- Focus on flexibility and scalability
- Data-driven decisionmaking
- Adoption of cloud and mobile applications
- Integrated solutions

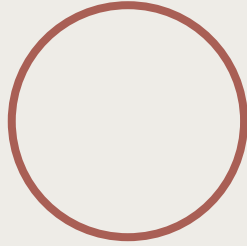
The ERP software market is only one of Arribatec's addressable markets – other markets include the global system integration market, which is expected to reach USD 585.5bn by 2025



\ One Solution .

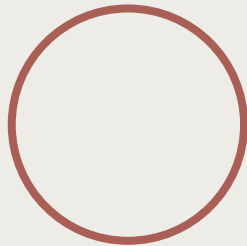
Disrupting

The way business software are deployed and delivered globally!



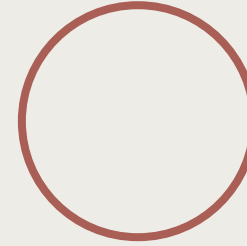
Re-thinking

The way business software is integrated, implemented and supported!



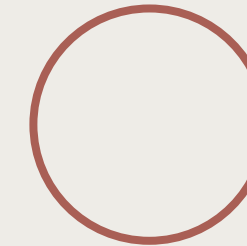
Scaling

Multi-tenant solutions, not only software



Stickiness

Adding value and transforming software into solutions and deliver One Solution





Arribatec. one solution

Per Ronny Stav – Group CEO
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