

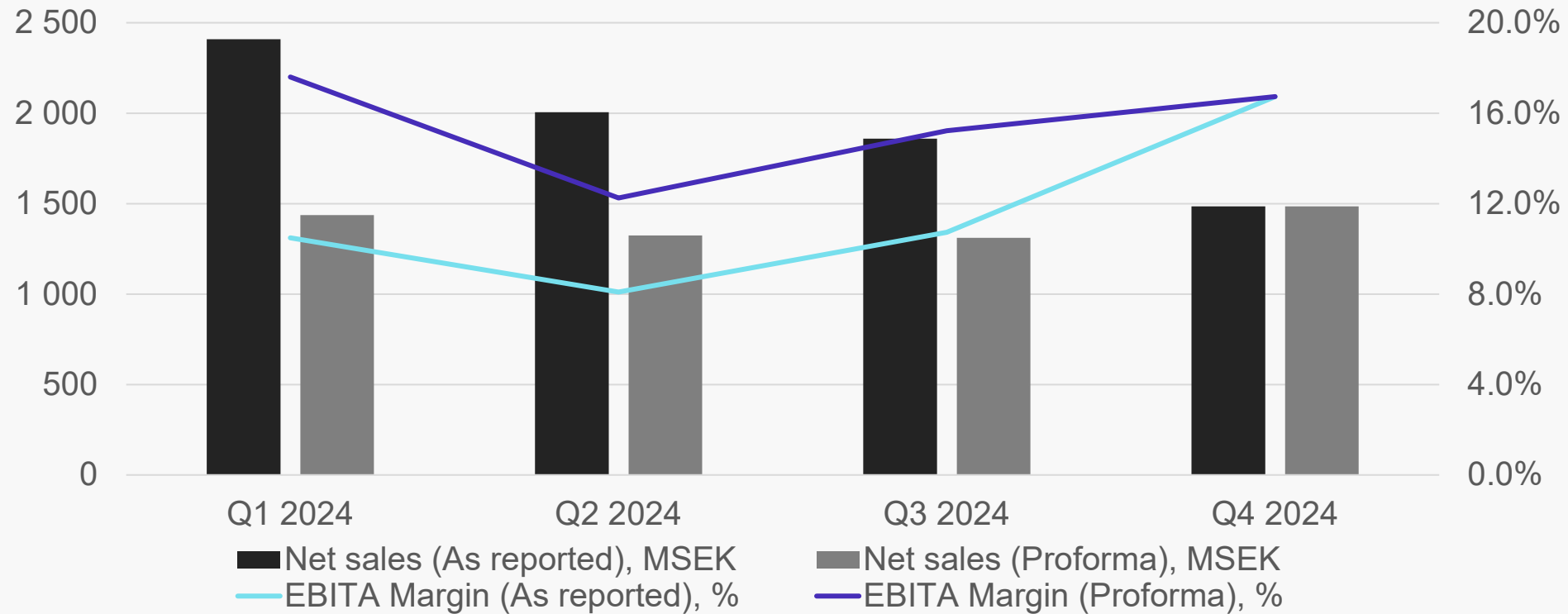
Pro forma

Adjustments for transaction model and reclassifications

Q1-Q4 2024

Addnode Group Net sales 2024 Pro forma

Adjustments for transaction model and reclassifications



The proforma presumes that the reclassifications of third-party agreements to an agent model and the implementation of the Autodesk's new transaction model were effective from January 1, 2024. As an agent, income is reported to an amount corresponding to the gross profit that Addnode Group is entitled to in exchange for arranging for the third party to provide they specified the products. No additional consideration is given to potential timing differences between the agent model and the reseller model. This proforma has not been reviewed by the company's auditors.

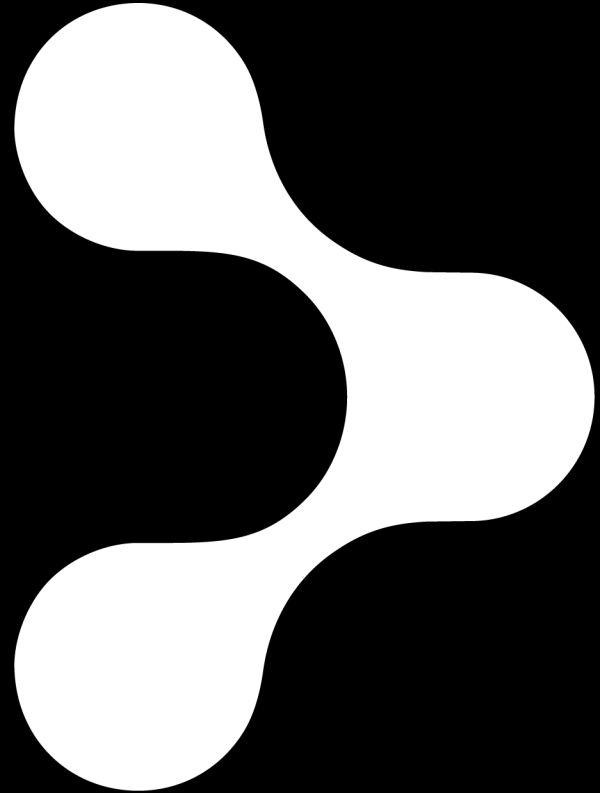
Key figures, Pro forma 2024

Adjustments for transaction model and reclassifications

	Q1		Q2		Q3		Q4		FY	
	As reported	Proforma	As reported	Proforma	As reported	Proforma	As reported	Proforma	As reported	Proforma
Net sales, SEKm	2 409	1 436	2 005	1 324	1 859	1 311	1 484	1 484	7 757	5 556
Design Management	1 624	667	1 214	549	1 111	580	660	660	4 609	2 456
Product Lifecycle Management	454	438	468	452	469	452	492	492	1 883	1 834
Process Management	342	342	335	335	289	289	344	344	1 310	1 310
Gross profit, SEKm	1 101	1 101	1 003	1 003	971	971	1 123	1 123	4 198	4 198
Design Management	609	609	507	507	517	517	594	594	2 227	2 227
Product Lifecycle Management	224	224	230	230	221	221	255	255	930	930
Process Management	274	274	272	272	237	237	283	283	1 066	1 066
Gross margin, %	45.7%	76.7%	50.0%	75.8%	52.2%	74.0%	75.7%	75.7%	54.1%	75.6%
Design Management	37.5%	91.3%	41.8%	92.4%	46.5%	89.1%	90.0%	90.0%	48.3%	90.7%
Product Lifecycle Management	49.3%	51.1%	49.1%	50.9%	47.1%	48.9%	51.8%	51.8%	49.4%	50.7%
Process Management	80.1%	80.1%	81.2%	81.2%	82.0%	82.0%	82.3%	82.3%	81.4%	81.4%
EBITA, SEKm	253	253	162	162	200	200	248	248	863	863
Design Management	168	168	86	86	118	118	146	146	518	518
Product Lifecycle Management	41	41	37	37	39	39	53	53	170	170
Process Management	65	65	59	59	58	58	70	70	252	252
EBITA-margin, %	10.5%	17.6%	8.1%	12.2%	10.8%	15.3%	16.7%	16.7%	11.1%	15.5%
Design Management	10.3%	25.2%	7.1%	15.7%	10.6%	20.3%	22.1%	22.1%	11.2%	21.1%
Product Lifecycle Management	9.0%	9.4%	7.9%	8.2%	8.3%	8.6%	10.8%	10.8%	9.0%	9.3%
Process Management	19.0%	19.0%	17.6%	17.6%	20.1%	20.1%	20.3%	20.3%	19.2%	19.2%



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