

Q4 2021

Quarterly Report



Highlights

Highlights Q4 2021

Q4 2021 closes a challenging year for Huddly - carrying strong momentum into 2022

Highlights Q4 2021

Supply chain issues continued to affect revenue and earnings

- **Q4 2021 revenue closes at 100.9 MNOK**
 - 11.1 MNOK lower than the historic high at 112.0 MNOK in Q4 2020
- **Gross margin at 44 % in Q4 2021 compared to 55 % in Q4 2020**
 - Purchase price variances for components impacted gross margin percentage with approximately five percentage points
- **Planned growth activities brought adjusted EBIT at 3.4 MNOK in Q4 2021, compared to 35.1 MNOK in Q4 2020**

Highlights Q4 2021

Full year 2021 revenue closes at 336.9 MNOK

3.7 % below the outlook provided in Q3 2021 report

Highlights Q4 2021

Huddly is on track to regain sales growth

Highlights Q4 2021

- **QOQ growth is up 58 % from 64 MNOK in Q2 2021**
- **Total backlog value continued to grow at end of Q4 2021 to 107 MNOK**
 - **An increase of 23 % compared to end of Q3 2021**
- **On track with talent acquisition**
 - **Headcount of 103 employees at end of Q4 2021**
 - **An increase of 45 % compared to end of Q4 2020**

Sales

Sales

- Full year 2021 revenue closes at 336.9 MNOK, 3.7 % below the lower end of the outlook provided in Q3 2021 report
- Q4 2021 revenue was 100.9 MNOK, 11.1 MNOK lower than the historic high at 112.0 MNOK in Q4 2020
- Impacted by global tightness in supply chain and by the NOK strengthening, 3.4 % versus USD in Q4 2021 versus Q4 2020 and 8.5 % versus USD in FY 2021 versus FY 2020

Sales

- Growing demand for Huddly's solutions, total backlog of 107 MNOK at end of Q4 2021, up 23 % QOQ
- Quarter-on-quarter growth the last two quarters, up 58 % from a low-point of 64 MNOK in Q2 2021, shows positive momentum

Sales

Strategic partners represented 60 % of Q4 2021 revenue and channel partners represented 40 %, both with growth quarter over quarter.

Google and Crestron continue to be strong partners.

Increased investments in Channels focused Sales and Marketing.

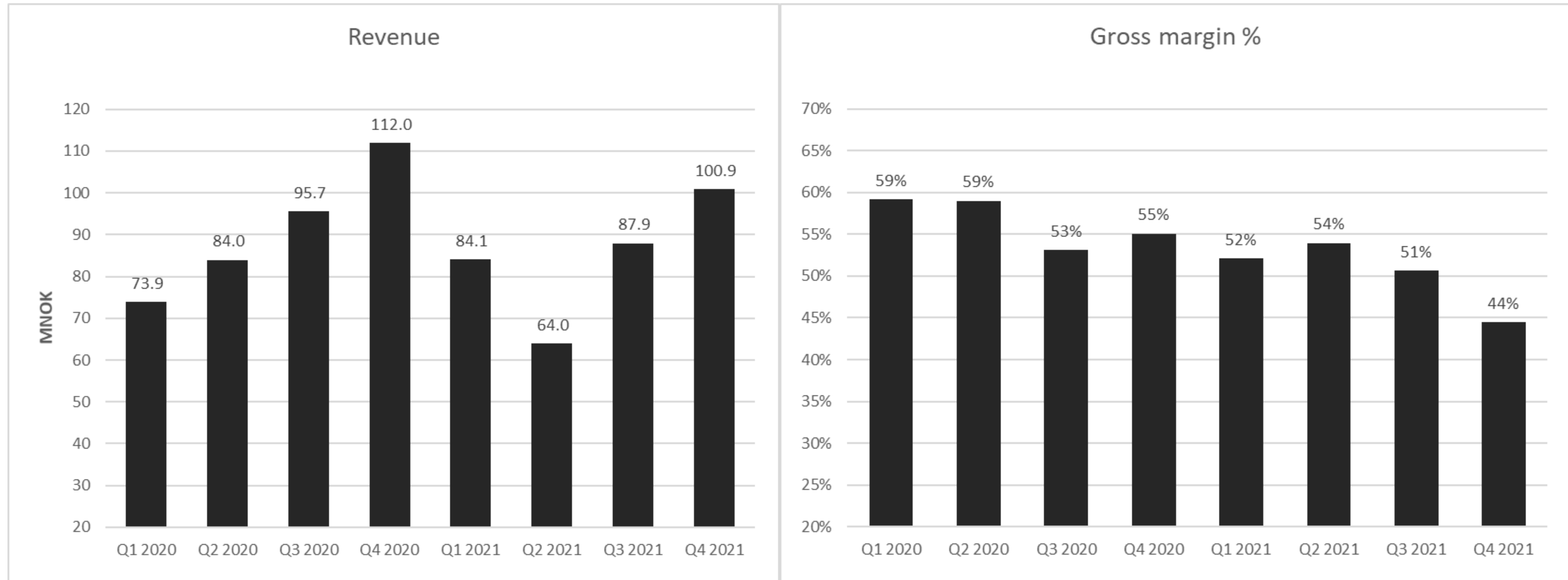


Financials

Financials Q4 2021

- **Revenue at 100.9 MNOK, down 10 % compared to Q4 2020**
- **Gross margin percentage 44 %, compared to 55 % in Q4 2020**
- **EBIT at loss 79.9 MNOK, compared to 32.4 MNOK in Q4 2020**
- **Adjusted EBIT at 3.4 MNOK, compared to 35.1 MNOK in Q4 2020 (excluding option expenses / IFRS 2 and synthetic options settlement)**
- **Investments in supply chain**

Financials – Revenue and Gross margin

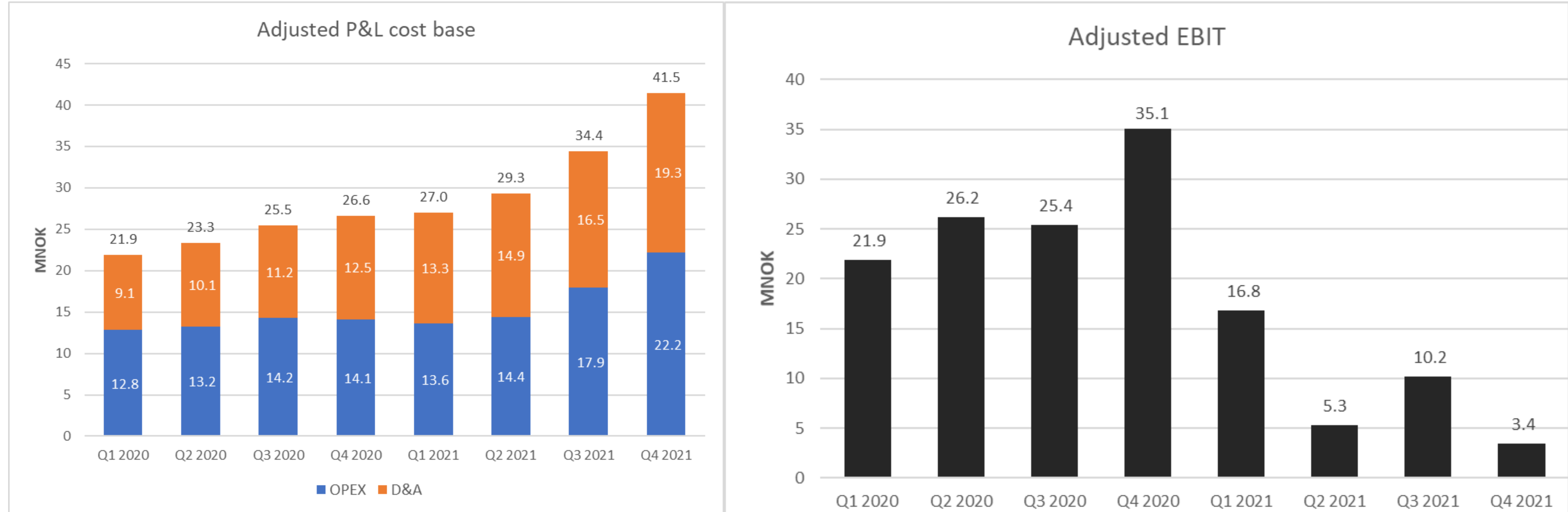


- Revenue down 10 % YoY in Q4 2021
- Q4 2021 revenue: 60 % strategic partners and 40 % channel partners
- Q4 2021 gross margin percentage: 44 %, impacted by PPVs, expected to return to around 50 % in 2022

Manufacturing and Supply Chain

- **Global tightness in supply chain is expected to continue into the foreseeable future**
- **Successful supply chain strategy**
- **Q4 2021 ended with no backorders and with standard lead time for all products**
- **The Huddly L1 ramp-up was completed successfully in Q4 2021, and production is stable**

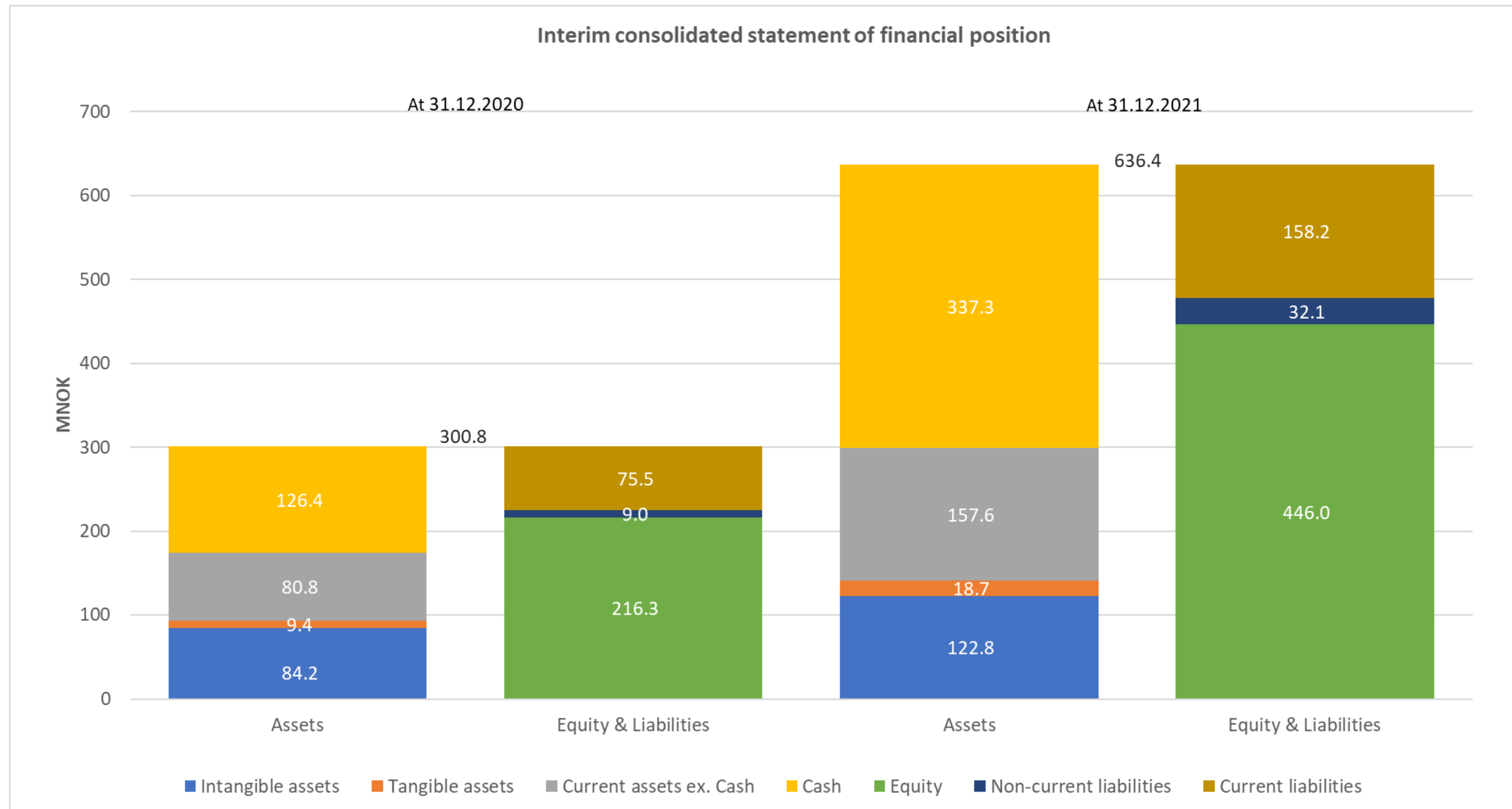
Financials – Adjusted P&L cost and Adjusted EBIT



- **P&L cost base increasing in line with scaling of organization**
- **Costs and EBIT adjusted* for 2.3 MNOK in IFRS 2 option expenses and 81.0 MNOK in synthetic option settlement expenses in Q4 2021**

* See Huddly Q4 2021 Report, Note 4 for further details

Financials – Balance sheet



- Capitalized R&D the majority of intangible assets
- Working capital, increased investments in supply chain
- Equity ratio of 70 %

Products

Certification

Huddly L1 Microsoft Certification with Crestron

Huddly L1 camera has been certified by Microsoft as part of Crestron kits for Microsoft Teams and Skype for business.



Gallery View







Huddly S1





Piece 2 12

Linberg, AT
Tuesday 21 May 2013
16:05 CET

The Austrian
artist ERVIN WURN
celebrates
the absurdity of
the moment

New York Times
Photo: Michael Ochs

Huddly S1

IP Camera for small & medium sized meeting rooms.

Powered by and enabled with a single ethernet connection.

Built on the same technology platform as L1, offering advanced features such as Portrait Lighting, Genius Framing.



**Huddly Networked cameras -
platform for new user experiences**



Outlook

Outlook

**Strong long term macro underpinning
our growth conviction**

Outlook

- **The post pandemic back to office is expected to further increase spending on collaboration tools**
- **25 % of the global workforce is expected to work from home, up from 5 % in 2019 (Frost & Sullivan)**

Outlook

Huddly is well positioned in a fast growing market

- Revenue is forecasted to be in the range from 450 MNOK to 550 MNOK in FY 2022
- The midpoint of 500 MNOK indicates growth of approximately 50 % YOY
- Gross margin percentage is forecasted to be around 50 % in FY 2022

Outlook

- **Global tightness in supply chain is expected to continue this year**
- **Huddly will further strengthen growth activities to drive long-term revenue growth**
 - **Go-To-Market and support functions**
 - **Future product launches**

