



CARASENT

Update on new focus for Webdoc and cost savings

23-04-24

Agenda

1 Change of focus

2 Cost reductions

3 Q&A



Too rapid expansion

- Carasent have during a short period of time grown very rapidly
 - Multiple acquisitions
 - Large new development projects
 - Very rapid hiring
- It is difficult to do all these things at once, especially for the first time

We have to focus our efforts – TAM Webdoc

(million SEK per year)

 Sweden	 Norway	
<p>~800M Webdoc present possible EHR market with no obvious functional gaps</p>	<p>~500M Region Stockholm & Surgery</p>	<p>~350M Healthcare EHR market</p>
<p>No functional gap</p>	<p>0-12 months of development</p>	<p>24-48 months of development remaining</p>

- We increase Webdoc’s focus on functionality for present and new customers in the present market thus making Webdoc even more attractive
- Webdoc X which from the foundation is made for international expansion continue to be developed for new markets

Cost savings program with aim of yearly savings of NOK 35-40 million

Background

- Carasent has concluded that costs have grown too rapidly and that running costs are too high
- A group wide cost savings program will therefore be initiated

Financial impact

- Total savings is expected to amount to amount to 35-40 MNOK on a yearly basis compared to current run rate, primarily related to capital expenditures
- Savings includes an estimated personnel cost for 32 FTEs (employees and consultants) and other operational expenses
- The total cost of realizing the savings program is estimated to 4 MNOK, and will be booked in Q2 2023

Timeline

- The program will be initiated immediately, and most of the savings will be realized by the end of Q2
- All savings will be realized by the end of Q3

Conclusion

- We focus Webdoc on Sweden with new functionality to add new segments. This increase our TAM more than to continue with Webdoc Norway while increasing the likelihood of success
- By focusing our international expansion on Webdoc X we decrease complexity
- Even if the savings are considerable we are still staffed for expansion and new structures will increase efficiency in development
- **We will now focus on internal processes, especially within sales which will be supported by the added functionality, and drive focus on present market and increased velocity within development**

Q&A