



HAWK

Infinity Software

Hawk Infinity Software

Q3 2024 presentation

18 November 2024

Important notice and disclaimer

These materials have been produced by Hawk Infinity Software AS (the "Company", and with subsidiaries the "Group"). The materials have been prepared for the exclusive use of persons attending an oral briefing and meeting to which these materials relate given by a representative of the Company and/or persons to whom these materials have been provided directly by an authorized representative of the Company (the "Recipients"). For purposes of this notice, "materials" means this presentation, its contents and appendices and any part thereof, any oral presentation and any question or answer session during or after or in relation to any of the foregoing.

The materials are for information purposes only, and do not constitute or form part of any offer, invitation or recommendation to purchase, sell or subscribe for any securities in any jurisdiction and neither the issue of the information nor anything contained herein shall form the basis of or be relied upon in connection with, or act as an inducement to enter into, any investment activity. The materials comprise a general summary of certain matters in connection with the Group, and do not purport to contain all of the information that any recipient may require to make an investment decision. Each recipient should seek its own independent advice in relation to any financial, legal, tax, accounting or other specialist advice.

No representation or warranty (expressed or implied) is made as to any information contained herein, and no liability whatsoever is accepted as to any errors, omissions or misstatements. Accordingly, the Company or any such person's officers or employees accepts any liability whatsoever arising directly or indirectly from the use of the materials. The materials may contain certain forward-looking statements relating to the business, financial performance and results of the Company and/or the industry in which it operates. Forward-looking statements concern future circumstances and results and other statements that are not historical facts, sometimes identified by the words "believes", "expects", "predicts", "intends", "projects", "plans", "estimates", "aims", "foresees", "anticipates", "targets", and similar expressions. Any such forward-looking statements are solely opinions and forecasts which are subject to risks, uncertainties and

other factors that may cause actual events to differ materially from any anticipated development. No liability for such statements, or any obligation to update any such statements or to conform such statements to actual results, is assumed.

These materials are not intended for distribution to, or use by, any person in any jurisdiction where such distribution or use would be contrary to local laws or regulations, and by accepting these materials, each recipient confirms that it is able to receive them without contravention of an unfulfilled registration requirements or other legal or regulatory restrictions in the jurisdiction in which such recipients resides or conducts business.

This presentation and related materials speaks only as of the date set out on the cover, and the views expressed are subject to change based on a number of factors. The Company does not undertake any obligation to amend, correct or update the materials or to provide any additional information about any matters described herein.

Today's presenters



Joakim Karlsen
CEO



Lars Fredrik Revling
CFO

Q3 2024 highlights

Continued organic growth, strong M&A activity and notable financing events

- Continued strong organic growth in revenue, EBITDA and free cash flow
 - Pro forma figures of 836 MNOK in revenue, 310 MNOK in adjusted EBITDA and 243 MNOK in adjusted free cash flow
 - YTD annualized like-for-like revenue growth of 19% and EBITDA growth of 35%, demonstrating the scalability of the group
 - Significant improvement in free cash flow generation over the last year gives an increasing buffer to our running interest cost
- The group continues to deliver strong results on operational KPIs with stable low churn, strong net retention and volume growth
- Leverage ratio (Senior NIBD / EBITDA) of 4.2x per Q3 2024. Following subsequent M&A transactions announced, our pro-forma Leverage ratio is 4.5x.
- Active quarter in terms of M&A and financing, of which some of the transactions were completed during October and November 2024
 - Tap issue of 100 MNOK completed in July 2024 to partially finance strong M&A pipeline
 - In September we announced an amendment of outstanding bonds and issue of new 1,000 MNOK bond with maturity in 2029 to execute on our robust M&A pipeline. The transaction was completed in October.
 - Completed acquisition of Digiflow (67%), Sunnsoft Publishing (100%) and Comby (80%) in July 2024, adding +100 MNOK in EBITDA
 - 9 additional acquisitions announced in October and November, adding 163 MNOK in EBITDA (not included in reported Q3 2024 pro forma figures)
- The new businesses give further diversification in HIS in terms of revenue, segments and geography, in addition to improving the overall growth profile and cash conversion in the group
 - Two of the new businesses represent our first non-Nordic companies, in Estonia and Croatia
- Including the new acquisitions the group has a combined LTM EBITDA of 473 MNOK

Hawk Infinity Software at a glance

Cash flow-oriented Nordic cloud software group

Key group characteristics

- High degree of recurring revenues and repeating customers
- Long track record of stable & profitable growth
- Highly diversified and sticky customer base
- Relentless focus on data security and privacy
- Nordic cloud-based software

Selected group customers

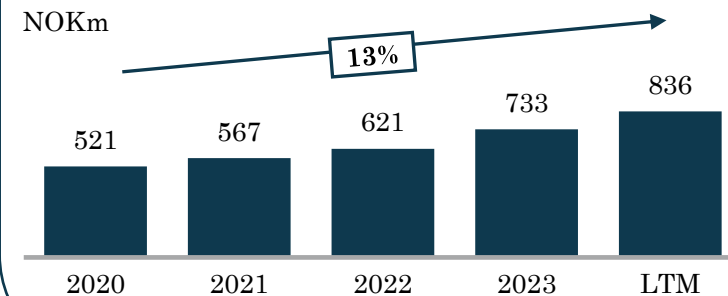


Group companies

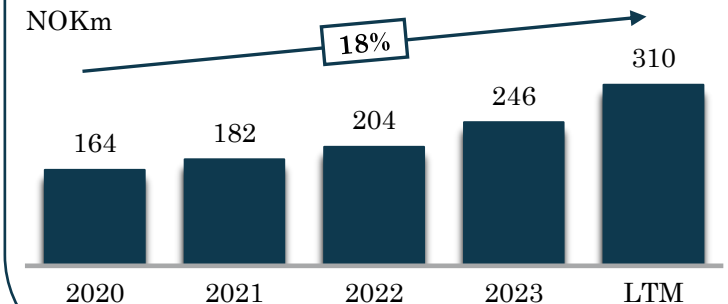


Leading Nordic cloud software group

Pro-forma group revenue



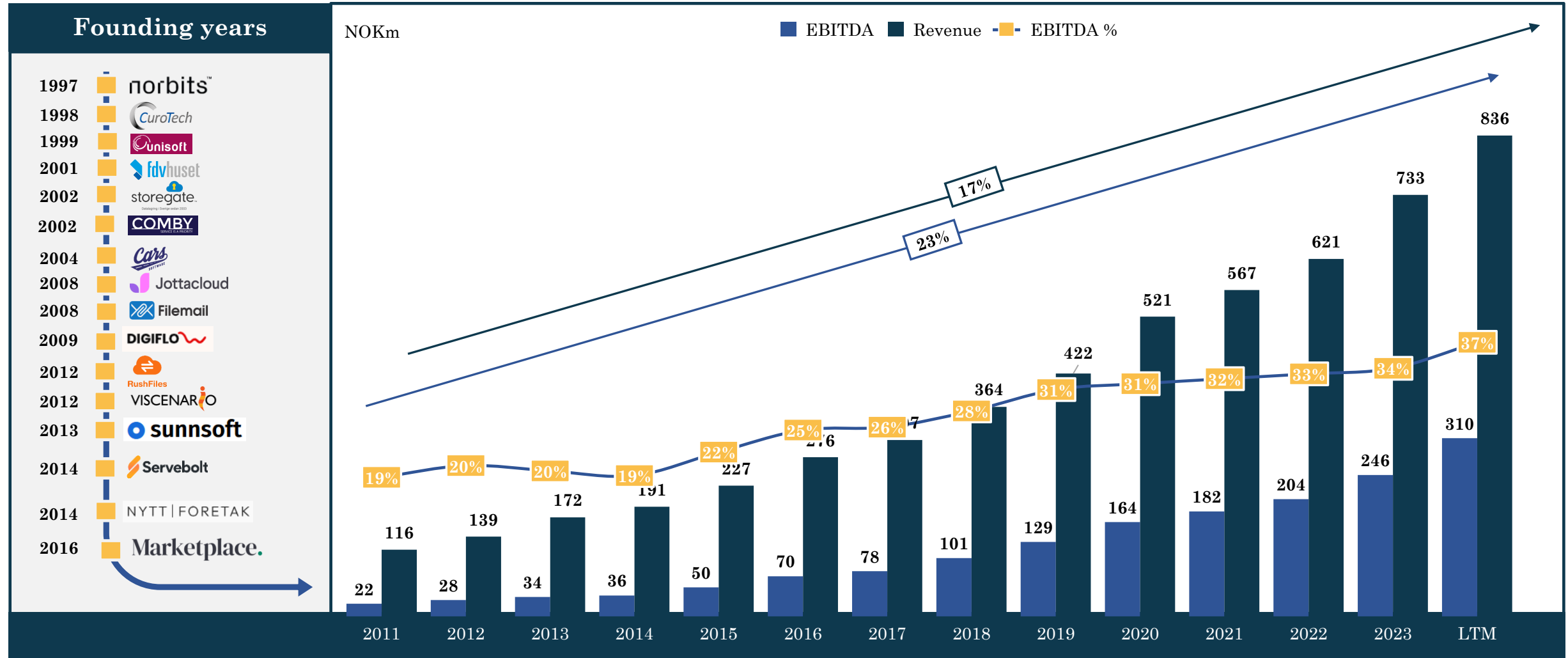
Pro-forma group EBITDA



Note: Pro-forma combined IFRS and accounting policy aligned financials.

History

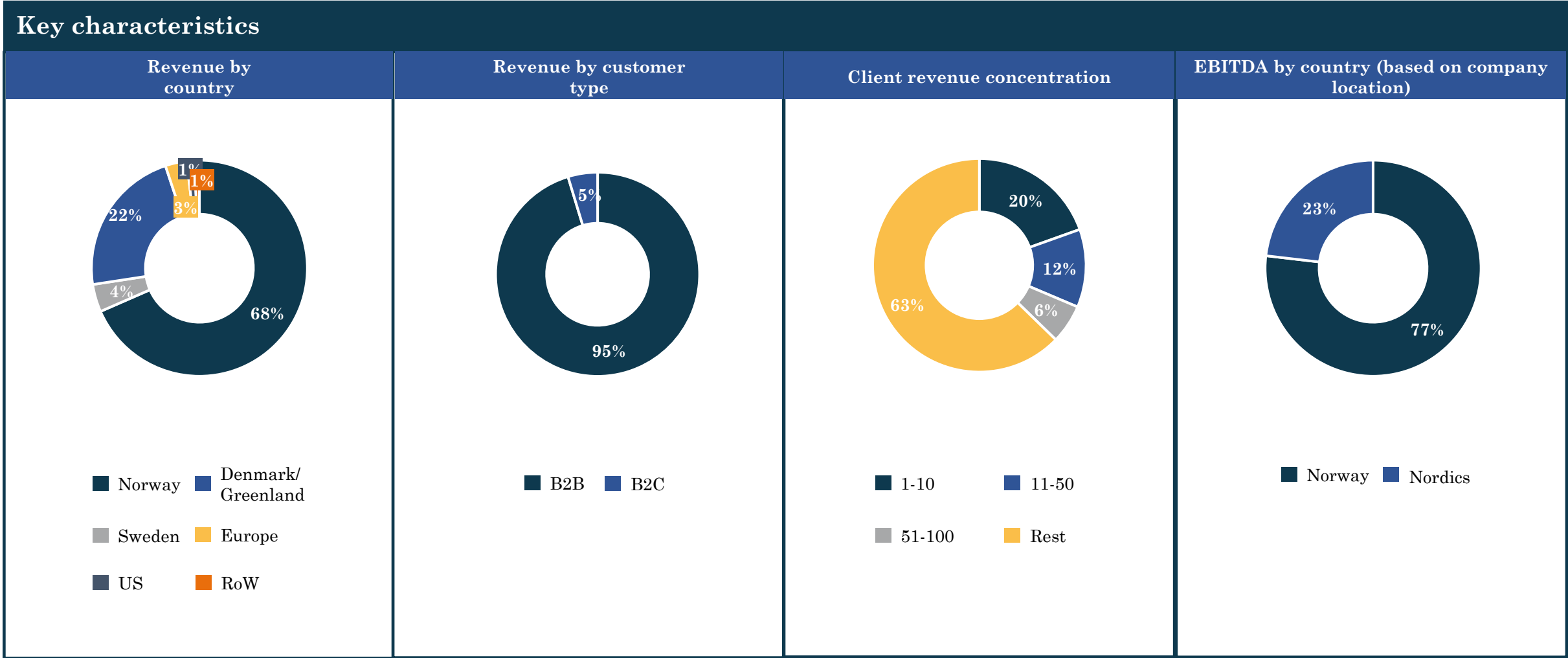
Hawk Infinity Software has a long history of strong, stable and profitable growth



Note: Pro-forma combined IFRS and accounting policy aligned financials.

High share of recurring revenues from blue-chip B2Bs

Significant client diversification reduces counterparty risk

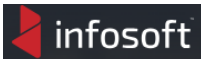



















Note: Pro-forma combined IFRS and accounting policy aligned financials, please refer to section 4 (Financial statements) for more information

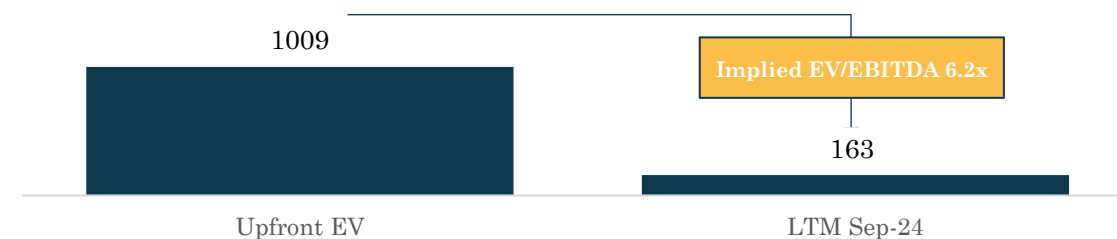
Overview of recently completed acquisitions

Accretive acquisitions with strong track record of growth, profitability and cash generation

Overview of companies

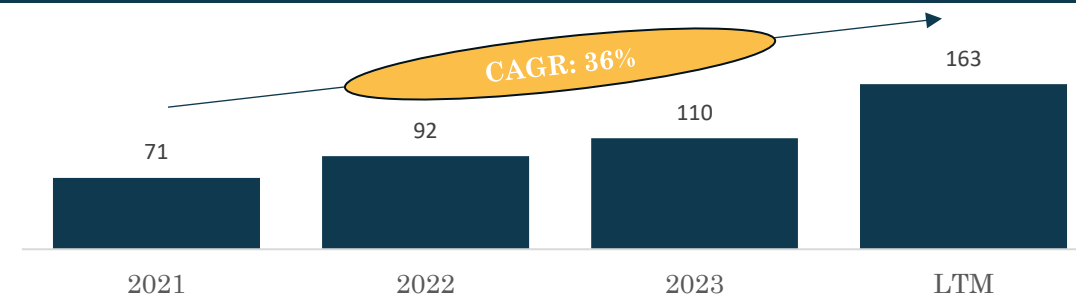
Company	Country	Stake acquired	Focus
 infosoft		100%	Subscription management software platform
 Bazcom		100%	Search engine optimization and online advertising software platform
 moreld capnor		100%	3D scanning and digital twin data for energy and construction industries
 GENERA		100%	Gaming platform and formats for regulated gaming operators
 MOTION >> TECH		100%	Motion technology and cyber-physical systems for a range of industrial applications
 VIROSOFT		100%	Human resource management software public and private enterprises
 MIKON		55%	Software solutions for production and manufacturing reporting needs
 8.BIT (Osmibit)		100%	ERP, Business intelligence, Human Resources and Document Management systems for retail, wholesale and marina
 barcontrol		100%	Checkout and logistics systems to the restaurant industry

Combined upfront EV/EBITDA (NOKm)



A limited performance-based deferred consideration will be granted for some of the targets if they meet ambitious cash flow growth targets over the next years. Deferred consideration can be settled with +50% shares in parent company

Proven track record (Combined EBITDA development, NOKm)



Higher EBITDA growth and similar EBITDA cash conversion as in HIS today

9 acquisitions completed since recent bond issue - two additional acquisitions in pipeline in the near term




Introduction to newly acquired companies

Capnor and Bazoom represent the largest contributors to acquired EBITDA

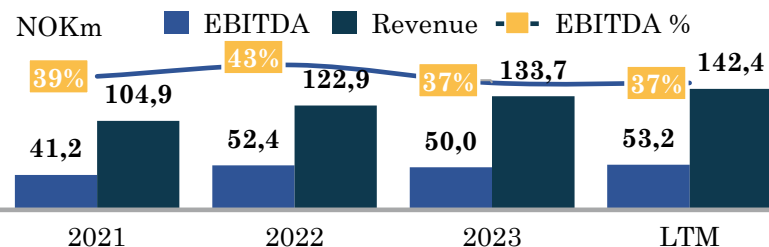
Capnor in brief

Company description

- Capnor has offices located in Stavanger, Norway and Krakow, Poland and is a global supplier of 3D scanning and digital twin data for the energy and construction industry.
- As part of its offering, Capnor offers access to the cloud-based platform Ayelix. Ayelix is a self-developed tool for managing data and is also sold as a separate product. The company has strong underlying growth on the top and bottom line, with a large portion coming from Ayelix.
- NOK 136.0m in LTM revenue and NOK 53.0m in LTM EBITDA.

<p>1 Leading company within 3D laser</p>  <p>Leading provider for O&G operators on the Norwegian Continental Shelf, with over 20 years of experience.</p>	<p>2 Lean and profitable business model</p>  <p>Highly profitable business model, achieving 50-60% gross profit margin and 30-40% EBITDA margin over the last three years.</p>	<p>3 Unique scalability potential with Ayelix</p>  <p>Limited future capex with scalable service offering to efficiently capture, structure, visualise, measure, share and collaborate on scan data.</p>
--	---	---

Key financials



Selected customers



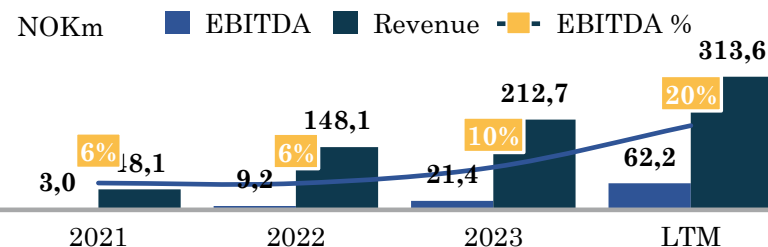
Bazoom in brief

Company description

- Bazoom is a digital platform provider of search engine optimization and online advertising software.
- Based in Denmark, the company has built up a leading position among end-customers, advertising agencies and affiliates within its domain with established partnerships with an extensive and growing network of media partners.
- Strong scalability with limited increase in fixed cost base as revenue base grows
- NOK 313.6m in LTM revenue and NOK 68.5m in LTM EBITDA.

<p>1 Impressive revenue growth</p>  <p>Significant annual revenue growth of almost 50%</p>	<p>2 Highly scalable service offering</p>  <p>Scalable service offering, with limited future capex requirements.</p>	<p>3 Upside using AI</p>  <p>Significant upside by optimizing link portfolio and leveraging AI capabilities</p>
---	---	--

Key financials



Diversified customer base

Customer base consists of more than 2400 customers with limited revenue concentration

Q3 2024 key figures

Pro forma Group figures Q3-24

PF Revenue

203.7m

+19% vs. Q3-23

PF Adjusted EBITDA

80.5m

+24% vs. Q3-23

LTM PF adjusted EBITDA

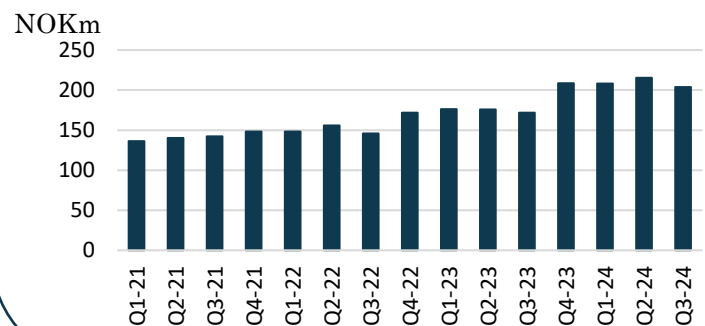
309.6m

+26% vs. FY23

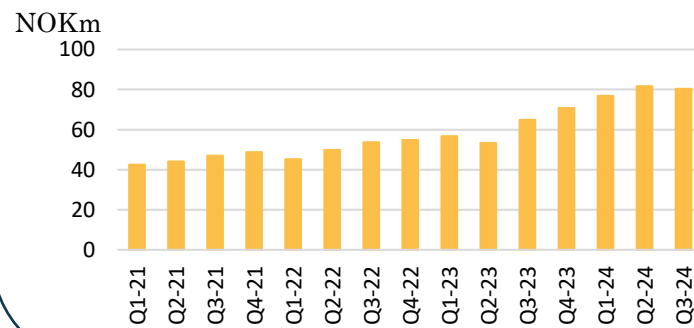
Senior net debt

1 281.2m

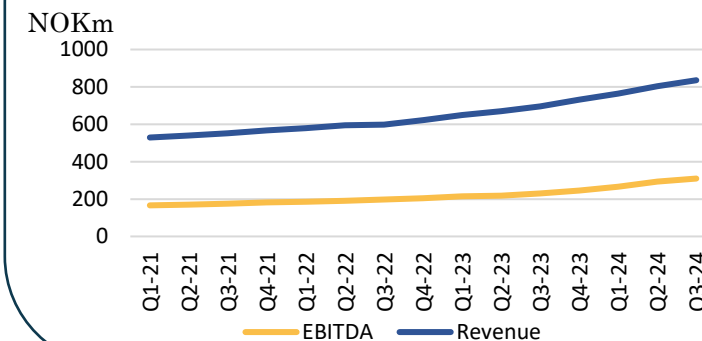
Pro-forma group revenue



Pro-forma group EBITDA



Rolling LTM pro-forma revenue and EBITDA



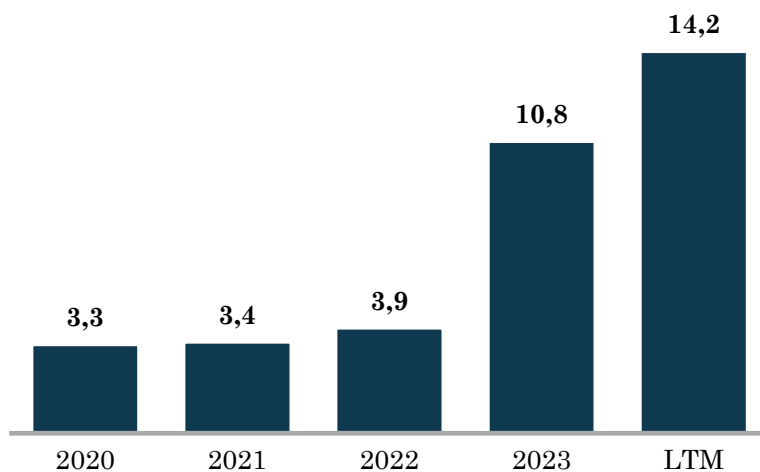
Note: Pro-forma combined IFRS and accounting policy aligned financials.

Cash flow profile

Strong and robust cash conversion

Cash flow effect from change in NWC

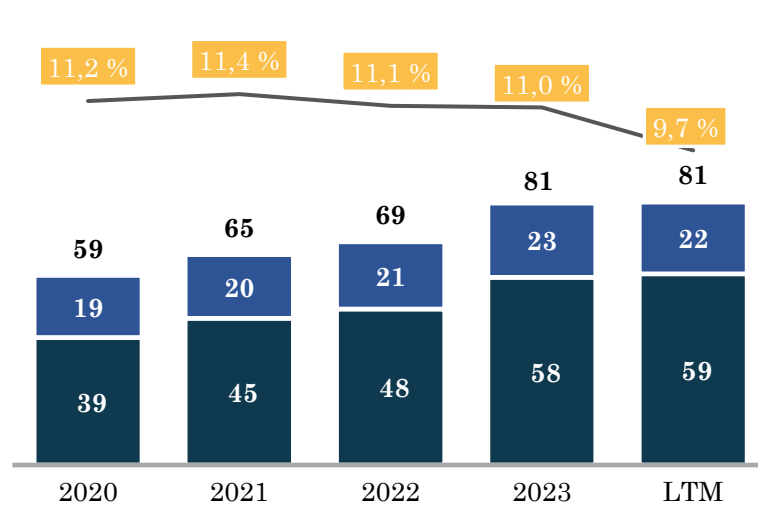
NOKm



- The Group has continuously accumulated negative net working capital as deferred revenue from (subscription) prepayments grows in parallel with increasing reported revenues

Capex and leasing

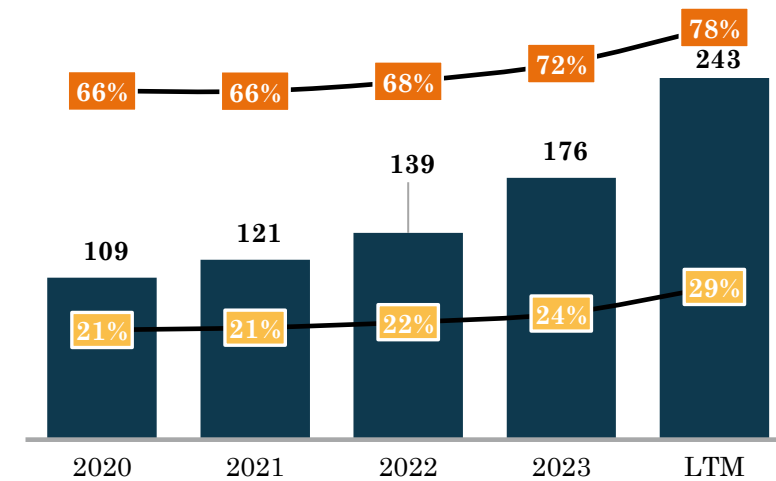
NOKm Capex Leasing In % of revenue



- Leasing payments contain data server and data center costs (IFRS 16 financial leases)
- Capex costs are driven mostly by expansion capex, which includes capitalized research and development (R&D) costs

Free cash flow and margins

NOKm FCF In % of revenue In % of EBITDA



- The Group generates a strong and consistently increasing free cash flow margin and cash conversion, demonstrating scalability

Group leverage per Q3 2024

Pro-forma Group Net Debt

NOKm	Reported 30.09.24
Bond loan	1 350.0
RCF	25.0
Leasing liabilities	48.1
Other liabilities	39.3
Cash and cash equivalents	-181.3
Senior net debt	1 281.2
Subordinated earn-out and seller credits	189.1
Total net debt	1 470.3

Leverage ratio per Q3 2024

- Senior NIBD / EBITDA LTM: 4.2x
- Total NIBD / EBITDA LTM: 4.8x

Subordinated earn-out and seller's credit

- Significant EBITDA and cash flow growth over the next years required for commitments to be triggered, ensuring de-leveraging
- Approximately 60% of the commitments can be settled by issuance of shares in the parent company

Pro-forma Group leverage post subsequent events

Pro-forma Group Net Debt

NOKm	Reported 30.09.24	Effect of acquisitions	Effect of Bond issue	Pro forma post subsequent events
LTM adjusted EBITDA	309.6	163.1	0.0	472.7
EBITDA for incurrence test*	307.5	160.7	0.0	468.2
Senior net debt	1 281.2	771.8	40.3	2 093.3
Senior NIBD/EBITDA LTM	4.2x			4.5x

*EBITDA adjusted for entities where ownership is less than 80%.

An aerial, top-down view of a city, heavily tinted with a dark blue color. The image shows a dense urban environment with numerous high-rise buildings, streets, and a large, lush green park area on the left side. In the center-right, there is a prominent circular plaza or roundabout with a central green space. The overall scene is a complex urban landscape.

Q&A



HAWK

Infinity Software