

Q1 2023

**Webcast
Presentation**

May 4, 2023



nnit



NNIT is a leading provider
of IT solutions to life sciences
internationally, and to the public
and enterprise sectors in
Denmark

Our future state

In 2026, we are an industry leading employer and solution provider specialized in international life science and public Denmark



Industry-leading employer
with strong attraction, retention
and employee development



A truly **international company** driven by strong
regions and an international
mgmt. team



A **commercially savvy**
company where everyone acts
as commercial leaders



A **leading international life sciences** solution provider
within R&D, Manufacturing and
Commercial areas



A **public Denmark specialist**
driven by our customized
application expertise



Easy to deal with due to
Future-fit systems and
processes

Our starting point

We have a solid starting point, and we see significant potential in our fundamentals



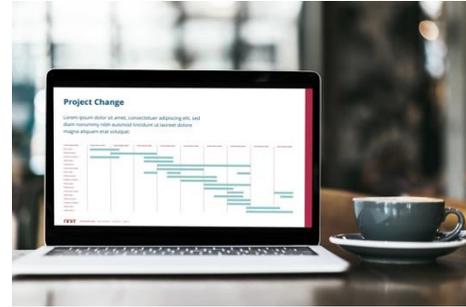
Strong people foundation

We are an international organization with strong subject matter expertise within various solution areas. **We are a people business** – providing digital solutions to people by people.



Globally attractive markets

We operate in globally attractive markets with resistance to short-term economic turmoil and support from long-term mega trends driving global digitalization and regulation.



High demand for our competences

There is a high demand for our competences – we excel at problem solving in complex environments where business understanding is a requirement for technical solution design.



Strong customer base

We have a strong international customer base with our **life sciences** offering, and a good position and momentum in the Danish **public sector**.

NNIT world map



USA: ~160

Denmark: ~520

Europe: ~390

Asia: ~310

Global Delivery & Support: ~335

Our playing field

We adopt a strong market focus by targeting three industries supported by a technology partner model driven by customer demand

We focus on high complexity industries

We thrive in environments where regulatory demands and complexity is high



Global life sciences

We focus on building a strong leading global position helping LS customers to digitize key parts of their value chain



The Danish public sector

We focus on developing our position in the Danish market, serving public customers



Danish enterprises with scales

We focus on strengthening the position of SCALES in Denmark by building on its unique brand and value proposition

Through select partner technologies

Our choice of front-end technologies and our partner ecosystem is guided by customer demand

Key figures Q1 2023

Revenue growth

16%

Organic revenue growth

11%

Revenue (DKKm)

413

Operating profit
before special items (DKKm)

20

Operating profit margin
before special items

4.9%

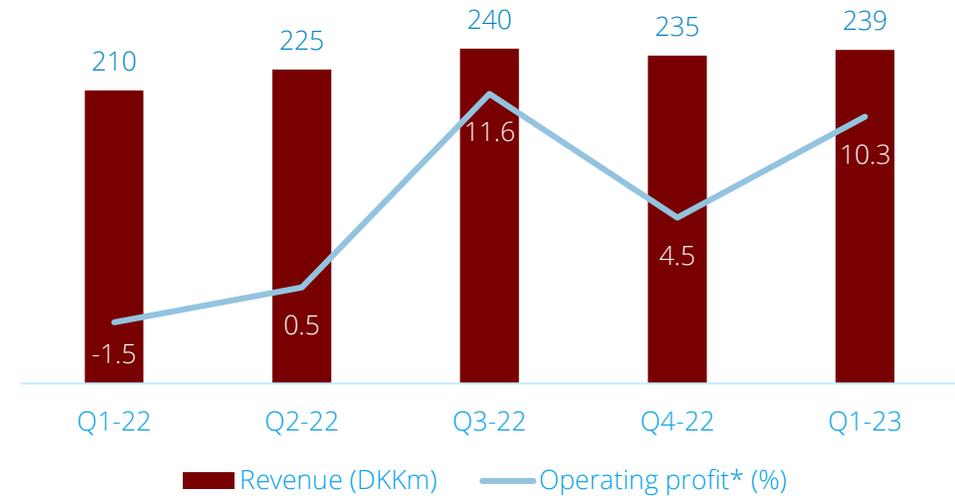
Special items (DKKm)

14

Life Sciences Solutions

- 14% growth driven by organic performance (7%) and acquisition of prime4services as well as currency impact
- Balanced capacity driving strong progress in earnings and profitability
- Current performance and utilization expected to continue positive trajectory
- Extensions and expansions of several long-term customer engagements, representing significant value
- Continued acceleration of sales to new international life sciences customers within R&D and manufacturing

Revenue and profitability



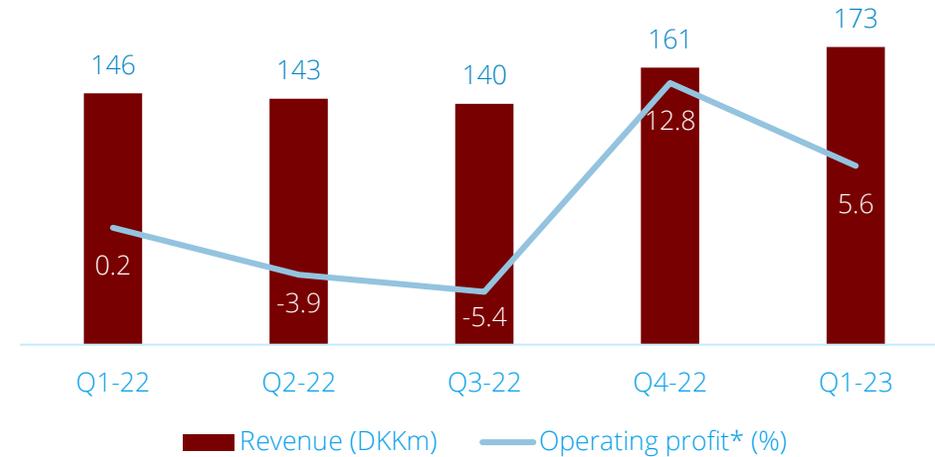
LSS	Q1-23	Q4-22	Q3-22	Q2-22	Q1-22
Revenue	239	235	240	225	210
Production cost	-185	-190	-183	-191	-181
Gross profit	55	44	58	34	29
Gross profit margin	22.8%	18.9%	24.1%	15.2%	13.7%
Operating profit	25	11	28	1	-3
Operating profit margin	10.3%	4.5%	11.6%	0.5%	-1.5%

*Operating profit and margin before special items

Cloud & Digital Solutions

- Revenue growth of 19% (16% organic) driven by several major public sector wins in previous periods
- Stabilization of earnings following higher activity level and improved capacity utilization
- Continuation of positive traction and positive outlook in the coming quarters
- Significant new contracts and renewals including two public contracts impacting 2023-2025

Revenue and profitability



CDS	Q1-23	Q4-22	Q3-22	Q2-22	Q1-22
Revenue	173	161	140	143	146
Production cost	-150	-130	-136	-137	-134
Gross profit	23	31	4	6	12
Gross profit margin	13.5%	19.1%	2.6%	4.5%	8.4%
Operating profit	10	21	-8	-6	0
Operating profit margin	5.6%	12.8%	-5.4%	-3.9%	0.2%

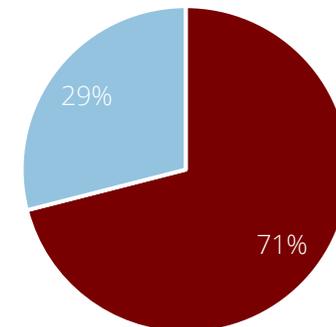
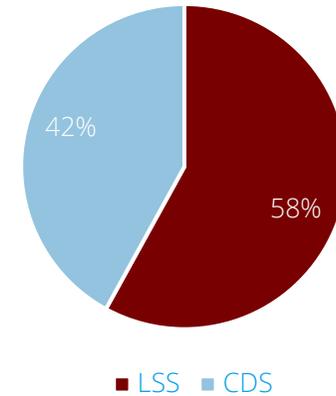
*Operating profit and margin before special items

Group financials

Group	Q1-23	Q4-22	Q3-22	Q2-22	Q1-22
Revenue	413	396	380	368	356
Production cost	-349	-330	-338	-346	-334
Gross profit	64	66	42	21	22
Gross profit margin	15.5%	16.7%	11.1%	5.8%	6.1%
Sales and marketing costs	-23	-21	-19	-21	-20
Administrative expenses	-21	-21	-21	-18	-18
Operating profit*	20	24	3	-18	-16
Operating profit margin*	4.9%	6.1%	0.8%	-4.8%	-4.5%

*Operating profit and margin before special items

Q1 2023 revenue



Q1 2023 operating profit*

2023 outlook

- NNIT maintains revenue and earnings outlook for 2023
- Solid trajectory in Custom Application Development (CDS) and Production (LSS)
- Profitability impacted by higher cost base in H1 until separation is completed
- Special items now expected to amount to up to DKK 70m
 - DKK 56m related to M&A earn out payments
 - DKK 14m related to restructuring costs for right-sizing
 - Re-classification of remaining costs to discontinued operations



Revenue
growth

~10%

Operating profit
margin

~5%

Special
items (DKKm)

≤70

Q&A



Contact information

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Thank you

