

CARNEGIE SMALL & MIDCAP SEMINAR 2021

**We change
the world with
software.**



PRESENTERS



Jørn Larsen
CEO

Founded Trifork (1996) and has since worked as Group CEO

Broad experience from multiple start-ups in the European technology space



Kristian Wulf-Andersen
CFO

Joined Trifork as Group CFO in 2007

Co-founder and CFO of the IT infrastructure company Interprise Consulting until it was acquired by Trifork in 2007

DISCLAIMER · IMPORTANT INFORMATION

This presentation contains forward-looking statements including, but not limited to, statements and expectations concerning expected or projected earnings, strategies, trends and developments. Forward-looking statements are statements (other than statements of historical fact) relating to future events and Trifork's expected, anticipated or planned financial and operational performance.

The words 'may', 'will', 'will continue', 'should', 'expect', 'foresee', 'anticipate', 'believe', 'estimate', 'plan', 'project', 'predict', 'intend', 'guidance' and 'outlook' or variations of these words, including negatives thereof, as well as other statements regarding matters that are not historical fact or regarding future events or prospects, constitute forward-looking statements. Other forward-looking statements can be identified in the context in which the statements are made.

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As a result, forward-looking statements should not be relied on as a prediction of actual results. Trifork undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except to the extent required by law.

We change the world with software.



Fast-growing and attractive market



Full-circle go-to-market model



Forefront of innovation



Track-record and profitable growth



Agile teal organisation and strong team

Turning mobility smart

- Seamless integration with SAP backend
- Intelligent use of GPS capabilities
- Speech-to-text integration
- Sign-on in 0.1 seconds



+750k

managed assets

+60k

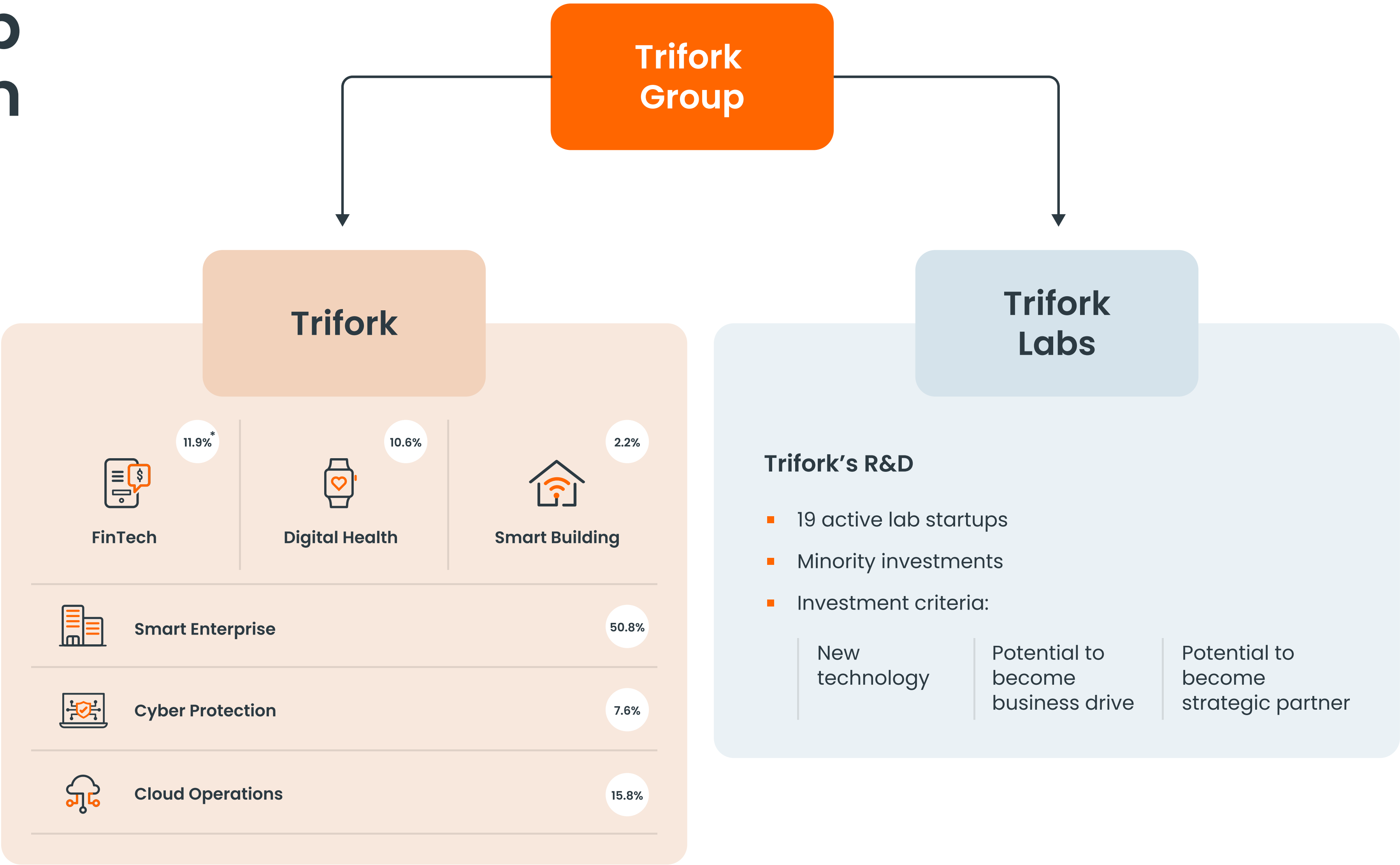
annual work orders

650

users

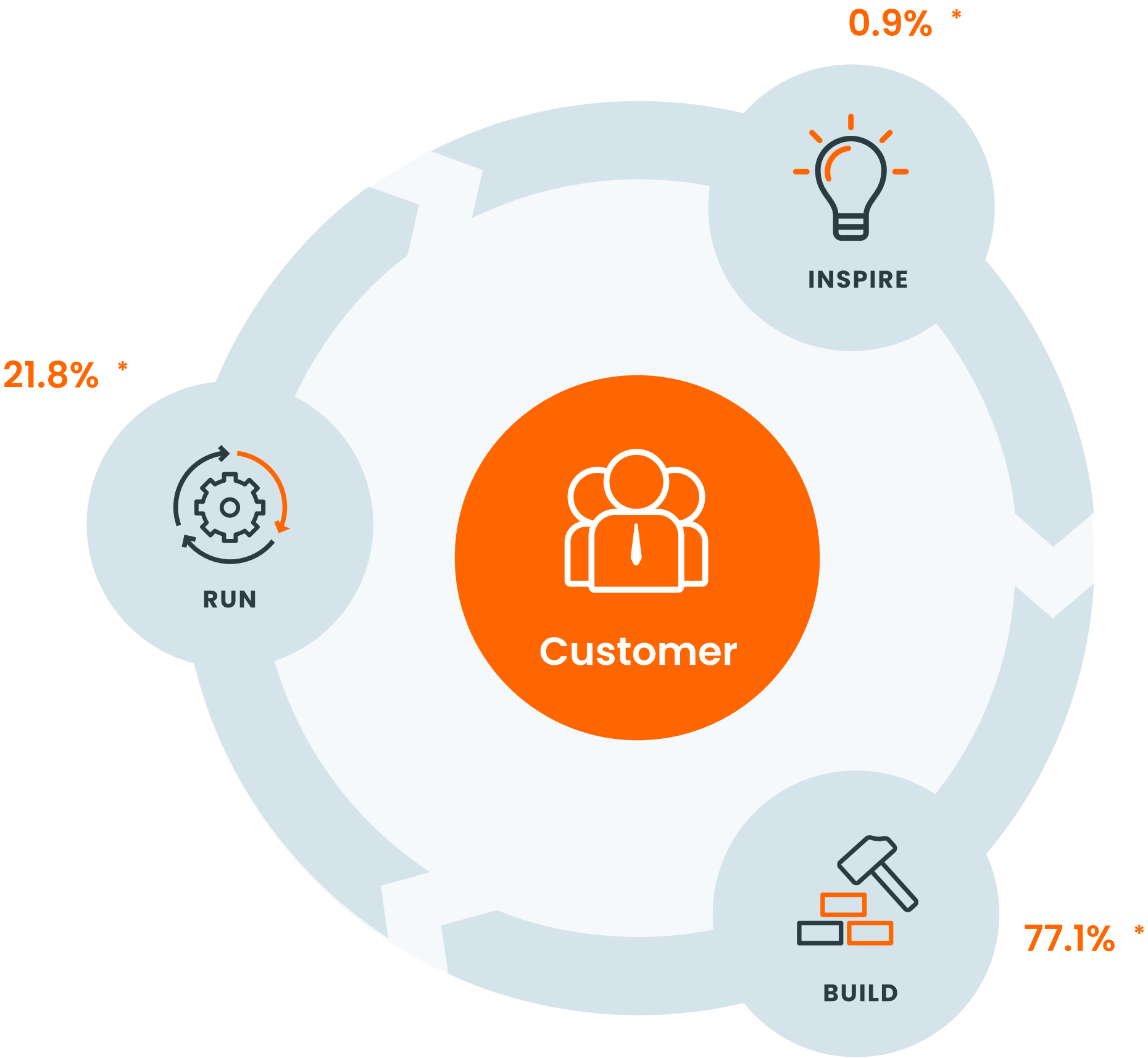


Trifork Group Organization



* % of H1 2021 segment revenue

Trifork go-to-market model



Inspire

- GOTO enterprise software development conferences
- Specialized customer workshops

Build

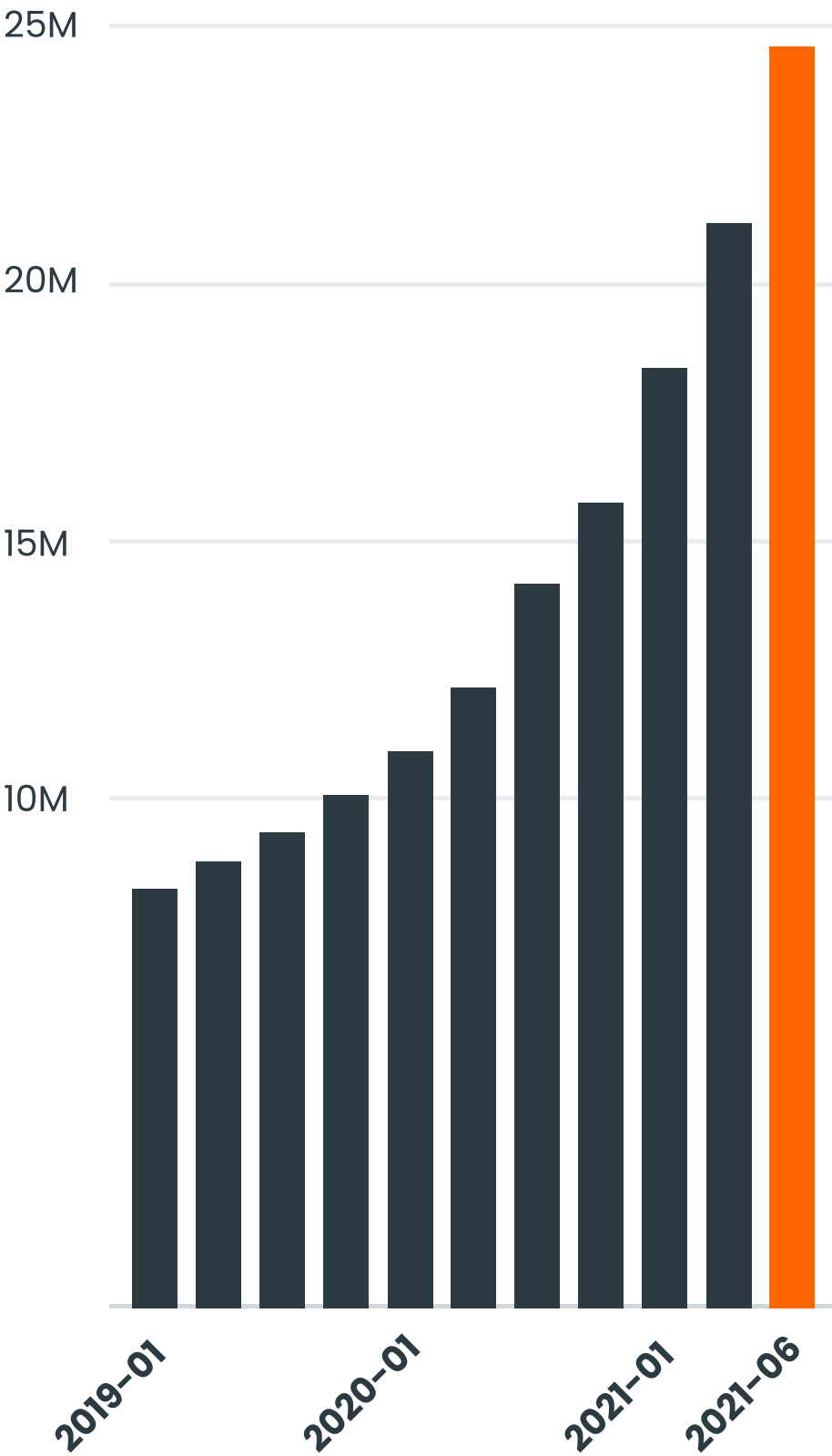
- Develop software solutions using next-gen technologies
- Development Sprints and agile scrum development processes

Run

- Operate and maintain product solutions developed for our customers
- E.g. management of cloud operation

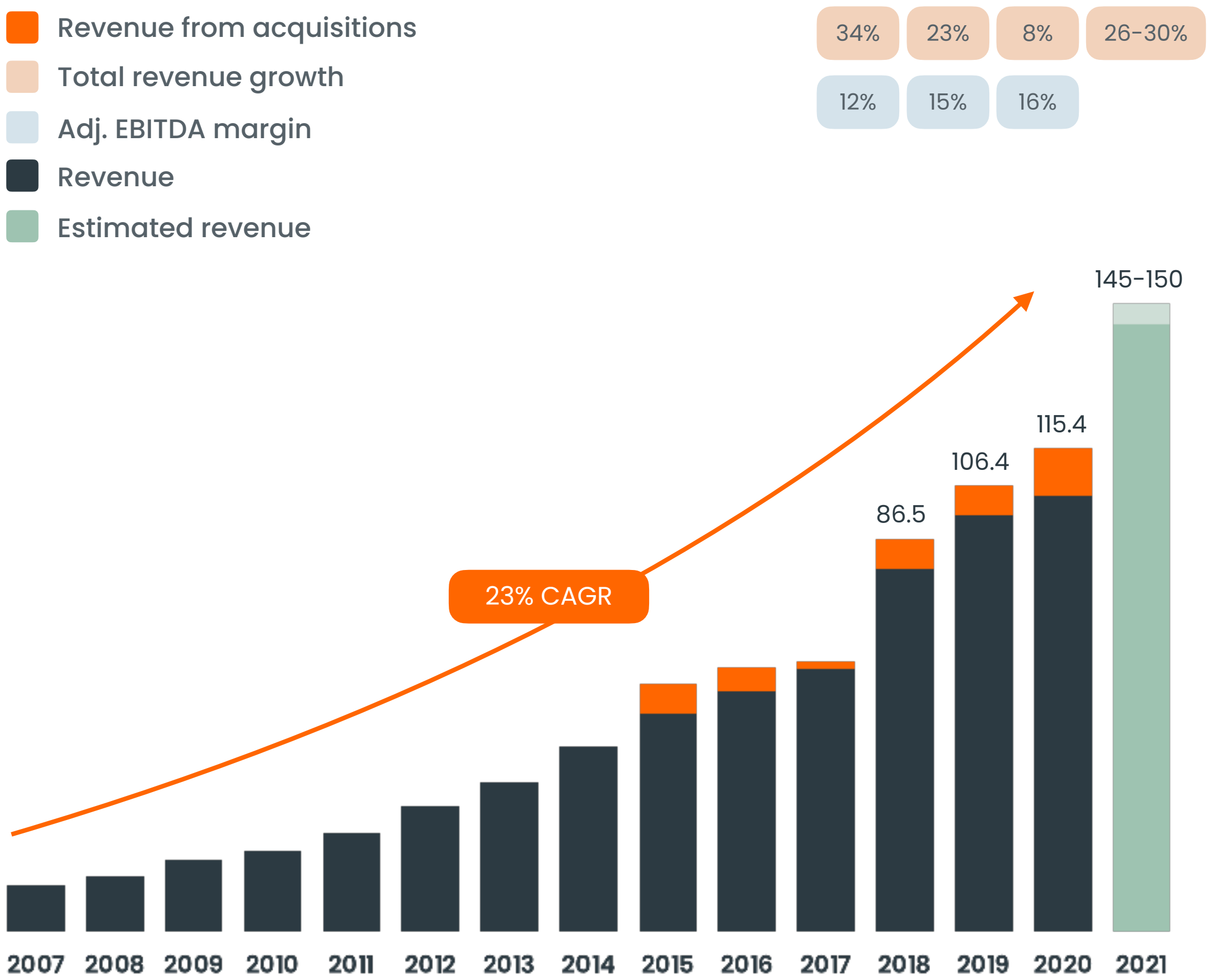
GOTO YouTube channel

Total views



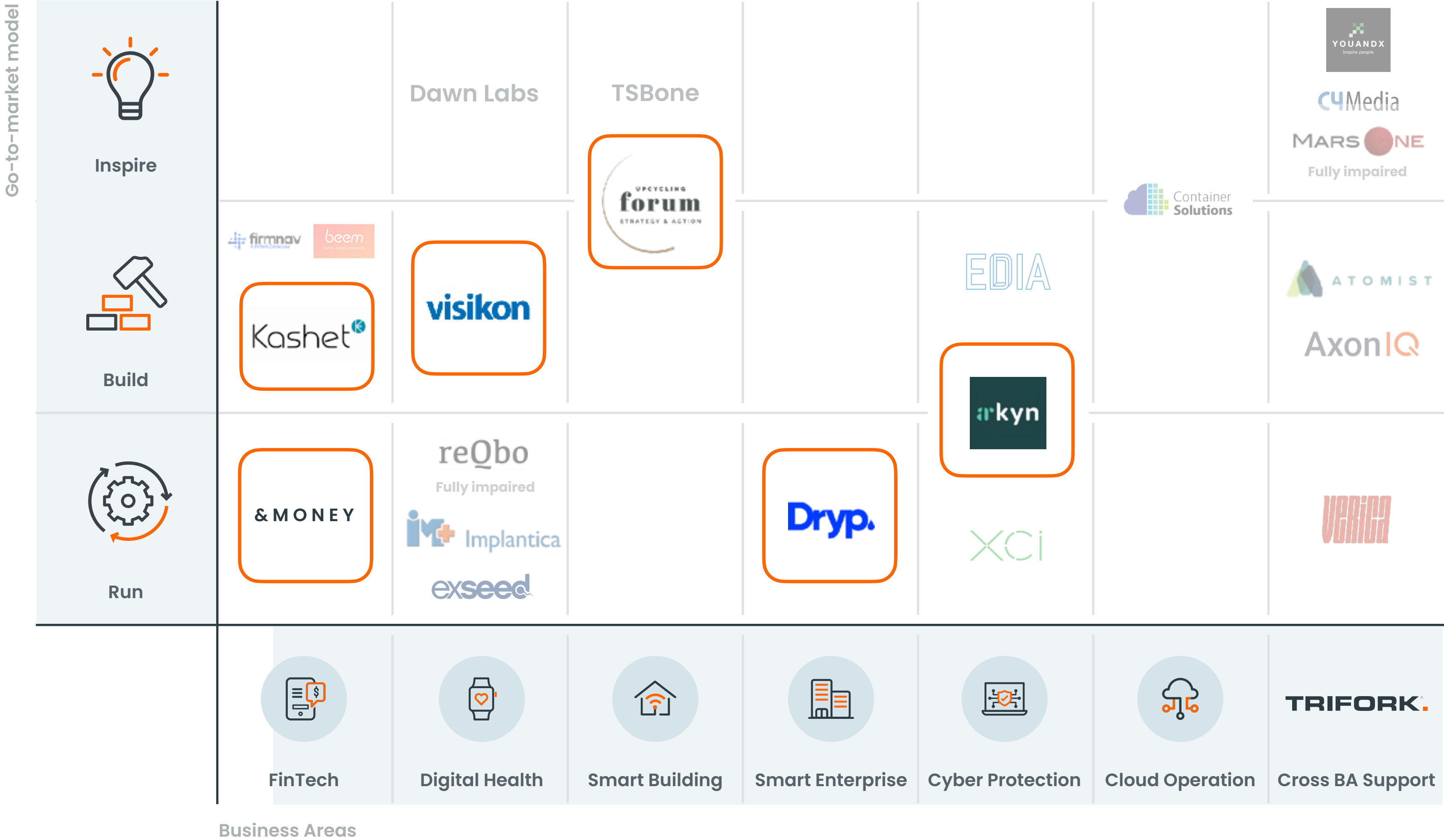
* % of H1 2021 segment revenue

Track record of profitable growth with margin improvement



- Expected 2021 revenue of EUR 145-150 m corresponding to 26-30% revenue growth
- Expected 2021 Trifork segment adjusted EBITDA of EUR 26.0-28.5 m
- Actual H1 2021 revenue growth of 46.1%
- Actual H1 2021 Trifork segment adjusted EBITDA growth of 86.5% and Trifork segment adjusted EBITDA margin 18.9%
- Acquisition of Vilea
- Successful integration of Nine that was acquired in 2020

Trifork Labs Activities



Activities in 2021

- Successful divestment of stake in **Humio**, cofounded in 2016 by Trifork, to CrowdStrike Holdings
- Cleantech investment in **Dryp**, a developer of sensors for monitoring waste and rainwater systems and **Upcycling Forum**
- Fintech additional investment in mobile first challenger bank **Kashet** and **&Money**, a developer of new products for bank customers
- Co-investment in **Visikon**, a start-up company speziaized in visualisation of patient treatment

ESG update

Social efficiency and diversity

- Inspiring community with YouTube channel with 25m total views and 61% growth in the last 12 months
- Balanced gender distribution with 19.3% female employee base 24.3% female senior managers.
- Average age of 39.5 years of employees from more than 25 countries
- Sick leave below 2%

Promoting green energy and sustainable solutions

- Trifork Smart Building One, a unique sustainable building
- Lab investments in Dryp and Upcycling Forum
- Partner of the Ocean race stopover Denmark
- Still committed to invest 1 EURm into forestation

Adhering to high governance standards

- Review and upgrade of corporate governance in connection with the IPO



Q&A Session

Thank You!



TRIFORK®