

**TRIFORK.**

DANSKE BANK NORDIC WINTER SEMINAR

**We change  
the world with  
software.**



## DISCLAIMER · IMPORTANT INFORMATION

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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



Track-record and profitable growth



Full-circle go-to-market model

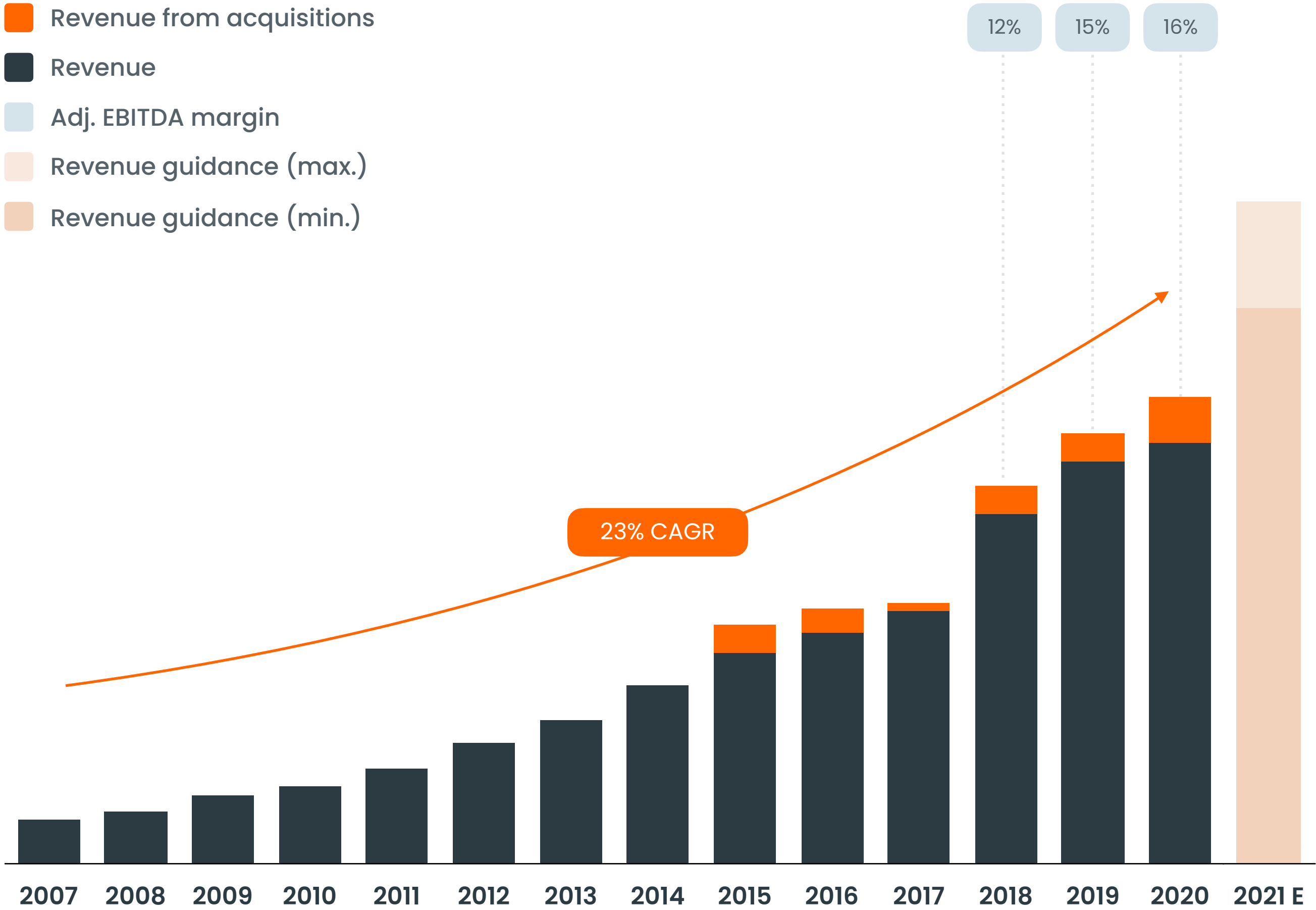


Forefront of innovation



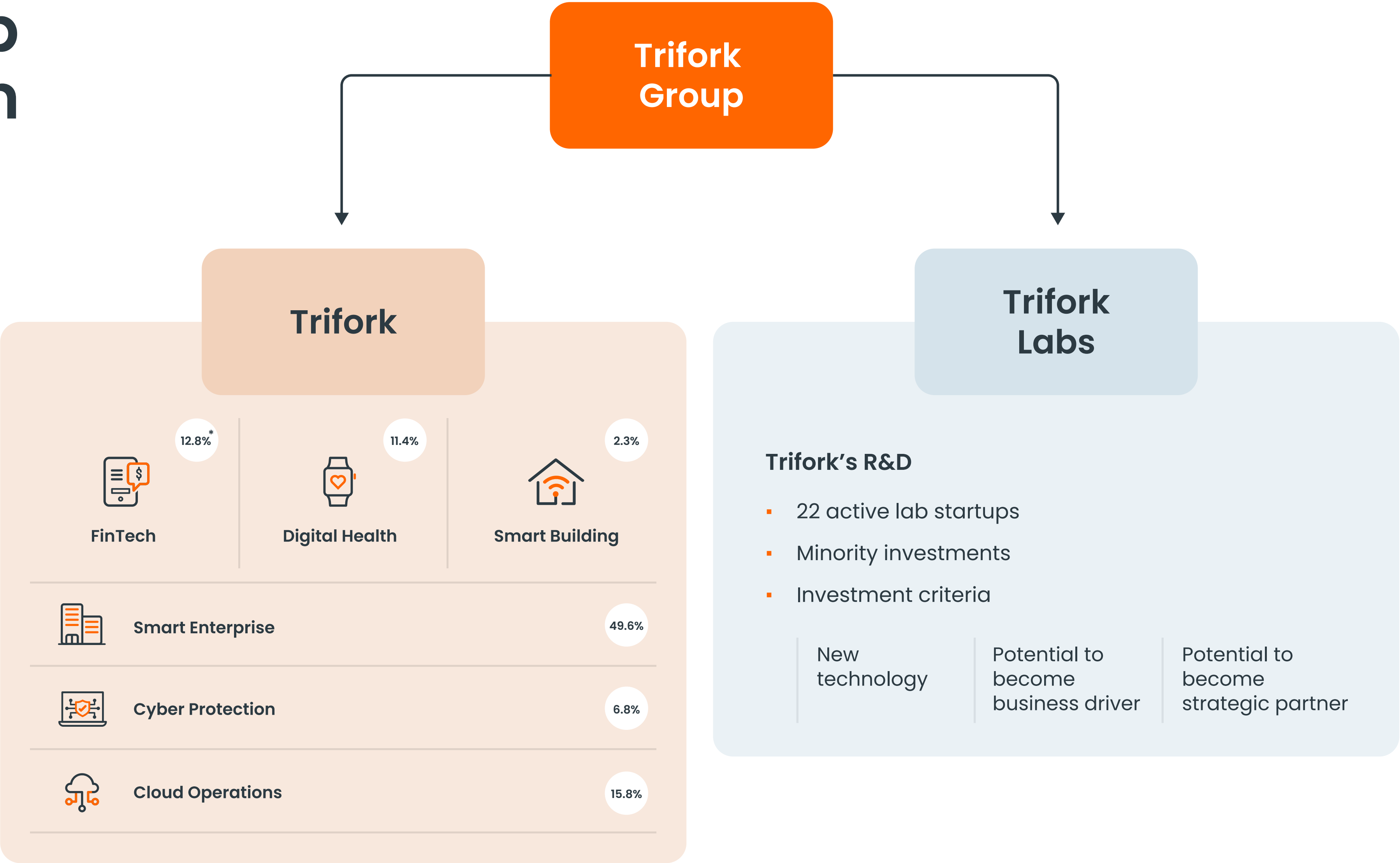
Agile teal organisation and strong team

# Track record of profitable growth with margin improvement



- Expected 2021 revenue of EUR 150–155 m corresponding to 30–34% revenue growth
- Expected 2021 Trifork segment adjusted EBITDA of EUR 27.5–30.0 m
- 9M 2021 revenue of EUR 116.3 m corresponding to 44% revenue growth
- 9M 2021 Trifork segment adjusted EBITDA of EUR 21.3 m corresponding to a growth of 68.2% and a Trifork segment adjusted EBITDA margin of 18.3%
- Acquisition of Vilea and Strongminds in 2021
- Successful integration of Nine that was acquired in 2020

# Trifork Group Organization



\* % of 9M 2021 segment revenue



# Turning mobility smart

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



**+750<sub>k</sub>**

managed assets

**+60<sub>k</sub>**

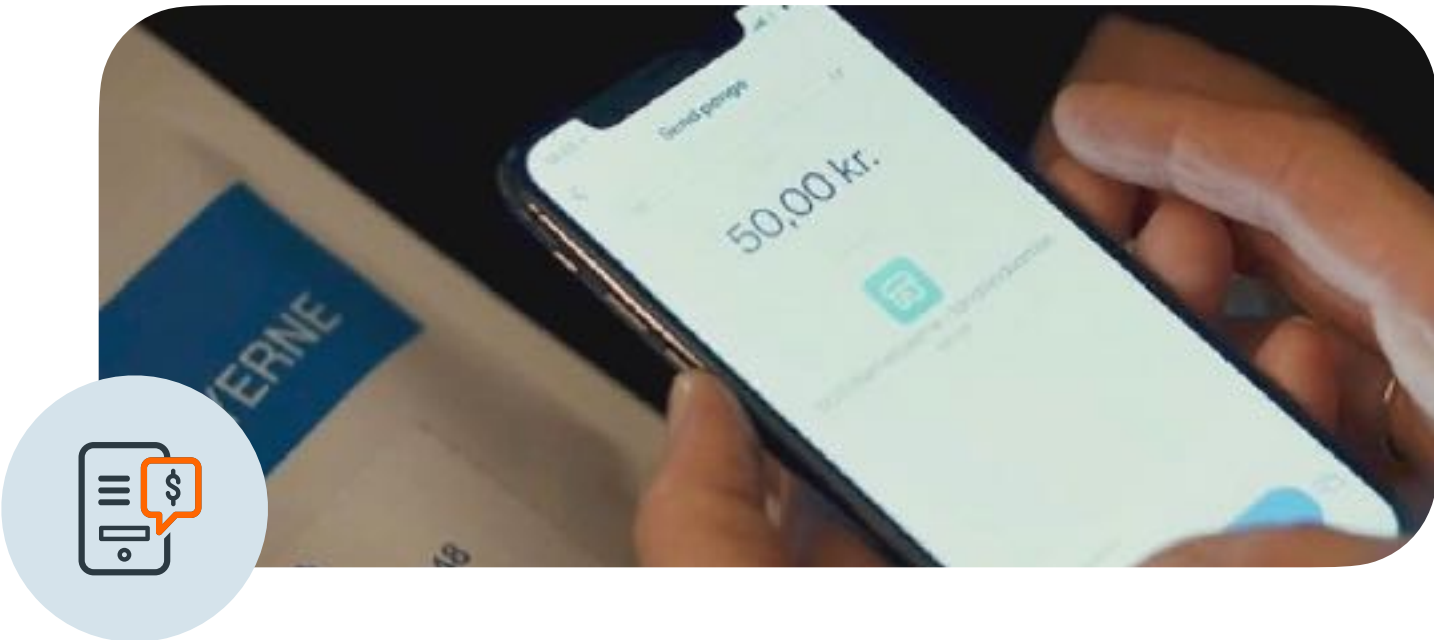
annual work orders

**650**

users

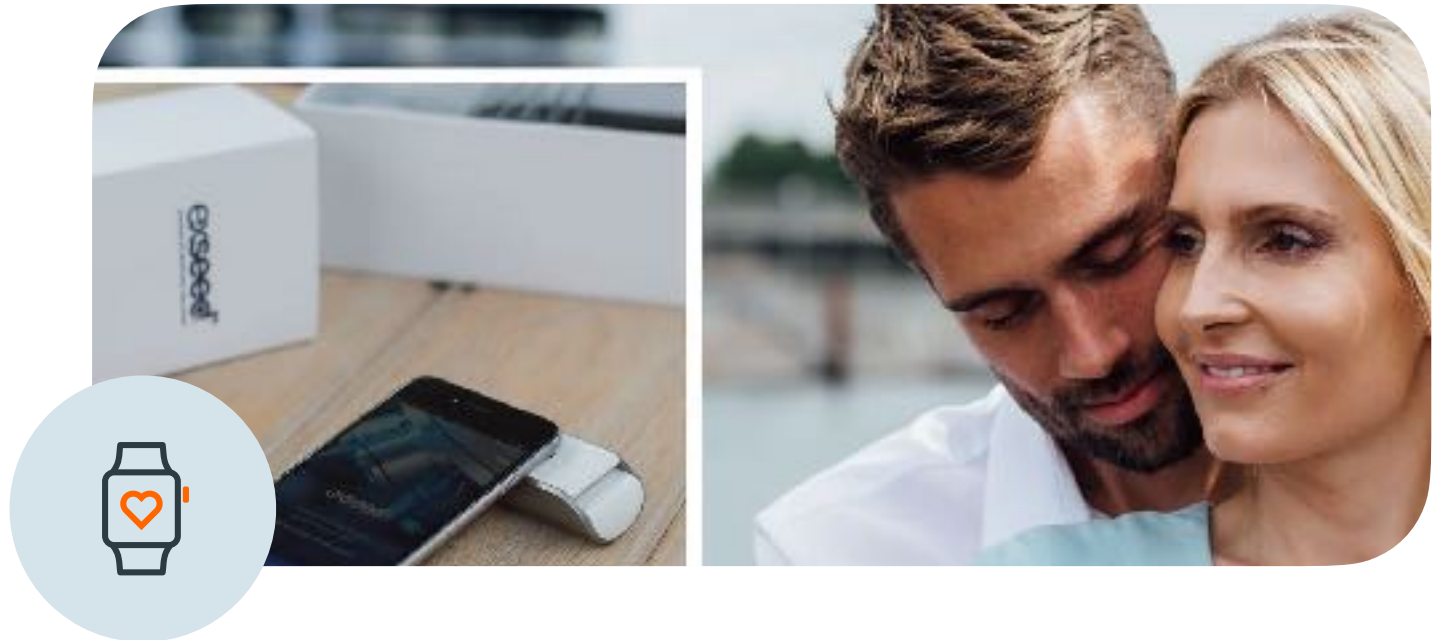
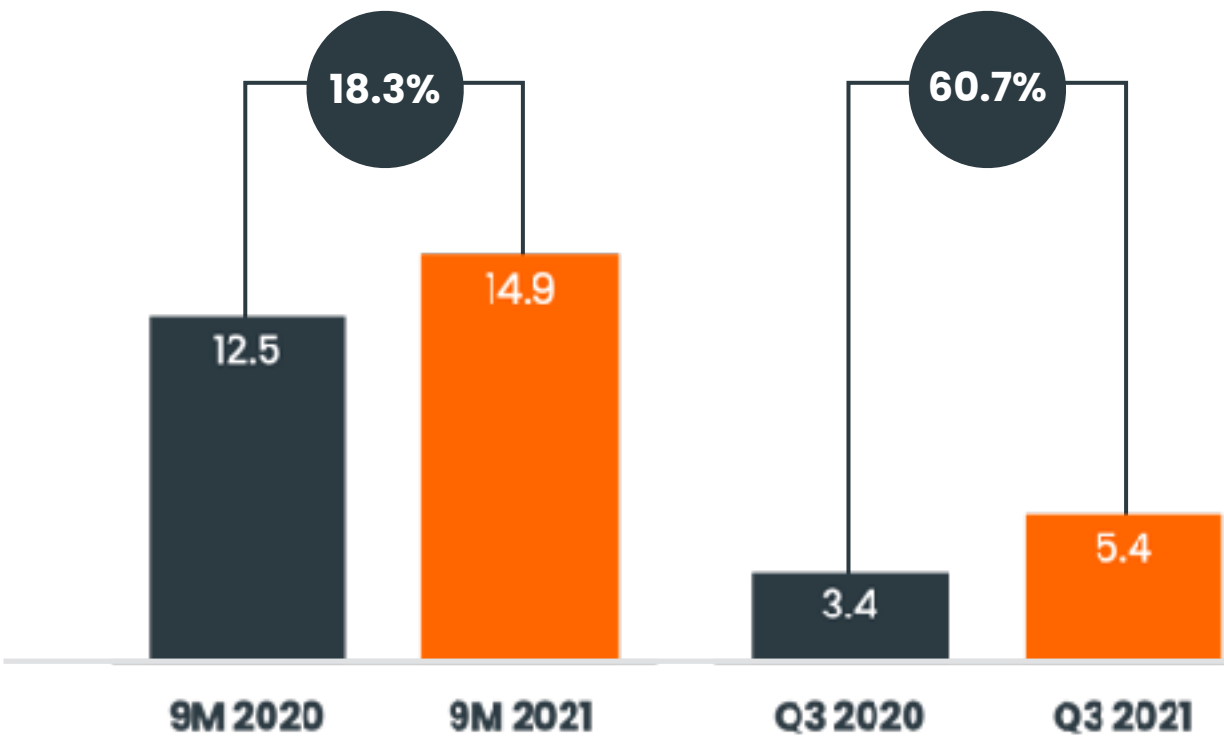


# Business Area highlights – Verticals



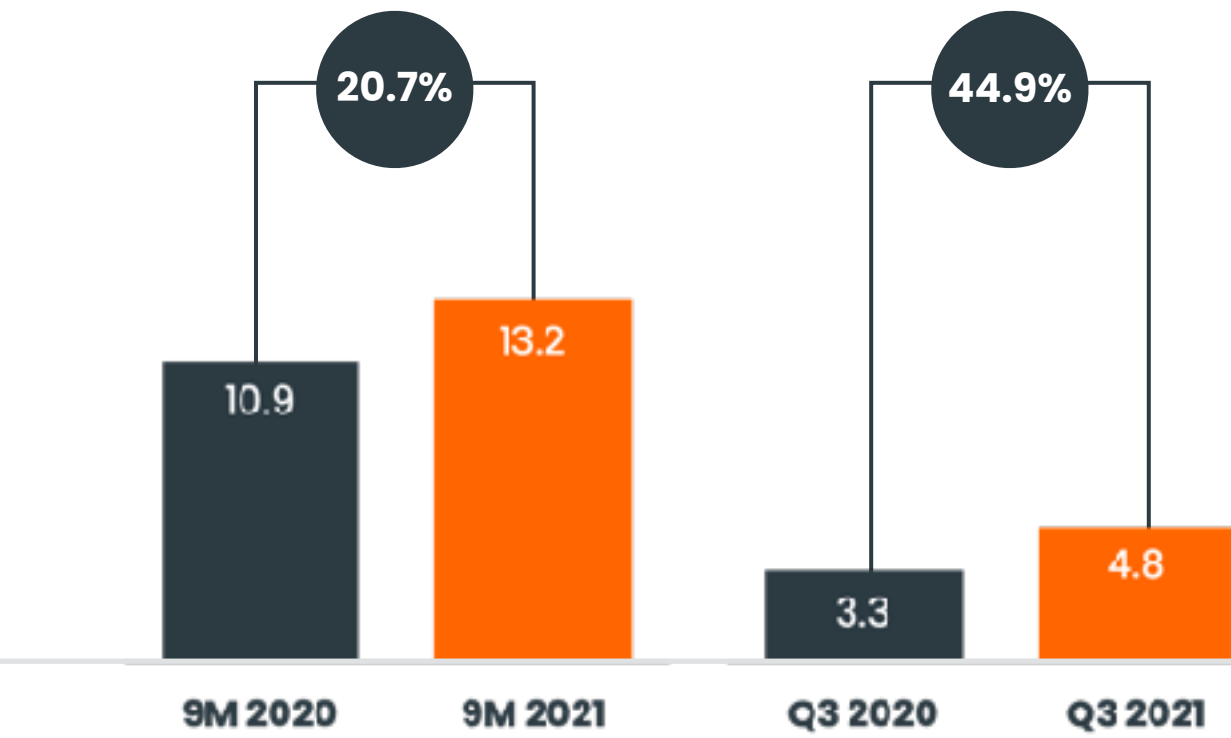
## Fintech 12.8%<sup>(1)</sup>

- Partnerships and investments in Fintech startups &Money and Kashet
- Solutions in Fraud Detection, Key manager and a Communication Gateway



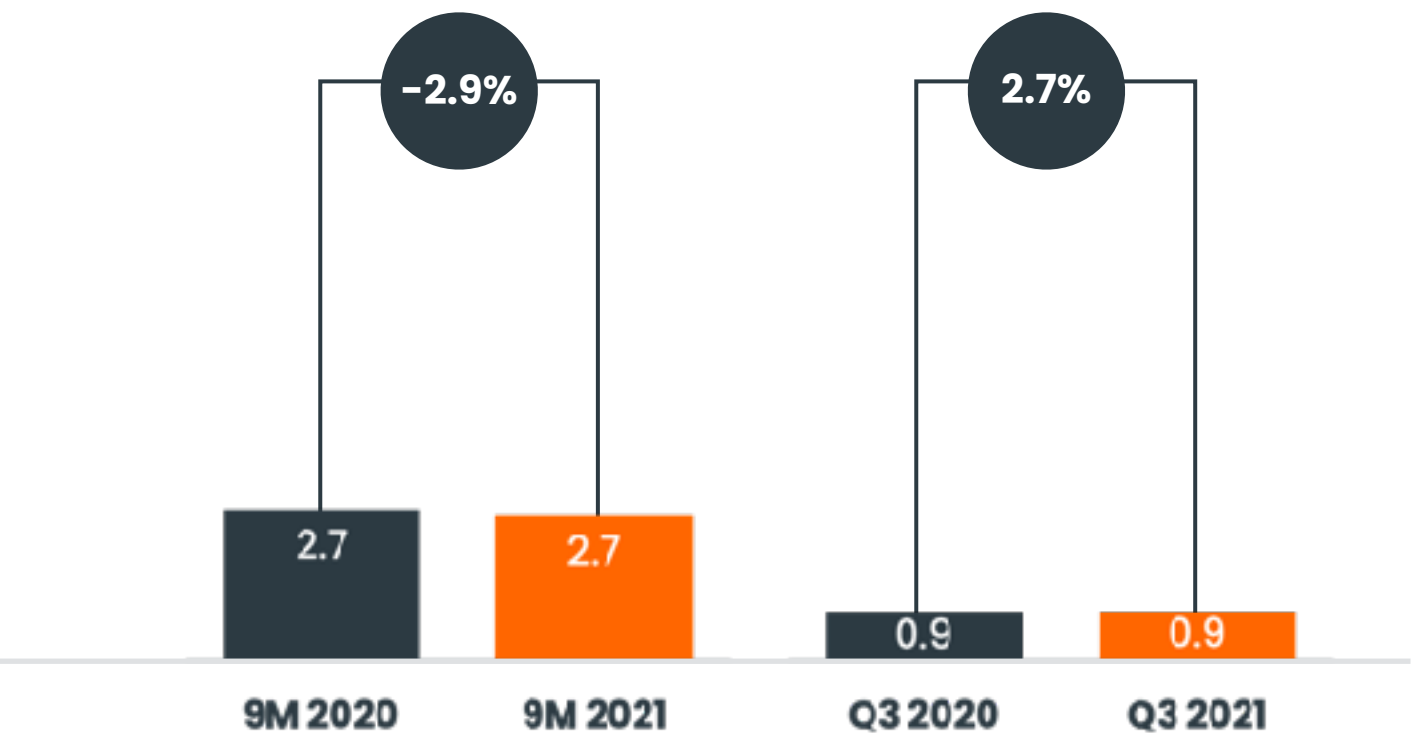
## Digital Health 11.4%<sup>(1)</sup>

- Covid-19 passport and pharmacy app “Apoteket” in Denmark
- Onboarding iPad app for the Swiss Electronic Health Record
- Labs Investment in Visikon (animated video)



## Smart Building 2.3%<sup>(1)</sup>

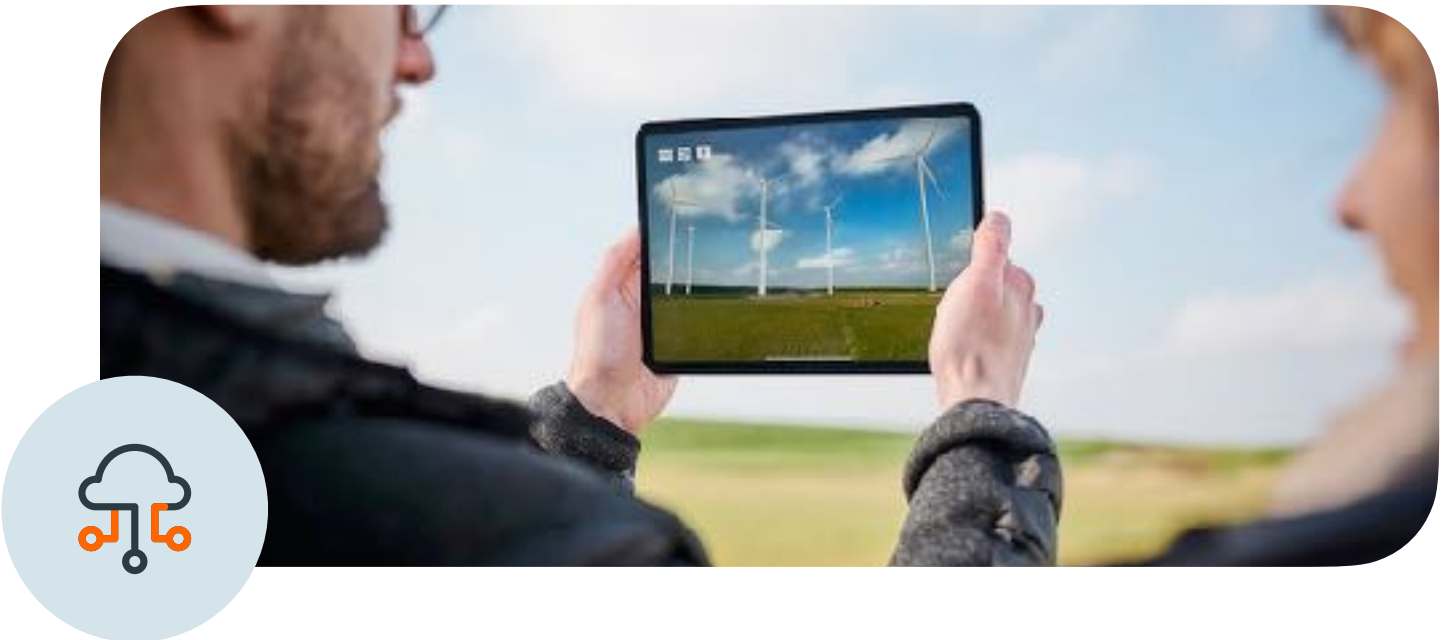
- Building new products to help digitalizing information from production facilities and buildings
- Groundbreaking for sustainable office building in Aarhus
- Labs Investment in Develco (IoT experts)



(1) percentage of 9M 2021 revenue

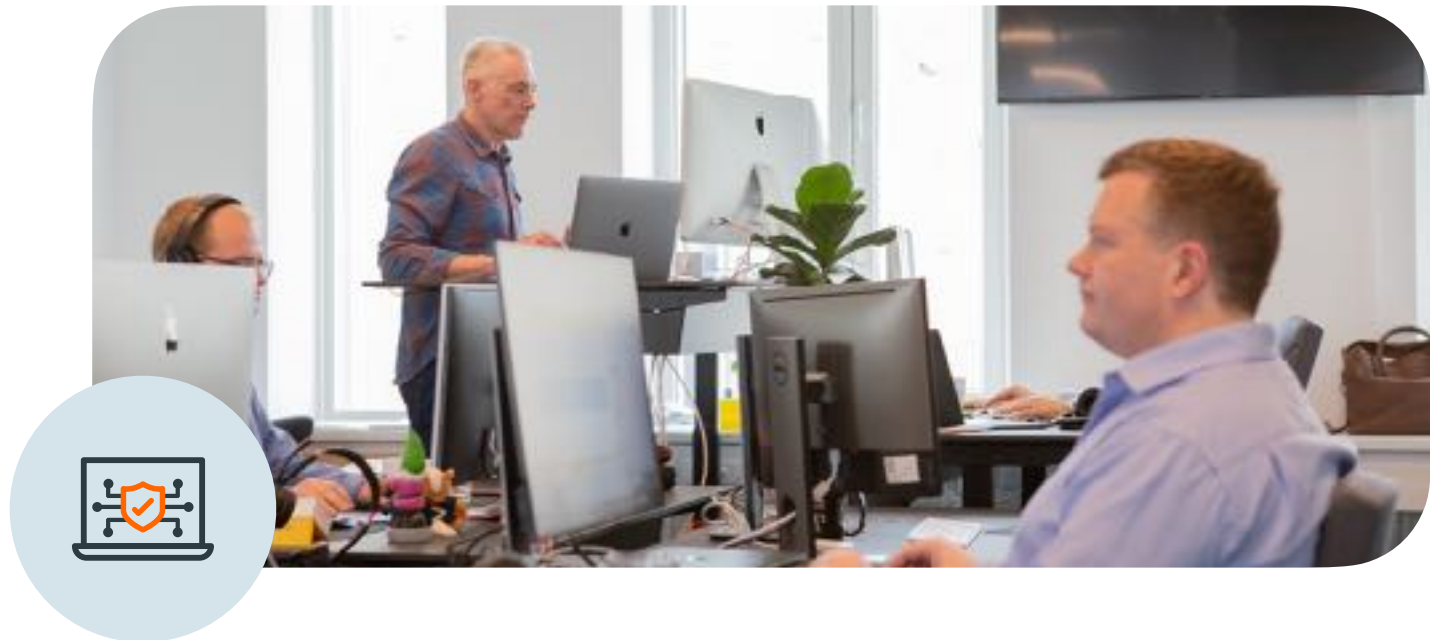
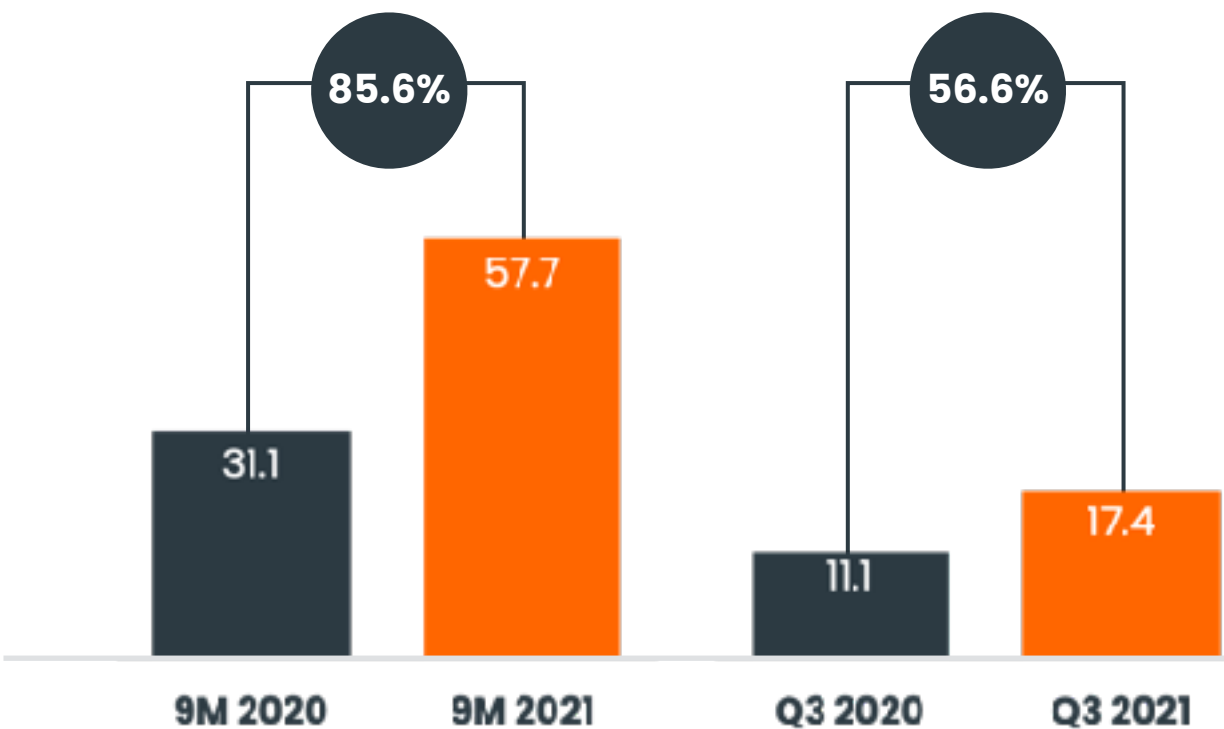


# Business Area highlights – Horizontals



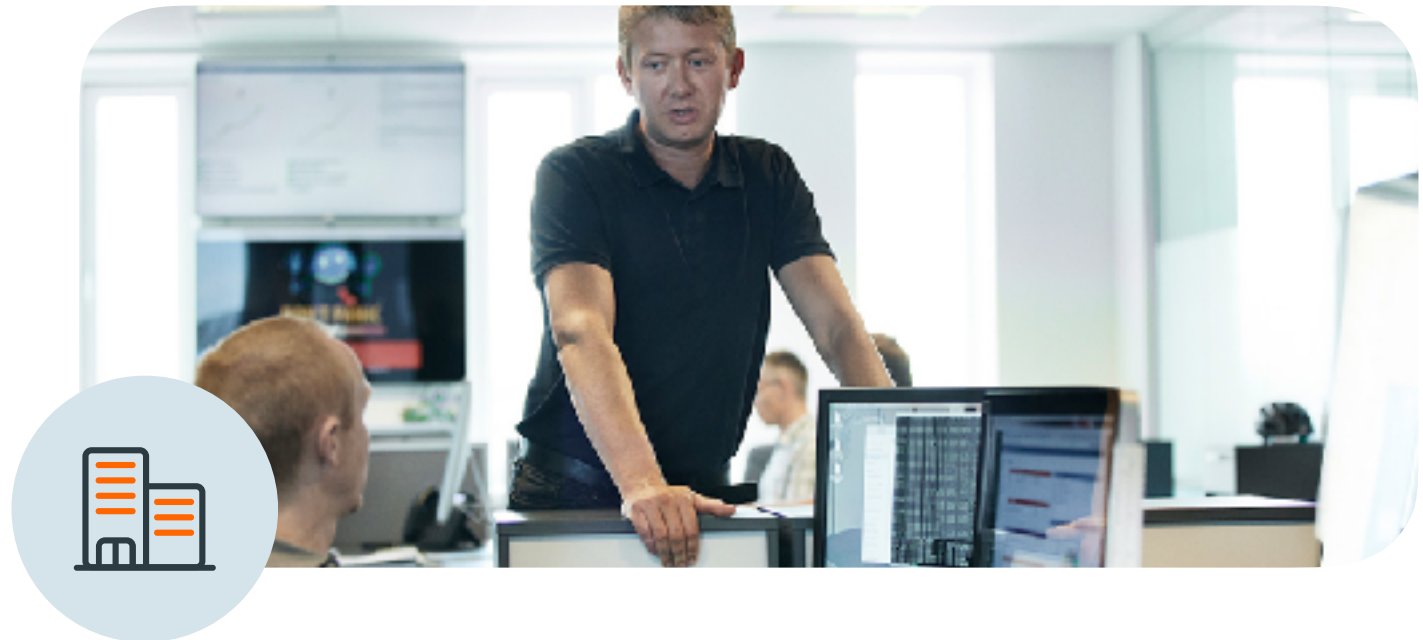
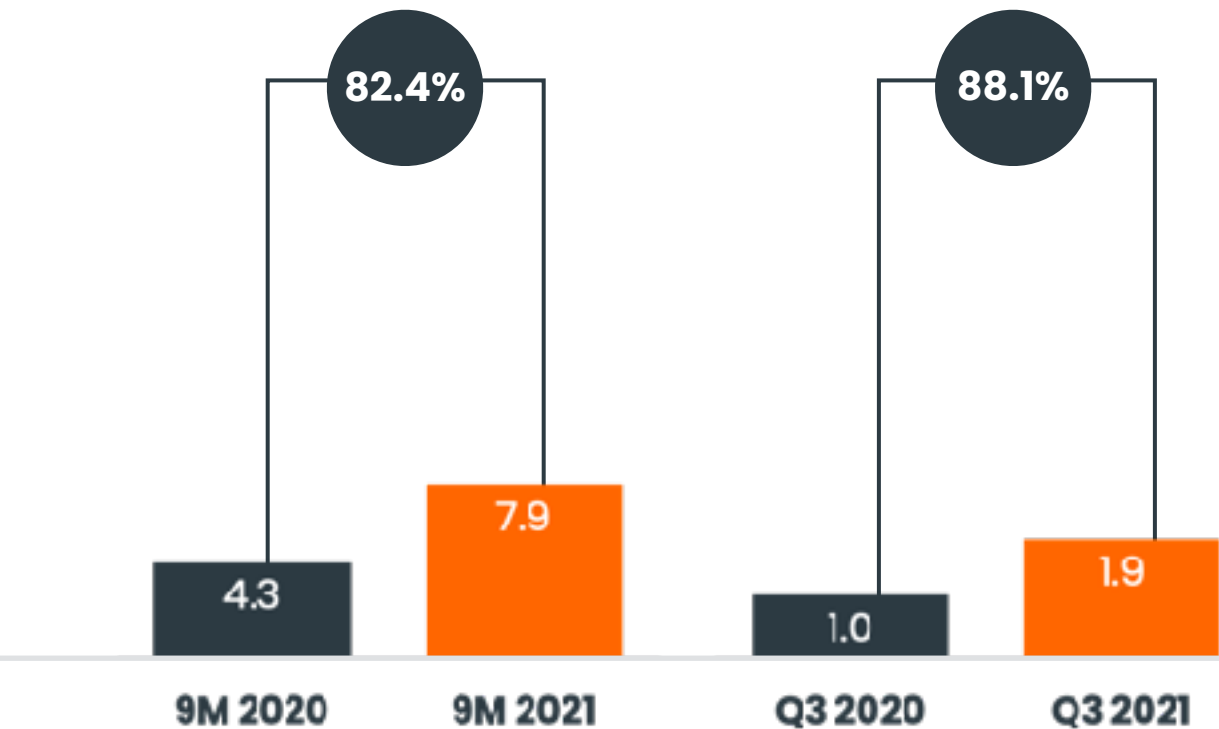
## Smart Enterprise **49.6%**<sup>(1)</sup>

- Digitalization Apps for Banedanmark (maintenance and traffic control of the Danish railway network)
- Working with customers on automated decision making
- Integration of Vilea in Switzerland



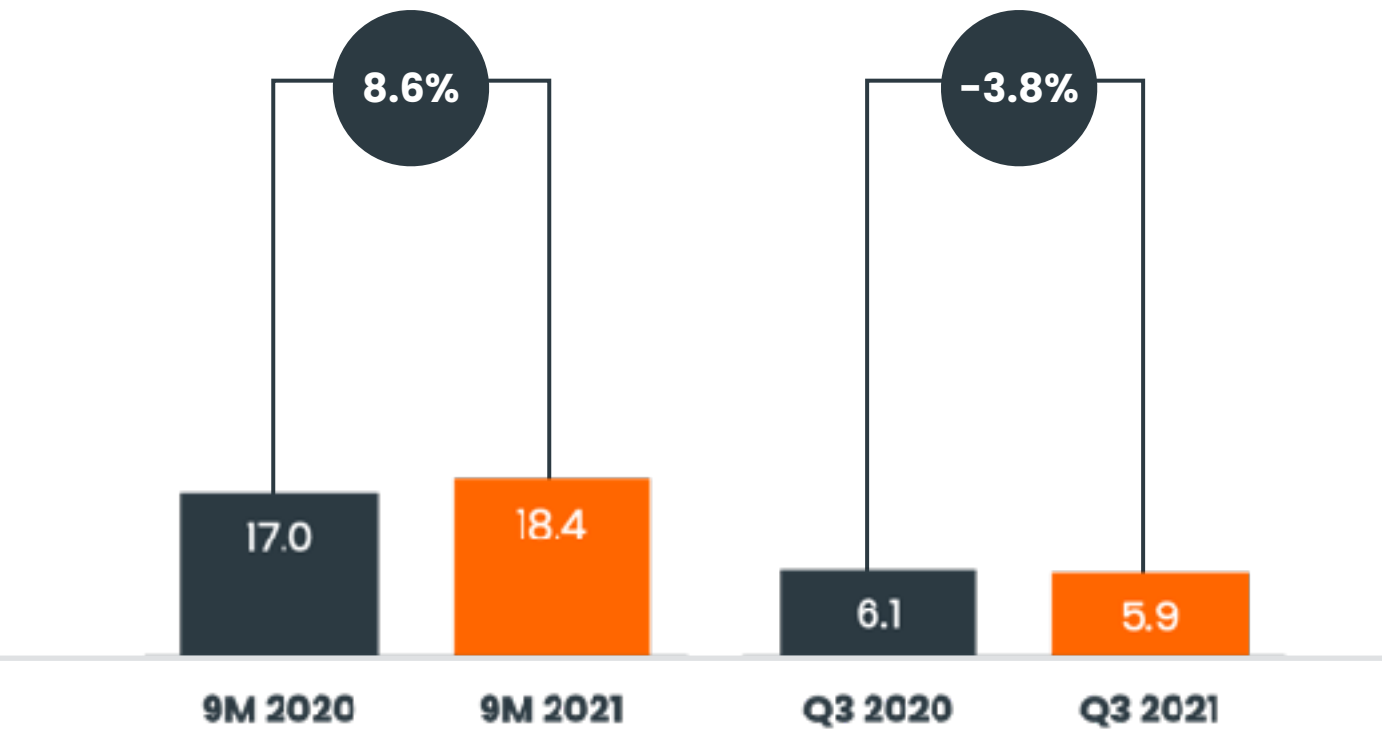
## Cyber Protection **6.8%**<sup>(1)</sup>

- Organic growth from mid and large size companies
- Continued product development
- Delivery of managed security services and running our security operations center



## Cloud Operations **15.8%**<sup>(1)</sup>

- Build additional state of the art Data Center in Denmark
- Trifork Operation AG established and ready in Switzerland



<sup>(1)</sup> percentage of 9M 2021 revenue



# The Trifork go to Market Model

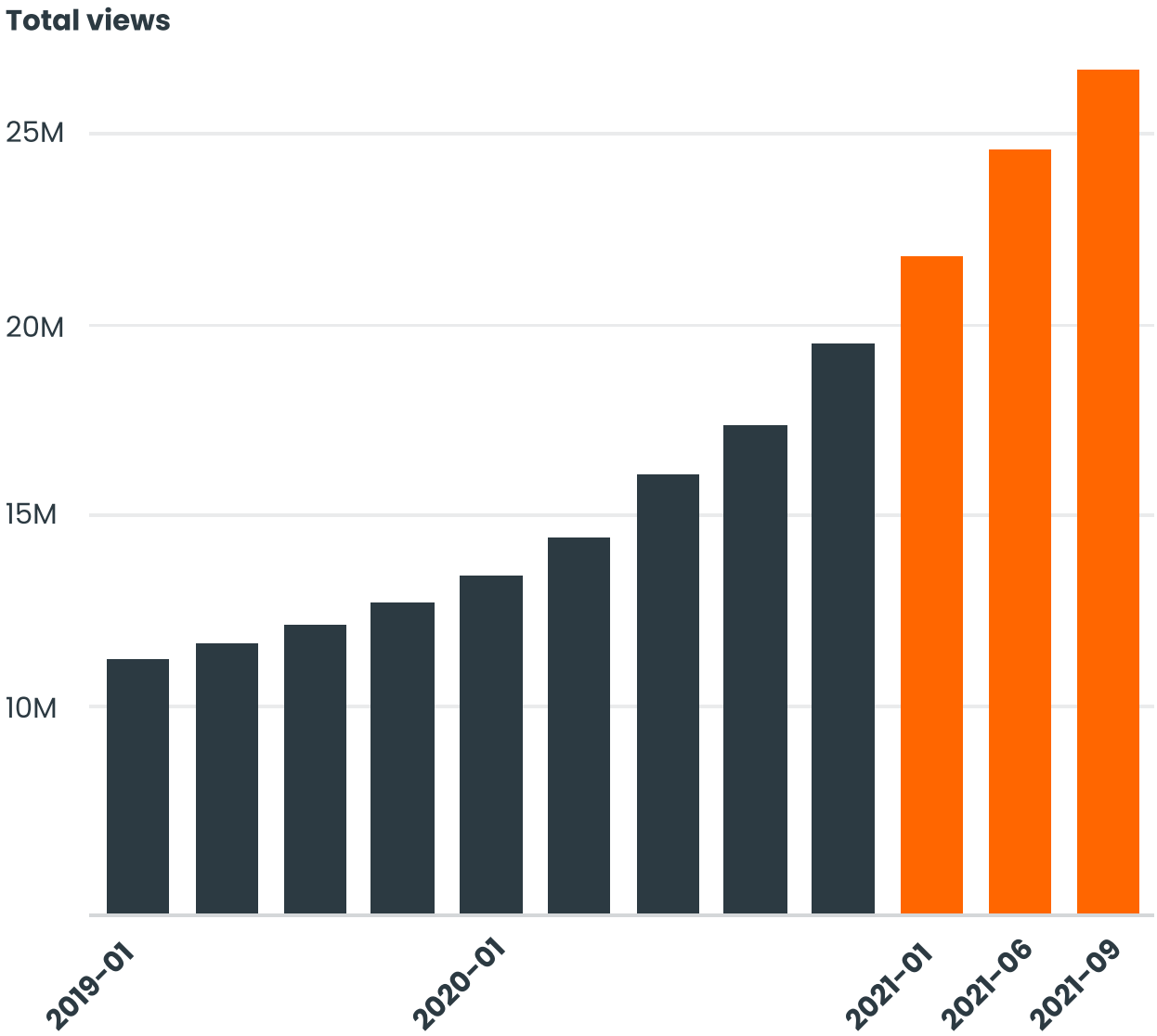


(1) percentage of 9M 2021 revenue

## Inspire

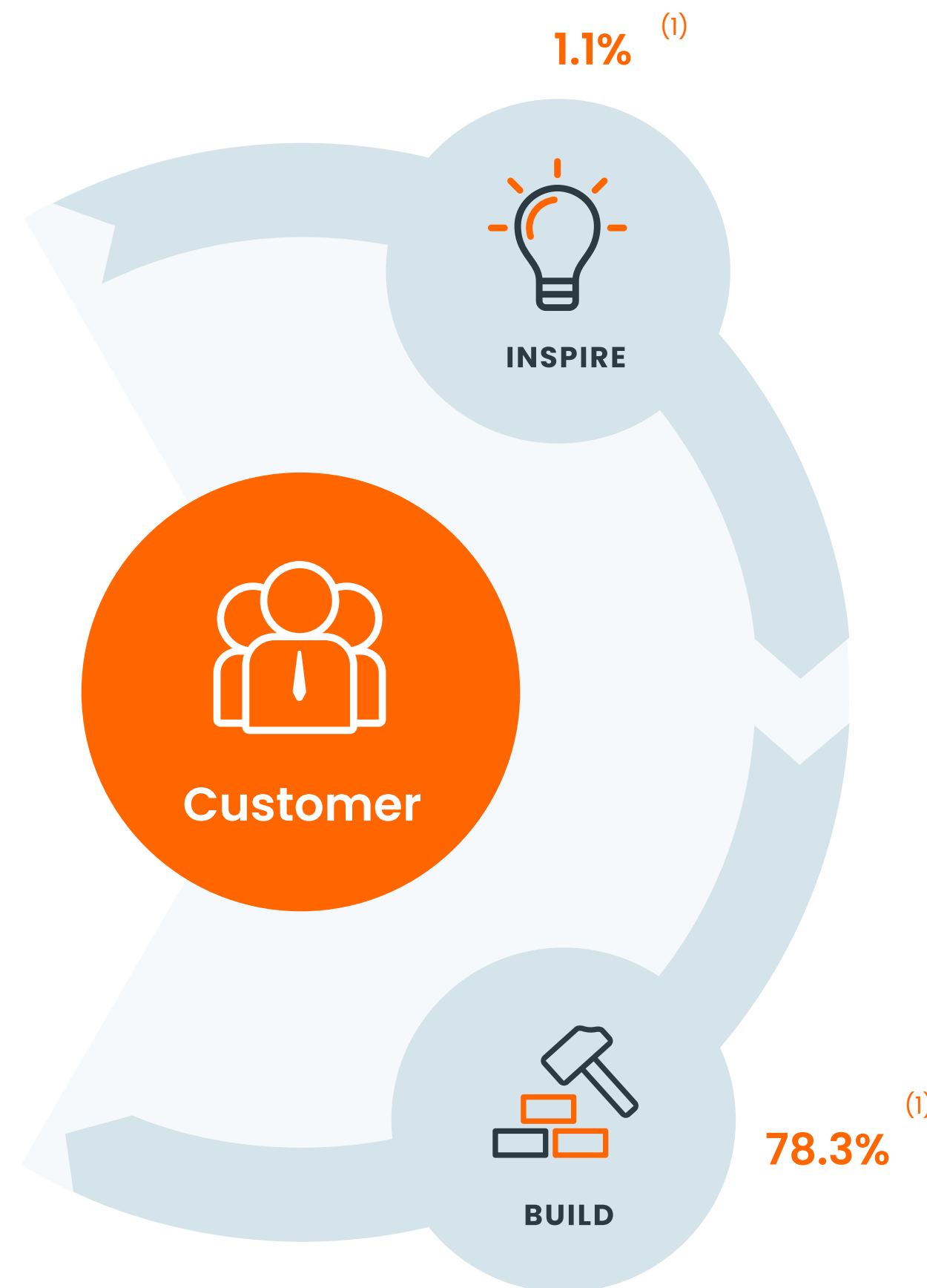
- GOTO enterprise software development conferences
- Design thinking customer workshops
- GOTO YouTube channel

GOTO YouTube channel





# The Trifork go to Market Model



## Inspire

- GOTO enterprise software development conferences
- Design thinking customer workshops

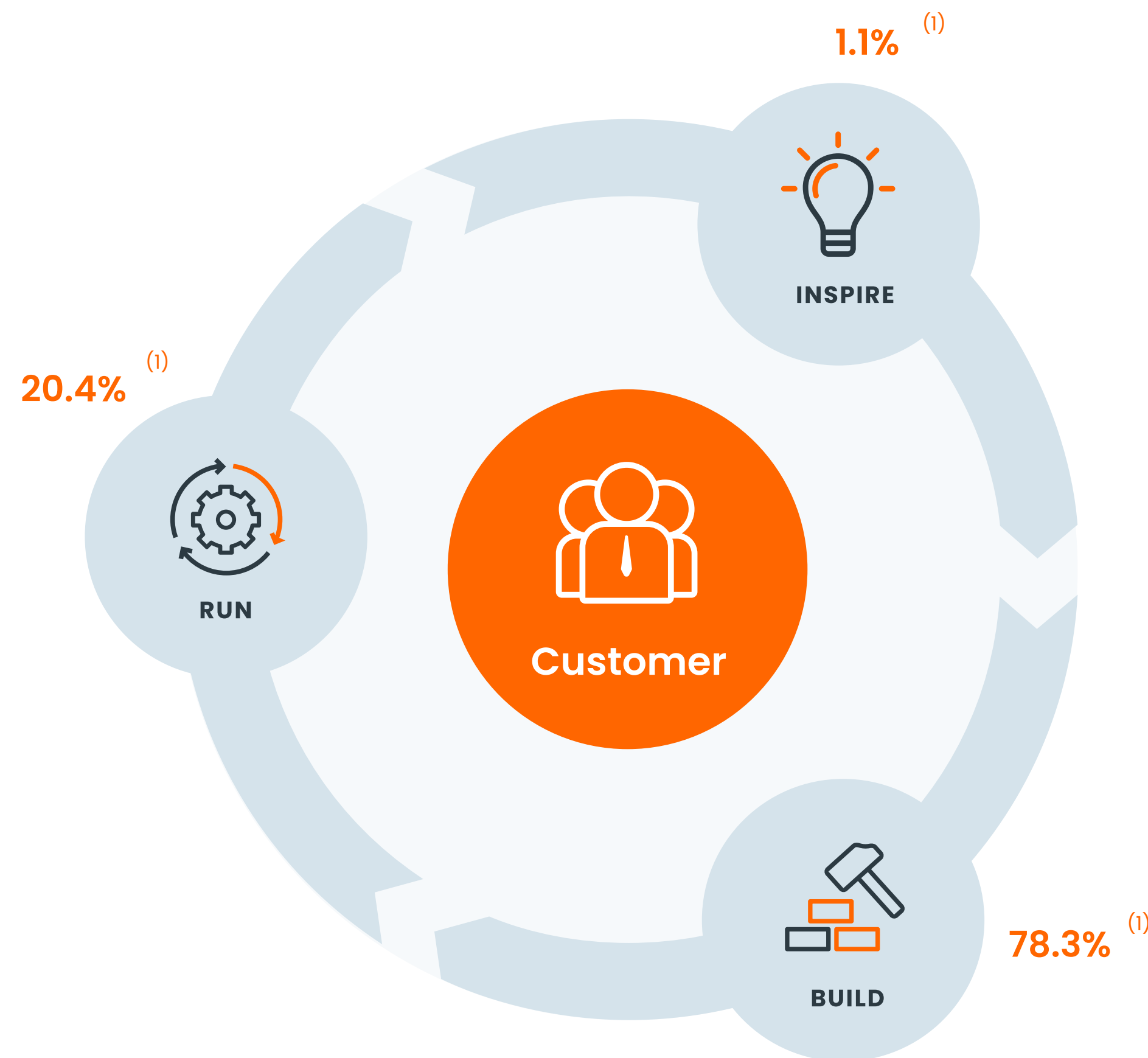
## Build

- Develop software solution using next-gen technologies
- Development sprints and agile scrum development processes

<sup>(1)</sup> percentage of 9M 2021 revenue



# The Trifork go to Market Model



## Inspire

- GOTO enterprise software development conferences
- Design thinking customer workshops

## Build

- Develop software solution using next-gen technologies
- Development sprints and agile scrum development processes

## Run

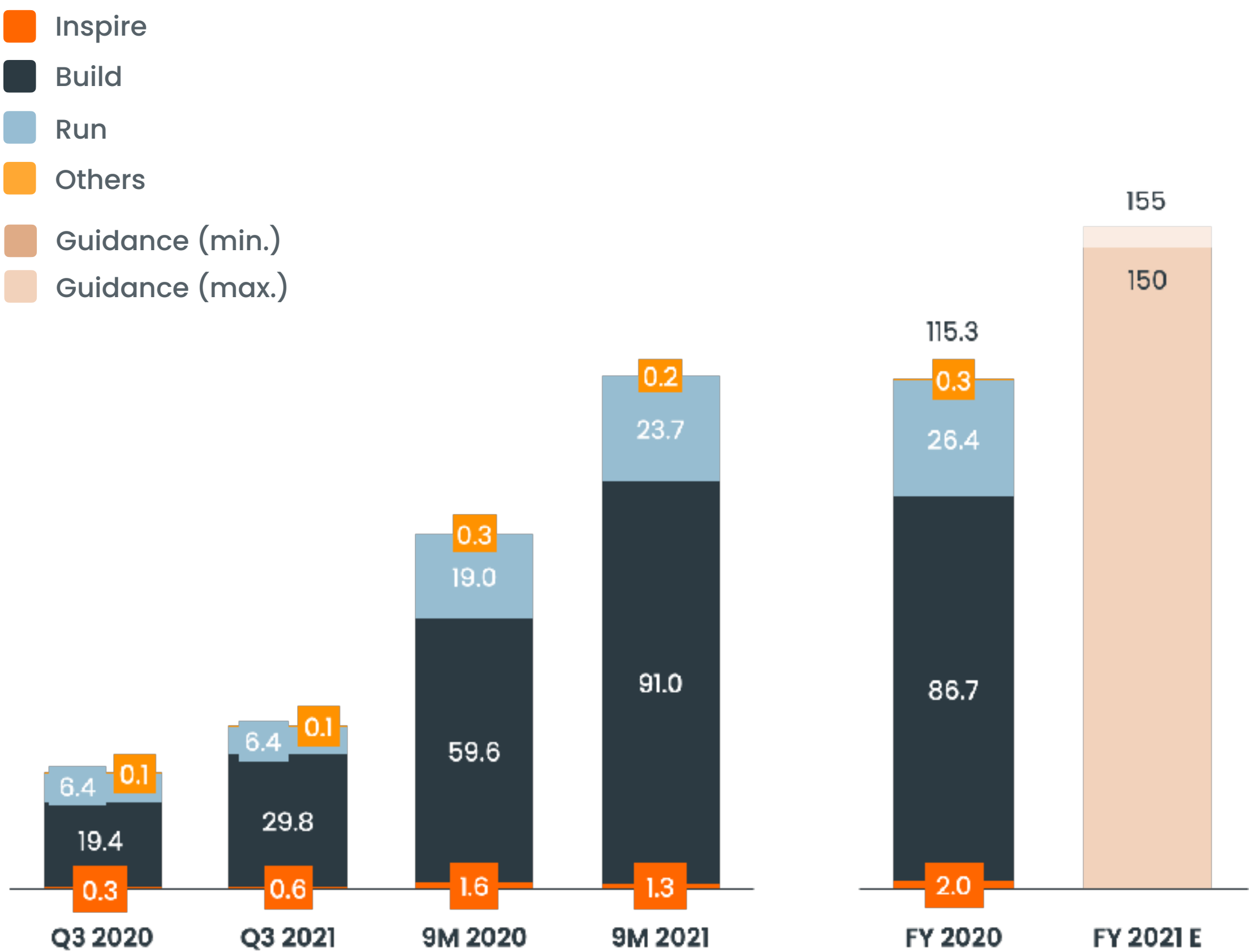
- Operate and maintain product solutions developed for our customers
- E.g. management of cloud operation

<sup>(1)</sup> percentage of 9M 2021 revenue

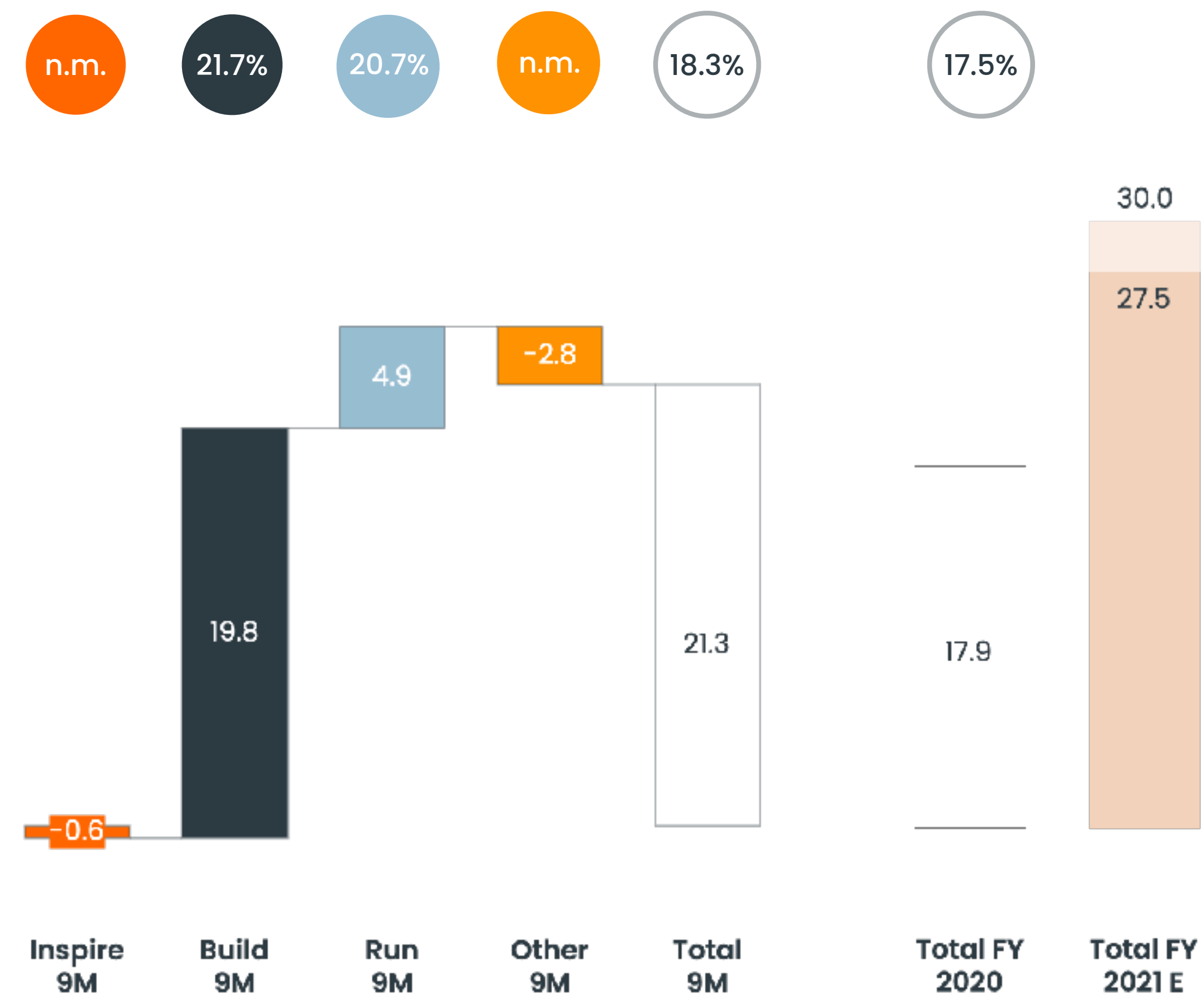


# Trifork Segment Performance

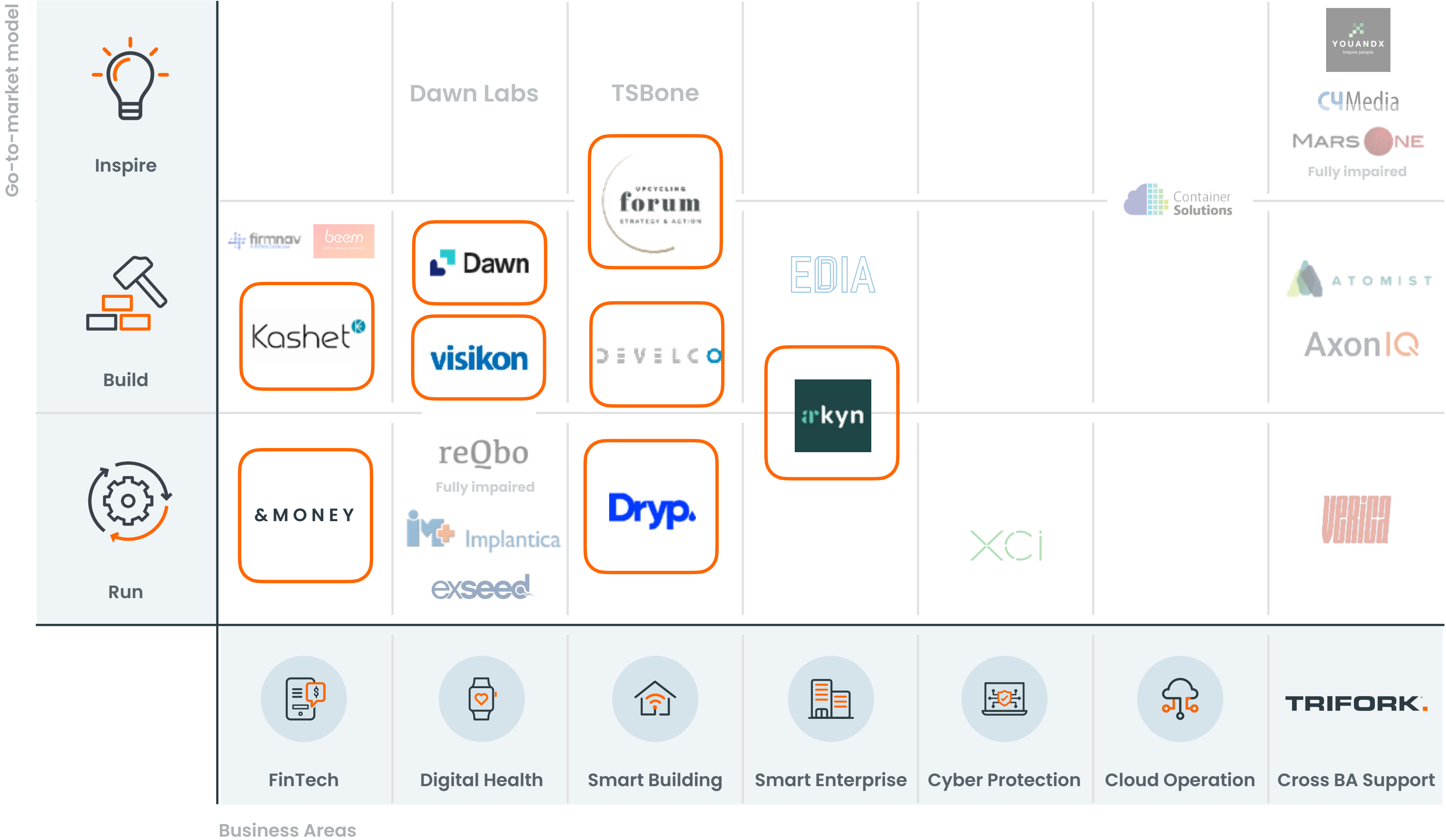
REVENUE BY SUB-SEGMENTS (EURM)



ADJ. EBITDA BY SUB SEGMENT IN 9 MONTH 2021



# Trifork Labs Activities



## Trifork Labs Companies

- Trifork is co-founding and investing in startups
- Minority investments that are not consolidated in Trifork's financial statement
- Investment criteria: (i) software product company, (ii) support Trifork go-to-market model and (iii) potential to become a long-term partner

## Activities in 2021

- Successful divestment of stake in **Humio**, cofounded by Trifork in 2016, to CrowdStrike Holdings
- Integration of **Dawn Health** in Trifork Labs after deconsolidation from Trifork segment. Dawn Health was co-founded by Trifork in 2016. Trifork held s take of 50.4% until a capital injection by new investors in November 2021 diluted Trifork's stake to 32.4%
- Cleantech investment in **Dryp** and **Upcycling Forum**
- Fintech additional investment in **Kashet** and **&Money**
- Digital Health Co-investment in **Visikon**,
- Smart Building Investment in **Develco**



# ESG

## Promoting green energy and sustainable solutions

- Trifork Smart Building One
- Lab investments in clean-tech companies Dryp and Upcycling Forum
- Support new customers in the construction sector with sustainability driven product design

## Social efficiency and diversity

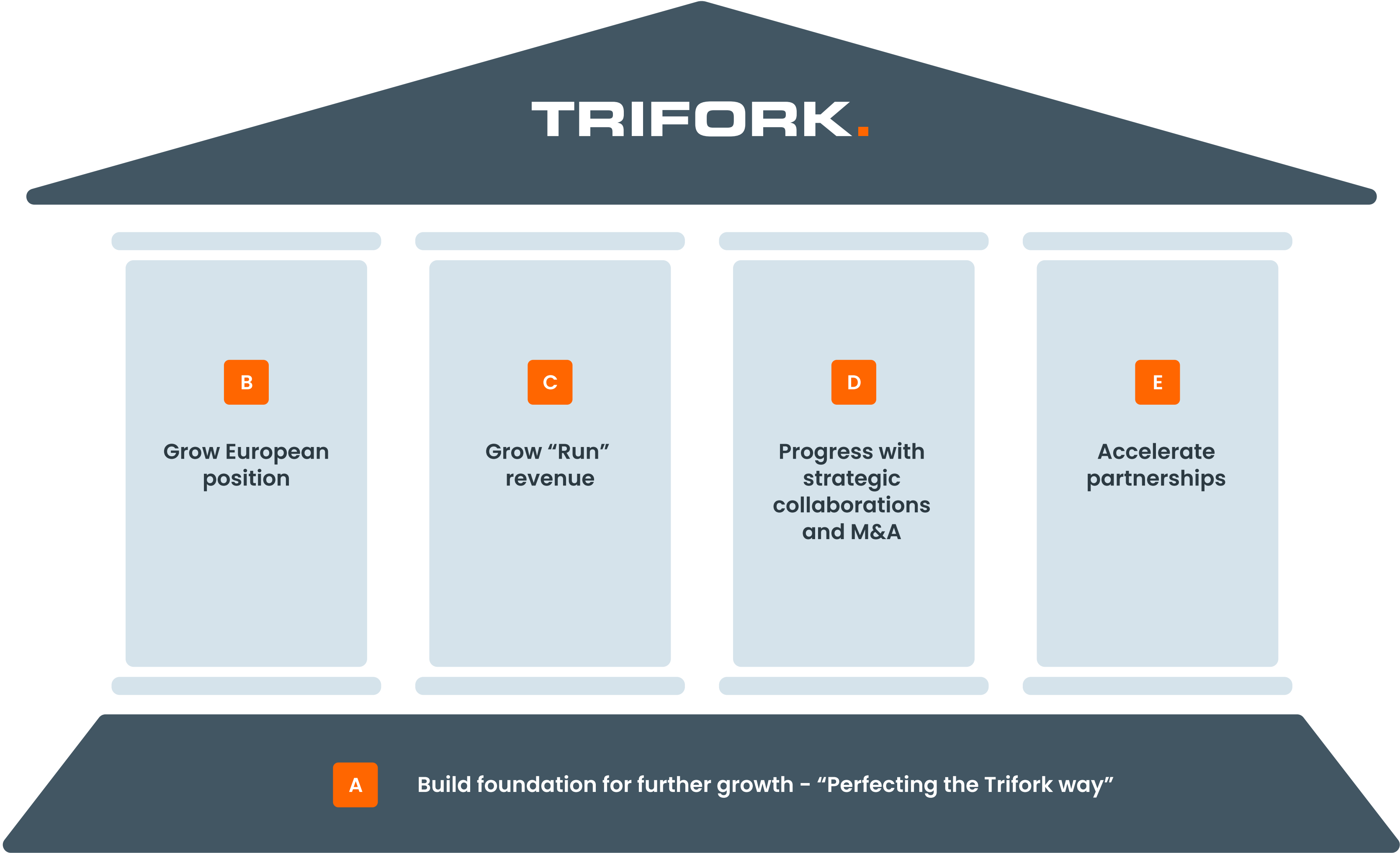
- The Trifork Teal organization
- Employees from more than 25 countries; 18.2% female overall; 25% at senior management level and 40% at BOD
- Inspiring employees and tech community around the world

## Adherence to high governance standards

- Review and upgrade of corporate governance during preparation of IPO
- Continuous governance maintenance



# Strategic priorities





# Update on Guidance

## 2021 TARGETS

	Group revenue estimate	Trifork segment adj. EBITDA estimate	Trifork EBIT estimate
<b>Current Guidance 2021</b> (updated 22/09/2021)	<b>EUR 150 – 155m</b>	<b>EUR 27.5 – 30.0m</b>	<b>EUR 34.0 – 36.5m<sup>(1)</sup></b>
<b>Guidance History 2021</b> (updated 24/08/2021)	EUR 145 – 150m	EUR 26.0 – 28.5m	EUR 12.8 – 14.8m
<b>Guidance History 2021</b> (initial 04/05/2021)	EUR 140 – 150m	EUR 23.7 – 28.5m	EUR 12.8 – 14.8m
	Group revenue growth	Trifork segment adj. EBITDA margin	Trifork segment adj. EBITA margin
<b>Medium Term Targets</b> (22/09/2021)	<b>~15% – 25% total</b> <b>~10% – 15% organic</b>	<b>Margin improvement</b>	<b>Margin improvement</b>

(1) Net of one-off effect of EUR 20-22m due to deconsolidation of Dawn Health are included;  
Previous guidance of EUR 13.0 – 15.5m has been adjusted by EUR 21m which is the midpoint of the expected one-off effect of EUR 20-22m

# Q&A Session



# Thank You!



**TRIFORK**®