



Investor Konference Økonomisk Ugebrev

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16 November, 2022

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Agenda

- Introduction to NNIT
- Divestment of IO business
- Strategic update
- NNIT of the future:
 - Cloud & Digital Solutions
 - Life Sciences Solutions
- Zooming in on Life Sciences
- Q&A

Disclaimer

This presentation contains forward-looking statements including projections on future financial results. Statements regarding the future are subject to risks and uncertainties that may result in considerable deviations from the outlook. Furthermore, some of these expectations are based on assumptions regarding future events, which may prove incorrect. Please refer to the risk management section on page 47-49 of the Annual Report 2021.



An aerial photograph of a city waterfront, likely Copenhagen, Denmark. The image shows a wide river or canal with a modern bridge in the foreground. The city buildings are visible along the banks, and the sky is filled with soft, golden light, suggesting a sunset or sunrise. The image is framed by a thick orange border.

NNIT is a leading provider
of IT transformation services
and solutions to international
life sciences companies and
to the Danish private and
public sector.

Life
Sciences
Solutions

Customer
Centricity

Cloud &
Digital
Solutions

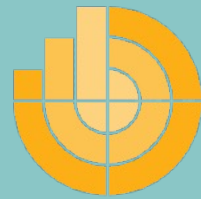
Hybrid
Cloud
Solutions

Customers - a selection

As of January 2022



'Low risk' ESG rating of 13.3



SUSTAINALYTICS

a Morningstar company

RATED

Most Attractive Workplace in Denmark for IT Consultants



Divestment of IO business

- ✓ Accelerate strategy execution
- ✓ Separation of distinctly different business models
- ✓ Capture and invest in growth
- ✓ Strengthened profitability and cost optimization

The future is about success and profitable growth

NewCo

Forming a new company, a platform for growth

- Forming a free and flexible business focusing on IT infrastructure and transformational services
- Freedom of being able to plan further into the future and unfold our full potential.
- Agilitas and the incoming CEO, Henrik Bodskov, have been impressed with the quality of the services provided by NewCo and the people behind them. They recognize NewCo's expertise and great potential for growth.

LSS

Focus on Life Sciences Solutions growth journey

- LSS have demonstrated high growth for several years, and with this change, the sky is the limit for our Life Sciences growth potential.
- We will further accelerate our ability to grow in Life Sciences and pursue more acquisitions.

CDS

Focus on our Digital & Cloud growth journey

- CDS will be a sustainable growth business unit standing strong in NNIT.
- We will continue with the existing Winning Solutions to drive growth in both DK public and enterprise customers and international with LS customers.

Strategic update

TRANSFORMATION

Specialized IT services provider with two strongly positioned business units

PROFITABILITY

Continued cost reductions including consolidation of global delivery capabilities

STRATEGY

Increase growth and profitability
Two core business units
Continued focus on M&A

NEXT STEPS

Carveout work continues
Impact being assessed
Subject to approvals

BACKLOG

Continued growth based on signing of large contracts and key renewals

NNIT of the future

- Specialized IT services provider in growth areas
- 1,650 employees and revenue of DKK ~1.5bn*
- Life sciences customers in Europe, Asia and USA
- Private and public customers in Denmark

Life Sciences Solutions

- Regulated IT solutions for global life sciences
- ~850 employees and revenue of DKK 723m*
- Focus on international growth opportunities

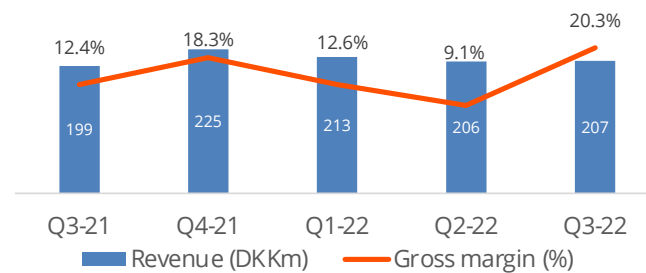
Cloud & Digital Solutions

- Business critical apps and cloud transformation
- ~800 employees and revenue of DKK ~750m*
- Focus on Danish market and Microsoft ecosystem

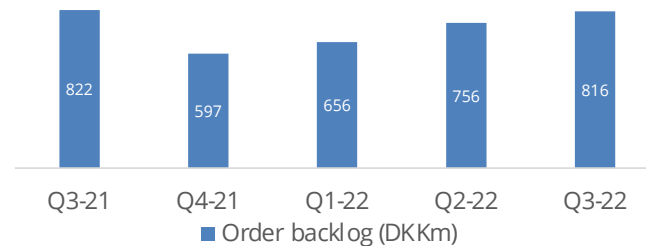
CDS strategic priorities

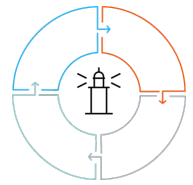
- Complex digital transformation for Private and Public centered around applications
- Microsoft and ERP Solutions, Custom Application Development, Cybersecurity and Digital Business Consultants
- Focus on core application centered solutions to build critical mass, deliver superior solutions and accelerate public cloud migration

Revenue and gross margin



Order backlog






CDS well-positioned to capture opportunities



Accelerate growth
Cloud migration & transformation
Digital business consulting



Sculpting change and experience
Full exploitation of the Microsoft platform
Custom application development for public and private



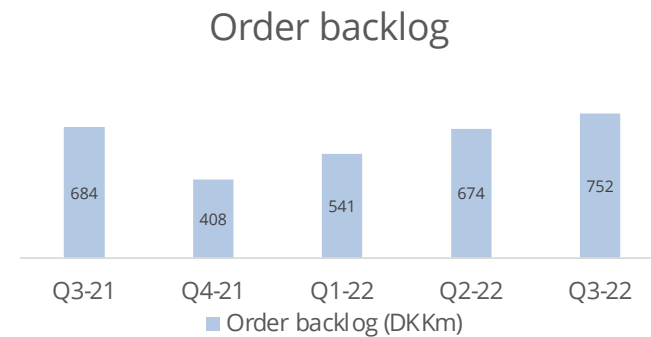
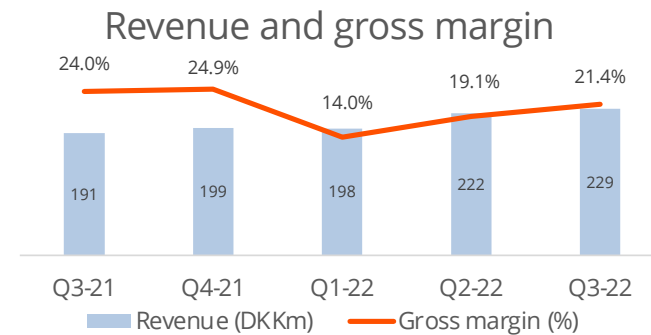
Building trust
Cybersecurity and compliance advisory

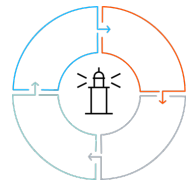


Sustainable business
Sustainability dashboards and advisory services

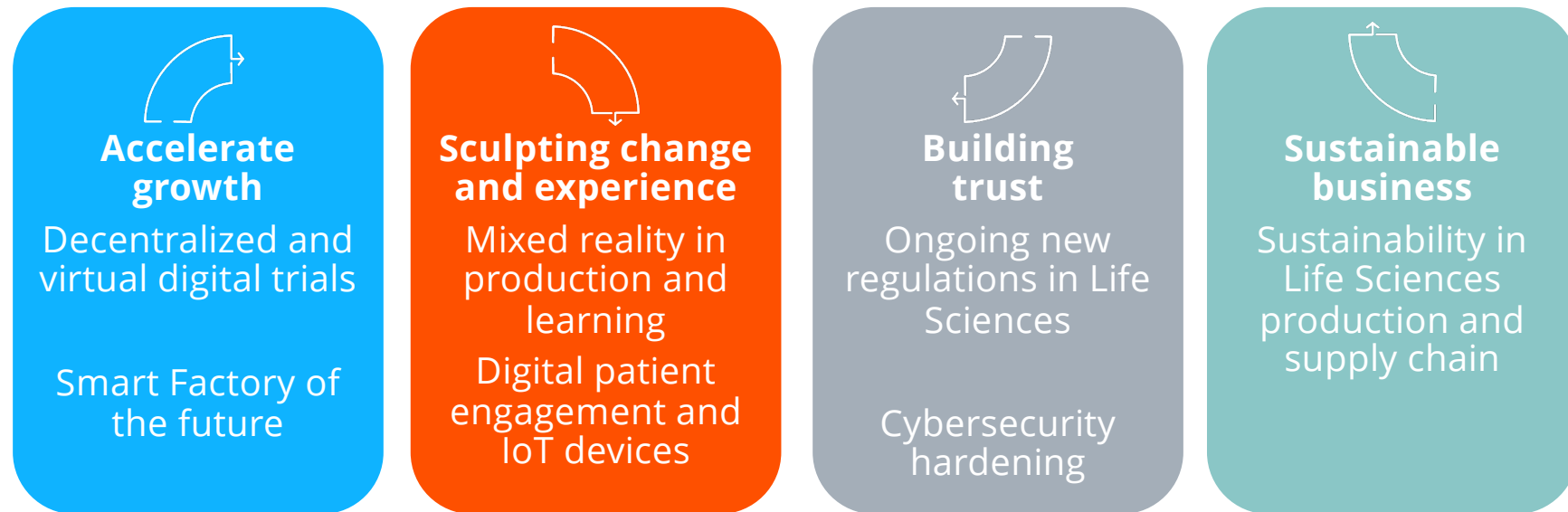
LSS strategic priorities

- International, specialized, regulated IT solutions supporting the majority of the life sciences value chain – R&D, Production & Supply Chain as well as Quality Management
- Focus on agile services and solutions, high-growth areas and accelerated cloud migration into leading industry platforms
- Continued focus on acquisitions and new partnerships





LSS well-positioned to capture opportunities



Purpose & Identity

Life Sciences Purpose

” **Improve lives by being the best at translating between business and technology**

Life Sciences Identity



Industry Expertise



Customer Success



Services Excellence

What is Our Key Differentiator?

*“When translating between business and IT, NNIT focuses on **business pains**, which requires deep subject matter expertise within the **focus business areas**. NNIT offers **scalable** offerings based on the **practical application of advanced technology** and extensive business understanding in **niche areas**. This enables NNIT to provide the market with **accelerated and fit-for-purpose proven concepts that are tailored to life sciences**”*

Business Pains

Our starting point in everything we do are key business pains and opportunities in the Life Sciences business.

The big consultancies have a tendency to focus on technology.

Business Areas

We only do this within the business areas we focus on, to ensure we can be among the best.

We will not be everything to everyone.

Scalability

Small consultancies struggle with scaling to become relevant for mid- and large pharma. The large ones cannot attract enough experts making the deep insights inaccessible for their clients.

Technology

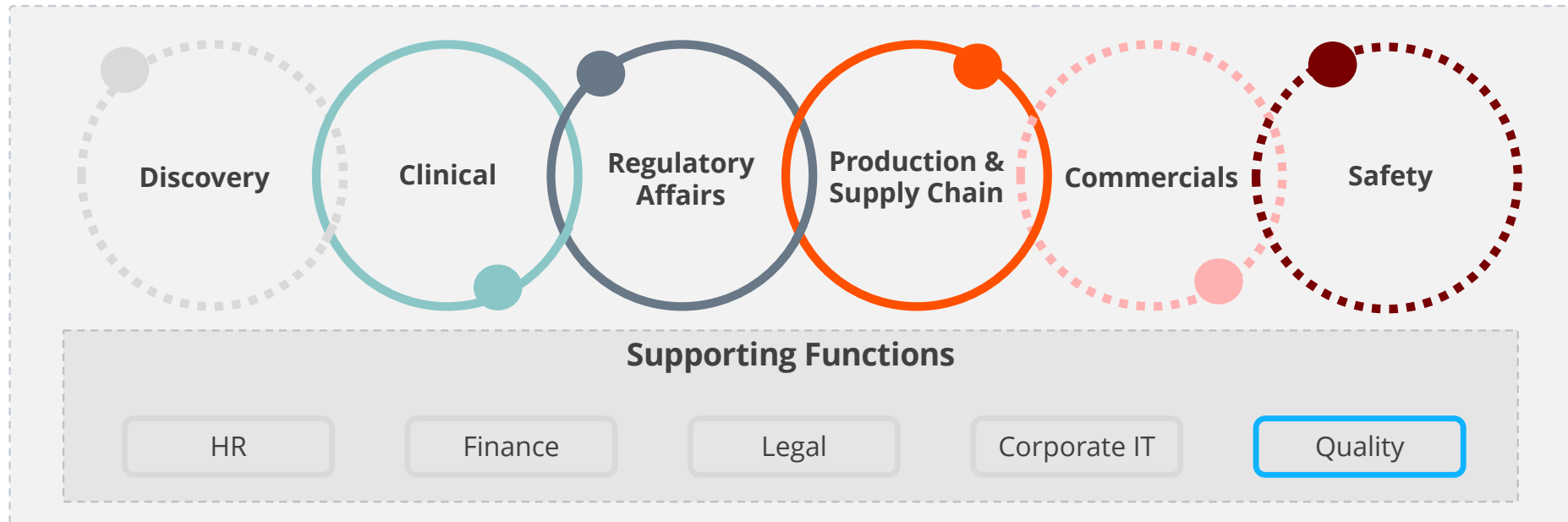
The small ones have not got the manpower to do scalable and standardized solutions.

The big ones still do “white paper talks”.

Offerings

Within the areas we focus on, we will have offerings that are ahead of the market, offering acceleration, focus and built-in “customer success”.

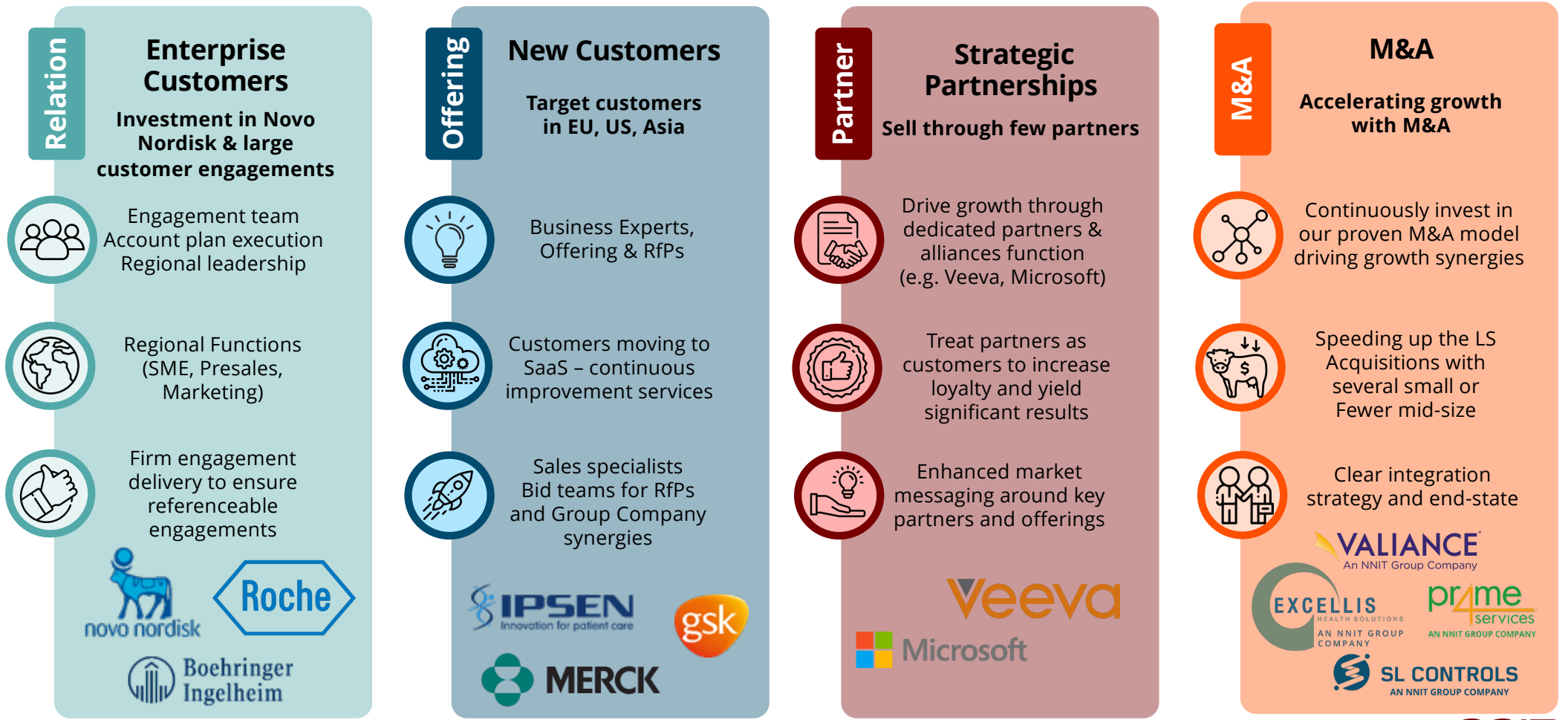
Our Industry Expertise is rooted in selected Business Areas



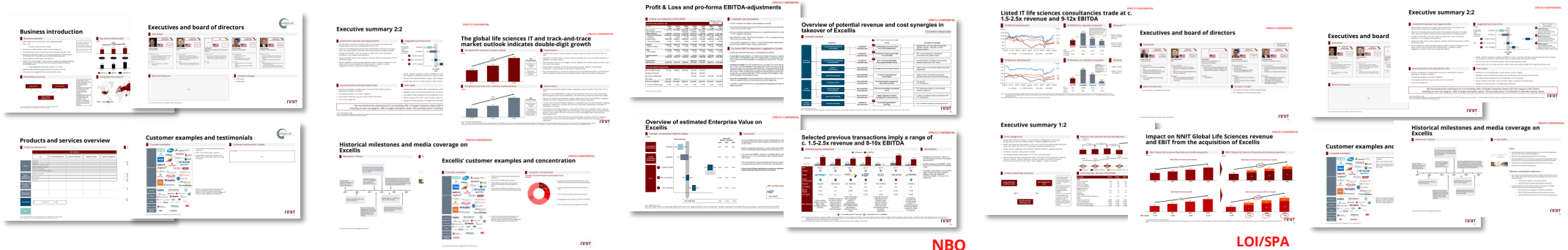
**Total addressable market (IT spend)
in selected Business Areas and Key Markets
is estimated at 135 bDKK in 2021**

— Strategic Business Areas
- - - Bubblers

Our Commercial Model is driving our Sales focus and approach



Org. integration is a key component in our M&A and transformation



NBO

LOI/SPA

Target origination and profiles

Selecting and maturing target

Investment committee presentation

Due diligence/negotiation and closing

Organizational integration

- Targets originate from NNIT's internal database, network and desktop research;
- Targets are identified through specific criteria;
- Identified targets are verified;
- Short target profiles, outlining essential information about the targets.

- Review target profiles;
- Attractive target profiles are selected for further research;
- Initial contact established with the target;
- Set up executive meetings and build relations;
- Understand targets agenda;
- Understand value drivers and risks for future business case.

- Investment committee presentation, which includes detailed business case, services/offers, financial overview, strategic fit to NNIT LS25, synergies, valuation etc.;
- Preparation of non-binding offer ("NBO").

- Approx. 4 weeks of due diligence (financial, tax, legal, technical, HR etc.);
- Outlining negotiation tactics;
- Negotiate earn-out and SPA;
- Develop integration plan;
- Continue developing relationship with target.

- Integration of acquired company fully into NNIT
- Separate integration project including onboarding of employees, processes, systems and legal entities.
- Full integration (at the latest post earn-out) in Business-, Commercial- and Operational Model ensuring sustainability

Close coordination through weekly status updates

Life Sciences Solutions

Global Presence & Platform, June 2022



June 2022 manning
(excl. contractors)

- We want to grow profitably in line with demand in our market hubs (i.e. Europe, USA and Asia) where proximity is required
- We continuously explore efficient global delivery models with orchestration of global teams on our bigger/long-term engagements
- We rely on seamless OneNNIT collaboration and execution globally - incl. all our NNIT colleagues

nnit

Closing remarks

Completion of
carveout work with
minimal disruption to
running business



Continued growth in
order backlog and wins in
continuing business



Sharpened strategic
focus of continuing
business while settling
impact of divestment





Q&A

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