

EVRY - Q1 2017

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EVRY

EVRY



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## Content

- Highlights
- Financials
- Key Developments

EVRY

A blurred high-speed train in motion at a station platform. The train is moving from right to left, creating a sense of speed. The platform has a white and grey tiled floor with a yellow tactile paving strip. The station structure features a white, curved, ribbed roof. A purple rectangular overlay box is positioned on the left side of the image.

EVERY – Highlights

**EVERY**

## EVERY @ a glance



- #1 Norway
- #4 Sweden
- #1 Financial Services in the Nordics

Offices in **9** countries

**8,200** employees

Revenue of NOK \*  
**12.2**bn.

Order backlog NOK  
**19.9**bn.

Serving customers in public and private sector

**>10,000** customers

**25%**

Market share IT Services in Norway

**Leading vertical expertise**

Financial services, local government, public sector, healthcare, insurance

**Global Delivery**  
Ukraine – Latvia – India

Note: \* Operating revenue 2016  
Figures as of YE 2016 (unaudited)

A nighttime photograph of a city street with light trails from cars and buildings in the background. A large purple rectangle is overlaid on the left side of the image.

EVERY – Financials

EVERY

# The journey continue with top-line growth and margin improvement

Accelerated profitable growth.....

## REVENUE / ORGANIC GROWTH

Q1 2017 (NOK million)

3,177

▲ +6.6%

3,058 Q1 2016

## PROFITABILITY\*

Q1 2017 (NOK million)

344.7

▲ +34.3%

256.6 Q1 2016

... and strong financial KPIs

## CASH CONVERSION\*\*

LTM Q1 2017 (%)

80%

▲ +7pp

73% LTM Q1 2016

## DSO

LTM Q1 2017 (days)

39.6

▲ -1.0 days

40.6 LTM 2016

## BACKLOG

31 March 2017

19.9bn


▲ +3.2bn

16.7 31 March 2016

\* Adjusted EBITA (EBITA before other income and expenses)

\*\* Cash Conversion: (Adjusted EBITDA less net CAPEX) / Adjusted EBITDA

**EVRY**



EVERY – Key  
Developments

**EVERY**

## EVERY invests in cognitive solutions



- Expanding our addressable market
  - Cognitive market in the Nordics estimated at NOK 20 bn in 2020
  - Cagr 50%
- Go-to-market strategy:
  - EVERY's ambition is to work with customers as their preferred independent partner
  - EVERY can help customers build solid business cases with rapid ROI
- Service offerings
  - Cloud solutions that are adapted for a range of industries
  - Wide range of standard solutions such as chatbots can be integrated into the customers infrastructure
- Expanding our partnership with IBM
  - A first-of-its kind partnership in the Nordic region

# Achievements in Q1 2017

## EMPLOYEE SATISFACTION

- Employee satisfaction continue to show impressive improvement;
  - 81.0% in Q1`17 vs 80.1% last quarter
  - 81.0% in Q1`17 vs 77.5% in Q1`16
- EVRY: Shape the future today
  - Successful introduction of new Nordic recruitment campaign

## CLOUD FOOTPRINT

- EVRY strengthens its focus on cloud services and the SME market and expands its partnership with IBM
  - Agreement effective 1 February 2017
  - Successful transfer of 460 employees from EVRYs delivery organization to IBM
- New Swedish cloud customer SEK 150 million
  - Manufacturer will transform their traditional IT with services from EVRY
- EVRY has migrated several customers to its new cloud center at Fet, outside Oslo
  - Relacom
  - Schibsted Trykk
  - Helse Sør-Øst

## EXECUTING STRATEGY

- Intention to acquire Samlink to strengthen EVRYs position in the Finnish banking market
- As part of these discussions, 50 banks currently serviced by Samlink would select EVRY's core banking solution as their future banking platform.
- Samlink –access to FinTech competencies
  - Employs 370 professionals with broad range of expertise in information technology and retail banking solutions.
  - Revenue in 2016 exceeded 92 M€.

