

A SMARTER SOLUTION
starts from inside



1st QUARTER 2019

Kenneth Ragnvaldsen, CEO

Oslo, April 12th 2019

AGENDA



Kenneth
Ragnvaldsen
CEO



Rune
Wahl
CFO

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HIGHLIGHTS

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BUSINESS REVIEW

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Q&A

This quarter's **HIGHLIGHTS**

ALL-TIME HIGH revenue and profit

Strong **ORGANIC GROWTH** across business segments, geographical regions and vertical markets

LARGEST CONTRACT in the company's history awarded in Germany

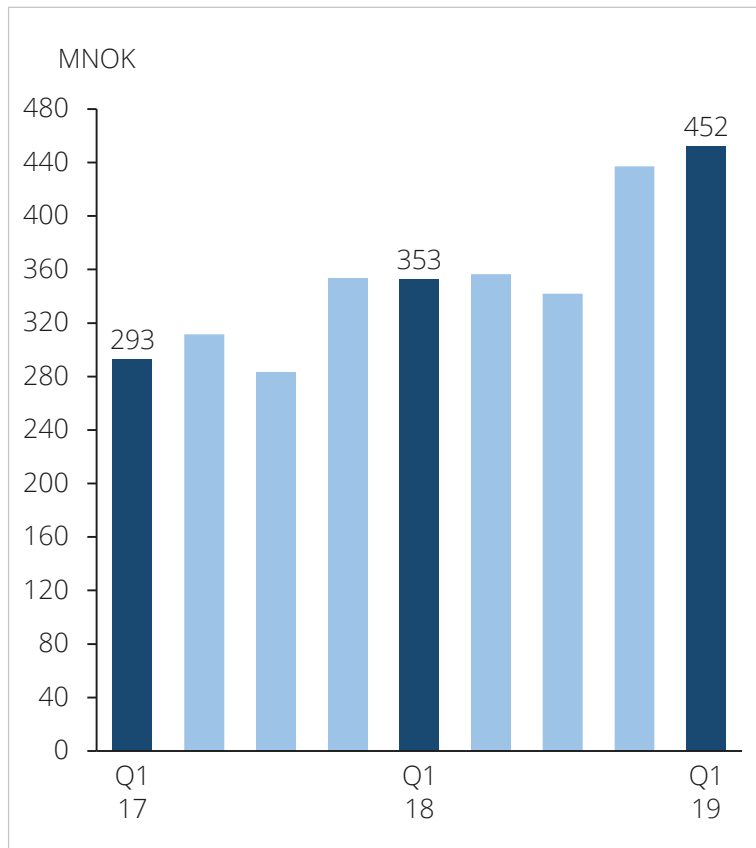
TECH-TRENDS like Industry 4.0, IoT and Connectivity fuel the market

STRONG DEMAND for engineering R&D specialists

FINANCIAL HIGHLIGHTS FROM Q1 2019

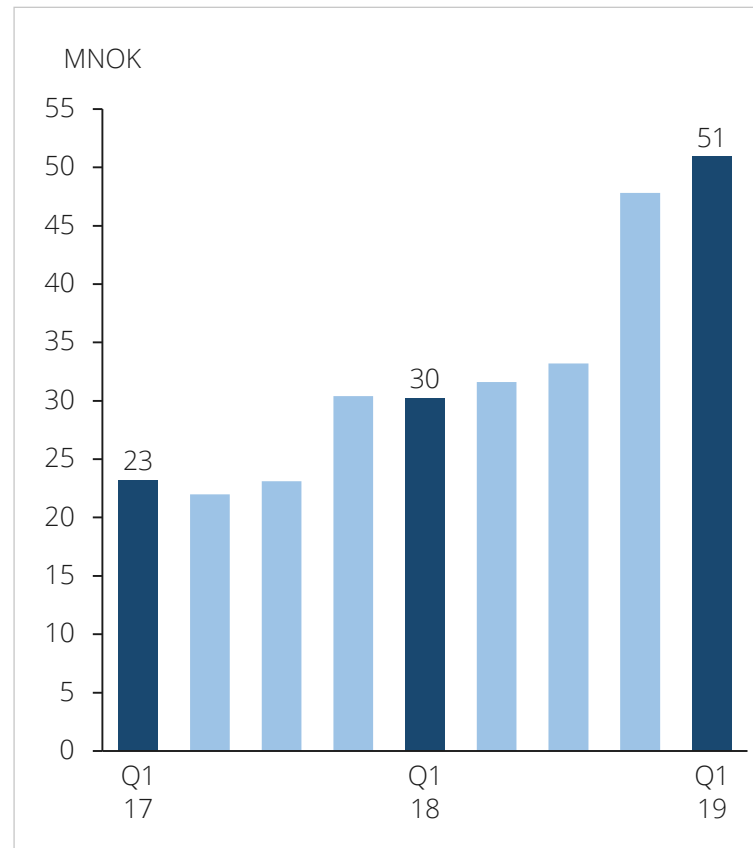
REVENUES

452



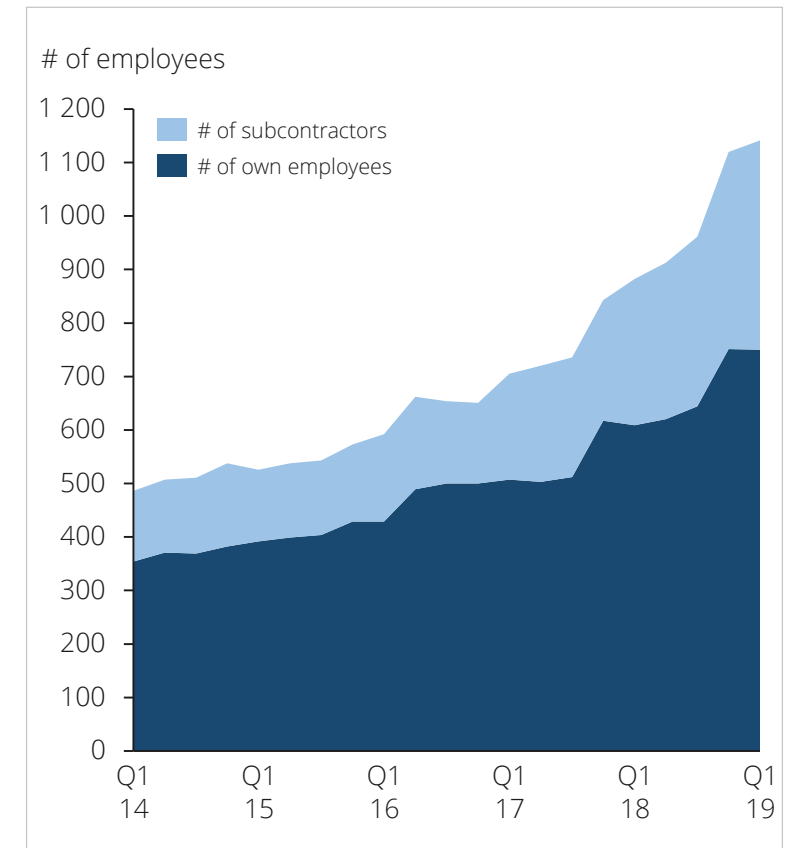
EBITA

50.9



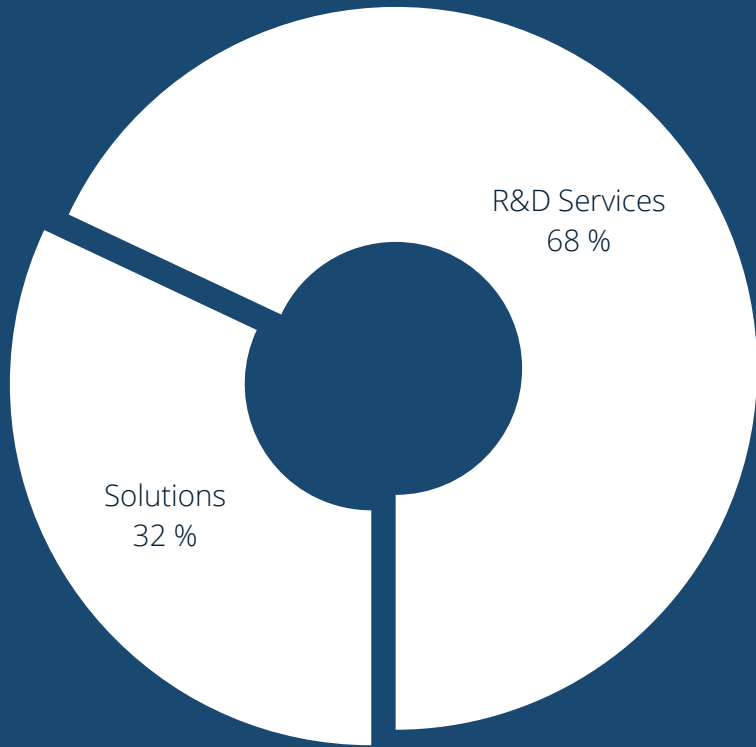
NUMBER OF EMPLOYEES

1 141



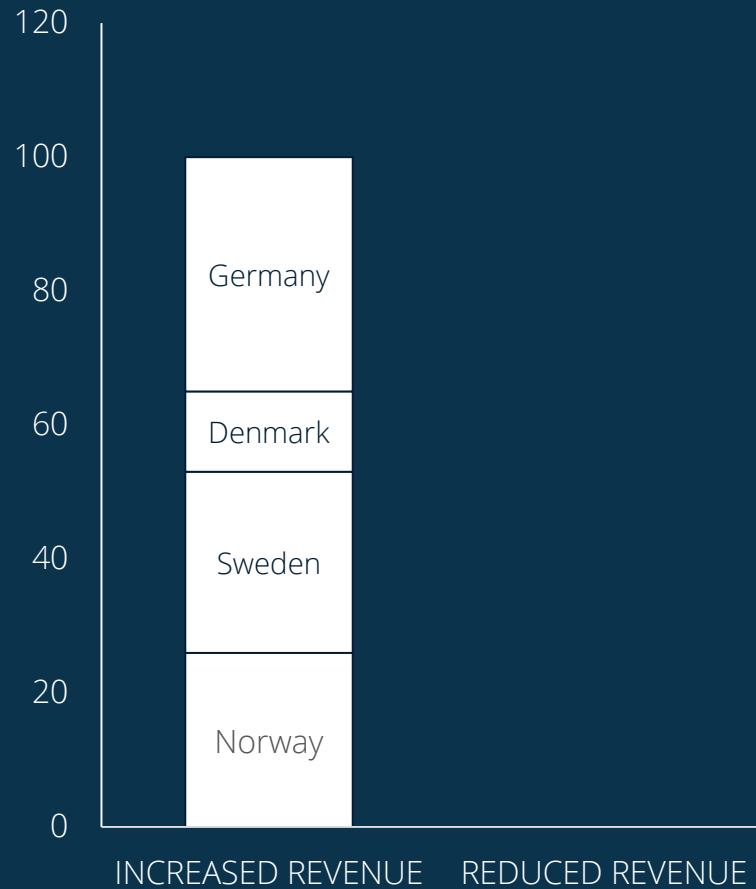
GROWTH

In both business areas



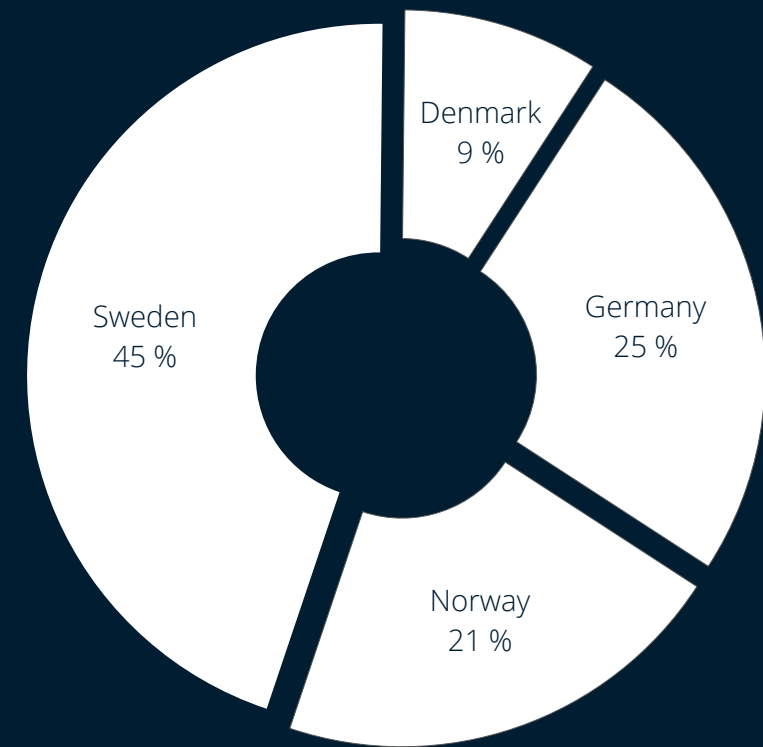
GROWTH

in all countries



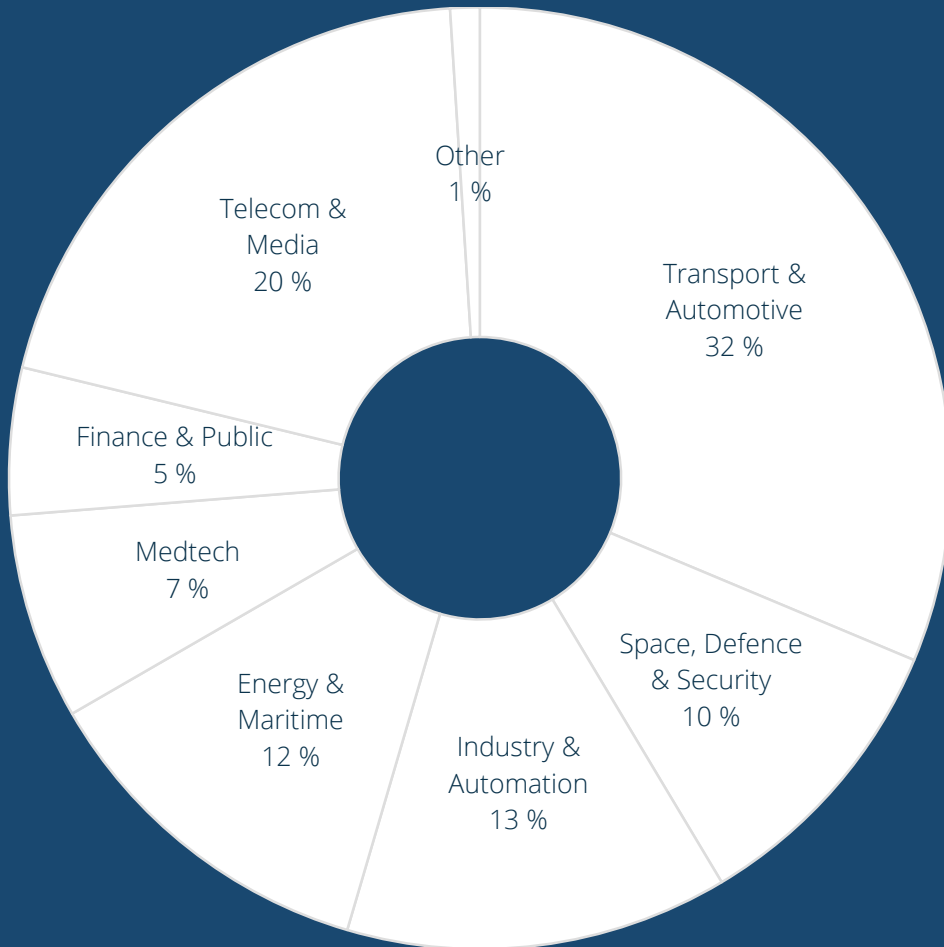
SWEDEN

largest market



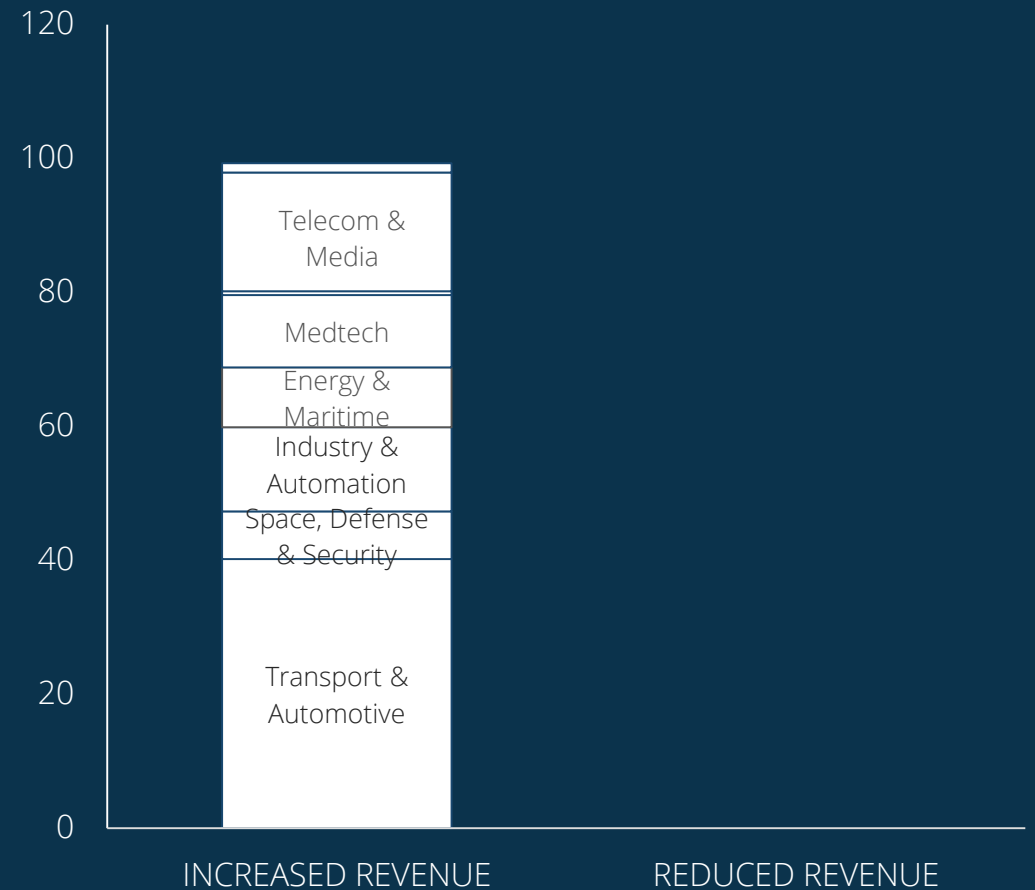
STRONG DIVERSIFICATION

across several industries



INCREASING REVENUE

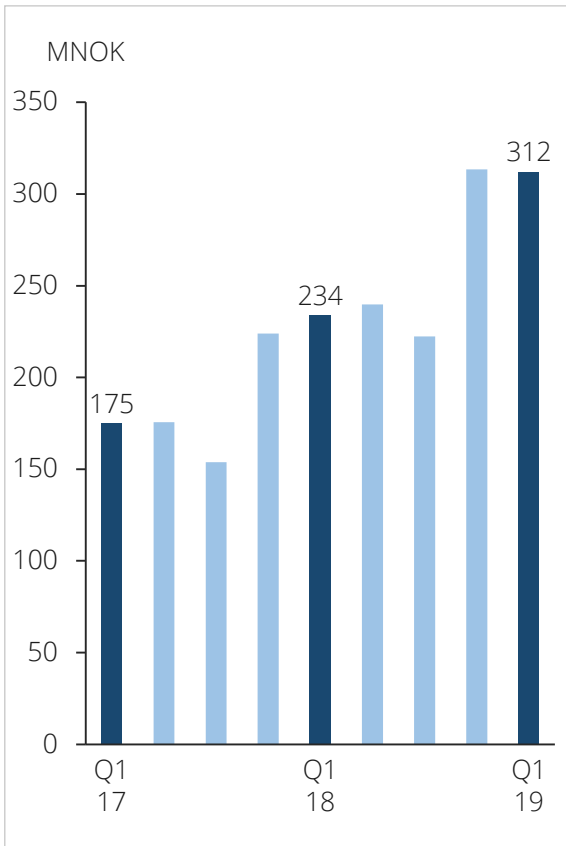
in largest market segment



KEY FIGURES – R&D SERVICES

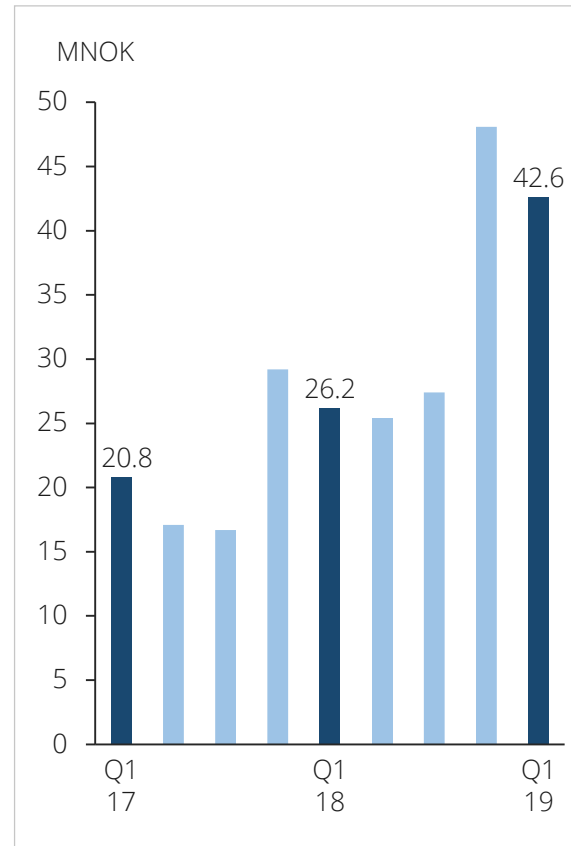
REVENUES

312



EBITA¹

42.6 (13.6%)



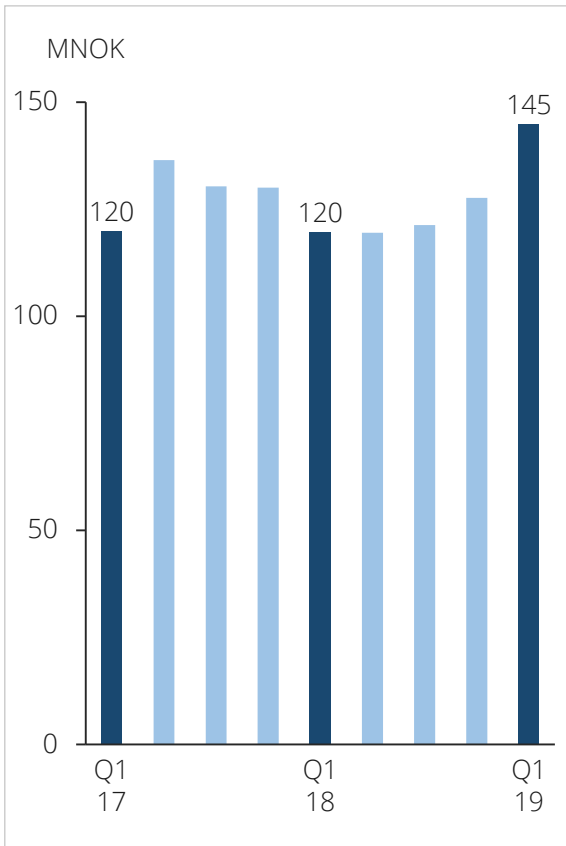
- **STRONG GROWTH** (33%) driven by solid performance across all portfolio companies
- **SOLID PROFITABILITY** supported by high overall utilisation, attractive prices, bolt-on acquisitions and long-term R&D projects
- Increasing levels of **RECURRING R&D SERVICES**
- Market remains strong with continued **SOLID DEMAND** driven by across industry trends:
 - Industrial digitalisation (Industry 4.0)
 - Internet of Things (IoT), Connectivity
 - More data driven and SW oriented products and services
 - Analytics - Artificial Intelligence (AI)

¹ EBITA before corporate cost

KEY FIGURES – SOLUTIONS

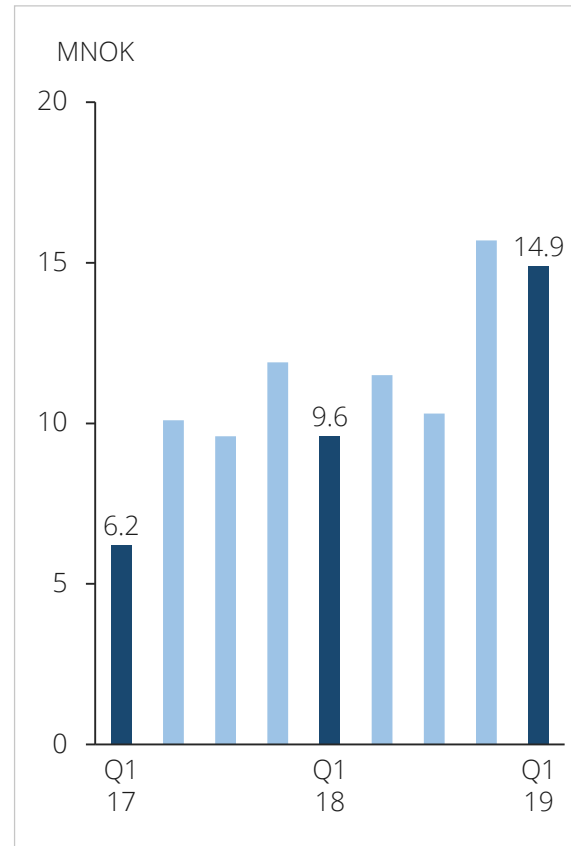
REVENUES

145



EBITA¹

14.9 (10.3%)



- **STRATEGIC SHIFT** towards smarter, connected and high-end solutions pays off
- **INCREASING PROFITABILITY** resulting from a continued focus on value-adding services, increased SW content and sustaining cost discipline
- **WELL DIVERSIFIED** in terms of markets, regions and customers. Norwegian unit back to growth

¹ EBITA before corporate cost

75% of all **BUSINESSES WILL BE DIGITAL** or have digital transformation underway by 2020

Only 30% of these will be successful due to **LACK OF SPECIALISTS** and technical expertise

Source: Gartner

LARGE CONTRACTS

confirming our strong position

- R&D - Product development
- Business critical
- Long-term R&D projects
- Strategically important
- Domain **COMPETENCE** & industry knowhow



Announced contracts Q1 2019

Data-driven **DEVELOPMENT** support

Contract in Germany
of NOK 225 million

5-year agreement for delivery of specialised R&D IT services, advanced testing and system integration supporting all phases of the development cycle



Smart **FACTORY**

Contract in Germany
of NOK 13 million

R&D services and high-end
computer solutions embedded in
customer's advanced sensor
systems for measuring, testing,
and automation



Industry 4.0

Industrial automation

Advanced measuring

MEDTECH solutions

Frame agreement in Norway
with annual value of NOK 40
million

R&D services and smart solutions
embedded in the customers
advanced systems

Advanced connectivity solutions (IoT)



Data driven processes

Intelligent sensors



SMART INFRASTRUCTURE for IoT applications

Contracts in Sweden
of SEK 40 million

Specialist R&D services, software development, advanced testing and system integration supporting all phases of the development cycle



Advanced communication **SOLUTIONS**

Contract in Norway of NOK 18 million

Development and delivery of advanced communication solutions with high security requirements that will be operating in challenging conditions

Advanced communication solution

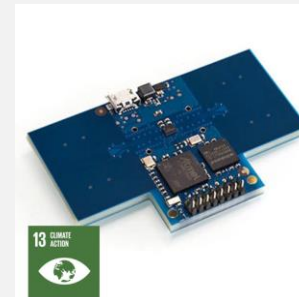
High security requirements

Platform independent

Challenging conditions



SUSTAINABILITY THROUGH TECHNOLOGY



ENABLING THE YOUNG

- An important concept for Data Respons

ENABLING THE YOUNG ENGINEERS



Recruiting young engineers

ENABLING THE YOUNG CHARITY



Street children in Nepal

ENABLING THE YOUNG SPONSORSHIPS



Stockholm Chess Challenge



Scholarship programme



Child mobility



U-19 Team Auto Eder



Future technology experts

AGENDA



Rune
Wahl
CFO

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INCOME STATEMENT

NOK MILLION

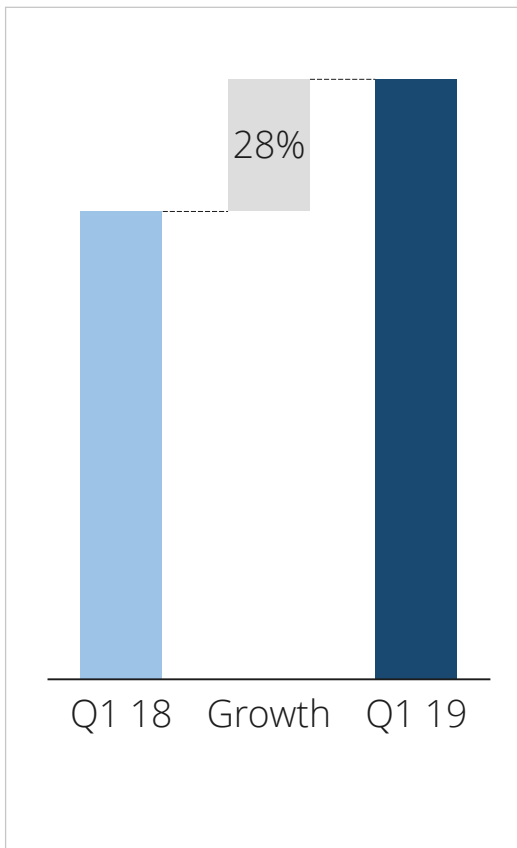
	Q1 19	Q1 18	%	LTM Q1 19	2018
Total revenue and other income	452.3	352.9	28 %	1 587.4	1 488.0
Cost of goods sold	215.0	166.4		748.2	699.6
Payroll expenses	159.2	135.2		568.4	544.4
Other operating expenses	18.5	20.0		95.1	96.6
Depreciation*	8.6	1.1		12.2	4.7
EBITA	50.9	30.2	68 %	163.5	142.8
<i>EBITA %</i>	11.3 %	8.6 %		10.3 %	9.6 %
Amortisation and impairment of intangible assets	5.6	3.4		20.8	18.6
Operating profit (EBIT)	45.4	26.8	69 %	142.7	124.2
Net financial items**	21.7	3.8		(11.2)	(29.1)
Profit before income tax	67.1	30.6		131.5	95.1
Income tax expense	11.3	4.3		42.3	35.3
Profit for the period	55.8	26.3		89.2	59.7
Basic earnings per share (NOK)	0.92	0.46		1.43	0.98

* The increase in depreciation of NOK 7.5 million is mainly related to the implementation of IFRS 16 from Q1 19.

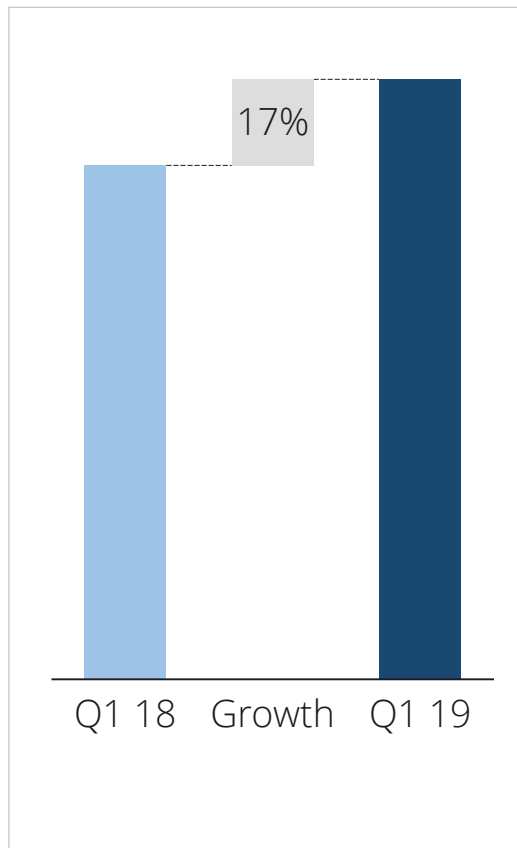
** Net financial items are positive in the quarter mainly because of unrealised re-estimations and currency translation gain of NOK 28 million on earn-out liabilities in foreign currency.

REVENUE GROWTH

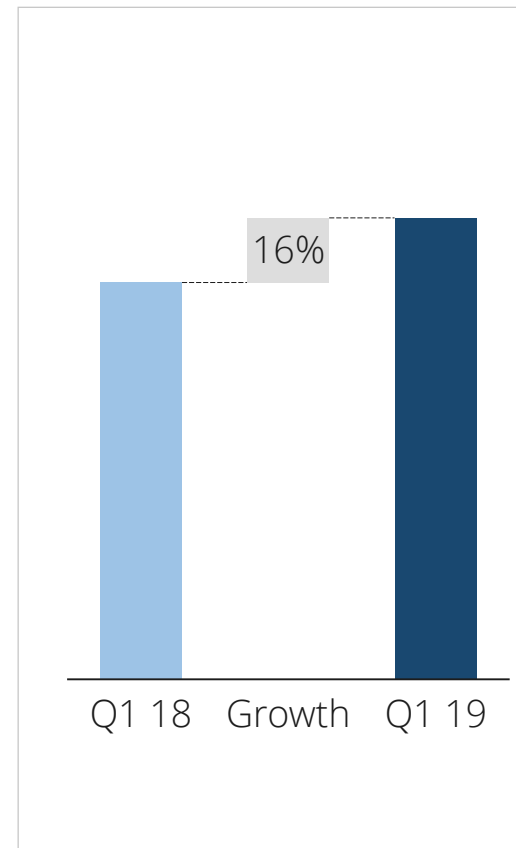
TOTAL GROWTH
28%



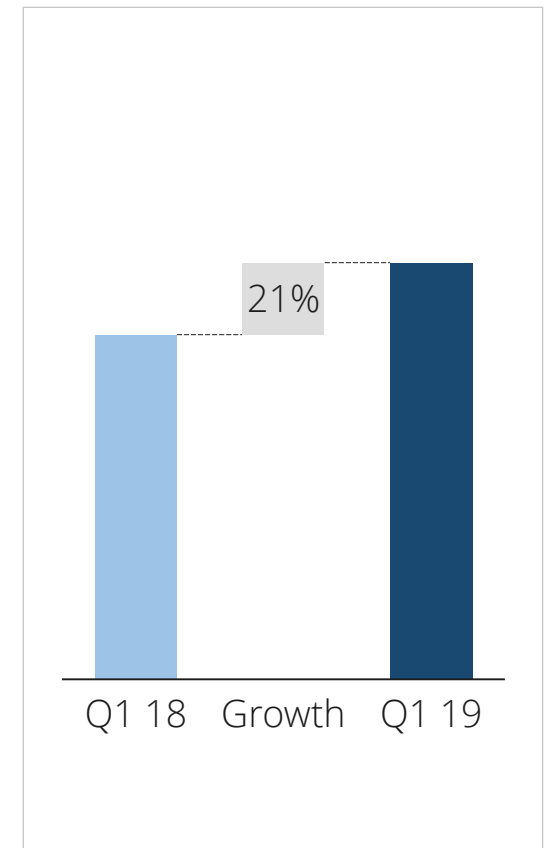
TOTAL ORGANIC GROWTH
17%



ORGANIC R&D SERVICES
16%



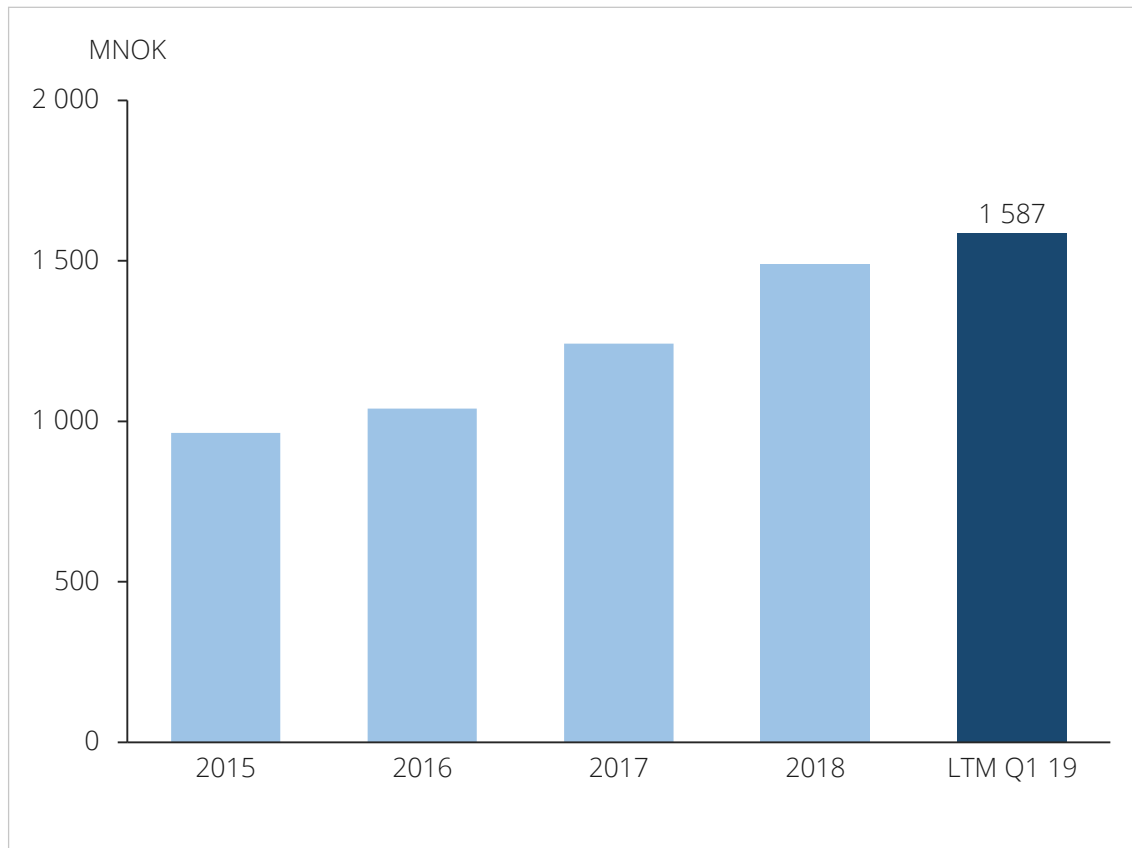
ORGANIC SOLUTIONS
21%



KEY FIGURES

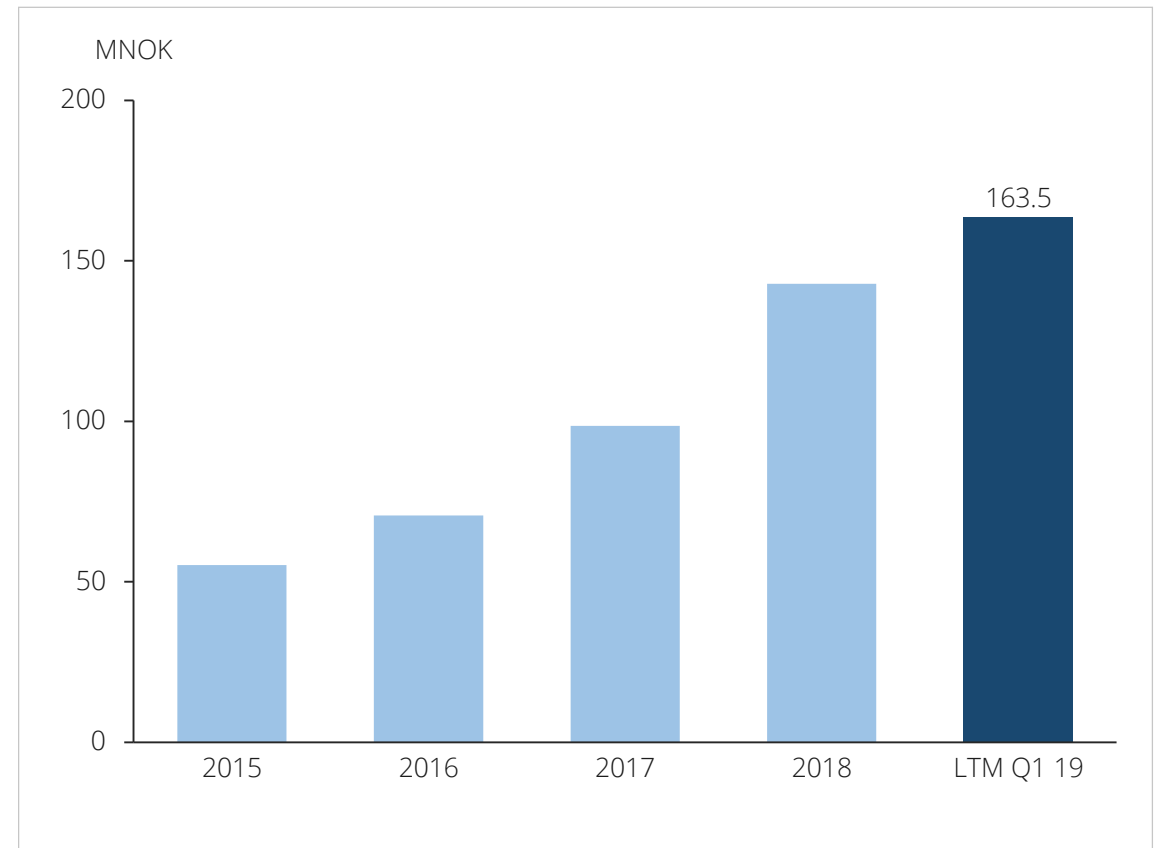
LTM Q1 19 REVENUES

1 587



LTM Q1 19 EBITA

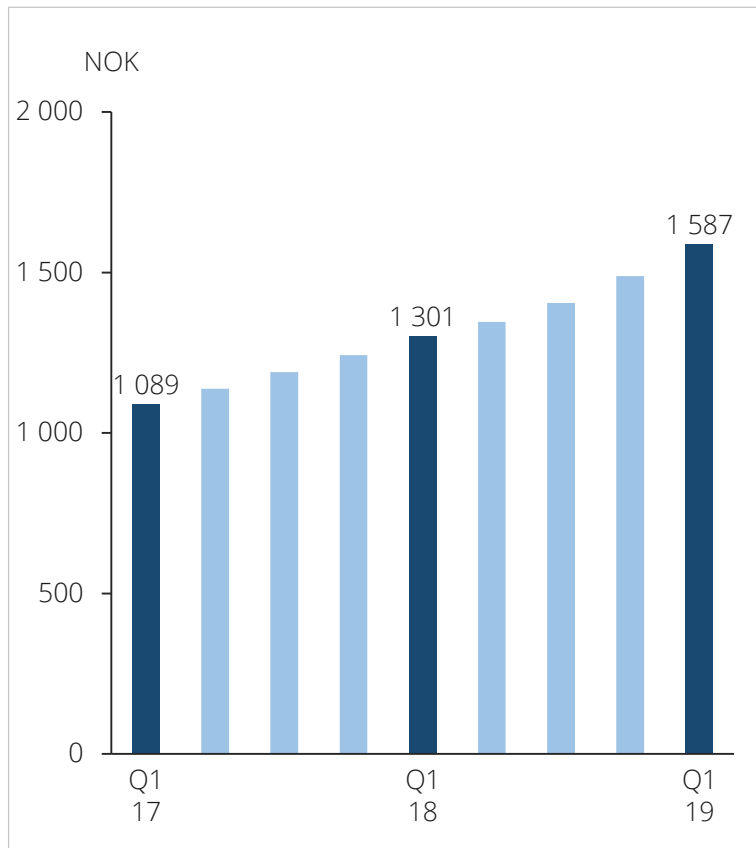
163.5 (10.3%)



KEY FIGURES (LTM)

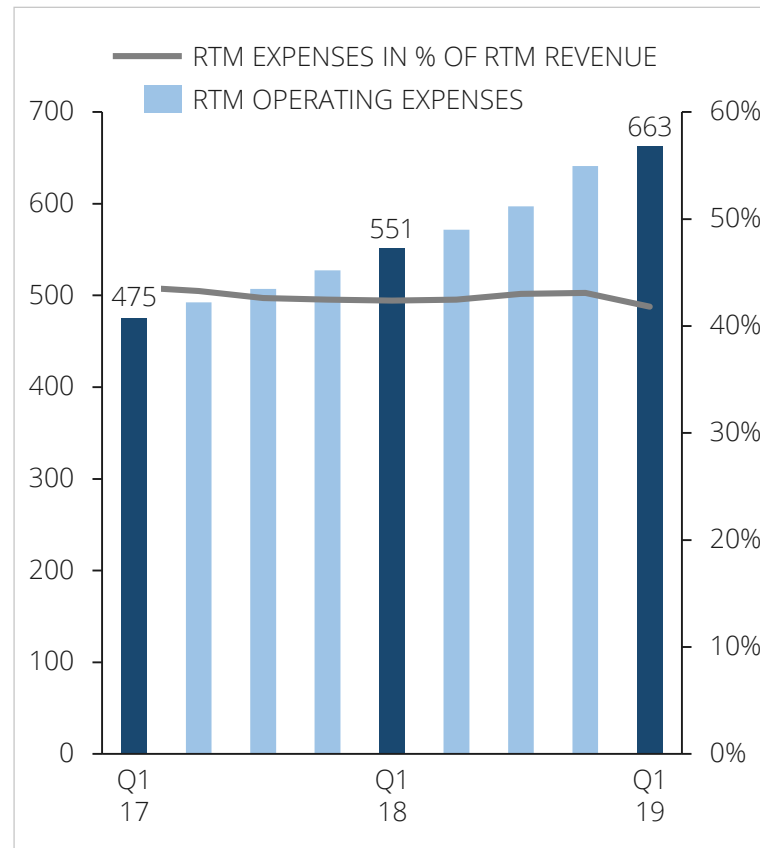
LTM REVENUE

1 587



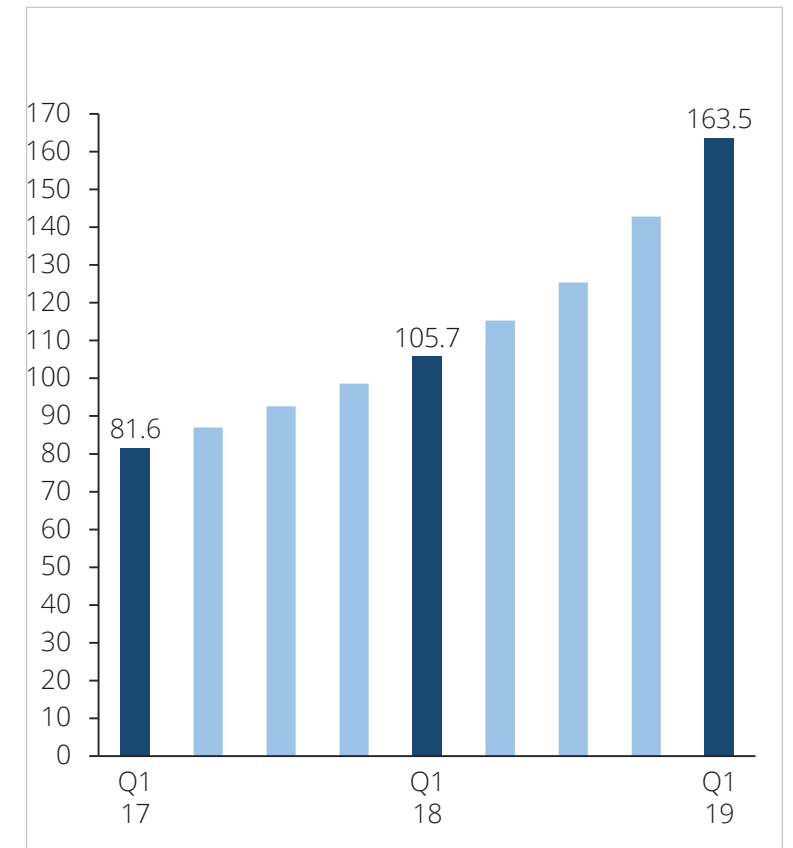
LTM OPERATING EXPENSES

663



LTM EBITA

163.5



R&D SERVICES

NOK MILLION	Q1 19	Q1 18	%	LTM Q1 19	2018
Revenue	312.2	234.0	33 %	1 088.0	1 009.8
EBITA ¹	42.6	26.2	63 %	143.5	127.1
EBITA margin ¹	13.6 %	11.2 %		13.2 %	12.6 %
Employees	660	513		660	660

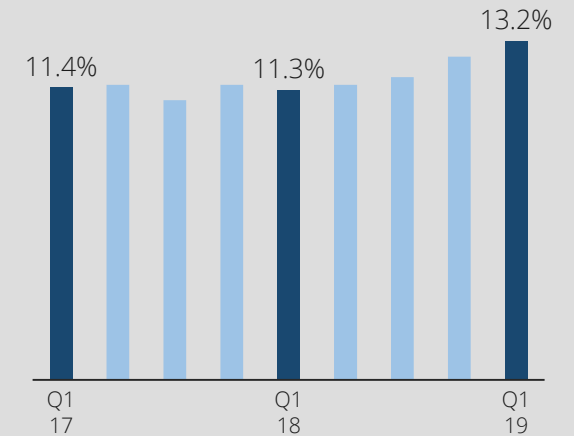
SOLUTIONS

NOK MILLION	Q1 19	Q1 18	%	LTM Q1 19	2018
Revenue	144.7	119.7	21%	513.3	488.3
EBITA ¹	14.9	9.6	55 %	52.4	47.1
EBITA margin ¹	10.3 %	8.0 %		10.2 %	9.6 %
Employees	84	89		84	84

¹ EBITA before corporate cost

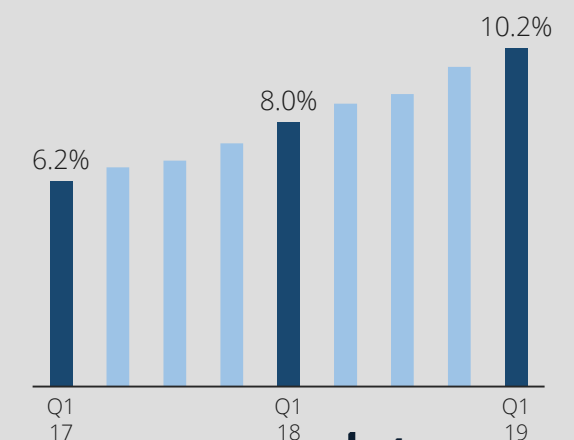
LTM EBITA margin

13.2%

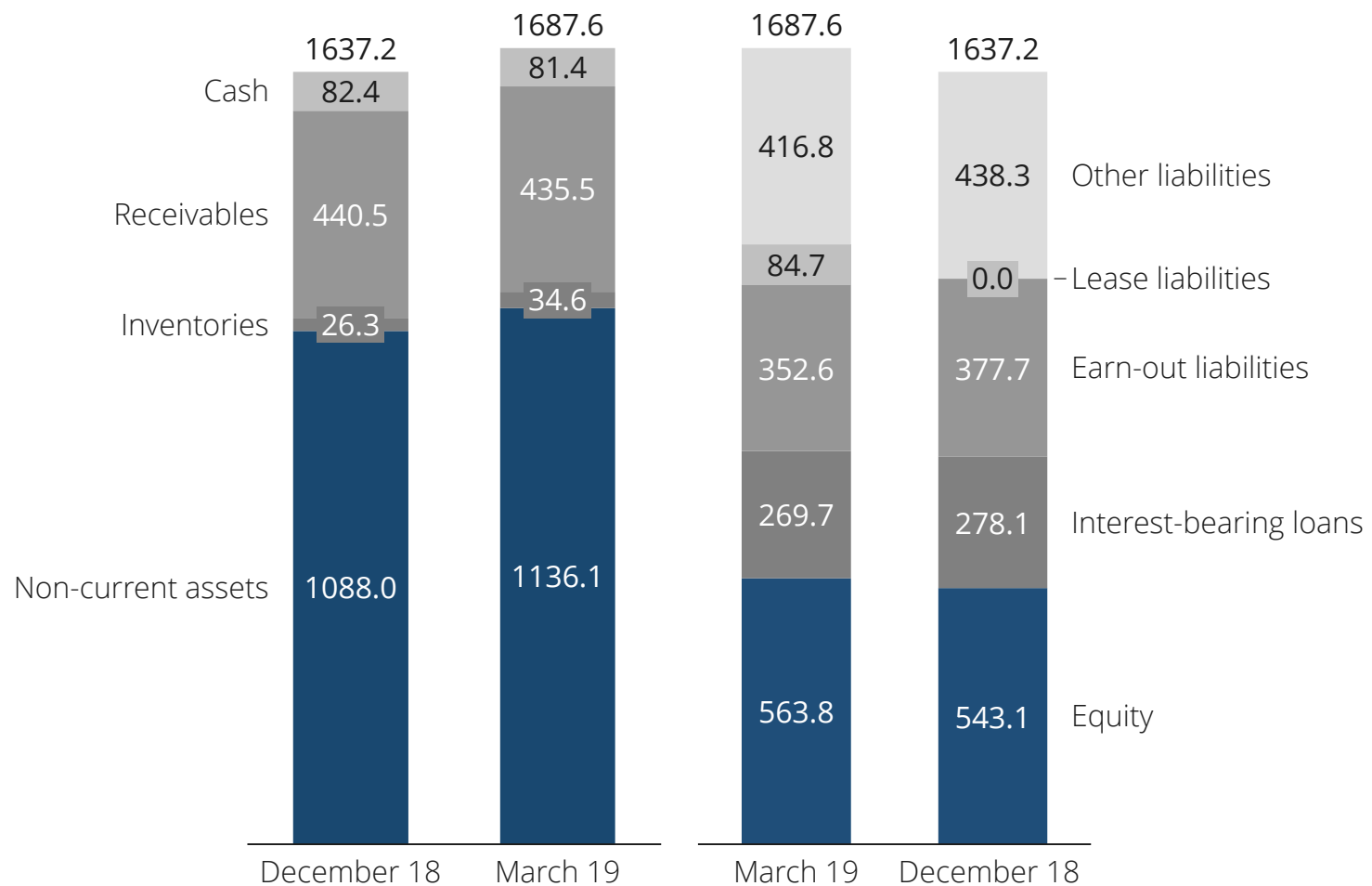


LTM EBITA margin

10.2%



FINANCIAL POSITION



- **CASH POSITION**

NOK 81 million (82)

- **INVENTORIES**

NOK 35 million (26)

- **RECEIVABLES**

NOK 436 million (441)

- **NON CURRENT ASSETS**

NOK 1 136 million (1 088)

- **EARN-OUT LIABILITIES**

NOK 353 million (378)

- **INTEREST-BEARING LOANS**

NOK 270 million (278)

- **EQUITY RATIO**

33.4 % (33.2 %)

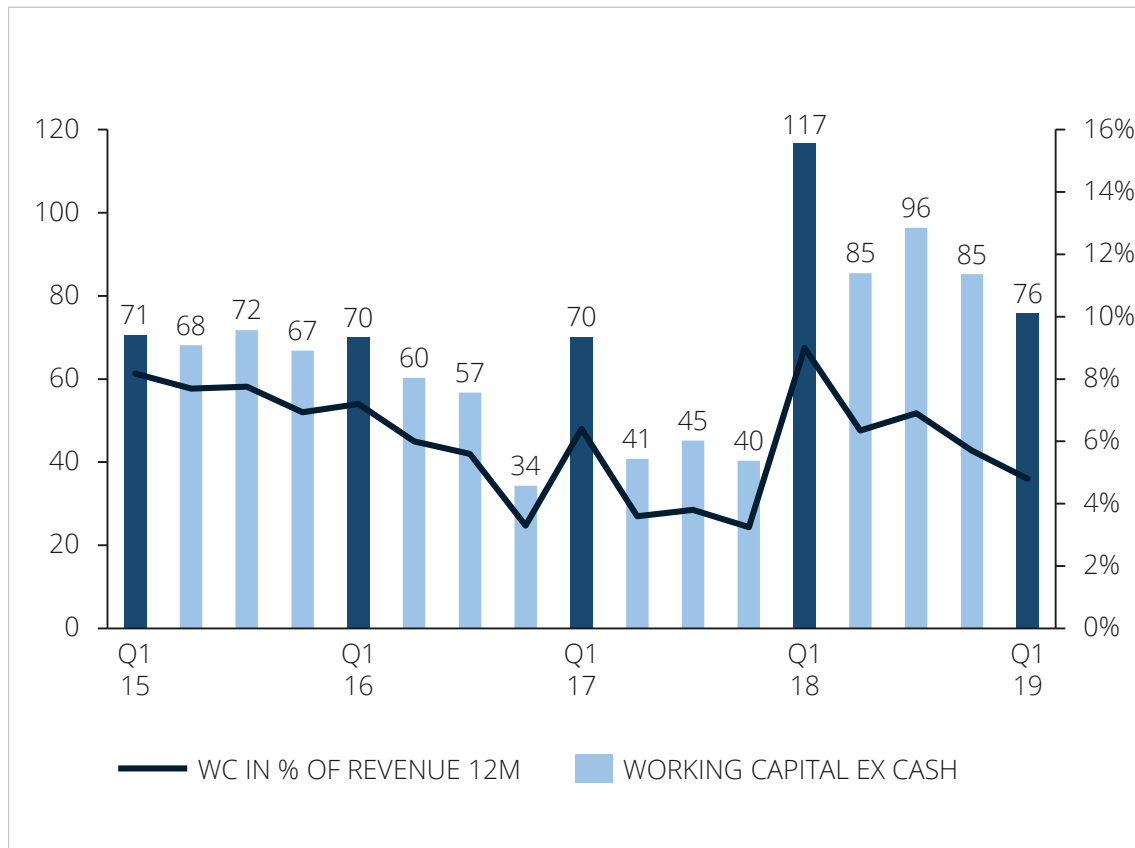
CASH FLOW

<i>NOK MILLION</i>	Q1 19	Q1 18	LTM Q1 19	2018
EBITA	50.9	30.2	163.5	142.8
Depreciation	8.6	1.1	12.2	4.7
Income tax paid	(14.1)	(6.5)	(50.7)	(43.0)
Change in NWC	(18.7)	(74.6)	8.9	(46.9)
Other – operating activities	(3.8)	0.0	2.0	5.8
Cash flow - operating activities	22.9	(49.7)	136.0	63.4
Acquisition of subsidiaries, net of cash acquired	-	-	(243.7)	(243.7)
Other – investing activities	(0.4)	(0.5)	(2.8)	(2.8)
Cash flow - investing activities	(0.4)	(0.5)	(246.4)	(246.4)
Net change in interest-bearing loans	(9.0)	13.1	85.3	107.4
Proceeds from issue of shares	-	54.8	116.9	171.6
Dividends	-	-	(57.3)	(57.3)
Payments on lease liabilities	(7.4)	-	(7.4)	-
Other - financing activities	(2.8)	(1.7)	(7.0)	(5.9)
Cash flow – financing activities	(19.3)	66.1	130.4	215.8
Net cash flow from the period	3.2	16.0	19.9	32.7
Cash at the beginning of the period	82.4	50.7	62.3	50.7
Exchange gain / losses on cash	(4.2)	(4.3)	(0.9)	(1.0)
Cash at the end of the period	81.4	62.3	81.4	82.4

WORKING CAPITAL AND OPERATIONAL CASH FLOW

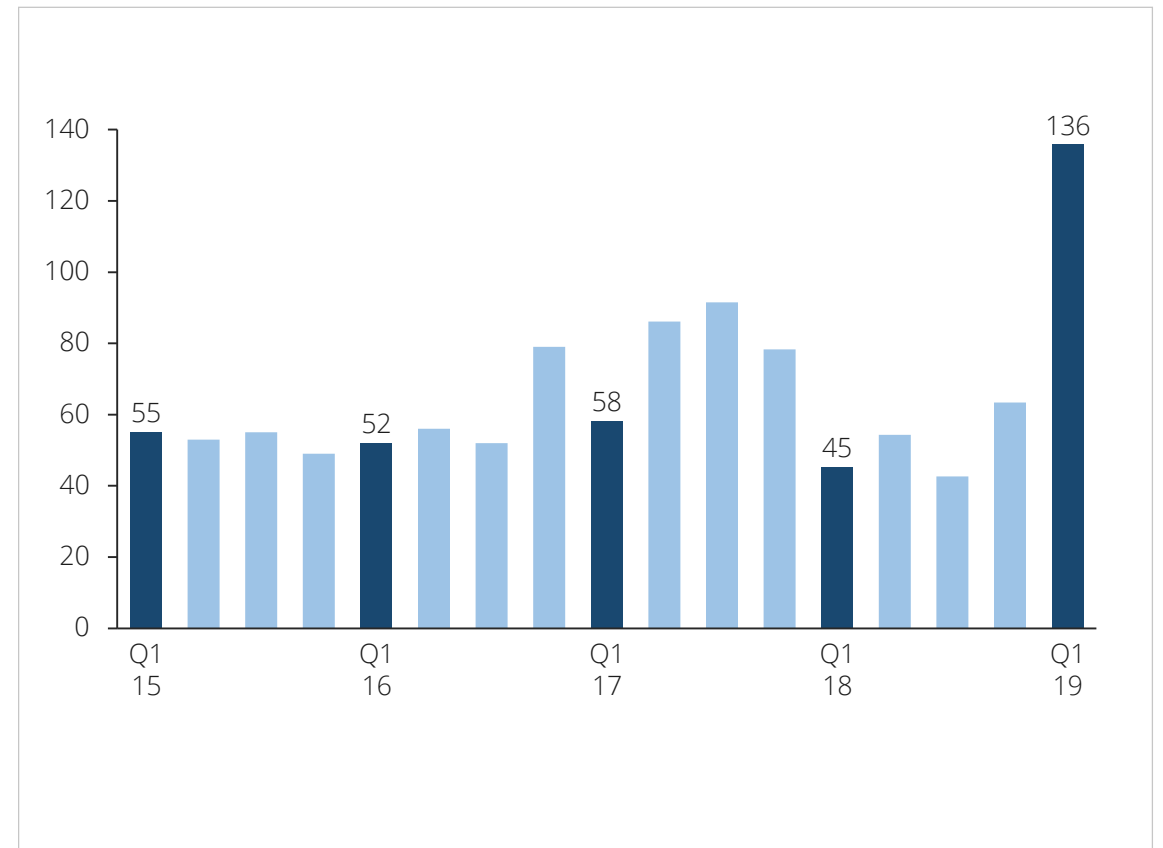
WORKING CAPITAL

76



OPERATIONAL CASH FLOW (LTM)

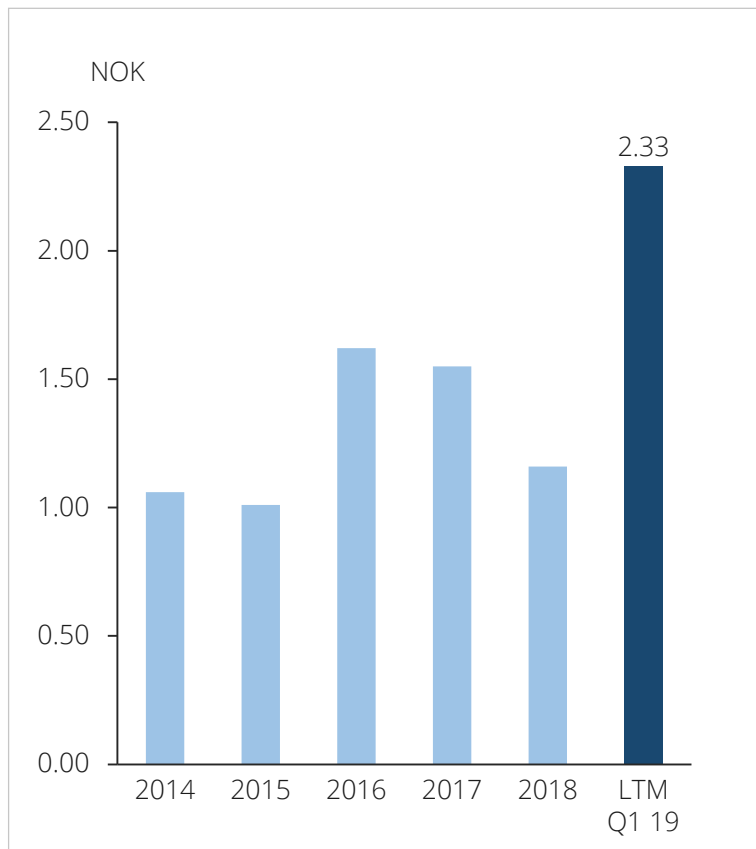
136



KEY FIGURES PER SHARE

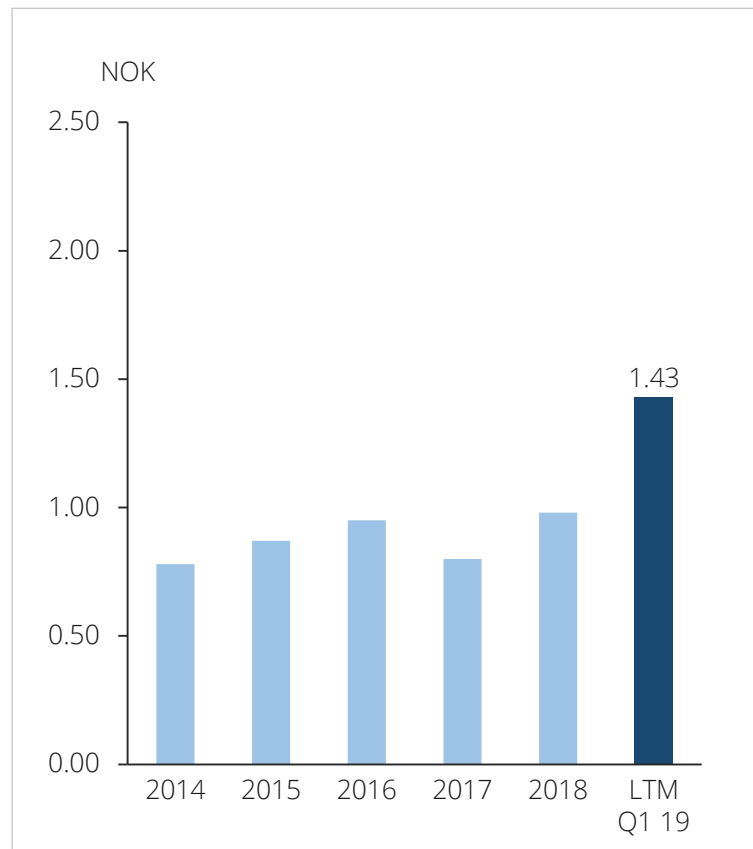
NOCF PER SHARE

2.33



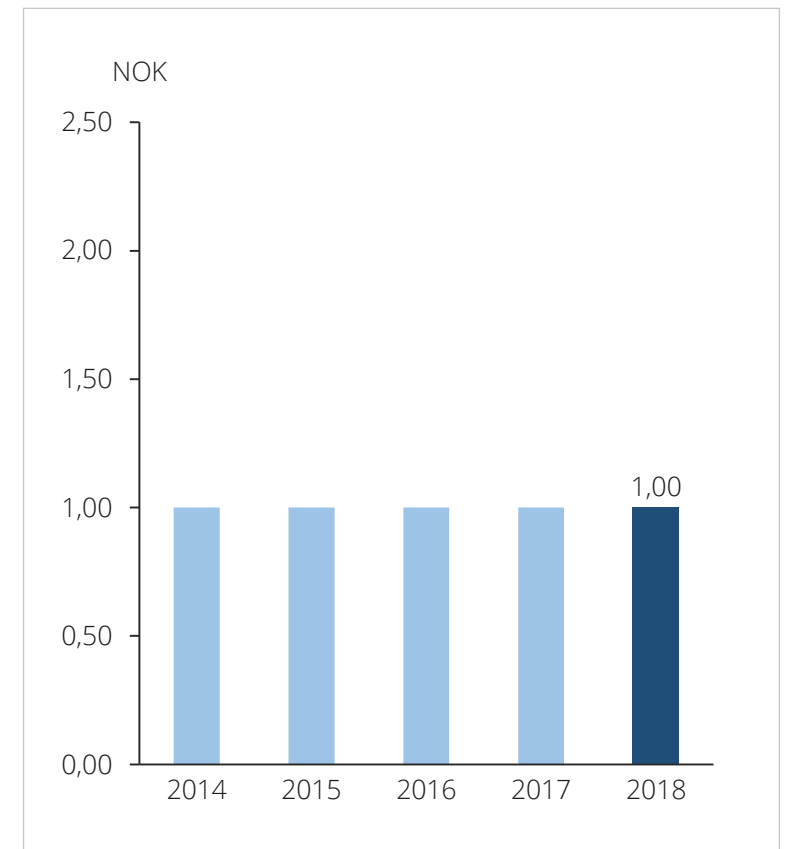
EPS

1.43



DIVIDEND PER SHARE

1.00



DIVIDEND 2018

The Board of Directors propose a dividend of **NOK 1.00 PER SHARE** for 2018.

Following the resolution by the annual general meeting on April 12, 2019 the DAT share will trade ex dividend on April 15, 2019.

KEY INFORMATION CASH DIVIDEND

NOK 1.00

Last day inclusive:	12 April 2019
Ex-date:	15 April 2019
Record date:	16 April 2019
Dividend payment date:	28 June 2019
Resolution date:	12 April 2019

AGENDA



Kenneth
Ragnvaldsen
CEO

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Q&A

A complete technology partner

for smarter embedded and IoT solutions

- Digitalisation of the industries of tomorrow!



IoT / Digitalisation

AI / Analytics

Security

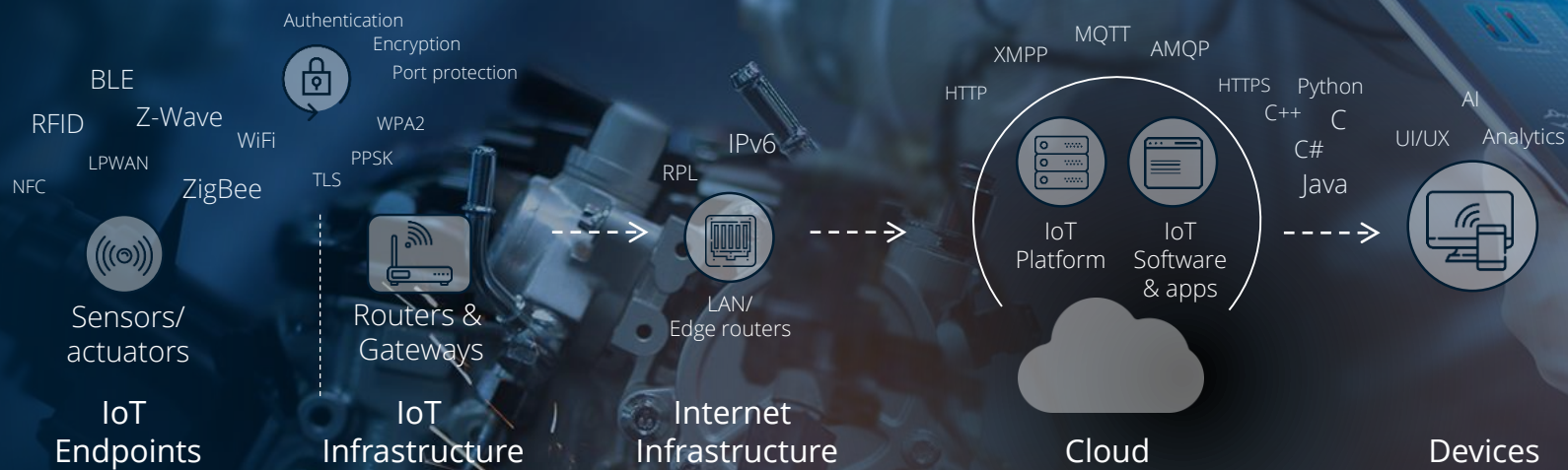
Connectivity

Software & APPs

Sensor

Embedded
Solutions

R&D Services



We develop everything from **SENSOR LEVEL** to the **MOBILE APP** making us a good partner for your **DIGITALISATION**



1.100
SPECIALISTS

Data Respons **R&D SERVICES**

From idea to implementation
Consultancy, specialists, R&D projects
Strategic collaboration partner
Top selected talents & specialists
Dynamic methodology
Domain competence & industry know-how
Multi discipline specialist teams

PRODUCT
DEVELOPMENT



STRATEGIC
PARTNERSHIP



LONG TERM
PROJECTS



Customised delivery models adapted to customer needs

SPECIALIST
SERVICES

WORK
PACKAGES

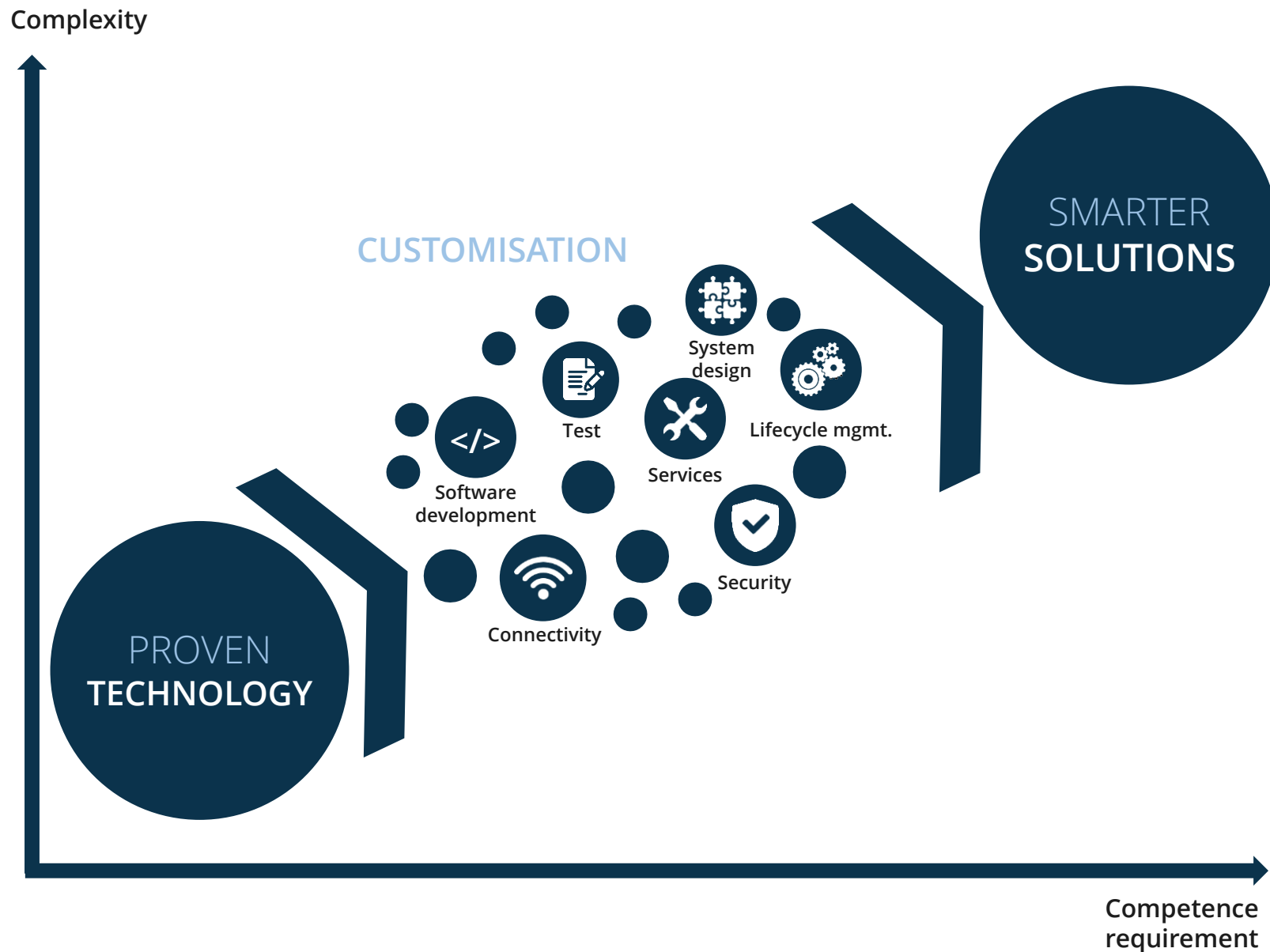
R&D
PROJECT

RECURRING
R&D IT SERVICES

Data Respons

SOLUTIONS

- Specification
- Industry Know-how
- Architecture / Technology platform
- Customisation
- Global partners
- SW-specialist competence
- Deployment
- Next generation
- Value add services



INVESTMENT **RATIONALE**

1 **ATTRACTIVE** market opportunity

2 **STRONG** customer list

3 **TECHNOLOGY** and competence

4 **VALUE ADDING** acquisitions

5 **SUSTAINABILITY** through technology

6 **LONG TERM** growth track record



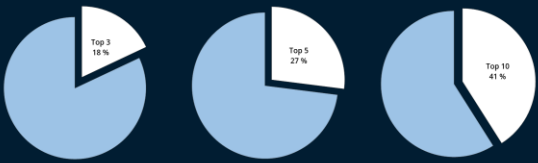
EVERYTHING

Digitalised, connected,
automated, EVERYWHERE

ATTRACTIVE
market opportunity



2



Solid CUSTOMER LIST

31% TRANSPORT & AUTOMOTIVE

13% INDUSTRY & AUTOMATION

20% TELECOM & MEDIA

10% SPACE, DEFENCE & SECURITY

12% ENERGY & MARITIME

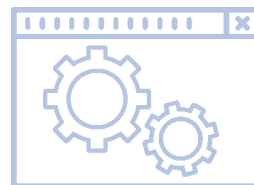
7% MEDTECH

5% FINANCE & PUBLIC

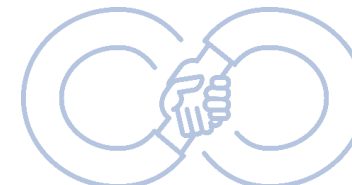
1% OTHER



PRODUCT DEVELOPMENT



STRATEGIC PARTNERSHIP

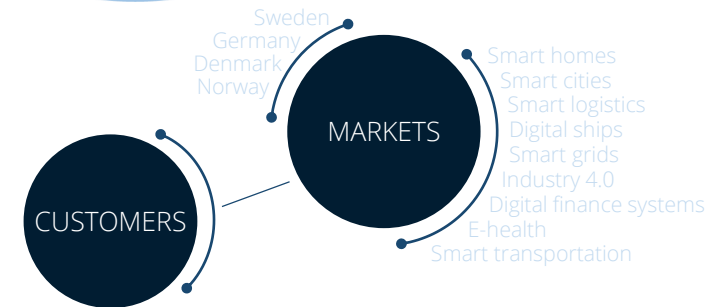
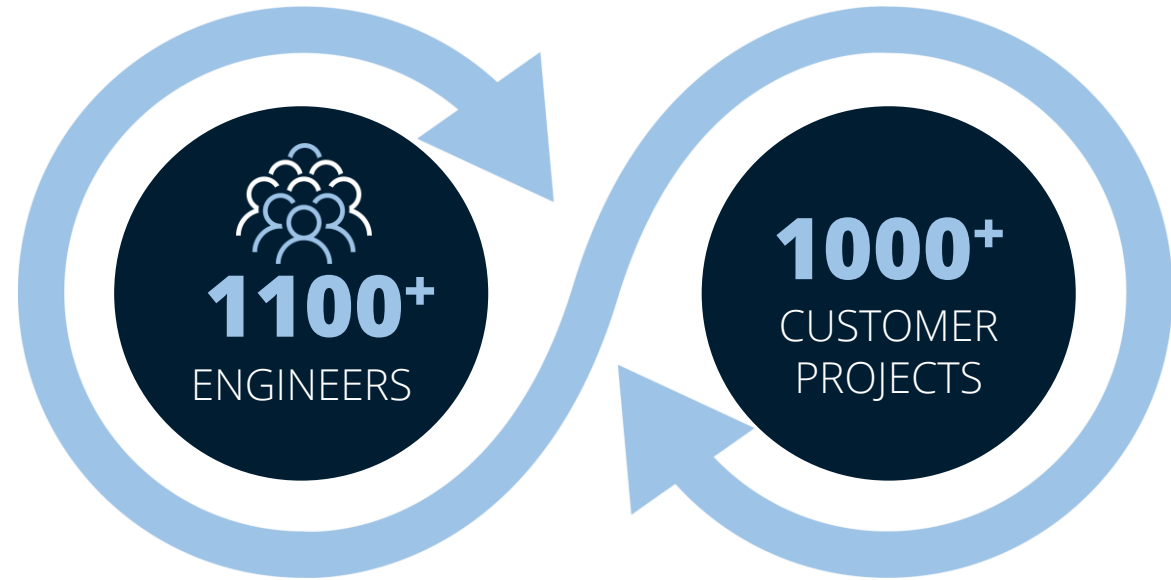
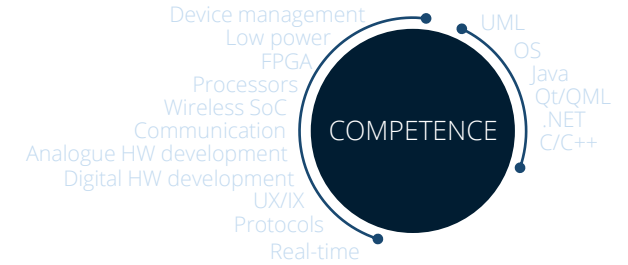
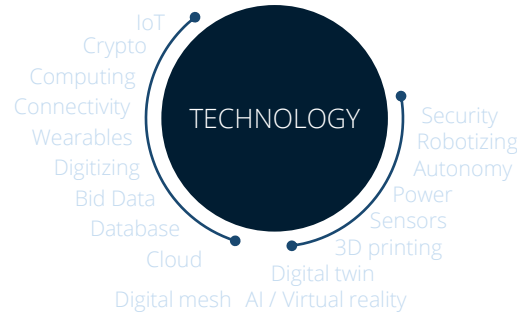


LONG TERM PROJECTS



Our **COMPETENCE MAP** is changed every day

Keeping 1.100 ENGINEERS in customer driven R&D projects today and tomorrow creates continuously changes and improvements and a market oriented competence structure



ACQUISITIONS

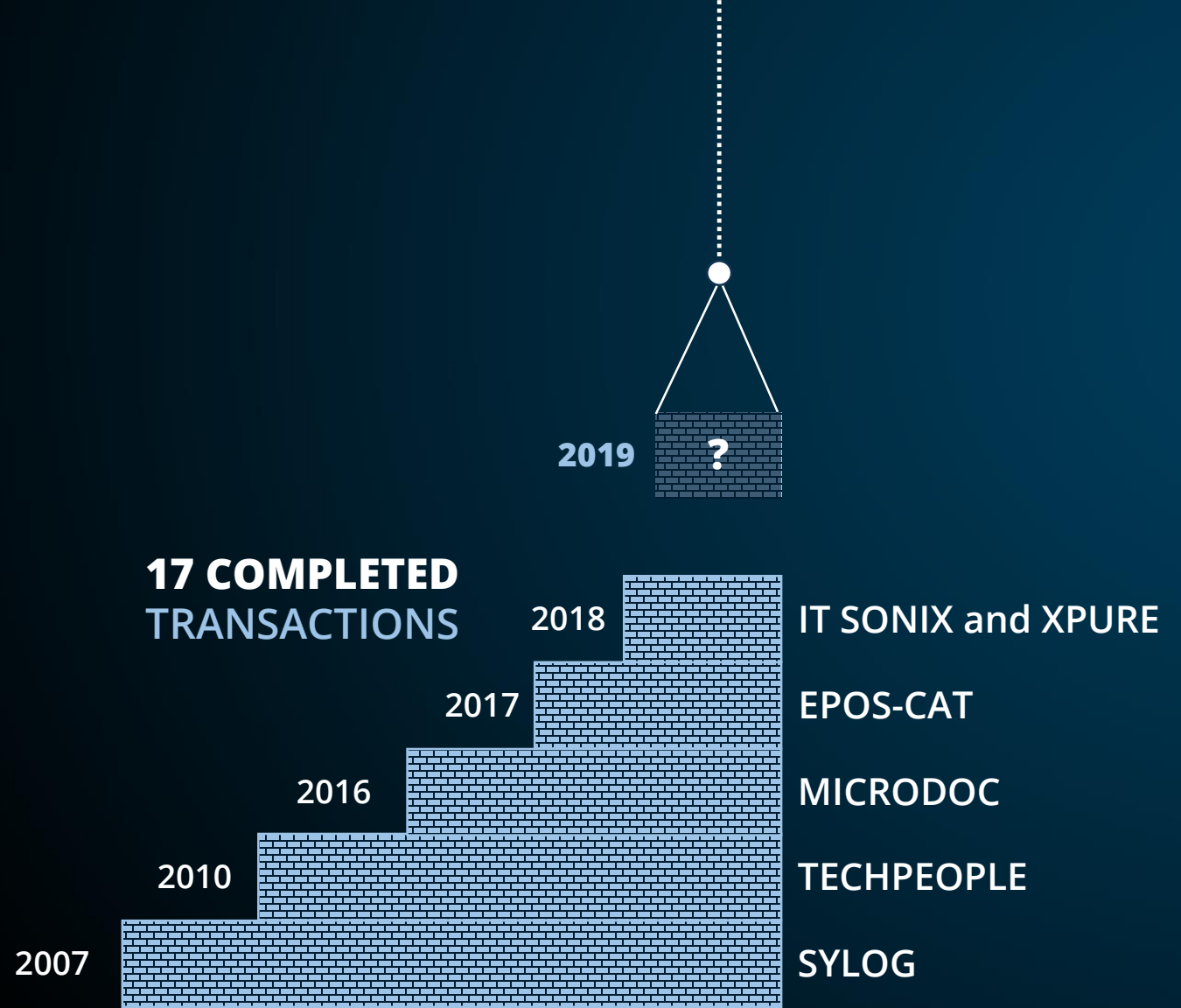
Proven track record

FILLING GAP in our specialist and technology competence

ACCESS to strategic customer portfolios and markets

FOCUS on R&D Services: SW, IoT, industrial digitalisation and embedded technologies

PROVEN TRACK RECORD, accretive financials, Nordic/Germany



SUSTAINABILITY

through technology

Our goal is to conduct
**50 SUSTAINABLE
 TECHNOLOGY PROJECTS**
 every year.



LAERDAL MEDICAL:
 Saving lives with technology



TOMRA: Reducing waste with
 reverse vending



EnBW: IoT-based solution for
 innovative energy management

**LONG TERM
GROWTH**
continues

16x
2000-2018

17%
annual growth
2000-2018

REVENUE





OUTLOOK

Overall market remains attractive – we see opportunities in all our key markets

Strong momentum within IoT, industrial digitalisation and embedded technologies continues

Expect growth, improved profitability and positive operational cash flow

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CEO



Rune
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Q&A

datarespons

AT A GLANCE



1.5 billion NOK



1 100 specialists



1 000s R&D projects



34 nationalities



Our companies:



TechPeople

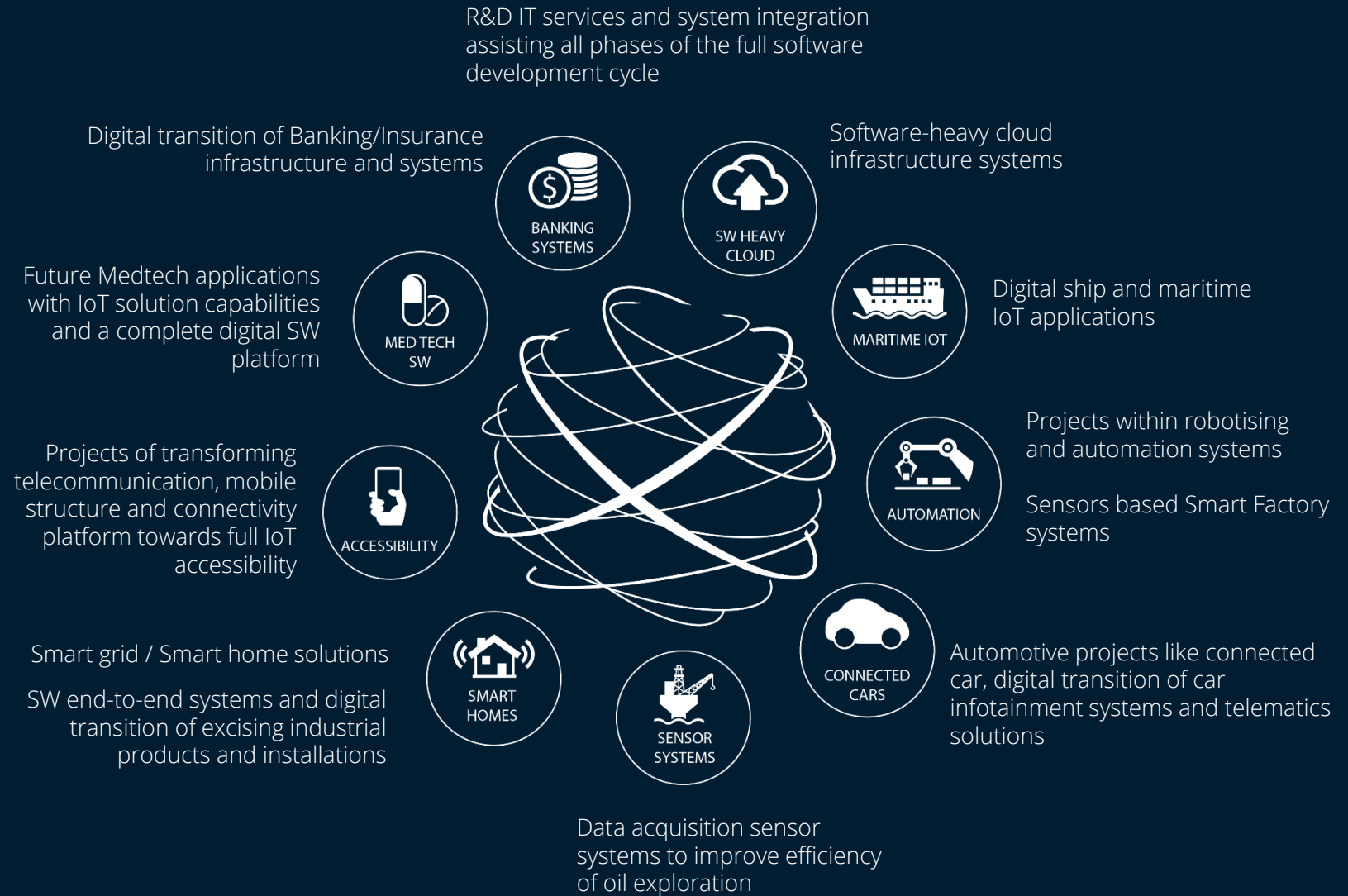


IT SONIX

XPURE

Areas in which Data Respons is **INVOLVED**

Data Respons develop innovative technology for a wide range of customers and industries.



We live
OUR VALUES
Every day!



TO PERFORM RESPONSIBILITY BEING GENEROUS HAVING FUN

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