



Q1

Interim Report

Pontus Bodelsson, President and CEO
Magnus Hansson, Group CFO
May 14th, 2025



 **KARNOV**
GROUP

Q1 highlights and operational outlook

Pontus Bodelsson, President and CEO



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Highlights Q1

Strong cash flow and margins

673

Net sales
(SEKm)

(632)

Net sales
(Q1 2024)

26%

Adjusted
EBITA margin

(23%)

Adjusted EBITA margin
(Q1 2024)

2.4x

Leverage

(2.7x)

Leverage
(Q1 2024)

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Advancing our positions

Strong cash flow and margins in Q1

- Strong free cash flow from renewals of annual online subscriptions
 - Volume growth, new sales and AI upgrades in Q1
- Strong margins improvement to 26%
 - Synergies are coming through
- Our AI assistant makes customers significantly more efficient
 - Usage is increasing steadily
 - Strong positive feedback
 - Additional customer value launched in May



Deep-dive on AI sales and usage

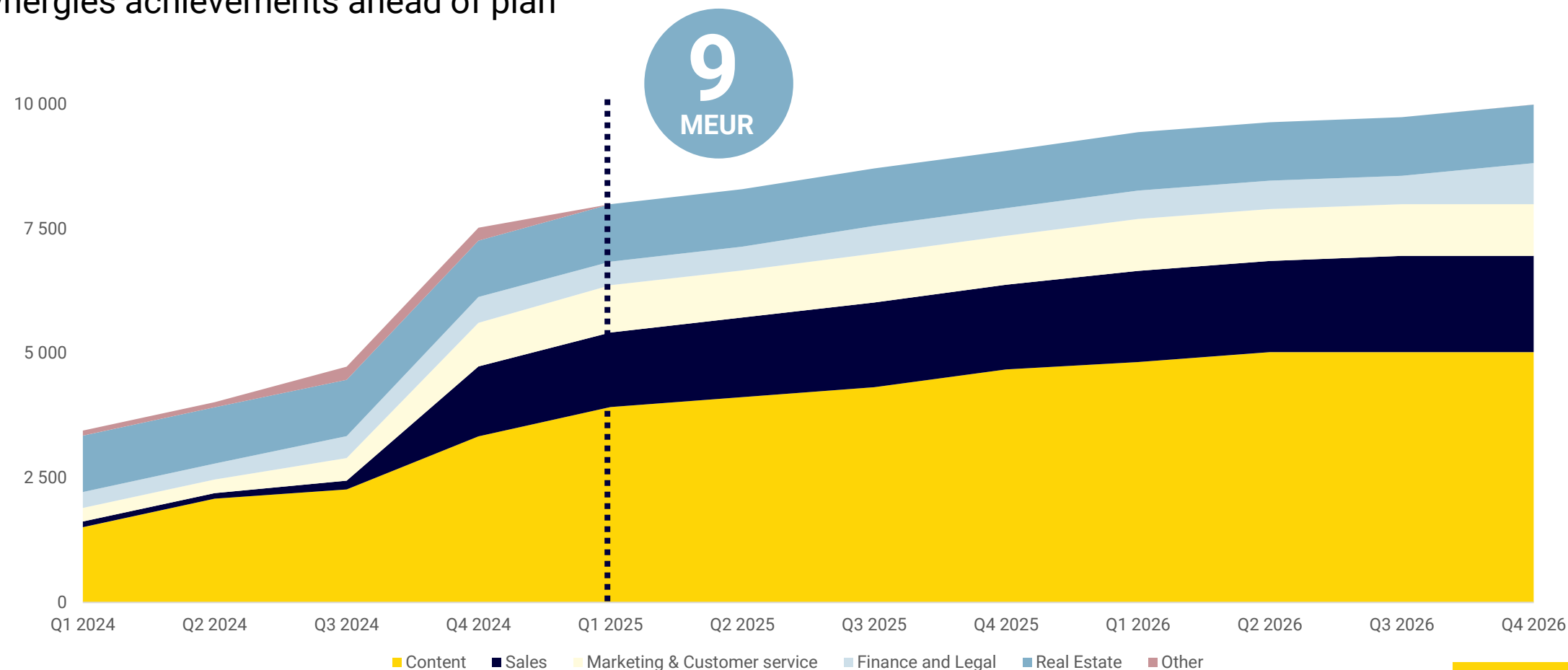
Usage of our AI assistant increases steadily thanks to significant efficiency gains

- We sell our AI assistant to all customer segments
- Customers use our AI assistant daily after onboarding
 - Usage is increasing month-by-month
- Major update of our AI assistant launched in May
 - Agentic workflow for multi-step questioning, refined searches and targeted answers
 - Follow-up prompts suggestion and preview of sources directly within responses for higher efficiency
 - Additional customer value to come during 2025



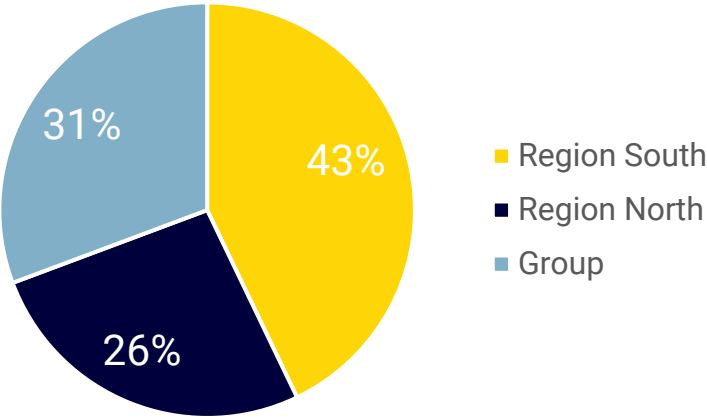
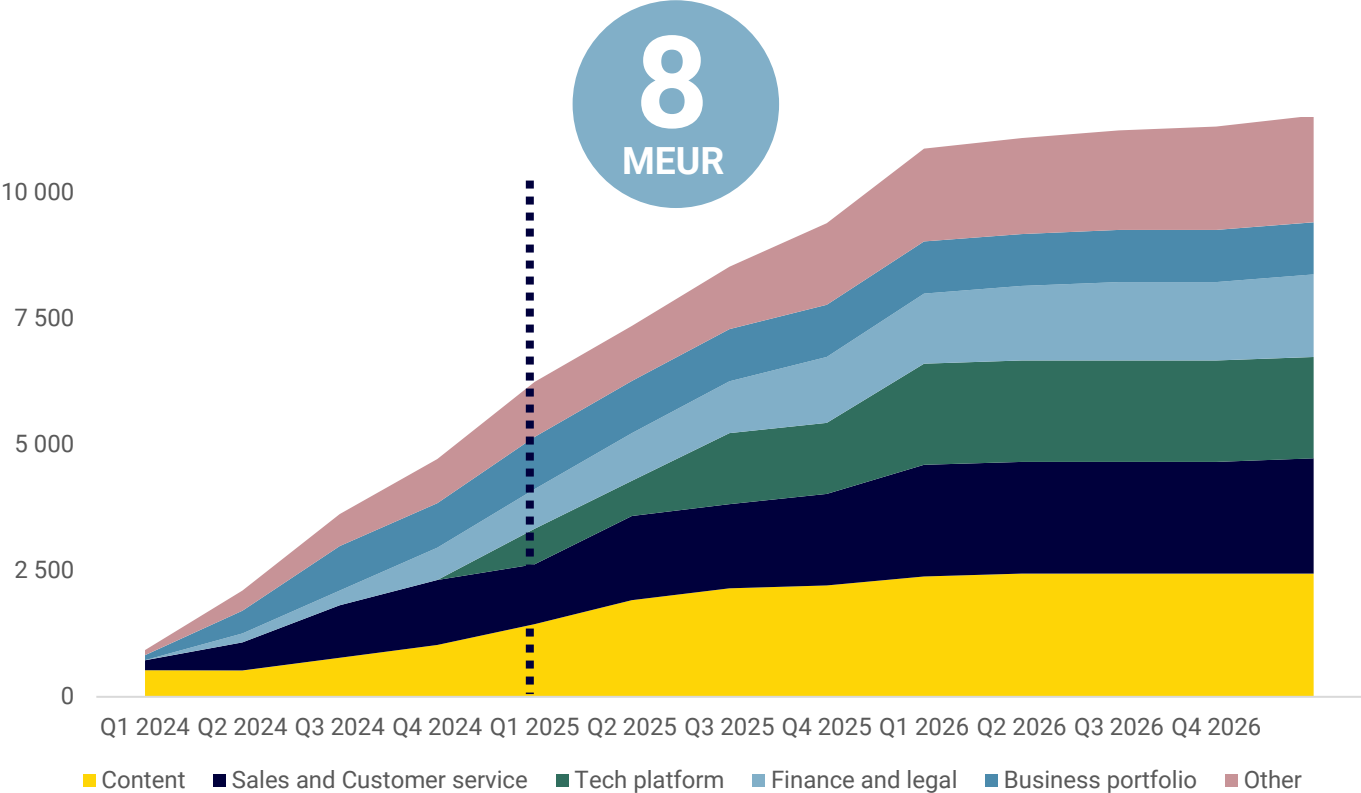
Region South cost-synergies effects

Synergies achievements ahead of plan



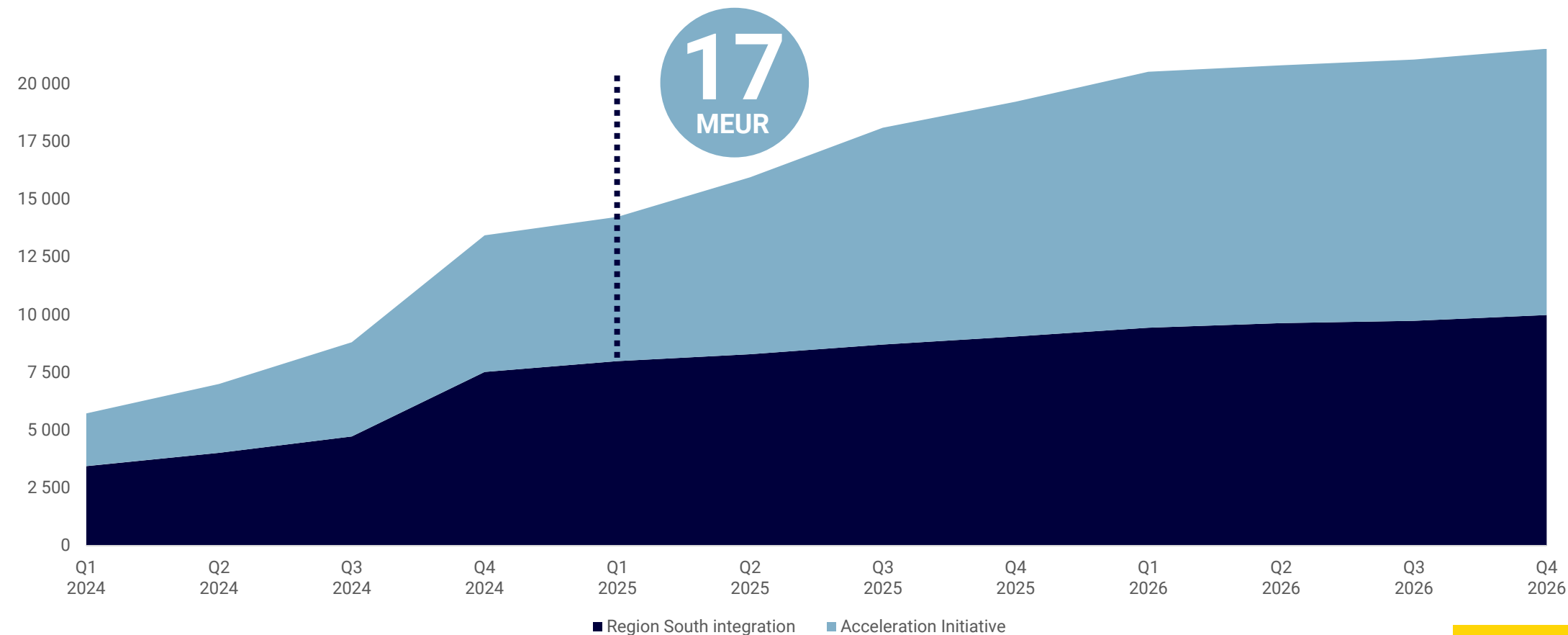
Acceleration Initiative cost-synergies effects

Synergies achievements ahead of plan



Initiatives cost-synergies effect

The total cost-synergies of EUR 20 m will come progressively over the period



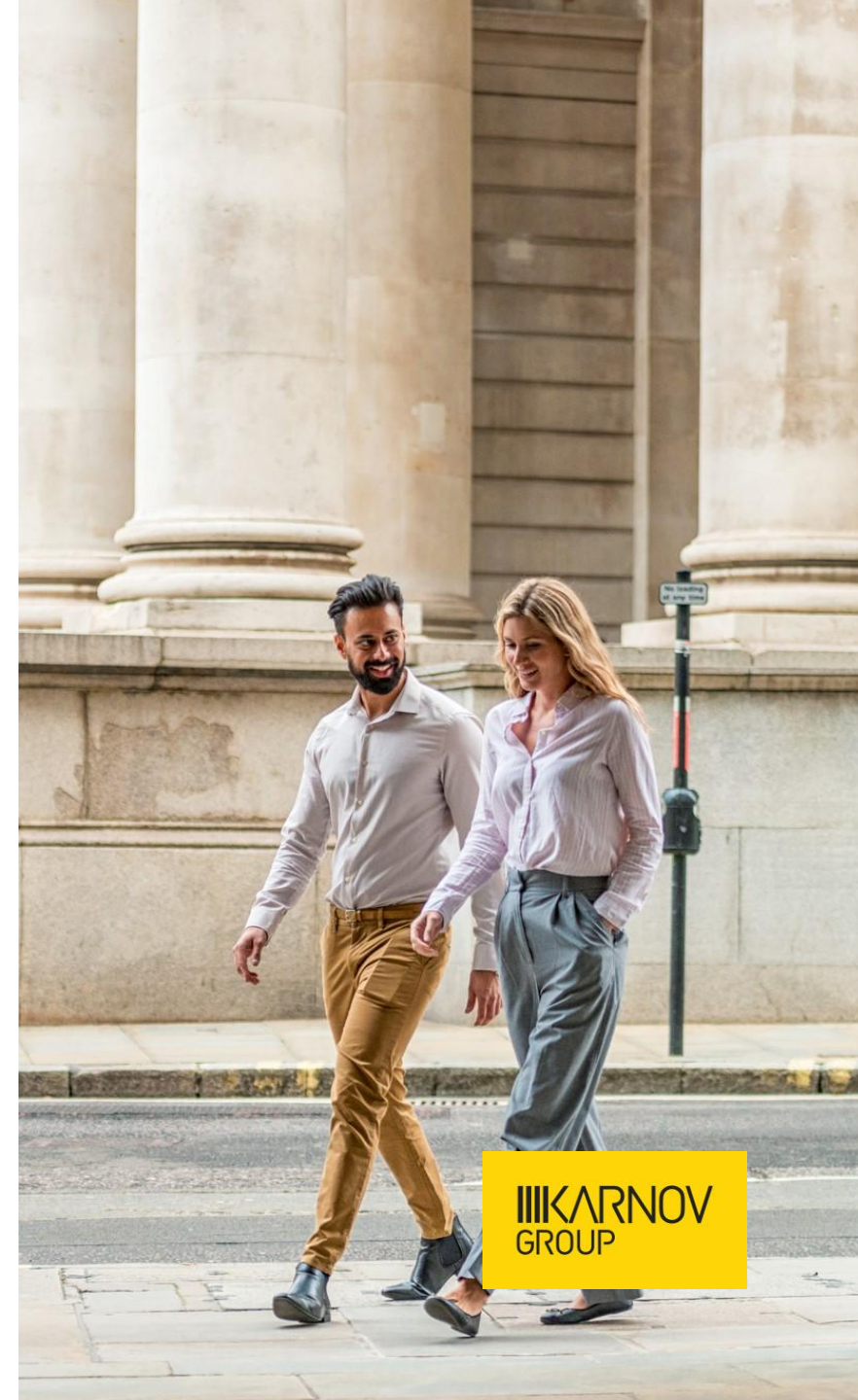


Region North highlights

- Strong online sales growth and margin improvement
 - Growth driven by volume, price, AI uplifts and strong new sales in EHS businesses
- Schultz integration progresses according to plan

Region South highlights

- Progressing with successful top-line turnaround in France and synergies achievements in Spain
 - Growth in France thanks to online growth – taking market shares
 - Decline in Spain due to weak offline sales – action plan launched
- New top-tier product Infinita launched in Spain with AI
 - First product containing all content from merged business
- New versions of flagship products generate new sales in France
 - Strong positive feedback from users
- Guillaume Deroubaix leaves Karnov Group in May
 - Spanish merger completed
 - French commercial relaunch generates expected returns
 - Country Managers will report directly to Group CEO





Q1 financials

Magnus Hansson, CFO

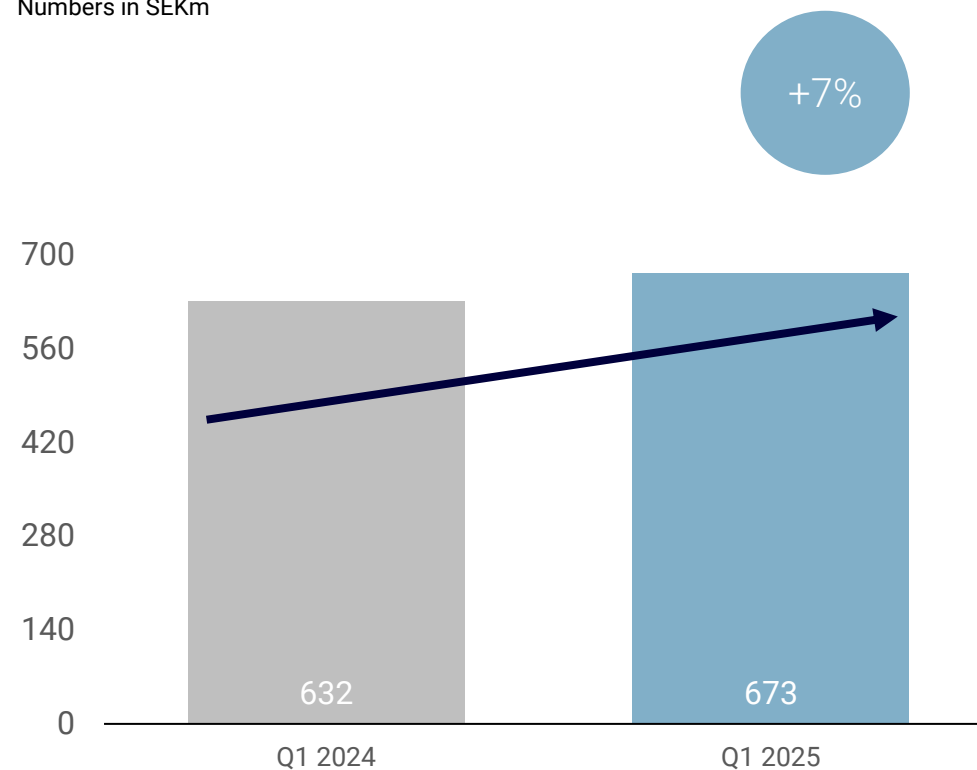
Net sales

Growth driven by online sales

- Solid net sales growth of 7% in Q1
 - Strong online sales growth driven by volume, pricing and AI uplifting as well as new sales
 - FX impacted growth negatively with -0.4% (SEK -3 m)
 - Schultz carve-out contributed with SEK 20 m in Q1

GROUP NET SALES

Numbers in SEKm



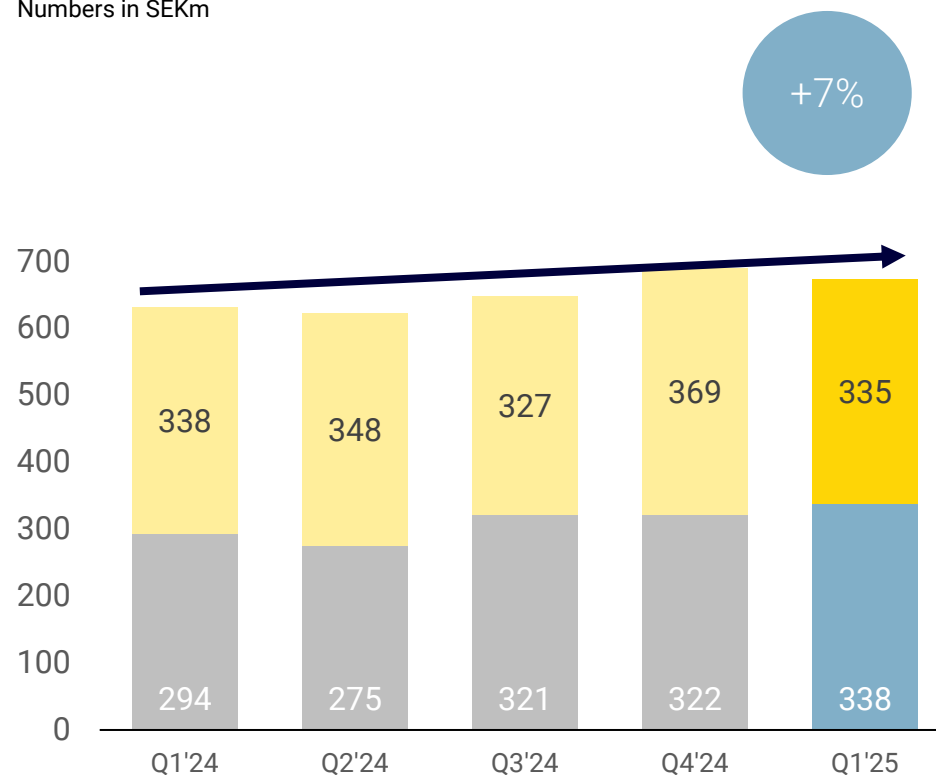
Net sales per segment

Strong growth in Region North

- Group net sales were SEK 673 m (632)
 - Organic growth (constant currency) was 2.7%, FX effect was -0.4% and acquired growth was 4.2%
 - Organic growth in Region North was 7.7%
 - Organic growth in Region South was -1.7%
- Organic growth driven by online sales
 - Revenues from AI uplifts increasing quarter-by-quarter

GROUP NET SALES

Numbers in SEKm



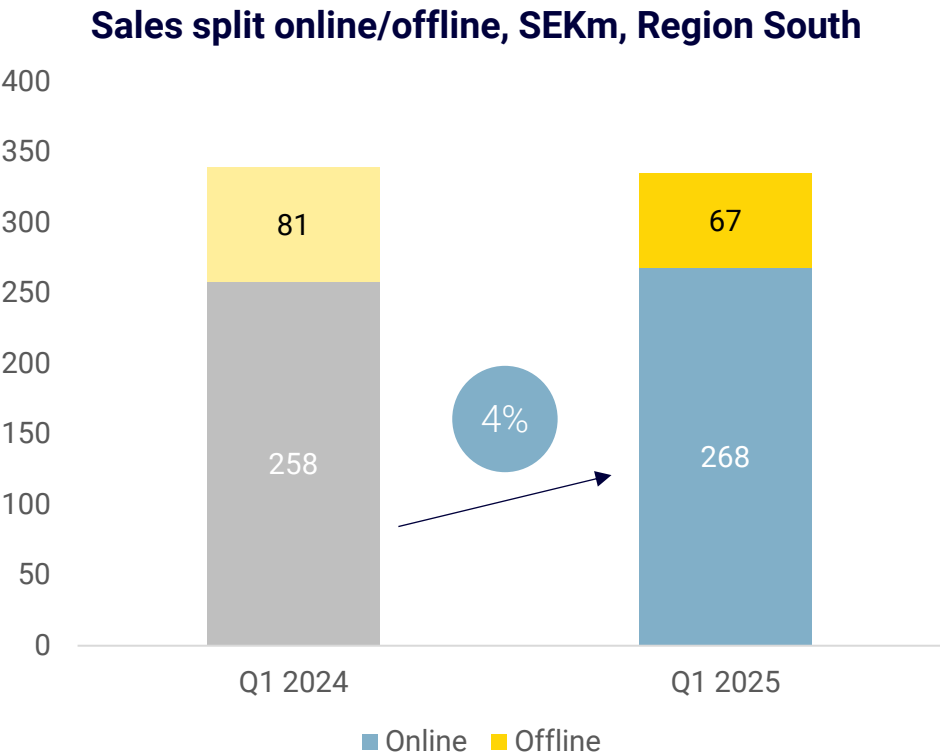
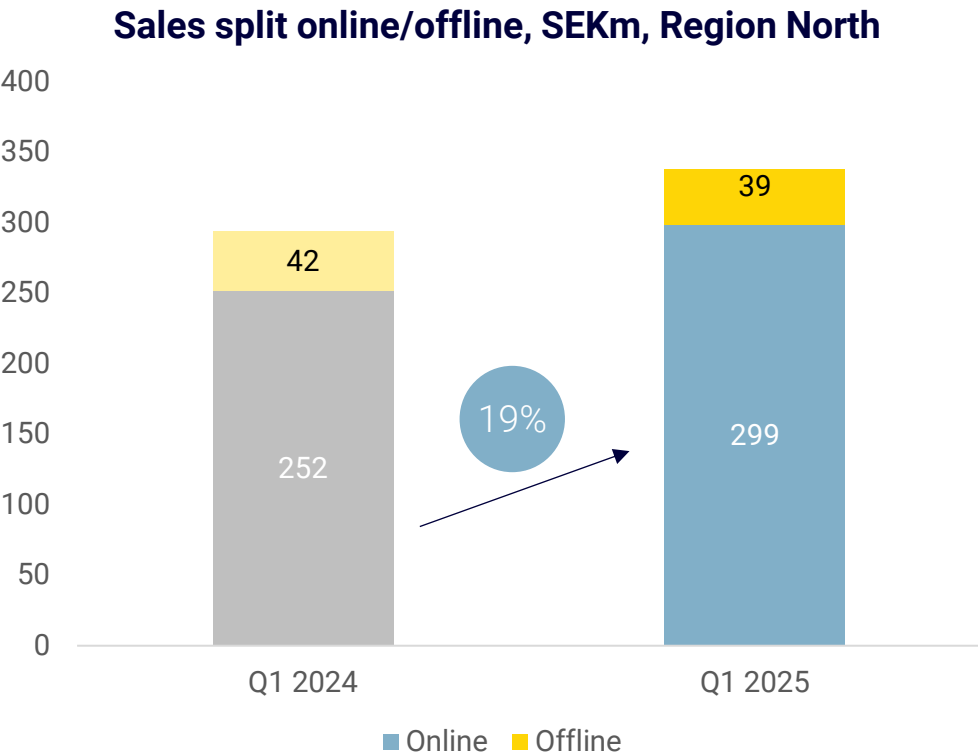
Region South
Region South

Region North
Region North

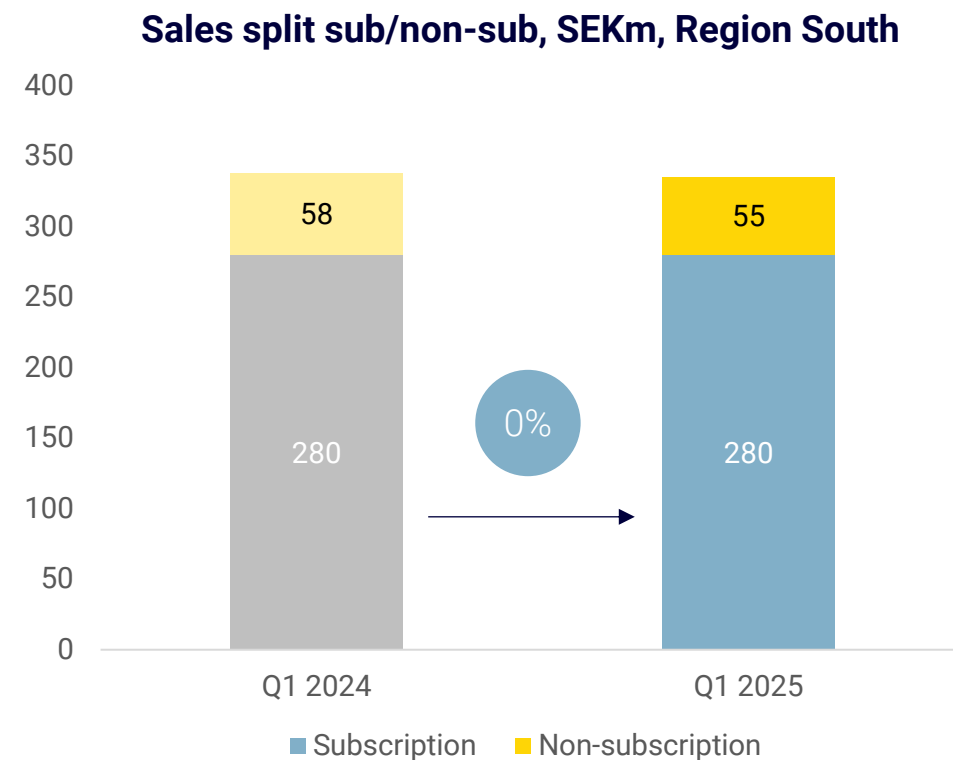
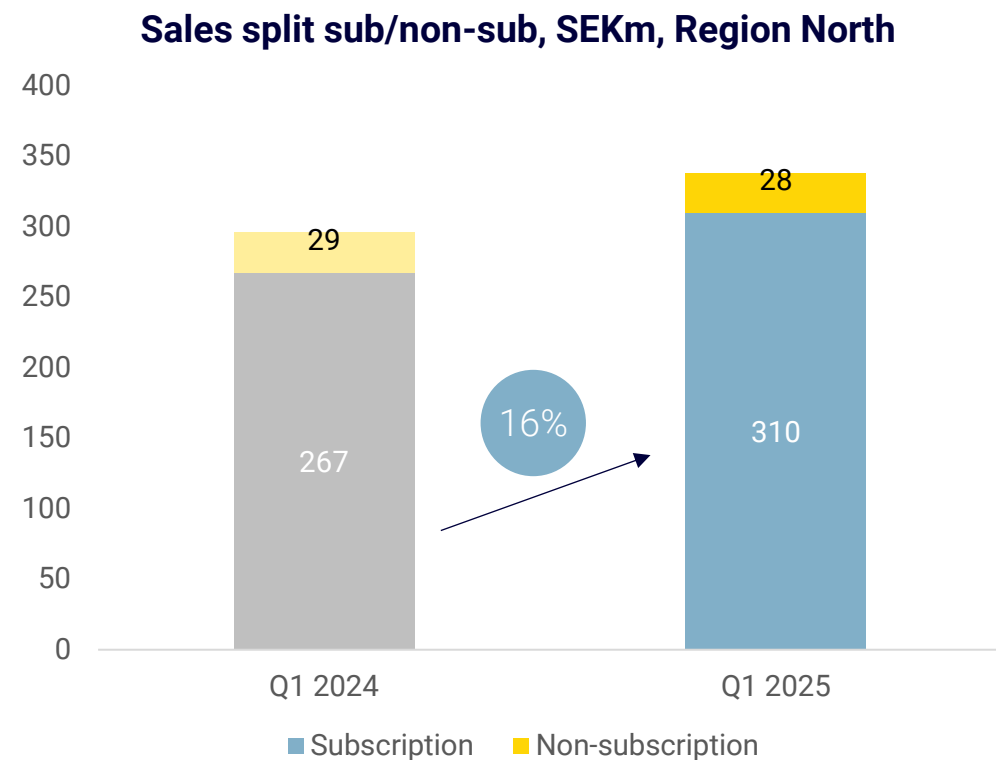
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Strong development in online sales

Continued strong growth in online sales



High portion of subscriptions paid in advance



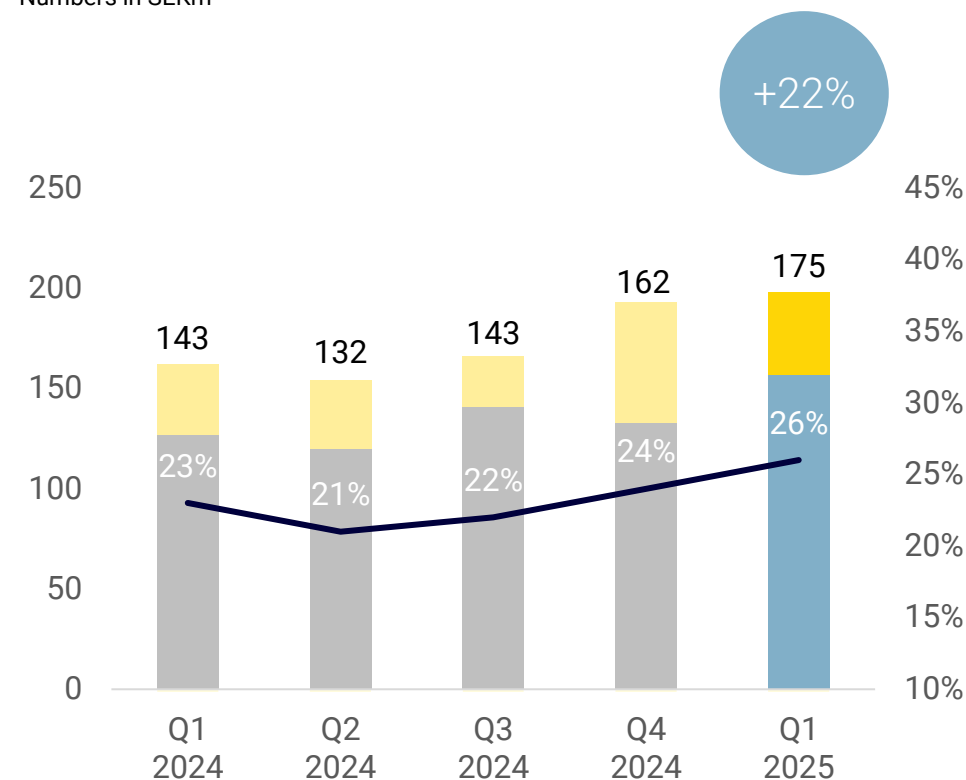
Adjusted EBITA

Margins improvement from synergies

- Adjusted EBITA amounted to SEK 175 m (143)
- Group adjusted EBITA margin was 26.0% (22.7)
- Synergies coming through as expected
 - Annual run-rate synergies from our initiatives amounted to SEK 186 m (EUR 16.7 m)
 - Synergies effect in Q1 was SEK 41 m (EUR 3.6 m)

GROUP ADJUSTED EBITA

Numbers in SEKm



Region South
Region South

Region North
Region North

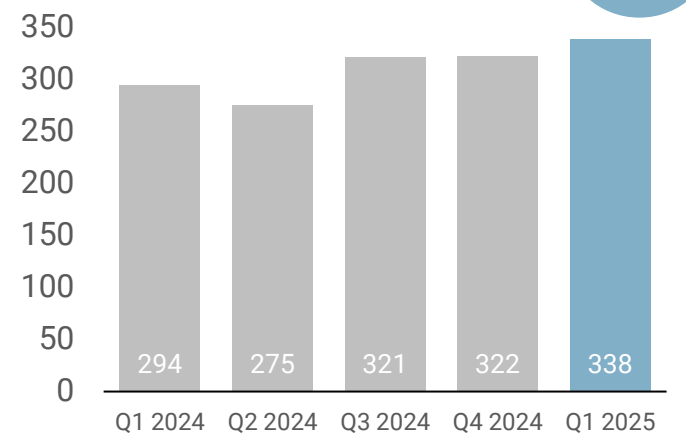
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Region North

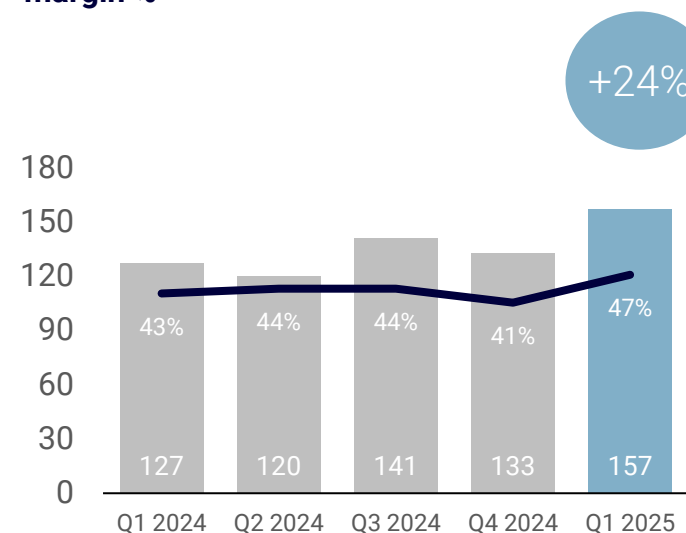
Strong sales and margins

- Organic growth (constant currency) was 7.7%
 - Growth driven by online sales of legal information solutions and customer upgrades to AI package
- Carved-out Schultz business contributed with SEK 20 m in net sales and SEK 4 m in adjusted EBITA
- Continuous tailwind within EHS and T&A markets
- Adjusted EBITA margin 46.6% (43.2)
 - Margin improvement from operational leverage, synergies and product mix contributions
 - Minor negative margin impact from Schultz integration

Net Sales, SEKm



Adjusted EBITA, SEKm and margin %

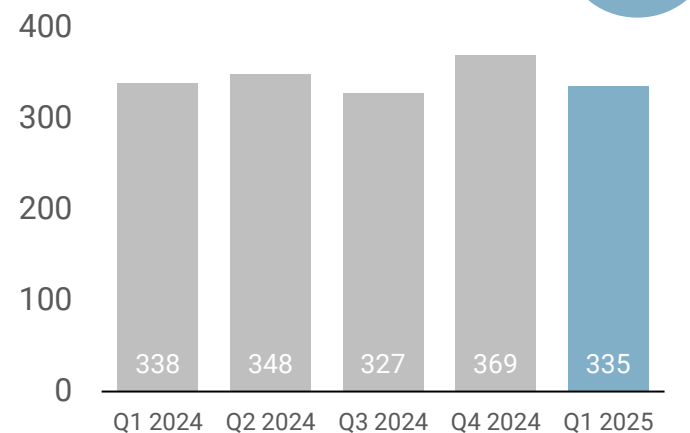


Region South

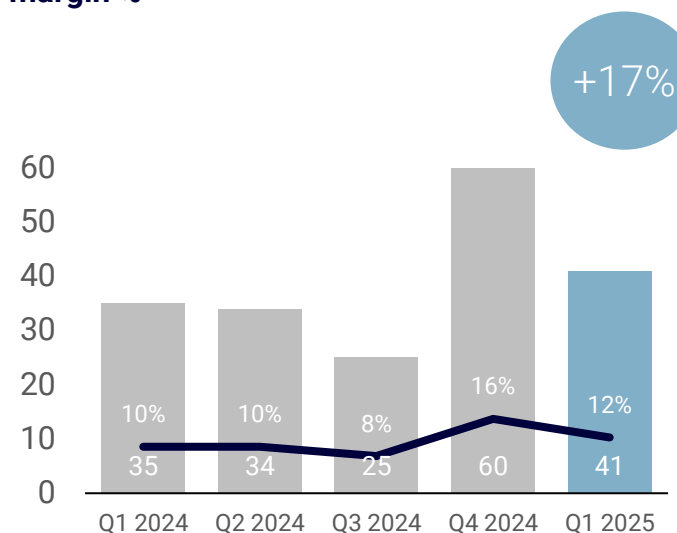
Online sales growth and margin improvement

- Organic growth (constant currency) was -1.7%
 - Growth in France while Spain declined
 - Decline in Spain mainly related to offline sales
- Adjusted EBITA margin 12.2% (10.5)
 - Synergies coming through according to plan and amount to SEK 23 m in the quarter compared to baseline
- Acceleration Initiative picking up speed in Region South
 - Synergies coming through according to plan and will have effect during 2025

Net Sales, SEKm



Adjusted EBITA, SEKm and margin %



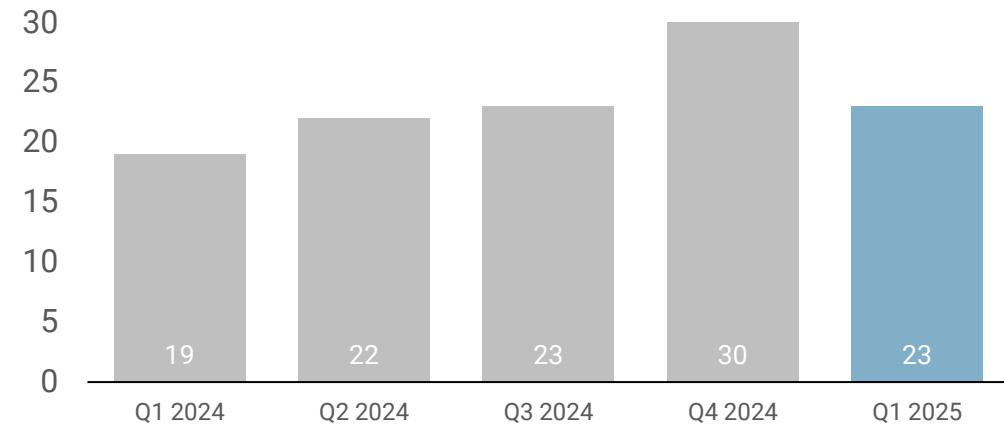
Group functions

Units managing Group wide tasks

The Group functions cover the Group wide tasks such as Group Management, Information Security, Compliance, HR, Investor Relations and Group Finance.

- Additional investments of AI in the quarter

Adjusted EBITA, SEKm and margin, %

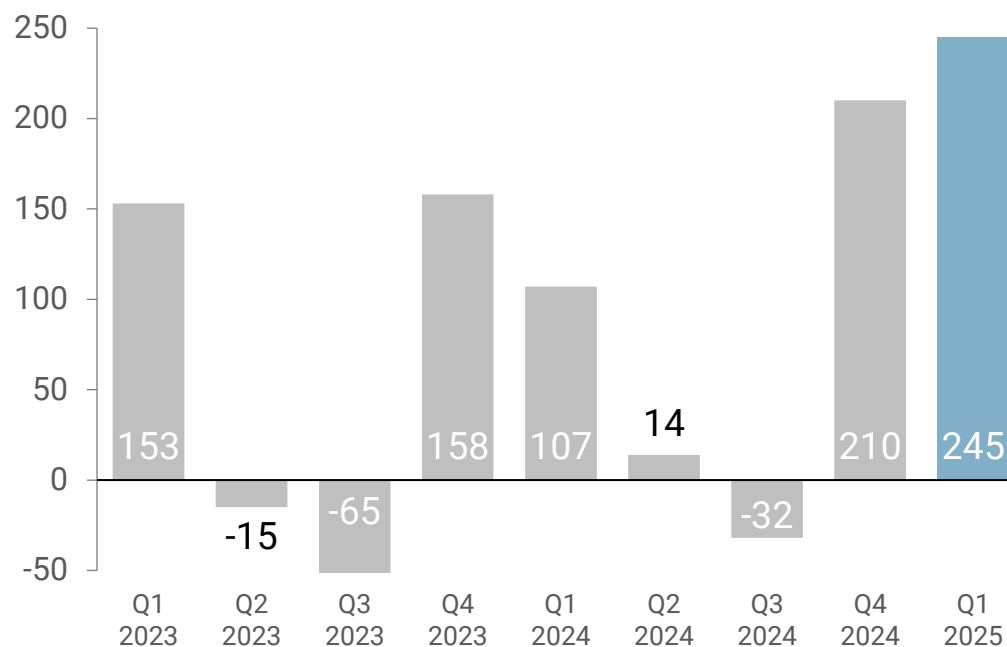


Cash flow and leverage

Strong adjusted free cash flow in Q1

- Adjusted free cash flow amounted to SEK 245 m (107)
 - Strong operating cash flow mainly from renewals of annual online subscriptions in both regions
- Leverage of 2.4x – below financial target
- Decreased RCF thanks to Group cash pool
 - EUR 70 m available

Adj. free cash flow, SEKm



Advancing our positions

Strong cash flow and margins in Q1

- Karnov's AI assistant makes customers more efficient
 - Usage is increasing steadily
 - User friendly and strong positive feedback
 - New customer features launched in May
- Strong free cash flow from renewals of annual online subscriptions
 - Volume growth, new sales and AI upgrades in Q1
- Strong margins improvement to 26%
 - Synergies are coming through





Thank you

Q&A



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