



Aktiespararna
Undiscovered high performers

Flemming Breinholt, CEO

Dora Brink Clausen, CFO

10 March 2021



Flemming Breinholt Group CEO

- Appointed in September 2014
- Previously with InterMail and XPonCard Group with over 20 years experience as a CEO, CEO of listed companies for 12 years

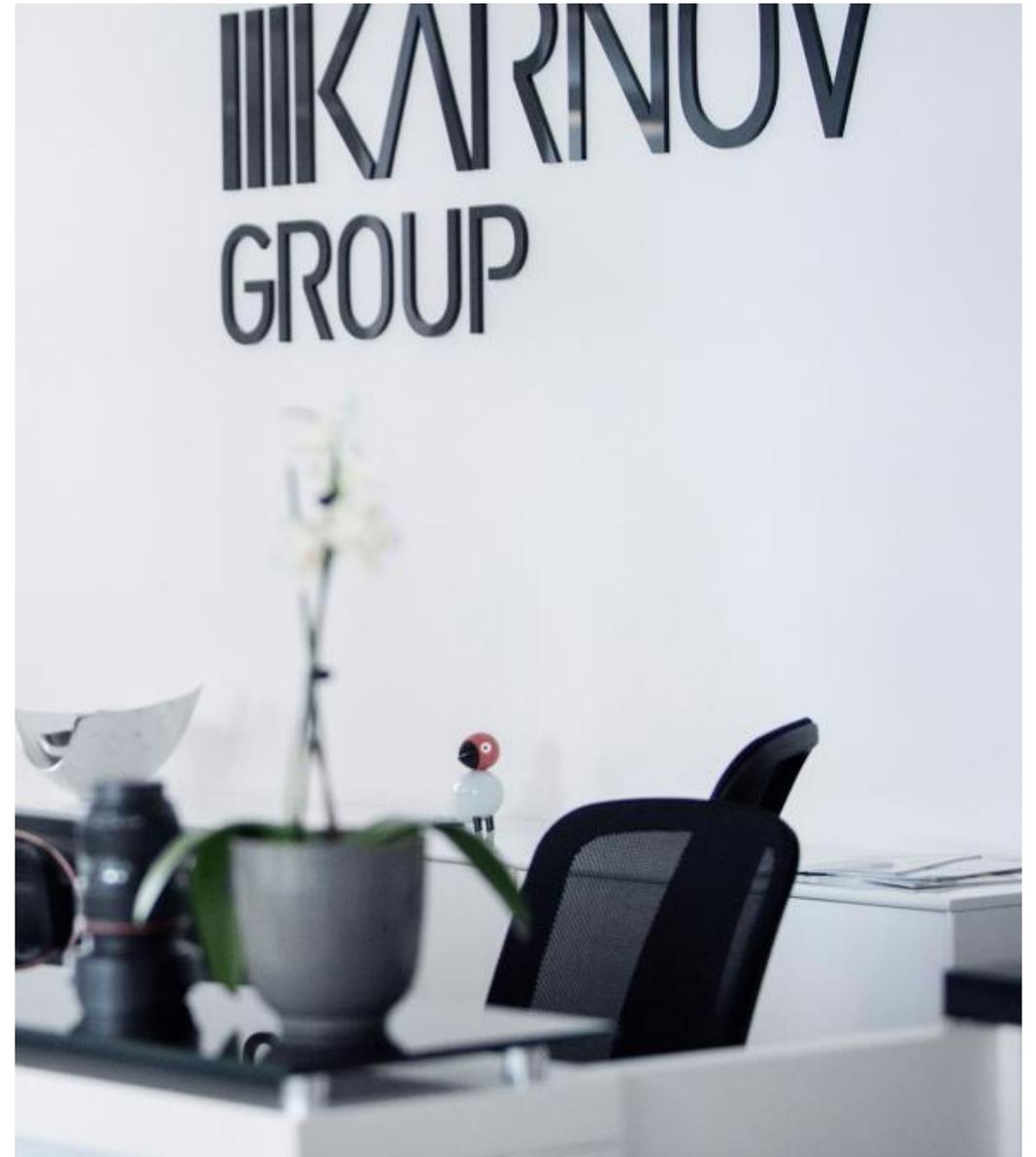


Dora Brink Clausen Group CFO

- Appointed in January 2014
- Previously CFO of Coor Denmark with over 20 years experience in accounting and finance functions

Agenda

- Business information
 - Growth strategy
 - Financials
 - ESG rating
 - Q&A



Business information

- Leading B2B platform in legal information
 - History of Karnov Group
 - Market size
 - Competitive advantages



Karnov – The leading B2B platform

For legal and tax professionals in Denmark and Sweden – entering Norway

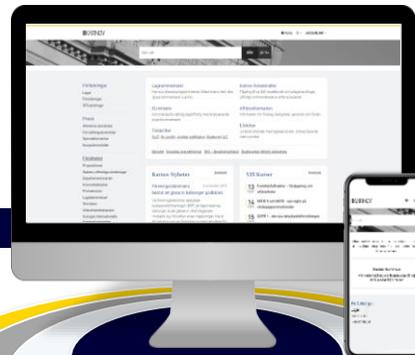
PUBLIC CONTENT SOURCES



PROPRIETARY CONTENT

- >1,500 expert authors
- ~80 in-house editorial staff

Enabling users to make better decisions, faster – every day

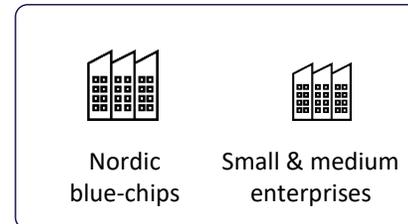


Proprietary data
Value-added content generation
Trusted brand providing seal of quality
Best-in-class platform with integrated workflow tools

PRACTITIONERS



CORPORATE



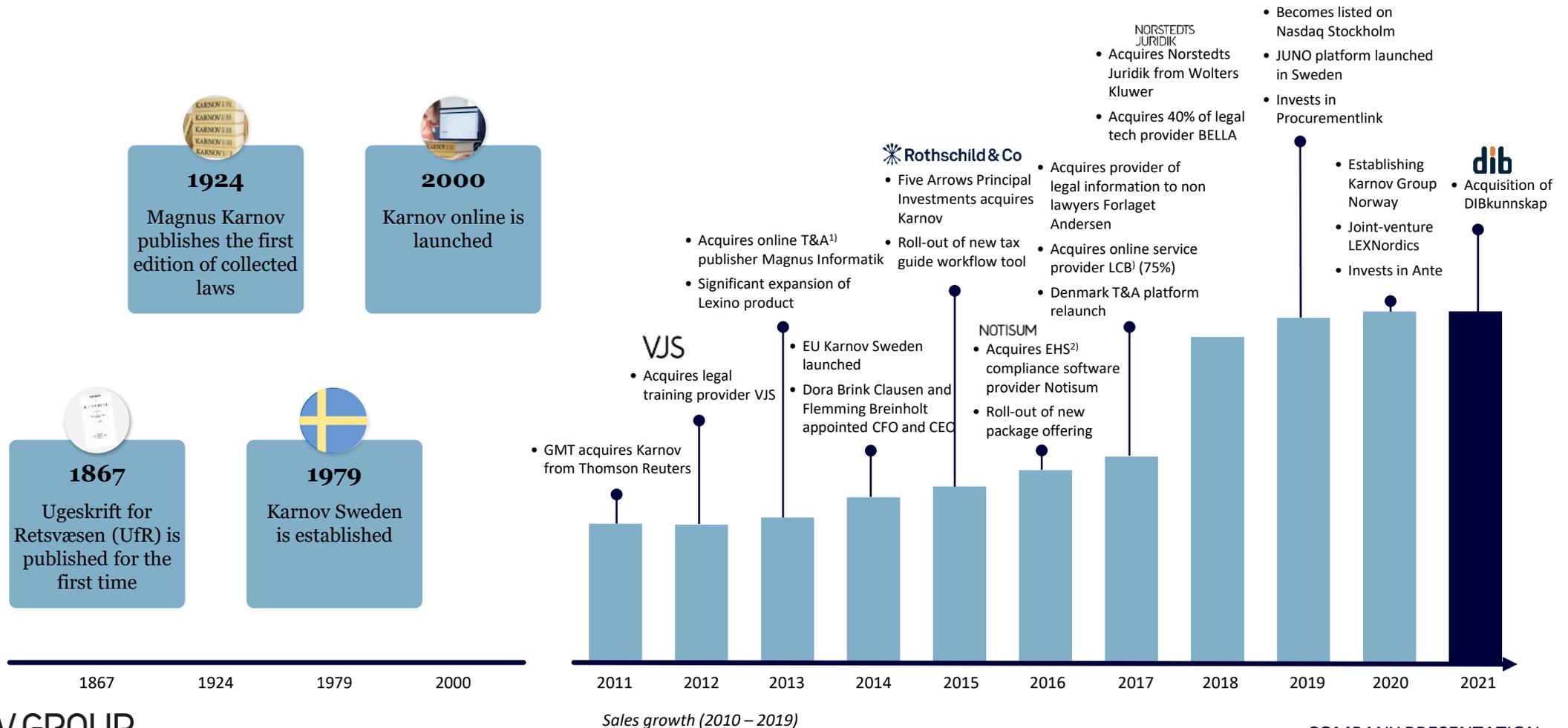
PUBLIC



Karnov milestones – dating back to 1867

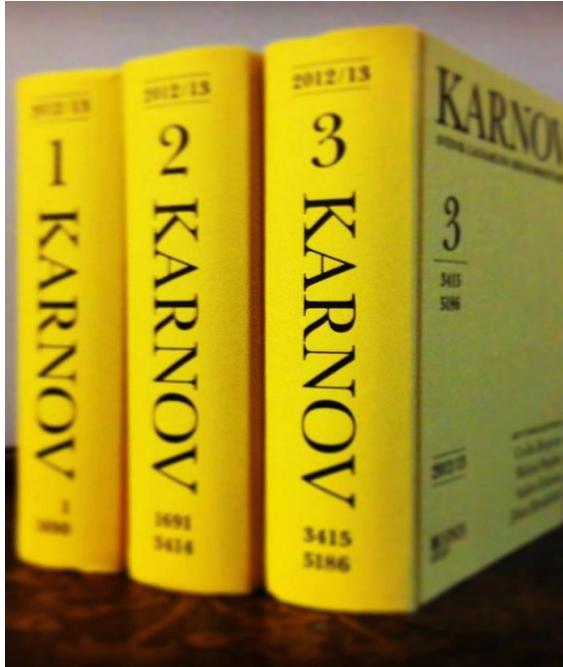
Legacy dating back to 1867

Creating a Scandinavian market champion



Resilient business with high visibility provided by must-have nature

Competitive advantages



Mission critical service

Strong integration

into core value-generating workflows for legal and tax professionals

High NPS score

Net Promoter Score of 54 for Karnov DK

Low annual churn

on online products (3% in 2020)

Yearly value creation

Key user
benefits

✓
*Find what
you need*

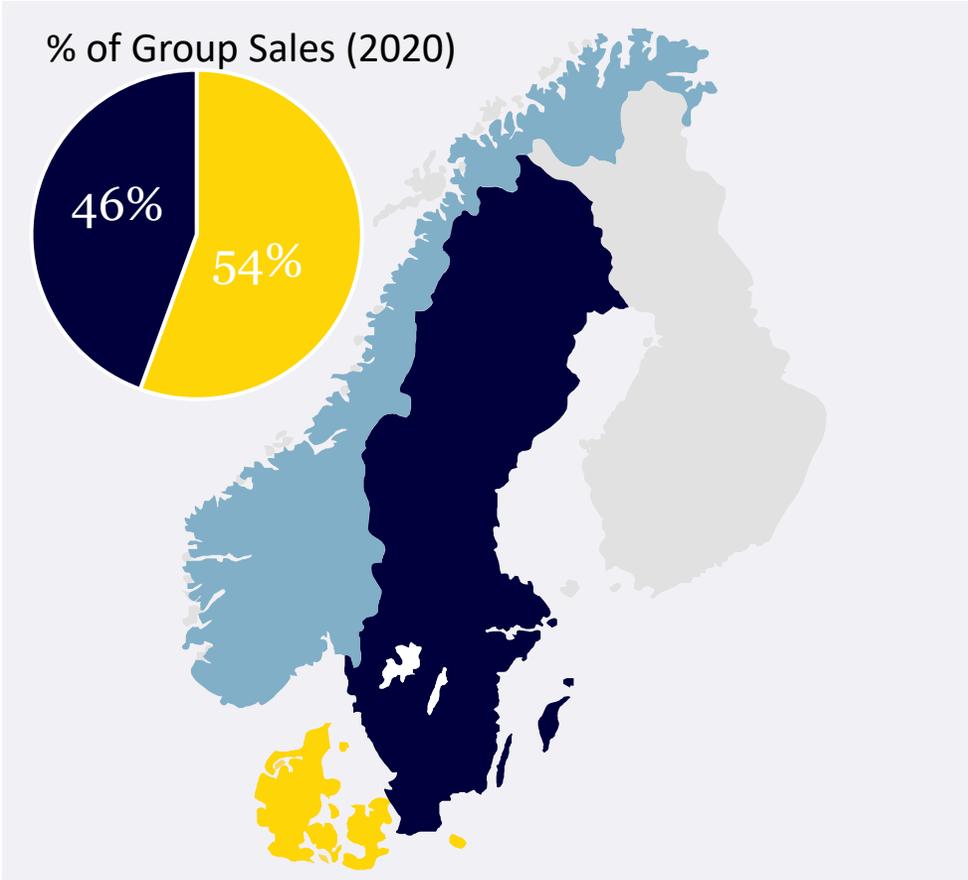
✓
*Trust what
you find*

✓
*Do it
quickly*

***Better decisions,
faster***

Market leading position in Denmark and Sweden

Market overview



Total addressable market
SEK 1,500m

Market growth
(2018E-21E)
2.4%

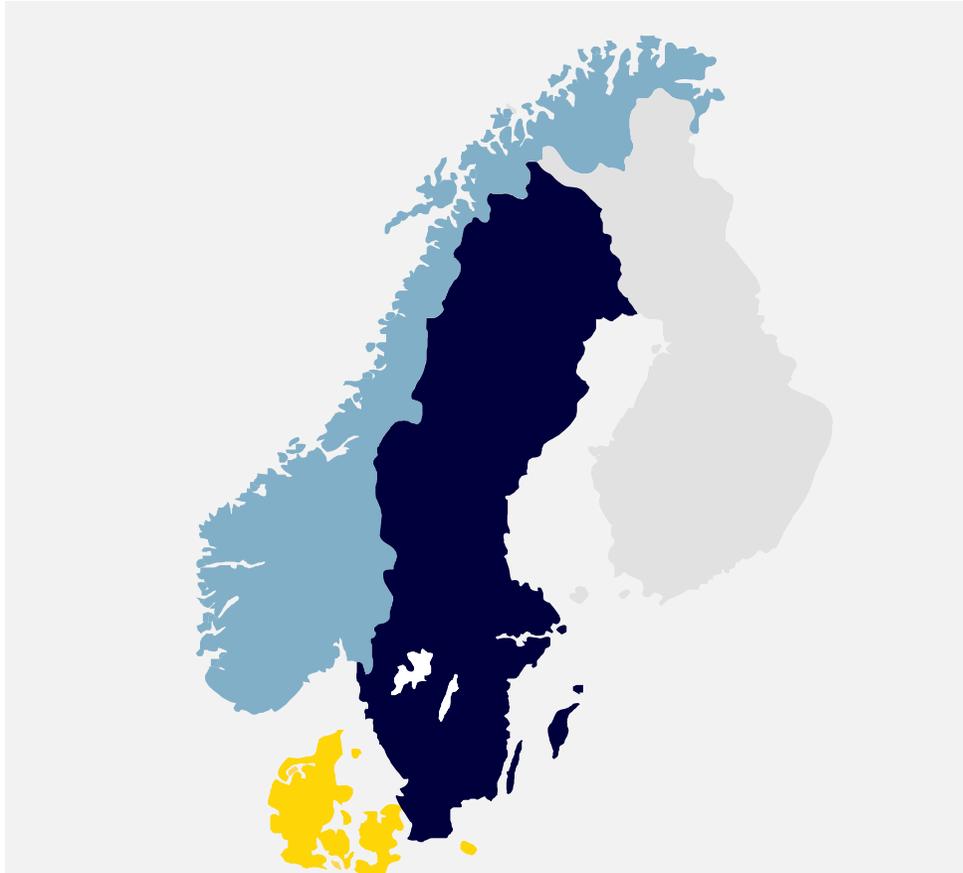
Market leader in Denmark and
Sweden.

CUSTOMERS

- Law firms
- Corporates
- Gov. admin
- Courts
- T&A firms
- Municipalities

Norway our third home market

Market overview



Market size*
SEK 650m

DIBkunnskap market leading
provider of digital work flow
tools for T&A

Karnov Group Norway will
launch legal information
solution in 2021

POTENTIAL CUSTOMERS



Law firms



Corporates



Gov. admin



Courts



T&A firms

Growth strategy

- Total addressable market is expected to grow
- Strategy to capitalise on this and capture the market potential



New market opportunities

- 3
 - Karnov is well positioned to expand into adjacent markets such as Norway (2020), Finland and as well as the Baltics
- 2
 - Launch of new offline capabilities (e.g. legal process outsourcing, outsourced library management)
 - Could be developed organically or acquisitively and could be complemented by online tools
- 1
 - Develop or acquire e.g. workflow tools
 - Karnov developing products in-line with the US & UK markets (which typically are ~5 years ahead in terms of technological adoption)

3 International expansion potential

2 Develop/acquire support services: + SEK 200m

1 New online products: + SEK 600-750m

Total addressable market based on current product set

		SEK
2.4%	44%	1.5bn
Market growth (2018-21E)	Market share (2017)	Market size (2017)

Geographic breakdown (2017)

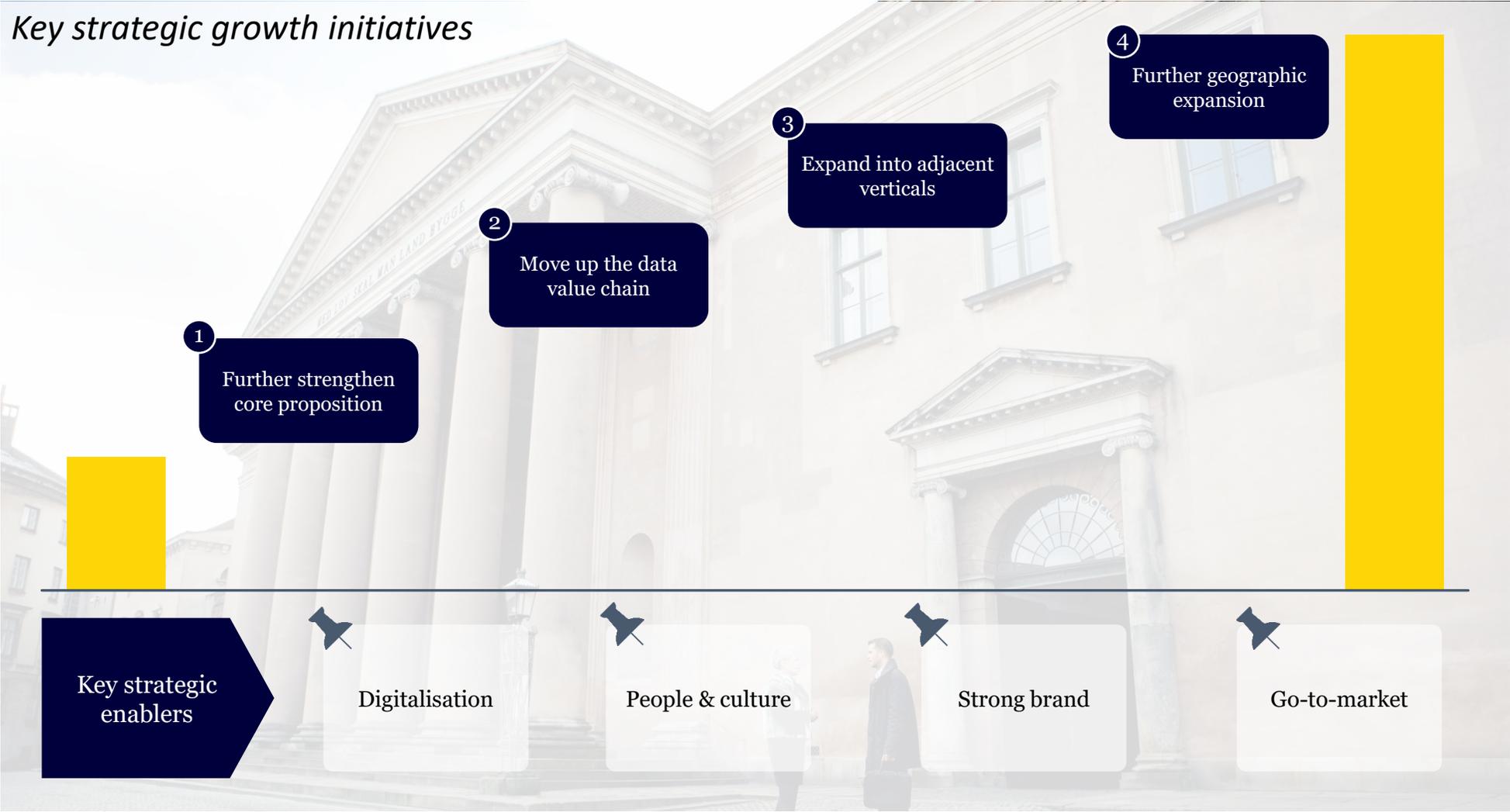
■	Denmark
■	Sweden

Customer type breakdown (online only, 2017)

■	Law firms
■	Corporates
■	Gov. admin
■	Tax and accounting firms
■	Courts

Karnov's total addressable market consists of the total potential for Karnov's current products in Denmark and Sweden

Well positioned for future growth and margin expansion



Financials

Three medium-term financial targets

- *Annual organic growth rate of 3-5 percent*
 - *Increase our adjusted EBITA margin*
- *Net debt ratio to adjusted EBITDA LTM below 3.0 times*

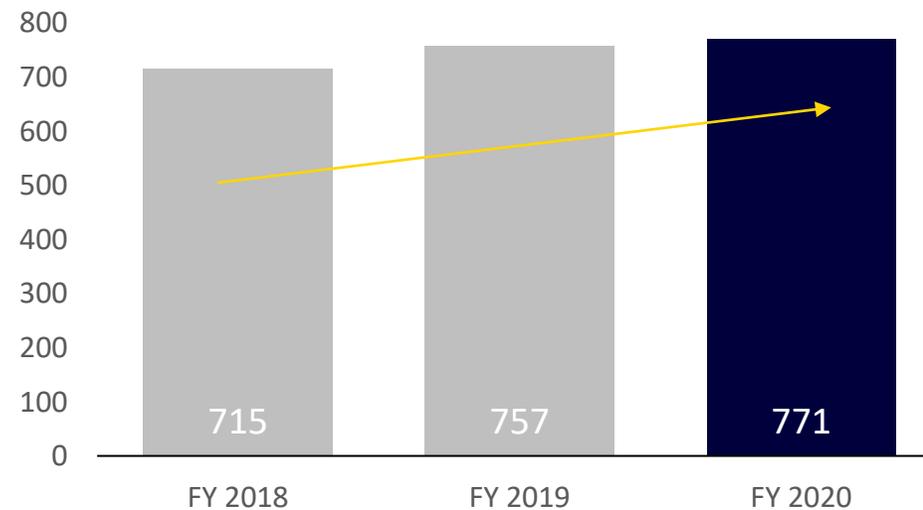


A solid year with good growth

.... Covid-19 impacted negatively with 1-2 percentage points

GROUP

Net Sales, SEKm

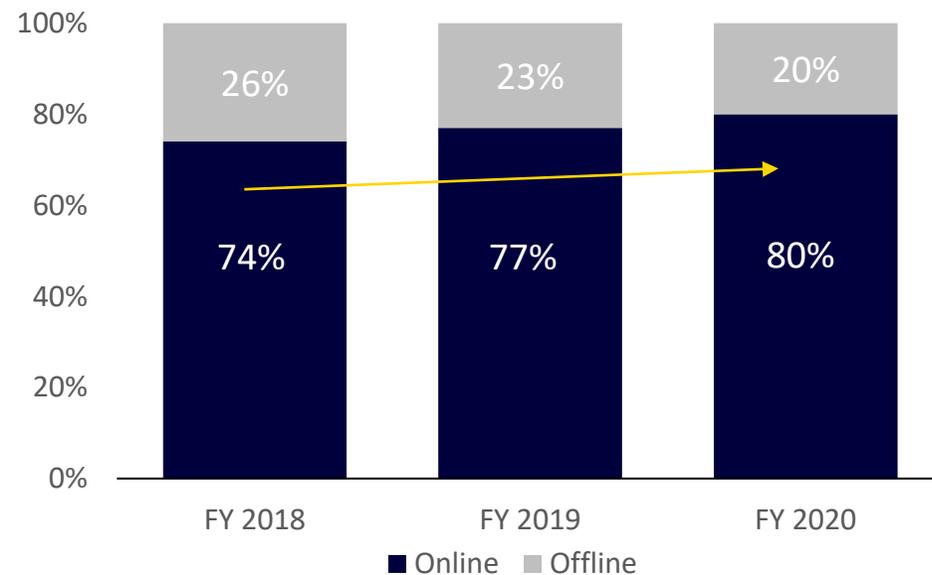


86% of sales from subscriptions paid in advance

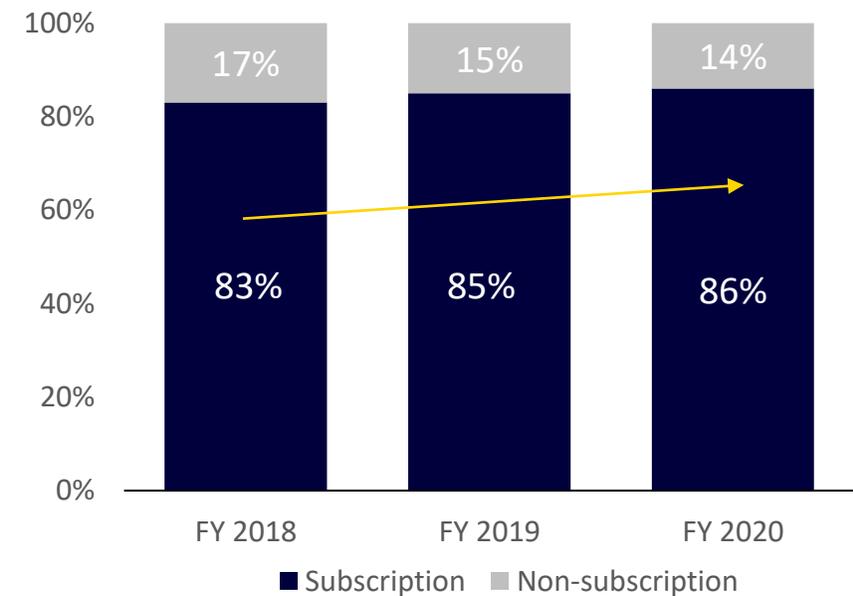
Online & subscriptions growing

SALES SPLIT

Sales split online/offline, %



Sales split subscription/non-subscription, %

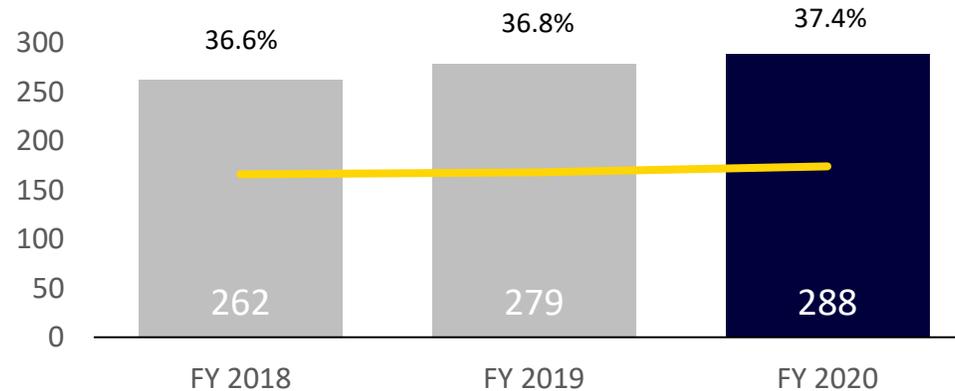


Improved margins in line with financial target

.... full-year improved by 60 basis points

GROUP

Adjusted EBITA, SEKm and margin %

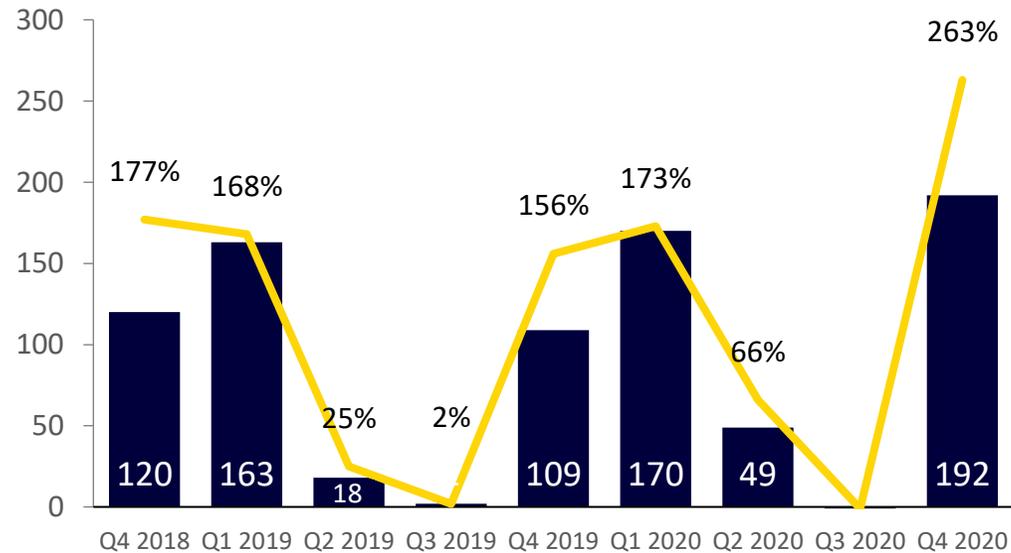


Highly cash generating company

Strong cash flow in Q1 and Q4 due to invoicing season

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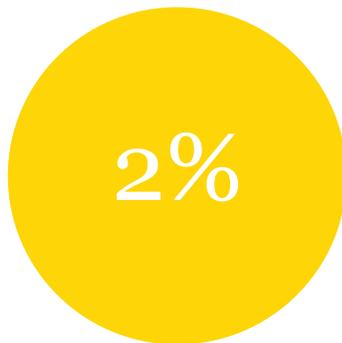
Adj. operating cash flow, SEKm
and cash conversion, %



Strong financial performance in 2020

Growth

Annual organic net sales growth of 3-5% in the medium term, supplemented by selective acquisitions.



Profitability

A higher adjusted EBITA margin in the medium term.



Capital structure

Net debt to adjusted EBITDA of no more than 3.0. This level may temporarily be exceeded, for example as a result of acquisitions.



Dividend of SEK 1.00 per share proposed for the AGM in May 2021

High ESG rating

One of the top companies on the Allbright list in 2020



Key comments

- › A front-runner in social and governance
 - › Employees from over 20 countries
 - › Close to 50/50 % in genders, also in management and Board
- › One of the top companies on the Allbright list in 2020
- › Low environmental impact
 - › Actively encouraging initiatives from local management groups
 - Electric cars and green pension funds in Sweden
 - Green energy in Copenhagen

Summary

1

Strong results in global pandemic

- Organic growth 2%
- Adjusted EBITA margin 37.4%
- Leverage well below 3x

2

Four new investments in 2020

- Ante ApS, technology bolt-on
- LEXNordics AB, new vertical
- Karnov Group Norway AS, geographical expansion
- DIBkunnskap AS, new vertical in Norway

3

Solid base to execute our growth strategy with Norway as our third home-market

4

Board proposes an increased dividend of SEK 1.00 per share

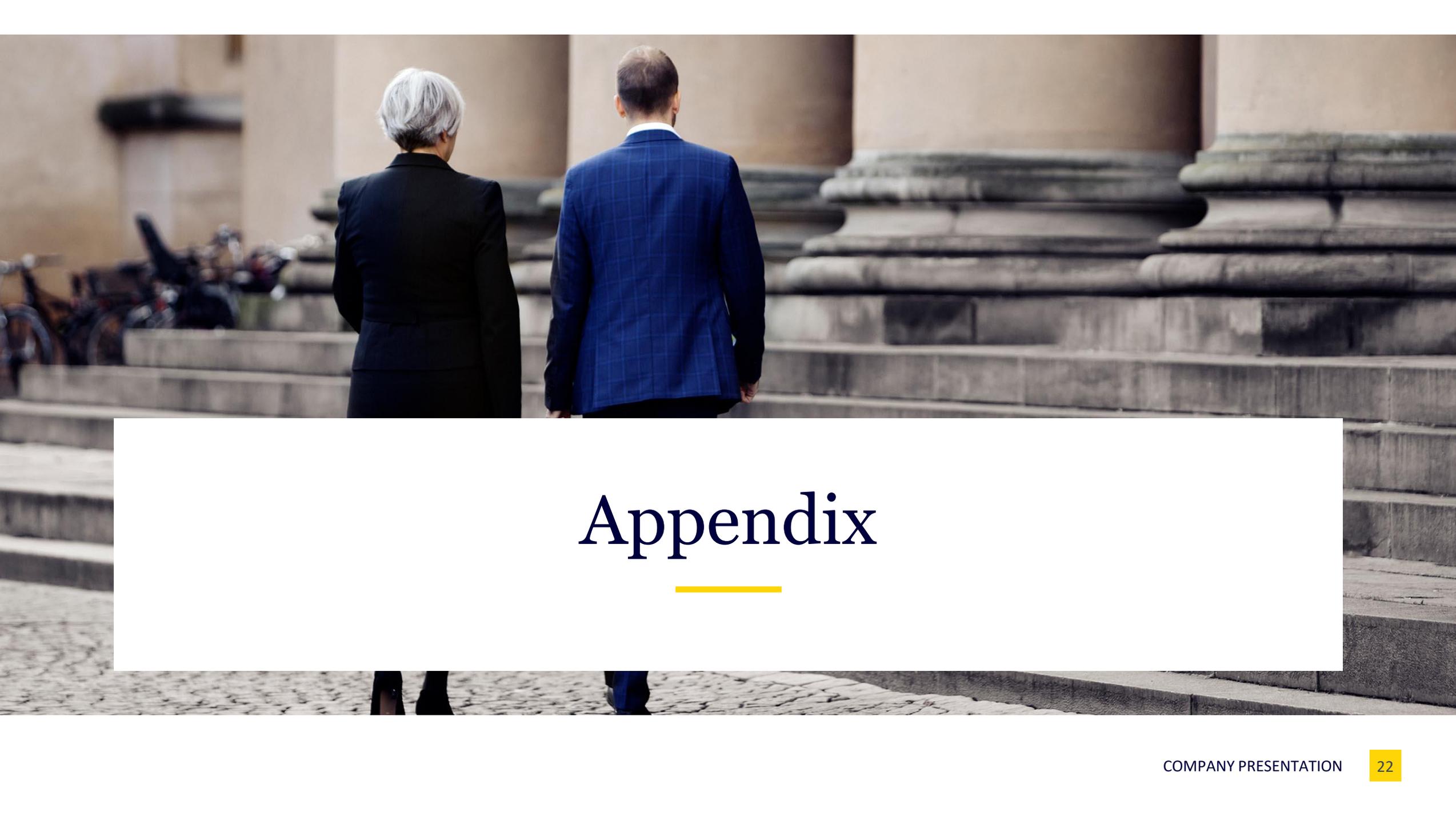
Q&A

Better decisions, faster

Find what you need, trust what you find and do it quickly.

For more information visit
www.karnovgroup.com/en/section/investors/





Appendix

Company video



Important information

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