

Interim report

Q4-2021



Key highlights of 2021

Another strong quarter for Duett completes a strong year

Management comments

2021 has been an eventful year for Duett, with significant advancements in product development as well as having completed the first add-on acquisition of a company outside of Norway – all while being able to deliver continued strong financial results.

Financial development¹

Pro-forma revenues per Q4-2021 have reached NOK 252m, of which SkyHost contributed NOK 28m. Q4-2021 revenues have grown 17.0% vs. Q4-2020, driven by the acquisition of SkyHost and strong revenue growth in Duett's software segment.

Integration of SkyHost

The acquisition of Skyhost was successfully completed April 16th 2021 and the integration process is still in full speed.

Duett

Duett shows a steady growth and EBITDA margin, and released new functionality on a high level this year with a big milestone reached October 1st with the release of "Bilagskontroll". We continue to invest in product development to facilitate for further growth. This is the primary driver for increased costs through the year.

SkyHost

Skyhost shows a steady growth and EBITDA margin. The Skyhost software suite is ready for the Norwegian market and there is currently a pilot project ongoing with a handful of customers

Duo Bidco AS changed name

On November 27th Duo Bidco AS changed name to Duett Software Group AS.

2021 Highlights

Revenue growth¹
(2020 vs. 2021)

17%

Recurring revenue²
(2021)

89%

EBITDA growth¹
(2020 vs. 2021)

22%

EBITDA margin
(2021)

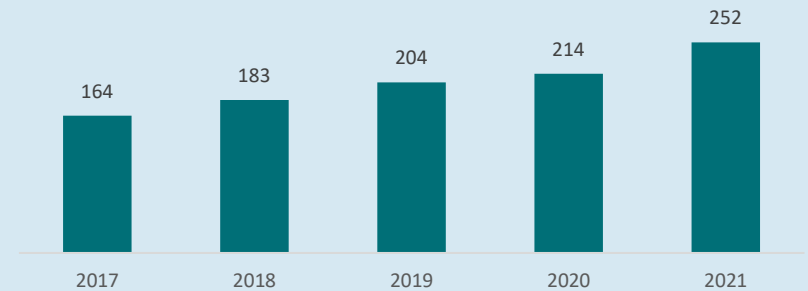
30%

Net
leverage^{2,3}

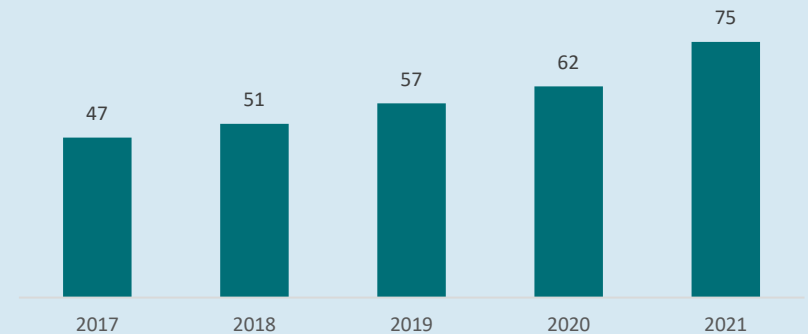
5.7x

Key figures¹

Pro-forma revenues² (NOKm)



Pro-forma adjusted EBITDA^{2,3} (NOKm)



1) SkyHost not pro-forma included in 2020 figures

2) Pro-forma figures. Includes SkyHost for full-year 2021, whereas the reported figures on the following pages only include SkyHost's from and including 16 April 2021

3) Excludes all non-recurring costs

Income statement (1/2)

Duett Software Group AS – Unconsolidated and consolidated

	Unconsolidated Duett Software Group AS			
NOKm	Q4-2020	Q4-2021	2020	2021
Software	-	-	-	-
Hosting	-	-	-	-
Recurring Revenue	-	-	-	-
Consultancy software	-	-	-	-
Courses	-	-	-	-
Consultancy hosting	-	-	-	-
Other income	-	-	-	0.0
Hardware and software	-	-	-	-
Non-recurring revenue	-	-	-	0.0
Total Revenue	-	-	-	0.0
COGS Software	-	-	-	-
COGS Sky	-	-	-	-
Other COGS	-	-	-	-
COGS hardware and software	-	-	-	-
Total COGS	-	-	-	-
Gross Profit	-	-	-	0.0
Sales & Marketing	-	-	-	-
Research & Development	-	-	-	-
General & Administrative	0.0	1.5	0.1	2.7
Total OPEX	0.0	1.5	0.1	2.7

	Consolidated Duett Software Group AS			
	Q4-2020	Q4-2021	2020	2021
	25.2	35.5	99.8	132.5
	22.1	22.0	87.3	87.9
	47.4	57.5	187.2	220.4
	1.4	1.3	6.3	4.9
	0.5	0.4	2.0	1.8
	1.6	1.3	5.9	4.9
	0.9	0.4	1.9	1.4
	2.2	2.8	11.2	12.4
	6.6	6.2	27.3	25.5
	54.0	63.7	214.4	245.9
	4.2	6.6	15.9	22.6
	18.8	19.3	74.8	76.4
	0.0	0.0	0.2	0.1
	2.5	1.7	11.8	8.6
	25.5	27.6	102.7	107.7
	28.5	36.1	111.7	138.2
	4.1	6.3	14.7	19.4
	7.8	10.0	28.2	36.1
	6.5	10.5	24.6	31.2
	18.5	26.7	67.6	86.7

Note: Unaudited figures (Q4-2020, Q4-2021, 2021), audited figures (FY 2020)

Income statement (2/2)

Duett Software Group AS – Unconsolidated and consolidated

	Unconsolidated Duett Software Group AS			
<i>NOKm</i>	Q4-2020	Q4-2021	2020	2021
Cash EBITDA	(0.0)	(1.5)	(0.1)	(2.7)
Capitalized Software Costs	-	-	-	-
Reported EBITDA	(0.0)	(1.5)	(0.1)	(2.7)
Amortization	-	-	-	-
EBIT	(0.0)	(1.5)	(0.1)	(2.7)
Finance income	7.2	39.0	9.1	40.1
Finance cost	1.9	8.0	9.0	26.2
EBT	5.2	29.5	0.0	11.2
Tax	-	4.7	-	4.7
Earnings after tax	5.2	24.8	0.0	6.5

	Consolidated Duett Software Group AS			
	Q4-2020	Q4-2021	2020	2021
	10.0	9.4	44.1	51.4
	4.1	4.3	15.1	19.3
	14.1	13.7	59.2	70.7
	10.1	23.6	73.0	87.8
	4.0	(9.9)	(13.8)	(17.0)
	0.4	(0.1)	0.0	0.0
	6.6	7.9	19.8	26.5
	(2.2)	(17.9)	(33.5)	(43.5)
	(4.2)	(0.5)	(5.5)	(6.1)
	1.9	(17.4)	(28.0)	(37.3)

Note: Unaudited figures (Q4-2020, Q4-2021, 2021), audited figures (FY 2020)

Balance Sheet (1/2)

Duett Software Group AS – Unconsolidated and consolidated

	Unconsolidated Duett Software Group AS	
NOKm	31/12/2020	31/12/2021
Intangible assets		
Trade name	-	-
Customer relationships	-	-
Developed technology	-	-
Deferred tax asset	-	-
Goodwill	-	-
Total intangible assets	-	-
Tangible assets		
Land and buildings	-	-
Furniture, tools, other	-	-
Total tangible assets	-	-
Financial assets		
Investment in group companies	431.2	798.0
Other investments	-	-
Other receivables	-	11.4
Total financial assets	431.2	809.4
Current assets		
Inventories	-	-
Accounts receivables	-	-
Receivables from group companies	51.2	63.7
Other short-term receivables	0.0	-
Cash and deposits	0.0	15.5
Total current assets	51.2	79.2
TOTAL ASSETS	482.4	888.6

	Consolidated Duett Software Group AS	
	31/12/2020	31/12/2021
	26.0	28.7
	229.2	284.0
	111.3	96.0
	-	-
	338.7	422.7
	705.2	831.5
	12.4	11.6
	6.1	4.6
	18.4	16.2
	-	-
	0.0	0.0
	-	-
	0.0	0.0
	0.2	1.9
	9.3	15.2
	-	38.7
	5.6	5.3
	0.6	73.0
	15.7	134.1
	739.3	981.8

Note: Unaudited figures (31/12/2021), audited figures (31/12/2020)

Balance Sheet (2/2)

Duett Software Group AS – Unconsolidated and consolidated

<i>NOKm</i>	Unconsolidated Duett Software Group AS	
	31/12/2020	31/12/2021
Paid-in capital		
Share capital	3.0	3.5
Premium fund	307.5	368.8
Other paid-in capital	-	-
Total paid-in capital	310.5	372.3
Accrued equity		
Other equity	0.0	6.5
Total accrued equity	0.0	6.5
Total equity	310.5	378.8
Provisions for liabilities		
Deferred tax	-	2.5
Total provision for liabilities	-	2.5
Long-term debt		
Long-term debt	157.0	500.0
Other long-term debt	-	-
Total long-term debt	157.0	500.0
Short-term debt		
Credit facility	-	-
Accounts payables	-	0.8
Payable taxes	-	0.2
VAT and other public taxes	-	-
Deferred revenue	-	-
Intercompany	14.5	-
Other short-term debt	0.4	6.3
Total short-term debt	14.9	7.3
TOTAL EQUITY AND LIABILITIES	482.4	888.6

	Consolidated Duett Software Group AS	
	31/12/2020	31/12/2021
	3.0	3.5
	307.5	368.8
	-	-
	310.5	372.3
	(34.4)	(71.9)
	(34.4)	(71.9)
	276.1	300.4
	67.1	80.8
	67.1	80.8
	340.0	488.6
	-	-
	340.0	488.6
	3.4	-
	9.0	12.2
	6.0	3.1
	8.2	13.6
	19.5	24.3
	-	38.7
	10.2	20.2
	56.1	112.0
	739.3	981.8

Note: Unaudited figures (31/12/2021), audited figures (31/12/2020)

Cash flow

Duett Software Group AS – Unconsolidated and consolidated

	Unconsolidated Duett Software Group AS			
NOKm	Q4-2020	Q4-2021	2020	2021
Cash flow from operating activities				
Earnings before tax	3.7	29.5	0.0	11.2
Amortization	-	-	-	-
Taxes Paid	-	-	-	(2.2)
Inventories	-	-	-	-
Accounts payables	-	(3.3)	-	0.5
Accounts receivables	-	-	-	-
Deferred revenue	-	-	-	-
Other NWC	(0.2)	0.3	(0.2)	14.1
Cash flow from operating activities	3.5	26.5	(0.2)	23.6
Cash flow from Investing activities				
Activated development costs	-	-	-	-
(-) Purchase of fixed and intangible assets	-	-	-	-
(-) Other investing activities	(19.8)	-	(19.8)	(169.5)
Net cash flow from investing activities	(19.8)	-	(19.8)	(169.5)
Cash flow from financing activities				
Net change long-term debt	(10.0)	-	(10.0)	160.0
Net change credit facility	-	-	-	-
Net change intercompany	26.3	(39.0)	30.0	(60.7)
Net change equity	-	-	-	61.8
Cash flow from financing activities	16.3	(39.0)	20.0	161.0
Net change in cash and cash equivalents	(0.0)	(12.5)	0.0	15.1
Cash and cash equivalents in the beginning of the period	0.0	28.0	0.0	0.4
Cash and cash equivalents in the end of the period	0.0	15.5	0.0	15.5
Beginning credit facility balance	-	-	-	-
Net change credit facility balance	-	-	-	-
Ending credit facility balance	-	-	-	-
Limit credit facility	-	-	-	-
Ending available liquidity	0.0	15.5	0.0	15.5

	Consolidated Duett Software Group AS			
	Q4-2020	Q4-2021	2020	2021
	(2.2)	(17.9)	(33.5)	(43.5)
	10.1	23.6	73.0	87.8
	(0.2)	-	(7.7)	(6.0)
	(0.0)	(0.1)	(0.1)	(1.6)
	1.3	(7.2)	(1.1)	3.2
	5.8	(0.5)	10.4	(5.9)
	(16.2)	1.2	(17.4)	4.8
	(14.2)	6.7	(20.6)	17.0
	(15.6)	5.8	2.9	55.7
	-	-	-	-
	(4.1)	(4.3)	(15.1)	(19.3)
	2.0	(4.0)	(2.3)	(109.8)
	(1.9)	-	0.6	0.6
	(4.0)	(8.3)	(16.8)	(128.4)
	-	-	-	-
	(10.0)	1.1	(10.0)	148.6
	3.4	-	3.4	(3.4)
	-	-	-	-
	-	-	-	-
	(6.6)	1.1	(6.6)	145.2
	(26.2)	(1.4)	(20.4)	72.4
	26.8	74.4	21.1	0.6
	0.6	73.0	0.6	73.0
	-	-	-	3.4
	3.4	-	3.4	(3.4)
	3.4	-	3.4	-
	35.0	35.0	35.0	35.0
	32.2	108.0	32.2	108.0

Note: Unaudited figures (Q4-2020, Q4-2021, 2021), audited figures (FY 2020)

Group structure

