

# Value ASA

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## Value in brief

One of the largest  
software companies  
in Norway



Established  
2020



Customers  
2,500+



Engaged employees  
800+



Customers in  
40+  
countries



Offices  
36



Experience in Green-Tech  
50 years

# Working across three major industry segments

## Energy \*

Help customers master the energy transition by enabling end-to-end optimisation of the green energy value-chain

Q3 revenues (% of total)	NOK 180m (54%)
Recurring revenues share (Q3)	74%
SaaS revenues (Q3)	37%
EU Taxonomy eligibility	HIGH

## Power Grid

Enable power distributors to support electrification of society by unlocking flexibility and digital management of the power grid

Q3 revenues (% of total)	NOK 65m (19%)
Recurring revenues share (Q3)	62%
SaaS revenues (Q3)	9%
EU Taxonomy eligibility	HIGH

## Infrastructure

Deliver flexible capabilities for digital water management and help automate processes and machines for the construction industry

Q3 revenues (% of total)	NOK 57m (17%)
Recurring revenues share (Q3)	98%
SaaS revenues (Q3)	56%
EU Taxonomy eligibility	MEDIUM

# Fast-growing and profitable model with highly attractive growth strategy



Robust foundation providing long cash flows & churn protection (< 2%)



Building SaaS revenues with go-to-market strategy. **151%** growth since listing



Solid and growing European position with ongoing geographical expansion to Japan



Large and fast-growing markets. **20 billion** NOK today, **doubling** in size towards 2030



Perfect position for profitable growth and business model transformation, with proven ability to execute. ARR base broken **1 billion** NOK barrier

# Robust foundation providing long cash flows & churn protection

## A Battle proven portfolio

- Mission critical solutions
- Decades of proven reliability
- Longstanding relationships with conservative customers

## B Highly attractive vendor position

- Sticky customer base with high switching cost
- Value on the right side of the fence with industry titans

## C Robust ARR foundation

- Predictable recurring revenue stream from current solutions
- Industry leading customer churn below 2%

# Building SaaS revenues with go-to-market strategy

## ① Insight platform

- Industry leading analytics platform
- Best-in-class APIs utilised 650 billion times in 2022
- Sales cycle of 6 hours to 6 weeks

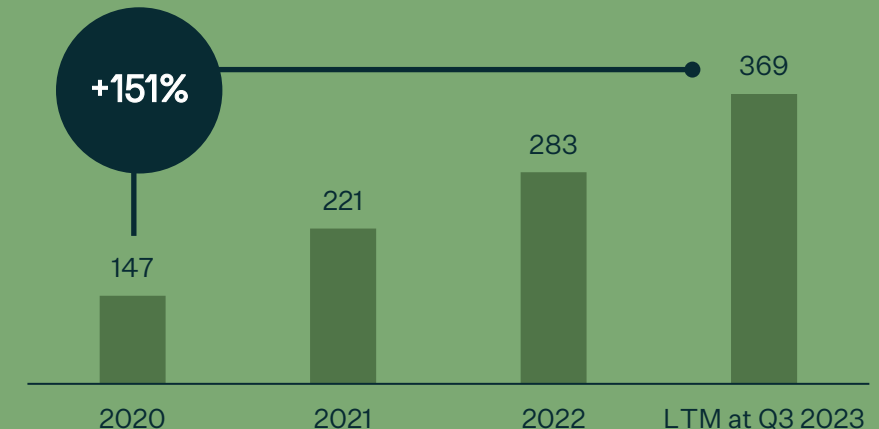
## ② Trading solutions

- Market leading algo-trader
- 45M algo trades LTM
- Sales cycle of 6 weeks to 6 months

## ③ Smart Power

- Next generation optimisation platform built on decades of experience
- Unique multi-asset, multi-market platform
- Sales cycle of 6 to 18 months

## ④ Increased SaaS



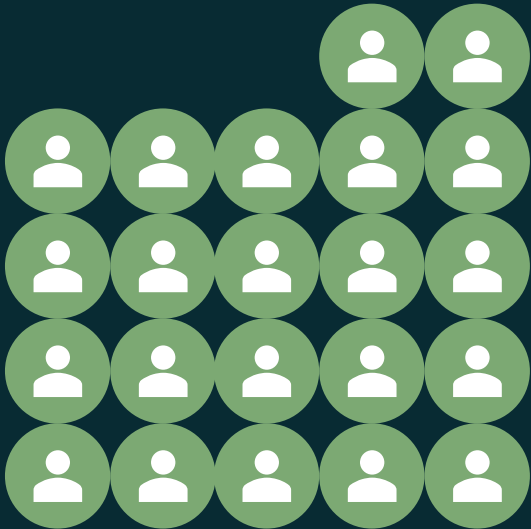
# Geographical expansion to Japan

1 customer



Q4'22

22 customers



Q3'23

Market platform readiness

Sufficient customer base in place to start up-selling Smart Power. Entry under consideration

Q4'23

# Large and fast-growing markets



Markets set to double to NOK 40 billion ARR towards 2030



Installed renewable capacity growing with a CAGR of 10%



Number of power producers growing with a CAGR of 6%



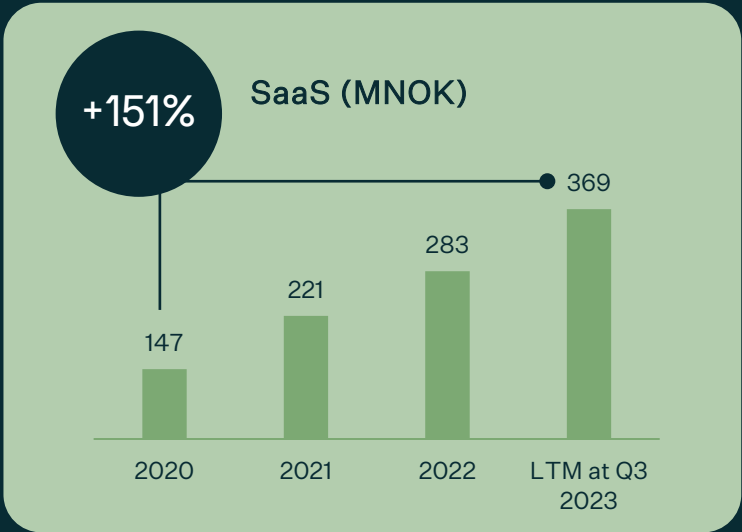
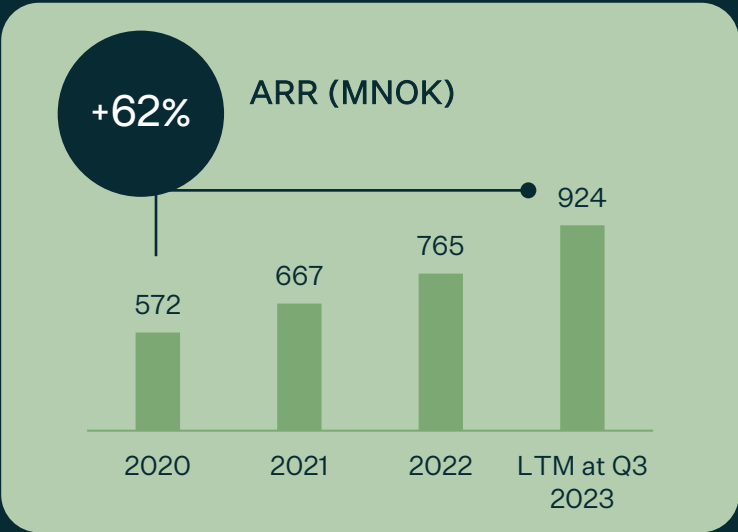
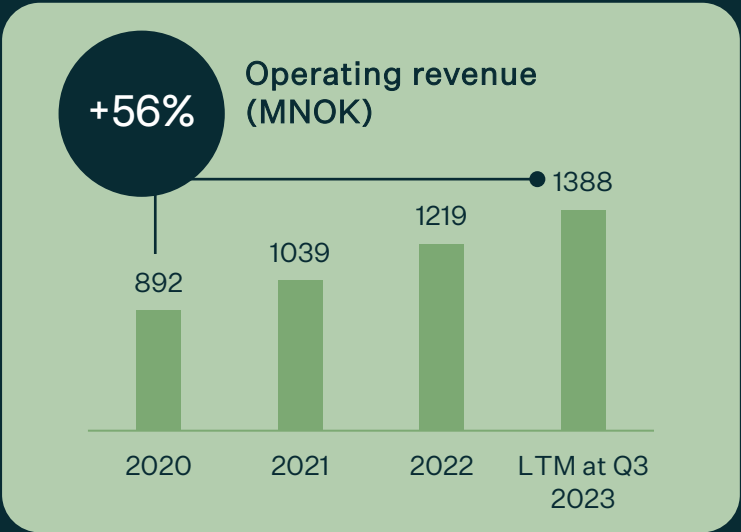
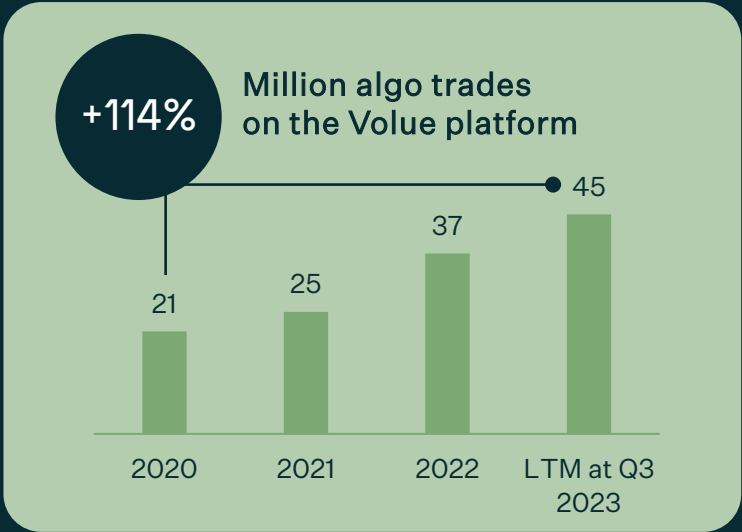
Fuelled by global electrification megatrend



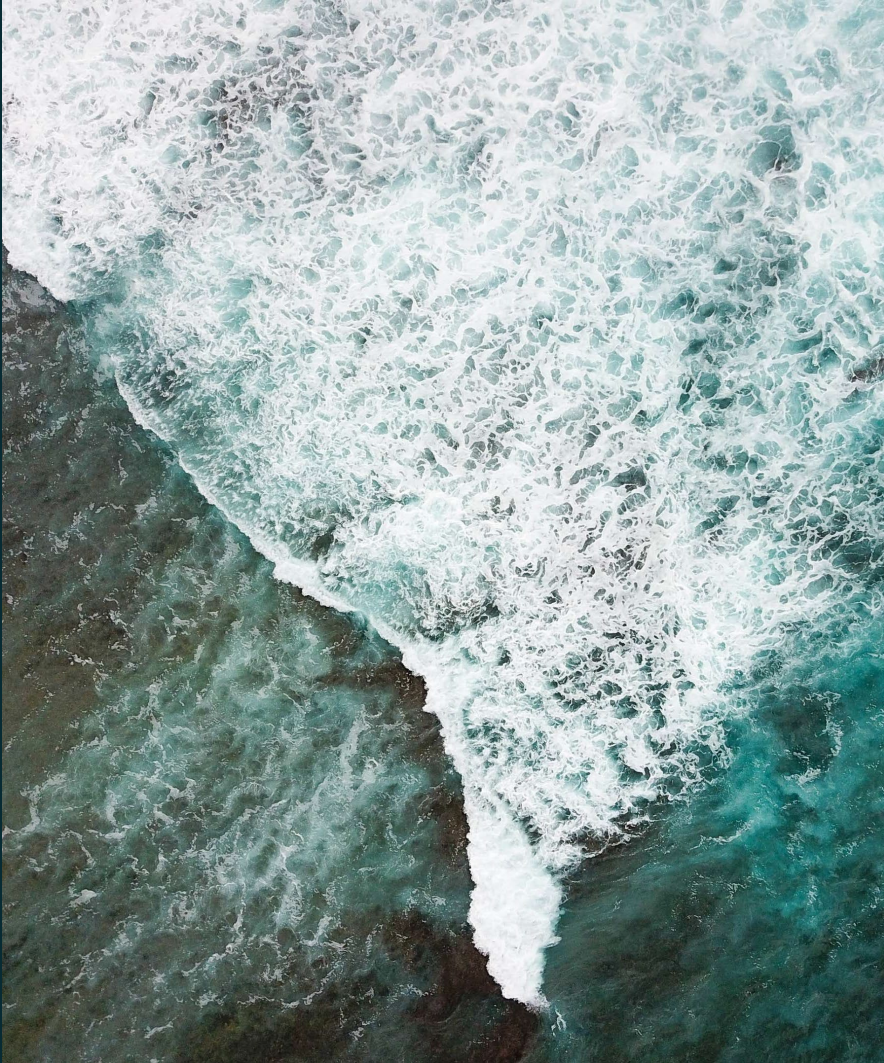
Attractive current market size of NOK 20 billion ARR

# Perfect position for profitable growth and business model transformation, with proven ability to execute

- Robust foundation providing long cash flows & churn protection
- Building SaaS revenues with go-to-market strategy
- Geographical expansion to Japan
- Large and fast-growing markets



# Update on guidance



Annual long-term organic growth of 15%



Target of NOK 2 billion in revenues 2025, including M&A



Year-by-year increase of adjusted EBITDA margin, cash conversion, share of ARR and SaaS revenues