



SIMPLIFYING LIVING

By leveraging the combined power of
people and technology



ON A MISSION TO BECOME THE LEADING FORCE WITHIN PROPERTY MGMT & RESIDENTIAL SERVICES

RESIDENTIAL REAL ESTATE IS A BIG DEAL

Residential real estate is the largest asset class in the world. **Enormous values to be handled responsibly**, especially as buying a home is often the largest investment a person will make during their lifetime. Therefore, it's **crucial to make sure that everyone lives in safe and well-managed homes** but also to ensure a return on investment.

INCREASED PRESSURE ON A TRADITIONAL INDUSTRY

Many buildings around the world **require more maintenance than they currently get** and with an **increasing regulatory landscape** the requirements on property owners have become more complex over the years.

Property owners are largely served by a cottage industry dominated by a few corporate giants with limited incentives and/or resources to innovate. The result is an industry with **suboptimal software solutions, and a slow pace of development**. Customer-focused, entrepreneurial property managers are often too small to justify the development of their own digital solutions. They also find it **tough to recruit the talent needed** to become an industry leader.

There is also a shift in need. **A new generation of property owners and residents is more inclined to buy time and convenience**, and demand more modern, digital solutions. Altogether, there is a need for a new kind of property management where **digital, user-friendly tools significantly lessen the administrative burden** for owners, residents, and property managers.

The world needs property management that **frees up time for owners to live their lives**. There's also a need for property managers to **increase their quality of service while improving how value is created** for owners and residents. **That's why we formed Odevo.**

ODEVO

We are on a mission to become the leading force within property management and residential services – and we are looking for like-minded people, entrepreneurs and companies to join us.

Several leading companies with a long history of **high-quality service** joined forces to **form Odevo**. In just four years, Odevo has become a leading **multi-national player**, managing **800,000 homes** by end of 2022. As we expand into the rest of the world, we hope to be an inspiration to others in the industry.

Even though we are big, for us **it's all about being outstanding**. We aspire to **break new ground through innovation** and cultivate a workplace where we can **grow as individuals and have fun** achieving great things together. All while having the **most satisfied customers, living and thriving in sustainable communities**.

We believe in the **combined power of people and technology**. We believe that technology can be leveraged **to eliminate inefficiencies** and errors and take care of many of the **tedious and repetitive tasks**. This enables people to do what they do best: **build relationships, show empathy and be creative** to solve complex problems together. Our solutions not **only simplify everyday life** for owners and residents, they enable us to **spend more time doing what we love: providing the best possible service to our customers**.

A MARKET READY FOR CHANGE ON A GLOBAL SCALE



Residential real estate is the world's largest asset class



Increasingly tough regulatory landscape



New generation more willing to buy time & convenience

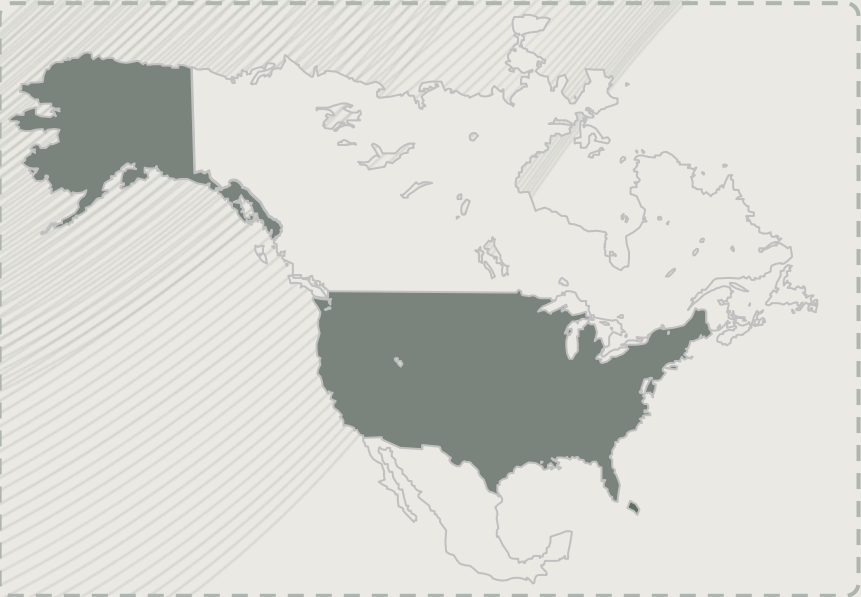


Limited innovation



Property owners and residents across the world are facing the same challenges

BUILDING AN INTERNATIONAL LEADER WITH GLOBAL AMBITIONS



Key facts¹ (USDm)

Market position	
# of customers	
# of homes	
# of coworkers	
Net revenues	
EBITDA	

					Total
	#1	#2	#6	#3	
# of customers	7.3k	3.4k	0.9k	0.7k	12.3k
# of homes	281k	212k	26k	276k	795k
# of coworkers	660	1,050	150	2,240	4,100
Net revenues	78	86	12	164	340
EBITDA	23	17	1	27	68

Note 1: Financials as per 2022E. Count as per Oct-22.

2018

2019

2021

2021

2021

2022

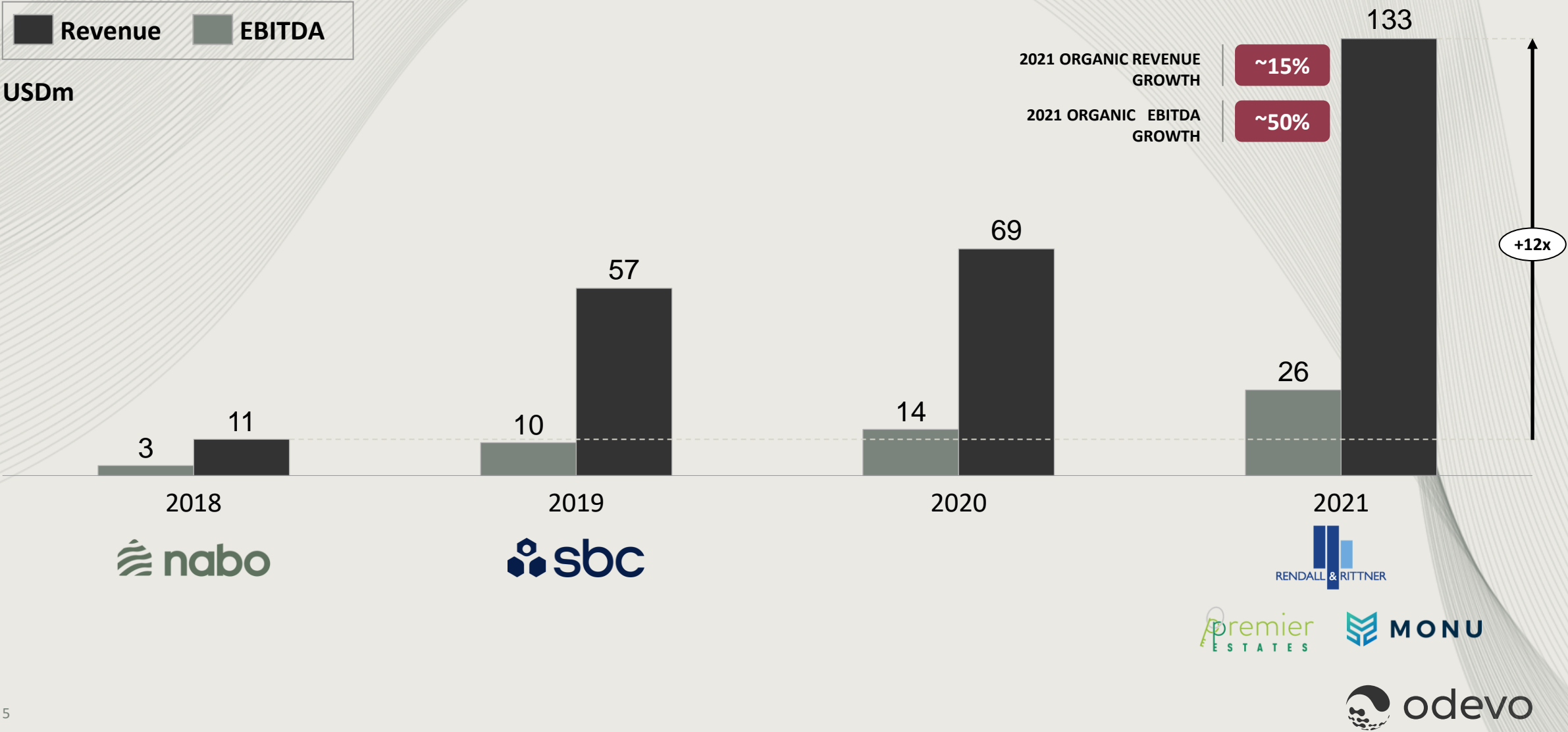
2022

2022

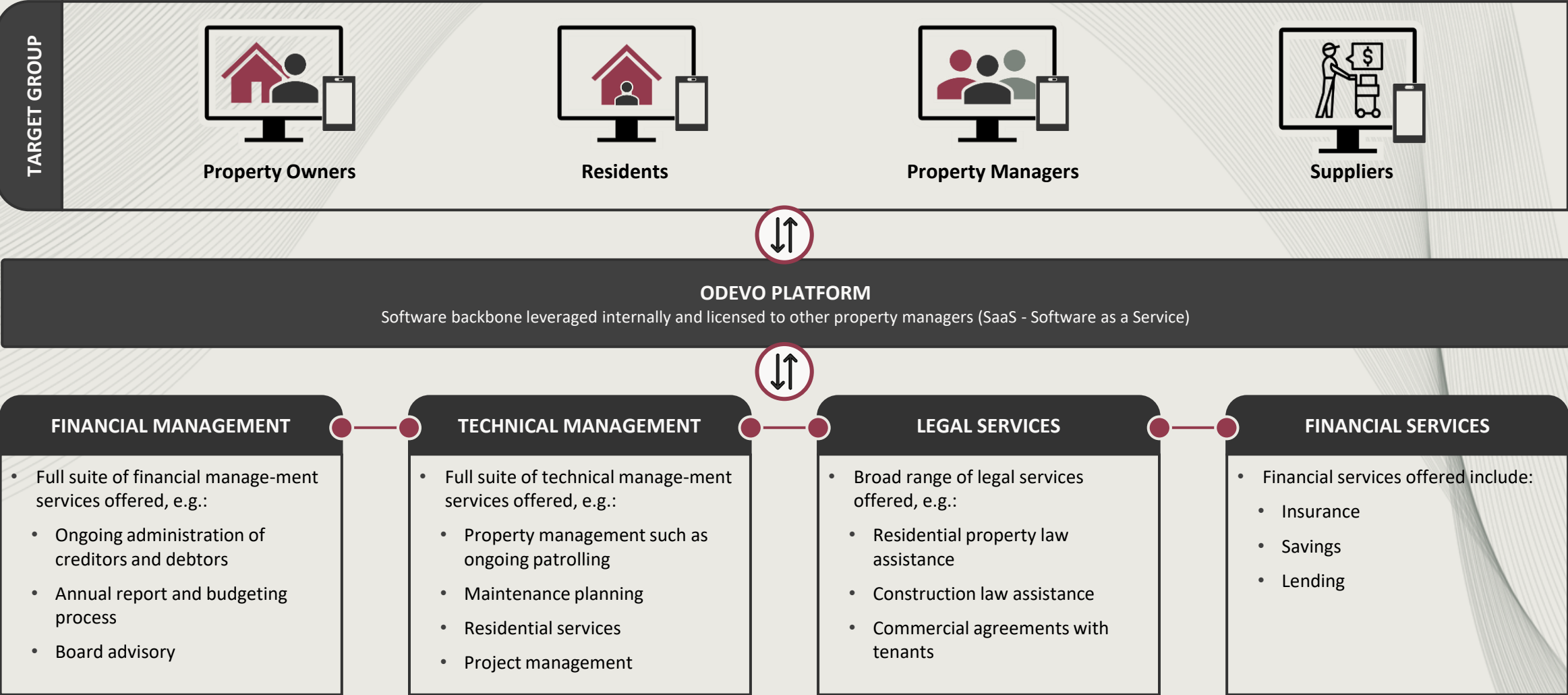
Odevo presence

Year joining Odevo

ACHIEVED TWELVE-FOLD GROWTH IN LESS THAN THREE YEARS



THE SOFTWARE PLATFORM IS AT THE CORE OF OUR BUSINESS AND THE SERVICES OFFERED



THREE INITIAL WAYS OF BREAKING NEW GROUND



**Digital
transformation**



**Strategic business
development**



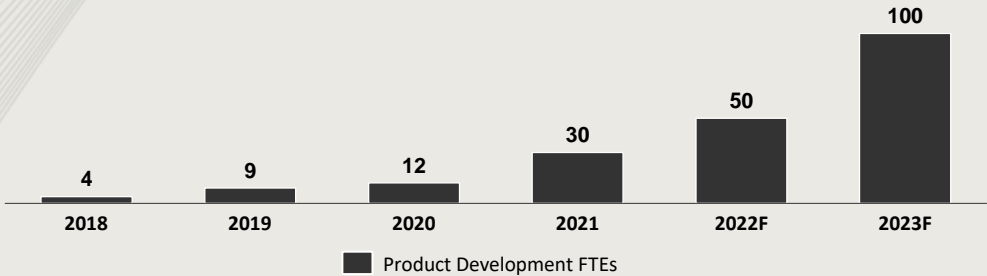
**Global
expansion**

WE CONTINUE TO INVEST IN OUR PLATFORM TO MEET FUTURE CUSTOMER DEMANDS

Product development



Odevo continues to invest in its in-house product development with an aim to meet future customer demands, increase operational efficiency and prepare for new markets

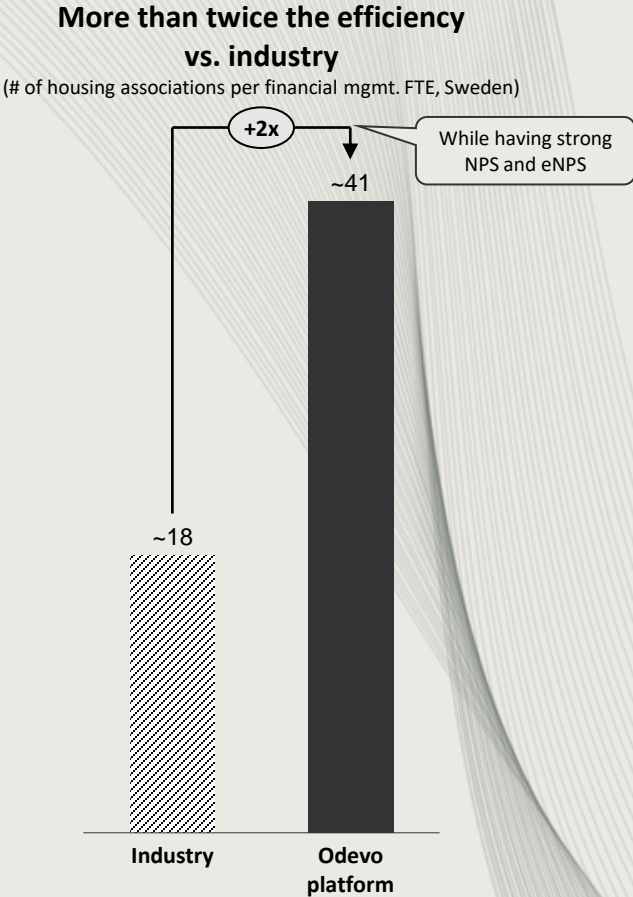
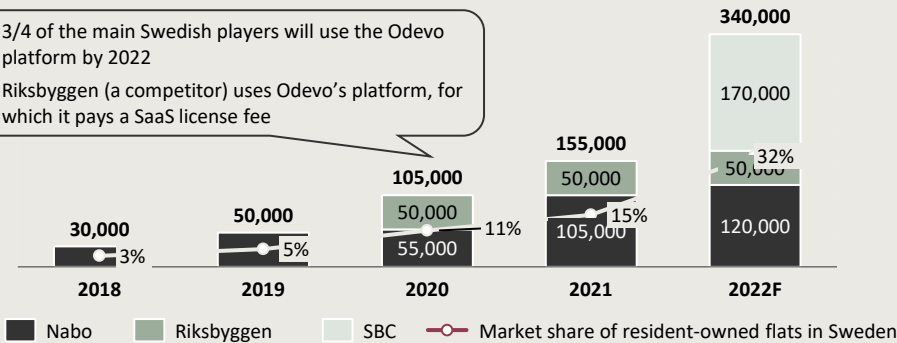


Platform presence



Three of the four largest players in Sweden have adopted the platform and 340k units will be managed on the platform by 2022YE, which is a testimony to its superior technology

- 3/4 of the main Swedish players will use the Odevo platform by 2022
- Riksbyggen (a competitor) uses Odevo’s platform, for which it pays a SaaS license fee



SUSTAINABILITY EMBEDDED IN OUR OPERATIONS



1

SUSTAINABLE BUILDINGS AND HOUSING

- Short- and long-term **maintenance of buildings** to ensure a **long-life span**
- Optimize and reduce **energy consumption**
- Increase use of **renewable energy** sources
- Ensure **health & safety** of properties and homes through careful **maintenance**
- Create annual **sustainability reports and plans** to our clients

2

EFFICIENT USE OF RESOURCES

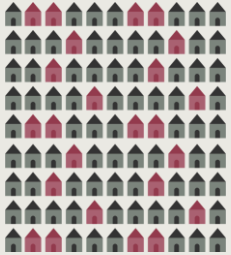
- **Mindful procurement** to ensure the correct volumes to minimize waste
- **Supply partners** with eco credentials
- Increase use of **green transports**
- **Smart routes** for drivers to minimize travel
- **Reduce utility consumption** and ensure minimum waste from construction work

3

TRANSFORM A TRADITIONAL INDUSTRY TO DIGITAL

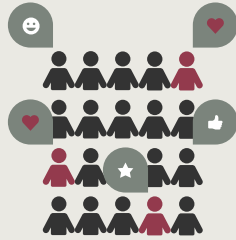
- **Scaling the business** to drive sustainable and long-term **social and economic growth**
- Millions of **papers**, annual reports and mails becoming **digital**
- **Digital meetings** and **collection of critical premises data** done remotely to minimize travel

2027 AMBITION



3m

Homes



9000

Colleagues



10

Countries



\$1,5b

Revenue



\$450m

Profit



\$15b

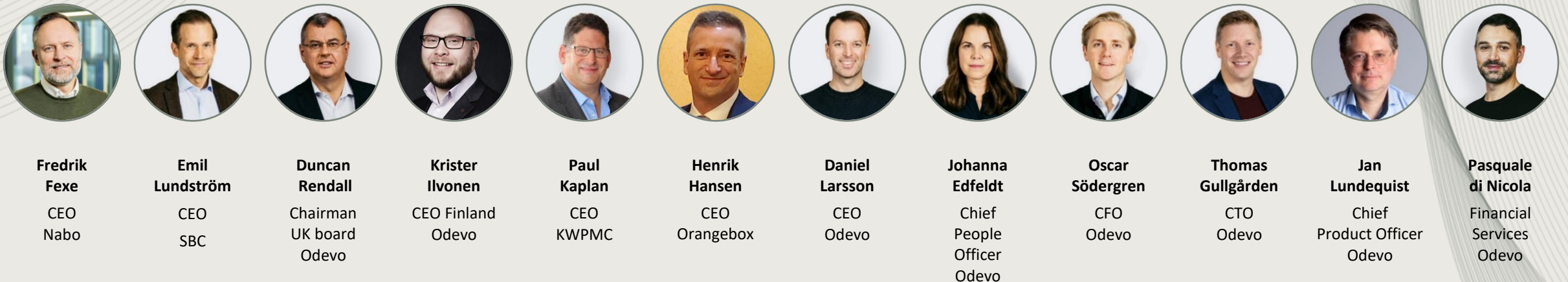
Company Value

**The leading force within property management
and residential services**

ACCOMPLISHING CHANGE TOGETHER AS A GROUP



Odevo Group Management Team



Fredrik Fexe
CEO
Nabo

Emil Lundström
CEO
SBC

Duncan Rendall
Chairman
UK board
Odevo

Krister Ilvonen
CEO Finland
Odevo

Paul Kaplan
CEO
KWPMC

Henrik Hansen
CEO
Orangebox

Daniel Larsson
CEO
Odevo

Johanna Edfeldt
Chief
People
Officer
Odevo

Oscar Södergren
CFO
Odevo

Thomas Gullgård
CTO
Odevo

Jan Lundequist
Chief
Product Officer
Odevo

Pasquale di Nicola
Financial
Services
Odevo



THANK YOU