The presentation will begin shortly

Earnings call

Upsales Technology AB (publ)
2022-Q3

upsales

Daniel Wikberg
CEO

Elin Lundström
CFO

Q&A

To submit a question, click the Q&A button at the toolbar at the bottom of the Zoom window

Upsales is a Software-as-a-Service company with a long track record of profitable, organic growth and over 90 % recurring revenue

92%
Recurring revenue (TTM)

48.9MSEK
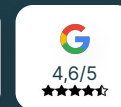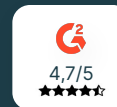Net cash

78
Quarters with growth

51%
Management owned

17%
FCF Margin (TTM)

Users love us

upsales

G²
4,7/5
★★★★☆

G
4,6/5
★★★★☆

Product

Find more leads

Win more deals

Grow existing customers

● ● ● **Sales management, reporting and analytics**

upsales

Customers come to Upsales because scaling sales is hard work

Am I on pace?

I need to find more prospects

Which are our best customers?

What's *really* in the pipeline

Will we reach our target?

upsales

Example of companies that uses Upsales

The gazelles of the world loves Upsales

1 800

fast-growing B2B sales
organisations use Upsales

22%

Our customers increase sales
by 22% in the first year

upsales

How Upsales beat the competition
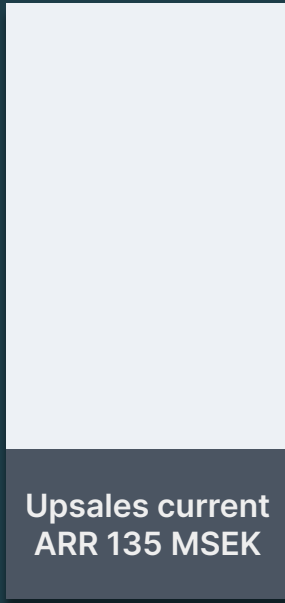

The traditional way

The Upsales way

VS

Months of implementation

Costly and complex consulting projects

4 hour onboarding

Get started within a week

upsales

EARNINGS CALL Q3 2022

Business model

- Highly scalable SaaS product, with 92% recurring revenue TTM

- Customers pay a per-user per-year fee, and can select from a variety of add-ons

- Effective land-and-expand sales model

upsales

Existing customers
500 MSEK

Market share
SE

UK
market

Upsales current ARR 135 MSEK

24 BSEK

upsales

Resilience

- Sales effectiveness is a high priority in challenging economic times
- Our products' scalability make us attractive for clients not willing to invest in large consulting engagements which many competitors require
- 92% recurring revenue with labour index pricing clause in the majority of our contracts
- We are net cash, profitable and have zero debt
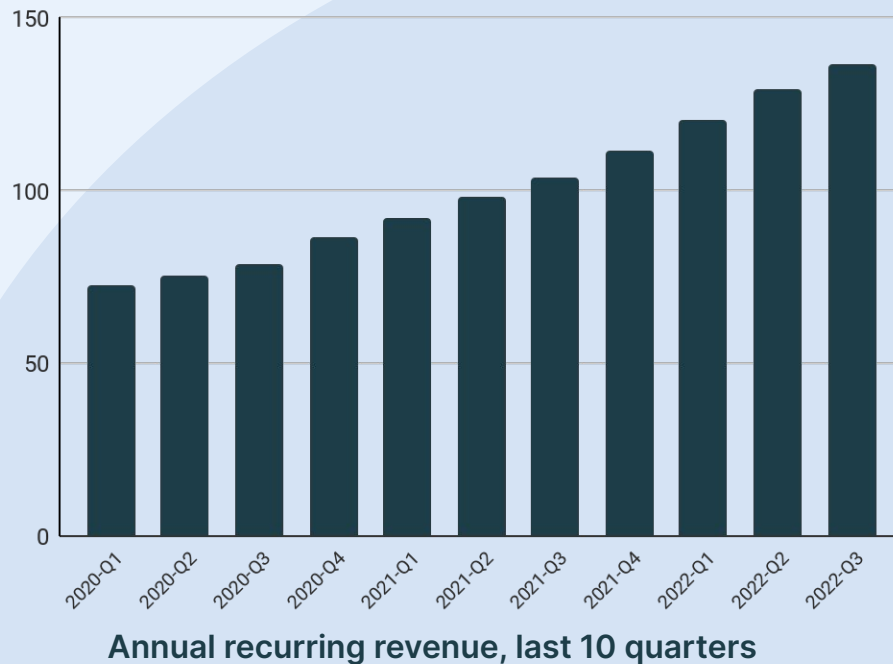
upsales

Financial highlights

upsales

ARR & REVENUE

ARR
136.3 MSEK
103.6 MSEK

ARR Changes Q2
+ 7.0 MSEK
+ 5.2 MSEK

ARR Growth
31.6 %
31.4 %

Net Sales
32.7 MSEK
22.4 MSEK

Annual recurring revenue, last 10 quarters

upsales

EBITDA
13.1 MSEK
40.2 % margin

Net income
9.0 MSEK
27.4 % margin

EBIT
11.3 MSEK
34.7 % margin

upsales

Operating cash flow
7.3 MSEK
3.4 MSEK

Net cash/net debt
48.9 MSEK
52.6 MSEK

upsales

Q&A

To submit a question, click the Q&A button at the
toolbar at the bottom of the Zoom window