

Eco ONLINE



Software for a safer workplace

Introduction to EcoOnline

March 2021

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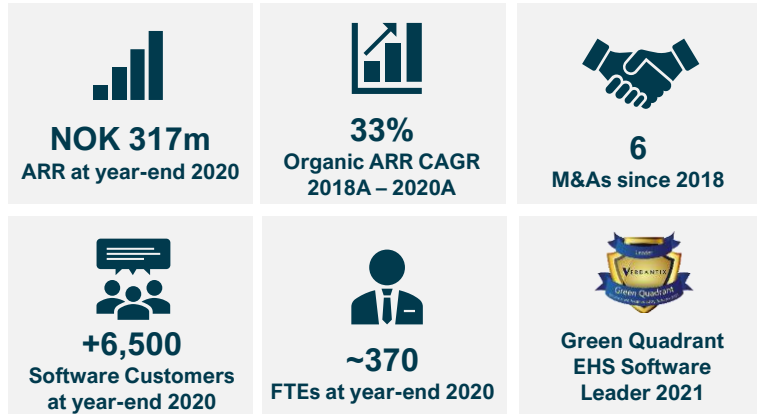
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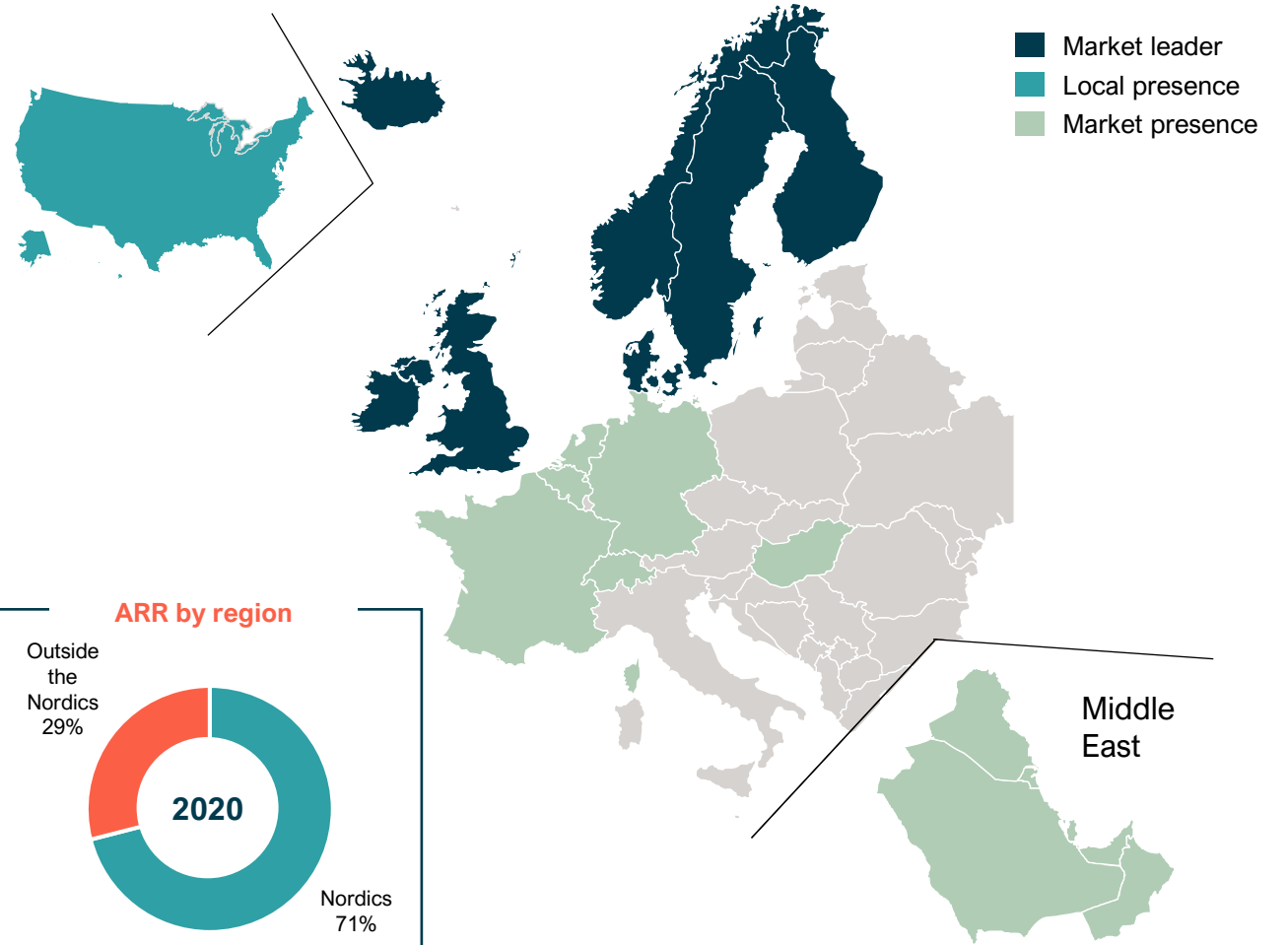
European EHSQ SaaS market leader creating safer & sustainable workplaces

-  Industry-agnostic solution
-  Large, growing and loyal customer base from enterprises to small and medium-sized businesses
-  Effective go to market model with high net retention
-  User friendly multi-tenant cloud platform architecture
-  Organisation with a common purpose – protecting people and the environment

Key facts and figures



Nordics, UK, and Ireland market leader and increasing US footprint and EU presence



EHSQ challenges have severe impact on companies and their people



Accidents, hazards and poor workplace safety are true challenges



**38,800,000
workdays lost**

workdays lost to work-related ill health and non-fatal workplace accidents in the UK in 2019/2020⁽²⁾



**3,100,000
accidents**

of reported non fatal accidents at work in the EU in 2018⁽⁴⁾



Hazardous chemicals is still a major problem, despite stringent regulations



**1,300,000
deaths**

deaths globally each year from unsound chemical management⁽¹⁾



**80%
non-compliant**

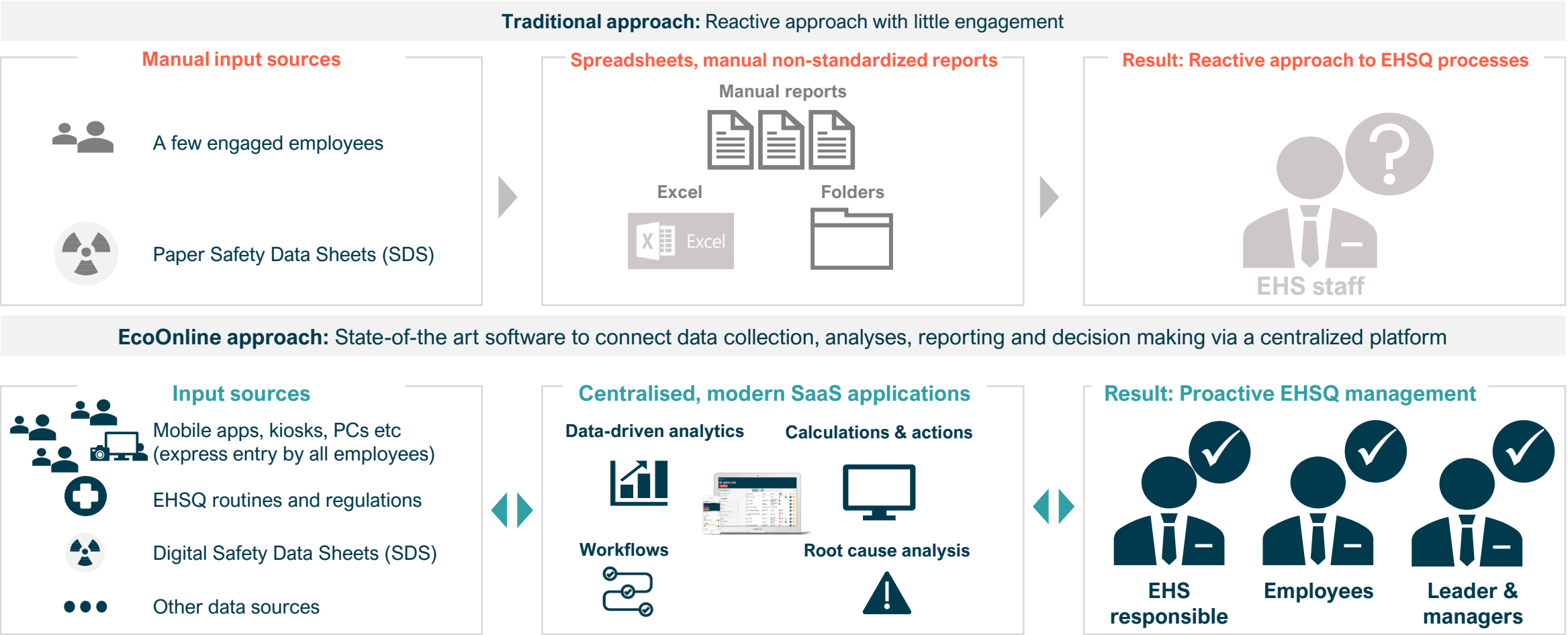
of companies were non-compliant at chemical inspection⁽³⁾

Work-related health problems results in an economic loss of **4 – 6% of GDP** for most countries⁽⁵⁾

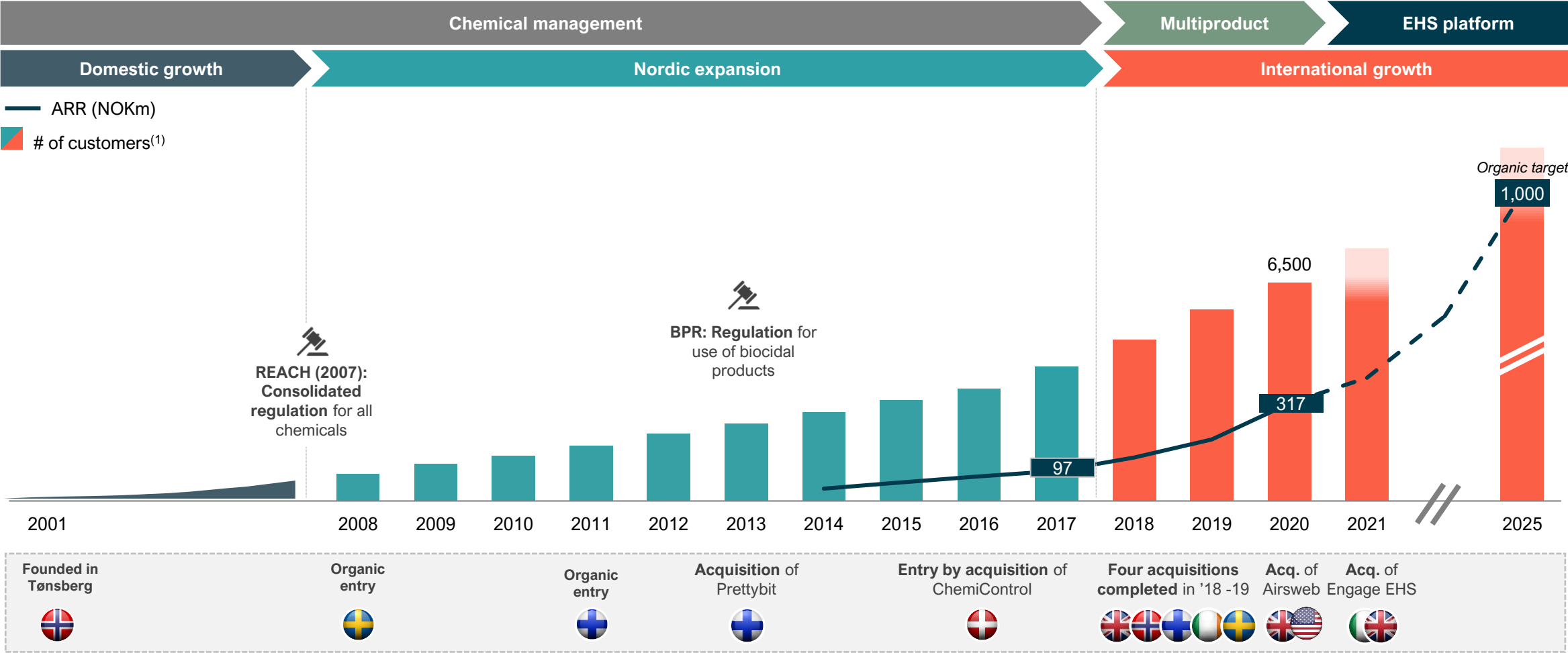


World Health
Organization

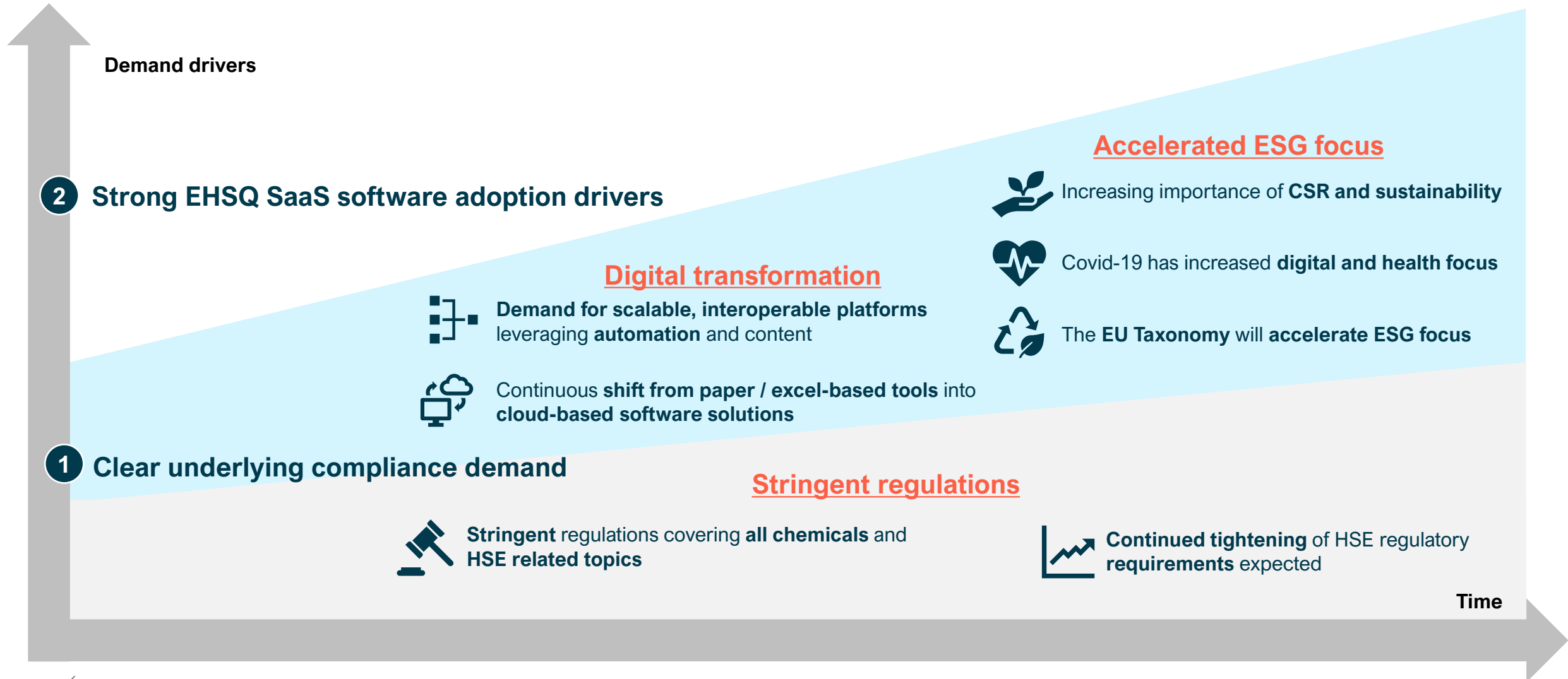
EcoOnline's B2B SaaS platform creates safer and efficient workplaces, while ensuring compliance and environmental sustainability



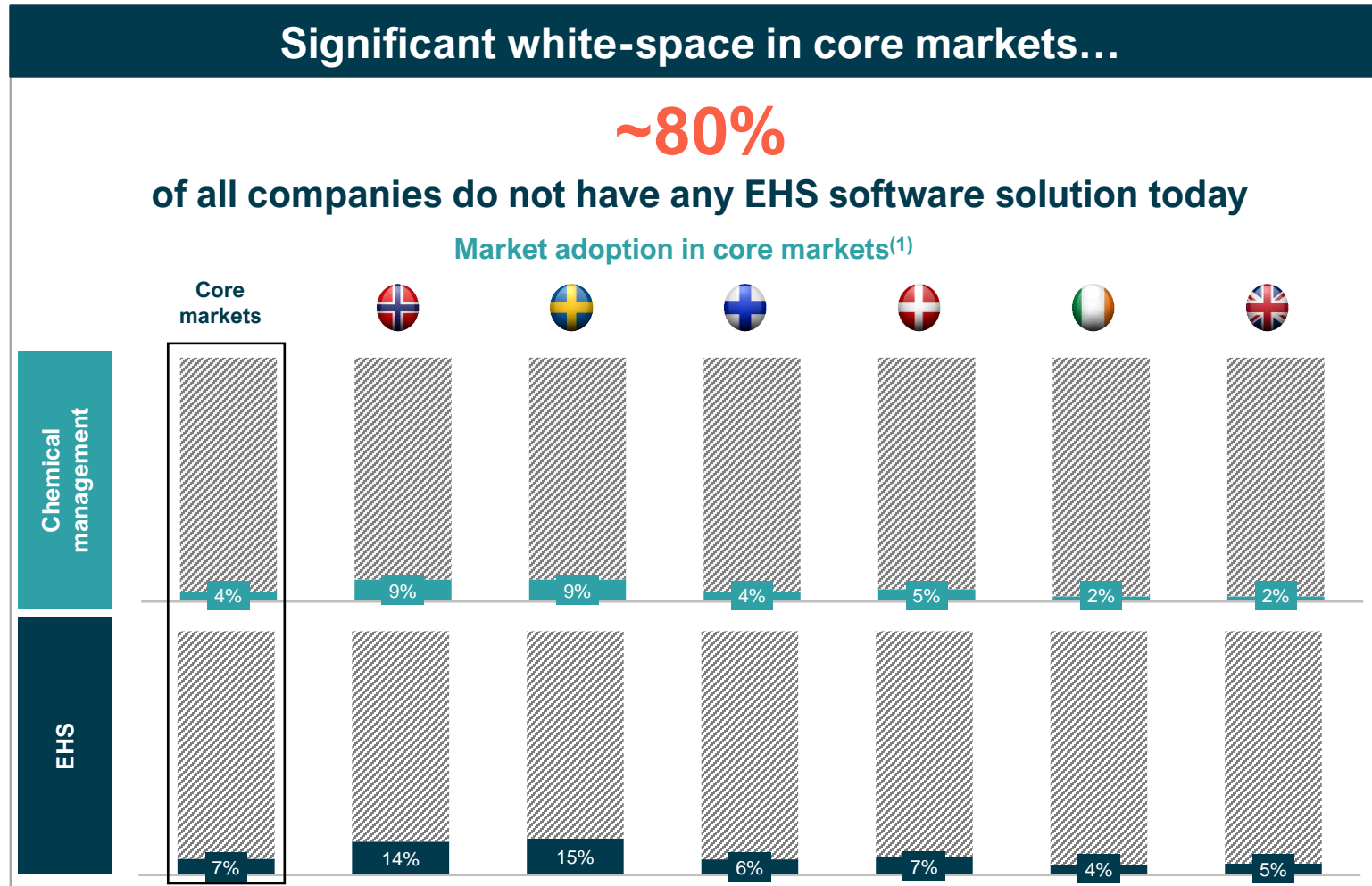
EcoOnline has grown its customer base consistently since inception, both organically and through M&A



Attractive industry with strong macro drivers and increasing underlying compliance demands...

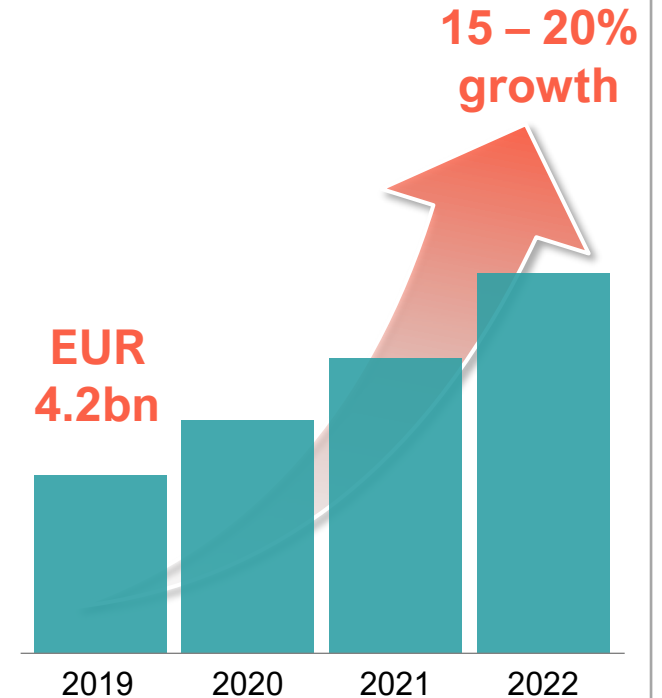


...and an untapped market provide a strong foundation for long-term growth



...providing a strong foundation
for long-term market growth

Global EHS⁽²⁾ software market 2019
Illustrative




Notes: (1) Adoption per 2019 (2) Includes the HSE software market and only selected EHS related parts of the Quality software market, i.e. Audit Management, Employee Training and Supplier Quality Management;
Source: International management consulting firm, Management estimate


Best-in-class multi-tenant cloud platform with a broad modular product suite

Core offering

Chemical Safety

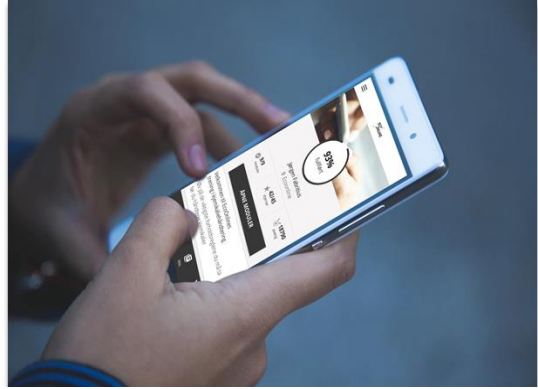


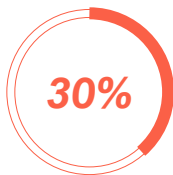
Environment, Health & Safety (EHS)



Newly added growth potential

Learning







ECOOONLINE PLATFORM

Modern multi-tenant, cloud-enabled technology platform





Proactive



Innovative



Configurable



Easy to use



Content rich



Analytics providing decision support



Best practice workflows



API first approach



Integrated

Experienced management with an impressive track-record supported by a engaged organisation with a purpose-driven corporate culture

Experienced management team enthusiastic for the next growth journey



Göran Lindö
Chief Executive Officer
Joined in 2018

20+



Morten Evensen
Chief Financial Officer
Joined in 2015

25+



Andreas Nordsjö
VP Corporate Development
Joined EcoOnline in 2018

10+



Nina A. Sofienlund
VP People & Culture
Joined in 2019

20+



Øyvind Bauer
CTO
Joined in 2004

20+



Axel Elvik
VP Product
Joined EcoOnline in 2019

10+



Espen Eide
VP New Customer Sales
Joined in 2019

20+



Pål Christian Mørken
VP CS, Nordics
Joined in 2003

20+



Mark Swithenbank
VP CS, RoW
Joined in 2009

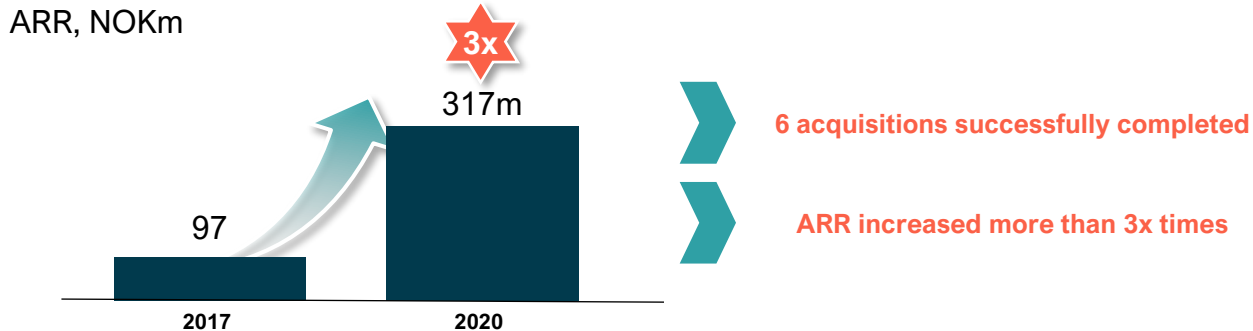
20+



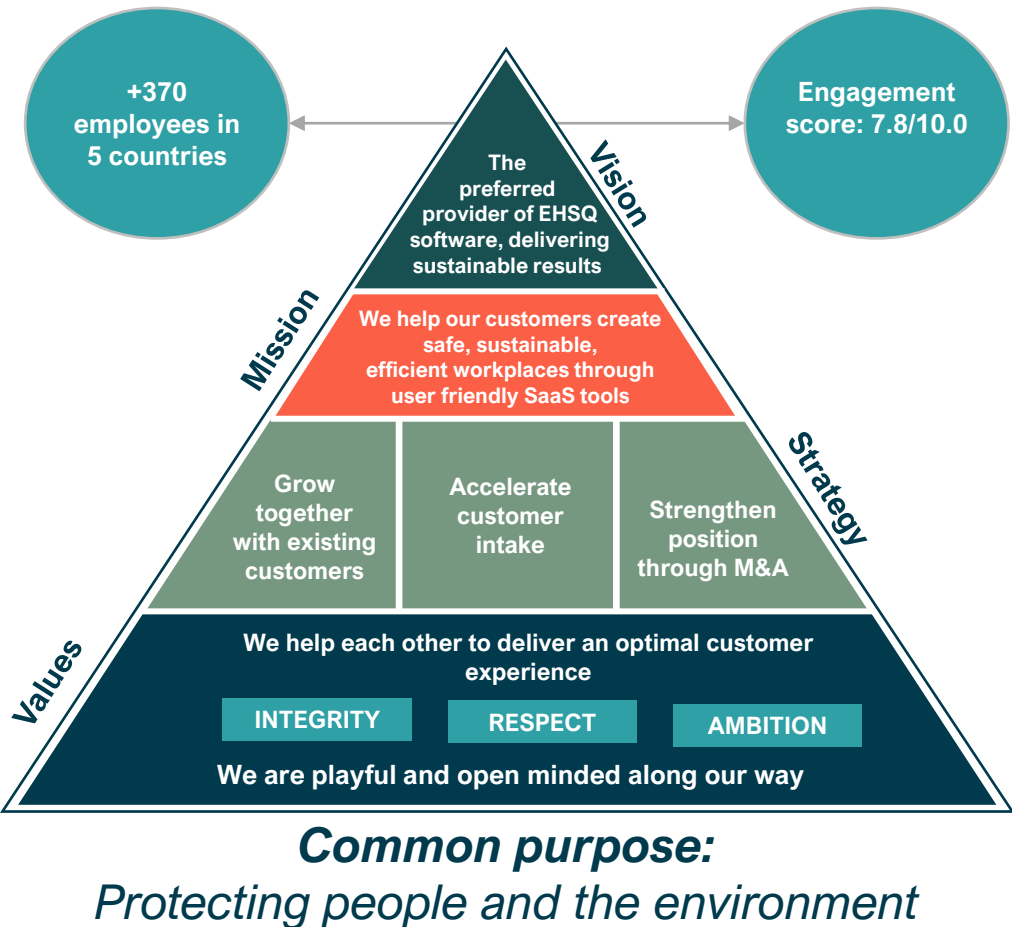
Annika Heinmetz
VP Marketing
Joined in 2020

20+

...with a demonstrated ability to deliver organic and inorganic growth



Engaged and enthusiastic organisation with a common purpose



EcoOnline has perfect conditions for the next wave of growth

EcoOnline is a purpose-driven SaaS company protecting people and the environment

1

Highly
attractive
market

Untapped market expected to grow rapidly from increased adoption and higher prices...

...driven by underlying compliance demands supported by strong tailwinds from ESG and digitalisation

2

Leading
position &
proven
capabilities

Leading position with more than 6,500 engaged customers in the Nordics, UK & Ireland and US

Exceptional growth track record with +30% organic ARR CAGR

Leading multi-tenant and content rich cloud platform with a strong customer value proposition

Experienced management with an impressive track-record supported by an engaged organization

3

Multiple long-
term growth
avenues

Multiple organic growth avenues to reach target of NOK 1bn in ARR by 2025

Proven M&A track record with further M&A roll-up upside in a fragmented market

DO

More Good

POWERED BY
ECOONLINE

