



April 2023

SoftwareOne fact sheet



Empowering companies to transform

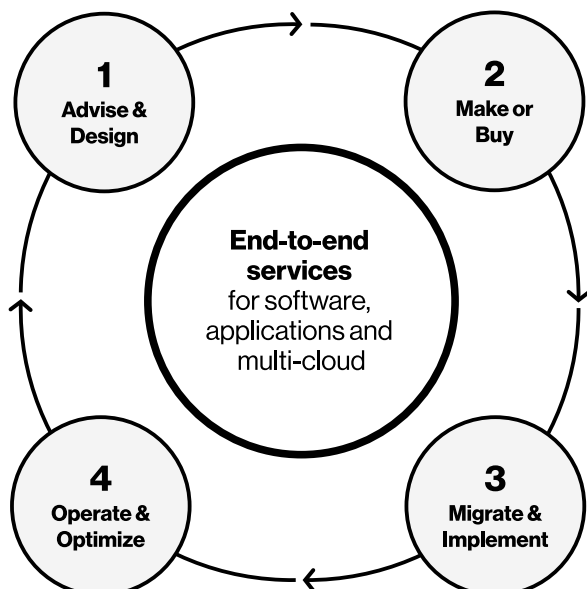
SoftwareOne is a leading global software and cloud solutions provider that is redefining how organizations build, buy and manage everything in the cloud. By helping clients to migrate and modernize their workloads and applications – and in parallel, to navigate and optimize the resulting software and cloud changes – SoftwareOne unlocks the value of technology.

The company's ~9,000 employees are driven to deliver a portfolio of 7,500 software brands with sales and delivery capabilities in 90 countries. SoftwareOne is headquartered in Stans, Switzerland and company's shares (SWON) are listed on SIX Swiss Ex-change since October 2019.

Business overview

We offer our clients an end-to-end value proposition to help them navigate complex options and implement the best IT solutions for their needs. Taking a vendor-agnostic approach, we support clients with defining their technology strategy, followed by either cloud-native application development (build) or software sourcing (buy). We also help clients efficiently migrate applications and critical workloads to their chosen cloud destination. Finally, we manage and optimise their IT estate to ensure complete transparency, manage risk and control costs.

In this way, we empower our clients to defend their business models, transform and position themselves as leaders through enhanced customer and employee experiences, improved agility and increased resilience.



Key highlights of 2022



CHF 1bn
Group revenue **14%** growth



CHF 500m
Services revenue run-rate



CHF 240m
Adjusted EBITDA **>25%** margin



4 regions
At scale with double-digit growth



8.8m
Managed cloud users supported



CHF 70m
Share buy-back announced



>9,000
FTEs



Julia Braun
Appointment to Executive Board as Chief HR Officer



Re-brand and market positioning

“Glo-cal” presence

65k

clients

7.5k

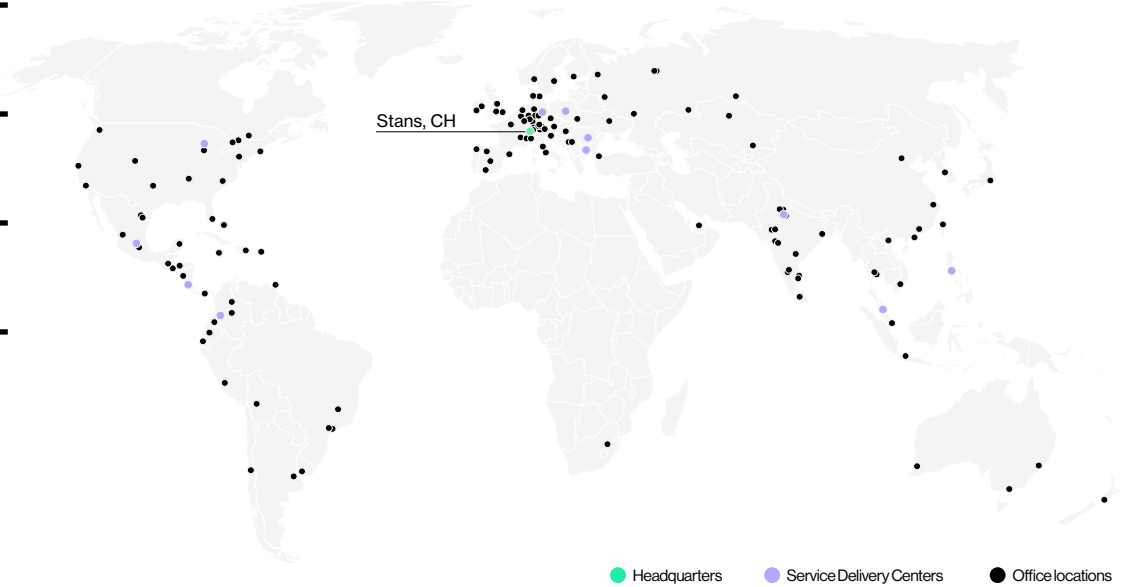
vendors

9,060

employees

90

countries



Executive Board



Brian Duffy
CEO



Rodolfo Savitzky
CFO



Julia Braun
Chief HR Officer



Neil Lomax
President of Sales



Bernd Schlotter
President of Services



Investment highlights



Strongly positioned in large and growing markets, with 'mid-teens' growth driven by structural acceleration towards digital transformation and the cloud



Globally scaled platform with end-to-end value proposition powered by digital platform PyraCloud / Goathpath and client insights



Strategy focused on growing Software & Cloud Marketplace and cross-selling Software & Cloud Services to expand share of wallet with clients and drive recurring revenue



Focus on operational excellence to redirect savings into growth, innovation and capabilities, including bolt-on acquisitions



Profitable growth, strong cash flow generation and solid balance sheet, enabling attractive shareholder returns



Unique culture based on client focus, innovation and sustainability dedicated to promoting environmental responsibility and creating an inclusive space for all

Media Relations

FGS Global, Media Relations
Telephone: +41 44 562 14 99]
press.softwareone@fgsglobal.com

Investor Relations

Anna Engvall
Telephone: +41 44 832 41 37
anna.engvall@softwareone.com

Corporate Headquarters

SoftwareOne Holding AG
Riedenmatt 4
6370 Stans - Switzerland
www.softwareone.com

CONTACT US TODAY

Find out more at
www.softwareone.com

SoftwareOne AG | Headquarters
T. +41 44 832 41 69
E. info@softwareone.com

Copyright © 2023 by SoftwareOne AG, Riedenmatt 4, CH-6370 Stans. All rights reserved.
SoftwareOne is a registered trademark of SoftwareOne AG. All other trademarks are the property of their respective owners. SoftwareOne shall not be liable for any error in this document. Liability for damages directly and indirectly associated with the supply or use of this document is excluded as far as legally permissible. © Imagery by: Adobe Stock and Getty Images.

