

Addnode Acquisition of Excitech

Frequently Asked Questions for Customers

When will the acquisition take effect?

The change is effective immediately. As of today, Addnode Group has acquired 55% of the shares in Excitech. The agreement includes a binding obligation for Addnode Group to acquire, and for the previous shareholders to sell, the remaining 45% through combined call and put options. These options will be exercised during the first half of 2020.

Who is Addnode Group?

Addnode Group is an international information technology company with 1,700 employees in 19 countries. In close collaboration with its customers it creates digital solutions that make use of software and services to build a more sustainable society. Its customers use its digital solutions to design, build and manage products, properties and infrastructure. In the public sector its digital solutions enable efficient administration and communication with citizens.

For more than 25 years, Addnode Group has actively contributed to more sustainable societies in which people, companies, authorities and organisations interact with the technology that surrounds them. Addnode Group's shares are listed on Nasdaq Stockholm.

Addnode Group conducts its operations in three divisions:

- **Design Management:** supplies software and services for architects, engineers, contractors, manufacturers, and the real estate sector. In addition, it offers a comprehensive set of BIM services that help its customers understand and adopt BIM practices. The division has a strong offer for project collaboration, property management and workplace services in the Nordics and UK. The operations are conducted in the subsidiaries Symetri, Tribia, and Service Works Global (SWG).
- **Product Lifecycle Management:** supplies software and services for simulation, design and product data information. The solutions are used for product design and more efficient development processes by collecting and managing data throughout the life of a product, from development to recycling. The division's operations are conducted by the subsidiary Technia, which is one of Europe's largest suppliers of PLM software and services.
- **Process Management:** is a leading provider of software and services to the public sector. With the help of automation and digital support, the solutions contribute to smoother document management, simplified administration and quality assured processes in the contact between authorities and citizens. The division's solutions are mainly used by the public sector in Sweden, but there is a growing business in Norway and the division also helps companies in the private sector to exploit the possibilities of digitisation in their processes.

It has 23 subsidiary companies across these 3 divisions.

Who is Symetri?

Symetri is wholly owned by Addnode Group and operates within its Design Management Division.

Founded in 1989, Symetri has a team of 300 people and is headquartered in Stockholm, Sweden. The company has 23 offices throughout Sweden, Norway, Denmark, Finland and the UK.

Over the years, Symetri has gradually developed from an expert in CAD software to a strategic business partner supporting its clients at every stage of the product or building life cycle. Symetri work with companies to tailor digital BIM, product design and lifecycle solutions to help them work smarter and do more with less. Symetri are an Autodesk Authorised Training Centre (ATC) as well as Autodesk Service Provider Premier. As a trusted partner for their customers, they constantly seek to challenge people to work smarter for a better future.

Symetri has extensive knowledge and expertise around the Autodesk portfolio, in addition to a comprehensive range of its own IP, training and support solutions. They currently support over 10,000 customers across the Nordics and UK, ranging from small independent businesses to large corporates, with a number of those operating in the manufacturing and engineering industries.

Symetri and Excitech will operate alongside each other servicing the needs of architects, engineers, construction and manufacturing professionals in the UK and Nordic regions.

The joint operations of Symetri and Excitech will after the transaction be the market leader in both the Nordics and the UK with a team of 450 people, providing solutions to more than 10,000 customers and 150,000 users.

What will happen to my licences?

You can continue to use all your licences as before. The management and support of your licences will remain with Excitech for the foreseeable future. All your contacts within the Excitech team will remain the same and be reachable in the same ways.

I have recently placed an order with Excitech, will this be fulfilled?

Yes, all existing orders will be fulfilled as agreed with Excitech.

I have a current quote from Excitech, is it still valid?

Yes, your quote is still valid. If you accept the order it will be processed by Excitech and you will be invoiced by Excitech.

Will Excitech provide me with quotes in the future?

There will be no changes to how Excitech operates for the foreseeable future. We will retain the Excitech branding, and it will be business as usual from an operational perspective.

Your usual Excitech contacts will continue to provide you with quotes, and any orders will be processed as normal.

Do I need to change the account details I use for payment?

No, you do not. You will continue to receive invoices with the Excitech logo and pay to the same bank account details you currently use. If this changes, we will notify you.

Will my terms and conditions with Excitech change?

Your terms and conditions will remain the same.

When will the branding change to Symetri?

There are no immediate plans to change Excitech's logo to that of Symetri. You may see the addition of Symetri's logo (copy below) over time. If this position changes, we will notify you.

A copy of the Symetri logo is given below for reference.



Who do I call if I need technical support?

Your Support contact details remain unchanged. If you have a Support contract and require help, please call 01992 700 188.

If I have licensing queries, who do I contact?

Please contact your account manager or our Customer Services team as normal on 01992 700 188.

Who will be my sales contact and how do I reach them?

Your sales contacts, and their contact details, will remain the same.

What will happen to current works and/or projects in progress with Excitech?

All current works and projects will be honoured and delivered by the Excitech team as agreed.

Do I need to update my licence records on my Autodesk Account to reflect this change?

No, you do not. Excitech will remain as your reseller on record on your Autodesk Account.