

DIVIO



AUTOPILOT FOR THE CLOUD

DIVIO TECHNOLOGIES AT A GLANCE

DIVIO

CHIEF EXECUTIVE OFFICER



Experience

Application Manager
Stratiteq

Head of Product Dev.
E.ON

Founder & Commercial Dir.
Amok Studios

Country Manager Sweden
Unwire

Nordic Mobile & New Business Manager
MTV Networks

ENTREPRENEURSHIP
CHANGE MGMT
SALES

Jon Levin

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RECENT DEVELOPMENTS



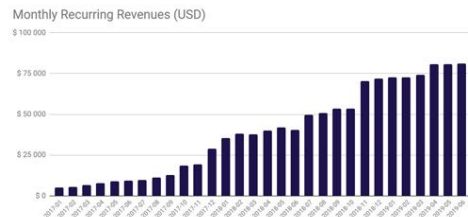
◀BREAKTHROUGH REFERENCE NOW PUBLIC

Fidelity International trusts Divio with >600M web requests annually



◀SEK 7.4M Rights issue Oct. 2019

SEK 70M raised since 2017 and invested into platform



◀RUN RATE ARR SEK >10M (2019-06)

350+ paying clients globally, <0.05% MRR churn

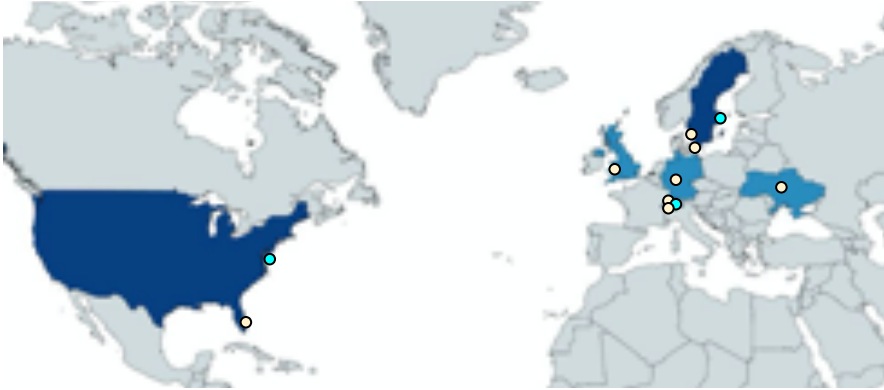


◀Direct listing planned 19Q4

Nasdaq First North Growth Market

DIVIO TECHNOLOGIES

THE CLOUD MANAGEMENT PaaS DEVELOPMENT GROUP



Divio Technologies AB (publ)
Sweden, Stockholm

100%



Divio AG
Zurich, Switzerland

100%















Divio Inc.
Delaware, United States

Combining Swiss & Swedish tech-expertise








- Distributed remote team (18 FTE)
- 10+ locations across five nations

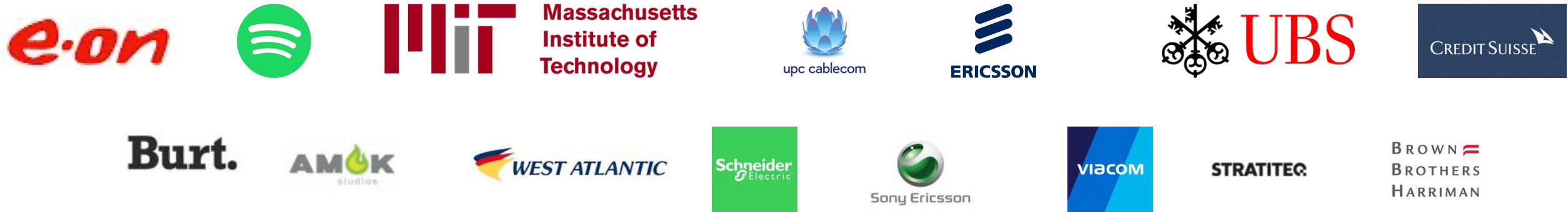


SENIOR BOARD AND ADVISORS

Marketing / Product	Technology	Corporate	Divio's Founder	Venture Capital	Technology/Sales
					
Gustav Martner President of the Board	Behzad Ardakani Board member	Måns Danielson Board member	Christian Bertschy Board member	Anders Thulin Advisor to the Company	Anette Rignér Advisor to the Company
					

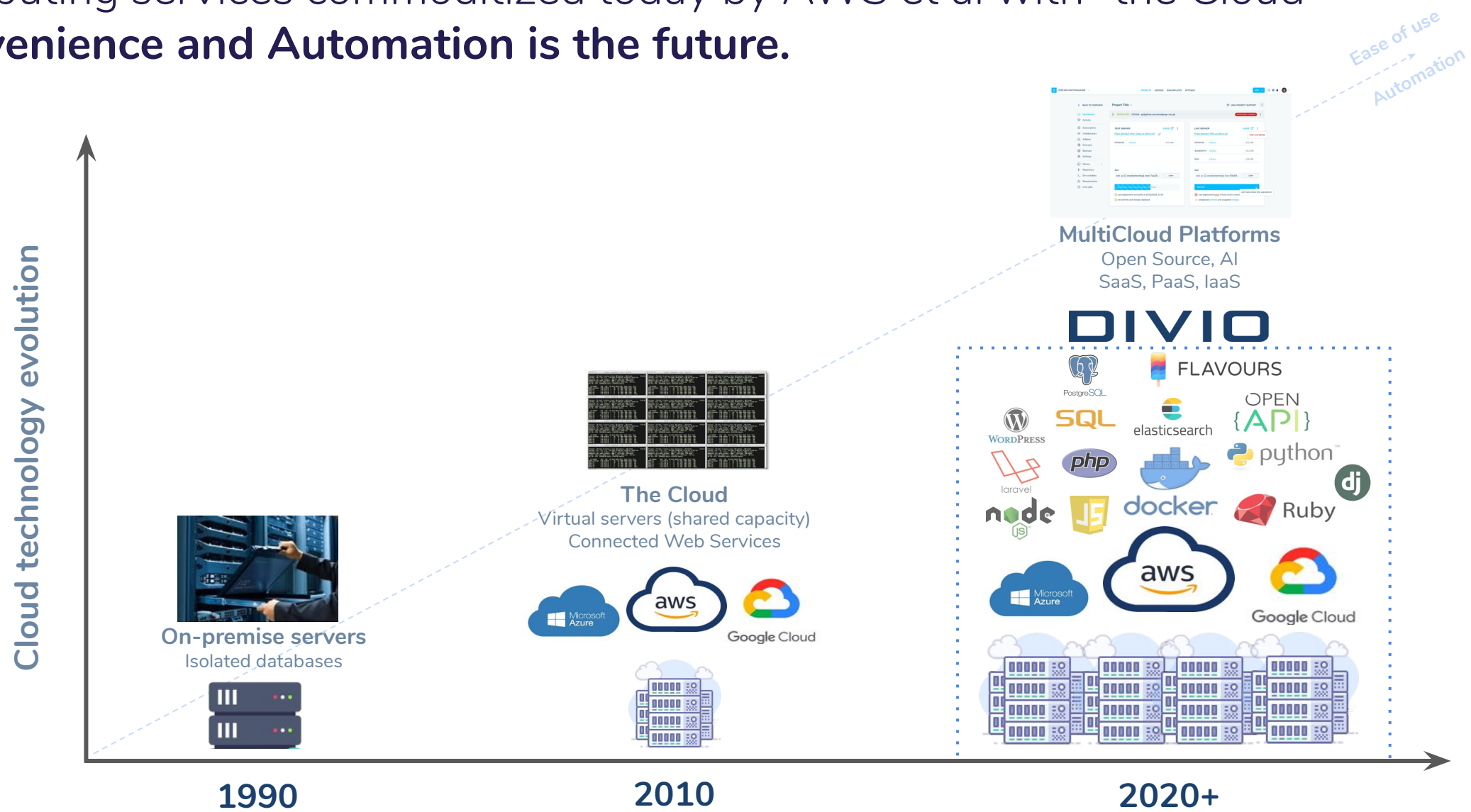
EXPERIENCED TEAM

CEO	Founder CPO	CTO	CFO	Head of Marketing	General Manager US	VP of Product
						
Jon Levin	Christian Bertschy	Jonathan Stoppani	Roderick Nilsson	Thomas Bailey	Joel Burch	Joseph Melettukunnel



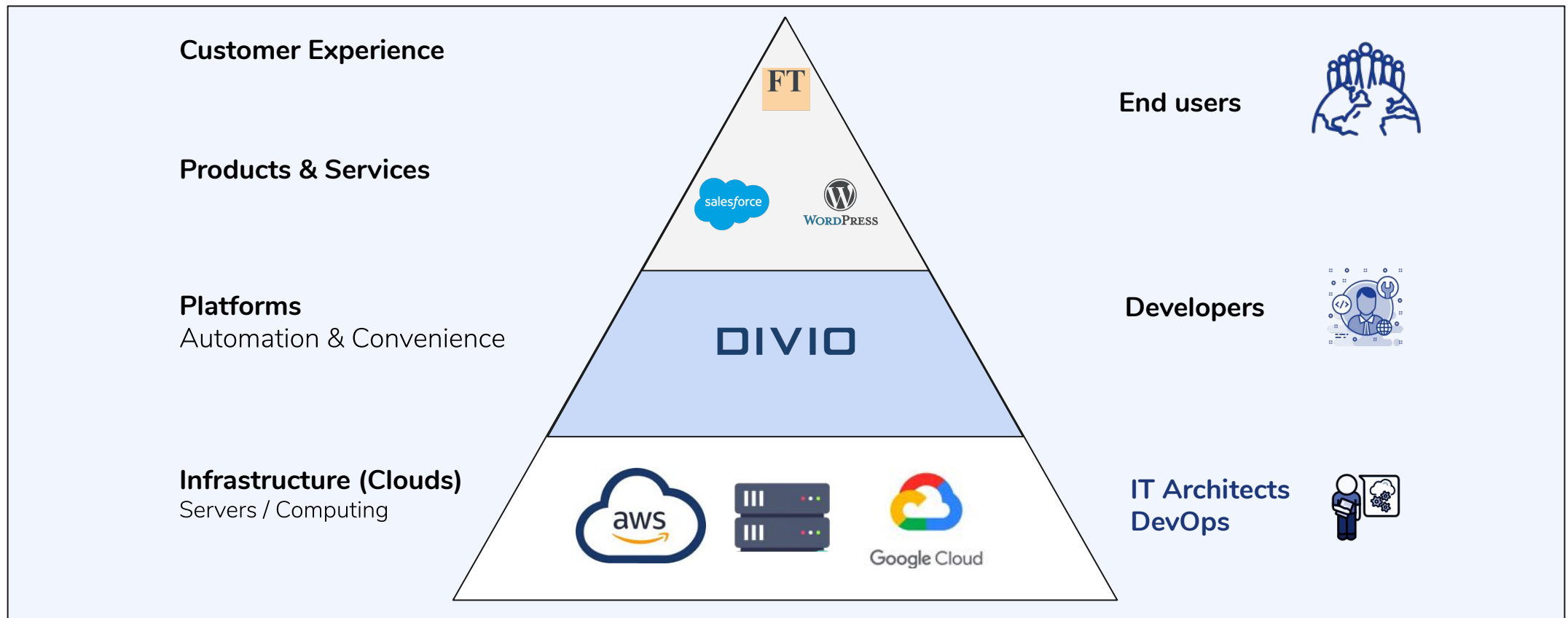
FROM BASEMENT SERVERS TO CLOUD HOSTING

Computing services commoditized today by AWS et al with “the Cloud”
Convenience and Automation is the future.



TODAY: PLATFORM AS A SERVICE (PaaS)

Simplifying development, maintenance and operation of applications in the Clouds.

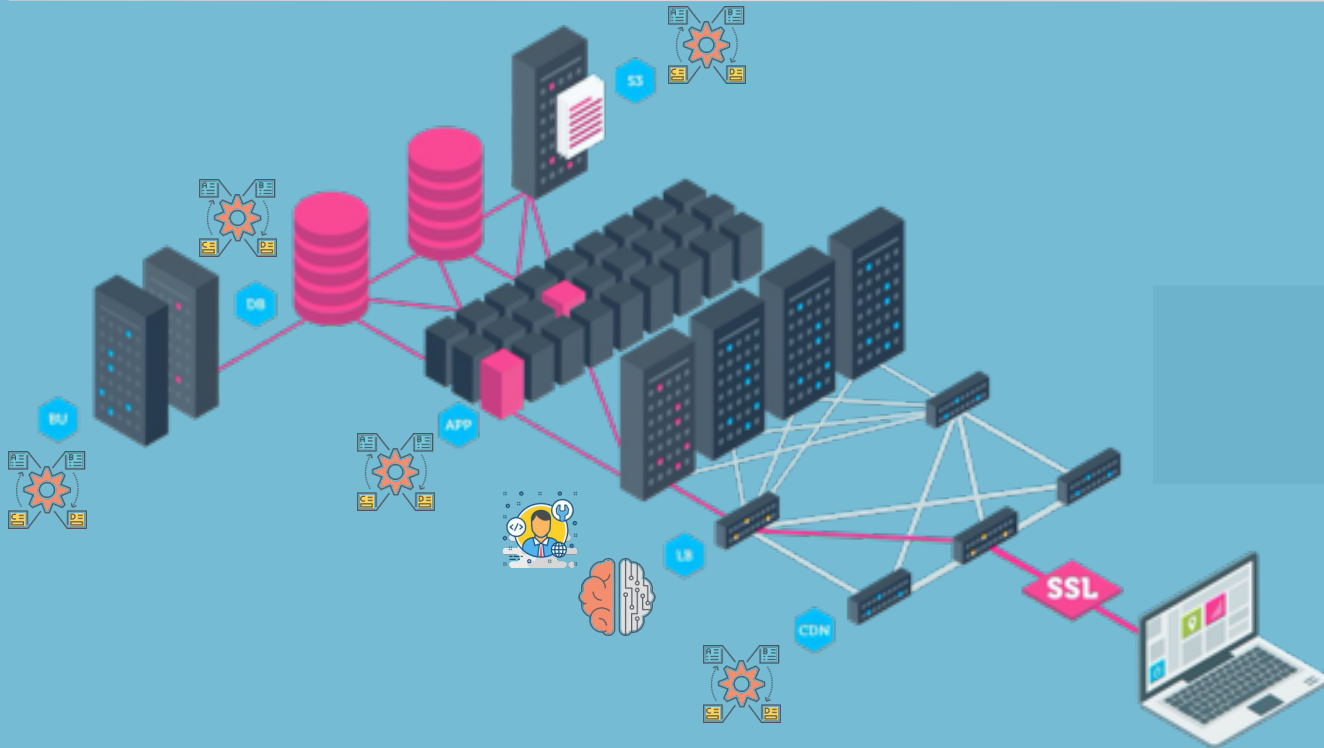


THE AUTOPILOT FOR THE CLOUD

Reducing costs and eliminating human errors through automation and AI.

DIVIO

AUTOMATED MAINTENANCE & DEPLOYMENT



DIVIO EXPERTS ON CALL FOR SUPPORT

CUSTOMERS CAN FOCUS ON

Revenue driving features
End-user experience
Cost efficiency



x Millions of users
x Millions of requests

WHY USE DIVIO?

Less cost with proven ROI through automation and AI.
Less dependencies on employees as well as cloud vendors.

Guaranteed security and reduced employee dependencies.

Multi-Cloud capability allows us to move friction free between vendors.

Divio makes sure that our **website is always up, secure and fast.**

Divio has the technology and experts to save us the need to find DevOps to manage our Clouds.

DIVIO

Automated processes, freeing up time from our senior developers.

Many enterprises (+45%) suffers from unnecessary costs arising from using the Cloud ad-hoc, relying heavily on manual recurring maintenance work done by valuable senior developers.

DIVIO LEVERAGES THE PaaS BUSINESS MODEL

Annually Recurring Revenues

- Cross-/up-sales across customer base
- High gross margins
- Very low churn

Multiple Potential Revenue Streams

Subscriptions:

- Platforms
- Service layer agreements
- Custom developments/modules
- Support levels

Consultancy & Accelerated Roadmap

FAILURES ARE COSTLY AND EVEN GIANTS FAIL

Even the largest companies have had very public and embarrassing failures due to **human error** with outdated systems, bad maintenance or lack of knowledge.



2017

Accenture had multiple storage servers that were un-secure and publicly downloadable due to wrong AWS settings.



2018

Tesla's Cloud was hijacked and used to mine cryptocurrency, exploiting a vulnerability in the company's Kubernetes cluster.



2018/2019

AWS outages account for a total of 2 weeks downtime across different regions/services.

DIVIO TECHNOLOGY SAVES UP TO 90% OF RESOURCES

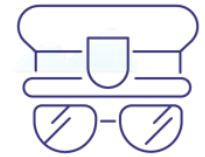
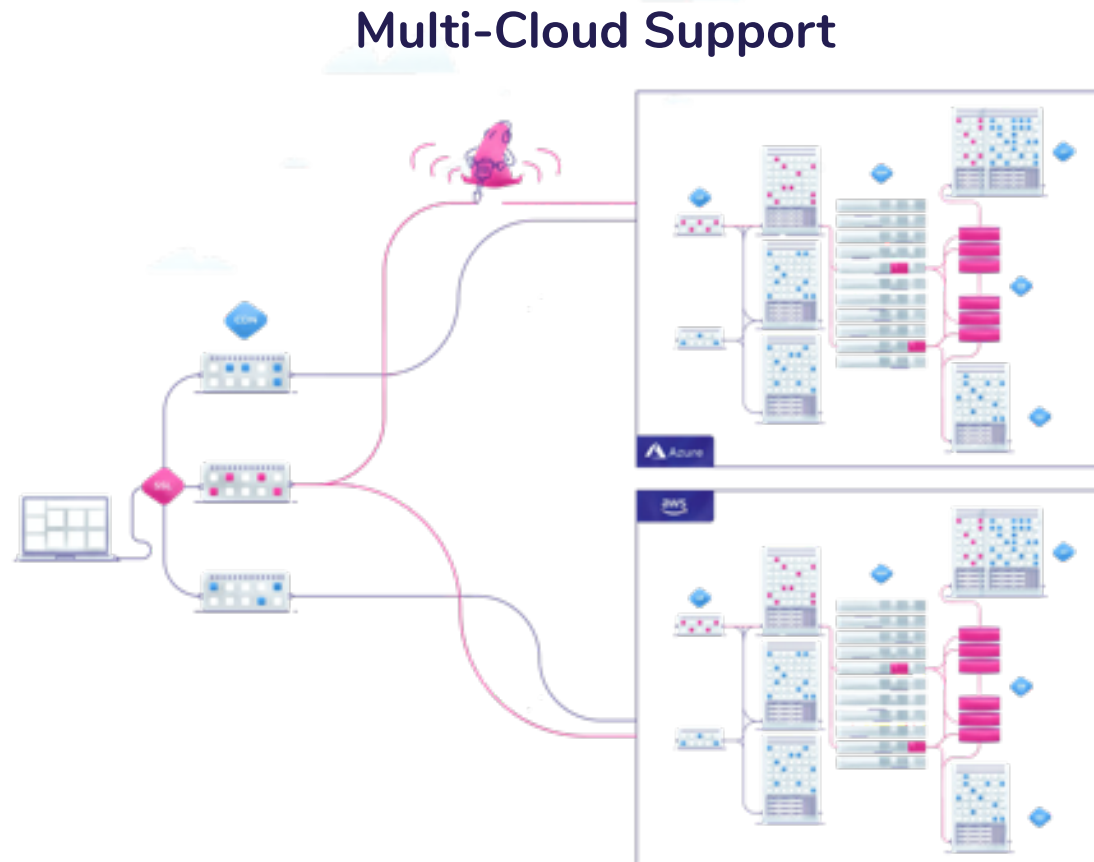
Proprietary solution that automates maintenance activities and enables a redundant multi-cloud solution.



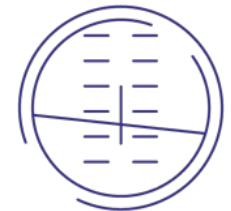
Automatic scaling



Automatic backups



Verified security



Automatic monitoring

GLOBAL BRIDGEHEAD SECURED

The high-security and redundant platform gains the trust of a global financial institution, choosing Divio to deploy their websites.



500 Domains

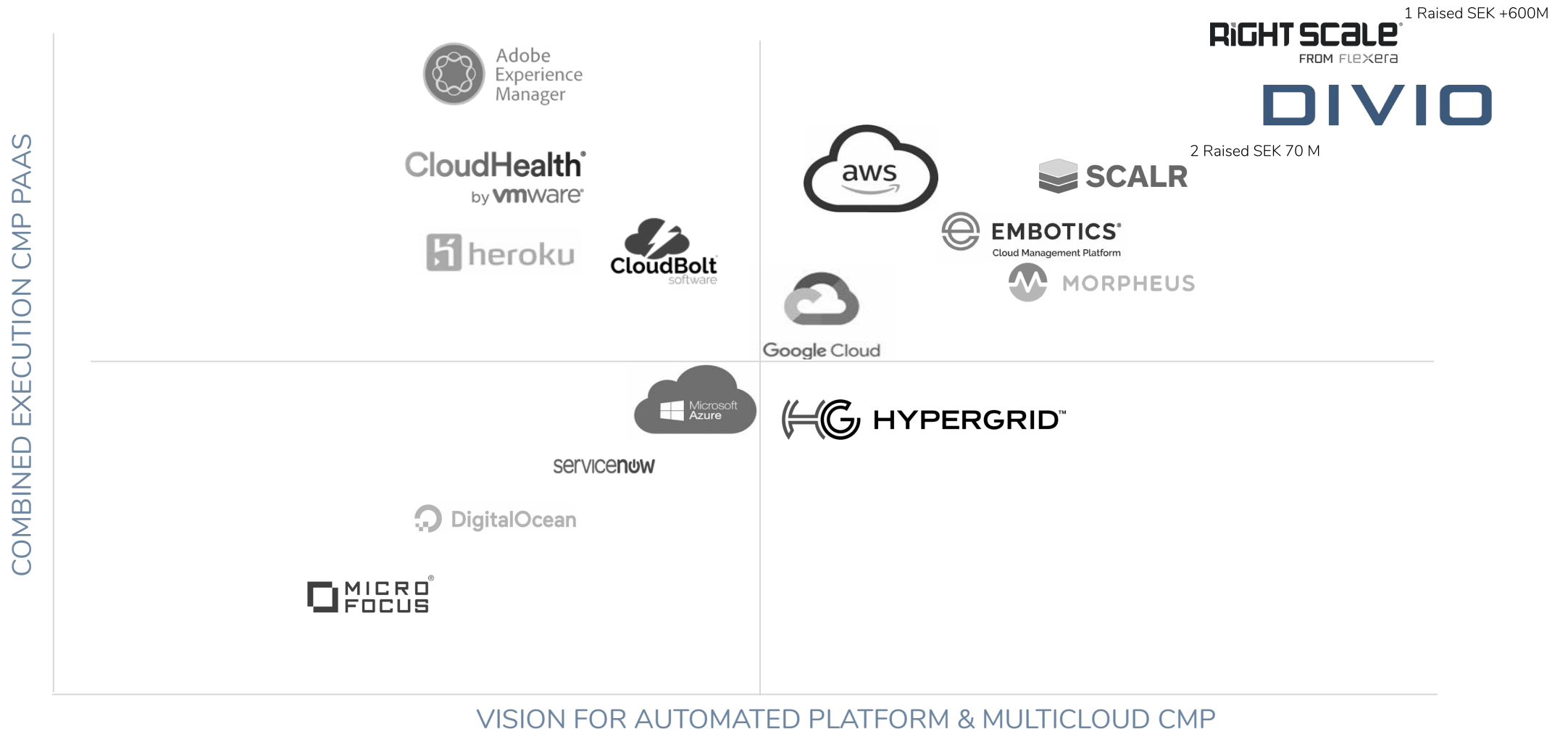
~200 developers
>15,000 deployments

>600 million web requests. p.a.

Time to market measured in seconds - not hours or days anymore.

COMPETITIVE LANDSCAPE

Demand for automation is huge and established market need is growing rapidly (~20% p.a.).



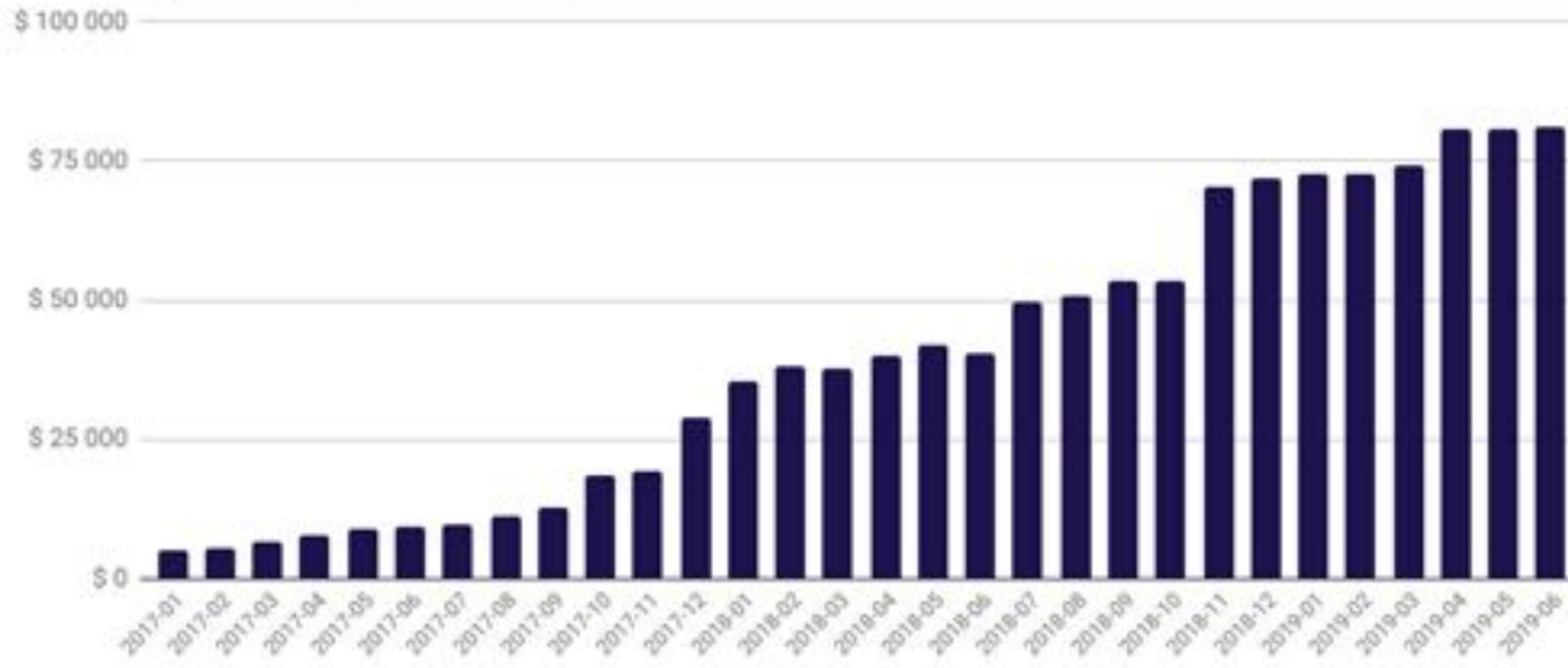
1 - RightScale raised \$62M and was sold to Flexera in 2018 for an undisclosed amount

2 - SCALR raised \$7.3M in 2016 and has an estimated revenue of \$13-17M p.a.

DIVIO IS READY TO SCALE - PROVEN TECH AND 350+ CLIENTS

Strong reference cases for accelerating growth potential.

Monthly Recurring Revenues (USD)



MRR JUN 2019

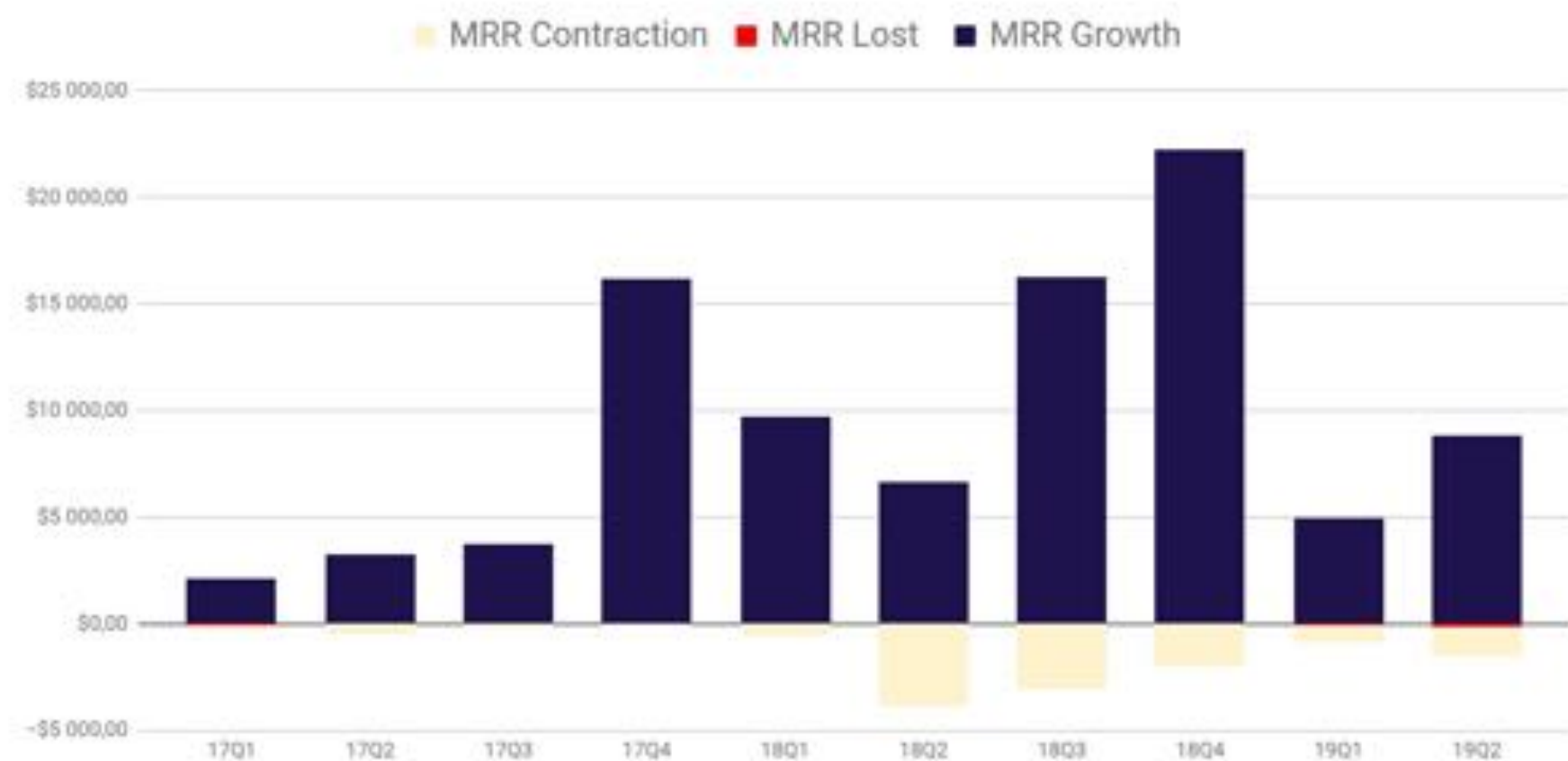
\$81k

CLIENTS JUN 2019

350+

CUSTOMERS STAY ON DIVIO'S PLATFORM

Significant brand and solution loyalty. Divio helps Customers to save cost, time and eliminate vendor-lock in with Cloud providers.



MRR CHURN <0.05%

TARGET MARKET SIZE: \$23-30 BILLION GLOBALLY

Huge potential even with a small market share and market is growing at ~20% p.a.

Platform as a Service (PaaS)

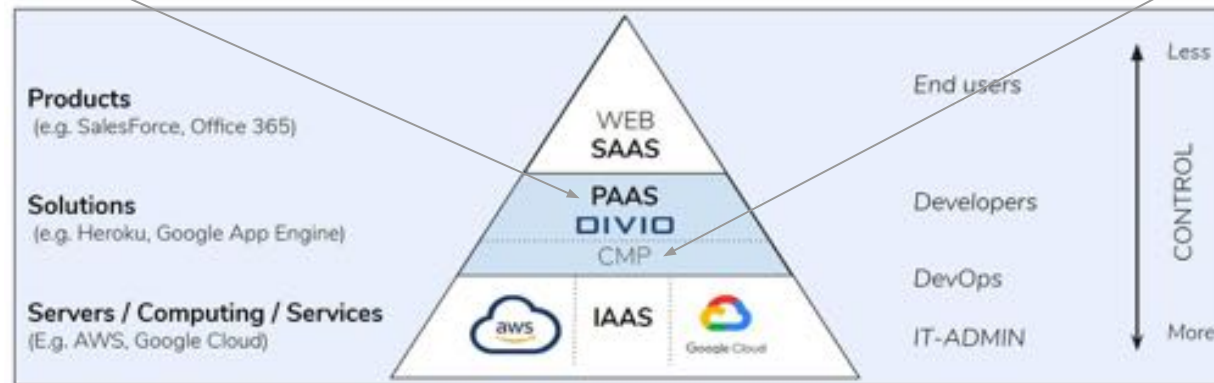
Simplifies development, running, and managing applications in the cloud.

\$ 15-20 billion¹

Cloud management platform (CMP)

Enable organisations to manage private, public and multi-cloud services and resources.

\$ 8-10 billion²



1/ [Gartner Forecasts Worldwide Public Cloud Revenue to Grow 17.5 Percent in 2019](#)

2/ [MRFR/ICT/6471-HCRR - Cloud Management Platform Market Research Report - Global Forecast till 2024](#)

DIVIO'S PLATFORM LETS CUSTOMERS RUN EVERYTHING, ANYWHERE 24/7-365

Every industry in history has gone from inaccessible to convenient.
Divio's proprietary tech is disrupting the management of Clouds.



GOING FORWARD

- Proven product and business model with recurring revenues with very low churn.
- Entering Growth phase with unique tech targeting a huge unmet market need.
- Listing at Nasdaq First North Growth Market planned 19Q4.

DIVIO - THE AUTOPILOT FOR THE CLOUD

Divio Technologies AB (Publ) is the Cloud Management Software development group behind the Divio platform that simplifies cloud hosting, deployment and development via a proprietary PaaS solution. The Platform allows enterprises to significantly reduce cost, time to market and decreases employee as well as cloud vendor dependencies.

Subscribe to news and future updates on www.divio.com

Run everything, anywhere.

THANK YOU FOR YOUR TIME!

Any questions?

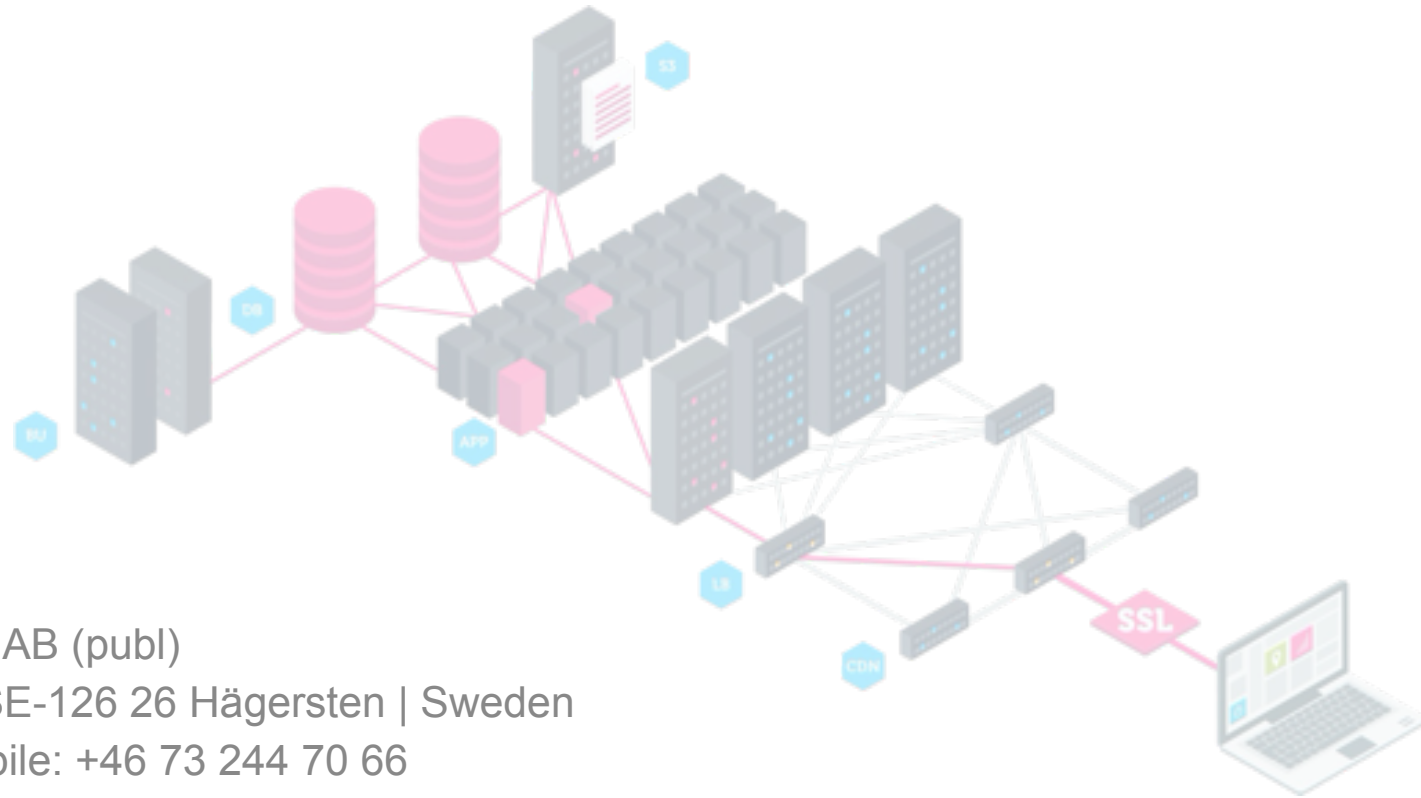


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Appendix

Profit and Loss & Cash Flow (2019H1)

All figures KSEK

Divio Group

Profit and loss

Jan-Jun 2019

Net sales	5,868
Capitalised development	2,236
Other revenue	0
Total revenue	8,104
Cost of goods sold	-1,053
Other external costs	-6,067
Personnel	-9,098
Depreciation / Amortization	-2,029
Other operating costs	0
Operating profit	-10,143
Net financial items	36
Allocations	0
Earning before tax	-10,107
Taxes on earnings	-77
Profit for the period	-10,185

All figures KSEK

Divio Group

Cash flow

Jan-Jun 2019

Operating profit	-10,143
Depreciation	2,029
Changes in operating receivables	760
Changes in operating liabilities	-533
Cash flow from operating activities	-7,886
Activated development costs	-2,236
Investments in other material assets	12
Cash flow from investing activities	-2,224
Rights issue	21,255
Investments in other immaterial assets	815
Repayment of loans	-4,013
Cash flow from financing activities	18,057

N.B. unaudited consolidated report, Depreciation model: Software: 5y, Furnitures: 5y, IT, Computers: 3y

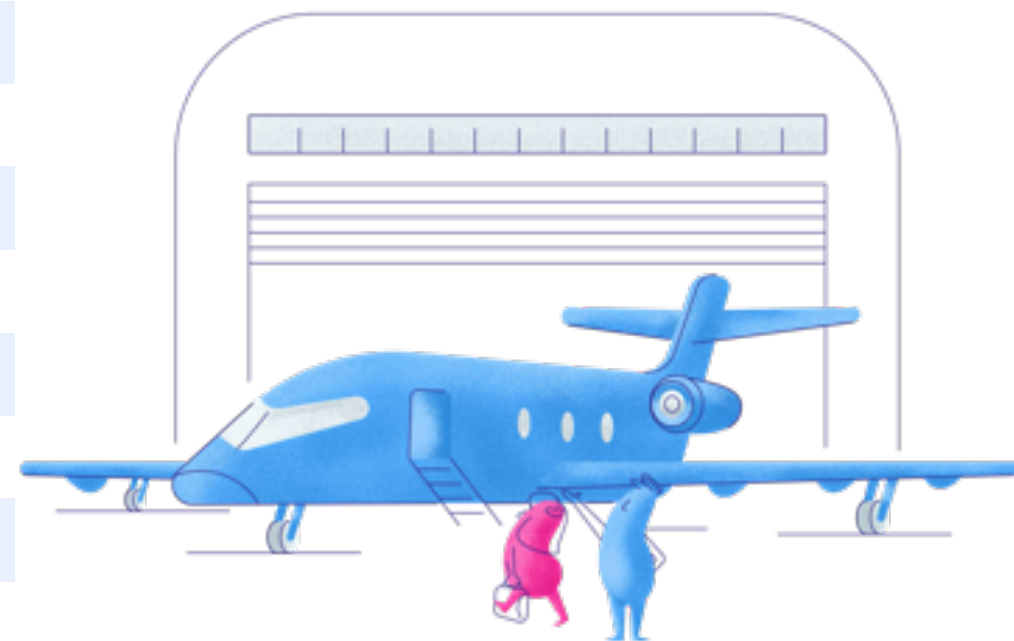
Balance Sheet (2019-06-30)

All figures KSEK	Divio Group	KSEK	Divio Group
Assets	2019-06-30	Equity and liabilities	2019-06-30
Total intangible fixed assets	14,288	Equity	20,151
Total tangible fixed assets	139	Reserves	164
Total financial assets	401	Current liabilities	
Total fixed assets	14,829	Trade payables	898
Total current assets	1,287	Other current liabilities	5,598
Cash and cash equivalents	10,695	Total current liabilities	6,497
Total assets	26,811	Total Equity and liabilities	26,811

MAJOR SHAREHOLDERS

(69 % of capital / 73% of votes)

Shareholder	Capital	Voting
CHRISTIAN BERTSCHY (FOUNDER)	15.4%	26.7%
VIMPU INTRESSETER AB	12.1%	10.5%
BROOMHILDA AB	10,9%	9,5%
VENTURE HOLDING SARL, SPF	5,2%	4,5%
BLASIEHOLMEN INVESTMENT GROUP	5,0%	4,3%
JOHAN SALÉN	4,5%	3,9%
FÅRÖ CAPITAL AB	4,5%	3,9%
ALARIK FÖRVALTNING AB	4,0%	3,4%
PALMSTIERNA INVEST AB	3,8%	3,3%
GRYNINGSKUST HOLDING AB	3,5%	3,0%

**Board, mgmt and team votes ~38%**

(2019-11) Total of 43 989 186 shares issued, whereof 750 000 A-class (10x voting)