

Nedap Capital Markets Day 2024

Nedap leverages digital twin technology to drive growth

Focus on key markets Healthcare, Livestock, Retail and Security

Groenlo, the Netherlands, 7 November 2024, 07:00 CET.

Key points

- Leading digital twin technology company, strong position in four growth markets
- Growth through create & scale strategy, based on solid customer relationships and broad expertise
- Annual recurring revenue from SaaS-solutions in key markets reaches €100M milestone in 2024
- Financial objectives 2025-2028:
 - high single-digit organic revenue growth
 - operating margin, excluding one-off items, growing towards mid-teens range
 - return on invested capital (ROIC) of at least 30%

Today, Nedap presents an update of its Step Up! strategy and provides guidance for 2025-2028. The core of this update is Nedap's focus on digital twin technology, solidifying its leadership position in four key markets: Healthcare, Livestock, Retail and Security. With Nedap's create & scale growth strategy, the company aims to capitalize on growth opportunities in these markets in the coming years, ensuring sustainable growth and strengthening its market position. This year the company has reached an important milestone with annual recurring revenue exceeding €100 million, reflecting the relevance of its SaaS-offerings.

Leading Digital Twin Technology company

Ruben Wegman, CEO of Nedap, comments: "Today, we present the latest release of Nedap as the leading digital twin technology company in four key markets. With decades of experience and deep technological expertise, we have a proven track record of creating value for our customers. Through our create & scale growth strategy, we focus on organic growth. This strategy enables us to continually innovate, develop, and generate long-term value, helping our customers seize opportunities and overcome challenges in their industries caused by technological developments, sustainability standards, staff shortages and increasing compliance demands."

Create & scale growth strategy

Nedap's create & scale growth strategy aims to drive organic growth by combining Nedap's broad expertise into a structured growth framework, improving time and cost to market for new solutions. The strategy is built on three pillars: a structured approach for creating and scaling solutions; leveraging paradigm shifts to gain a leading market position; and driving growth through market leadership to create value for both new and existing customers. Being able to apply decades of experience in multiple markets has proven to be essential factor in establishing leading positions in the four key markets.

Financial objectives 2025-2028

During the Capital Markets Day at its campus in Groenlo, Nedap announces the following financial objectives for the period 2025-2028:

- high-single digit, organic revenue growth
- operating margin, excluding one-off items, growing towards mid-teens range
- ROIC of at least 30%

Presentations and live recording

Presentations for the Capital Markets Day will be available on the company's website prior to the event. The event itself will be recorded and the recording will be published on our website afterwards.

For further information, please visit the [Capital Markets Day webpage](#).

About Nedap N.V.

Nedap is a leader in Digital Twin Technology, bridging the physical and digital worlds in Healthcare, Livestock, Retail and Security. Through our Technology for Life philosophy, we create sustainable, forward-thinking solutions that help people and organizations succeed in an ever-changing world.

Nedap N.V. has a workforce of over 1,000 employees and operates on a global scale. The company was founded in 1929 and has been listed on Euronext Amsterdam since 1947. Its headquarters is located in Groenlo, the Netherlands.

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Disclaimer

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Nedap cannot be required to update the forward-looking statements contained in this document or held responsible for doing so, regardless of whether they are related to new information, future events or suchlike, unless Nedap is required to do so by law.