



Q1

Quarterly Report 2022

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Annualized Repeatable Revenue growing 28% to reach € 1 744m

Continued high M&A activity with 15 acquisitions completed during the quarter

Key Figures

Continuing operations (EUR in millions)	First quarter		Growth	Year
	2022 Actual	2021 Actual		2021 Actual
Revenue	579	491	17,8 %	2 081
EBITDA	143	134	6,0 %	590
<i>EBITDA margin</i>	<i>24,6 %</i>	<i>27,3 %</i>		<i>28,3 %</i>
EBITA	127	115	10,0 %	505
EBIT	59	47	26,8 %	221
Net profit	33	19	70,9 %	81
Operational cash flow (after tax)	228	210	8,3 %	497

Highlights, first quarter 2022

- Revenue of EUR 579 million, growing 18%
- EBITDA of EUR 143 million, an increase of 6%
- Annualized Repeatable Revenue grew to EUR 1 744 million, a year-on-year growth of 28%
- 81% of Visma's total revenues are now coming from cloud software and related services. SaaS remains a key driver of revenue growth with SaaS subscription and transaction revenues combined growing 27% Y-o-Y.
- Continued high M&A activity with 15 acquisitions completed during the last quarter with an annual revenue of € 35m (pro-forma).
- The monthly level of invoices produced in Visma software reached 18,1m with the average number of monthly payslips to surpass 10,3 million

Comments on the first quarter

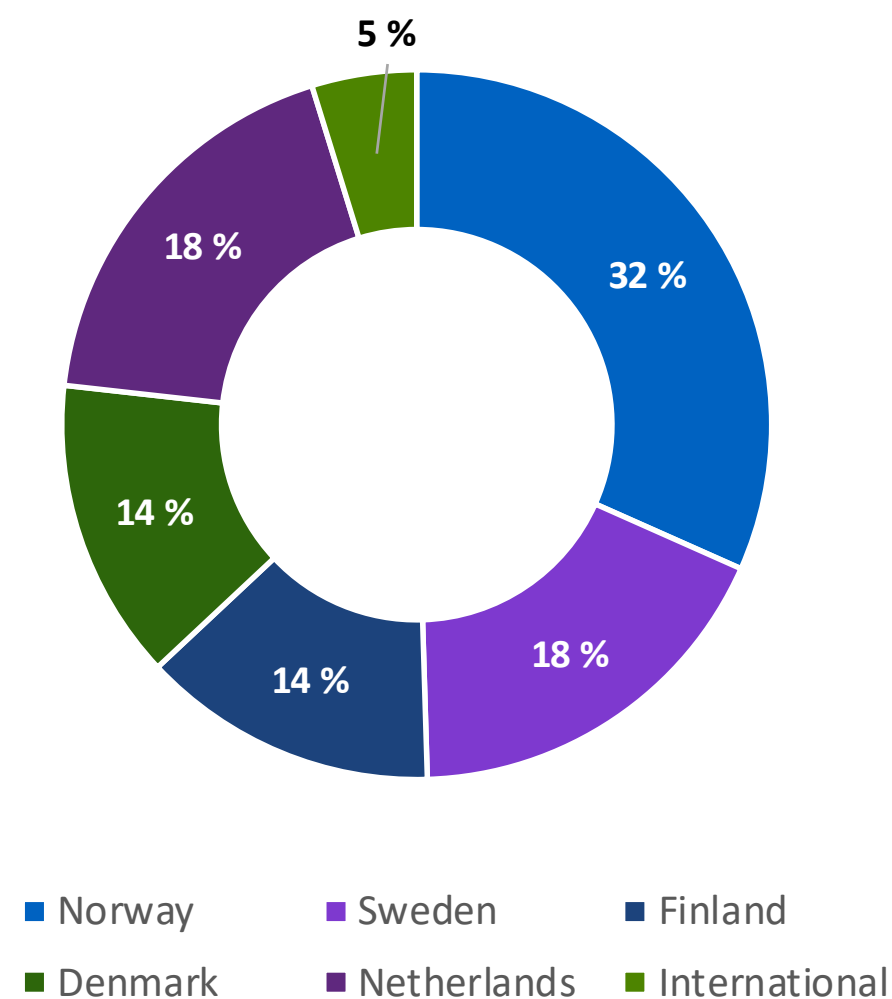
The first quarter saw continued growth for Visma on both top and bottom line. Total revenue was EUR 579m, a growth of 17,8% while EBITDA grew 6,0% to reach EUR 143m

All of Visma's four core business areas delivered double digit growth in the first quarter. The Nordics is Visma's largest business area with revenues of EUR 331,3m growing 19,1% over the first quarter 2021. Benelux generated revenues of EUR 95,2m which is 17,6% growth. Custom Solutions had 13,0% growth and reached EUR 107,3m in revenues while the strongest growth was seen in the geographical expansion areas where revenue growth was 59,3% with quarter revenues reaching EUR 20,2m.

During the quarter, Visma has increased the R&D and marketing spend to further boost growth in our core SaaS offering. Comparing the first quarter 2022 to the first quarter of 2021, there is a slight margin contraction caused by an increase in travel and social activities after the removal of Covid restrictions in our core markets combined with the strong wage inflation and price increases currently seen globally. Visma is currently reviewing our prices and will adjust these as appropriate in response to the high inflation.

The M&A activity remained high during the first quarter and Visma completed 15 acquisitions. Among the acquisitions were the Danish KYC/AML platform provider Creditro as well as the Dutch invoice management company Lyanthe. Further notable mentions were the Dutch leading European HR tech onboarding solution Appical and the Norwegian software provider Momentum adding to a rapidly growing local government software portfolio. During the quarter, Visma also entered into an agreement to acquire the innovative cloud accounting provider Bokio, a transaction that is expected to close during the second quarter of 2022.

Sales by geography (1st Quarter)



Financial review - Group

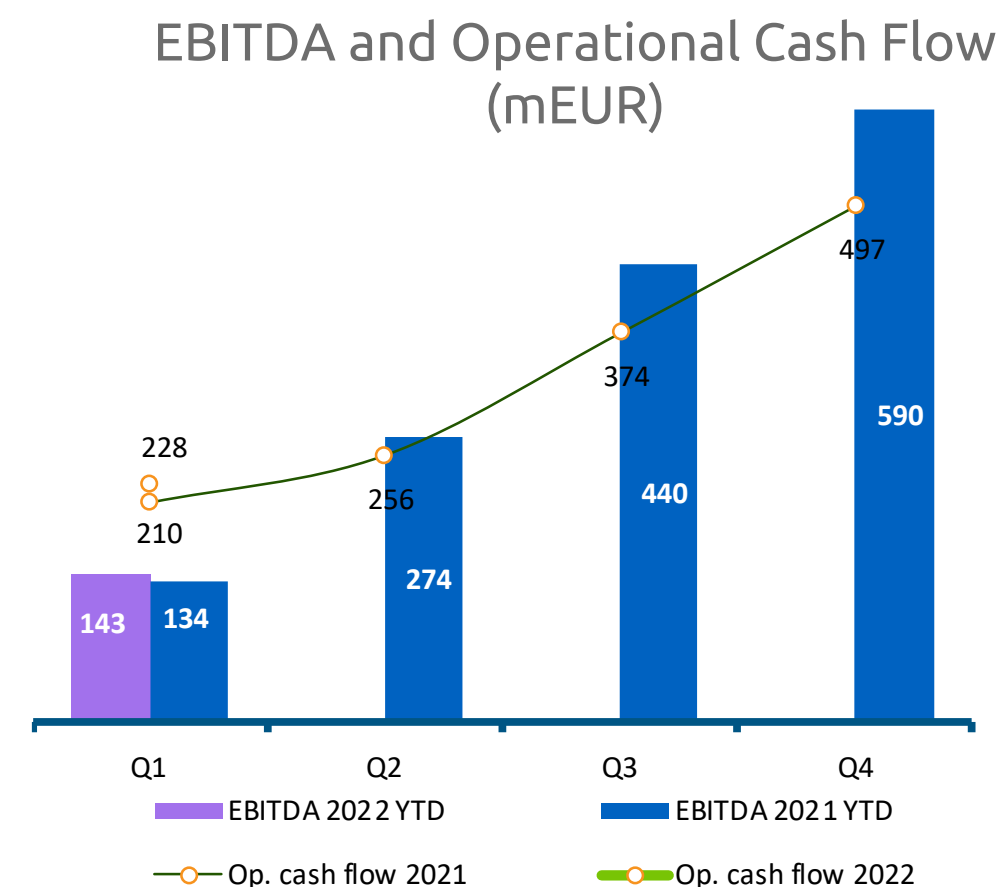
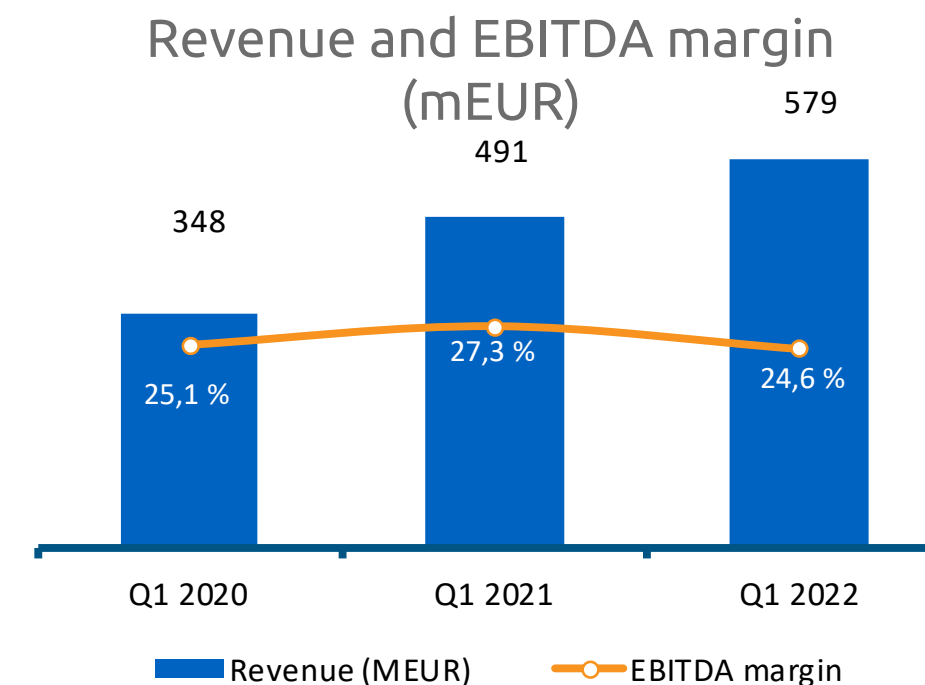
(First quarter 2021 in brackets)

Revenue amounted to EUR 579 million (491) and EBITDA to EUR 143 million (134) in the first quarter of 2022. Revenue increased 17,8% while EBITDA increased by 6,0% over Q1 2021. EBITDA is growing slower than revenue due to acquired companies having slightly lower margin than Visma average combined with additional investments in R&D and marketing during Q1.

Group EBIT amounted to EUR 59,0 million in the first quarter (47) which is a growth of 26,8%. Net financial items were -33,4 million (-21,8). Consequently, profit before taxes was EUR 25,9 million (25,1). Taxes amounted to EUR 5,7 million (5,6), and net income from continuing operations resulted in EUR 20,1 million (19,4) in the first quarter.

Cash flow from continuing operations after tax amounted to EUR 227,7 million (210,2). Cash flow from investments, which are fixed assets, software R&D and investments in acquired businesses, was EUR -152,4 million (-174,2). At the end of the first quarter, the cash position of Visma was EUR 1 058 million (975,5).

Equity amounted to EUR 1 469,9 million (1 332,7), corresponding to an equity ratio of 24,4% (24,9%). Long term interest bearing debt amounted to EUR 2 713 million (2 421). The debt-facilities have maturity dates in the 4th quarter 2025.



Comments on selected KPIS

A key driver of growth and customer demand for Visma is SaaS products that can automate mission critical business processes. This trend has been seen over the past couple of years with accelerating force. Visma's SaaS subscriptions and transactions revenues combined grew 27% to reach EUR 326 million during the first quarter

The growth in Annualized Repeatable Revenue remains strong at 28%. The ARR base is now EUR 1 744m. Solid organic growth is fueled by a focus on acquiring businesses with a high degree of repeatable revenues.

Visma has more than 1 260 000 customers. New customers almost exclusively choose SaaS solutions and Visma also see several existing customers choosing to upgrade their systems to reap the benefits offered by modern cloud software. As a result SaaS customer contracts is growing 20,2% Y-o-Y.

The LTM average number of monthly invoices generated across Visma's various solutions reached 18,1 million in Q1 while we processed 10 million monthly payslips through our payroll software.

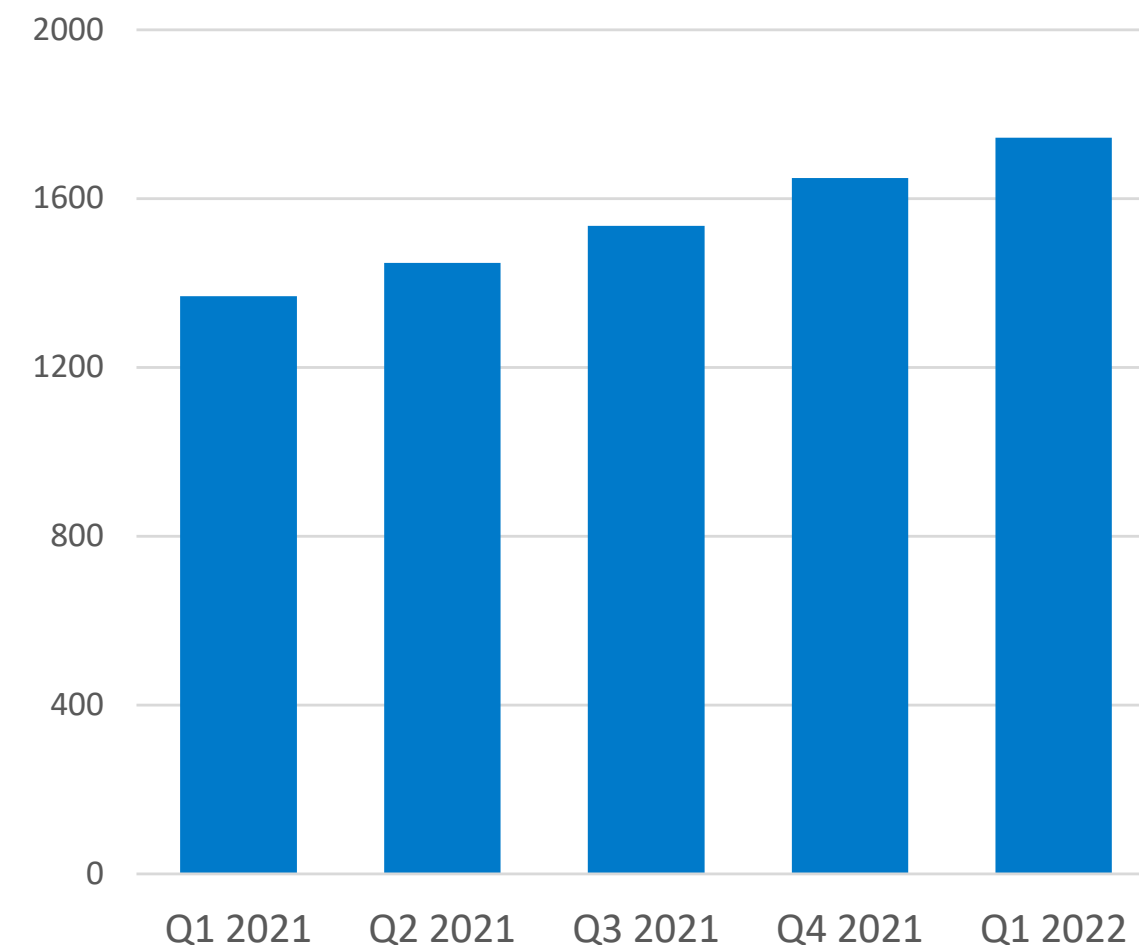
10 300 000

Number of monthly payslips
(LTM avg)

18 100 000

Number of monthly e-Invoices sent through Visma e-Invoicing hubs
(LTM avg)

Annualized Repeatable Revenue (ARR)



EUR 1 744m
Annualized Repeatable Revenue
+ 28% YoY

Market outlook

The world is seeing quite some turmoil in the first quarter of 2022. While most of Visma's core markets have removed most or all covid restrictions, the pandemic is still causing global supply chain disruptions. The global political situation is tense after the Russian invasion of Ukraine, a situation that is likely to have a negative impact on the European economies and have increased prices of energy as well as food significantly. Overall, inflation is rising with interest rates also coming up.

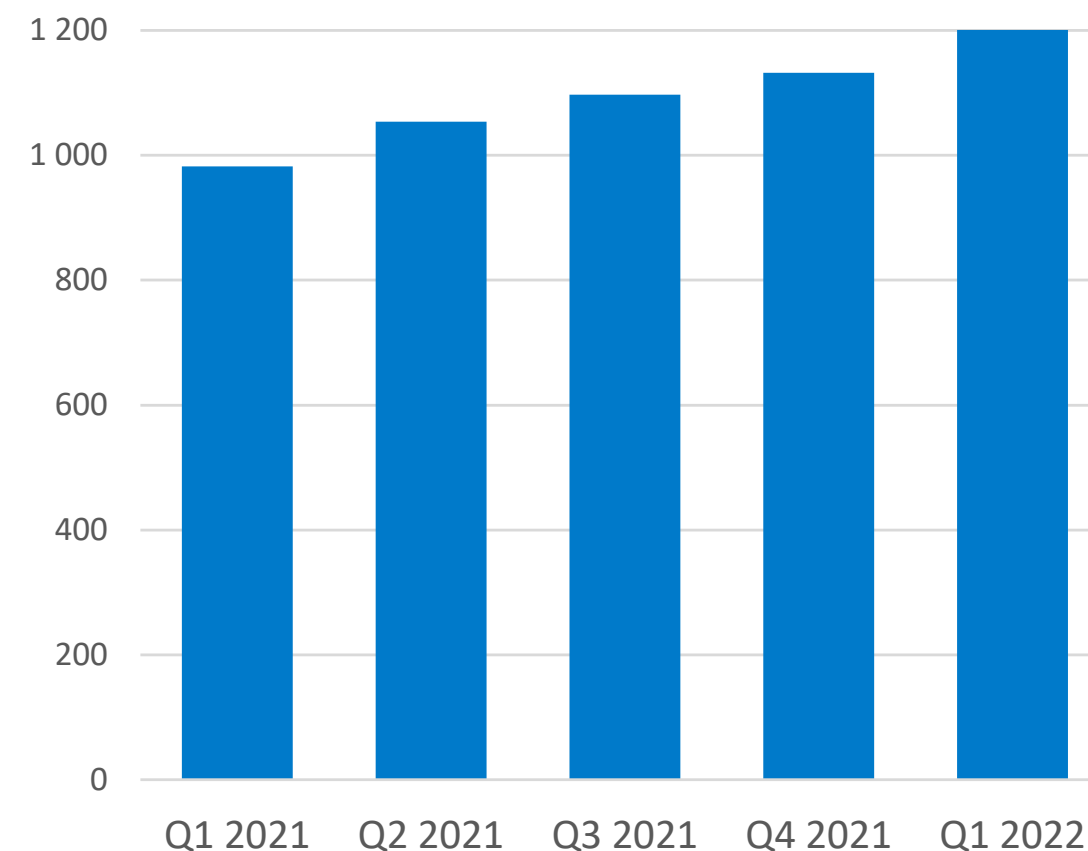
Salary inflation and increasing supplier prices are also impacting Visma. As a result, Visma will also have to review the prices charged towards our customers to reflect increased cost levels.

Visma has a well diversified customer portfolio consisting of well over 1m customers, ranging from SMBs to government institutions. The vast majority of Visma's revenue is also of a recurring or highly repeatable nature and continues to see good opportunities for growth as customers are looking to increase the use of modern SaaS solutions to run their business in a more efficient manner.

Continued investment in SaaS products remain a key component of Visma's strategy with around 17% of revenues reinvested in R&D. We are continuously adapting our business models to respond to customers' increasing preference for subscription plans over large up-front investments.

Visma continues its strategy of organic and acquisitive growth and expects to continue its acquisition pace.

Customers



1 260 000 Customers

27,8% growth YoY

OWNERSHIP

Ten renowned, international private investors own Visma. HgCapital and co-investors 54,8%, GIC 18,1%, CPPIB 6,1%, Warburg Pincus 4,7%, ICG 3,3 %, TPG 3,1%, General Atlantic 1,7%, Folketrygdfondet 0,6%, Aeternum Capital 0,6% and Vind 0,4%. A broad management group holds approximately 6,5 % of the shareholder equity in Visma. In addition to the stability of the principal owners, key shareholders have co-investors comprised of some larger Nordic and international pension funds. Together this contributes to a stable ownership situation.

RISKS

Visma is exposed to the general economic climate in the countries where the company operates. However, the business risk is limited by the company's diversified customer base and a reasonably priced, high-quality portfolio of mission critical products and services.

The situation in Ukraine is causing increased political tension globally, with impact on global supply chains, price increases and reduced growth expectations for several economies. Visma do not have any operations in neither Russia nor Ukraine and does not see a direct impact on its business. However, Visma have employees living in neighboring countries and employees with relatives in the affected areas. There is a high emphasis on taking care of our employees in this difficult situation.

CYBER SECURITY

There were no material security incidents with customer impact during the first quarter of 2022. Visma has increased its Cyber Security monitoring and security analytics to be prepared for increased global cyber security threat levels.

DISCLAIMER

This report contains forward-looking statements that reflect management's current views with respect to future events. All such statements are subject to inherent risks and uncertainties, and many factors can lead to developments deviating from what has been expressed or implied in such statements.

Oslo, 29 April 2022

The Board of Directors of VISMA AS

NORDICS



Visma delivers software that helps customers ranging from small business owners to large enterprises and municipalities run their business across the Nordics. We offer our Nordic customers a strong line up of modern cloud software within ERP and financial management, Payroll and HRM, eGovernment, Invoice Lifecycle Management as well as industry tailored solutions

Some of our flagship products include Visma.net, e-economic, Tripletex, eAccounting, Netvisor, Framsikt and Visma inSchool

Quarterly Key Figures

Revenue	331,3 MEUR
Growth, YoY	19,1 %
EBITDA	94,6 MEUR
EBITDA margin	28,5 %
FTE	6 777
Headcount	7 039

Highlights, first quarter

Visma's Nordic Software segment grew to reach revenues of €331m during the first quarter of 2022, this is a growth of 19,1% over the same quarter last year. During the quarter 163 000 new companies put their trust in Visma as a provider of the mission critical systems needed to run their business, bringing the total number of customers across the Nordic software area to 800 000.

Growth is strong across all customer segments, and we see particular strong uptake on our SaaS solutions where increased investments over the last few months are translating to strong customer demand. In Norway, we see a very strong uptake on Visma.net Payroll driving significant growth as customers migrate to the cloud to reap the benefit of a modern, SaaS payroll and HR solution. Across all markets, we see strong customer demand for expanding the ERP ecosystem with industry specific solutions allowing for greater productivity – a development made possible by improved APIs over a number of years.

Transactions volumes across Visma's solutions continue to increase as covid restrictions have been removed across the Nordic countries during the quarter, opening up for higher activity across private and public customers alike. 6 acquisitions were closed during the quarter expanding the product offering across all geos. Further, Visma signed the agreement to acquire the innovative SaaS accounting solution Bokio which is expected to close in Q2.

Share of Group



Operating revenue



EBITDA

BENELUX



Visma delivers software that empowers people to run their organization by simplifying and automating complex processes. Across the Netherlands and Belgium customers small businesses to large enterprises, from municipalities to central government choose Visma to run their business smoother. We offer our Benelux customers a complete portfolio of modern cloud business solutions tailored for the local market both horizontally in HR/Payroll and Financial Management Systems and vertically with industries solutions for accountancy, education, finance, government, health care and real estate.

Some of our flagship products include Yuki, Visionplanner, Nmbros, Spend Cloud, Puur and Xedule.

Quarterly Key Figures

Revenue	95,2 MEUR
Growth, YoY	17,6 %
EBITDA	18,7 MEUR
EBITDA margin	19,6 %
FTE	2 460
Headcount	2 664

Highlights, first quarter

Visma continue the expansion in Benelux with revenues reaching € 95,2m - a revenue growth of 17,6%. The growth is fueled by high demand for SaaS solutions across all segments. Where customers increasingly see the value of Visma's connected experience. During the quarter, Visma also opened its Education Experience Center in collaboration with Dyade to showcase how technology can shape the future of education.

On the acquisition side, Benelux had a flying start in 2022 closing 5 new acquisitions in the first quarter. Among the notable highlights were Lyanthe a leading provider of automatic invoice processing for the accountancy industry. Adding to the already strong Visma connected experience for Accounting Offices, Visma is now able to offer a complete automated processing line – from invoice to accounting. Further, Visma acquired Rompslomp, a fast growing bookkeeping solution for self-employed employees. The HR offering was further strengthened with the leading European onboarding solution Appical. In the market for leave and absence management software, Reliforce joined the Visma family. Lastly, gearing up for major changes in the Pension software industry in the Netherlands, Visma acquired Actuilt. The company will join forces with Visma Idella servicing the pensions for more than 8 million Dutch.

Across the portfolio of modern SaaS solutions, Visma continues to invest heavily in R&D to continuously improve the functionality and customer experience of our products.

Share of Group



EBITDA

CUSTOM SOLUTIONS

Visma serves large corporates, central and local government institutions with a need for eGovernment products in local as well as the central administration as well as customizable solutions. The division offers a wide range of software products, but also custom development projects.

Our key product offering include local and central eGovernment products as well as customized system development, integration, Application management, Case management, eSignature, E-commerce solutions, Business intelligence and geographical Information Systems.

Quarterly Key Figures

Revenue	107,3 MEUR
Growth, YoY	13,0 %
EBITDA	21,3 MEUR
EBITDA margin	19,9 %
FTE	2 783
Headcount	2 921

Highlights, first quarter

Visma Custom Solutions delivered another quarter with strong growth. External revenue was EUR 107,3m with a Year on Year growth of 13%. EBITDA came in at EUR 21,3m which is a margin of 19,9%.

Custom Solutions further strengthened its offering in the Danish market by completing three acquisitions during the quarter: The offering within eCommerce was strengthened through the acquisition of Smartpage, a company with strong synergies together with the existing Co3 business. The division also acquired Two-Many, a fast growing custom development player in the Danish market. Lastly, the local government product offering was expanded with the acquisition of the social care admin provider Sofus Døgndata

The continued focus on digitalization of the Northern European societies by local and central governments provides Visma Custom Solutions with an outlook for healthy growth also for 2022.

Share of Group



Operating revenue



EBITDA

GEOGRAPHICAL EXPANSION

Visma has a rapidly expanding international footprint.

Visma is serving customers across Continental Europe as well as Latin America with a product portfolio of localized software tailored to each market. Visma's offering in our geographical expansion markets is centered around modern SaaS solutions helping businesses simplify and automate mission critical business processes with a focus on accounting, invoicing and payroll.

Quarterly Key Figures

Revenue	20,2 MEUR
Growth, YoY	59,3 %
EBITDA	5,4 MEUR
EBITDA margin	26,9 %
FTE	2 014
Headcount	2 036

Highlights, first quarter

Visma's geographical expansion areas continue its growth trajectory, driven by a modern SaaS offering experiencing strong customer demand. During the quarter, the areas generated EUR 20,2m of Revenue which is 59,3% growth over the first quarter in 2021. Despite significant growth investments in several markets, the geo expansion business generated margins of 26,9%. In the first quarter of 2022, Visma attracted more than 110 000 new customers across the geographical expansion areas, bringing the total customer count in these markets to 360 000.

Visma's expansion in Latam continued with the acquisition of Calipso, adding ERP solutions to the product offering in Argentina.

Share of Group



Operating revenue



EBITDA

Condensed interim financial information

Consolidated statement of income

(EUR in thousands)	1st quarter		Year
	2022	2021	2021
CONTINUING OPERATIONS			
OPERATING REVENUE			
Sales revenue	579 023	491 446	2 080 984
Total operating revenue	579 023	491 446	2 080 984
OPERATING EXPENSES			
Sales and distribution costs (COGS)	93 084	81 290	332 854
Gross profit	485 939	410 156	1 748 130
Payroll and personnel expenses	281 174	234 094	965 855
Bad debts	199	434	3 517
Other operating expenses	60 935	40 848	183 983
Total operating expenses	342 308	275 376	1 153 355
EBITDA before M&A expenses	143 632	134 779	594 775
M&A expenses	1 124	389	4 917
EBITDA	142 507	134 391	589 857
Depreciation tangible assets and capitalised R&D	7 965	7 653	34 731
Depreciation right of use assets	7 945	11 685	50 507
EBITA	126 597	115 053	504 620
Amortisation intangible assets	67 195	68 190	283 585
Operating profit EBIT	59 401	46 863	221 035
Result from associated companies	(68)	0	0
FINANCIAL ITEMS			
Financial income	29 714	1 410	23 518
Financial expenses	(46 437)	(23 186)	(137 627)
Net financial items	(16 723)	(21 776)	(114 109)
Profit before taxes	42 610	25 087	106 925
Taxes	9 389	5 645	25 703
Net income from continuing operations	33 221	19 443	81 222
Net income	33 221	19 443	81 222
ATTRIBUTABLE TO:			
Equity holders of Visma AS	33 254	19 488	81 683
Non-controlling interests	(33)	(45)	(461)
EARNINGS PR SHARE			
Basic earnings per share (EUR)	0,017	0,010	0,041
Diluted earnings per share (EUR)	0,017	0,010	0,041
EBITDA margin	24,6 %	27,3 %	28,3 %

Consolidated statement of comprehensive income

(EUR in thousands)	1st quarter		Year
	2022	2021	2021
Net income	33 221	19 443	81 222
Net gain (loss) on financial hedging instruments, net of tax	31 139	7 012	18 708
Exchange differences on translation of foreign operations, net of tax	4 980	3 514	7 056
Other comprehensive income (loss) for the period, net of tax	36 119	10 527	25 765
Total comprehensive income for the period	69 340	29 970	106 987
TOTAL COMPREHENSIVE INCOME ATTRIBUTABLE TO:			
Equity holders of Visma AS	69 373	30 014	107 448
Non-controlling interests	(33)	(45)	(461)

Condensed interim financial information

Consolidated statement of financial position

(EUR in thousands)	31 March 2022	31 March 2021	31 December 2021
ASSETS			
Deferred tax assets	8 847	11 512	9 318
Patents and other intangible assets	498 244	482 408	487 274
Capitalised R&D cost own software	62 532	62 409	59 987
Contracts and customer relationships	650 831	674 271	642 363
Goodwill	3 032 988	2 509 776	2 916 018
Property, land and buildings	7 408	2 506	7 425
Machinery and equipment	32 443	20 520	34 316
Financial assets/Shares	3 182	2 184	3 109
Investment in associated companies	1 100	0	0
Other long-term receivables	63 974	56 085	59 714
Right of use assets	203 351	227 820	189 396
Net Investment in subleases	4 279	3 174	1 794
Total non-current assets	4 569 179	4 052 664	4 410 714
Inventory	8 487	9 248	7 437
Accounts receivables	238 196	203 699	238 904
Other current receivables	137 767	102 877	79 220
Cash and cash equivalents	1 058 385	975 521	958 114
Total current assets	1 442 835	1 291 346	1 283 676
TOTAL ASSETS	6 012 015	5 344 010	5 694 390

(EUR in thousands)	31 March 2022	31 March 2021	31 December 2021
EQUITY AND LIABILITIES			
Paid-in capital	588 615	625 726	588 615
Other reserves	78 547	27 190	42 428
Retained earnings	811 626	677 100	778 372
Equity attributable to equity holders of Visma AS	1 478 788	1 330 015	1 409 415
Non-controlling interests	4 118	2 685	4 180
Total equity	1 482 906	1 332 700	1 413 595
Deferred tax liability	313 227	297 781	283 462
Financial hedging Instruments	(28 945)	26 068	10 977
Long-term interest bearing bank loans	2 713 803	2 420 972	2 701 126
Accrued funding fees	(6 360)	(3 543)	(5 852)
Long-term lease liabilities	171 513	173 729	150 823
Other long-term non interest bearing liabilities	300 708	99 154	267 675
Total non-current liabilities	3 463 946	3 014 162	3 408 211
Bank overdraft	80 893	(0)	(0)
Short-term interest bearing bank loans	9 674	9 767	9 756
Trade creditors	81 503	64 528	96 904
Public duties payable	126 762	116 862	98 062
Tax payable	23 729	21 751	46 099
Deferred revenue	354 928	302 164	206 696
Short-term lease liabilities	46 414	60 797	54 666
Other current liabilities	341 260	421 279	360 400
Total current liabilities	1 065 163	997 148	872 584
Total liabilities	4 529 109	4 011 310	4 280 795
TOTAL EQUITY AND LIABILITIES	6 012 015	5 344 010	5 694 390

Condensed interim financial information

Consolidated statement of cash flows

(EUR in thousands)	1st quarter		Year
	2022	2021	2021
Ordinary profit before tax	42 610	25 087	106 925
Depreciation right of use assets	7 945	11 685	50 507
Depreciation tangible assets	3 178	2 718	12 972
Depreciation capitalised R&D cost	4 787	4 935	21 759
Amortisation patents and other intangible assets	30 859	33 975	141 466
Amortisation contracts and customer relationships	36 336	34 214	142 119
Tax paid	(29 171)	(25 850)	(59 937)
Changes in debtors	708	(8 735)	(43 940)
Changes in inventory and trade creditors	(16 451)	(3 048)	31 139
Changes in public duties payable	28 699	27 714	8 914
Changes in deferred revenue	148 232	138 454	42 986
Changes in other accruals	(30 008)	(30 913)	41 944
Net cash flow from operations	227 725	210 236	496 854
Net cash flow from continuing operations	227 725	210 236	496 854
Net cash flow from operations, discontinued operations	0	0	0
Investment in tangible fixed assets related to business comb.	(306)	(995)	(9 294)
Investment in R&D software related to business combinations	(3 083)	(2 530)	(8 774)
Investment in businesses	(145 636)	(180 262)	(643 092)
Sale of (investment in) shares	(73)	(385)	(1 311)
Net cash flow from investments related to business combinations	(149 098)	(184 172)	(662 471)
Net proceeds from divestiture of discontinued operations	0	14 948	14 948
Cash inflow from dividends	0	0	1 013
Sale of (investment in) tangible fixed assets	(2 314)	(3 848)	(10 646)
Sale of (investment in) R&D own software	(1 045)	(1 115)	(4 881)
Net cash flow from investments	(152 457)	(174 187)	(662 037)
Repayments of interest bearing loans	(5 149)	(5 002)	(9 921)
Net proceeds from interest bearing loans	0	0	288 336
Changes in bank overdraft	80 792	0	0
Cashflow from leases	(10 280)	(14 932)	(61 881)
Changes in long term receivables	(3 298)	975	188
Net cash flow from share issues	0	0	1 966
Cash inflow from interest	88	541	710
Cash outflow from interest and fees	(45 475)	(42 000)	(96 502)
Net cash flow from financing activities	16 677	(60 418)	122 896
Net cash flow from financing activities, continuing operations	16 677	(60 418)	122 896
Cash flow from financing activities, discontinued operations	0	0	0
Net cash flow	91 945	(24 369)	(42 288)
Cash and cash equivalents, beginning of period	958 114	987 357	987 357
Net foreign exchange differences	8 326	12 533	13 045
Cash and cash equivalents, end of period	1 058 385	975 521	958 114
EBITDA to net cash flow from continuing operations	159,8 %	156,4 %	84,2 %

Consolidated statement of changes in equity

(EUR in thousands)	Attributable to equity holders of Visma AS					Total equity
	Paid-in share capital	Other reserves	Retained earnings	Majority's share of equity	Non-controlling interests	
Equity as at 01.01.2021	625 726	16 663	657 612	1 300 001	2 730	1 302 731
Issue of share capital	1 966			1 966		1 966
Profit for the period			81 683	81 683	(461)	81 222
Merger Visma AS and Visma Group Holding AS	(39 077)		39 077	0		0
Net gain (loss) on financial hedging instruments, net of tax		18 708		18 708		18 708
Exchange differences on translation of foreign operations, net of tax		7 056		7 056		7 056
Total comprehensive income for the period		25 764	120 760	146 524	(461)	106 986
Changes to non-controlling interest; acquisition and arising on business combination				0	1 912	1 912
Equity as at 31.12.2021	588 615	42 427	778 372	1 409 414	4 180	1 413 595
Equity as at 01.01.2022	588 615	42 427	778 372	1 409 414	4 180	1 413 595
Issue of share capital	0			0		0
Profit for the period			33 254	33 254	(33)	33 221
Net gain (loss) on financial hedging instruments, net of tax		31 139		31 139		31 139
Exchange differences on translation of foreign operations, net of tax		4 980	0	4 980		4 980
Total comprehensive income for the period		36 119	33 254	69 373	(33)	69 340
Changes to non-controlling interest; acquisition and arising on business combination					(29)	(29)
Equity at end of period	588 615	78 546	811 626	1 478 787	4 118	1 482 905

Notes to the condensed interim financial statements

Note 1 - Organization and basis of preparation

General information and organization

Visma (the Group) consists of Visma AS (the Company) and its subsidiaries. Visma AS is a limited liability company, incorporated in Norway. The address of its registered office is Karenslyst allé 56, N-0214 Oslo, Norway. Visma's fiscal year follows the calendar year and starts on January 1st

Visma's condensed interim financial statements for the first quarter of 2022 were authorized for issue by the board of directors on 29 April 2022.

Basis of preparation

These condensed interim financial statements are prepared in accordance with International Reporting Standard as issued by the International Accounting Standards Board (IASB) and as adopted by the European Union (EU). The condensed interim financial statements do not include all the information and disclosures required by Financial Reporting Standards (IFRSs) for a complete set of financial statements, and these condensed interim financial statements should be read in conjunction with the Visma annual financial statements. A description of the significant accounting policies applied is included in the Visma annual financial statements for 2021 and applies to these condensed interim financial statements, except for the adoption of new standards and interpretations as of 1 January 2022.

The condensed interim financial statements reflect all adjustments which are, in the opinion of management, necessary for a fair statement of the financial position, results of operations and cash flows for the dates and interim periods presented. Interim period results are not necessarily indicative of results of operations or cash flows for an annual period. Certain amounts in the comparable periods have been restated to conform to current period presentation.

The condensed interim financial statements are unaudited.

Use of estimates

The preparation of financial statements in conformity with IFRSs requires management to make judgments, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis for making the judgments about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates. The estimates and underlying assumptions are reviewed on an ongoing basis, considering the current and expected future market conditions. A change in an accounting estimates is recognized in the period in which the estimate is revised if the revision affect only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

NOTE 2 — Segment Information

Visma reports its business through four core business areas; Nordics, Benelux, Custom Solutions and Geo Expansion. Group HQ + IT + Cloud Infrastructure Services are reported as other. These aggregations has its basis in similar regional characteristics, the nature of products, services and the type and class of customers. Transfer prices between segments are set at an arm's length basis in a manner similar to transactions with third parties. The measurement basis of segments profit is Net operating income. Deferred tax assets, pension assets and non-current financial assets are not allocated to the segments.

NOTE 2 — Segment Information continued

1st quarter (EUR in thousands)	2022					2021						
	Nordics	Benelux	Custom Solutions	Geo Expansion	Other	TOTAL	Nordics	Benelux	Custom Solutions	Geo Expansion	Other	TOTAL
Revenue												
Total segment revenue	346 057	102 404	118 554	38 719	70 877	676 611	299 116	96 743	102 520	27 362	60 779	586 520
Internal revenue	14 804	7 173	11 295	18 501	45 814	97 588	20 880	15 793	7 606	14 670	36 126	95 074
External revenue on each group of similar products and services												
On-premises software	63 879	11 385	16 619	2 939	0	94 821	65 127	10 236	20 058	2 636	0	98 058
New software licences	446	426	640	98	0	1 610	821	258	694	81	0	1 854
Annual agreements	56 405	9 606	4 536	1 610	0	72 157	57 082	8 656	6 196	1 613	0	73 547
Software Consulting and Implementation	7 028	1 352	11 443	1 231	0	21 054	7 224	1 323	13 168	942	0	22 657
Cloud Computing	261 497	82 025	89 289	16 960	17 168	466 938	206 212	70 449	73 610	9 677	15 696	363 537
SaaS Subscriptions	151 513	26 577	21 875	12 316	638	212 919	118 886	18 989	17 384	6 634	476	162 369
SaaS Transactions and sign up fees	73 310	33 645	3 284	2 096	296	112 630	57 722	31 325	2 084	1 776	294	93 201
Cloud Infrastructure and Hosting Services	205	375	3 474	0	16 222	20 276	270	340	3 462	0	14 925	18 997
Software Consulting and Implementation on SaaS	12 590	10 299	60 515	332	5	83 739	9 545	8 769	50 663	184	0	69 161
Premium Support & Managed Services	8 005	11 106	140	2 216	7	21 475	4 353	11 006	18	1 083	0	4 353
FinTech Services and debt collection	15 874	24	0	0	0	15 898	15 437	19	0	0	0	15 456
Other	5 877	1 821	1 351	319	7 895	17 263	6 897	265	1 246	380	8 957	29 851
External revenue	331 253	95 231	107 259	20 218	25 063	579 023	278 236	80 950	94 914	12 692	24 653	491 446
Actual growth (external) %	19,1 %	17,6 %	13,0 %	59,3 %	1,7 %	17,8 %						
EBITDA	94 559	18 703	21 317	5 449	2 480	142 507	86 080	17 800	21 109	5 681	3 720	134 391
EBITDA margin	28,5 %	19,6 %	19,9 %	26,9 %	9,9 %	24,6 %	30,9 %	22,0 %	22,2 %	44,8 %	15,1 %	27,3 %

Reconciliation	1st quarter		First quarter
	2022	2021	2022
Profit before taxes	42 610	25 087	42 610
Net financial items	16 723	21 776	16 723
Depreciations and amortisations	83 106	87 528	83 106
EBITDA	142 507	134 391	142 507
EBITDA in operating segments	142 507	134 391	142 507

GEOGRAPHICAL AREAS

(EUR in thousands)	2022		
	Net sales	%	Long lived assets
Norway	183 284	31,7 %	1 110 687
Sweden	103 459	17,9 %	502 212
Denmark	79 605	13,7 %	525 446
Finland	78 179	13,5 %	262 943
Netherlands	106 860	18,5 %	1 511 521
Geo Expansion	27 637	4,8 %	331 787
Total	579 023	100,0 %	4 244 595

(EUR in thousands)	2021		
	Net sales	%	Long lived assets
Norway	153 179	26,5 %	1 047 749
Sweden	91 244	15,8 %	455 752
Denmark	64 727	11,2 %	428 521
Finland	68 189	11,8 %	234 907
Netherlands	96 553	16,7 %	1 461 068
Geo Expansion	17 555	3,0 %	100 867
Total	491 446	100,0 %	3 728 863

NOTE 3 — Business Combinations

During the first quarter of 2022, the Visma Group had a net cash outflow from investment related to business combinations of EUR 152m.

Nordics

3 January 2022: Momentum Solutions AS a provider of eGovernment software

7 January 2022: Nordeca AS a Norwegian provider of Real Estate Software

10 January 2022: Bokamera AB offers a booking system

10 January 2022: MySupply ApS Danish provider of invoicing

1 February 2022: Hybel AS offers a tenant management software

9 March 2022: Creditro A/S a provider of a "Know-Your-Customer" platform in Denmark

Benelux

11 January 2022: ActuIT BV a Dutch provider of pension management software

12 January 2022: Rompslomp.nl BV offers accounting and FMS software

4 February 2022: Appical BV a provider of HR and onboarding software

4 March 2022: Lyanthe BV provides a invoice management software in the Netherlands

8 March 2022: Reliforce Solutions BV a Dutch provider of absent management software

Custom Solutions

10 January 2022: Smartpage A/S offers eCommerce Consulting in Denmark

13 January 2022: Døgndata ApS provides a software for social care administration

2 February 2022: TwoMany ApS a Danish consulting firm

Geo

8 March 2022: Calipso AR a provider of ERP software in Argentina

The preliminary fair value of the identifiable assets and liabilities as at the date of acquisition are presented by segment below:

(EUR in thousands)	Nordics	Benelux	Custom Solutions	Geo Expansion
Goodwill, excluding assembled workforce	805	0	0	0
RfR - Technology/Brand 1	719	4 458	0	0
Deferred tax assets	566	1 322	4	578
Shares	7	0	0	0
Other intangible assets	483	101	243	0
Machinery and equipment	74	202	(0)	0
Property	57	28	0	0
Other long-term receivables	111	2 982	32	0
Inventories	0	0	56	0
Trade receivables	1 713	3 077	884	1 291
Other short term receivables	432	1 956	232	3
Right of use assets (IFRS16)	269	(2)	0	0
Cash and cash equivalents	3 176	2 028	1 495	885
Assets	8 410	16 151	2 946	2 756
Other long-term liabilities	1 422	23	163	1 329
Deferred tax liability	0	0	55	0
Bank overdraft and short term bank loans	0	0	0	13
Trade creditors	148	330	215	67
Public duties payable	1 207	622	764	(69)
Tax payable	774	86	181	1
Deferred revenues	1 001	2 404	231	1 227
Lease liabilities (IFRS16)	269	(2)	0	0
Other current liabilities	1 284	2 896	145	159
Liabilities	6 105	6 358	1 754	2 727
Fair value of net assets (before excess values identified)	2 305	9 793	1 192	29
Technology	6 688	11 743	1 032	3 219
Brand	5 417	10 393	1 030	0
Contracts and customer relationship arising on acquisition	14 534	15 130	6 955	3 399
Deferred tax liability	(5 843)	(9 178)	(1 984)	(2 316)
Fair value of net assets	23 100	37 881	8 226	4 331
Goodwill arising on acquisition	49 229	39 239	6 555	9 853
Total acquisition cost	72 329	77 121	14 781	14 184
Net cash acquired with the subsidiary	3 176	2 028	1 495	885
Cash paid	51 546	48 739	9 850	13 321
Net cash outflow	54 722	50 767	11 345	14 206
Contingent	20 765	28 382	4 931	0
Deferred payment	0	0	0	863

Alternative performance measures

General information

Visma's condensed interim financial statements are prepared in accordance with International Reporting Standard IAS 34 Interim Financial Reporting as issued by the International Accounting Standards Board (IASB) and as adopted by the European Union (EU). Additionally, selected alternative performance measures are provided by the management in this report to allow the reader to gain a better understanding of the Group's underlying performance. The alternative performance measures provided may be defined or calculated differently than for other companies.

EBITDA / EBITA / EBIT

EBITDA is defined as Earnings Before Interests, Tax, Depreciation and Amortization and is an indicator of the performance of the underlying operations in Visma Group. EBITDA margin is presented as EBITDA as a percentage of Operating Revenues. In addition to EBITDA, management also present EBITA which is defined as EBITDA less Depreciation as well as EBIT / operating profit defined as EBITA less amortization.

EBITDA growth is presented for the current quarter, defined as the percentage growth over EBITDA in the same quarter last year. EBITDA growth is also presented on a year-to-date basis, defined as the percentage growth over EBITDA for the corresponding period last year.

On-premises software

Revenue from On-premises software is revenue related to software installed on the customers premises, typically windows based software and similar. Revenue from consulting and implementation of on-premises software is also included here.

Cloud Computing

Revenue from cloud computing is revenue derived from SaaS and SaaS related services, such as for instance consulting on SaaS solutions or cloud infrastructure services. Unlike traditional on-premises solutions that are locally installed, SaaS Solutions are centrally installed in datacentres run by either Visma or third party providers, and made accessible to the customer through a "thin client" such as a web browser or mobile app.

KPIs:

Annualized Repeatable Revenue (ARR)

Annualized Revenue Revenue measures the run rate of revenue derived from customer relationships that are contractually recurring (subscription revenue) or structurally repeatable by nature, such as revenue derived from a per payslip or per e-invoice charge (repeatable transactions revenue). Recurring agreements are valued at the monthly recurring revenue base at the end of the quarter multiplied by 12. The revenue base for repeatable transactions are valued on a last 12 month basis.

Customers

The number of customers that have a support, subscription or maintenance agreement and receives an invoice from a Visma company for their service.

Number of monthly e-Invoices sent through Visma e-Invoicing hubs

The number of e-invoices sent through a Visma hub by our customers during a one month period. The metric measures only e-invoices at the point they are sent. Invoices received by an invoice handling system are not included. To account for seasonal variations, the number of monthly invoices is measured as the last twelve month average.

Number of monthly payslips

The number of payslips generated across Visma's payroll systems during a one month period. The metric is an important measure of the economic value going through Visma's ecosystem. To account for seasonal variations, the number of monthly payslips is measured as the last twelve month average.



Visma AS

Karenslyst allé 56
P.O. Box 733 Skøyen
NO-0214 OSLO

Tel +47 46 40 40 00
www.visma.com

