A serene winter landscape featuring a snow-covered log cabin with a chimney, situated on a snowy bank next to a calm lake. The foreground is filled with snow-laden reeds and grasses. The sky is a soft, pale blue, suggesting a clear day. The overall mood is peaceful and quiet.

Q4

Quarterly Report 2021

# Contents

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# Annualized Repeatable Revenue growing 25,6% to reach € 1 649m

## Number of monthly paylips generated in Visma systems to surpass 10m

### Key Figures

Continuing operations (EUR in millions)	4th quarter			Year			Year
	2021 Actual	2020 Actual	Grow th	2021 Actual	2020 Actual	Grow th	2020 Actual
Revenue	564	478	18,0 %	2 081	1 741	19,5 %	1 741
EBITDA	150	136	10,1 %	590	500	17,9 %	500
<i>EBITDA margin</i>	<i>26,6 %</i>	<i>28,5 %</i>		<i>28,3 %</i>	<i>28,7 %</i>		<i>28,7 %</i>
EBITA	127	117	8,4 %	507	427	18,7 %	427
EBIT	55	47	16,7 %	223	158	41,0 %	158
Net profit	19	19	2,4 %	89	52	69,7 %	52
Operational cash flow (after tax)	121	112	7,6 %	495	464	6,5 %	464

### Highlights, fourth quarter 2021

- Revenue of EUR 564 million, growing 18,0%
- EBITDA of EUR 150 million, an increase of 10,1%
- Annualized Repeatable Revenue to reach EUR 1 649 million, a year-on-year growth of 25,6%
- 80% 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 30,5% Y-o-Y.
- Continued high M&A activity with 16 acquisitions completed during the last quarter. In total, Visma closed 42 acquisitions during 2021.
- The monthly level of invoices produced in Visma software reached 22,4m with the average number of monthly paylips to surpass 10 million

## Comments on the fourth quarter

The fourth quarter saw continued growth for Visma on both top and bottom line. Total revenue was EUR 564m, a growth of 18,0% while EBITDA grew 10,1% to reach EUR 150m

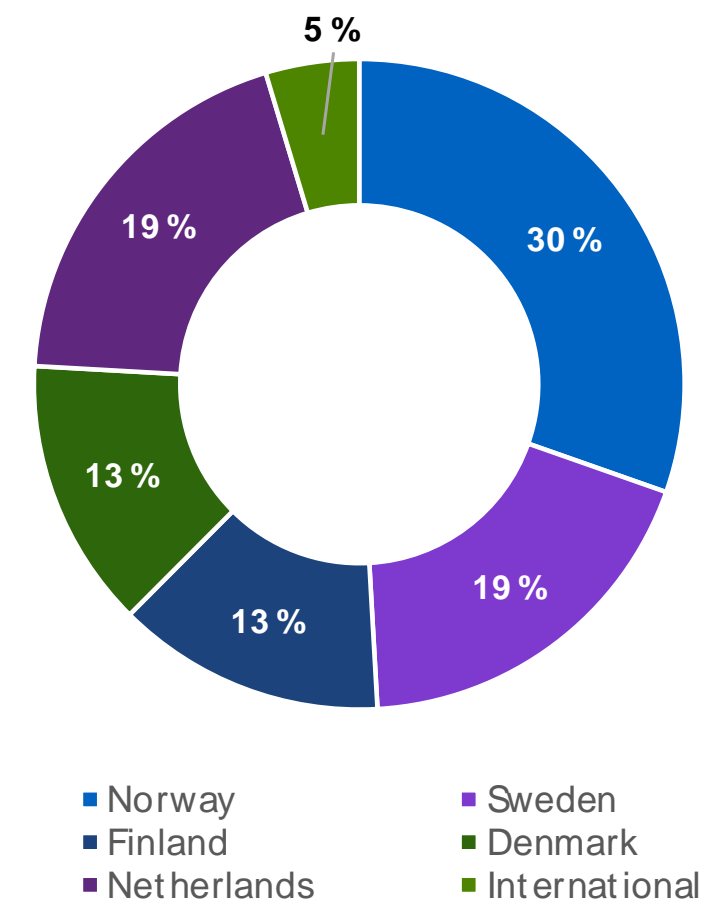
All of Visma's four core business areas delivered double digit growth in the fourth quarter. The Nordics remain the largest business area with revenues of EUR 324,2m growing 29,7% over the fourth quarter 2020. Benelux generated revenues of EUR 94,7m which is 15,2% growth. Custom Solutions had 15,3% growth and reached EUR 102,3m in revenues while the strongest growth was seen in the geographical expansion areas where revenue growth was 60,8% with quarter revenues reaching EUR 18,3m.

The M&A activity remained high during the fourth quarter and Visma completed 16 acquisitions bringing the total number of acquisitions closed YTD to 42. Following the entry into Spain in the second quarter, Visma entered Austria in Q4 through the acquisition of fast growing SaaS accounting and invoicing solution ProSaldo.net

Among the notable Nordic acquisitions were the Finnish payroll and HR software Oiima, Danish Expense Management Solution Acubiz, Danish planning software Plandisc and Medinet, a Swedish scheduling software for the healthcare industry. Further ERP ecosystem expansions in the Nordics included the Subscription Management System Upodi, Warehouse Management Software Rackbeat and Fintech/Bank Connection software provider Avalosys.

In the Benelux, Visma acquired the e-commerce platform MyOnlineStore as well as the performance and talent management software Dialog.

## Sales by geography (4th Quarter)



## Financial review - Group

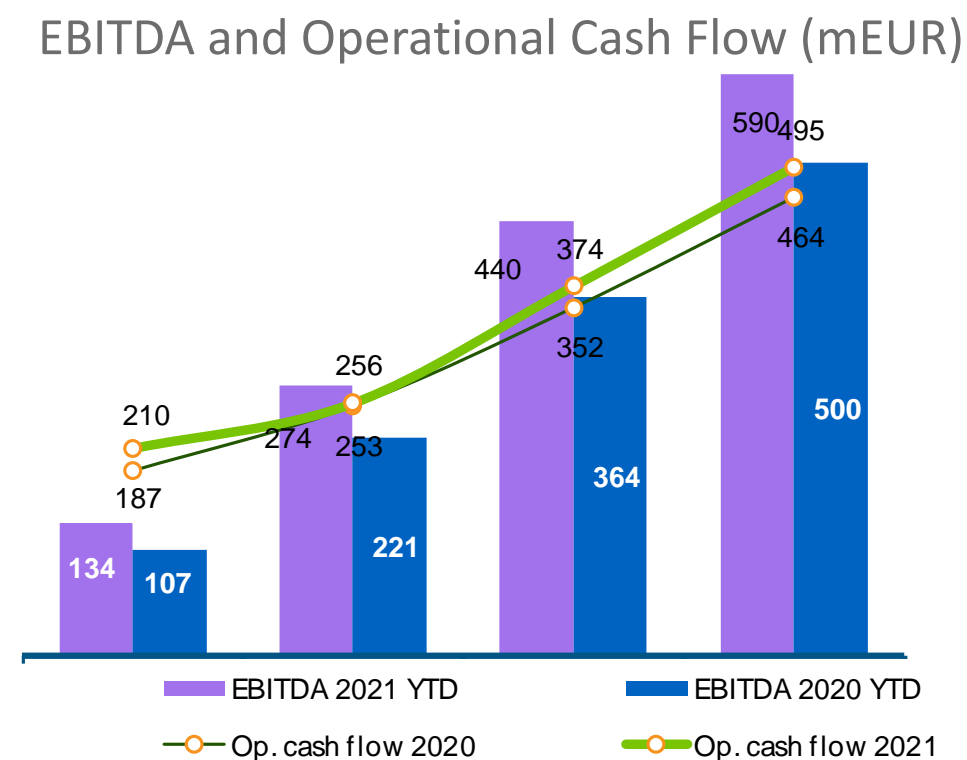
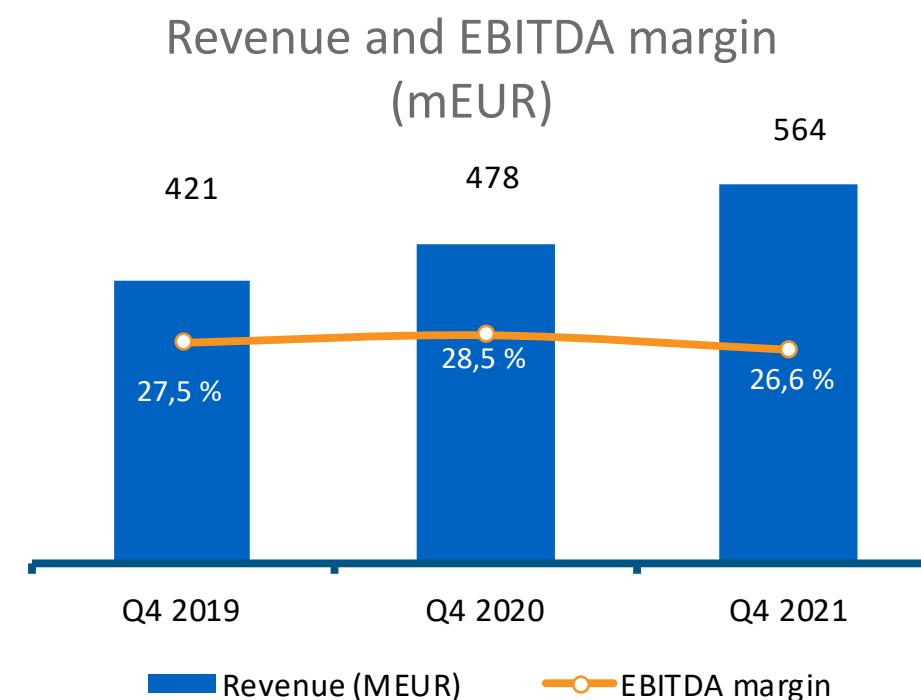
(Fourth quarter 2020 in brackets)

Revenue amounted to EUR 564,1 million (478) and EBITDA to EUR 149,8 million (136,1) in the last quarter of 2021. Revenue increased 18% while EBITDA increased by 10,1% over Q4 2020. 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 Q4.

Group EBIT amounted to EUR 55,0 million in the fourth quarter (47,2) which is a growth of 16,7%. Net financial items were -20,8 million (-24,4). Consequently, profit before taxes was EUR 34,3 million (22,7). Taxes amounted to EUR 15,2 million (4,1), and net income from continuing operations resulted in EUR 19 million (18,6) in the fourth quarter.

Cash flow from continuing operations after tax amounted to EUR 120,5 million (112,0). Cash flow from investments, which are fixed assets, software R&D and investments in acquired businesses, was EUR -112,0 million (49,8). At the end of the fourth quarter, the cash position of Visma was EUR 958,1 million (987,4).

Equity amounted to EUR 1 421,1 million (1 302,7), corresponding to an equity ratio of 25,0% (25,2%). Long term interest bearing debt amounted to EUR 2 701 million (2 393). 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 30,5% to reach EUR 310 million during the third quarter

The growth in Annualized Repeatable Revenue remains strong at 25,6%. The ARR base is now EUR 1 649m. Solid organic growth is fueled by a focus on acquiring businesses with a high degree of repeatable revenues.

Visma has more than 1 130 000 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 27,8% Y-o-Y.

The LTM average number of monthly invoices generated across Visma's various solutions reached 22,4 million in Q4 while we processed 10 million monthly payslips through our payroll software.

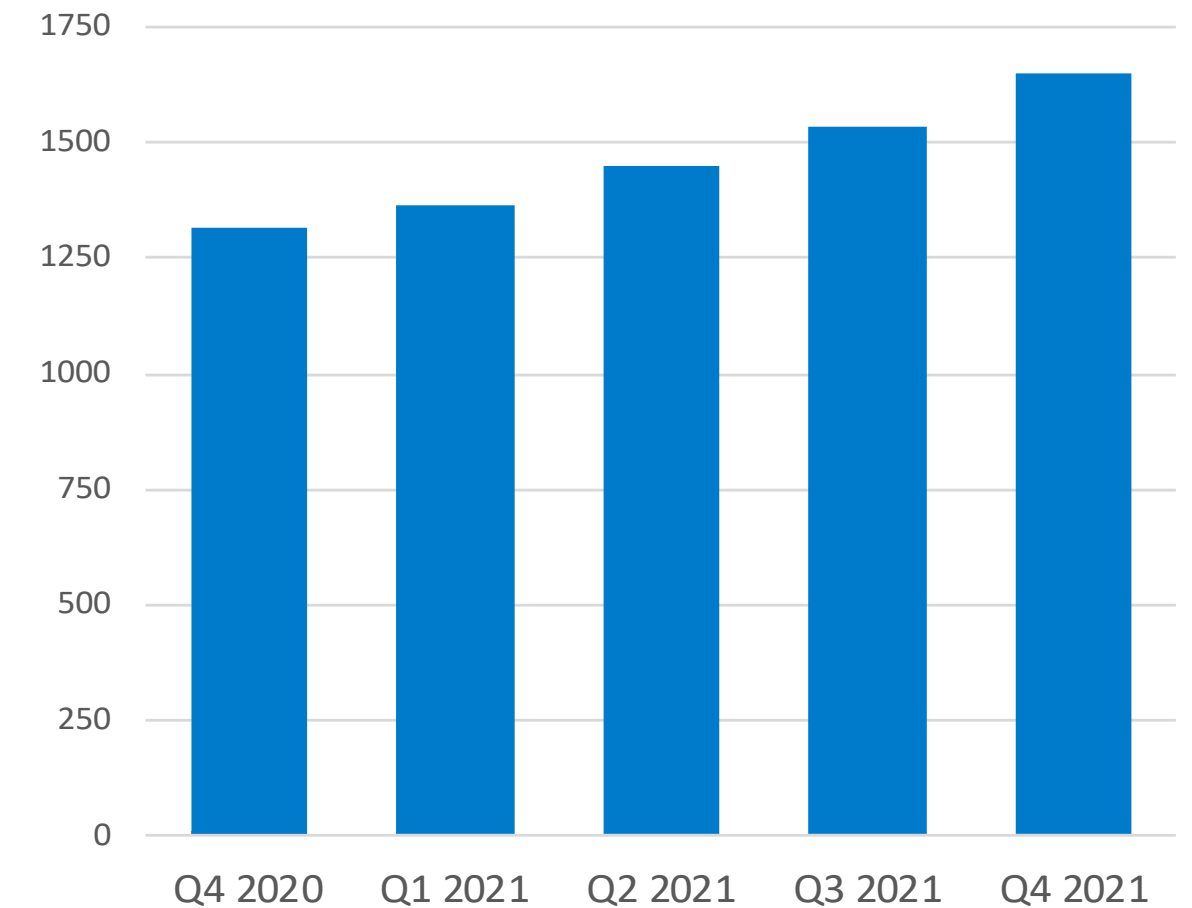
10 000 000

Number of monthly payslips  
(LTM avg)

22 400 000

Number of monthly invoices generated in a Visma system  
(LTM avg)

## Annualized Repeatable Revenue (ARR)



EUR 1 649m in  
Annualized Repeatable Revenue  
+ 25,6% YoY

## Market outlook

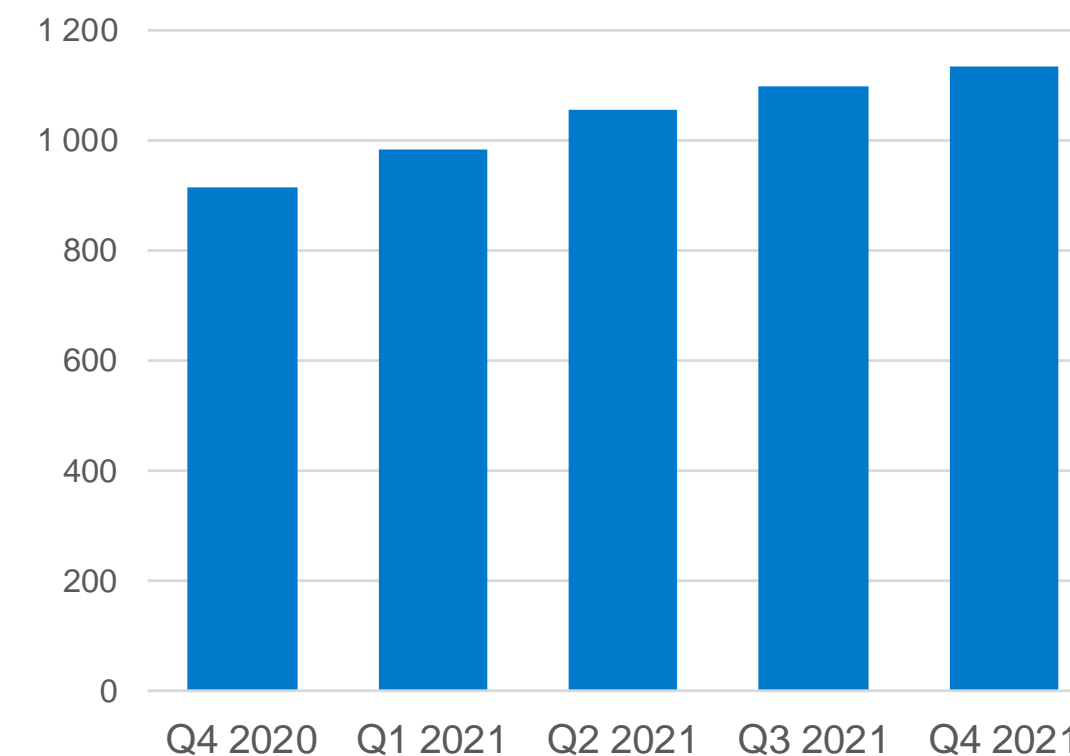
Towards the end of the year, most of Visma's core markets reintroduced Covid-restrictions in response to a surge in infections caused by the Omnicron variant. This will likely have some impact on the travel and hospitality industry, though other parts of the economies are less affected. Overall, the economies Visma operates in show healthy growth and outlooks. On a global scale, supply chain challenges and labor shortages are driving inflation and wages upwards.

Visma continues to see strong opportunities for growth inherent in its focus on mission critical SaaS products. The group has a well diversified customer portfolio consisting of well over 1m customers, ranging from SMBs to government institutions. A significant portion of the revenue is also of a recurring or highly repeatable nature.

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. As a result, revenue from one-off licenses is now less than 0,3 percent of total revenues.

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

## Customers



1 130 000 Customers

Growth in SaaS customer contracts:  
27,8% 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.

## CYBER SECURITY

The recent zero day vulnerability (the so called log4shell weakness) in java components was a main global cyber security topic this quarter. Visma has mitigated the risk in our software deliveries by scanning and patching this weakness immediately as the vulnerability became known. All Visma units and stakeholders are aware. All material components are scanned and patched.

There is a clear trend of increasing cyber security risk globally. In response to this, Visma continue to invest heavily in cyber security and have further expanded the incident team during the quarter.

## 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, 20 January 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	324,2 MEUR
Growth, YoY	29,7 %
EBITDA	93,6 MEUR
EBITDA margin	28,9 %
FTE	6 514
Headcount	6 897

## Highlights, fourth quarter

Visma saw continued strong growth across its software businesses in the Nordics during the quarter. Revenue grew 29,7% to reach EUR 324,2m while EBITDA was 93,6m equal to an EBITDA margin of 28,9%. The strong growth across all Nordic countries is fueled by high demand for SaaS solutions allowing customers to embrace the benefits of a hybrid workplace where they can manage their business from any place and any device.

During the fourth quarter, Visma completed 11 acquisitions across the Nordic segment. These acquisitions added exciting extensions to the ERP ecosystem and improved our offering within Payroll, HR as well as Workforce Management.

The Visma.net ecosystem, offering unrivalled possibilities for automation, continue to enjoy strong traction with the ARR base growing close to 50%. In Norway, we see strong uptake on the Visma.net payroll offering as several of our on-premises customers are migrating to a modern cloud solution to reap the benefits of increased automation of their payroll processes.

There is also increasing customer demand for seamless integrations between their ERP solution and the bank to automate the payment process and bank reconciliation process. Visma is working together with several banks across the Nordics to ensure a friction free customer experience and save manual work for our customers here.

## 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	94,7 MEUR
Growth, YoY	15,2 %
EBITDA	23,9 MEUR
EBITDA margin	25,2 %
FTE	2 348
Headcount	2 564

## Highlights, fourth quarter

Visma Benelux continued to drive strong revenue growth of 15,2%, fueled by strong growth in SaaS revenue. A new wave of covid-19 caused by the omicron variant led to a full lockdown being implemented and state aid programs to be extended.

The M&A activity in the Benelux continues to be strong with another 2 companies joining the Visma family during Q4 - strengthening our eCommerce position and strategically extending our HRM ecosystem. MyOnlineStore is an e-commerce platform where SMB entrepreneurs can easily set up a webshop, without the need for technical knowledge of webshop building. The HR Tech scale up Dialog offers performance and talent management software that enables companies to continuously develop and empower their workforce.

The continued R&D investments fuel the innovation momentum, with examples like Visma | Yuki being the first company in Europe to leverage blockchain technology to secure invoice processing. Also the partner network around the Visma Connected Experience continues to grow, with Visma partners Consolit embracing the combination of the Visma solutions Brincr wholesales and Visma.net Financials to offer a modern cloud ERP solution for all types of wholesale companies.

## Share of Group



Operating revenue



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	102,3 MEUR
Growth, YoY	15,3 %
EBITDA	26,0 MEUR
EBITDA margin	25,5 %
FTE	2 282
Headcount	2 429

## Highlights, third quarter

Visma Custom Solutions delivered a strong fourth quarter. External revenue was EUR 102,3m with a solid Year on Year growth of 15,3%. EBITDA came in at EUR 26,0m which is a margin of 25,5%.

Custom Solutions continues to increase a combined offering of products and application development to support the critical processes in administration of local and central governments. This is emphasized by winning several important deals and framework agreement during the fourth quarter of 2021 across all Nordic countries.

Custom Solutions continues to increase the proliferation of the leading Scandinavian public meeting management product, Prepare, gaining strong market traction in Norway and Sweden as well as Denmark. Custom Solutions is also growing significantly in the data and AI field for larger private enterprises.

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	18,3 MEUR
Growth, YoY	60,8 %
EBITDA	4,2 MEUR
EBITDA margin	22,8 %
FTE	2 242
Headcount	2 283

## Highlights, fourth quarter

Visma's geographical expansion areas continue to enjoy strong growth reaching revenues of EUR 18,3m during the third quarter which is 60,8% growth Y-o-Y.

Visma continued its geographical expansion journey by entering Austria during the fourth quarter with the acquisition of fast growing SaaS accounting and invoicing provider ProSaldo.net. Following the entry into Spain in the second quarter this is the second new flag planted during 2021. Visma's geographical expansion is fueled by strong demand for modern SaaS solutions across continental Europe.

## Share of Group



Operating revenue



EBITDA

## Condensed interim financial information

### Consolidated statement of income

(EUR in thousands)	4th quarter		Year		Year
	2021	2020	2021	2020	2020
<b>CONTINUING OPERATIONS</b>					
<b>OPERATING REVENUE</b>					
Sales revenue	564 102	478 011	2 080 984	1 741 267	1 741 267
<b>Total operating revenue</b>	<b>564 102</b>	<b>478 011</b>	<b>2 080 984</b>	<b>1 741 267</b>	<b>1 741 267</b>
<b>OPERATING EXPENSES</b>					
Sales and distribution costs (COGS)	87 660	81 071	332 854	286 887	286 887
<b>Gross profit</b>	<b>476 443</b>	<b>396 940</b>	<b>1 748 130</b>	<b>1 454 380</b>	<b>1 454 380</b>
Payroll and personnel expenses	265 256	218 980	965 855	804 041	804 041
Bad debts	1 315	994	3 517	6 600	6 600
Other operating expenses	58 054	40 210	183 983	140 132	140 132
<b>Total operating expenses</b>	<b>324 625</b>	<b>260 184</b>	<b>1 153 355</b>	<b>950 773</b>	<b>950 773</b>
<b>EBITDA before M&amp;A expenses</b>	<b>151 818</b>	<b>136 756</b>	<b>594 775</b>	<b>503 607</b>	<b>503 607</b>
M&A expenses	1 993	633	4 917	3 256	3 256
<b>EBITDA</b>	<b>149 825</b>	<b>136 123</b>	<b>589 857</b>	<b>500 351</b>	<b>500 351</b>
Depreciation tangible assets and capitalised R&D	10 493	7 686	34 731	30 026	30 026
Depreciation right of use assets	12 371	11 272	48 127	43 307	43 307
<b>EBITA</b>	<b>126 961</b>	<b>117 165</b>	<b>507 000</b>	<b>427 018</b>	<b>427 018</b>
Amortisation intangible assets	71 923	70 013	284 146	269 004	269 004
<b>Operating profit EBIT</b>	<b>55 038</b>	<b>47 152</b>	<b>222 854</b>	<b>158 014</b>	<b>158 014</b>
<b>Result from associated companies</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>(1 062)</b>	<b>(1 062)</b>
<b>FINANCIAL ITEMS</b>					
Financial income	51 597	4 036	56 173	19 084	19 084
Financial expenses	(72 373)	(28 469)	(154 944)	(107 597)	(107 597)
<b>Net financial items</b>	<b>(20 776)</b>	<b>(24 433)</b>	<b>(98 771)</b>	<b>(88 513)</b>	<b>(88 513)</b>
<b>Profit before taxes from continuing operations</b>	<b>34 262</b>	<b>22 719</b>	<b>124 083</b>	<b>68 439</b>	<b>68 439</b>
Taxes	15 235	4 138	35 445	16 219	16 219
<b>Net income from continuing operations</b>	<b>19 027</b>	<b>18 581</b>	<b>88 638</b>	<b>52 220</b>	<b>52 220</b>
<b>DISCONTINUED OPERATIONS</b>					
Net income from discontinued operations (excl. gain on sale)	0	1 177	0	7 036	7 036
Net gain on sale of discontinued operations	0	184 369	0	184 369	184 369
<b>Net income from discontinued operations</b>	<b>0</b>	<b>185 546</b>	<b>0</b>	<b>191 404</b>	<b>191 404</b>
<b>Net income from continuing and discontinued operations</b>	<b>19 027</b>	<b>204 126</b>	<b>88 638</b>	<b>243 625</b>	<b>243 625</b>
<b>ATTRIBUTABLE TO:</b>					
Equity holders of Visma AS	19 235	204 251	89 099	244 057	244 057
Non-controlling interests	(208)	(124)	(461)	(432)	(432)
<b>EARNINGS PR SHARE</b>					
Basic earnings per share (EUR)	0,010	0,102	0,045	0,122	0,122
Diluted earnings per share (EUR)	0,010	0,102	0,045	0,122	0,122

### Consolidated statement of comprehensive income

(EUR in thousands)	4th quarter		Year		Year
	2021	2020	2021	2020	2020
Net income from continuing and discontinued operations	19 027	204 126	88 638	243 625	243 625
Net gain (loss) on financial hedging instruments, net of tax	6 187	4 114	18 708	(18 767)	(18 767)
Exchange differences on translation of foreign operations, net of tax	4 542	19 174	7 166	(29 381)	(29 381)
<b>Other comprehensive income (loss) for the period, net of tax</b>	<b>10 730</b>	<b>23 288</b>	<b>25 874</b>	<b>(48 148)</b>	<b>(48 148)</b>
Total comprehensive income for the period	29 756	227 414	114 512	195 477	195 477
<b>TOTAL COMPREHENSIVE INCOME ATTRIBUTABLE TO:</b>					
Equity holders of Visma AS	29 964	227 538	114 973	195 909	195 909
Non-controlling interests	(208)	(124)	(461)	(432)	(432)

# Condensed interim financial information

Consolidated statement of financial position

(EUR in thousands)	31 December 2021	31 December 2020	30 September 2021	31 December 2020
<b>ASSETS</b>				
Deferred tax assets	9 318	13 221	11 260	13 221
Patents and other intangible assets	487 274	480 297	488 972	480 297
Capitalised R&D cost own software	59 987	62 424	60 517	62 424
Contracts and customer relationships	649 401	654 124	660 181	654 124
Goodwill	2 910 084	2 410 670	2 819 799	2 410 670
Property, land and buildings	7 425	2 415	7 255	2 415
Machinery and equipment	34 316	29 968	24 752	29 968
Financial assets/Shares	3 109	1 799	2 678	1 799
Other long-term receivables	59 714	53 772	56 382	53 772
Right of use assets	189 011	186 664	205 403	186 664
Net Investment in subleases	1 794	1 871	1 836	1 871
<b>Total non-current assets</b>	<b>4 411 435</b>	<b>3 897 226</b>	<b>4 339 037</b>	<b>3 897 226</b>
Inventory	7 437	8 793	7 076	8 793
Accounts receivables	238 904	194 964	212 462	194 964
Other current receivables	79 220	76 334	87 457	76 334
Cash and cash equivalents	958 114	987 357	880 165	987 357
<b>Total current assets</b>	<b>1 283 676</b>	<b>1 267 448</b>	<b>1 187 161</b>	<b>1 267 448</b>
<b>TOTAL ASSETS</b>	<b>5 695 110</b>	<b>5 164 673</b>	<b>5 526 198</b>	<b>5 164 673</b>

(EUR in thousands)	31 December 2021	31 December 2020	30 September 2021	31 December 2020
<b>EQUITY AND LIABILITIES</b>				
Paid-in capital	627 692	625 726	627 692	625 726
Other reserves	42 537	16 663	31 808	16 663
Retained earnings	746 711	657 612	727 476	657 612
<b>Equity attributable to equity holders of Visma AS</b>	<b>1 416 940</b>	<b>1 300 001</b>	<b>1 386 976</b>	<b>1 300 001</b>
Non-controlling interests	4 180	2 730	4 062	2 730
<b>Total equity</b>	<b>1 421 120</b>	<b>1 302 731</b>	<b>1 391 038</b>	<b>1 302 731</b>
Deferred tax liability	288 678	277 709	335 261	277 709
Financial hedging Instruments	10 977	35 116	18 960	35 116
Long-term interest bearing bank loans	2 701 126	2 392 966	2 403 687	2 392 966
Accrued funding fees	(5 852)	(3 697)	(3 235)	(3 697)
Long-term lease liabilities	150 823	149 536	155 448	149 536
Other long-term non interest bearing liabilities	266 551	237 065	235 891	237 065
<b>Total non-current liabilities</b>	<b>3 412 304</b>	<b>3 088 696</b>	<b>3 146 014</b>	<b>3 088 696</b>
Bank overdraft	(0)	0	199 238	0
Short-term interest bearing bank loans	9 756	9 966	9 835	9 966
Trade creditors	96 904	67 121	70 024	67 121
Public duties payable	98 062	89 148	94 905	89 148
Tax payable	52 442	42 117	257	42 117
Deferred revenue	206 696	163 710	221 183	163 710
Short-term lease liabilities	54 666	51 634	55 714	51 634
Other current liabilities	343 160	349 550	337 991	349 550
<b>Total current liabilities</b>	<b>861 686</b>	<b>773 246</b>	<b>989 146</b>	<b>773 246</b>
<b>Total liabilities</b>	<b>4 273 990</b>	<b>3 861 943</b>	<b>4 135 160</b>	<b>3 861 943</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>5 695 110</b>	<b>5 164 673</b>	<b>5 526 198</b>	<b>5 164 673</b>

## Condensed interim financial information

### Consolidated statement of cash flows

(EUR in thousands)	4th quarter		Year		Year
	2021	2020	2021	2020	2020
<b>Ordinary profit before tax</b>	<b>34 262</b>	<b>22 719</b>	<b>124 083</b>	<b>68 439</b>	<b>68 439</b>
Depreciation right of use assets	12 371	10 973	48 127	43 307	43 307
Depreciation tangible assets	4 148	2 953	12 972	12 535	12 535
Depreciation capitalised R&D cost	6 345	4 733	21 759	17 491	17 491
Amortisation patents and other intangible assets	36 170	38 231	141 466	143 613	143 613
Amortisation contracts and customer relationships	35 753	30 353	142 679	125 391	125 391
Tax paid	(3 847)	(23 397)	(59 541)	(50 287)	(50 287)
Changes in debtors	(26 442)	(16 028)	(43 940)	(2 091)	(2 091)
Changes in inventory and trade creditors	26 519	10 197	31 139	2 738	2 738
Changes in public duties payable	3 157	5 221	8 914	19 193	19 193
Changes in deferred revenue	(14 487)	(26 748)	42 986	17 162	17 162
Changes in other accruals	6 557	54 112	23 949	71 942	71 942
<b>Net cash flow from operations</b>	<b>120 506</b>	<b>113 319</b>	<b>494 593</b>	<b>469 434</b>	<b>469 434</b>
<b>Net cash flow from continuing operations</b>	<b>120 506</b>	<b>111 979</b>	<b>494 593</b>	<b>464 453</b>	<b>464 453</b>
Net cash flow from operations, discontinued operations	0	1 340	0	4 981	4 981
Investment in tangible fixed assets related to business comb.	(5 697)	(1 569)	(9 294)	(5 449)	(5 449)
Investment in R&D software related to business combinations	1 695	(2 402)	(8 774)	(8 263)	(8 263)
Sale of (investment in) businesses	(103 187)	(127 120)	(640 831)	(430 651)	(430 651)
Sale of (investment in) shares	(431)	(486)	(1 311)	4 989	4 989
<b>Net cash flow from investments related to business combinations</b>	<b>(107 619)</b>	<b>(131 577)</b>	<b>(660 210)</b>	<b>(439 373)</b>	<b>(439 373)</b>
Net proceeds from divestiture of discontinued operations	0	185 012	14 948	185 012	185 012
Cash inflow from dividends	0	2 596	1 013	13 163	13 163
Sale of (investment in) tangible fixed assets	(3 141)	(2 839)	(10 646)	(10 066)	(10 066)
Sale of (investment in) R&D own software	(1 206)	(3 399)	(4 881)	(9 385)	(9 385)
<b>Net cash flow from investments</b>	<b>(111 966)</b>	<b>49 791</b>	<b>(659 777)</b>	<b>(260 650)</b>	<b>(260 650)</b>
Repayments of interest bearing loans	0	0	(9 921)	(9 338)	(9 338)
Net proceeds from interest bearing loans	288 336	258 968	288 336	258 968	258 968
Changes in bank overdraft	(199 143)	(200 854)	0	0	0
Cashflow from leases	(15 172)	(9 750)	(61 881)	(51 898)	(51 898)
Changes in long term receivables	(1 412)	(94)	188	(242)	(242)
Payment of Group contribution	0	0	0	0	0
Net cash flow from share issues	0	0	1 966	0	0
Cash inflow from interest	(174)	549	710	2 697	2 697
Cash outflow from interest and fees	(7 729)	(4 515)	(96 502)	(94 831)	(94 831)
<b>Net cash flow from financing activities</b>	<b>64 705</b>	<b>44 303</b>	<b>122 896</b>	<b>105 355</b>	<b>105 355</b>
<b>Net cash flow from financing activities, continuing operations</b>	<b>64 705</b>	<b>48 518</b>	<b>122 896</b>	<b>110 041</b>	<b>110 041</b>
Cash flow from financing activities, discontinued operations	0	(4 215)	0	(4 686)	(4 686)
<b>Net cash flow</b>	<b>73 246</b>	<b>207 413</b>	<b>(42 288)</b>	<b>314 140</b>	<b>314 140</b>
<b>Cash and cash equivalents, beginning of period</b>	<b>880 165</b>	<b>759 390</b>	<b>987 357</b>	<b>677 822</b>	<b>677 822</b>
Net foreign exchange differences	4 703	20 553	13 045	(4 605)	(4 605)
<b>Cash and cash equivalents, end of period</b>	<b>958 114</b>	<b>987 357</b>	<b>958 114</b>	<b>987 357</b>	<b>987 357</b>
EBITDA to net cash flow from continuing operations	80,4 %	82,3 %	83,8 %	92,8 %	92,8 %

### Consolidated statement of changes in equity

(EUR in thousands)	Attributable to equity holders of Visma AS					
	Paid-in share capital	Other reserves	Retained earnings	Majority/s share of equity	Non-controlling interests	Total equity
<b>Equity as at 01.01.2020</b>	<b>571 855</b>	<b>64 811</b>	<b>413 555</b>	<b>1 050 221</b>	<b>3 162</b>	<b>1 053 383</b>
Issue of share capital	53 871			53 871		53 871
Profit for the period			244 057	244 057	(432)	243 625
<i>Net gain (loss) on financial hedging instruments, net of tax</i>		(18 767)		(18 767)		(18 767)
<i>Exchange differences on translation of foreign operations, net of tax</i>		(29 381)		(29 381)		(29 381)
<b>Total comprehensive income for the period</b>	<b>(48 148)</b>	<b>244 057</b>	<b>195 909</b>	<b>(432)</b>	<b>195 477</b>	
<b>Equity as at 31.12.2020</b>	<b>625 726</b>	<b>16 663</b>	<b>657 612</b>	<b>1 300 000</b>	<b>2 730</b>	<b>1 302 730</b>
<b>Equity as at 01.01.2021</b>	<b>625 726</b>	<b>16 663</b>	<b>657 612</b>	<b>1 300 000</b>	<b>2 730</b>	<b>1 302 730</b>
Issue of share capital	1 966			1 966		1 966
Profit for the period			89 099	89 099	(461)	88 638
<i>Net gain (loss) on financial hedging instruments, net of tax</i>		18 708		18 708		18 708
<i>Exchange differences on translation of foreign operations, net of tax</i>		7 166	0	7 166		7 166
<b>Total comprehensive income for the period</b>	<b>25 874</b>	<b>89 099</b>	<b>114 973</b>	<b>(461)</b>	<b>114 512</b>	
Changes to non-controlling interest; acquisition and arising on business combination					1 912	1 912
<b>Equity at end of period</b>	<b>627 692</b>	<b>42 537</b>	<b>746 711</b>	<b>1 416 940</b>	<b>4 180</b>	<b>1 421 120</b>

# 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 1<sup>st</sup>

Visma's condensed interim financial statements for the fourth quarter of 2021 were authorized for issue by the board of directors on 20 January 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 2020 and applies to these condensed interim financial statements, except for the adoption of new standards and interpretations as of 1 January 2021.

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.

From 2021, Visma changed its reporting currency to EUR. Historical figures in this report have been restated to EUR for comparative purposes. On 12 June 2021 Visma Group Holding AS was merged with Visma AS. These interim financial statements, including comparative historical figures, are presented for the merged entity. On 10 August 2021 a share split took place in Visma AS where the company's 1 share was split in 2 000 000 000 shares.

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

### OPERATING SEGMENTS

4th quarter (EUR in thousands)	2021					2020					TOTAL	
	Nordics	Benelux	Custom Solutions	Geo Expansion	Other	Nordics	Benelux	Custom Solutions	Geo Expansion	Other		
<b>Revenue</b>												
Total segment revenue	348 784	110 213	113 391	27 937	62 453	662 779	303 220	97 399	95 560	14 380	127 268	637 827
Internal revenue	24 563	15 543	11 129	9 673	37 769	98 677	36 124	15 238	6 887	3 019	98 547	159 816
<b>External revenue on each group of similar products and services</b>												
On-premises software	66 047	11 629	17 317	3 071	0	98 064	65 932	10 098	18 625	3 038	0	97 693
New software licences	434	381	508	77	0	1 400	924	306	754	58	0	2 042
Annual agreements	57 167	9 904	6 024	1 520	0	74 615	54 552	8 558	6 217	1 926	0	71 253
Software Consulting and Implementation	8 447	1 343	10 785	1 474	0	22 049	10 456	1 233	11 654	1 054	0	24 397
Cloud Computing	251 517	81 517	82 973	14 793	16 771	447 571	194 732	71 801	68 879	8 010	16 404	359 826
SaaS Subscriptions	141 329	22 835	20 085	10 671	515	195 436	108 947	18 594	13 619	5 858	449	147 467
SaaS Transactions and sign up fees	74 395	34 911	3 375	2 055	291	115 027	55 259	31 808	1 469	1 618	284	90 437
Cloud Infrastructure and Hosting Services	325	363	3 862	406	15 965	20 921	252	310	3 922	0	15 671	20 155
Software Consulting and Implementation on SaaS	13 985	10 940	55 624	139	0	80 689	9 084	9 023	49 869	210	0	68 185
Premium Support & Managed Services	6 170	12 445	27	1 521	0	20 163	3 759	12 067	0	324	0	16 150
FinTech Services and debt collection	15 314	22	0	0	0	15 336	17 431	0	0	0	0	17 431
Other	6 657	1 525	1 973	400	7 913	18 467	6 432	262	1 169	313	12 317	20 492
<b>External revenue</b>	<b>324 221</b>	<b>94 670</b>	<b>102 262</b>	<b>18 265</b>	<b>24 684</b>	<b>564 102</b>	<b>267 096</b>	<b>82 160</b>	<b>88 673</b>	<b>11 361</b>	<b>28 721</b>	<b>478 011</b>
Actual growth (external) %	21,4 %	15,2 %	15,3 %	60,8 %	-14,1 %	18,0 %						
<b>EBITDA</b>	<b>93 606</b>	<b>23 874</b>	<b>26 046</b>	<b>4 168</b>	<b>2 131</b>	<b>149 825</b>	<b>74 159</b>	<b>19 917</b>	<b>21 149</b>	<b>4 923</b>	<b>6 028</b>	<b>126 176</b>
EBITDA margin	28,9 %	25,2 %	25,5 %	22,8 %	8,6 %	26,6 %	27,8 %	24,2 %	23,9 %	43,3 %	21,0 %	26,4 %
<b>Year</b>												
(EUR in thousands)												
<b>Revenue</b>												
Total segment revenue	1 278 925	383 394	419 592	122 862	245 203	2 449 976	1 138 475	345 802	358 973	91 652	182 400	2 117 302
Internal revenue	88 486	36 374	35 150	61 812	147 170	368 992	146 950	58 520	27 212	54 272	89 081	376 035
<b>External revenue on each group of similar products and services</b>												
On-premises software	258 436	44 189	74 450	11 066	0	388 141	258 828	36 049	67 199	10 574	0	372 650
New software licences	2 472	1 097	2 128	327	0	6 023	3 686	857	2 998	313	0	7 854
Annual agreements	228 012	37 978	24 261	6 303	0	296 553	217 155	30 271	24 449	6 951	0	278 825
Software Consulting and Implementation	27 952	5 114	48 061	4 437	0	85 565	37 987	4 922	39 752	3 310	0	85 971
Cloud Computing	909 207	299 032	304 551	48 469	64 079	1 625 339	708 988	250 281	260 137	25 592	60 277	1 305 276
SaaS Subscriptions	522 878	83 238	72 001	35 205	2 010	715 333	397 294	55 067	54 725	17 804	1 794	526 684
SaaS Transactions and sign up fees	259 866	131 440	10 535	7 454	1 159	410 454	190 354	119 934	5 586	6 252	1 081	323 208
Cloud Infrastructure and Hosting Services	1 241	1 398	14 109	406	60 911	78 064	929	1 253	19 252	0	57 402	78 836
Software Consulting and Implementation on SaaS	43 912	35 886	207 821	627	0	288 245	32 454	30 471	180 574	1 212	0	244 711
Premium Support & Managed Services	21 320	46 988	85	4 777	0	73 170	15 015	43 555	0	324	0	58 894
FinTech Services and debt collection	59 990	82	0	0	0	60 072	72 943	0	0	0	0	72 943
Other	22 797	3 799	5 441	1 515	33 953	67 504	23 709	952	4 425	1 214	33 042	63 342
<b>External revenue</b>	<b>1 190 439</b>	<b>347 020</b>	<b>384 442</b>	<b>61 050</b>	<b>98 032</b>	<b>2 080 984</b>	<b>991 525</b>	<b>287 282</b>	<b>331 761</b>	<b>37 380</b>	<b>93 319</b>	<b>1 741 267</b>
Actual growth (external) %	20,1 %	20,8 %	15,9 %	63,3 %	5,1 %	19,5 %						
<b>EBITDA</b>	<b>382 805</b>	<b>79 311</b>	<b>91 187</b>	<b>21 916</b>	<b>14 639</b>	<b>589 857</b>	<b>322 887</b>	<b>61 342</b>	<b>78 002</b>	<b>17 245</b>	<b>20 921</b>	<b>500 396</b>
EBITDA margin	32,2 %	22,9 %	23,7 %	35,9 %	14,9 %	28,3 %	32,6 %	21,4 %	23,5 %	46,1 %	22,4 %	28,7 %

Reconciliation	4th quarter		Year
	2021	2020	2021
Profit before taxes	34 262	22 719	124 083
Net financial items	20 776	24 433	98 771
Depreciations and amortisations	94 787	88 971	367 003
<b>EBITDA</b>	<b>149 825</b>	<b>136 123</b>	<b>589 857</b>
<b>EBITDA in operating segments</b>	<b>149 825</b>	<b>126 176</b>	<b>589 857</b>

### GEOGRAPHICAL AREAS

(EUR in thousands)	2021		
	Net sales	%	Long lived assets
Norway	637 630	30,6 %	1 016 978
Sweden	390 379	18,8 %	511 332
Denmark	278 324	13,4 %	495 723
Finland	280 137	13,5 %	266 819
Netherlands	409 440	19,7 %	1 494 187
Geo Expansion	85 075	4,1 %	321 708
<b>Total</b>	<b>2 080 984</b>	<b>100,0 %</b>	<b>4 106 746</b>
(EUR in thousands)	2020		
Net sales	%	Long lived assets	
Norway	512 225	29,4 %	1 055 164
Sweden	325 989	18,7 %	271 159
Denmark	222 965	12,8 %	382 053
Finland	252 442	14,5 %	201 656
Netherlands	350 901	20,2 %	1 207 735
Geo Expansion	76 745	4,4 %	489 749
<b>Total</b>	<b>1 741 267</b>	<b>100,0 %</b>	<b>3 607 516</b>

## NOTE 3 — Business Combinations

During the fourth quarter of 2021, the Visma Group had a net cash outflow from investment related to business combinations of EUR 108m.

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

	Nordics	Benelux	Custom Solutions	Geo Expansion	Other
(EUR in thousands)					
<b>Nordics</b>					
1 October 2021: Nordic Guys AB a Swedish provider of Real Estate Software	199	0	0	0	0
1 October 2021: Fikuro Oy a provider of cloud ERP system for SMEs in Finland	4 740	596	555	0	0
1 October 2021: Dikaios Oy offers Finland's most widely used student management system	348	110	0	12	2
12 October 2021: Reeltime AS a Norwegian provider of Real Estate Software	0	0	0	0	0
1 November 2021: Aikajana Oy a Finnish provider of a cloud-based workforce management solution	62	0	0	0	0
1 November 2021: Upodi ApS providing a high-end subscription management platform	0	52	0	0	16
1 December 2021: Medical Networks Scandinavia AB a provider of healthcare software in Sweden	0	0	0	0	0
1 December 2021: Rackbeat A/S provides an inventory management system in Denmark	1 542	182	181	8	500
1 December 2021: Avalosys Oy a Finnish Fintech company	3 414	101	1 114	0	8
1 December 2021: Oima Oy a provider of SaaS HR and payroll system in Finland.	4 137	919	197	415	406
10 December 2021: Acubiz A/S is a Danish provider of an expense management solution	<b>14 443</b>	<b>1 960</b>	<b>2 046</b>	<b>436</b>	<b>934</b>
<b>Benelux</b>					
1 November 2021: Sandwich BV a provider of eCommerce Software in Netherlands and Belgium.	2 439	0	0	0	0
18 November 2021: Dialog BV a Dutch provider of Talent Management Software	277	32	(84)	0	0
	0	52	0	0	16
	0	0	0	0	0
	3 966	242	44	26	26
	1 328	97	31	46	409
	39	(35)	0	0	17
	532	1 637	1 048	49	7
	<b>8 581</b>	<b>2 025</b>	<b>1 039</b>	<b>122</b>	<b>476</b>
<b>Custom Solutions</b>					
5 November 2021: Plandisc A/S a Danish company providing a Planning software within eGov	<b>5 862</b>	<b>(65)</b>	<b>1 007</b>	314	459
	0	0	0	0	0
	57 126	15 082	24 040	2 012	1 919
	25 679	5 739	8 179	884	1 147
	25 197	4 814	1 652	710	1 685
	(11 146)	(2 564)	(2 163)	(383)	(623)
	<b>102 718</b>	<b>22 957</b>	<b>32 715</b>	<b>3 537</b>	<b>4 587</b>
<b>Geo</b>					
4 October 2021: Prosaldo.net Betelligungs-GMBH an Austrian provider of SaaS accounting software	(4 137)	(919)	(197)	(415)	(406)
	104 010	23 533	33 030	3 548	4 816
	<b>99 873</b>	<b>22 614</b>	<b>32 834</b>	<b>3 133</b>	<b>4 410</b>
<b>Other</b>					
2 November 2021: Value Retail Holding AS Norwegian provider of cloud infrastructure services	(1 292)	(576)	(316)	(11)	(229)

## 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 invoices

The number of invoices generated in a Visma system by our customers during a one month period. The metric measures all types of invoices at the point where they are generated. Invoices that are not generated in a Visma system, but transported through one of our e-invoicing hubs or 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.



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