

# QUARTERLY REPORT

## Q1/2012

Report for the 1<sup>st</sup> quarter of 2012

21545 541552 12861 979 31 84345 237  
21231 548658 52332 483 45 234  
45486 565456 12455 278  
54541 100492 12335 12  
54123 821563 77473 4  
78617 893265 47432 6  
21545 541552 12861  
21231 548658 5233  
45486 565456 1245  
54541 100492 1233  
54123 821563 77  
78617 893265 47  
21545 541552 1  
21231 548658 5  
45486 565456 1  
54541 100492  
54123 82156  
78617 89326  
21545 5415  
21231 5486  
45486 565  
54541 100  
54123 821  
78617 893  
21545 54  
21231 5  
45486  
5454  
5412  
78  
21  
41  
4  
5  
5  
7  
2

# CONTENTS



<b>The quarter in brief</b>	<b>3</b>
Highlights	
Key figures	
Financial review	
Outlook for the rest of 2012	
<b>Business areas</b>	
Software	5
BPO Accounting & Payroll	6
Commerce Solutions	7
Retail	8
Projects & Consulting	9
Hosting	10
<b>Condensed interim financial information</b>	
Consolidated statement of income	11
Consolidated statement of comprehensive income	11
Consolidated statement of financial position	12
Consolidated statement of cash flows	13
Consolidated statement of changes in equity	14
Notes to the consolidated interim financial statements	15

# Good early results from M&A integrations

## HIGHLIGHTS, FIRST QUARTER 2012

- Revenue of NOK 1 445m, an increase of 13.2%
- EBITDA of NOK 273m, an increase of 23.5%
- EBITDA margin improvement from 17.3% to 18.9%
- Operational cash-flow at NOK 844m vs. NOK 630m, an increase of 34%
- Acquisition of Økonomistyring Drammen AS- a Norwegian accounting office
- Agreed to acquire Agda AB (closed in April) a leading Swedish payroll/HRM software company

**After 2011 with several strategic acquisitions, the growth continued to be robust in the first quarter 2012. Total revenue growth was 13.2% and currency adjusted organic revenue growth of 1.8%. EBITDA increased substantially by 23.5%. As the integration work with the major acquisitions of Mamut and Passeli/Netvisor, synergies and cross-sale benefits have begun to show in the Q1 results. As a result, EBITDA-margin increased to 18.9% from 17.3% in Q1 2011. The first quarter had very strong cash flow, growing with 34.0% from NOK 630m in Q1 2011 to NOK 844m in Q1 2012.**

**Visma continues to invest in development of SaaS (Software as a Services) and revenue from this area increased 27.3% over Q1 2011. Compared to the first quarter of 2010, SaaS revenue is up 111.3%. Visma will launch several major SaaS products in 2012.**

### KEY FIGURES

(NOK in millions)	First quarter		Growth
	2012 Actual	2011 Actual	
Revenue	1 445	1 277	13,2 %
EBITDA	273	221	23,5 %
<i>EBITDA margin</i>	<i>18,9 %</i>	<i>17,3 %</i>	
EBITA	254	204	24,6 %
EBIT	193	157	23,5 %
Net profit	106	92	15,2 %
Operational cash flow	844	630	34,0 %

#### Financial review – Group (first quarter 2011 in brackets)

Revenue amounted to NOK 1445 million (1277) and EBITDA to NOK 273 million (221) in the first quarter of 2012. Revenue increased 13.2% over Q1 2011, helped by the acquisition activity during 2011. The rather small organic revenue growth of 1.8% must be seen in relation to integration of Mamut as some unprofitable activities have been discontinued.

Group EBITA amounted to NOK 254 million in the first quarter (204), whereas net gain from associated companies amounted to NOK 5.9 million (2.1). Net financial items were NOK -54.7 million (-31.9). Consequently, profit before taxes was NOK 144.6 million (126.7). Taxes amounted to NOK 38.8 million (34.9), and net income resulted in NOK 105.8 million in the first quarter (91.8). Cash conversion was even stronger than usual. Cash flow from operations amounted to NOK 844 million (630).

At the end of the first quarter, the cash position of Visma was NOK 1698 million.

Equity amounted to NOK 1198 million at the end of the first quarter (1129), corresponding to an equity ratio of 15.3 percent (18.9). Interest bearing debt amounted to NOK 3788 million (2757). The debt-facilities have maturity dates in the 4<sup>th</sup> quarter of 2015.

#### Outlook for the rest of 2012

In the IT-industry, the bounce-back after the financial crises continued through 2010 and throughout 2011. The continuing uncertainties surrounding the sovereign debt situation in the Euro zone are having negative impact on some

of Visma's markets, particularly in Denmark and the Netherlands. The Swedish and Norwegian markets show continued strength, but macroeconomic predictions expect weaker performance for most European markets in the near-term. The public finances in the markets where Visma operates are in relatively good shape. Visma sees increased demand for productivity enhancing ERP solutions and cost-reducing outsourcing services.

Demand for SaaS/On-Demand services is steadily increasing. The growth in SaaS revenue was 27.3% in the first quarter of 2012 compared to Q1 2011. SaaS revenue in Visma continues to be higher than new On-Premises software license sales. The market and Visma is in a transition phase from On-Premises software to SaaS solutions, and Visma will during the coming months, launch several ground-breaking SaaS products. The Q1 growth in recently acquired, 100% SaaS provider Netvisor in Finland, has been in excess of 30% year-on-year.

**BUSINESS AREAS**

Visma Software continues to be the largest of the business areas, contributing 54 percent of the EBITDA on 37 percent of the revenue in the first quarter, whereas Visma BPO Accounting & Payroll accounts for 25 percent of EBITDA and 31 percent of revenue. Organic revenue growth in the first quarter was 1.8% percent for the Visma Group. Organic growth was somewhat lower than usual as a strong Norwegian currency had a negative effect. Commerce Solutions continued with double-digit revenue growth during the quarter, delivering 11.3% growth. Retail and Projects & Consulting had stable revenue development, but improved EBITDA significantly, overcoming operational challenges experienced during 2011.

During Q1 margins in Visma experienced solid improvement as successful business restructurings and acquisition integrations are beginning to show tangible and positive earnings effects. Focus during 2012 will continue to be on cost and market synergy realization with acquired businesses. As a result, improved margins are expected during the coming months.

From Q4 2011 all hosting entities (formerly within Mamut) have been split out from the Software division and into a new division called Visma Hosting. Visma hosting experienced stable revenues and profitability, with Loopia Sweden and Active24 Central and Eastern European entities performing particularly well.

**MARKETS**

The national economies in both Norway and Sweden continued their stable and solid development. This is positive for Visma as these core markets account for 77 percent of Q1 revenues. Finnish and Danish economies have had somewhat more challenging development. The sovereign debt situation in the Euro zone continues to hamper growth expectations throughout Europe, including Visma markets. However, the Nordic economy and government finances are among the strongest in Europe. There are signs that the Dutch sovereign debt situation is less favourable.

**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 products and services. Although Visma is also involved in some very large IT / Outsourcing projects with substantial risk, Visma believes this risk is well-balanced as 70-80 percent of total Visma revenue is generated in the well-diversified SME segment.

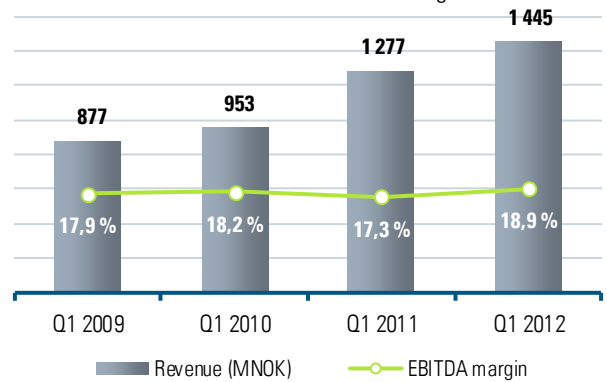
**DISCLAIMER**

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 development deviating from what has been expressed or implied in such statements.

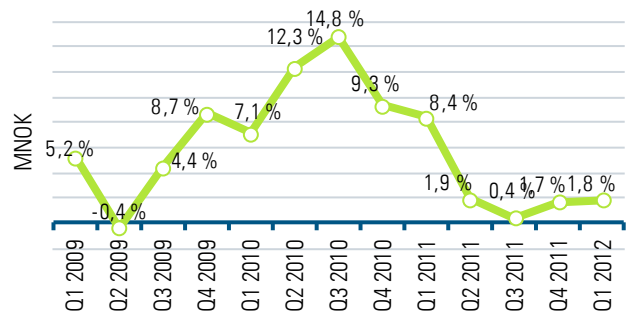
Oslo, 7 May, 2012

The Board of Directors of VISMA AS

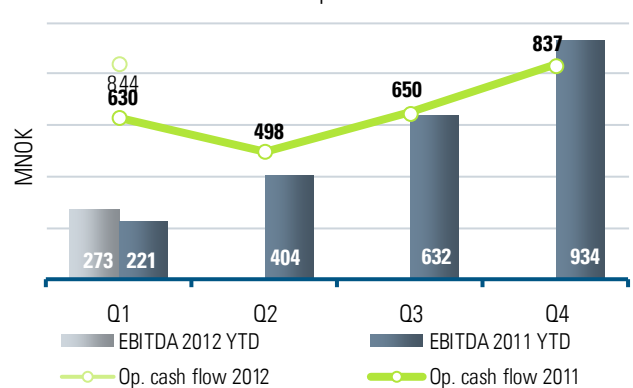
Revenue and EBITDA margin



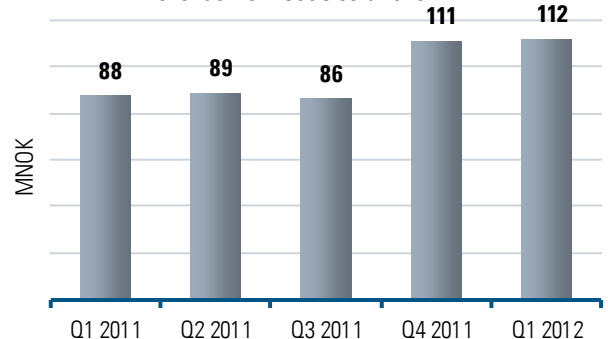
True organic growth  
(Quarter over quarter, currency adjusted)



EBITDA and Operational cash flow



Revenue from SaaS solutions



# VISMA SOFTWARE

(NOK in millions)	First quarter			Year 2011
	2012	2011	Δ	
<b>Operating revenue</b>				
Annual agreements (recurring)	353	272	29,7%	1 195
SaaS solutions (recurring)	48	22	119,9%	107
New SW license sales	63	55	15,8%	247
Consulting	40	43	-5,6%	157
Training	14	14	4,3%	63
Other	20	16	25,3%	84
<b>Total operating revenue</b>	<b>539</b>	<b>421</b>	<b>28,0%</b>	<b>1 853</b>
Growth	28,0%			
<b>EBITDA</b>	<b>146</b>	<b>121</b>	<b>21,4%</b>	<b>559</b>
EBITDA margin	27,2%	28,7%		
EBITDA growth	21,4%			

## SHARE OF GROUP

37 %

Operating revenue

54 %

EBITDA

## KEY FIGURES

Revenue	539 MNOK
Growth, QoQ	28,0 %
EBITDA	146 MNOK
EBITDA margin	27,2 %
Full-time employees	1.688

### Comments on the first quarter

Revenue in Visma Software increased by NOK 118 million, or 28.0%, whereas organic revenue growth adjusted for currency effects was 5.8%. Recurring revenue increased by 36.9% from Q1 2011 and accounted for 74.4% of the revenue in Q1 2012. SaaS revenue accounted for 8.9% of the revenue and increased by 119.9% in Q1 2012. EBITDA increased by 21.4% thus the EBITDA margin decreased to 27.2%.

### Public segment:

PLA (Public/Large account) Software achieved a comfortable Q1 result. All companies in the business unit are performing better than planned. All R&D resources in the business unit are now organized in one common R&D department, focusing on one standardized methodology, common technology and making a large and highly competent development environment. The purpose of this change is to make sure that we succeed in our SaaS initiatives.

Our Dutch operation, Visma DBS, continues the good trend of acquiring new customers in a very competitive market. In Norway Visma Unique is manifesting their fantastic success with Visma Enterprise ERP in the Norwegian public sector with a bid win rate of 100% in Q1. We are launching our new SaaS School solution in the Norwegian market in September 2012.

### SME segment:

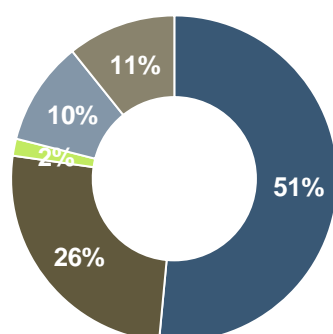
SME Software experienced a strong start in 2012, with license sales in key areas showing high double digit growth. Our strategy on international portfolios yielding good results for both the international portfolio as well as local niche products. Sweden delivered strong license sales growing 36% YoY, taking solid marketshare in a very competitive marketplace. The international portfolio is now expanding into a single unified offering across all our core markets, and the Dutch distribution unit introduced and delivered our first International product sales in Holland during Q1, with good numbers for both our Severa PSA solution and our Document handling Solution, adding value and growth potential to a large Visma customer portfolio in the Dutch market. We expect this to drive further growth in the dutch market in 2012, with an even more complete product portfolio in this important market.

Finland and Norway has also delivered strong quarters, both growing above market rates. Finland also supporting the trend that International Products are taking share over national products. Our three key SaaS SME offerings, Severa, Netvisor and Visma Travel, are all posting high double digit growth, indicating that SaaS delivers solutions with a strong value proposition that customers in the SME segment increasingly buys into. We look forward to further important SaaS launched later in 2012, and we see very strong growth potential in a full true SaaS portfolio by the end of the year.

### Micro segment:

Micro Software performed well in Q1. Several synergy and integration processes are under implementation, including operational alignment in each market. The focus is to continue to leverage the synergies in the Software Division following the significant acquisitions in 2011 combined with increased investments in SaaS initiatives. This assures that Visma will have a strengthened position in the small business segment in all core markets, combined with continued value increase for customers of the Mamut One, Avendo eAccounting, Visma Spcs and Passeli product lines.

## SALES BY GEOGRAPHY



■ Norway  
■ Sweden  
■ Denmark  
■ Netherlands  
■ Finland

# VISMA BPO ACCOUNTING & PAYROLL

## SHARE OF GROUP

31 %

Operating revenue

25 %

EBITDA

## KEY FIGURES

Revenue	445 MNOK
Growth, QoQ	0,9 %
EBITDA	67 MNOK
EBITDA margin	15,0 %
Full-time employees	2.020

(NOK in millions)	First quarter			Year
	2012	2011	Δ	2011
<b>Operating revenue</b>				
Fixed price and transactions	190	185	3,0%	698
Consulting by the hour	216	210	2,9%	728
Personnel for hire	25	23	8,5%	89
Saas	2	0	100,0%	39
Other	12	23	-49,1%	54
<b>Total operating revenue</b>	<b>445</b>	<b>441</b>	<b>0,9%</b>	<b>1 608</b>
Growth	0,9%			
<b>EBITDA</b>				
EBITDA	67	66	1,2%	240
EBITDA margin	15,0%	15,0%		
EBITDA growth	1,2%			

### Comments on the first quarter

Revenue in Visma BPO increased by NOK 4 million, or 0.9%, whereas organic revenue growth adjusted for currency effects was -0.1%. Accounting and payroll revenue increased by NOK 11 million, or 2.8%, and constituted 91.2% of the total revenue. Large SMEs experienced the strongest growth while the SME segment had lower currency adjusted growth.

First quarter EBITDA increased by 1.2% and the EBITDA margin was stable at 15.0%.

### Customers and sales

In Norway SME, net customer acquisition has been steadily increasing during the quarter and a number of recruiting and marketing initiatives continue to be implemented in the SME segment. In addition, a number of cross-selling initiatives with Visma Software are being implemented in Norway and Finland as a result of acquisitions made during second half of 2011. These are mainly targeted to the SME segment.

Large SMEs continue to be the segment offering the largest growth potential. Organic growth has been good during the quarter. Visma has a strong market position in this target segment. Visma is almost unique in being able to offer both accounting and payroll outsourcing to this Large SME segment. We believe that this will help to continue this increasingly positive customer acquisition trend during.

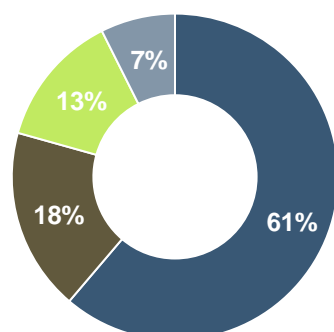
The Division continues to recruit strong managers during the quarter, with some significant new hires. As the BPO Division grows organically as well as via acquisition, the organization is more well equipped to manage future growth and maintain and build leading market positions.

### Market

SME segment growth is slowly improving, but hampered by currency effects and weaker markets in Denmark and Finland. Currently, growth seems most achievable within medium to larger payroll (and F&A) customers. The Finnish market, particularly, with its overall low level of outsourcing, seems to offer near-term opportunities as many medium and large corporates are investigating the possibility of outsourcing accounting and payroll operations.

Norway and Sweden experienced changes to mandatory audit requirements for smaller companies during 2011. This means that several thousand companies no longer need an audit. It is uncertain what the effects will be of this change, but it is possible that this will increase the demand for qualified providers of outsourced accounting. Visma is well-positioned to benefit from such effects.

## SALES BY GEOGRAPHY



■ Norway ■ Finland  
■ Sweden ■ Denmark

# VISMA COMMERCE SOLUTIONS

## SHARE OF GROUP



Operating revenue



EBITDA

(NOK in millions)	First quarter			Year
	2012	2011	Δ	2011
<b>Operating revenue</b>				
Procurement, SaaS	42	41	4,6%	162
Procurement, transactions	13	12	11,1%	54
Collecting, transactions	57	49	16,3%	208
Other	15	13	14,1%	51
<b>Total operating revenue</b>	<b>127</b>	<b>114</b>	<b>11,3%</b>	<b>475</b>
Growth	11,3%			
<b>EBITDA</b>				
EBITDA	25	26	-2,7%	107
EBITDA margin	19,9%	22,8%		22,5%
EBITDA growth	-2,7%			

## KEY FIGURES

Revenue	127 MNOK
Growth, QoQ	11,3 %
EBITDA	25 MNOK
EBITDA margin	19,9 %
Full-time employees	336

### Comments on the first quarter

Revenue in Visma Commerce Solutions increased by NOK 13 million, or 11.3%, whereas organic revenue growth adjusted for currency effects was 9.4%. Revenue from collecting increased by 16.3% and accounted for 44.9% of the revenue in Q1 2012. SaaS revenue increased by 4.6% and accounted for 33.1% of the revenue in Q1 2012.

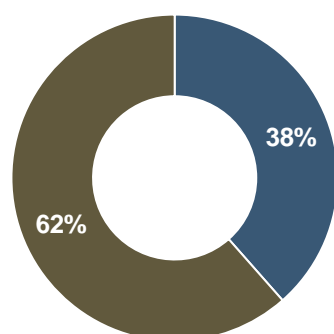
EBITDA decreased by 2.7% as the EBITDA margin decreased to 19.9%.

### Customers, sales and market

The strong demand for SaaS-based tender and procurement systems continued throughout Q1, especially in public sector in Sweden. Both Visma Opic and Visma Proceedo had strong double digit growth. This trend is expected to continue throughout Q2. Several large contracts are under implementation and the sales pipeline for Q2 is strong.

Public spending is increasing throughout the Nordics and Vismas tender watch solutions are becoming increasingly attractive. More than 12 000 public tenders was submitted in Visma systems in Q1 and the number of suppliers are increasing rapidly. New innovative SaaS products has successfully been launched in Sweden. A new strategy for Norway has been worked out and is about to be implemented.

## SALES BY GEOGRAPHY



■ Norway ■ Sweden

In Collection, a number of new major customers are under implementation. The revenue effect of these customers will be visible in Q2. Revenue growth is satisfactory in Q1, but profits in Norway is lagging behind, mainly due to integration issues from mergers and acquisitions. Programs to increase profitability has been launched.

Strong effort has been put into sales activities towards the newly signed frame agreement in Collections with the public sector in Sweden. This represent a potential of more than 700 public entities.

Within the Procurement Pool cross-sales to the Vismas Micro and SME customer base has been the main focus in Q1. More than 500 new customers has been signed up.

## VISMA RETAIL

### SHARE OF GROUP



Operating revenue

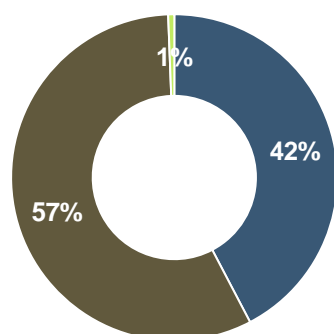


EBITDA

### KEY FIGURES

Revenue	162 MNOK
Growth, QoQ	-7,1 %
EBITDA	14 MNOK
EBITDA margin	8,7 %
Full-time employees	419

### SALES BY GEOGRAPHY



■ Norway ■ Sweden ■ Denmark

(NOK in millions)	First quarter			Year
	2012	2011	Δ	2011
<b>Operating revenue</b>				
Annual agreements (recurring)	58	58	-0,5%	227
New SW license sales	5	13	-61,8%	24
Consulting	56	73	-23,8%	274
Hardware / other	44	30	43,8%	115
<b>Total operating revenue</b>	<b>162</b>	<b>174</b>	<b>-7,1%</b>	<b>640</b>
Growth	-7,1%			
<b>EBITDA</b>	<b>14</b>	<b>7</b>	<b>102,0%</b>	<b>21</b>
EBITDA margin	8,7%	4,0%		3,2%
EBITDA growth	102,0%			

#### Comments on the first quarter

Revenue in Visma Retail decreased by NOK 12 million, or -7.1%, and the organic revenue growth adjusted for currency effects was -5.2%. Revenue from Consulting decreased by -23.8% and accounted for 34.6% of the revenue in Q1 2012. Recurring revenue remained unchanged at NOK 58 million.

EBITDA however increased by NOK 7 million as the EBITDA-margin increased from 4.0% to 8.7%. The EBITDA margin growth is mainly due to operational expenses have been controlled.

#### Customer, sales and market

After Sweden and Norway, one of our customers expanding onto the European continent. In November, the premiere opening of two new stores in Poland attracted over 30,000 visitors. Visma is the supplier of the Retail System, peripheral services and store equipment.

In December, we signed a 60-month strategic cooperation agreement with one of the larger Swedish FMCG customers regarding the supply of reserve hardware and service. The delivery includes the exchange, management and maintenance of about 2,000 cash points. The agreement complements the other large, on-going agreements between Visma and the customer.

On the Swedish CIO Awards in December, Apotek Hjärtat was selected as this year's IT Project Award for the implementation of the new retail and prescription handling system, Visma PharmaSuite. Receiving an award for such a complex project is highly gratifying and a very important milestone for Visma Retail.

The last quarter of the retail year was filled with many seminars and fairs which was used as a platform to initiate dialogues with new potential customers for 2012.



# VISMA PROJECTS & CONSULTING

(NOK in millions)	First quarter			Year
	2012	2011	Δ	2011
<b>Operating revenue</b>				
Annual agreements (recurring)	16	18	-11,0%	70
New SW license sales	3	2	16,4%	8
Consulting	108	105	2,2%	417
Other	0	0	164,3%	2
<b>Total operating revenue</b>	<b>127</b>	<b>126</b>	<b>0,8%</b>	<b>496</b>
Growth	0,8%			
<b>EBITDA</b>				
EBITDA	21	13	66,2%	60
EBITDA margin	16,5%	10,0%		12,1%
EBITDA growth	66,2%			

## SHARE OF GROUP



Operating revenue



EBITDA

## KEY FIGURES

Revenue	127 MNOK
Growth, QoQ	0,8
EBITDA	21 MNOK
EBITDA margin	16,5 %
Full-time employees	400

### Comments on the first quarter

Revenue in Visma Projects & Consulting increased by NOK 1 million, or 0.8%, whereas organic revenue growth adjusted for currency effects was 2.8%. Revenue from consulting increased 2.2% from Q1 2012 and accounted for 85.1% of total revenue in Q1 2012. Recurring revenue decreased with 11% from Q4 2011 and accounted for 12.6% of the total revenue.

EBITDA increased by NOK 8 million, or 66.2%, as the EBITDA-margin increased from 10.0% to 16.5%.

### Customers and sales

In the first quarter focus has been on achieving solid profitability in all customer projects and also ensuring a high level of customer satisfaction.

Visma P&C closed some important contracts during the period. Much sales time has been devoted to increasing the pipe-line of new prospects. Some very large tenders offer have been created during Q1. Many resources are devoted to these potential contracts.

In Norway, Visma P&C has signed important contracts with Bufetat, NFI, IMDi.

In Denmark new contracts were signed with Naturerhvervsstyrelsen, PenSam and Skandia. In Sweden, Visma P&C signed new contracts with Swedish Prison and Probation Service, Candy King.

### Market

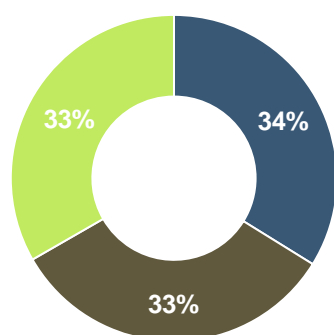
The government IT market is strong in Norway and the private market is even stronger. In Sweden, both the government and the private markets are good, but we see some weakening.

The Public sector in Denmark is continuing to cut costs. This have resulted in very few new tenders the past 8 months. In general, the activity level is low in the Government sector, but the market is slowly improving. We expect more activity in Q3 - Q4. On the positive side, demand from pension customers is quite strong. In general, there is still tough price competition, mainly in the government sector, in all three countries.

The labour market for IT professionals is increasingly more dynamic. Especially in Oslo and Stockholm, it is a challenge to recruit skilled employees. As a consequence more tasks are transferred to the unit in Vilnius, Lithuania, which now has around 15 employees.

In the market place the trend is consolidation. Smaller and medium-sized consulting companies are acquired by the larger companies. This trend is expected to continue.

## SALES BY GEOGRAPHY



■ Norway ■ Sweden ■ Denmark

# VISMA HOSTING

## SHARE OF GROUP



Operating revenue



EBITDA

## KEY FIGURES

Revenue	45 MNOK
EBITDA	9 MNOK
EBITDA margin	20,0 %
Full-time employees	115

(NOK in millions)	First quarter		Δ	Year
	2012	2011		2011
Hosting	45	0		71
Total operating revenue	45	0		71
Growth				
EBITDA	9	0		16
EBITDA margin	20,0%			23,3%
EBITDA growth				

### Comments on the first quarter

Visma Hosting was acquired in July 2011, and thus no numbers for Hosting were reported in Visma in the first half of 2011. 2012 is therefore the first financial year for Visma Hosting, Q1 has given us a good overview of the actual financial performance, establishing an indicative revenue and EBITDA run rate for the rest of 2012. Q1 2012 ended with NOK 45 million in revenue, 1,5 MNOK above budget and NOK 9 million in EBITDA, 1.4 MNOK below budget, resulting in an EBITDA margin of 20.0 %.

Q1 has included some one-off costs in relation to the organisational restructuring, and the cost base has been somewhat higher than estimated in budget.

Visma Hosting's customer base grew in Q1, now counting more than 337.000 customers.

### Visma Hosting Division

The new division is organized by geography under two different brands, Active 24 and Loopia, with three business units serving different regions: Western Europe; Central Europe and Loopia (operating in Sweden and Serbia). The mass hosting market in Europe is expected to have strong growth in the years to come, and Visma Hosting is well-positioned to take part of this growth and further improve its results by scaling the business.

### Western Europe

Western Europe includes Norway, the Netherlands, UK, Germany and Spain. Visma Hosting's size and position in the different markets varies significantly as well as the local impact from the financial situation in Europe. Within Western Europe, the hosting division has especially strong positions in Norway and the Netherlands, counting for nearly 30% of total group Q1 revenue.

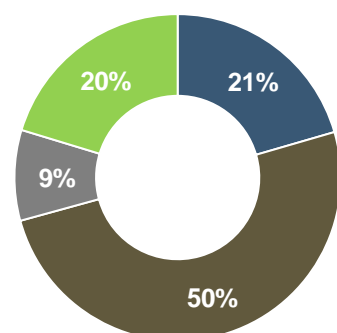
### Central Europe

Central Europe includes Czech Republic, Poland and Slovakia. We experience fierce competition, especially on domain names, but has performed according to financial plan in Q1.

### Loopia

Loopia currently has the leading position in the highly competitive Swedish mass hosting market and a strong position in Serbia. Loopia has continued its strong performance in both markets in Q1. Loopia Sweden has successfully launched Office 365, and strongly believes it will benefit from Office 365 also in the quarters to come. We expect some consolidation in the Swedish mass hosting market during 2012.

## SALES BY GEOGRAPHY



■ Norway ■ Sweden  
■ Netherlands ■ Czech Republic

# CONDENSED INTERIM FINANCIAL INFORMATION

## CONSOLIDATED STATEMENT OF INCOME

(NOK in thousands)	First quarter		Year
	2012	2011	2011
<b>OPERATING REVENUE</b>			
Sales revenue	1 445 369	1 276 949	5 141 908
Total operating revenue	1 445 369	1 276 949	5 141 908
<b>OPERATING EXPENSES</b>			
Sales and distribution costs (COGS)	195 903	186 534	720 361
Gross profit	1 249 466	1 090 415	4 421 547
Payroll and personnel expenses	776 377	693 972	2 684 401
Bad debts	1 368	2 820	30 514
Other operating expenses	199 032	171 779	752 508
Total operating expenses	976 777	868 571	3 467 423
EBITDA before M&A expenses	272 689	221 844	954 124
M&A expenses	93	402	20 020
EBITDA	272 596	221 442	934 104
Depreciation tangible assets and capitalised R&D	18 906	17 841	94 593
EBITA	253 690	203 601	839 512
Amortisation intangible assets	60 387	47 087	217 032
Operating profit EBIT	193 303	156 514	622 479
Result from associated companies	5 949	2 104	( 763)
<b>FINANCIAL ITEMS</b>			
Financial income	6 519	5 871	29 184
Financial expenses	(61 190)	(37 746)	(211 139)
Net financial items	(54 671)	(31 875)	(181 955)
Profit before taxes	144 581	126 743	439 761
Taxes	38 817	34 899	129 030
Net income	105 764	91 844	310 731
<b>ATTRIBUTABLE TO:</b>			
Equity holders of Visma AS	105 073	90 703	307 519
Minority interests	691	1 141	3 212
<b>EARNINGS PR SHARE</b>			
Basic earnings per share (NOK in thousands)	105 073	90 703	307 519
Diluted earnings per share (NOK in thousands)	105 073	90 703	307 519
EBITDA margin	18,9 %	17,3 %	18,2 %

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

(NOK in thousands)	First quarter		Year
	2012	2011	2011
Net income	105 764	91 844	310 731
Net gain (loss) on financial hedging instruments, net of tax	11 636	25 036	(44 186)
Exchange differences on translation of foreign operations, net of tax	(9 518)	(1 839)	(2 303)
Net gain (loss) on shares classified as available for sales, net of tax	0	1	0
Other comprehensive income (loss) for the period, net of tax	2 118	23 198	(46 489)
Total comprehensive income for the period	107 882	115 042	264 243
<b>TOTAL COMPREHENSIVE INCOME ATTRIBUTABLE TO:</b>			
Equity holders of Visma AS	107 191	113 901	261 031
Minority interests	691	1 141	3 212

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

(NOK in thousands)	31 March 2012	31 December 2011	31 March 2011
<b>ASSETS</b>			
Deferred tax assets	169 410	174 325	35 107
Patents and other intangible assets	506 962	539 324	291 177
Capitalised R&D cost own software	139 224	134 111	86 608
Contracts and customer relationships	683 016	720 410	515 562
Goodwill	3 433 746	3 462 456	2 623 945
Property, land and buildings	19 181	19 207	19 222
Machinery and equipment	134 841	133 623	109 514
Financial assets/Shares	39 265	40 159	12 540
Investment in associated companies	80 892	74 943	77 810
Other long-term receivables	18 663	14 791	9 462
Long term receivables in group companies	12 676	110 568	24 665
<b>Total non-current assets</b>	<b>5 237 875</b>	<b>5 423 917</b>	<b>3 805 611</b>
Inventory	40 293	39 791	28 723
Accounts receivables	680 707	790 667	665 231
Other current receivables	189 957	153 285	161 169
Cash and cash equivalents	1 698 297	1 162 654	1 321 537
<b>Total current assets</b>	<b>2 609 254</b>	<b>2 146 398</b>	<b>2 176 661</b>
<b>TOTAL ASSETS</b>	<b>7 847 130</b>	<b>7 570 315</b>	<b>5 982 272</b>
<b>EQUITY AND LIABILITIES</b>			
Paid-in capital	165 000	165 000	165 000
Other reserves	(39 469)	(41 587)	28 100
Retained earnings	1 058 742	1 135 248	919 204
<b>Equity attributable to equity holders of Visma AS</b>	<b>1 184 274</b>	<b>1 258 661</b>	<b>1 112 305</b>
Minority interests	13 822	15 443	16 646
<b>Total equity</b>	<b>1 198 096</b>	<b>1 274 104</b>	<b>1 128 951</b>
Pension liabilities	(5 247)	(5 082)	(1 301)
Deferred tax liability	495 323	542 302	372 193
Financial hedging Instruments	86 432	102 594	6 452
Long-term interest bearing bank loans	3 787 920	3 841 739	2 757 116
Accrued funding fees	(89 590)	(95 698)	(85 400)
Other long-term non interest bearing liabilities	26 016	26 246	53 052
Long-term liabilities to group companies	0	0	0
<b>Total non-current liabilities</b>	<b>4 300 854</b>	<b>4 412 101</b>	<b>3 102 112</b>
Bank overdraft	200 000	200 222	0
Trade creditors	181 693	182 052	128 478
Public duties payable	409 843	307 195	366 349
Tax payable	(6 562)	9 792	2 862
Deferred revenue	1 071 837	678 444	810 442
Other current liabilities	491 151	506 404	443 078
<b>Total current liabilities</b>	<b>2 348 179</b>	<b>1 884 110</b>	<b>1 751 209</b>
<b>Total liabilities</b>	<b>6 649 033</b>	<b>6 296 210</b>	<b>4 853 321</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>7 847 129</b>	<b>7 570 315</b>	<b>5 982 272</b>

## CONSOLIDATED STATEMENT OF CASH FLOWS

(NOK in thousands)	First quarter		Year
	<b>2012</b>	2011	2011
Ordinary profit before tax	144 581	126 743	439 761
Depreciation tangible assets	14 108	12 681	56 337
Depreciation capitalised R&D cost	4 798	5 160	38 256
Amortisation patents and other intangible assets	26 676	17 485	83 402
Amortisation contracts and customer relationships	33 711	29 603	133 630
Amortisation Goodwill	0	0	0
Tax paid	(31 362)	(49 043)	(92 447)
Changes in debtors	109 959	(24 136)	(149 572)
Changes in inventory and trade creditors	( 861)	(21 124)	21 382
Changes in public duties payable	102 647	96 648	37 494
Changes in deferred revenue	393 394	387 890	255 892
Changes in other accruals	46 211	47 678	12 414
<b>Net cash flow from operations</b>	<b>843 863</b>	<b>629 585</b>	<b>836 550</b>
Sale of (investment in) tangible fixed assets	(14 969)	(1 013)	(33 299)
Sale of (investment in) R&D own software	(9 911)	(5 856)	(31 457)
<b>Net cash flow from investments</b>	<b>(24 880)</b>	<b>(6 869)</b>	<b>(64 756)</b>
Investment in tangible fixed assets related to business combinat	( 331)	( 220)	(35 686)
Investment in R&D software related to business combinations	0	( 898)	(55 896)
Sale of (investment in) businesses	(11 892)	(104 690)	(1394 977)
Sale of (investment in) shares	893	( 8)	(27 627)
<b>Net cash flow from investments related to business combinations</b>	<b>(11 330)</b>	<b>(105 816)</b>	<b>(1514 186)</b>
Repayments of interest bearing loans	0	0	(145 000)
Net proceeds from interest bearing loans	0	0	1 224 480
Changes in bank overdraft	( 6)	0	200 222
Changes in long term receivables/payables	94 020	51 802	(39 430)
Payment of Group contribution	(252 192)	(224 998)	(226 072)
Cash inflow from dividends	0	0	5 420
Cash inflow from interest	6 519	4 005	21 886
Cash outflow from interest and fees	(102 720)	(36 109)	(140 875)
<b>Net cash flow from financing activities</b>	<b>(254 378)</b>	<b>(205 300)</b>	<b>900 631</b>
<b>Net cash flow</b>	<b>553 276</b>	<b>311 599</b>	<b>158 239</b>
Cash and cash equivalents, beginning of period	1 162 654	1 007 192	1 007 192
Net foreign exchange differences	(17 633)	2 747	(2 777)
<b>Cash and cash equivalents, end of period</b>	<b>1 169 297</b>	<b>1 321 537</b>	<b>1 162 654</b>
EBITDA to net cash flow from operations	309,6 %	284,3 %	89,6 %

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

(NOK in thousands)	Attributable to equity holders of Visma AS						Total equity
	Paid-in share capital	Share premium reserve	Other reserves	Retained earnings	Majority's share of equity	Minority interests	
Equity as at 01 January 2011	165 000	0	4 902	990 500	1 160 402	9 905	1 170 307
Total comprehensive income for the period			(46 489)	307 519	261 031	3 212	264 243
Group contribution				(162 772)	(162 772)	0	(162 772)
Net changes minority					0	2 326	2 326
Equity as at 31 December 2011	165 000	0	(41 587)	1 135 248	1 258 661	15 444	1 274 105
Equity as at 01 January 2012	165 000	0	(41 587)	1 135 248	1 258 661	15 444	1 274 105
Total comprehensive income for the period			2 118	105 073	107 191	691	107 882
Group contribution				(181 578)	(181 578)		(181 578)
Net changes minority						(2 312)	(2 312)
Equity as at 31 March 2012	165 000	0	(39 469)	1 058 743	1 184 273	13 822	1 198 096

(NOK in thousands)	Attributable to equity holders of Visma AS						Total equity
	Paid-in share capital	Share premium reserve	Other reserves	Retained earnings	Majority's share of equity	Minority interests	
Equity as at 01 January 2011	165 000	0	4 902	990 500	1 160 402	9 905	1 170 307
Total comprehensive income for the period			23 198	90 703	113 901	1 141	115 042
Group contribution				(161 999)	(161 999)		(161 999)
Net changes minority						5 600	5 600
Equity as at 31 March 2011	165 000	0	28 100	919 205	1 112 304	16 646	1 128 951

# NOTES TO THE CONSOLIDATED INTERIM FINANCIAL STATEMENTS

## NOTE 1 – GENERAL ACCOUNTING PRINCIPLES

Visma (the Group) consists of Visma AS (the Company) and its subsidiaries. Visma AS is a limited liability company, incorporated in Norway.

These interim condensed consolidated financial statements for the period ending March 31, 2012 have been prepared in accordance with IAS 34 Interim Financial Reporting. The interim condensed consolidated financial statements do not include all the information and disclosures required in the annual financial statements and should be read in conjunction with Visma's Annual Report 2011. The interim financial information has not been subject to audit or review.

The accounting policies and methods of calculation adopted in the preparation of the interim consolidated financial statements are consistent with those applied in the preparation of the Group's Annual Financial Statements for the year ended 31 December 2011, except for the adoption of new standards and interpretations as of January 1, 2012.

The future effects of new accounting standards were described in the Annual Financial Statements. The entry into force of the standards IFRS 10 Consolidated Financial Statements, IFRS 11 Joint Arrangements, IFRS 12 Disclosures of Interests in Other Entities may be postponed for a year, until 1 January 2014. This will entail a corresponding delay in amendments to the associated standards IAS 27 Consolidated and Separate Financial Statements and IAS 28 Investments in Associates.

## NOTE 2 – SEGMENT INFORMATION

The Group's primary reporting format is business segments and its secondary format is geographical segments.

The definitions of operating segments are based on the company's internal reporting and are strategic segments that offer different products and services with different risk and rates of returns. The company has six reportable segments: Visma Software (Software), Visma BPO Accounting and Payroll (BPO), Visma Commerce solutions (CS), Visma Retail (Retail), Visma Projects & Consulting (P&C) and Visma Hosting (Hosting). Visma AS and national holding companies are disclosed under "Other".

Visma Software is the leading provider of business software and solutions for enterprises and employees within the private and public sector in the Nordic region.

Visma BPO Accounting and Payroll, is the leading business process outsourcing provider within accounting, payroll administration, financial reporting and consultancy in the Nordics.

Visma Commerce Solutions is the leading provider of services and solutions within full-scale procurement systems, as well as, outsourcing services for administrative procurement, billing, cash management and debt collection in the Nordic region.

Visma Retail is the leading provider of tailor made solutions and services for retail chains and retail businesses in the Nordic region. Visma offers a complete suite of software and services including fully integrated point of sales (POS) solutions covering all needs within retail.

Visma Projects & Consulting is a leading provider of IT and consultancy services focusing on public sector and the retail industry. Visma P&C offers development and project management, application management, automated workflow management and case processing solutions as well as system development and system integration.

Visma Hosting is a leading European hosting provider, delivering premium packages of domains, web hosting and other value-added services. The main customers are predominantly SMEs, SOHOs and also private consumers.

Transfer prices between business segments are set at an arm's length basis in a manner similar to transactions with third parties. The Group's geographical segments are determined by the location of the Group's operations. Summarised financial information concerning each of the Company's reportable business segments is as follows:

(NOK in thousands)	2012								2011							
	SOFTWARE	BPO	COMMERCE SOLUTIONS	RETAIL	PROJ. & CONS.	HOSTING	OTHER	TOTAL	SOFTWARE	BPO	COMMERCE SOLUTIONS	RETAIL	PROJ. & CONS.	OTHER	TOTAL	
Total segment revenues	678 933	463 845	128 126	182 068	135 228	45 492	22 232	1 655 923	487 258	480 324	116 247	198 070	137 401	13 009	1 432 308	
Internal revenues	140 039	18 472	812	20 258	7 965	776	22 232	210 554	66 365	38 939	1 897	23 960	11 190	13 009	155 360	
External revenues	538 894	445 373	127 314	161 809	127 262	44 716	0	1 445 369	420 893	441 385	114 350	174 109	126 211	0	1 276 949	
License and recurring	464 456	4 139	46 147	62 815	19 010	(0)	0	596 567	348 670	12 019	44 923	70 418	20 611	0	496 641	
Transactions	14 178	217 469	77 417	3	5	0	0	309 070	13 582	209 292	66 814	1	3	0	289 693	
Accounting serv. & consult.	40 379	218 621	3 663	55 905	107 755	0	0	426 324	42 769	212 916	2 120	73 382	105 412	0	436 599	
Other	19 881	5 143	87	43 087	493	44 716	0	113 408	15 872	7 158	492	30 309	185	0	54 016	
Pro forma external revenues									507 095	459 808	119 664	174 109	126 211	0	1 386 888	
Actual growth (external) %	28,0 %	0,9 %	11,3 %	-7,1 %	0,8 %		-	13,2 %								
Curr adj. organic growth %	5,8 %	-0,1 %	9,4 %	-5,2 %	2,8 %	-16,2 %		1,8 %								
EBITDA	146 366	66 977	25 359	14 034	20 997	8 957	(10 093)	272 596	120 606	66 206	26 060	6 948	12 634	(11 011)	221 442	
EBITDA margin	27,2 %	15,0 %	19,9 %	8,7 %	16,5 %	20,0 %	-	18,9 %	28,7 %	15,0 %	22,8 %	4,0 %	10,0 %	-	17,3 %	
ASSETS	4 092 876	1 310 719	618 339	692 988	728 259	546 150	(142 201)	7 847 130	2 565 150	1 320 198	659 150	693 332	774 256	(29 815)	5 982 272	

### Reconciliation

	First quarter	
	2012	2011
Profit before taxes	144 581	126 743
Net financial items	54 671	31 875
Result from associated companies	(5 949)	(2 104)
Depreciations and amortisations	79 292	64 928
EBITDA	272 596	221 442
EBITDA in operating segments	272 596	221 442

### GEOGRAPHICAL AREAS

(NOK in thousands)	2012			2011		
	Net sales	%	Long lived assets	Net sales	%	Long lived assets
Norway	729 024	50,4 %	2 307 947	613 154	48,0 %	1 310 548
Sweden	432 839	29,9 %	727 749	415 836	32,6 %	779 270
Denmark	85 366	5,9 %	259 515	88 631	6,9 %	262 219
Finland	138 587	9,6 %	836 383	107 202	8,4 %	461 117
Netherlands	59 553	4,1 %	631 354	52 126	4,1 %	704 138
Total	1 445 369	100,0 %	4 762 948	1 276 949	100 %	3 517 292



### **NOTE 3 – BUSINESS COMBINATIONS**

A total of NOK 14 million in acquisition payments were made during first quarter.

The payments refer to earn out's at an amount of NOK 0,93 million and the acquisition of Økonomistyring Drammen AS of NOK 13 million.

#### **BPO Division**

On 5 January 2012, Vism aacquired 100% of the voting shares of the Norwegian accounting office Økonomistyring Drammen AS.

The acquisition will further strengthen Visma's position as the largest accounting office chain in Norway.

**Visma AS**

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

Tel +47 46 40 40 00  
Fax +47 22 43 45 61  
[www.visma.com](http://www.visma.com)