

# QUARTERLY REPORT

## Q3/2010

Report for the 3rd quarter of 2010

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# STRONG TOP-LINE GROWTH

## HIGHLIGHTS, THIRD QUARTER 2010

- Revenue growth of 36.2%, organic revenue growth of 14.8%
- Quarterly revenue at all time high
- EBITDA at NOK 225m vs. NOK 177m in 3Q09
- EBIT at NOK 174m vs. NOK 137m in 3Q09
- Days-of-sales outstanding at 30 days
- Acquired Severa OY in Finland, an international SaaS business
- Acquired Sirius, a new division within Project & Consulting operating in Denmark, Norway and Sweden
- KKR signed contract on Sept. 25 to become the new majority shareholder in Visma

**Visma continued its positive development in the third quarter 2010, with total revenue growth of 36.2% and currency adjusted organic revenue growth of 14.8%. EBITDA increased by 26.5 percent, however, EBITDA-margin declined 1.7% to 22%. Revenue and EBITDA is quarterly all-time-high, and the organic revenue growth is the highest achieved the last 5 years. Through acquisitions total growth was 36.2%, also the highest for many years. Late in the quarter, the world largest private equity firm, KKR, became the new majority shareholder in Visma. KKR will promote further growth in Visma. HgCapital will continue as a minority shareholder with about 18% of the equity and management will hold about 5% of the total equity. The management of Visma appreciate to become a KKR company and be sponsored by the world leading private equity firm. The strategy and management of Visma will not change.**

## KEY FIGURES

(NOK in millions)	3rd quarter			First three quarters			Year
	2010	2009	Growth	2010	2009	Growth	2009
	Actual	Actual		Actual	Actual		Actual
Revenues	1 021	750	36.2 %	2 928	2 458	19.2 %	3 381
EBITDA	225	177	26.5 %	567	488	16.2 %	684
<i>EBITDA margin</i>	<i>22.0 %</i>	<i>23.7 %</i>		<i>19.4 %</i>	<i>19.9 %</i>		<i>20.2 %</i>
EBITA	210	167	25.5 %	529	457	15.9 %	638
EBIT	174	137	27.3 %	443	366	21.0 %	517
Net income	108	68	59.3 %	257	174	47.4 %	281
Operational cash flow	98	85	15.3 %	596	570	4.6 %	645

### Financial review – Group (third quarter 2009 in brackets)

Revenue amounted to NOK 1021 million (750) and EBITDA to NOK 224.6 million (177.5) in the third quarter 2010, both of which are record levels for a quarter in Visma. The growth and profitability reflects Visma's strong market position and improved demand for its products and services in markets that show signs of improvement after the financial turmoil in the past years.

Group EBIT amounted to NOK 174.3 million in the third quarter (136.9), whereas net gain from associated companies amounted to NOK 1.8 million (2.5). Net financial items were NOK -26 million (-45.8), reflecting exchange rate gains and lower interest rates. Profit before taxes was thus NOK 150 million (93.6). Taxes amounted to NOK 41.5 million (25.5), and net income to NOK 108.5 million in the third quarter (68.1).

Cash conversion remains strong, and cash flow from operations increased year to date by 4.6 percent to NOK 596 million after tax (570). Cash outflow from investments was NOK 624 million (21). This mainly reflects cash spent on acquisitions, most notably on Sirius IT group and Servera Oy in Finland. The acquisition of Sirius IT A/S was closed in July 2010, and are part of the third quarter numbers. Annual revenue from Sirius IT will be around DKK 520m.

Equity amounted to NOK 1,079 million at the end of the third quarter (859), corresponding to an equity ratio of 20.7 percent (21.6). Cash and cash equivalents amounted to NOK 900 million, and net cash less revolving credit facility at the end of the third quarter was NOK 700 million (596), a decrease of NOK 252.2 million during the quarter. Net interest bearing debt amounted to NOK 1,554 million (1,139),

up from NOK 1167.4 million at the end of 2009. This reflects acquisitions mainly financed with debt and existing cash-flow.

### Outlook for 2010

Visma expects a positive market in the last quarter of 2010. GDP growth has returned to the markets where Visma operates, especially in Sweden. The public finances in the markets where Visma operates are in relatively good shape, and a new recession in our markets is not expected. Visma sees increased demand for productivity enhancing ERP solutions and cost-reducing outsourcing services. Although many enterprises remain focused on cost control and productivity measures, more companies are beginning to look for solutions to promote and support renewed growth.

Demand for SaaS/On Demand services is increasing. Visma successfully launched eEkonomi in Sweden in the first quarter, and will launch several breakthrough Software-as-a-Service (SaaS) offerings in the second half of 2010. Within this area Visma acquired Severa Oy in Finland, a leading supplier of SaaS time and project accounting.

Cross-selling and bundling of products and services across divisions and geographies continue to offer organic growth opportunities. The company also expects growth from acquisitions to increase going forward. The Sirius acquisition will add about 450 .Net and Java system developers to Visma. They have a particular focus on the public sector and large retailers, and this will add to Visma's presence in these two enterprise verticals. There is a very high degree of activity in the Visma Retail division and the strong growth will continue in the fourth quarter.

**BUSINESS AREAS**

Visma Software remains the largest of the business areas, accounting for 35 percent of revenue and 58 percent of EBITDA, whereas Visma BPO Accounting & Payroll accounts for 30 percent and 20 percent, respectively. Revenue growth in the third quarter was particularly strong in Visma Retail, but Visma BPO and Visma P&C had double-digit organic growth as well. BPO is rather late in the cycle and increased growth came as expected in the third quarter and will continue in the fourth quarter of 2010. BPO was busy starting up several large customer projects in the third quarter. Compared to the third quarter of 2009 EBITDA-margins improved within the Software, BPO and Retail divisions.

**MARKETS**

The national economy is expected to develop positively in Norway and Sweden, which account for about 80 percent of revenue in Visma in 2010. Particularly, the Swedish economy shows healthy growth. After a slow start on 2010, the economy in Finland and Denmark show signs of a clear rebound. The Dutch economy is still growing slowly, and the unclear parliamentary situation makes the market more reluctant. The very open and export-oriented Dutch economy is also more impacted by the strong Euro.

Visma stands to benefit from a demand trend towards more SaaS (or On Demand) revenue at the expense of traditional software. A somewhat tightening labour market for qualified accounting and software professionals is expected to fuel the growth for outsourcing services and more efficient usage of modern software solutions.

However, the mounting conflict between US/Europe/Japan and China on currencies may result in lower growth, as well as, markets reluctant to investment.

While there is no doubt that Visma's markets, in general, are in much better shape in 2010 than 2009, the situation is far from safe and stable.

**RISKS**

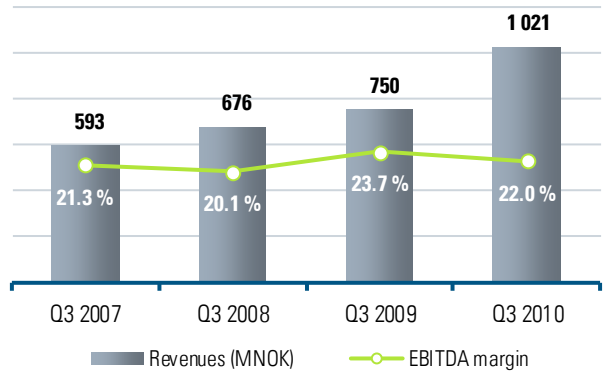
Visma is exposed to the general economic climate in the countries where the company operates. However, the business risk is limited by the company's large base of smaller customers and with very reasonably priced, high-quality products and services. Visma weathered the financial crises well with increasing revenues and profits in 2009. However, Visma is also involved in some very large IT / Outsourcing projects with substantial risk. As 70-80 percent of total Visma revenue is generated in the, well diversified, SME segment, Visma believes this risk is well balanced.

**DISCLAIMER**

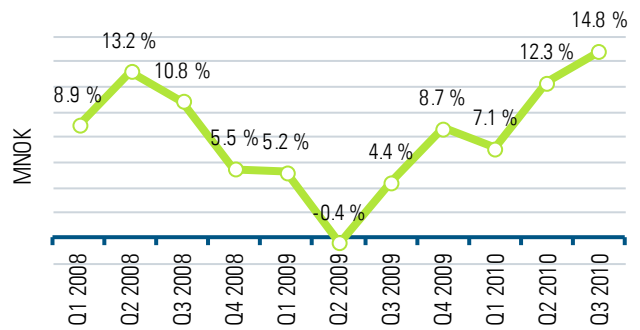
This report contains forward-looking statements that reflect management's current views with respect to future events. All such statements are subject to inherent risks and uncertainties, and many factors can lead to development deviating from what has been expressed or implied in such statements.

Oslo, 12 October 2010  
The Board of Directors of VISMA AS

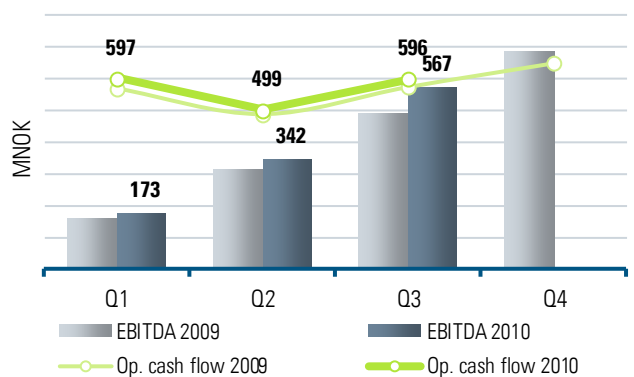
Revenue and EBITDA margin



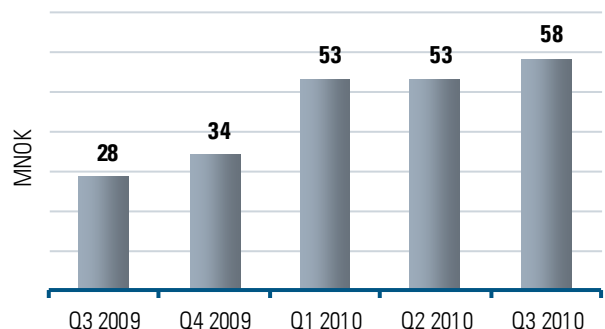
True organic growth  
(Quarter over quarter, currency adjusted)



EBITDA and Operational cash flow

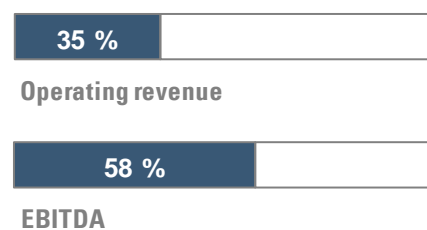


Revenue from SaaS solutions



# VISMA SOFTWARE

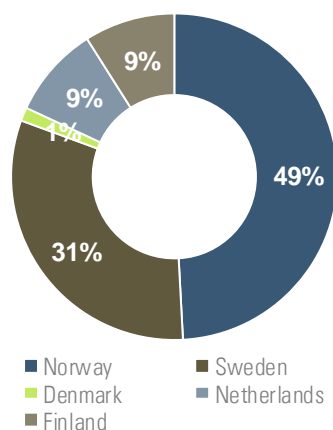
## SHARE OF GROUP



## KEY FIGURES

Revenues	359 MNOK
Growth, QoQ	5.7 %
EBITDA	131 MNOK
EBITDA margin	36.4 %
Full time employees	1 309

## SALES BY GEOGRAPHY



(NOK in millions)	3rd quarter			First three quarters			Year
	2010	2009	Δ	2010	2009	Δ	2009
<b>Operating revenue</b>							
Annual agreements (recurring)	250	234	6.7%	743	689	7.8%	924
SaaS solutions (recurring)	25	19	27.5%	69	56	23.1%	81
New SW license sales	38	41	-7.8%	145	150	-3.9%	236
Consulting	27	27	-1.9%	110	112	-1.2%	160
Training	9	7	26.8%	36	35	0.9%	57
Other	10	10	1.4%	30	31	-2.0%	45
<b>Total operating revenue</b>	<b>359</b>	<b>339</b>	<b>5.7%</b>	<b>1 133</b>	<b>1 074</b>	<b>5.5%</b>	<b>1 502</b>
Growth	5.7%			5.5%			
<b>EBITDA</b>	<b>131</b>	<b>119</b>	<b>10.1%</b>	<b>341</b>	<b>304</b>	<b>12.2%</b>	<b>435</b>
EBITDA margin	36.4%	35.0%		30.1%	28.3%		28.9%
EBITDA growth	10.1%			12.2%			

### Comments on the third quarter

Revenue in Visma Software increased by NOK 19 million, or 5.7%, whereas organic revenue growth adjusted for currency effects was 5.9%. New license sales decreased with 7.8%, however, SaaS business increased about 27.5%. Recurring revenue increased by 8.3% from the third quarter 2009, and accounted for 76.6 percent of revenue in the third quarter 2010.

EBITDA increased by 10.1% as the margin increased from 35% to 36.4%. The margin growth is mostly due to scale-effects of the growth while operational expenses are under control.

### Customers and sales

The public sector in Norway continues to show strong demand and it seems that we continue to increase our market share by winning customers from our major competitors. A large customer venue was held in September with 500 customers present, sharing their enthusiasm and interest in our products and solutions.

Norway SME has a Q3 YTD growth of 6%.

Sweden seems to have a stronger economy, and the number of newly established companies grew by 17% over last year. The Micro segment in Sweden gets a fair share of this, and revenue growth YTD is 9%, and Q3 is expected to be in line with this growth rate.

Third quarter revenues in Finland were down 55% on an exceptionally good Q2, but is expected to deliver software sales according to the 2010 target.

Both Finland and Sweden SME are undergoing a strategy of moving towards an indirect sales model, which will benefit license sales and recurring revenues in the medium-to long-term.

The Dutch market seems a little behind the Nordic markets in economic recovery, and sales have developed relatively flat over 2009.

### Product launches

Within the SaaS area, Visma eEkonomi in the Swedish micro market is getting up to speed, and we are close to 1000 customers since the product was launched in Q1. Finnish Visma Severa, the Time/Project solution, received the first orders in the Norwegian market and is gaining speed in Sweden.

Additional launches:

- Severa Integrations to ERP
- Visma Document Center 5.50 was launched, which included our first international product launch in the Netherlands
- Visma Reporting & Analysis Accounting Office Pack was launched in September
- Visma On Demand Banking launched Commercially in Finland. Customer uptake will occur in Q4 when SEPA standards will become mandatory

### Market

There is a trend among customers to move new software investment from CapEx to OpEx, including traditional On Premises software. Our competitors confirm that the frequency of questions regarding rental agreement, instead of an up-front license fee, is increasing. This has resulted in only minimal short-term revenue loss in Q3 for Visma Software, but it shows that our customers will be ready to adopt a SaaS pricing model.

Our pricing models will transition gradually with new products through Q4 and 2011. As a result, we will implement new sales and partner incentive models from 2011.

# VISMA BPO ACCOUNTING & PAYROLL

## SHARE OF GROUP



Operating revenue



EBITDA

## KEY FIGURES

Revenues	303 MNOK
Growth, QoQ	11.6 %
EBITDA	44 MNOK
EBITDA margin	14.7 %
Full time employees	1 784

(NOK in millions)	3rd quarter			First three quarters			Year
	2010	2009	Δ	2010	2009	Δ	2009
<b>Operating revenue</b>							
Fixed price and transactions	143	87	63.7%	453	270	67.9%	359
Consulting by the hour	131	158	-16.7%	470	597	-21.3%	787
Personnel for hire	20	20	0.6%	61	63	-2.0%	85
Other	8	6	30.7%	23	22	3.7%	29
<b>Total operating revenue</b>	<b>303</b>	<b>271</b>	<b>11.6%</b>	<b>1 006</b>	<b>951</b>	<b>5.8%</b>	<b>1 260</b>
Growth	11.6%			5.8%			
<b>EBITDA</b>	<b>44</b>	<b>40</b>	<b>12.2%</b>	<b>132</b>	<b>135</b>	<b>-2.2%</b>	<b>184</b>
EBITDA margin	14.7%	14.6%		13.1%	14.2%		14.6%
EBITDA growth	12.2%			-2.2%			

### Comments on the third quarter

Revenue in Visma BPO increased by NOK 31.5 million, or 11.6%, whereas organic revenue growth adjusted for currency effects was 12.8%. Compared to second quarter, growth continued to pick up during the third quarter. An adjusted pricing model moves revenue from consulting by the hour to fixed and transaction based pricing. As a result, fixed-price and transactions revenue increased by NOK 55.7 million, or 63.7%, from the third quarter last year, and constituted 47.3% of the total revenue in the third quarter 2010. The transaction-based pricing model gives the customer a predictable price for standard deliveries, and it gives both the customer and Visma an incentive to further increase efficiency.

Revenue in Visma Personnel AS did not change from the third quarter 2009, and accounted for 6.5% of the division revenue in the third quarter 2010.

EBITDA increased by NOK 4.8 million, or 12.2%, as the margin increased from 14.6% to 14.7%. The development is still affected by costs associated with the start-up and streamlining of several new large projects, and, in general, the creating the foundation of a BPO organisation with the expertise to handle the large customer segment. Focus on efficient processes and system configurations are continuously a key to improve earnings going forward.

### Customers and sales

Growth in the small and medium enterprises (SME) segment, in general, continues to show signs of recovery. During Q3 a Danish contract in the large customer segment with a yearly revenue of DKK 3 million was signed and an existing Danish contract of DKK 13 million was extended until the end of 2011. In Norway a large contract with a yearly estimated revenue of NOK 17.6 million was announced and signed. Further large contracts are expected to be signed during Q4.

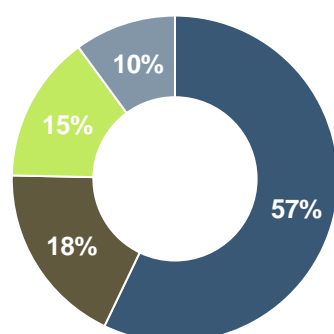
### New business

Three "bolt-on" businesses in Finland were acquired.

### Market

The BPO Accounting and Payroll market lags behind ERP and other Software in the business cycle. However, growth is gradually picking up, but at a lower pace. Somewhat stronger growth is expected in Q4 2010 and Q1 2011.

## SALES BY GEOGRAPHY



■ Norway ■ Finland  
■ Sweden ■ Denmark

# VISMA PROCUREMENT & COLLECTING

## SHARE OF GROUP



Operating revenue



EBITDA

## KEY FIGURES

Revenues	91 MNOK
Growth, QoQ	50.7 %
EBITDA	24 MNOK
EBITDA margin	26.7 %
Full time employees	279

(NOK in millions)	3rd quarter			First three quarters			Year
	2010	2009	Δ	2010	2009	Δ	2009
<b>Operating revenue</b>							
Procurement, SaaS	31	9	250.9%	91	27	234.4%	36
Procurement, transactions	12	11	2.6%	33	33	1.4%	45
Collecting, transactions	43	33	29.3%	117	99	18.0%	134
Other	7	8	-14.0%	13	24	-47.8%	34
<b>Total operating revenue</b>	<b>91</b>	<b>61</b>	<b>50.7%</b>	<b>255</b>	<b>184</b>	<b>38.4%</b>	<b>250</b>
Growth	50.7%			38.4%			
<b>EBITDA</b>	<b>24</b>	<b>18</b>	<b>37.7%</b>	<b>60</b>	<b>48</b>	<b>26.2%</b>	<b>64</b>
EBITDA margin	26.7%	29.3%		23.7%	26.0%		25.8%
EBITDA growth	37.7%			26.2%			

### Comments on the third quarter

Revenue in Visma Procurement & Collecting increased by NOK 30.8 million, or 50.7%, whereas organic revenue growth adjusted for currency effects was 13.7%. Revenue from SaaS (On Demand) solutions more than tripled from the third quarter 2009 and accounted for 33.5% of revenue in the third quarter 2010. As a result, SaaS solutions in Visma P&C accounted for 55.4% of total SaaS revenues in Visma.

EBITDA increased by NOK 6.7 million, or 37.7%, although margins declined from 29.3% to 26.7%. The margin declined as lower-margin business units have been included into the P&C division.

### Customers and sales

The Collecting business, particularly in Sweden, continues its strong development with an organic growth of 15%. This is mainly due to strong sales and a successful launch of factoring services towards the SME market. The regulatory changes in debt collection have hit the revenue of the Norwegian debt collection unit by approximately 15%. Despite this, EBITDA has been upheld in a difficult market.

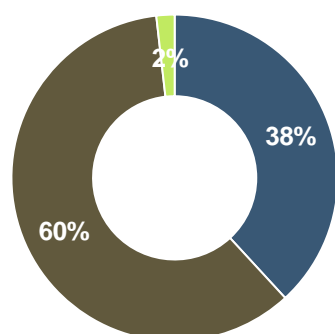
Through the Invoicia acquisition, some major cross-sales opportunities, especially in Sweden, have been identified.

Within the procurement area, the growth has been strong, particularly within Visma Advantage and OPIC in Sweden. The demand for both public sector products, tendering systems and tender watch services, is strong. A reseller agreement with a Danish partner was signed in September, giving Visma access to the Danish market within Tender Management Systems.

### Market

Both the procurement and collecting markets seem reasonably healthy, and Visma sees moderate to good organic growth in the rest of 2010.

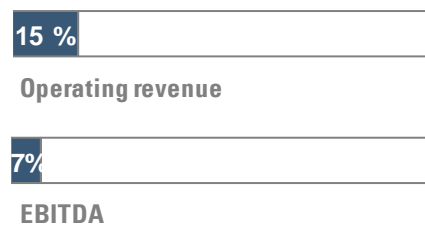
## SALES BY GEOGRAPHY



■ Norway ■ Sweden ■ Denmark

## VISMA RETAIL

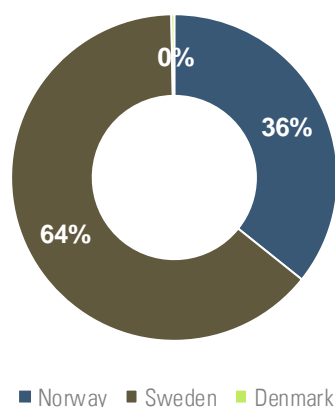
### SHARE OF GROUP



### KEY FIGURES

Revenues	157 MNOK
Growth, QoQ	101.2 %
EBITDA	16 MNOK
EBITDA margin	10.2 %
Full time employees	395

### SALES BY GEOGRAPHY



(NOK in millions)	3rd quarter			First three quarters			Year
	2010	2009	Δ	2010	2009	Δ	2009
<b>Operating revenue</b>							
Annual agreements (recurring)	48	37	28.1%	130	110	19.0%	146
New SW license sales	10	2	567.2%	21	10	104.2%	16
Consulting	51	19	172.7%	145	61	137.1%	97
Hardware / other	48	21	133.0%	127	68	88.1%	109
<b>Total operating revenue</b>	<b>157</b>	<b>78</b>	<b>101.2%</b>	<b>423</b>	<b>249</b>	<b>70.4%</b>	<b>368</b>
Growth	101.2%			70.4%			
<b>EBITDA</b>	<b>16</b>	<b>7</b>	<b>117.1%</b>	<b>44</b>	<b>21</b>	<b>107.4%</b>	<b>30</b>
EBITDA margin	10.2%	9.4%		10.5%	8.6%		8.2%
EBITDA growth	117.1%			107.4%			

#### Comments on the third quarter

Revenue in Visma Retail increased by NOK 79.2 million, or 101.2%, and the organic revenue growth adjusted for currency effects was 62.4%. The total revenue growth was boosted by the acquisition of Esscom.

Recurring revenue increased by 28.1% from the third quarter 2009 and accounted for more than 30% of revenue in the third quarter 2010.

EBITDA more than doubled from the third quarter 2010, as the EBITDA-margin increased from 9.4% to 10.2% despite that Visma Retail continued to expense substantial costs for product and project development in the third quarter.

#### Customers and sales

Negotiations concerning outsourcing have been finalized with a large "fast moving consumer goods"(FMCG) customer in Sweden. The agreement is worth approximately 70 million over five years and means that we secure and expand our recurring revenue during this period in Sweden. The agreement also ensures Visma's role as a strategic partner to this customer for all future development projects.

In Norway, deployment has started to the smallest shops within Visma Retail's largest FMCG-customer. Once this is completed, all grocery stores in this customer's organization will have Visma Retail solutions.

Visma Retail Denmark starts to see the first major contacts, and revenue will grow considerably the coming year. The Danish operation is a pure organic establishment, and after a slow start, the operation is expected to show profits in 2011.

Visma has over 50 pharmacies in Sweden operational on the new solution, and Visma is still the only vendor with a solution approved by the government (Apoteket Service AB). Visma is involved in several substantial tender processes within the speciality trade sectors that Visma is targeting.

#### Delivery and market

The preparation for the new Visma Retail Suite has been a key activity during the third quarter. Visma Retail Suite is ready for roll-out in Sweden and will be ready in Denmark in November 2010. Visma Pharmasuited 2.0 has been installed at all Pharmacy customers and is running successfully. These are very important steps and a milestone for the Retail division. We are well positioned, but have a vast challenge in front of us during this fall/winter with Retail Suite roll-outs, as these exceed anything Visma Retail has delivered before. However, with the acquisition last year of Esscom, Visma now has the capacity to install and roll-out multiple stores on a daily basis.

Overall, the retail markets in the Nordics show a high level of activity. The fact that consumption has gone down and many retailers are struggling urges the chains to look at cost efficiency. Visma has the appropriate solutions for these customers. The Swedish pharmacy market is an important growth area for Visma Retail and we will probably see some large Pharmacy chains buying their way into the Swedish market. 2011 may be the year to export the Visma Pharmacy solutions outside of Sweden.



# VISMA SIRIUS PROJECTS & CONSULTING

## SHARE OF GROUP



Operating revenue

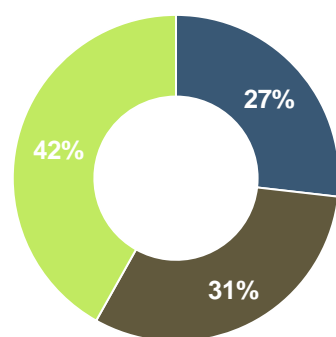


EBITDA

## KEY FIGURES

Revenues	111 MNOK
EBITDA	19 MNOK
EBITDA margin	17.6 %
Full time employees	402

## SALES BY GEOGRAPHY



■ Norway ■ Sweden ■ Denmark

(NOK in millions)	3rd quarter			First three quarters			Year
	2010	2009	Δ	2010	2009	Δ	2009
<b>Operating revenue</b>							
Annual agreements (recurring)	16	0		16	0		0
New SW license sales	4	0		4	0		0
Consulting	91	0		91	0		0
Other	0	0		0	0		0
<b>Total operating revenue</b>	<b>111</b>	<b>0</b>		<b>111</b>	<b>0</b>		<b>0</b>
Growth							
<b>EBITDA</b>	<b>19</b>	<b>0</b>		<b>19</b>	<b>0</b>		<b>0</b>
EBITDA margin	17.6%			17.6%			
EBITDA growth							

### Comments on the third quarter

Sirius was acquired in July 2010, and thus no numbers for Sirius were reported in Visma in 2009 and in the first half of 2010.

Compared to the third quarter of last year the revenue has grown by 11%, and the currency-adjusted organic growth was 5.6%. During the third quarter most of the growth took place in Sweden, 19%.

EBITDA in Q3 has grown 33% from last year. Underlying this number is a strong growth in Sweden (+134%), a good growth in Norway (+35%), but a negative growth in Denmark (-24%).

The EBITDA margin was at a high level (17.6%) despite the summer months that normally results in fewer invoiceable hours. The utilisation rate has been high in all three countries.

### Customers and sales

In the third quarter, significant time was spent on selling. Visma Sirius Projects and Consulting (VSPC) closed several large contracts and the pipeline of new prospects is very promising.

In Denmark, the Pension Broker solution had its first customer, and the Polish ministry of fishing signed a contract as well. An extended maintenance contract was signed with the US Coast Guard, regarding the fishery solution bought last year.

In Norway, VSPC has won several contracts with NAV, either as the prime-contractor or as sub-contractor. The Visma share of these 4 to 5-year agreements is somewhat higher than expected. A new agreement was signed with Statens Pensjonskasse.

In Sweden, the activities in the Visma Retail Pharmacy Solutions area have generated substantial revenue. The outlook is good although there are many challenges since everything is new.

An especially important contract with the Central Bank of Sweden was signed in September, and an agreement was signed with the City of Stockholm regarding Business Intelligence.

### Market

In general the market is good in all three countries. VSPC has a strong pipeline of projects in central government and a good demand for services from existing key customers.

In Sweden, a large number of interesting leads from key customers indicate that the demand for VSPC's services might increase during the end of 2010.

On the personnel side, there is more movement as employees feel that it is safer to change employment. For Visma Sirius Projects and Consulting this is considered an opportunity to attract qualified employees.

Visma Retail, and not only for the Pharmasolutions, will be an important cross-selling opportunity for VSPC in the coming year. As Visma Retail closes contracts with large retailers, VSPC will to a large extent be used as a sub-contractor.

# CONDENSED INTERIM FINANCIAL INFORMATION

## CONSOLIDATED STATEMENT OF INCOME

(NOK in thousands)	3rd quarter		First three quarters		Year
	2010	2009	2010	2009	2009
<b>OPERATING REVENUE</b>					
Sales revenue	1 021 469	749 852	2 928 384	2 457 593	3 381 357
Total operating revenue	1 021 469	749 852	2 928 384	2 457 593	3 381 357
<b>OPERATING EXPENSES</b>					
Sales and distribution costs (COGS)	166 247	89 808	419 917	290 111	423 617
Payroll and personnel expenses	475 925	352 824	1 497 510	1 302 038	1 761 030
Bad debts	4 756	6 716	9 542	15 384	13 461
Other operating expenses	144 862	123 018	428 717	362 216	499 070
Total operating expenses	791 791	572 366	2 355 686	1 969 749	2 697 178
M&A related costs	5 078	0	5 949	0	0
EBITDA	224 601	177 486	566 748	487 844	684 179
Depreciation tangible assets and capitalised R&D	14 967	10 393	37 470	31 177	45 878
EBITA	209 633	167 093	529 279	456 667	638 301
Amortisation intangible assets	35 357	30 151	86 434	90 685	121 578
Operating profit EBIT	174 276	136 942	442 845	365 981	516 723
Result from associated companies	1 750	2 497	(3 972)	2 818	9 623
<b>FINANCIAL ITEMS</b>					
Financial income	2 946	1 755	10 863	7 765	12 371
Financial expenses	(28 994)	(47 597)	(90 991)	(135 355)	(163 438)
Net financial items	(26 048)	(45 842)	(80 128)	(127 589)	(151 067)
Profit before taxes	149 978	93 597	358 745	241 210	375 280
Taxes	41 504	25 508	101 561	66 750	93 895
Net income	108 474	68 089	257 184	174 460	281 385
<b>ATTRIBUTABLE TO:</b>					
Equity holders of Visma AS	107 303	66 727	254 330	170 853	275 370
Minority interests	1 171	1 362	2 854	3 607	6 014
<b>EARNINGS PR SHARE</b>					
Basic earnings per share (NOK in thousands)	107 303	66 727	254 330	170 853	275 370
Diluted earnings per share (NOK in thousands)	107 303	66 727	254 330	170 853	275 370
EBITDA margin	22.0 %	23.7 %	19.4 %	19.9 %	20.2 %

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

(NOK in thousands)	3rd quarter		First three quarters		Year
	2010	2009	2010	2009	2009
Net income	108 474	68 089	257 184	174 460	281 385
Net gain (loss) on financial hedging instruments, net of tax	3 893	4 096	3 496	(3 923)	(4 321)
Exchange differences on translation of foreign operations, net of tax	(5 351)	(10 308)	(33 190)	41 901	46 869
Net gain (loss) on shares classified as available for sales, net of tax	0	0	( 0)	( 0)	( 0)
Other comprehensive income (loss) for the period, net of tax	(1 458)	(6 211)	(29 694)	37 979	42 548
Total comprehensive income for the period	107 017	61 878	227 490	212 439	323 933
<b>TOTAL COMPREHENSIVE INCOME ATTRIBUTABLE TO:</b>					
Equity holders of Visma AS	105 845	60 515	224 636	208 831	317 919
Minority interests	1 171	1 362	2 854	3 607	6 014

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

(NOK in thousands)	30 September <b>2010</b>	30 June 2010	30 September 2009	31 December 2009
<b>ASSETS</b>				
Deferred tax assets	37 933	33 929	31 507	27 930
Patents and other intangible assets	285 379	229 529	276 767	259 984
Capitalised R&D cost own software	76 748	52 305	36 798	36 719
Contracts and customer relationships	376 041	203 493	172 399	185 005
Goodwill	2 513 760	2 044 980	1 904 292	1 966 677
Property, land and buildings	27 839	27 483	23 042	27 439
Machinery and equipment	106 763	101 532	86 118	88 203
Financial assets/Shares	11 438	11 614	14 792	14 197
Investment in associated companies	73 591	71 840	66 732	75 202
Other long-term receivables	4 574	6 979	4 454	6 809
Long term receivables in group companies	71 766	10 849	181 224	194 339
<b>Total non-current assets</b>	<b>3 585 832</b>	<b>2 794 533</b>	<b>2 798 125</b>	<b>2 882 503</b>
Inventory	31 508	30 640	25 917	27 864
Accounts receivables	500 282	432 154	342 239	430 159
Other current receivables	183 219	126 753	107 848	88 736
Cash and cash equivalents	899 857	1 152 078	696 048	642 147
<b>Total current assets</b>	<b>1 614 866</b>	<b>1 741 626</b>	<b>1 172 052</b>	<b>1 188 906</b>
<b>TOTAL ASSETS</b>	<b>5 200 697</b>	<b>4 536 159</b>	<b>3 970 178</b>	<b>4 071 409</b>
<b>EQUITY AND LIABILITIES</b>				
Paid-in capital	165 000	165 000	317 395	165 000
Other reserves	27 044	28 502	52 169	56 739
Retained earnings	870 425	763 122	474 063	730 975
<b>Equity attributable to equity holders of Visma AS</b>	<b>1 062 470</b>	<b>956 625</b>	<b>843 626</b>	<b>952 713</b>
Minority interests	16 562	15 588	15 421	17 500
<b>Total equity</b>	<b>1 079 032</b>	<b>972 212</b>	<b>859 047</b>	<b>970 213</b>
Pension liabilities	( 179)	2 609	2 212	2 679
Deferred tax liability	373 682	251 410	244 251	241 091
Financial hedging Instruments	47 004	52 411	51 307	51 860
Long-term interest bearing bank loans	2 253 799	1 853 653	1 734 836	1 709 541
Other long-term non interest bearing liabilities	40 677	33 427	14 845	24 469
Long-term liabilities to group companies	0	0	( 0)	0
<b>Total non-current liabilities</b>	<b>2 714 984</b>	<b>2 193 511</b>	<b>2 047 451</b>	<b>2 029 640</b>
Bank overdraft	200 000	200 000	100 000	100 000
Trade creditors	121 899	95 489	84 848	114 659
Public duties payable	245 109	165 572	173 634	190 253
Tax payable	36 307	26 178	27 452	36 614
Deferred revenue	449 563	485 005	374 309	282 138
Other current liabilities	353 802	398 193	303 436	347 891
<b>Total current liabilities</b>	<b>1 406 681</b>	<b>1 370 436</b>	<b>1 063 680</b>	<b>1 071 555</b>
<b>Total liabilities</b>	<b>4 121 665</b>	<b>3 563 947</b>	<b>3 111 131</b>	<b>3 101 196</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>5 200 697</b>	<b>4 536 159</b>	<b>3 970 178</b>	<b>4 071 409</b>

## CONSOLIDATED STATEMENT OF CASH FLOWS

(NOK in thousands)	3rd quarter		First three quarters		Year
	2010	2009	2010	2009	2009
Ordinary profit before tax	149 978	93 597	358 745	241 210	375 280
Depreciation tangible assets	11 325	8 824	30 131	26 567	39 021
Depreciation capitalised R&D cost	3 643	1 569	7 339	4 610	6 857
Amortisation patents and other intangible assets	14 633	13 255	40 175	40 206	53 978
Amortisation contracts and customer relationships	20 724	16 896	46 259	50 480	67 600
Tax paid	(24 188)	3 667	(34 625)	(7 066)	(57 095)
Changes in debtors	(68 127)	23 677	(70 122)	95 731	7 810
Changes in inventory and trade creditors	25 543	8 028	3 596	(24 682)	3 183
Changes in public duties payable	79 538	5 667	54 857	(22 662)	(6 044)
Changes in deferred revenue	(35 441)	(70 007)	167 425	71 285	(20 886)
Non-cash related financial items	4 493	27 946	24 433	71 472	79 603
Changes in other accruals	(84 498)	(48 447)	(31 888)	22 936	95 462
<b>Net cash flow from operations</b>	<b>97 622</b>	<b>84 672</b>	<b>596 325</b>	<b>570 085</b>	<b>644 769</b>
Sale of (investment in) tangible fixed assets	(8 997)	(4 344)	(36 205)	(27 504)	(43 778)
Investment in tangible fixed assets related to business combina	(7 914)	0	(12 885)	0	(1 235)
Sale of (investment in) R&D own software	(6 554)	(3 064)	(16 717)	(14 439)	(16 606)
Investment in R&D software related to business combinations	(21 532)	0	(30 651)	0	0
Sale of (investment in) businesses	(579 248)	(14 140)	(733 451)	(375 715)	(466 240)
Sale of (investment in) shares	177	416	2 759	1 317	1 912
<b>Net cash flow from investments</b>	<b>(624 069)</b>	<b>(21 132)</b>	<b>(827 151)</b>	<b>(416 341)</b>	<b>(525 947)</b>
Repayments of interest bearing loans	0	0	0	(17 117)	(17 117)
Net proceeds from interest bearing loans	360 000	0	490 000	160 000	160 000
Changes in bank overdraft	0	0	100 000	(50 000)	(50 000)
Changes in long term receivables/payables	(58 513)	(98 296)	124 807	(145 998)	(161 468)
Payment of Group contribution	0	0	(159 555)	(75 380)	(75 380)
Cash inflow from dividends	0	0	0	0	1 440
Net cash flow from share issues	0	0	0	157 122	157 122
Cash inflow from interest	2 946	1 755	10 863	7 765	10 931
Cash outflow from interest and fees	(43 810)	(38 384)	(84 282)	(100 292)	(100 490)
<b>Net cash flow from financing activities</b>	<b>260 623</b>	<b>(134 926)</b>	<b>481 834</b>	<b>(63 900)</b>	<b>(74 961)</b>
<b>Net cash flow</b>	<b>(265 824)</b>	<b>(71 385)</b>	<b>251 007</b>	<b>89 844</b>	<b>43 861</b>
Cash and cash equivalents, beginning of period	1 152 078	784 663	642 147	660 284	660 284
Net foreign exchange differences	13 603	(17 230)	6 703	(54 080)	(61 999)
Cash and cash equivalents, end of period	899 857	696 048	899 857	696 048	642 147
EBITDA to net cash flow from operations	43.5 %	47.7 %	105.2 %	116.9 %	94.2 %

## 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 2009	160 000	272	14 190	357 484	531 946	18 923	550 870
Total comprehensive income for the period			42 548	275 370	317 919	6 014	323 933
Issue of share capital	5 000	152 122			157 122		157 122
Reallocation of share premium reserves		(152 394)		152 394	0		0
Group contribution				(54 274)	(54 274)		(54 274)
Net changes minority					0	(7 438)	(7 438)
Equity as at 31 December 2009	165 000	0	56 739	730 975	952 714	17 500	970 214
Equity as at 01 January 2010	165 000	0	56 739	730 975	952 714	17 500	970 214
Total comprehensive income for the period			(29 694)	254 330	224 636	2 854	227 490
Group contribution				(114 880)	(114 880)		(114 880)
Net changes minority						(3 792)	(3 792)
Equity as at 30 September 2010	165 000	0	27 044	870 426	1 062 471	16 562	1 079 033

(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 2009	160 000	272	14 190	357 484	531 946	18 923	550 870
Total comprehensive income for the period			37 979	170 853	208 831	3 607	212 439
Issue of share capital	5 000	152 122			157 122		157 122
Group contribution				(54 274)	(54 274)		(54 274)
Net changes minority						(7 110)	(7 110)
Equity as at 30 September 2009	165 000	152 394	52 169	474 063	843 627	15 421	859 047

# 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 September 30, 2010 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 2009. The interim financial information has not been subject to audit or review.

The accounting policies 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 2009, except for the adoption of new standards and interpretations as of January 1, 2010.

### *IFRS 3R*

IFRS 3R Business Combinations has effect for business combinations for which the acquisition date is on or after the beginning of the first annual reporting period beginning on or after July 1, 2009. Compared to the existing IFRS 3 the revised IFRS 3 incorporates certain changes and clarifications related to the use of the purchase method. This relates to goodwill in business combinations achieved in stages, minority interests and contingent considerations. Transactions costs, other than share and debt issuance costs, will be expensed as incurred.

Other standards and interpretations, as mentioned in Visma's Annual Report 2009 and effective from January 1, 2010, have no impact on Visma's financial statements.

## 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 five reportable segments: Visma Software (Software), Visma BPO Accounting and Payroll (BPO), Visma Procurement and Collecting Services (P&C), Visma Retail (Retail) and Visma Sirius (Sirius). 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 Procurement and Collecting 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 Sirius is a leading provider of IT and consultancy services focusing on public sector and the retail industry. Visma Sirius offers development and project management, application management, automated workflow management and case processing solutions as well as system development and system integration.

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:

## NOTE 2 – SEGMENT INFORMATION continued

### OPERATING SEGMENTS

3rd quarter (NOK in thousands)	2010							2009						
	SOFTWARE	BPO	P&C	RETAIL	SIRIUS	OTHER	TOTAL	SOFTWARE	BPO	P&C	RETAIL	SIRIUS	OTHER	TOTAL
Total segment revenues	384 195	317 620	93 219	176 692	126 827	31 166	1 129 719	365 160	280 299	61 704	79 191	0	16 647	803 000
Internal revenues	25 366	15 077	1 722	19 217	15 870	30 998	108 250	25 735	9 206	976	661	0	16 569	53 149
External revenues	358 829	302 543	91 497	157 475	110 958	167	1 021 469	339 424	271 092	60 727	78 530	0	78	749 852
License and recurring	312 966	2 560	30 665	58 391	19 905	0	424 488	295 168	2 139	15 958	38 955	0	0	352 221
Transactions	9 477	162 918	58 762	185	17	0	231 359	8 377	107 093	44 249	0	0	0	159 719
Accounting serv. & consulting	26 671	131 839	1 526	51 278	90 822	152	302 288	27 201	158 186	492	18 801	0	78	204 757
Other	9 715	5 225	543	47 622	214	16	63 335	8 678	3 675	28	20 774	0	0	33 155
Pro forma external revenues								344 283	275 473	80 144	96 555	108 642	78	905 175
Actual growth (external) %	5.7 %	11.6 %	50.7 %	100.5 %		-	36.2 %							
Curr adj. organic growth %	5.9 %	12.8 %	13.7 %	62.4 %	5.3 %	-	14.8 %							
EBITDA	130 732	44 466	24 462	16 014	19 480	(10 554)	224 601	118 712	39 623	17 766	7 377	0	(5 992)	177 486
EBITDA margin	36.4 %	14.7 %	26.7 %	10.2 %	17.6 %	-	22.0 %	35.0 %	14.6 %	29.3 %	9.4 %		-	23.7 %

First three quarters (NOK in thousands)	2010							2009						
	SOFTWARE	BPO	P&C	RETAIL	SIRIUS	OTHER	TOTAL	SOFTWARE	BPO	P&C	RETAIL	SIRIUS	OTHER	TOTAL
Total segment revenues	1 212 143	1 050 074	260 017	447 970	126 827	87 467	3 184 498	1 154 341	978 398	187 085	252 298	0	50 414	2 622 536
Internal revenues	79 389	43 750	5 414	24 514	15 870	87 179	256 114	80 783	27 494	3 160	2 953	0	50 553	164 943
External revenues	1 132 754	1 006 324	254 603	423 457	110 958	289	2 928 384	1 073 558	950 904	183 926	249 344	0	(140)	2 457 593
License and recurring	956 943	6 313	91 406	151 205	19 905	0	1 225 772	896 122	6 946	50 312	119 749	0	0	1 073 128
Transactions	35 726	513 870	157 444	186	17	0	707 243	37 913	332 095	132 169	0	0	0	502 177
Accounting serv. & consulting	110 172	471 690	5 045	144 861	90 822	260	822 850	111 501	599 641	1 361	61 099	0	78	773 679
Other	29 914	14 451	707	127 204	214	29	172 519	28 023	12 222	84	68 497	0	(218)	108 609
Pro forma external revenues								1 078 417	965 543	226 593	301 840	108 642	(140)	2 680 896
Actual growth (external) %	5.5 %	5.8 %	38.4 %	69.8 %		-	19.2 %							
Curr adj. organic growth %	7.1 %	7.3 %	12.3 %	40.1 %	5.3 %	-	11.4 %							
EBITDA	341 267	131 808	60 324	44 381	19 480	(30 513)	566 748	304 175	134 812	47 808	21 403	0	(20 354)	487 844
EBITDA margin	30.1 %	13.1 %	23.7 %	10.5 %	17.6 %	-	19.4 %	28.3 %	14.2 %	26.0 %	8.6 %		-	19.9 %
ASSETS	2 156 207	1 120 212	524 767	662 343	792 933	(55 765)	5 200 697	2 205 078	1 033 447	359 618	447 946	0	(75 910)	3 970 178

Reconciliation	3rd quarter		First three quarters	
	2010	2009	2010	2009
Profit before taxes	149 978	93 597	358 745	241 210
Net financial items	26 048	45 842	80 128	127 589
Result from associated companies	(1 750)	(2 497)	3 972	(2 818)
Depreciations and amortisations	50 324	40 544	123 903	121 863
EBITDA	224 601	177 486	566 748	487 844
EBITDA in operating segments	224 601	177 486	566 748	487 844

### GEOGRAPHICAL AREAS

(NOK in thousands)	2010			2009		
	Net sales	%	Long lived assets	Net sales	%	Long lived assets
Norway	1 473 421	50.3 %	1 222 994	1 321 273	53.8 %	1 008 394
Sweden	914 283	31.2 %	745 784	630 102	25.6 %	304 886
Denmark	162 300	5.5 %	291 983	123 772	5.0 %	73 971
Finland	278 970	9.5 %	420 054	279 140	11.4 %	363 298
Netherlands	99 409	3.4 %	571 113	103 305	4.2 %	639 707
Total	2 928 384	100.0 %	3 251 928	2 457 593	100 %	2 390 257

**NOTE 3 – BUSINESS COMBINATIONS****Acquisition of Severa OY and Sirius IT group**

On 01 July 2010, Visma acquired 100% of the voting shares of Severa OY, which is a Finnish company. Severa combines CRM, project management and invoicing in a single SaaS application.

On 22 July 2010, Visma acquired 100% of the voting shares of Sirius IT group. Visma Sirius is a leading provider of IT and consultancy services focusing on public sector and the retail industry. Visma Sirius offers development and project management, application management, automated workflow management and case processing solutions as well as system development and system integration.

The acquisitions has been accounted for using the purchase method of accounting. The purchase price allocation of the tangible and intangible assets is final. The interim condensed consolidated financial statements include the results for the one month period from the acquisition date.

The fair value of the identifiable assets and liabilities as at the date of acquisition were:

(NOK in thousands)	<b>Severa OY</b> 01.07.10	<b>Sirius IT group</b> 22.07.10
Deferred tax assets		0
Other intangible assets		13 701
Machinery and equipment	136	5 756
Other long-term receivables		2 511
Trade receivables	526	91 716
Other short term receivables	5 599	20 858
Cash and cash equivalents	1 971	37 844
<b>Assets</b>	<b>8 233</b>	<b>172 385</b>
Other long-term liabilities		(2 851)
Deferred tax liability		21 443
Trade creditors	565	24 002
Public duties payable	389	40 345
Tax payable		8 073
Other current liabilities	2 243	52 594
<b>Liabilities</b>	<b>3 198</b>	<b>143 606</b>
<b>Fair value of net assets</b>	<b>5 035</b>	<b>28 779</b>
Minority interests		
Goodwill arising on acquisition	14 639	424 574
Other intangible assets	30 680	36 040
Contracts and customer relationship arising on acquisition	8 766	164 305
Deferred tax liability	(10 256)	(51 887)
<b>Total acquisition cost</b>	<b>48 864</b>	<b>601 811</b>
Net cash acquired with the subsidiary	(1 971)	(37 844)
Cash paid	40 472	601 811
<b>Net cash outflow</b>	<b>38 501</b>	<b>563 968</b>
Deferred payment	8 392	

**Other acquisitions**

During the third quarter, the joint-venture company between Visma and Sirius IT; Visma ITSirius Pharma Solutions AB, in Sweden was consolidated due to the acquisitions of Sirius IT group. Controller OY was acquired in Finland. These acquisition is not considered material and the fair value of the acquisition is not disclosed in the note.





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