

2022

Q2

**Quarterly
Report**

Contents

The quarter in brief

| | |
|--------------------------------|---|
| Key figures | 3 |
| Highlights | 4 |
| Comments on the second quarter | 5 |
| Financial review | 6 |
| M&A highlights | 7 |
| Product update | 8 |
| ESG | 9 |

Business areas

| | |
|---------------------------|----|
| Small Business | 10 |
| Medium & Large Enterprise | 11 |
| Public | 12 |
| Market outlook | 13 |

Condensed interim financial information

| | |
|--|----|
| Consolidated statement of income | 15 |
| Consolidated statement of comprehensive income | 15 |
| Consolidated statement of financial position | 16 |
| Consolidated statement of cash flows | 17 |
| Consolidated statement of changes in equity | 17 |
| Notes to the consolidated interim financial statements | 18 |



Q2 2022 Key Figures

Revenue

€ 602m

▲ 16% growth
10% like for like growth

EBITDA

€ 148m

▲ 6% growth

EBITDA %

24,6%

▼ 2,3 %pt

Monthly e-invoices

19,3m

▲ 25% growth

ARR

€ 1 778m

▲ 18% growth
13% like for like growth

Operating cash flow

€ 78m

▲ 21% growth

Customers

1,3m

▲ 24% growth

Monthly payslips

10,9m

▲ 13% growth

Sharpening the focus on software

Q2 highlights

- Cloud software strategy accelerated through divestment of the IT consulting business
- Revenues increased 16% to EUR 602 million from EUR 520 million in the same quarter last year
- EBITDA increased to EUR 148 million, growing 6% compared to the same period last year
- Annualized Repeatable Revenue reached EUR 1 778 million
- Cash flow from operations (pre tax) grew 21% to EUR 78 million
- 85% of Visma's total revenue came from SaaS and Cloud services, with SaaS revenue growing 28%
- 14 acquisitions closed during the quarter, representing EUR 44 million in annual revenue



CEO comment

Merete Hverven

Visma continued to grow its top and bottom line in the quarter, with an increasing trend throughout the period. The strongest indicators of our long-term performance also did well, with SaaS and cloud services reaching 85% of total revenue, and our Annualised Repeatable Revenue (ARR) growing 18% to EUR 1,8 billion. The rapid digitalisation of European societies is a megatrend that continues to drive Visma's growth both in new and existing markets. Our employee engagement reached a new high, and is within the top 10% of the IT industry.

In Q2 we announced an agreement to divest the consulting-centric part of our Custom Solutions division. This part of our business has become one of the largest IT Consultancy companies in the Nordics. By parting ways, both Visma and the new company can achieve even stronger growth as two separate businesses. For Visma, this means we can focus even more on our core product offering of standardised, mission-critical cloud software for customers of all sizes in the private and public sector.

Our acquisition activity also remained high with 14 new companies, bringing us to a total of 29 companies joining the Visma family so far this year. The divestment of our consulting business will provide us with additional capital to acquire innovative cloud companies with user-friendly products. A great example of such a company is Belgium-based Teamleader, provider of work management software in five continental European countries, which Visma acquired in June.

Comments on the second quarter

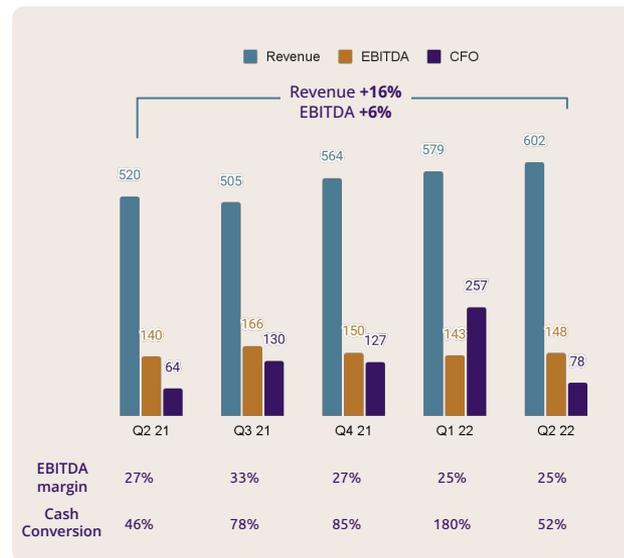
Visma continued the strong development in the second quarter with revenue reaching EUR 602 million, reflecting a growth of 16%. All of Visma's core segments delivered a strong top line development, with the Small Business (SMB) segment displaying particularly strong growth of 25%. Medium & Large Enterprise (MLE) and Public achieved a growth of 18% and 12% respectively.

Annualized Repeatable Revenue (ARR) grew 18% to reach a record level of EUR 1 778 million. This forward looking metric is a strong indicator of the development in the most strategic portion of Visma's revenue and is a key driver of growth within all segments.

EBITDA amounted to EUR 148 million, growing 6% compared to the same period last year. The EBITDA margin was 24,6% (26,9). The margin decline is partly explained by a normalised cost level after a pandemic-driven reduction seen in parts of 2021, as well as increased investments in R&D and marketing to boost growth in strategic products. Furthermore, over the past 12 months Visma has focused on acquiring fast-growing SaaS companies at an earlier stage in the life cycle than before, thus with negative or lower profit margins than the Visma average. As these rising cloud stars gain access to Visma's infrastructure and group-wide knowledge sharing in key areas, we expect to see significant margin uplift in the years to come.

In June, Visma signed an agreement to divest its IT consulting business to CVC Capital Partners. A successful transaction will further streamline Visma as Europe's leading provider of mission-critical cloud software, focusing on SaaS and standardised products. The transaction is subject to customary regulatory approvals, and is expected to be concluded later this year. Visma will reinvest proceeds from the sale into new growth opportunities, both organic and inorganic. Acquisition activity remained high and we closed 14 acquisitions during the quarter bringing the total to 29 for the first half year.

To reflect the increased strategic focus after the divestment, Visma is introducing new customer-focused reporting segments. Going forward, the new reportable segments will be Small Business (SMB), Medium & Large Enterprise (MLE) and Public. The consulting business is included in the segment overview under "Other" until closing.



Financial review

Revenue amounted to EUR 602 million (520) and EBITDA to EUR 148 million (140) in the second quarter of 2022. Revenue increased 16% while EBITDA increased by 6% compared to Q2 2021. EBITDA is growing slower than revenue due to recently acquired companies having slightly lower margin than the Visma average, combined with additional investments in R&D and marketing during Q1.

Group EBIT amounted to EUR 55,5 million in the second quarter (46,9), which is a growth of 18%. Net financial items were -38,9 million (-29,5). Consequently, profit before taxes was EUR 16,5 million (17,4). Taxes amounted to EUR 3,6 million (3,9), and net income from continuing operations resulted in EUR 12,8 million (13,5) in the first quarter.

Cash flow from continuing operations (before tax) amounted to EUR 77,8 million (64,1). Cash flow from investments, which are fixed assets, software R&D and investments in acquired businesses, was EUR -446,5 million (-304,5). At the end of the second quarter, the cash position of Visma was EUR 796,8 million (810,3).

Equity amounted to EUR 1 493,0 million (1 352,5), corresponding to an equity ratio of 24,5% (24,5%). Long term interest bearing debt amounted to EUR 2 653 million (2 410). The debt-facilities have maturity dates in the 4th quarter 2025.

| Group | Q2 2022 | Q2 2021 | Growth |
|--------------------------------------|------------|------------|--------------|
| Revenue | 602 | 520 | 15,7% |
| SaaS | 350 | 274 | 27,9% |
| Cloud Services | 160 | 153 | 4,4% |
| On premise software | 73 | 76 | -4,1% |
| Other | 18 | 17 | 8,2% |
| Profit | | | |
| EBITDA | 148 | 140 | 5,9% |
| <i>EBITDA margin</i> | 24,6% | 26,9% | -2,3% |
| EBIT | 55 | 47 | 18,2% |
| Net profit | 13 | 13 | -4,2% |
| Cash flow and leverage | | | |
| Cash Flow from operations | 78 | 64 | 21,3% |
| Net Debt / EBITDA | 3,8x | 3,5x | 0,3x |
| Segment | | | |
| Small Business | | | |
| Revenue | 151 | 121 | 25,0% |
| EBITDA | 56 | 48 | 17,7% |
| <i>EBITDA margin</i> | 37,0% | 39,3% | -2,3% |
| Medium & Large Enterprise | | | |
| Revenue | 211 | 179 | 17,7% |
| EBITDA | 45 | 43 | 3,6% |
| <i>EBITDA margin</i> | 21,2% | 24,1% | -2,9% |
| Public | | | |
| Revenue | 137 | 123 | 11,5% |
| EBITDA | 31 | 31 | 1,7% |
| <i>EBITDA margin</i> | 22,7% | 24,9% | -2,2% |

M&A highlights Q2 2022

14

acquisitions during Q2

€ 44m

LTM Revenue

25%

EBITDA margin

Teamleader

- Leading international SaaS scale-up based in Belgium
- Work management software for small and medium sized businesses
- More than 13 000 organisations work with Teamleader and over 10 billion Euros worth of invoices flow through their systems

INTEMPUS

- Danish time registration system
- The acquisition is the natural evolution of the close cooperation between Intempus and several Visma companies
- More than 27 000 users bring the Intempus app to work in more than 1 300 companies in the SMB market

DECLARANDO

- Visma broadening its offering within accountancy and tax software for freelancers in Spain
- Fastest-growing accountancy and tax software company for Spanish freelancers

Tech highlights

New technology centre in Portugal

Visma is establishing a new technology centre in Porto, Portugal this spring. The launch reinforces the company's leadership in innovation and commitment to create technology for a more efficient and resilient society.

The tech centre will employ around 50 people during its first year and reach 200 employees by 2025. It will serve as one of Visma's main competence hubs, focusing on attracting talent within security, AI, and product design across a wide range of technologies.

After opening a new competence center in Iasi, Romania last year, Visma won the New Entrant of the Year award in Iasi in fierce competition with other leading international technology companies. The award is a result of active collaboration with the local tech community in Iasi, and solidifies our position as a leading tech employer in Romania.

Several key product announcements

Visma launched several key products during the quarter. Tripletex in Norway announced a new and simplified year-end solution, adding significant value for end customers. Also in Norway, we successfully soft-launched our new, high-performance cloud ERP solution Visma Business Next, which is a modern take on our popular Visma Business product.

In Denmark, our Dinero product successfully launched the Dinero Assistant, an innovative, next-generation AI-based user interface for ERP software. Our Visma.net ERP product added significant performance improvements, allowing customers with very large payment volumes to process payments in a fraction of the time versus other solutions.

In Benelux, we built a new solution that is unique to Europe to make invoice processing safer by using blockchain technology in our Yuki product. Also in the Netherlands, our Ecare product is the first to support patient data exchange according to Dutch standards which will yield large time and cost savings for healthcare professionals while improving the quality of their reports.

ESG highlights

Visma joins UN Global Compact

Visma has committed to integrate the ten principles of the United Nations Global Compact (UNGC) initiative as part of its strategy, culture and day-to-day operations.

By joining the UNGC, Visma will be part of a voluntary leadership platform for the development, implementation and disclosure of responsible business practices.

With this announcement, we are proud to join thousands of other companies globally that are committed to taking action to meet our societal goals.

The UNGC is a call to companies to align their operations and strategies with ten universally accepted principles in the areas of human rights, labour, environment and anti-corruption. Participating companies are also taking action in support of UN goals and issues embodied in the Sustainable Development Goals (SDGs).

Diversity & Inclusion Strategy

Visma has committed to become an even more diverse and inclusive organisation through the establishment of the company's first Diversity & Inclusion Strategy.

At Visma we see diversity as a business imperative that will lead to our future success. In order to achieve this, all of our employees need to feel connected and free to be themselves at work. Just as we strive to constantly improve our products and services, we also aim to be even better at taking care of our employees. Visma as a company should reflect the society we operate in, and leverage the benefits of having different opinions taking part in the discussion.

For 2022 we have selected two main priorities for the Visma Group: closing the gender gap and embracing our uniqueness (measured by Inclusion Index in our Employee Engagement Survey). The work will be carried out through all areas of the employment relationship, from attracting and recruiting to retaining talents.

To increase our knowledge and become more aware, we have monthly focus areas where we dive into different topics. For 2022, these include neurodiversity, LGBTQIA+, multicultural diversity and mental health.

Small Business

Growth accelerating to 25%

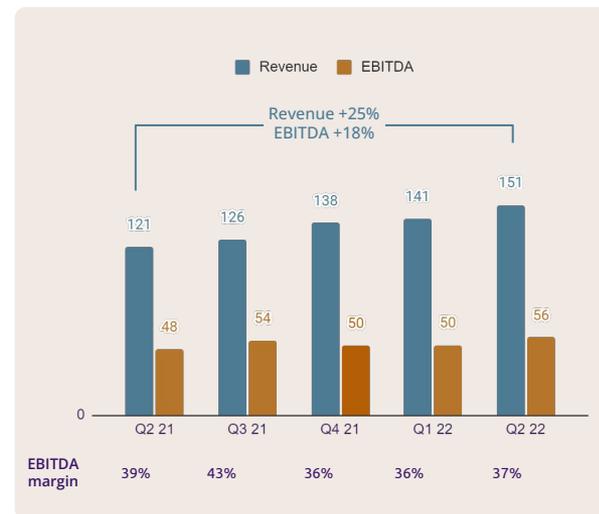
Total revenue in the Small Business (SMB) segment amounted to EUR 151 million (121), reflecting a growth of 25%. The growth in the segment continues to accelerate, driven by an increasing customer base while we also see existing customers upgrading their subscriptions to reap efficiency benefits. The SMB segment also sees a strong increase from transaction-based revenues (payslips and invoices) as our clients grow in volume.

ARR grew by 26%, with the strong growth primarily driven by strong customer intake. Multiple products are seeing accelerated SaaS growth, with notable mentions to Poweroffice and Yuki, both growing above 40%.

EBITDA grew 25%, reaching EUR 59 million (48) while the EBITDA margin ended at 37% (39%). The decline from the same period last year is attributable to last year's lower costs level due to Covid savings, and the fact that the SMB segment has made significant investments in marketing and R&D in its core ERP products during H1. In addition, the strategy of acquiring fast growing SaaS stars at an earlier stage in the life cycle, thus with lower margin than the Visma average, is particularly visible in SMB. We expect significant margin uplift from these stars in the years to come.

Acquisition activity was high with 5 new companies joining the segment during the quarter. Among key acquisitions was Declarando, the fastest growing accountancy and tax software company for Spanish freelancers, boosting Visma's expansion in Spain. Another highlight was the acquisition of the time registration system Intempus, further strengthening Visma's offering in the Danish SMB market.

The overall market demand continues to be strong despite the challenging macroeconomic situation, and SMB companies and accounting offices continue moving to the cloud at a rapid pace.



ARR growth **26%**

ARPC **€ 530**

1 090 000 customers

Medium & Large Enterprise

Cloud ERP and Payroll driving growth

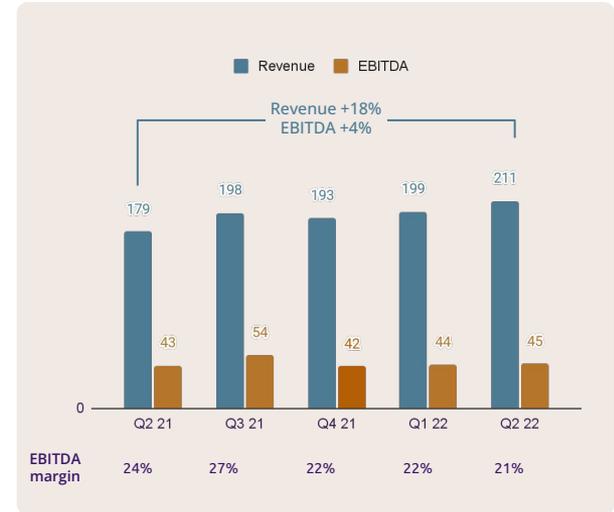
Total revenue in the Medium & Large Enterprise (MLE) segment amounted to EUR 211 million (179), growing 18%. The solid growth is primarily driven by good traction on SaaS revenue from on-premises migration and strong organic growth in our pure cloud companies.

The segment's ARR growth is accelerating, reaching 16% as an increasing number of our customers reap efficiency benefits by utilising the continuously expanding cloud software ecosystem.

EBITDA ended at 45 million (43), growing 4%. Margin was 21% (24%) a decline compared to the same period last year. The decline is mainly due to a lower cost level last year as a result of Covid related savings, as well as increased R&D investments.

M&A activity remained high also in the MLE segment, closing 5 acquisitions during the quarter. Through the acquisition of Teamleader, Visma expands its work management software offering in the Benelux enabling clients to focus on their core business by simplifying and automating business processes.

Our Cloud ERP and Payroll ecosystems are performing particularly well. These solutions are sold via our partner network of implementation specialists and independent software vendors. We see a trend that the Visma partners are growing in size. Those that are focusing on Visma's cloud products outgrow the market, and the partner market is now being increasingly consolidated, both within each country and also recently across borders.



ARR growth **16%**

ARPC € **4000**

188 000 customers

Public

Strong demand for digitalisation in local government

In the Public segment revenue amounted to EUR 137 million (123), a solid growth of 11,5% with SaaS revenue growing 28%. ARR growth in the Public segment is accelerating, reaching a growth of 13%. This is driven by customer demand for recurring subscription models, rather than large, one-time implementation projects, giving customers a predictable cost level.

EBITDA was EUR 31 million (31), reaching a margin of 23% (25%). Visma continues to invest in innovative SaaS products, helping local government digitalise administrative processes to better serve their inhabitants.

In Norway, Visma won an important tender for the Værnes region. The win came as a result of a joint cooperation between Fremstik and Visma Enterprise, and there is a possible upside with new municipalities in the contract.

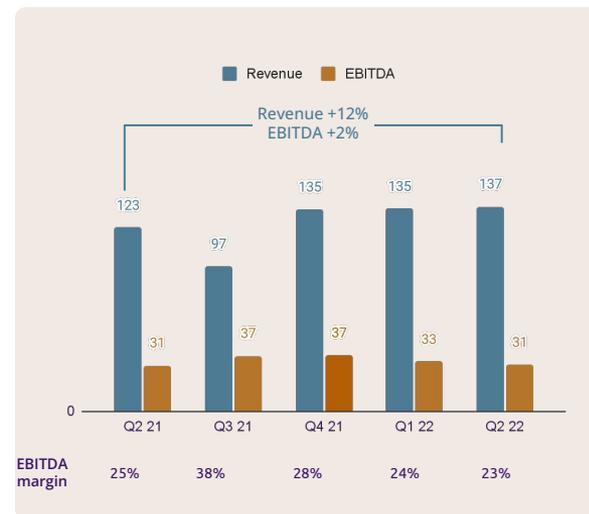
During the quarter, Visma strengthened its offering in the Netherlands with the acquisition of Genetics, a GovTech specialist providing SaaS solutions that simplify the permit process for municipalities, provinces, water boards and environmental organisations.

In June, Kasper Lyhr was appointed as the first pan Nordic director for Vismas Public segment, underlying its strong growth and increasing importance for the group.

ARR growth **13%**

ARPC € **24 000**

18 500 customers



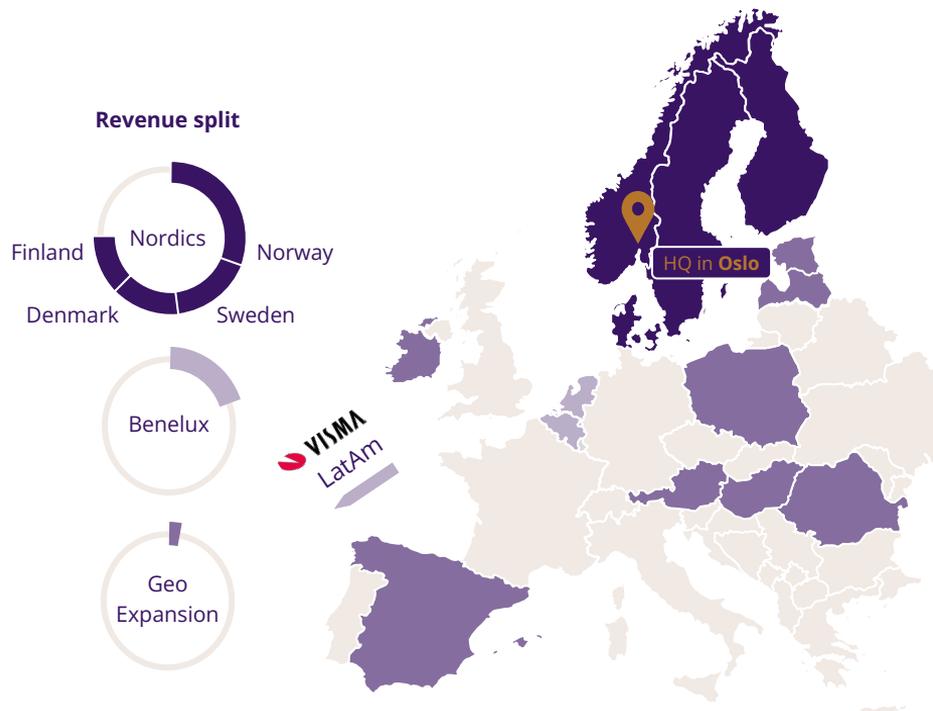
Market outlook

The challenging macroeconomic climate continued in the second quarter, with the war in Ukraine, rising interest rates and fears of a global recession being the primary concerns. The central banks are in a difficult position, weighing to aggressively increase interest rates to fight off inflation while being mindful not to stifle economic growth.

In addition, the pressure on global supply chains continues as several major cities in China implemented extensive restrictions and lockdown measures during the winter and into the spring, due to a rising number of Covid-19 cases. The risk of new restrictions may continue to impact the global economy.

Despite the global uncertainty, Visma's core markets remain strong. Both the Nordic and Benelux regions show healthy development with solid economic activity. Our clients continue to invest in cloud software to modernise and further automate their business processes to increase efficiency. A diversified customer base, coupled with mission-critical software deliveries and a high degree of repeatable revenue makes Visma resilient towards a potential weaker development in the global economy.

Visma continues to expand and see substantial growth opportunities in both new and current core regions, and expects to maintain an active M&A agenda also in the second half of the year.



Shareholders

Hg Capital 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%

Vind 0,4%

Management 6,5%

For investor and analyst enquiries
Kjell Arne Hansen
Head of Investor Relations
+47 950 40 372

For media enquiries
Lage Bøhren
Head of Communication
+47 921 57 801

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.

Inflation and rising interest rates are currently affecting economic environment globally. Visma has hedged around 50% of its interest exposure and maintains a solid financial position.

The company is actively reviewing the impact of inflation and adjusting prices towards customers to reflect the rising cost levels as appropriate

Cyber security

Second quarter passed without material security or privacy incidents with customer impact.

We see increased risk for DDOS-attacks towards Visma sites as these are now priced and packaged on the dark web like any other legitimate service one can buy by the hour. Visma has staffed up its monitoring and security analytics to mitigate this risk and prepare for any scenario.

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, 12 July 2022, The Board of Directors of VISMA AS

Condensed interim financial information

Consolidated statement of income

| (EUR in thousands) | 2nd quarter | | 1st half year | | Year |
|--|-----------------|-----------------|------------------|------------------|------------------|
| | 2022 | 2021 | 2022 | 2021 | 2021 |
| CONTINUING OPERATIONS | | | | | |
| OPERATING REVENUE | | | | | |
| Sales revenue | 601 514 | 520 109 | 1 180 537 | 1 011 554 | 2 080 984 |
| Total operating revenue | 601 514 | 520 109 | 1 180 537 | 1 011 554 | 2 080 984 |
| OPERATING EXPENSES | | | | | |
| Sales and distribution costs (COGS) | 94 885 | 85 873 | 187 969 | 167 163 | 332 854 |
| Gross profit | 506 629 | 434 235 | 992 568 | 844 391 | 1 748 130 |
| Payroll and personnel expenses | 293 876 | 249 991 | 575 050 | 484 085 | 965 855 |
| Bad debts | 651 | 684 | 849 | 1 117 | 3 517 |
| Other operating expenses | 63 005 | 41 925 | 123 940 | 82 773 | 183 983 |
| Total operating expenses | 357 532 | 292 599 | 699 839 | 567 975 | 1 153 355 |
| EBITDA before M&A expenses | 149 098 | 141 636 | 292 729 | 276 416 | 594 775 |
| M&A expenses | 964 | 1 822 | 2 089 | 2 210 | 4 917 |
| EBITDA | 148 133 | 139 815 | 290 641 | 274 205 | 589 857 |
| Depreciation tangible assets and capitalised R&D | 8 500 | 8 646 | 16 465 | 16 300 | 34 731 |
| Depreciation right of use assets | 14 005 | 12 233 | 21 950 | 23 917 | 50 507 |
| EBITA | 125 628 | 118 936 | 252 225 | 233 988 | 504 620 |
| Amortisation intangible assets | 70 179 | 72 009 | 137 374 | 140 199 | 283 585 |
| Operating profit EBIT | 55 450 | 46 926 | 114 851 | 93 789 | 221 035 |
| Result from associated companies | (67) | 0 | (135) | 0 | 0 |
| FINANCIAL ITEMS | | | | | |
| Financial income | 7 501 | 2 462 | 37 215 | 3 873 | 23 518 |
| Financial expenses | (46 389) | (31 986) | (92 826) | (55 172) | (137 627) |
| Net financial items | (38 888) | (29 524) | (55 611) | (51 299) | (114 109) |
| Profit before taxes | 16 495 | 17 403 | 59 105 | 42 490 | 106 925 |
| Taxes | 3 644 | 3 916 | 13 033 | 9 560 | 25 703 |
| Net income from continuing operations | 12 851 | 13 487 | 46 072 | 32 930 | 81 222 |
| Net income | 12 851 | 13 487 | 46 072 | 32 930 | 81 222 |
| ATTRIBUTABLE TO: | | | | | |
| Equity holders of Visma AS | 12 851 | 13 567 | 46 105 | 33 055 | 81 683 |
| Non-controlling interests | (0) | (80) | (33) | (125) | (461) |
| EARNINGS PR SHARE | | | | | |
| Basic earnings per share (EUR) | 0,006 | 0,007 | 0,023 | 0,017 | 0,041 |
| Diluted earnings per share (EUR) | 0,006 | 0,007 | 0,023 | 0,017 | 0,041 |
| EBITDA margin | 24,6 % | 26,9 % | 24,6 % | 27,1 % | 28,3 % |

Consolidated statement of comprehensive income

| (EUR in thousands) | 2nd quarter | | 1st half year | | Year |
|---|----------------|--------------|---------------|---------------|---------------|
| | 2022 | 2021 | 2022 | 2021 | 2021 |
| Net income | 12 851 | 13 487 | 46 072 | 32 930 | 81 222 |
| Net gain (loss) on financial hedging instruments, net of tax | 23 392 | 2 610 | 54 531 | 9 622 | 18 708 |
| Exchange differences on translation of foreign operations, net of tax | (25 946) | 1 696 | (20 966) | 5 210 | 7 056 |
| Other comprehensive income (loss) for the period, net of tax | (2 554) | 4 305 | 33 565 | 14 832 | 25 765 |
| Total comprehensive income for the period | 10 297 | 17 792 | 79 637 | 47 762 | 106 987 |
| TOTAL COMPREHENSIVE INCOME ATTRIBUTABLE TO: | | | | | |
| Equity holders of Visma AS | 10 298 | 17 873 | 79 671 | 47 887 | 107 448 |
| Non-controlling interests | (0) | (80) | (33) | (125) | (461) |

Condensed interim financial information

Consolidated statement of financial position

| (EUR in thousands) | 30 June 2022 | 30 June 2021 | 31 March 2022 | 31 December 2021 | (EUR in thousands) | 30 June 2022 | 30 June 2021 | 31 March 2022 | 31 December 2021 |
|--------------------------------------|------------------|------------------|------------------|---------------------|--|------------------|------------------|------------------|---------------------|
| ASSETS | | | | | EQUITY AND LIABILITIES | | | | |
| Deferred tax assets | 10 587 | 11 910 | 8 847 | 9 318 | Paid-in capital | 588 615 | 627 692 | 588 615 | 588 615 |
| Patents and other intangible assets | 537 305 | 544 026 | 498 244 | 487 274 | Other reserves | 75 993 | 31 496 | 78 547 | 42 428 |
| Capitalised R&D cost own software | 66 266 | 64 077 | 62 532 | 59 987 | Retained earnings | 824 477 | 690 667 | 811 626 | 778 372 |
| Contracts and customer relationships | 741 167 | 752 281 | 650 831 | 642 363 | Equity attributable to equity holders of Visma AS | 1 489 086 | 1 349 855 | 1 478 788 | 1 409 415 |
| Goodwill | 3 234 234 | 2 724 907 | 3 032 988 | 2 916 018 | Non-controlling interests | 3 926 | 2 604 | 4 118 | 4 180 |
| Property, land and buildings | 7 051 | 7 321 | 7 408 | 7 425 | Total equity | 1 493 012 | 1 352 459 | 1 482 906 | 1 413 595 |
| Machinery and equipment | 33 570 | 25 023 | 32 443 | 34 316 | Deferred tax liability | 364 193 | 347 969 | 313 227 | 283 462 |
| Financial assets/Shares | 3 661 | 2 755 | 3 182 | 3 109 | Financial hedging Instruments | (58 935) | 22 701 | (28 945) | 10 977 |
| Investment in associated companies | 1 032 | 0 | 1 100 | 0 | Long-term interest bearing bank loans | 2 652 533 | 2 410 340 | 2 713 803 | 2 701 126 |
| Other long-term receivables | 61 852 | 55 203 | 63 974 | 59 714 | Accrued funding fees | (6 134) | (3 389) | (6 360) | (5 852) |
| Right of use assets | 204 823 | 216 188 | 203 351 | 189 396 | Long-term lease liabilities | 170 713 | 164 585 | 171 513 | 150 823 |
| Net Investment in subleases | 3 847 | 2 075 | 4 279 | 1 794 | Other long-term non interest bearing liabilities | 363 782 | 229 137 | 300 708 | 267 675 |
| Total non-current assets | 4 905 396 | 4 405 765 | 4 569 179 | 4 410 714 | Total non-current liabilities | 3 486 152 | 3 171 343 | 3 463 946 | 3 408 211 |
| Inventory | 9 032 | 7 940 | 8 487 | 7 437 | Bank overdraft | 244 990 | 123 143 | 80 893 | (0) |
| Accounts receivables | 240 703 | 203 331 | 238 196 | 238 904 | Short-term interest bearing bank loans | 9 319 | 9 890 | 9 674 | 9 756 |
| Other current receivables | 123 875 | 99 413 | 137 767 | 79 220 | Trade creditors | 86 324 | 68 901 | 81 503 | 96 904 |
| Cash and cash equivalents | 796 826 | 810 343 | 1 058 385 | 958 114 | Public duties payable | 93 132 | 85 806 | 126 762 | 98 062 |
| Total current assets | 1 170 436 | 1 121 026 | 1 442 835 | 1 283 676 | Tax payable | 14 763 | 7 715 | 23 729 | 46 099 |
| TOTAL ASSETS | 6 075 832 | 5 526 791 | 6 012 015 | 5 694 390 | Deferred revenue | 293 365 | 251 794 | 354 928 | 206 696 |
| | | | | | Short-term lease liabilities | 48 698 | 57 066 | 46 414 | 54 666 |
| | | | | | Other current liabilities | 306 078 | 398 673 | 341 260 | 360 400 |
| | | | | | Total current liabilities | 1 096 669 | 1 002 990 | 1 065 163 | 872 584 |
| | | | | | Total liabilities | 4 582 820 | 4 174 332 | 4 529 109 | 4 280 795 |
| | | | | | TOTAL EQUITY AND LIABILITIES | 6 075 832 | 5 526 791 | 6 012 015 | 5 694 390 |

Condensed interim financial information

Consolidated statement of cash flows

| (EUR in thousands) | 2nd quarter | | 1st half year | | Year |
|--|------------------|------------------|------------------|------------------|------------------|
| | 2022 | 2021 | 2022 | 2021 | 2021 |
| Ordinary profit before tax | 16 495 | 17 403 | 59 105 | 42 490 | 106 925 |
| Depreciation right of use assets | 14 005 | 12 233 | 21 950 | 23 917 | 50 507 |
| Depreciation tangible assets | 3 268 | 3 101 | 6 446 | 5 819 | 12 972 |
| Depreciation capitalised R&D cost | 5 232 | 5 545 | 10 019 | 10 481 | 21 759 |
| Amortisation patents and other intangible assets | 31 456 | 35 460 | 62 315 | 69 436 | 141 466 |
| Amortisation contracts and customer relationships | 38 723 | 36 549 | 75 059 | 70 763 | 142 119 |
| Changes in debtors | (2 507) | 369 | (1 799) | (8 366) | (43 940) |
| Changes in inventory and trade creditors | 4 276 | 5 682 | (12 175) | 2 633 | 31 139 |
| Changes in public duties payable | (33 630) | (31 056) | (4 930) | (3 342) | 8 914 |
| Changes in deferred revenue | (61 563) | (50 370) | 86 669 | 88 084 | 42 986 |
| Changes in other accruals | 62 007 | 29 204 | 31 999 | (1 709) | 41 944 |
| Net cash flow from operations (before tax) | 77 762 | 64 119 | 334 659 | 300 206 | 556 791 |
| Tax paid | (17 797) | (18 418) | (46 968) | (44 268) | (59 937) |
| Net cash flow from operations (after tax) | 59 965 | 45 701 | 287 691 | 255 937 | 496 854 |
| Investment in tangible fixed assets related to business comb. | (1 137) | (2 222) | (1 443) | (3 217) | (9 294) |
| Investment in R&D software related to business combinations | (9 942) | (7 916) | (13 025) | (10 446) | (8 774) |
| Investment in businesses | (430 487) | (291 843) | (576 123) | (472 105) | (643 092) |
| Sale of (investment in) shares | (479) | (571) | (551) | (956) | (1 311) |
| Net cash flow from investments related to business combinations | (442 044) | (302 552) | (591 142) | (488 724) | (662 471) |
| Net proceeds from divestiture of discontinued operations | 0 | 0 | 0 | 14 948 | 14 948 |
| Cash inflow from dividends | 0 | 1 026 | 0 | 1 026 | 1 013 |
| Sale of (investment in) tangible fixed assets | (3 258) | (1 761) | (5 572) | (5 609) | (10 646) |
| Sale of (investment in) R&D own software | (1 193) | (1 168) | (2 238) | (2 283) | (4 881) |
| Net cash flow from investments | (446 495) | (304 455) | (598 953) | (478 642) | (662 037) |
| Repayments of interest bearing loans | 0 | 0 | (5 149) | (5 002) | (9 921) |
| Net proceeds from interest bearing loans | 0 | 0 | 0 | 0 | 288 336 |
| Changes in bank overdraft | 166 000 | 123 143 | 246 792 | 123 143 | 0 |
| Cashflow from leases | (14 375) | (15 870) | (24 655) | (30 802) | (61 881) |
| Changes in long term receivables | 3 075 | 830 | (223) | 1 805 | 188 |
| Net cash flow from share issues | 0 | 1 966 | 0 | 1 966 | 1 966 |
| Cash inflow from interest | 422 | 552 | 510 | 1 092 | 710 |
| Cash outflow from interest and fees | (4 259) | (12 913) | (49 735) | (54 912) | (96 502) |
| Net cash flow from financing activities | 150 863 | 97 708 | 167 540 | 37 290 | 122 896 |
| Net cash flow from financing activities, continuing operations | 150 863 | 97 708 | 167 540 | 37 290 | 122 896 |
| Cash flow from financing activities, discontinued operations | 0 | 0 | 0 | 0 | 0 |
| Net cash flow | (235 667) | (161 045) | (143 722) | (185 414) | (42 288) |
| Cash and cash equivalents, beginning of period | 1 058 385 | 975 521 | 958 114 | 987 357 | 987 357 |
| Net foreign exchange differences | (25 892) | (4 133) | (17 566) | 8 400 | 13 045 |
| Cash and cash equivalents, end of period | 796 826 | 810 343 | 796 826 | 810 343 | 958 114 |
| Net cash flow from operations (before tax) to EBITDA | 52.5 % | 45.9 % | 115.1 % | 109.5 % | 94.4 % |

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 |
| Equity as at 01.01.2021 | 625 726 | 16 663 | 657 612 | 1 300 001 | 2 730 | 1 302 731 |
| Issue of share capital | 1 966 | | | 1 966 | | 1 966 |
| Profit for the period | | | 81 683 | 81 683 | (461) | 81 222 |
| Merger Visma AS and Visma Group Holding AS | (39 077) | | 39 077 | 0 | | 0 |
| Net gain (loss) on financial hedging instruments, net of tax | | 18 708 | | 18 708 | | 18 708 |
| Exchange differences on translation of foreign operations, net of tax | | 7 056 | | 7 056 | | 7 056 |
| Total comprehensive income for the period | | 25 764 | 120 760 | 146 524 | (461) | 106 986 |
| Changes to non-controlling interest; acquisition and arising on business combination | | | | 0 | 1 912 | 1 912 |
| Equity as at 31.12.2021 | 588 615 | 42 427 | 778 372 | 1 409 414 | 4 180 | 1 413 595 |
| Equity as at 01.01.2022 | 588 615 | 42 427 | 778 372 | 1 409 414 | 4 180 | 1 413 595 |
| Issue of share capital | 0 | | | 0 | | 0 |
| Profit for the period | | | 46 105 | 46 105 | (33) | 46 072 |
| Net gain (loss) on financial hedging instruments, net of tax | | 54 531 | | 54 531 | | 54 531 |
| Exchange differences on translation of foreign operations, net of tax | | (20 966) | 0 | (20 966) | | (20 966) |
| Total comprehensive income for the period | | 33 565 | 46 105 | 79 671 | (33) | 79 637 |
| Changes to non-controlling interest; acquisition and arising on business combination | | | | | (221) | (221) |
| Equity at end of period | 588 615 | 75 993 | 824 477 | 1 489 085 | 3 926 | 1 493 011 |

Notes to the condensed interim financial statements

Note 1 — Organisation and basis of preparation

General information and organisation

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

Visma's condensed interim financial statements for the second quarter of 2022 were authorised for issue by the board of directors on 12 July 2022.

Basis of preparation

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

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

The condensed interim financial statements are unaudited.

Use of estimates

The preparation of financial statements in conformity with IFRS 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 recognised 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 three core business areas; Small Business, Medium & Large Enterprise and Public. Group HQ, Consulting and Cloud Infrastructure Services are reported as other. These aggregations has its basis in similar 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.

| 2nd quarter | 2022 | | | | | 2021 | | | | |
|----------------------------|------------------|----------------------------|----------------|----------------|------------------|------------------|----------------------------|----------------|----------------|------------------|
| | Small businesses | Medium & Large Enterprises | Public | Other | TOTAL | Small businesses | Medium & Large Enterprises | Public | Other | TOTAL |
| (EUR in thousands) | | | | | | | | | | |
| Revenue | | | | | | | | | | |
| Total segment revenue | 158 636 | 233 669 | 148 518 | 162 127 | 702 950 | 128 005 | 203 479 | 132 628 | 152 347 | 616 459 |
| Internal revenue | 7 527 | 23 132 | 11 699 | 59 078 | 101 435 | 7 117 | 24 630 | 9 888 | 54 717 | 96 351 |
| External revenue | | | | | | | | | | |
| SaaS | 126 462 | 134 349 | 80 953 | 8 558 | 350 321 | 96 813 | 105 372 | 68 377 | 3 361 | 273 923 |
| Cloud Services | 6 364 | 41 911 | 29 121 | 82 339 | 159 736 | 4 642 | 31 563 | 35 136 | 81 657 | 152 998 |
| On premise software | 16 954 | 31 628 | 22 288 | 2 508 | 73 378 | 17 777 | 37 400 | 18 582 | 2 681 | 76 481 |
| Other | 1 330 | 2 649 | 4 456 | 9 644 | 18 079 | 1 656 | 4 475 | 645 | 9 931 | 16 708 |
| External revenue | 151 110 | 210 537 | 136 819 | 103 049 | 601 514 | 120 889 | 178 849 | 122 740 | 97 631 | 520 109 |
| Actual growth (external) % | 25,0 % | 17,7 % | 11,5 % | 5,5 % | 15,7 % | | | | | |
| Repeatable revenue | 146 212 | 191 306 | 113 861 | 17 685 | 469 064 | 116 451 | 159 437 | 102 946 | 46 595 | 425 430 |
| EBITDA | 55 933 | 44 730 | 31 060 | 16 410 | 148 133 | 47 506 | 43 183 | 30 545 | 18 581 | 139 815 |
| EBITDA margin | 37,0 % | 21,2 % | 22,7 % | 15,9 % | 24,6 % | 39,3 % | 24,1 % | 24,9 % | 19,0 % | 26,9 % |
| 1st half year | | | | | | | | | | |
| (EUR in thousands) | | | | | | | | | | |
| Revenue | | | | | | | | | | |
| Total segment revenue | 306 941 | 455 345 | 294 795 | 322 480 | 1 379 561 | 251 845 | 390 636 | 258 340 | 302 157 | 1 202 979 |
| Internal revenue | 14 884 | 45 419 | 22 687 | 116 033 | 199 023 | 15 076 | 48 775 | 19 490 | 108 083 | 191 425 |
| External revenue | | | | | | | | | | |
| SaaS | 242 561 | 258 320 | 159 154 | 15 836 | 675 870 | 189 062 | 196 805 | 131 578 | 12 048 | 529 493 |
| Cloud Services | 12 658 | 83 465 | 58 810 | 167 245 | 322 179 | 9 056 | 61 934 | 67 833 | 156 905 | 295 728 |
| On premise software | 34 232 | 63 099 | 44 956 | 4 858 | 147 146 | 35 340 | 74 220 | 36 968 | 5 353 | 151 881 |
| Other | 2 606 | 5 041 | 9 187 | 18 508 | 35 343 | 3 311 | 8 901 | 2 471 | 19 768 | 34 452 |
| External revenue | 292 057 | 409 925 | 272 108 | 206 447 | 1 180 537 | 236 769 | 341 861 | 238 850 | 194 074 | 1 011 554 |
| Actual growth (external) % | 23,4 % | 19,9 % | 13,9 % | 6,4 % | 16,7 % | | | | | |
| Repeatable revenue | 281 598 | 370 967 | 226 000 | 96 272 | 974 836 | 227 322 | 305 085 | 199 399 | 98 037 | 829 843 |
| EBITDA | 106 242 | 88 467 | 64 063 | 31 869 | 290 641 | 94 765 | 84 096 | 57 775 | 37 569 | 274 205 |
| EBITDA margin | 36,4 % | 21,6 % | 23,5 % | 15,4 % | 24,6 % | 40,0 % | 24,6 % | 24,2 % | 19,4 % | 27,1 % |

| Reconciliation | 2nd quarter | | 1st half year |
|-------------------------------------|----------------|----------------|----------------|
| | 2022 | 2021 | 2022 |
| Profit before taxes | 16 495 | 17 403 | 59 105 |
| Net financial items | 38 888 | 29 524 | 55 611 |
| Depreciations and amortisations | 92 683 | 92 888 | 175 789 |
| EBITDA | 148 134 | 139 815 | 290 573 |
| EBITDA in operating segments | 148 133 | 139 815 | 290 641 |

GEOGRAPHICAL AREAS

| (EUR in thousands) | 2022 | | % | Long lived assets |
|--------------------|------------------|----------------|------------------|-------------------|
| | Net sales | | | |
| Norway | 368 389 | 31,2 % | 1 028 630 | |
| Sweden | 210 418 | 17,8 % | 484 626 | |
| Denmark | 162 649 | 13,8 % | 534 864 | |
| Finland | 162 155 | 13,7 % | 301 862 | |
| Netherlands | 217 114 | 18,4 % | 1 631 311 | |
| Geo Expansion | 59 812 | 5,1 % | 597 678 | |
| Total | 1 180 537 | 100,0 % | 4 578 972 | |
| (EUR in thousands) | 2021 | | % | Long lived assets |
| | Net sales | | | |
| Norway | 314 538 | 31,1 % | 1 016 375 | |
| Sweden | 190 501 | 18,8 % | 520 585 | |
| Denmark | 134 412 | 13,3 % | 424 675 | |
| Finland | 138 433 | 13,7 % | 234 372 | |
| Netherlands | 196 637 | 19,4 % | 1 523 143 | |
| Geo Expansion | 37 033 | 3,7 % | 366 141 | |
| Total | 1 011 554 | 100,0 % | 4 085 291 | |

NOTE 3 — Business Combinations

During the second quarter of 2022, the Visma Group had a net cash outflow from investment related to business combinations of EUR 442m. Below is the full list of acquisitions closed during the quarter. None of the acquired companies are significant in their own right, and the preliminary fair value of the identifiable assets and liabilities, as at the date of acquisition, are presented in aggregate in the table to the right.

- 1 April: IonProjects is a provider of ERP SaaS solution in Belgium
- 1 April: UHPO Procurement pooling provider in Sweden
- 4 April: Festum Software, building management software in Finland
- 12 April: Declarando a provider of Cloud accounting software in Spain
- 20 April: Genetics a eGov software provider in the Netherlands
- 22 April: Woffu a Time and Workforce Management software provider in Spain
- 3 May: Intempus, a Danish Time and Workforce Management provider
- 5 May: Contagram, Management Systems in Argentina
- 13 May: SmartTrackers, management system for sustainability tracking
- 17 May: Mandü, employee engagement and performance management in Peru
- 1 June: OWS Finland Oy, EDI messaging
- 1 June: Zilliz, Healthcare ERP provider in the Netherlands
- 6 June: Solidabis, software development company in Finland
- 21 June: Teamleader, PSA software in Benelux

| (EUR in thousands) | Q2 2022 |
|---|----------------|
| Total acquisition cost | 430 911 |
| Consideration transferred | 333 276 |
| Deferred payment | 0 |
| Contingent payment | 108 543 |
| Net cash acquired | (10 927) |
| | |
| Net assets before identified excess value | (11 796) |
| Technology | 50 203 |
| Brand | 47 917 |
| Contracts and customer relationships | 119 595 |
| Deferred taxes | (52 544) |
| Fair value of net assets | 153 376 |
| Goodwill | 277 535 |

KPIs

Like for like growth

Comparing against historical periods on constant currency, acquired companies included fully in the reporting period as well as in historical comparative periods.

LTM Revenue

Last twelve months Revenue

Cash Conversion

Cash conversion is the ratio of net cash flow from continuing operations (before tax) to EBITDA.

Annualized Repeatable Revenue (ARR)

Annualized Repeatable 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.

e-invoices

The average number of monthly e-Invoices sent through Visma e-Invoicing hubs over the last twelve months. The metric measures only e-invoices at the point they are sent. Invoices received by an invoice handling system are not included.

Number of monthly payslips

The average number of monthly payslips generated across Visma's payroll systems over the last twelve months. The metric is an important measure of the economic value going through Visma's ecosystem.

Average Revenue Per Customer (ARPC)

The ARR in the segment divided by the total number of customers in the segment

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.

Description of main revenue classes

SaaS Revenue

Software revenue derived from cloud products, either as a fixed monthly fee or based on the transaction volumes within a given period.

Cloud Services Revenue

Revenue derived from value added services such as customer success packages, implementation, invoice lifecycle management and managed services

On-premises Software Revenue

Revenue derived from maintenance agreements and licenses from on-premises software

Visma AS

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

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