

Quarterly Report
2024

Q2

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Profitable growth and new market expansion

Q2 highlights

- Revenue of EUR 699 million, 21% growth year-over-year
- EBITDA of EUR 222 million, 35% growth year-over-year, resulting in a margin expansion of 3%pt
- Annualized Repeatable Revenue reached EUR 2 538 million, growing 21% year-over-year
- Closed 9 acquisitions during the quarter
- Announced Visma's first entry in Croatia with the acquisition of Moj eRačun
- Adjusted net income amounted to EUR 137 million, a growth of 58% year over year



CEO comment

Visma's revenue reached EUR 699 million in Q2, up 21% versus the same period last year. EBITDA was EUR 222 million, up 35% year-over-year, further demonstrating the scalability of our business through a period of strong growth. I am particularly pleased by the strong growth in our customer base – our low churn means our customers have immense long-term value, so this positions us well for future value creation.

Visma made 9 acquisitions in Q2, expanding its presence to 33 countries in the process. We entered Italy through the acquisition of Fiscozen, a SaaS platform for tax advisory, and Croatia through Moj eRačun, provider of eInvoicing solutions. In France we made our 3rd acquisition in 2024, MyCompanyFiles, which delivers a platform for secure document and information exchange for accounting firms.

I recently sent a summer greeting to my fantastic colleagues in Visma, where I highlighted 3 areas I want us to remain highly focused on. **1. Generative AI**, a technology that is already transforming how we develop software and create more customer value. **2. Sustainability**. We want Visma to be a sustainability leader in our industry and we are setting clear goals to guide us, in areas ranging from carbon emissions to female leadership share. **3. Collaboration**. Visma is the largest network of SaaS companies in Europe, and probably Latin America as well. Imagine the power of 180+ entrepreneurial software companies sharing best practices and exploring opportunities for collaboration across different markets and geographies. We are already achieving a lot, but I want to see even more!

Q2 2024 Key Figures

Revenue

€ 699m

▲ 20,8% growth YoY
12,6% organic growth YoY

EBITDA

€ 222m

▲ 34,9% growth YoY

EBITDA %

31,7%

▲ +3,3%pt YoY

Monthly e-invoices

25,1m

▲ 13,3% growth YoY

ARR

€ 2 538m

▲ 21,0% growth YoY
13,5% organic growth YoY

Free cash flow

€ 113m

95,9% cash conversion LTM

Customers

1,9m

▲ 18,6% growth YoY

Monthly payslips

11,4m

▲ 7,8% growth in SaaS
payslips YoY

Comments on the second quarter

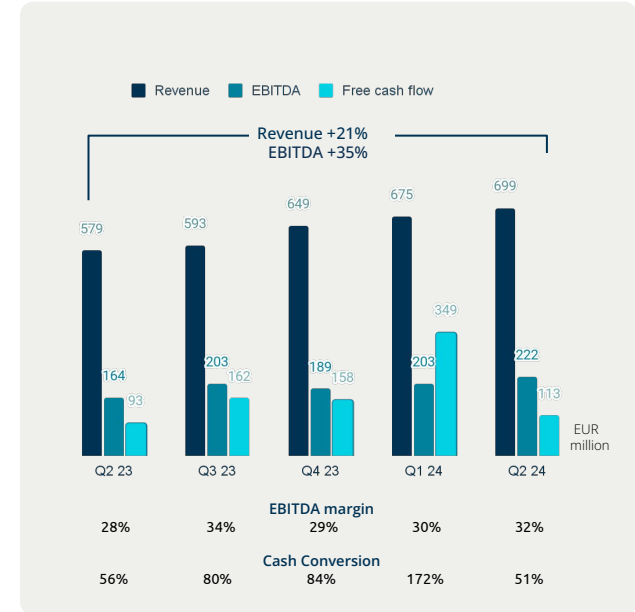
The second quarter of 2024 demonstrated a continued strong revenue growth for Visma, generating a revenue of EUR 699 million, a growth of 21% compared to Q2 2023. The main drivers of revenue growth during the quarter were increased spending by existing customers and a growing customer base, reaching 1,9 million customers in Q2 2024. Increased spend in the first half year was slightly aided by annualization of some 2023 initiatives that we do not expect to repeat in H2.

Visma's Annualized Repeatable Revenue (ARR) continued its steady growth in the second quarter, reaching EUR 2 538 million at the end of the quarter. This represents a growth of 21% year-over-year and is a measure of Visma's demonstrated ability to grow its repeatable revenue base.

All four segments continued to show double digit ARR growth YoY in the second quarter of 2024, continuing the trend from the first quarter. The growth in ARR and the number of customers is a continued testament to Visma's effort in delivering mission-critical software enjoyed by new and existing customers.

EBITDA continues to outgrow revenue, demonstrating the scalability of Visma's business model. The EBITDA margin showed a 3,3%pt expansion compared to the second quarter of 2023. The margin improvement can be seen across all four segments. Margin expansion has been ahead of expectations, and we will look to re-invest some of this in H2 in support of future growth.

In Q2, Visma closed nine acquisitions, including its first entry into Italy with Fiscozen in April, and its first entry into Croatia with Moj eRačun in June, increasing Visma's presence in Continental Europe. The second quarter also brought further expansion in France with the acquisition of MyCompanyFiles. In Denmark, Visma acquired Meebook, Denmark's leading digital learning platform. Three acquisitions were made in Sweden during the quarter: Accountec in the Ecosystem segment, Winvoice in the Medium Business segment, and Samverkan in the Public segment. The acquisition of In Good Company in Belgium was a further addition to the Public segment in the second quarter.



Financial review

(Second quarter 2023 in brackets)

Revenue amounted to EUR 699 million (EUR 579 million) and EBITDA to EUR 222 million (EUR 164 million) in the second quarter of 2024. Revenue increased by 20,8% on a reported basis year over year, while the organic growth in the same period was 12,6%. SaaS is particularly driving the revenue growth, with SaaS revenues enjoying 26,9% growth. EBITDA increased by 34,9% compared to Q2 2023. Revenue growth continues to outpace the cost base, showcasing the scalability of our business model. This led to an EBITDA margin expansion of 3,3%pt compared to the same quarter last year. The group's operating profit (EBIT) amounted to EUR 111 million (EUR 74 million), with the improvement reflecting the increase in EBITDA.

Net financial items were EUR -58 million (EUR 4 million). The major driver for this change is contingent consideration related to business combinations which was EUR -14 million during the quarter (EUR 25 million). Interest expenses were EUR -44 million (EUR -27 million). During the quarter, Visma extended the maturity of its debt facilities to 2028 and added a sustainability link to the financing.

Removing the impact of items driven by M&A gives an adjusted net income of EUR 137 million (EUR 87 million), a growth of 58,4% year over year.

At the end of the second quarter, Visma's cash position was EUR 953 (EUR 926 million). With continued high pace on M&A, cash flow from investments related to business combinations was EUR -405 million (EUR -249 million) in the quarter.

Free cash flow amounted to EUR 113 million (EUR 93 million) in the second quarter of 2024. The cash conversion for the LTM period ending Q2 was 95,9%.

Group	Q2 2024	Q2 2023	Growth
Revenue	699	579	20,8%
SaaS	528	416	26,9%
Cloud Services	95	84	13,6%
On premises software	63	66	-5,0%
Other	13	13	4,8%
Profit			
EBITDA	222	164	34,9%
<i>EBITDA margin</i>	31,7%	28,4%	3,3%pt
EBIT	111	74	50,2%
Adjusted net income	137	87	58,4%
Cash flow and leverage			
Free cash flow	113	93	22,2%
Net Debt / EBITDA	2,8x	2,7x	0,2x

Selected M&A highlights

9 acquisitions
closed in Q2

€ 29m
LTM Revenue | Acquisitions in Q2

Fiscozen

- In the second quarter, Visma's investment in Fiscozen was completed, marking Visma's official entry into Italy
- Fiscozen's disruptive SaaS platform simplifies critical processes like accounting, electronic invoicing and tax returns, unlocking significant efficiency gains for tax advisors serving micro businesses and sole traders, a significant customer group in Italy
- Joining up with Fiscozen in Italy and Moj eRačun in Croatia solidifies Visma's goal of being a driving force in the cloud transformation in Continental Europe

mojeRačun

- At the end of the second quarter, Visma announced the acquisition of Moj eRačun, marking the first entry into Croatia
- Moj eRačun is an eInvoicing provider with cloud solutions that integrate with more than 400 ERP systems, making it a natural choice for Croatian businesses preparing for mandatory B2B invoicing from 2025
- Its product suite facilitates full digitization of administrative processes for all business entities
- Moj eRačun joining forces with Visma further accelerates the company's business innovations and commitment to driving the digital transformation of Croatian businesses



MyCompanyFiles

- The acquisition of MyCompanyFiles in the second quarter is the third acquisition in France in 2024, continuing Visma's growth in this market
- MyCompanyFiles is a platform specializing in secure document and information exchange for accounting firms
- MyCompanyFiles is renowned for its secure and user-friendly platform that facilitates seamless document and data sharing between businesses and their clients, ensuring GDPR compliance

Tech highlights

Key product announcements

We continue to see how AI impacts the way we work and develop products at Visma. In Q2 we launched VismaGPT, a custom-tailored ChatGPT alternative, which has been widely adopted by Visma employees. In addition, adoption of AI tools among developers surpassed 80%. Q2 also brought around an uptick in companies that use AI in products across the group. More than 45 Visma products are now actively developing or live with features powered by LLMs.

Since Tripletex rolled out their AI assistant earlier this year, it has answered over 200,000 questions from customers, with only 10% needing manual interaction. Recently, the AI assistant's capabilities were expanded through the integration with Sticos, making it incredibly easy to get answers to professional questions related to accounting, payroll, VAT, holiday pay, and many other topics relevant to running a company in Norway.

In Belgium, our workforce management product Beeple has seamlessly integrated with Visma Resolve's AI-driven Automatic Rostering service. This product improvement empowers customers to optimize their scheduling processes by spending less time on planning, improving the quality of rosters, and better utilizing their workforce. This integration ensures a more efficient and effective approach to workforce management, delivering significant value to the users.

In France, our two accounting products Inqom and Chaintrust have launched an integration enabling users to send all documents received by Inqom to Chaintrust AI and collect the corresponding accounting entries. This yields improved quality of accounting entries and the possibility to automatically split and book documents.

Visma continues to invest significant resources in product innovation to ensure that our customers can enjoy modern software that makes running their business easier.



Small Business

Product championship sparks innovation

The Small Business segment offers cloud accounting, payroll and invoicing solutions for small businesses, with local teams and products. In April, Visma expanded into Italy with the acquisition of Fiscozen. This was followed by the acquisition of Moj eRačun in Croatia in June, extending Visma's Small Business segment presence to 20 European countries.

In May, our semi-annual internal Product Championship evaluated products against each other and external benchmarks in categories such as accounting, payroll, invoicing, and AI.

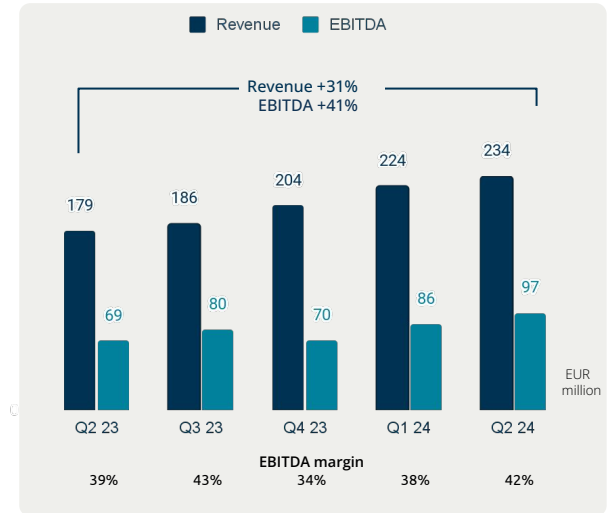
One of the gold medalists was Tripletex, which in the "Time to First Invoice" category showed how to set up an account and send the first invoice in under three minutes. They also won with their one-touch automatic voucher booking. Visma Spcs excelled in the "Reconciliation of the Bank Account" category, by reconciling a bank account in just two minutes with eAccounting. This event showcases the excellence and capabilities of our products. It also fosters innovation and continuous improvement, reaffirming the commitment to provide industry leading solutions to customers.

An increasing number of small businesses see the value of our products with strong new sales driving revenue growth in the segment. Compared to last year, revenues in Q2 2024 grew by 31%, ending at EUR 234 million (EUR 179 million). EBITDA amounted to EUR 97 million, with growth in Q2 of 41%.

ARR growth
31%

1 583 000
customers

ARPC **€ 580**



Medium Business

Serving complex customer needs in the cloud

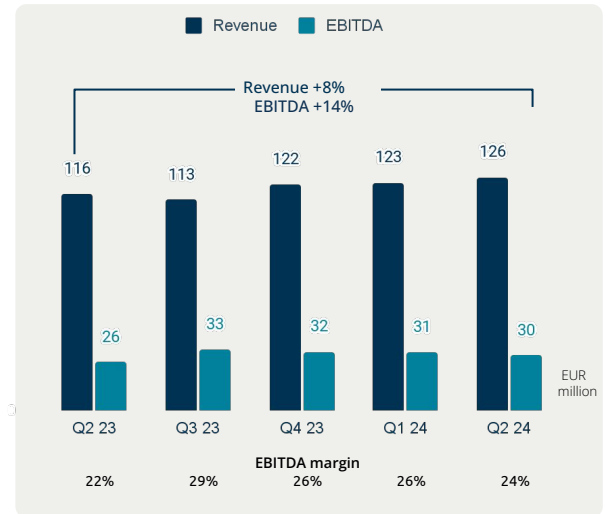
Medium Businesses need several systems for running their business where the users expect a rich and integrated solution. Such benefits are best enjoyed in the cloud and a significant focus in the segment has been to deliver a high pace on the migration of customers from our remaining on premises products to one of our modern cloud solutions. This allows customers to better leverage the breadth of functionality across the Visma ecosystem. We see that customers take advantage of the broader functionality and as a result, segment ARR is growing 13% fueled by improving ARPC.

Gearing the business more towards repeatable revenues enables scale, and this together with improvements in strategic workforce planning results in the segment delivering an EBITDA margin of 24% in the second quarter of 2024, an improvement from 22% in the second quarter last year.

ARR growth
13%

94 000
customers

ARPC **€ 4 900**



Public

Consolidating Recurring Revenue through supporting the Public Sector's need for digitalization

Total revenue in the Public segment amounted to EUR 165 million (EUR 129 million), reflecting a growth of 28% YoY. We continue to see strong growth in this segment, both organically and through acquisitions. EBITDA was EUR 47 million (EUR 34 million), reaching a margin of 29% (26%) in the second quarter of 2024.

Across the Nordics and Benelux, we won important contracts for both new and existing customers within the Public Sector. These contracts cover areas ranging from services supporting municipality administration systems, HRM, WFM, infrastructure, financial planning, and ERP. This reflects the broad and strong product offerings from Visma's Public Segment.

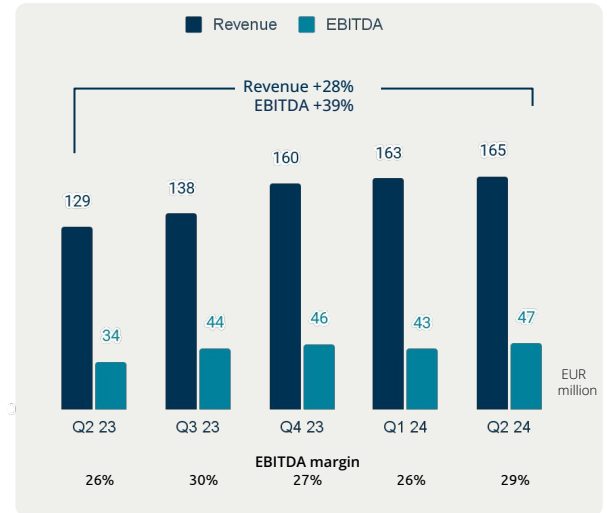
We continue to see significant focus on digitalization in the Public Sector, as well as a continued trend of moving from OnPrem to Cloud. Visma is supporting customers on this journey through our mission critical standard software deliveries.

During the second quarter, Meebook was acquired in Denmark. Meebook offers a learning management solution for the educational sector that enables teachers to import, create, and distribute learning content. Further add-on acquisitions were also made to support and grow the current offerings within education and municipality administration systems.

ARR growth
27%

33 000
customers

ARPC € **16 700**



Ecosystem

Expanded offering and strong scalability

The Ecosystem segment rounds off the second quarter by showing 20% revenue growth and increasing EBITDA margin to 28%, a significant improvement from 20% EBITDA margin in the second quarter of 2023.

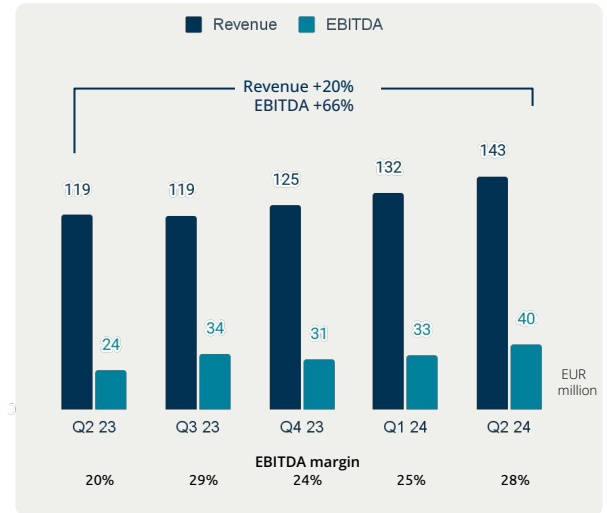
The segment generated revenues of EUR 143 million (119 million), while EBITDA was EUR 40 million (24 million). Particularly, our companies within the Workforce Management business area, as well as our business in Latin America, have been both growing and scaling very well in Q2. We also see that the acquisitions we have made in the past twelve months provide a combination of strong growth, as well as good scalability. We are also in the process of improving the revenue mix in the segment by removing non-strategic low- and zero margin revenue streams which for the coming quarters dampens our growth, but gives a permanent margin increase while also allows the business to focus.

In April we acquired Swedish accounting tool business Accountec, and in May we acquired MyCompanyFiles. MyCompanyFiles is a prominent French platform specialising in secure document and information exchange for accounting firms, and Accountec is a provider of accounting office software. With these acquisitions, we are significantly expanding our offering for accounting offices in these two countries.

ARR growth
13%

149 000
customers

ARPC **€ 3 500**



Market outlook

Moving into the second half of 2024, the global economic landscape offers a mixed picture. Ongoing monetary tightening continues to particularly impact the housing and credit markets, but also the spending and growth plans of businesses and the public sector in many countries. Despite these factors, overall global growth remains fairly resilient, currently projected by the OECD at 3.1% for 2024. With inflation coming down in many countries, the first interest rate cuts have materialized in some of Visma's core markets, although the sentiment is to expect continued high interest rates for a period going forward. This reduction in inflationary pressure also drives a slightly softer pricing environment across the software industry.

Globally, geopolitical tension is high with several international conflicts and wars. Across Europe, there are a number of changes to governments as well as the EU parliament following elections this year. In the US, the presidential election is coming up this fall. The current geopolitical landscape is having a negative impact on global trade, a trend that is likely to continue.

Despite lower economic activity in some of its core markets and a general increase in bankruptcy rates, Visma continues to see stable, low churn. Meanwhile, new sales remain at a solid level, indicating that demand for mission-critical, modern cloud solutions remains generally firm, although with some variability across markets. The Group continues to see substantial growth opportunities in both existing and new markets, and expects to maintain an active M&A agenda also in Q3.

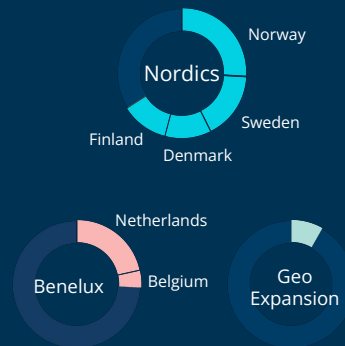
Visma continues to embrace the rapid emergence of generative AI with caution, staying focused on compliance and security. Nonetheless, Visma mainly considers the technology a business opportunity due to its significant potential for further strengthening Visma's capabilities within value-creative automation of mission-critical processes.



33
countries

The map includes Visma's operations across our core markets in Europe and Latin America

Revenue split



Shareholders

Hg Capital and co-investors 70,2%

GIC 14,2%

ICG 3,1%

CPP Investments 1,9%

TPG 1,8%

Vind 1,1%

Folketrygdfondet 0,9%

Jane Street 0,3%

Aeternum 0,1%

Management 6,4%

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Risks

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

In 2024, inflation and high interest rates continue to affect the global economy, and Visma is continuously monitoring the situation. The group debt facilities mature in 2028, and Visma has hedged around 50% of its interest exposure. The group also has a strong cash position, and as such retains its solid financial health.

Visma is investing to stay at the forefront of legal and compliance trends, including upcoming legislation related to ESG, AI, vendor management, and security. The focus for the remaining quarters of 2024 will be to integrate these initiatives to create a more unified internal control regime.

For more details please refer to the Directors' Report in the Annual report.

Security

Security and Privacy related incidents in the reporting period were stable compared to last reporting period.

No incidents with material impact, only local short term impact observed.

As we continue to acquire new companies, we are steadily increasing the pace at which they are fully onboarded to the Visma Security Program -a substantial benefit to being part of the Visma Group.

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 2024, The Board of Directors of VISMA AS

Condensed interim financial information

Consolidated statement of income

(EUR in thousands)	Note	2nd quarter		1st half year		Year
		2024	2023	2024	2023	2023
OPERATING REVENUE						
Sales revenue	2	699 184	578 629	1 373 792	1 149 512	2 391 523
Total operating revenue		699 184	578 629	1 373 792	1 149 512	2 391 523
OPERATING EXPENSES						
Sales and distribution costs (COGS)		88 454	79 828	179 003	159 368	326 755
Gross profit		610 730	498 801	1 194 789	990 143	2 064 768
Payroll and personnel expenses		308 731	274 335	610 300	547 856	1 085 021
Bad debts		1 128	1 373	2 476	2 232	6 444
Other operating expenses		74 889	58 040	150 334	124 885	263 361
Total operating expenses		384 748	333 748	763 111	674 973	1 354 826
EBITDA before M&A expenses		225 982	165 052	431 678	315 170	709 942
M&A expenses		4 150	661	7 163	2 415	5 236
EBITDA		221 832	164 391	424 516	312 754	704 706
Depreciation tangible assets and capitalised R&D		11 365	9 522	21 716	18 215	40 567
Depreciation right of use assets		13 304	12 517	25 929	24 126	52 436
EBITA		197 163	142 352	376 871	270 413	611 703
Amortisation intangible assets		85 997	68 345	170 959	137 148	320 480
Operating profit EBIT		111 166	74 008	205 911	133 265	291 222
Result from associated companies		81	(97)	247	13	(135)
FINANCIAL ITEMS						
Financial income		10 287	30 071	41 957	91 975	117 096
Financial expenses		(68 729)	(25 634)	(157 018)	(107 848)	(239 788)
Net financial items		(58 441)	4 437	(115 061)	(15 873)	(122 692)
Profit before taxes		52 806	78 348	91 097	117 405	168 395
Taxes		(3 097)	17 258	5 290	25 826	48 408
Net income from continuing operations		55 903	61 090	85 807	91 578	119 987
DISCONTINUED OPERATIONS						
Net gain on sale of discontinued operations		0	0	0	5 848	5 848
Net income from discontinued operations		0	0	0	5 848	5 848
Net income		55 903	61 090	85 807	97 426	125 835
ATTRIBUTABLE TO:						
Equity holders of Visma A5		55 925	61 069	85 801	97 348	125 843
Non-controlling interests		(22)	21	6	79	(8)
EARNINGS PR SHARE						
Basic earnings per share (EUR)		0,028	0,031	0,043	0,049	0,063
Diluted earnings per share (EUR)		0,028	0,031	0,043	0,049	0,063
EBITDA margin		31,7 %	28,4 %	30,9 %	27,2 %	29,5 %

Consolidated statement of comprehensive income

(EUR in thousands)	2nd quarter		1st half year		Year
	2024	2023	2024	2023	2023
Net income	55 903	61 090	85 807	97 426	125 835
Net gain (loss) on financial hedging instruments, net of tax	(4 650)	14 131	(3 241)	2 252	(23 809)
Exchange differences on translation of foreign operations, net of tax	10 095	(24 276)	(14 692)	(55 926)	(47 816)
Net gain (loss) on qualified employee share options in fully own subsidiaries	0	77	0	77	77
Other comprehensive income (loss) for the period, net of tax	5 445	(10 067)	(17 933)	(53 597)	(71 548)
Total comprehensive income for the period	61 348	51 023	67 874	43 829	54 287
TOTAL COMPREHENSIVE INCOME ATTRIBUTABLE TO:					
Equity holders of Visma A5	61 370	51 002	67 868	43 751	54 295
Non-controlling interests	(22)	21	6	79	(8)

Condensed interim financial information

Consolidated statement of financial position

(EUR in thousands)	30 June 2024	30 June 2023	31 March 2024	31 December 2023	(EUR in thousands)	30 June 2024	30 June 2023	31 March 2024	31 December 2023
ASSETS					EQUITY AND LIABILITIES				
Deferred tax assets	12 288	11 492	12 260	12 709	Paid-in capital	588 615	588 615	588 615	588 615
Patents and other intangible assets	457 817	512 683	454 209	471 566	Other reserves	(10 596)	25 288	(16 041)	7 337
Capitalised R&D cost own software	70 313	62 726	70 324	74 085	Retained earnings	1 703 290	1 586 994	1 647 365	1 617 489
Contracts and customer relationships	693 194	675 912	688 940	699 748	Equity attributable to equity holders of Visma AS	2 281 309	2 202 897	2 219 939	2 213 441
Goodwill	4 337 505	3 599 215	4 076 525	4 021 696	Non-controlling interests	2 806	3 361	2 450	2 463
Property, land and buildings	6 566	6 225	7 199	7 012	Total equity	2 284 115	2 206 257	2 222 389	2 215 904
Machinery and equipment	31 849	30 954	31 099	31 833	Deferred tax liability	331 435	364 248	322 611	313 879
Financial assets/Shares	8 775	7 660	8 233	8 448	Financial hedging Instruments	(47 778)	(85 345)	(53 740)	(51 933)
Investment in associated companies	0	939	1 861	1 695	Long-term interest bearing bank loans	2 999 012	2 525 670	2 776 105	2 819 493
Other long-term receivables	8 676	5 096	3 179	3 287	Accrued funding fees	(71 821)	(3 620)	(7 327)	(8 422)
Right of use assets	179 743	178 804	177 094	180 312	Long-term lease liabilities	142 079	145 041	141 008	143 984
Net Investment in subleases	6 036	7 124	5 847	6 250	Other long-term non interest bearing liabilities	242 013	319 877	326 431	273 474
Total non-current assets	5 812 761	5 098 830	5 536 770	5 518 640	Total non-current liabilities	3 594 939	3 265 872	3 505 087	3 490 475
Inventory	912	785	780	793	Bank overdraft	93 873	(0)	85 598	(0)
Accounts receivables	263 077	206 163	276 399	277 962	Short-term interest bearing bank loans	8 804	8 471	8 691	9 012
Other current receivables	157 808	188 376	164 453	110 497	Trade creditors	80 262	67 737	74 619	93 812
Cash and cash equivalents	953 237	926 369	1 205 482	1 031 159	Public duties payable	99 893	86 016	145 384	109 395
Total current assets	1 375 035	1 321 692	1 647 114	1 420 412	Tax payable	41 517	27 057	62 579	100 938
TOTAL ASSETS	7 187 795	6 420 522	7 183 884	6 939 052	Deferred revenue	384 069	318 260	463 259	284 555
					Short-term lease liabilities	52 144	51 509	51 381	53 240
					Other current liabilities	548 179	389 343	564 898	581 721
					Total current liabilities	1 308 742	948 392	1 456 409	1 232 673
					Total liabilities	4 903 681	4 214 264	4 961 496	4 723 148
					TOTAL EQUITY AND LIABILITIES	7 187 795	6 420 522	7 183 884	6 939 052

Condensed interim financial information

Consolidated statement of cash flows

(EUR in thousands)	Note	2nd quarter		1st half year		Year
		2024	2023	2024	2023	2023
Ordinary profit before tax		52 806	78 348	91 097	117 405	168 395
Depreciation right of use assets		13 304	12 517	25 929	24 126	52 436
Depreciation tangible assets		3 825	2 974	6 875	5 947	12 813
Depreciation capitalised R&D cost		7 540	6 548	14 841	12 268	27 754
Amortisation patents and other intangible assets		34 910	31 088	69 173	62 462	135 758
Amortisation contracts and customer relationships		51 087	37 257	101 786	74 686	184 722
Changes in debtors		13 322	21 057	14 885	31 416	(40 383)
Changes in inventory and trade creditors		5 511	4 812	(13 670)	(17 668)	8 399
Changes in public duties payable		(45 491)	(32 433)	(9 501)	(9 847)	13 532
Changes in deferred revenue		(79 189)	(67 092)	99 514	75 860	42 156
Changes in other accruals		62 383	1 728	73 607	12 932	117 000
Net cash flow from operations (before tax)		120 007	96 803	474 536	389 588	722 583
Tax paid		(33 567)	(18 175)	(85 339)	(39 069)	(66 395)
Net cash flow from operations (after tax)		86 440	78 628	389 198	350 519	656 189
Investment in tangible fixed assets related to business comb.		(264)	(1 062)	(1 350)	(1 420)	(3 207)
Investment in R&D software related to business combinations		0	(5 000)	0	(5 144)	(2 177)
Investment in businesses		(403 851)	(242 098)	(511 942)	(361 844)	(765 774)
Sale of (investment in) shares		(541)	(1 001)	(327)	(3 956)	(4 743)
Net cash flow from investments related to business combinations	3	(404 657)	(249 161)	(513 619)	(372 364)	(773 941)
Net proceeds from divestiture of discontinued operations		0	0	0	5 792	5 792
Sale of (investment in) tangible fixed assets		(3 169)	(2 602)	(5 526)	(4 683)	(11 099)
Sale of (investment in) R&D own software		(3 579)	(1 489)	(7 054)	(3 101)	(9 015)
Cash inflow (outflow) from other current receivables				58 395	58 395	
Net cash flow from investments		(411 405)	(253 252)	(526 199)	(374 356)	(729 867)
Repayments of interest bearing loans		0	0	(4 280)	(4 556)	(8 999)
Net proceeds from interest bearing loans		198 098	0	198 098	0	250 000
Changes in bank overdraft		8 275	0	93 873	0	0
Cashflow from leases		(15 607)	(14 166)	(30 146)	(27 453)	(60 108)
Changes in long term receivables		(5 497)	1 774	(5 389)	1 532	0
Cash inflow from interest		6 865	5 559	13 827	17 502	29 436
Cash outflow from interest and fees		(126 424)	(4 476)	(200 039)	(70 652)	(158 182)
Net cash flow from financing activities		65 711	(11 310)	65 944	(83 626)	52 146
Net cash flow		(259 254)	(185 934)	(71 058)	(107 462)	(21 532)
Cash and cash equivalents, beginning of period		1 205 482	1 126 146	1 031 159	1 071 512	1 071 512
Net foreign exchange differences		7 009	(13 844)	(6 865)	(37 681)	(18 821)
Cash and cash equivalents, end of period		953 237	926 369	953 237	926 369	1 031 159
Free Cash Flow		113 259	92 711	461 956	381 804	702 470
Cash conversion (FCF to EBITDA)		51,1 %	56,4 %	108,8 %	122,1 %	99,7 %

Consolidated statement of changes in equity

(EUR in thousands)	Attributable to equity holders of Visma AS				Non-controlling	
	Paid-in share capital	Other reserves	Retained earnings	Majority's share of equity	interests	Total equity
Equity as at 01.01.2023	588 615	78 885	1 491 646	2 159 146	3 349	2 162 495
Issue of share capital	0			0		0
Share based compensation fully owned subsidiary		77		77		77
Profit for the period			125 843	125 843	(8)	125 835
Net gain (loss) on financial hedging instruments, net of tax		(23 809)		(23 809)		(23 809)
Exchange differences on translation of foreign operations, net of tax		(47 816)		(47 816)		(47 816)
Total comprehensive income for the period			125 843	54 218	(8)	54 210
Changes to non-controlling interest; acquisition and arising on business combination				0	(878)	(878)
Equity as at 31.12.2023	588 615	7 337	1 617 489	2 213 441	2 463	2 215 904
Equity as at 01.01.2024	588 615	7 337	1 617 489	2 213 441	2 463	2 215 904
Issue of share capital	0			0		0
Profit for the period			85 801	85 801	6	85 807
Net gain (loss) on financial hedging instruments, net of tax		(3 241)		(3 241)		(3 241)
Exchange differences on translation of foreign operations, net of tax		(14 692)	0	(14 692)		(14 692)
Total comprehensive income for the period			85 801	67 868	6	67 874
Changes to non-controlling interest; acquisition and arising on business combination					337	337
Equity at end of period	588 615	(10 596)	1 703 290	2 281 309	2 806	2 284 115

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 2024 were authorised for issue by the board of directors on 12 July 2024.

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 2023 and applies to these condensed interim financial statements, except for the adoption of new standards and interpretations as of 1 January 2024.

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 four core business areas: Small Business, Medium Business, Public and Ecosystem. Group HQ is reported as Other. These aggregations have their 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 these segments' profit is Net operating income. Deferred tax assets, pension assets and non-current financial assets are not allocated to the segments.

(EUR in thousands)	2024						2023					
	Small business	Medium Business	Public	Ecosystem	Other	TOTAL	Small business	Medium Business	Public	Ecosystem	Other	TOTAL
Revenue												
Total segment revenue	244 610	137 253	167 864	149 006	133 049	831 782	186 464	125 944	132 985	123 527	124 053	692 973
Internal revenue	10 828	11 620	2 844	6 220	101 086	132 598	7 346	9 507	3 716	4 714	89 061	114 343
External revenue												
SaaS	208 322	86 267	106 650	109 747	16 652	527 638	156 057	73 594	75 599	89 464	20 113	414 827
Cloud Services	10 964	17 406	28 389	26 045	12 441	95 246	7 278	16 513	25 762	23 738	11 523	84 813
On premise software	13 483	20 157	23 930	5 297	0	62 867	14 615	24 581	22 607	4 367	0	66 170
Other	1 013	1 803	6 052	1 697	2 870	13 434	1 169	1 750	5 300	1 243	3 357	12 819
External revenue	233 782	125 633	165 020	142 786	31 963	699 184	179 118	116 437	129 269	118 812	34 993	578 629
Actual growth (external) %	30.5 %	7.9 %	27.7 %	20.2 %	-8.7 %	20.8 %						
Repeatable revenue	223,180	115,707	136,539	132,126	22,413	629,965	183,186	101,902	107,812	106,341	26,194	525 435
EBITDA	97 056	29 643	47 166	39 633	8 334	221 832	69 050	26 075	33 900	23 894	11 472	164 391
EBITDA margin	41.5 %	23.6 %	28.6 %	27.8 %	26.1 %	31.7 %	38.5 %	22.4 %	26.2 %	20.1 %	32.8 %	28.4 %
	40.6 %	13.7 %	39.1 %	65.9 %	-27.4 %							
1st half year												
(EUR in thousands)	2024						2023					
	Small business	Medium Business	Public	Ecosystem	Other	TOTAL	Small business	Medium Business	Public	Ecosystem	Other	TOTAL
Revenue												
Total segment revenue	480 071	271 220	334 126	287 386	265 946	1 638 750	366 574	249 533	264 394	244 816	253 565	1 378 881
Internal revenue	22 591	22 882	5 824	12 202	201 459	264 958	14 678	18 894	4 678	9 454	181 665	229 369
External revenue												
SaaS	407 630	167 306	210 003	210 496	33 003	1 028 439	305 521	143 191	150 800	176 101	40 852	816 464
Cloud Services	20 544	35 286	56 956	51 452	25 634	189 872	14 336	33 430	52 408	48 104	24 091	172 369
On premise software	27 248	42 323	47 917	10 489	0	127 977	29 847	50 378	45 992	8 899	0	135 117
Other	2 058	3 423	13 425	2 748	5 851	27 504	2 192	3 640	10 515	2 259	6 956	25 562
External revenue	457 480	248 338	328 302	275 184	64 488	1 373 792	351 896	230 639	259 715	235 362	71 900	1 149 512
Actual growth (external) %	30.0 %	7.7 %	26.4 %	16.9 %	-10.3 %	19.5 %						
Repeatable revenue	441,376	227 664	271 671	255 081	44 702	1 240 495	358,399	201,745	216,873	210,034	52,399	1 039 451
EBITDA	182 606	60 969	90 293	72 879	17 768	424 516	127 931	51 897	67 785	45 102	20 039	312 754
EBITDA margin	39.9 %	24.6 %	27.5 %	26.5 %	27.6 %	30.9 %	36.4 %	22.5 %	26.1 %	19.2 %	27.9 %	27.2 %

NOTE 2 — Segment Information continued

Reconciliation	2nd quarter		1st half year
	2024	2023	2024
Profit before taxes	52 806	78 348	91 097
Net financial items	(58 441)	4 437	(115 061)
Depreciations and amortisations	110 665	90 384	218 604
Result from associated companies	81	(97)	247
EBITDA	221 832	164 391	424 516
EBITDA in operating segments	221 832	164 391	424 516

GEOGRAPHICAL AREAS

(EUR in thousands)			2024	Long lived assets
	Net sales	%		
Norway	356 010	25.9 %		1 037 850
Sweden	229 547	16.7 %		677 979
Denmark	158 185	11.5 %		474 142
Finland	162 576	11.8 %		249 330
Netherlands	295 825	21.5 %		1 737 569
Belgium	58 948	4.3 %		609 710
Geo Expansion	112 701	8.2 %		772 249
Total	1 373 792	100.0 %		5 558 830

(EUR in thousands)			2023	Long lived assets
	Net sales	%		
Norway	306 011	26.6 %		900 351
Sweden	201 754	17.6 %		649 027
Denmark	132 285	11.5 %		468 753
Finland	149 527	13.0 %		245 776
Netherlands	221 922	19.3 %		1 383 330
Belgium	44 221	3.8 %		485 408
Geo Expansion	93 790	8.2 %		717 890
Total	1 149 512	100.0 %		4 850 536

NOTE 3 — Business Combinations

During the second quarter of 2024, the Visma Group had a net cash outflow from investment related to Business Combinations of EUR 405 million. All preliminary fair value of the identifiable assets and liabilities in the acquisitions during the quarter, as at the date of acquisition, are presented in aggregate in the table to the right.

04 April: Meebook, delivering Learning Management Solutions (LMS) for the Danish education sector
 08 April: Samverkan, a Swedish provider of school software
 10 April: Fiscozen, Italy's leading SaaS platform for tax advisory
 26 April: Accountec, a Swedish provider of Accounting Office software
 03 May: MyCompanyFiles, a prominent French platform specialising in secure document and information exchange for accounting firms
 15 May: GW Crossmedia, a market leader in the field of innovative web archiving for both government agencies and companies
 17 May: In Good Company, the creators of Lucy, an innovative and user-friendly solution for digital invoicing, located in Belgium
 01 June: Winvoice, a cloud-based system for electronic invoice processing, based in Sweden
 28 June: Moj eRačun, a leading provider of SaaS business tools in Croatia

(EUR in thousands)	Q2 2024
Total acquisition cost	393 213
Consideration transferred	255 369
Deferred payment	0
Contingent payment	160 990
Net cash acquired	(21 967)
Net assets before identified excess value	18 205
Technology	30 201
Brand	15 451
Contracts and customer relationships	91 948
Deferred taxes	(31 443)
Fair value of net assets	124 361
Goodwill	268 852

KPIs & Alternative performance measures

Organic 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 Free Cash Flow 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.

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

Free cash flow

Cash flow from operations before tax, after investment in R&D on own software and investments in tangible and intangible assets

(EUR in thousands)	Q2 24	Q2 23
Cash flow from continuing operations (before tax)	120 007	96 803
Investment in tangible and intangible assets	(3,169)	(2,602)
Investment in R&D own software	(3,579)	(1,489)
Free cash flow	113 259	92 711

Adjusted net income

As a highly acquisitive organisation, Visma presents net income adjusted for items driven by the M&A transactions themselves. The company believes this gives a better underlying picture of the net income from its operations. The following items are added back to net income from continuing operations: Amortisation of intangible assets arising from the purchase price allocations of acquisitions, net financial income/expense from contingent consideration related to business combinations, M&A expenses. The deferred tax impact of these items is also deducted in the calculation.

(EUR in thousands)	Q2 24	Q2 23
Net income from continuing operations	55 903	61 090
Amortisation related to PPAs from business combinations	84 156	66 030
Net financial expense on contingent consideration related to business combinations	13 643	(24,546)
M&A expenses	4 150	661
Deferred tax impact	(20,693)	(16,648)
Adjusted net income	137 159	86 587



General information

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.

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

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