



Q4

QUARTERLY
REPORT

2020

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Annualized Cloud Revenue reaching NOK 15,6 bn

Continued strong momentum with 23,9% top-line growth in Q4

HIGHLIGHTS, fourth quarter 2020

- Revenue of NOK 5 142 million, an increase of 23,9%
- EBITDA of NOK 1 464 million, an increase of 29,4%
- Cloud Annualized Revenue of NOK 15,6 billion, a year-on-year growth of 28,1%
- Monthly number of e-invoices to reach 10,4m - a Y-o-Y growth of 15,6%
- The strong M&A momentum seen throughout 2020 continues with 14 acquisitions completed in the fourth quarter - including Admisol which, together with Yuki, marks Visma's entry into Belgium
- Tender solutions Opic and Tendsign sold, generating sales proceeds of NOK 2,2bn

Visma delivered another strong quarter with excellent revenue and profit growth. Total revenue was NOK 5 142m during the quarter, a growth of 23,9%. The EBITDA also showed an impressive growth at 29,4%, reaching 1 464m

All four of Visma's core divisions deliver healthy revenue growth. Software Nordic & International grew revenues by 19,2%, Software Benelux grew an impressive 26,0%, Custom Solutions achieved 25,4% growth and Commerce Solutions grew revenues by 24,2% compared to the fourth quarter 2019. The growth is driven by strong development on Visma's modern SaaS and cloud software. In aggregate, cloud annualized revenue grew by an impressive 28,1% year on year.

Visma has had a record year in terms of M&A and completed 14 acquisitions during the fourth quarter, bringing the total number of acquisitions to 37 for 2020. The acquisitions include the SaaS accounting software provider Admisol. Together with the acquisition of Yuki, completed earlier in 2020, this marks Visma's entry into the Belgian market. Visma also increased its product offering to SMBs and Accounting Offices in Sweden through the acquisition of cloud year end software Årsredovisning Online.

KEY FIGURES

Continuing operations (NOK in millions)	4th quarter			Year			Year
	2020 Actual	2019 * Actual	Growth	2020 Actual	2019 * Actual	Growth	2019 * Actual
Revenue	5 142	4 149	23,9 %	18 675	14 852	25,7 %	14 852
EBITDA	1 464	1 131	29,4 %	5 364	3 974	35,0 %	3 974
<i>EBITDA margin</i>	<i>28,5 %</i>	<i>27,3 %</i>		<i>28,7 %</i>	<i>26,8 %</i>		<i>26,8 %</i>
EBITA	1 260	945	33,4 %	4 578	3 303	38,6 %	3 303
EBIT	640	472	35,8 %	2 237	1 574	42,1 %	1 574
Net profit	428	211	103,1 %	1 378	915	50,5 %	915
Operational cash flow (after tax)	1 284	861	49,1 %	5 041	3 558	41,7 %	3 558

* 2019 has been restated to reflect the sale of Opic & Tendsign

FINANCIAL REVIEW – GROUP (FOURTH QUARTER 2019 IN BRACKETS)

Revenue amounted to NOK 5 142 million (4 149) and EBITDA to NOK 1 464 million (1 131) in the fourth quarter of 2020. Revenue increased 23,9% while EBITDA increased by 29,4% over Q4 2019.

Group EBIT amounted to NOK 640 million in the fourth quarter (472). Net financial items were -159 million (-208). Consequently, profit before taxes was NOK 477 million (262). Taxes amounted to NOK 52 million (51), and net income from continuing operations resulted in NOK 428 million (211) in the fourth quarter.

Cash flow from continuing operations after tax amounted to NOK 1 284 million (861). Cash flow from investments, which are fixed assets, software R&D and investments in acquired businesses, was NOK 442 million (-48) the increase is driven by sales proceeds received from the divestiture of Opic and Tendsign. At the end of the fourth quarter, the cash position of Visma was NOK 10 257 million (6 572).

Equity amounted to NOK 17 640 million (13 805), corresponding to an equity ratio of 36% (37%). Long term interest bearing debt amounted to NOK 16 671 million (13 066). The debt-facilities have maturity dates in the 4th quarter 2025.



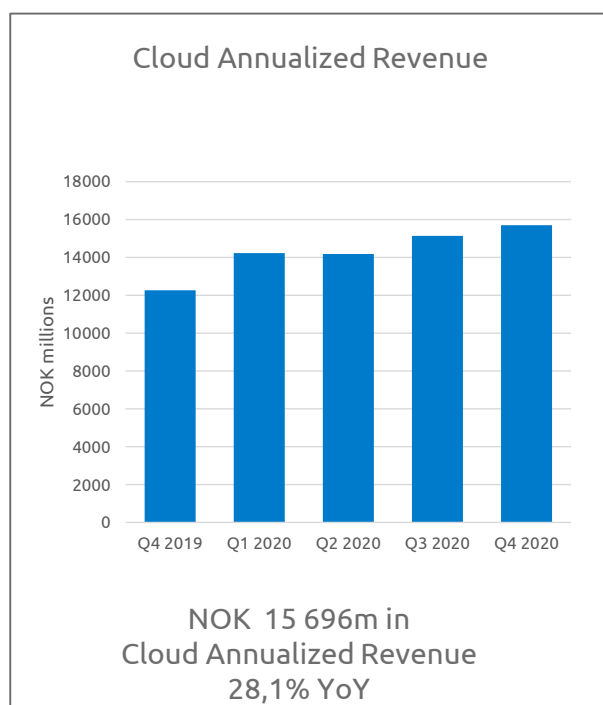
COMMENTS ON SELECTED KPIS

Visma is experiencing good traction on the SaaS product portfolio, this trend has been seen over the past few years and have further been accelerated by the Covid pandemic.

It is impressive that Cloud Annualized Revenue has grown by 28,1% year-on-year in Q4 to reach NOK 15 696m. Strong organic growth is further boosted from strategic SaaS acquisitions.

The number of SaaS customer contracts continue to grow at a high pace. Visma now has over 1 200 000 customer contracts, of which more than 975 000 are for SaaS products. This is 31,9% higher than the number of SaaS contracts last year.

The average monthly volume of e-invoices transported through Visma e-invoicing hubs passed 10,4 million in Q4 (15,1% y-on-y growth). One key objective for Visma's software products and solutions is to make the traditional paper invoice redundant.



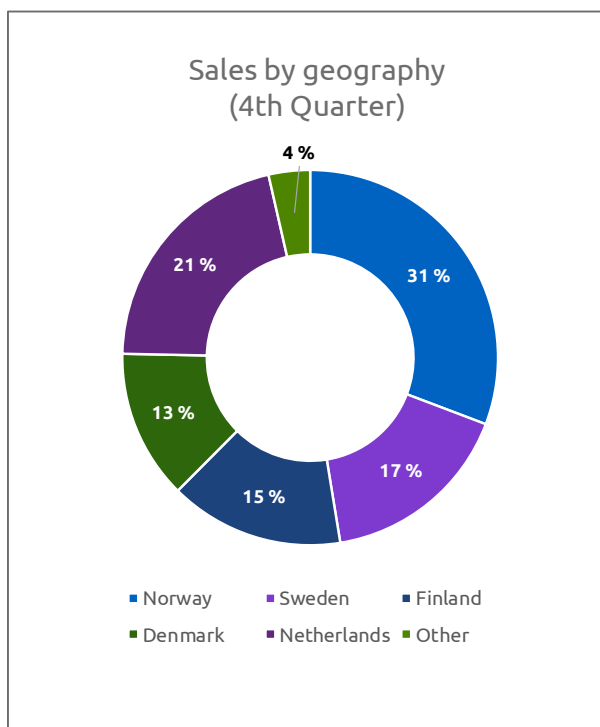
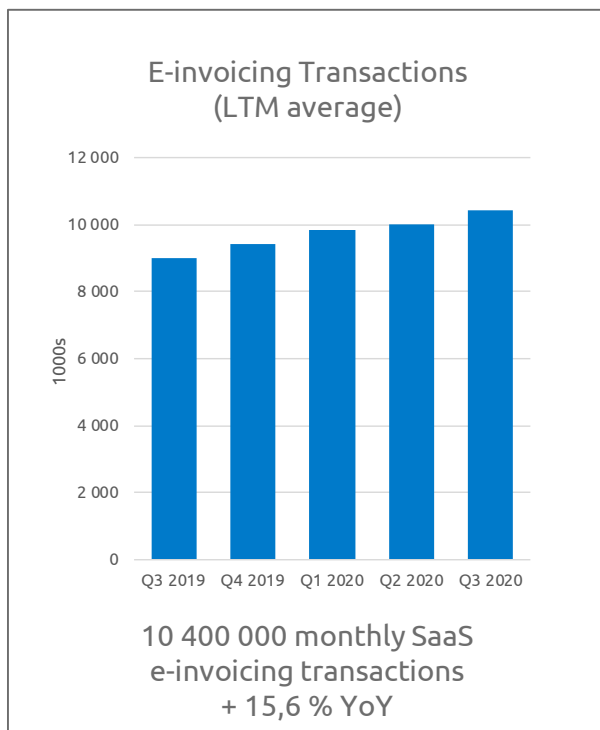
MARKET OUTLOOK

The Nordics and Benelux are still heavily impacted by the ongoing Covid-19 pandemic. Although vaccinations have started, it is clear that most countries will have measures in place for the majority of 2021. As bankruptcy numbers have been low during 2020 due to government support packages, Visma expect to see some increase in bankruptcy numbers during 2021 when relief measures are scaled back.

Visma’s core offering is mission critical software that customers need to run their business independent of the economic climate. The group has a well diversified portfolio with more than 1m customers, ranging from SMBs to government institutions. A significant portion of the revenue is also of a recurring or repeatable nature. These factors provide Visma with downside protection in a economic downturn. Nevertheless, the group is closely monitoring the economic development in the core markets.

The demand for modern cloud solutions has increased over the course of the pandemic as more and more customer’s see the benefit of accessing their software from anywhere. More than 75% of Visma’s revenues are generated from cloud software and related services. The group continue to invest considerably in SaaS and steadily launching new SaaS products. Our customers increasingly prefer subscription payment models over large up-front investments, and revenue from licenses is now less than one percent of total revenues.

Visma’s R&D focus and acquisition strategies are concentrated on SaaS. Visma continues its strategy of organic and acquisitive growth and expects to continue its acquisition pace.



OWNERSHIP

Seven international private investors own Visma. HgCapital and co-investors 53,9%, GIC 17,2%, ICG 6,6 %, CPPIB 6,0%, Warburg Pincus 4,7%, TPG 3,1% and General Atlantic 1,7%. A broad management group holds approximately 6,8 % of the shareholder equity in Visma. In addition to the stability of the principal owners, key shareholders have co-investors comprised of some larger Nordic and international pension funds. Together this contributes to a stable ownership situation.

RISKS

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

CYBER SECURITY

No security incidents with customer impact in this quarter.

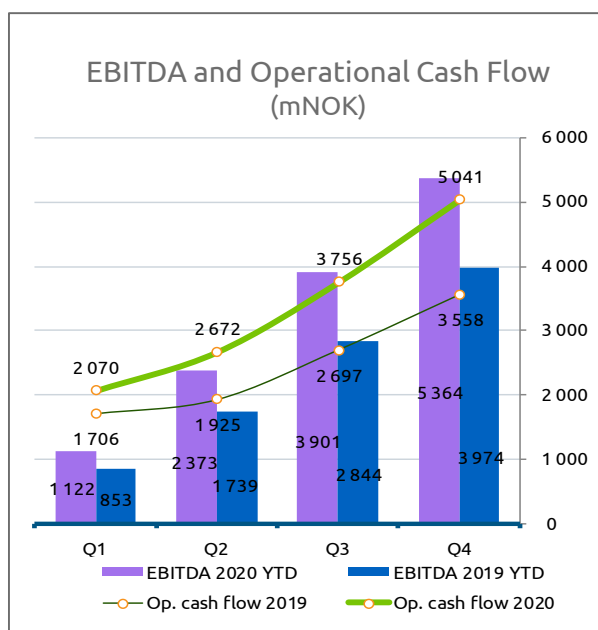
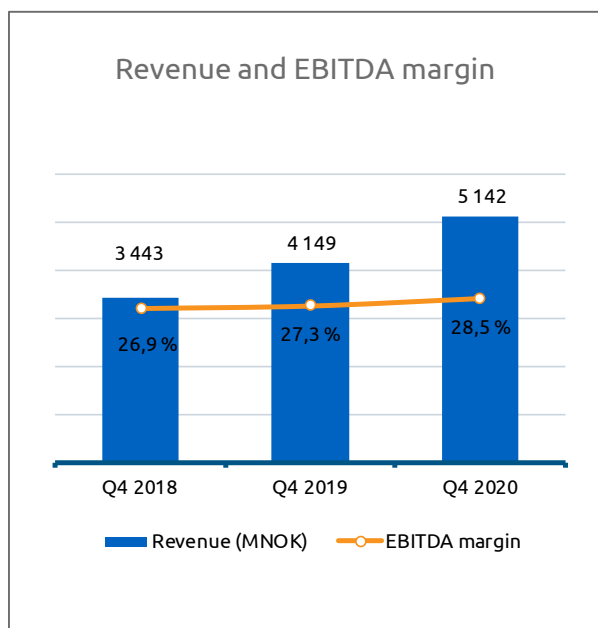
Most of our employees are still working from home office - due to advice and restrictions from national health authorities in each country we are located. The home office setting has been working out both efficiently and securely - and we see no real increase in the threat picture due to this. To further strengthen client security we are rolling out new endpoint security services to all clients in the 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, 21 January 2021

The Board of Directors of VISMA AS



Software Nordic & International

Comments on the fourth quarter

Cloud solutions for small businesses including e-economic, Dataløn, Tripletex, eAccounting, PowerOffice and Dinero are characterized by high growth and reached almost 445000 customer contracts in Q4 , with a recurring & repeatable revenue growth of 24,6% and an increased customer NPS from 41 in Q3 to 47 in Q4.

Within the Medium Business & Industry Tailored segment, new customer contracts in the Visma.Net portfolio, including Payroll led to a strong result during Q4. In addition, the macro environment pushed growth amongst our cloud stars within e-commerce, real estate and reporting software.

In the Large Private & Public segment, we won several important deals in Q4, in particular in the Norwegian municipality market and Swedish private sector payroll. Second half of the year has generally seen good development in terms of new sales. Effects of the pandemic recession are now only seen in consulting and implementation projects, where customers to a increasing extent favors a monthly subscription packages that includes consulting, implementation and premium support rather than high up-front costs.

During Q4 the division welcomed four new acquisitions. In Norway, Visma acquired Compello, a Norwegian IT company offering cloud-based solutions that simplify everyday life in the management of invoices and other key business documents. Swedish Årsredovisning Online offers a cloud-based solution for submitting annual reports and income tax returns. In Finland, Visma welcomed DomaCare to the product portfolio, a customizable ERP tool for health and social care sector professionals. Lastly, Visma's product offering in Poland was strengthened through the acquisition of InFakt, a leading provider of SaaS accounting solutions for sole traders as well as corporate entities, complementing the existing Saldeo offering. These two products provide Visma with a high growth entry into the Polish market.

Segment at a glance

Target market:

- Small & medium sized businesses
- Accounting Offices
- Large Enterprises
- Central and local government

Management:

- Steffen Torp, Division Director Software Nordic & International

Share of Group



Operating revenue



EBITDA

Quarterly Key Figures

Revenue	2 586 MNOK
Growth, YoY	19,2 %
EBITDA	753 MNOK
EBITDA margin	29,1 %
FTE	5 859
Headcount	6 143

Products and services:

- ERP and financial management systems
- HRM and payroll administration systems
- Cloud-based expense management
- Cloud-based invoicing and payment solutions
- Solutions for craftsmen and other industries
- Cloud-based project management
- Procurement administration and notification
- Cloud Solutions for schools, childcare and welfare
- Business intelligence and dashboards
- Customer collaboration for accounting practices
- Practice management for accounting practices
- Business automation for accounting practices

Software Benelux

Comments on the fourth quarter

Software Benelux continued to drive strong cloud growth under challenging market conditions also in Q4, driven by strong growth in SaaS Subscriptions revenue for 2020

In the last quarter of 2020, the M&A activity in the Benelux continues to be strong with another four companies joining the Visma family - landing the full year on a total of 11 acquisitions in the division. The offering towards Dutch accounting offices was expanded with the acquisition of Radar Software and MLE365. While the expansion into Belgium continued with the acquisition of cloud accounting software Admisol. Lastly, Visma acquired Advitree, a leading provider of planning and scheduling cloud software for education.

Visma continue to focus on providing customers with a connected experience across its modern cloud product offering. Additional initiatives will be launched during 2021.

During December the Netherlands went into a hard lockdown, which has recently been extended. Corona is accelerating digitization of business processes, with Visma being well positioned in the Benelux with a complete portfolio of cloud business solutions in the FMS, HRM and eGov space tailored for the local market.

The high M&A pace in Benelux continue with a strong pipeline consisting have several companies with a great great strategic fit in the ecosystem across the Netherlands as well as Belgium.

Segment at a glance

Target market:

- Large Enterprises
- Small & medium sized businesses
- Central and local government
- Accounting Offices

Management:

- Ellen Furrú, Interim Division Director Software Benelux
- John Reynders, Country Director, Netherlands

Share of Group



Operating revenue



EBITDA

Quarterly Key Figures

Revenue	808 MNOK
Growth, YoY	26,0 %
EBITDA	193 MNOK
EBITDA margin	23,9 %
FTE	1 906
Headcount	2 190

Products and services:

- ERP and financial management cloud systems
- HRM and payroll administration cloud systems
- Pension and benefit cloud systems
- Leave and Absence management cloud solutions
- Expense management cloud solutions
- Invoicing and payment cloud solutions
- Procurement administration and notification
- Project management cloud solutions
- Business intelligence and dashboards
- Customer collaboration for accounting practices
- Practice management for accounting practices
- Business automation for accounting practices

Custom Solutions

Comments on the fourth quarter

Visma Custom Solutions delivered a strong fourth quarter. External revenue was 1 021 MNOK with a solid Year on Year growth of 25,4% growth. EBITDA off 255 MNOK and a margin of 25,0%. Impact from the COVID-19 crisis were limited for the division during the quarter.

Custom Solutions continue to secure important deals in the public market, with a number of strategic deals won during Q4. In Finland the consulting business won a significant contract with the Finnish Tax authorities. Visma Consulting Denmark also won several sizable projects during the last quarter, by far the largest is the designation of provider of services on 55 new applications services for the Danish Ministry of Foreigners and Integration.

Sales has continued to grow on the Swedish market. Especially in the secure authentication services delivered by Svensk E-identitet as well as the Ciceron product suite, adding a cluster of 14 municipalities in Nobotten.

The fourth quarter was also an active acquisition-period and two new companies became a part the division. The acquisition of Ditmer A/S and Khonraad BV expands the division's offering to the municipal market and private sector. The partnership with Khonraad gives the division a great opportunity to enter into the social and health care domain in the Netherlands. There is substantial possibilities for cooperation especially with Visma Roxit and Visma Circle in the (semi-) governmental domain as Khonraad has an extensive customer base of municipalities and healthcare providers.

The continued focus on digitalization of the Northern European societies by local and central governments provides Visma Custom Solutions with an outlook for healthy growth also in the year to come

Segment at a glance

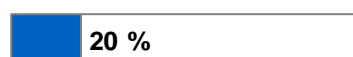
Target market:

- Central and local government, institutions and organizations
- Large enterprises

Management:

- Carsten B. Møller, Division Director Custom Solutions

Share of Group



Operating revenue



EBITDA

Quarterly Key Figures

Revenue	1 021 MNOK
Growth, YoY	25,4 %
EBITDA	255 MNOK
EBITDA margin	25,0 %
FTE	2 371
Headcount	2 680

Products and services:

- System development and integration
- Application management
- E-government solutions
- Case and document management
- E-commerce solutions
- Business intelligence
- Fishery control solutions
- Cloud based GIS (Geographical Information Syst.)
- Cloud based Authentication Services

Commerce Solutions

Comments on the fourth quarter

Financially and operationally, Q4 came out better than expected, mainly driven by a strong uptake in the number of transactions, a strong real estate market and strong performance in the Board Portal and Virtual Data Room market. Q4 had an all-time high number of invoices distributed and transactions processed by our business units. The main contributor to the transaction growth is the Hungarian invoice software provider Szamlazz with exceptional growth throughout the year. The real-estate software provider Meglerfront has benefited from a strong market in Q4 and the demand for digital Board Portals and Virtual Data Room is strong and AdminControl outgrow its own targets and expectations.

Visma Finance AB, Visma's fully owned financing initiative (offering spot factoring and contract factoring solutions), has shown increased uptake throughout Q4. Visma continues to develop products within the financial services space that creates stickiness to the ERP systems and good additions to the ARPC. With increasing activity also in the external partner initiatives, Visma's customers are appreciating Visma's growing offering within financial services.

Segment at a glance

Target market:

- Small and medium sized businesses
- Large enterprises
- Public sector

Management:

- Eivind Gundersen, Division Director Commerce Solutions

Share of Group



Operating revenue



EBITDA

Quarterly Key Figures

Revenue	418 MNOK
Growth, YoY	24,2 %
EBITDA	119 MNOK
EBITDA margin	28,5 %
FTE	905
Headcount	956

Products and services:

- Credit management services
 - Invoicing
 - Account receivable management
 - Collection services
 - Purchased debt
 - Financial services
- Pool Procurement and Employee benefit programs
- Board Portals and Virtual Data Rooms

CONDENSED INTERIM FINANCIAL INFORMATION

CONSOLIDATED STATEMENT OF INCOME

(NOK in thousands)	4th quarter		Year		Year
	2020	2019 *	2020	2019 *	2019 *
CONTINUING OPERATIONS					
OPERATING REVENUE					
Sales revenue	5 142 183	4 149 285	18 675 227	14 851 792	14 851 792
Total operating revenue	5 142 183	4 149 285	18 675 227	14 851 792	14 851 792
OPERATING EXPENSES					
Sales and distribution costs (COGS)	871 394	665 748	3 077 558	2 353 969	2 353 969
Gross profit	4 270 789	3 483 536	15 597 669	12 497 824	12 497 824
Payroll and personnel expenses	2 355 897	1 927 244	8 625 346	6 973 241	6 973 241
Bad debts	10 406	3 565	70 757	30 731	30 731
Other operating expenses	434 030	412 686	1 502 053	1 470 837	1 470 837
Total operating expenses	2 800 333	2 343 494	10 198 157	8 474 809	8 474 809
EBITDA before M&A expenses	1 470 456	1 140 042	5 399 513	4 023 015	4 023 015
M&A expenses	6 940	9 147	35 129	48 562	48 562
EBITDA	1 463 517	1 130 895	5 364 384	3 974 453	3 974 453
Depreciation tangible assets and capitalised R&D	82 608	89 740	321 724	297 721	297 721
Depreciation right of use assets	121 143	96 621	464 225	374 042	374 042
EBITA	1 259 765	944 534	4 578 435	3 302 690	3 302 690
Amortisation intangible assets	619 483	472 900	2 341 182	1 728 750	1 728 750
Operating profit EBIT	640 282	471 633	2 237 253	1 573 939	1 573 939
Result from associated companies	0	(1 237)	(10 475)	(551)	(551)
FINANCIAL ITEMS					
Financial income	43 187	24 614	200 665	282 339	282 339
Financial expenses	(202 600)	(232 907)	(697 035)	(665 350)	(665 350)
Net financial items	(159 412)	(208 293)	(496 369)	(383 012)	(383 012)
Profit before taxes from continuing operations	480 869	262 103	1 730 408	1 190 377	1 190 377
Taxes	52 414	51 130	352 668	275 034	275 034
Net income from continuing operations	428 455	210 973	1 377 740	915 343	915 343
DISCONTINUED OPERATIONS					
Net income from discontinued operations (excl. gain on sale)	12 463	1 740	75 599	62 134	62 134
Net gain on sale of discontinued operations	1 923 423	0	1 923 423	13 268	13 268
Net income from discontinued operations	1 935 886	1 740	1 999 022	75 402	75 402
Net income from continuing and discontinued operations	2 351 878	210 973	3 301 163	928 611	928 611
ATTRIBUTABLE TO:					
Equity holders of Visma AS	2 365 672	215 369	3 381 407	993 715	993 715
Non-controlling interests	(1 331)	(2 656)	(4 645)	(2 970)	(2 970)
EARNINGS PR SHARE					
Basic earnings per share (NOK in thousands)	2 365 672	215 369	3 381 407	993 715	993 715
Diluted earnings per share (NOK in thousands)	2 365 672	215 369	3 381 407	993 715	993 715

* 2019 has been restated to reflect the sale of Opic & Tensign

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

(NOK in thousands)	4th quarter		Year		Year
	2020	2019	2020	2019	2019
Net income from continuing and discontinued operations	2 351 878	210 973	3 301 163	928 611	990 745
Net gain (loss) on financial hedging instruments, net of tax	10 212	23 204	(87 342)	8 867	8 867
Exchange differences on translation of foreign operations, net of tax	(518 773)	8 710	348 011	(23 706)	(23 706)
Other comprehensive income (loss) for the period, net of tax	(508 561)	31 914	260 669	(14 839)	(14 839)
Total comprehensive income for the period	1 843 317	242 887	3 561 832	913 772	975 907
TOTAL COMPREHENSIVE INCOME ATTRIBUTABLE TO:					
Equity holders of Visma AS	1 844 648	245 543	3 566 477	916 742	978 876

CONSOLIDATED STATEMENT OF FINANCIAL POSITION

(NOK in thousands)	31 December 2020	31 December 2019	30 September 2020	31 December 2019
ASSETS				
Deferred tax assets	94 760	57 016	95 975	57 016
Patents and other intangible assets	4 998 024	4 054 564	5 110 275	4 054 564
Capitalised R&D cost own software	653 603	634 945	665 772	634 945
Contracts and customer relationships	6 846 963	5 691 906	6 991 522	5 691 906
Goodwill	20 568 095	15 755 615	20 876 216	15 755 615
Property, land and buildings	25 285	24 014	26 806	24 014
Machinery and equipment	190 982	222 488	183 394	222 488
Financial assets/Shares	18 831	4 954	14 567	4 954
Investment in associated companies	0	72 475	0	72 475
Other long-term receivables	563 014	525 843	553 082	525 843
Right of use assets	2 077 227	1 567 127	2 211 984	1 567 127
Net Investment in subleases	19 587	13 649	26 709	13 649
Total non-current assets	36 056 371	28 624 596	36 756 304	28 624 596
Inventory	92 070	42 561	140 791	42 561
Accounts receivables	2 041 562	1 902 465	1 986 341	1 902 465
Other current receivables	799 541	492 907	890 512	492 907
Cash and cash equivalents	10 257 409	6 571 888	8 232 695	6 571 888
Total current assets	13 190 582	9 009 821	11 250 340	9 009 821
TOTAL ASSETS	49 246 953	37 634 417	48 006 643	37 634 417
EQUITY AND LIABILITIES				
Paid-in capital	6 142 402	5 142 027	6 142 402	5 142 027
Other reserves	764 256	503 587	1 272 817	503 587
Retained earnings	10 704 582	8 128 411	8 338 910	8 128 411
Equity attributable to equity holders of Visma AS	17 611 240	13 774 025	15 754 128	13 774 025
Non-controlling interests	28 580	31 189	31 678	31 189
Total equity	17 639 819	13 805 214	15 785 806	13 805 214
Deferred tax liability	3 137 743	2 568 462	3 475 670	2 568 462
Financial hedging Instruments	185 069	72 370	198 245	72 370
Long-term interest bearing bank loans	16 671 084	13 065 812	14 596 376	13 065 812
Accrued funding fees	(39 649)	(18 326)	(13 735)	(18 326)
Long-term lease liabilities	1 565 685	1 298 216	1 673 322	1 298 216
Other long-term non interest bearing liabilities	2 314 525	1 899 181	2 384 978	1 899 181
Total non-current liabilities	23 834 458	18 885 715	22 314 857	18 885 715
Bank overdraft	0	(0)	2 220 160	(0)
Short-term interest bearing bank loans	104 350	94 420	105 010	94 420
Trade creditors	702 779	590 812	675 086	590 812
Public duties payable	933 422	690 052	931 678	690 052
Tax payable	267 003	148 476	13 354	148 476
Deferred revenue	1 714 097	1 445 520	2 114 240	1 445 520
Short-term lease liabilities	540 621	394 505	572 659	394 505
Other current liabilities	3 510 403	1 579 704	3 273 792	1 579 704
Total current liabilities	7 772 675	4 943 488	9 905 980	4 943 488
Total liabilities	31 607 134	23 829 204	32 220 837	23 829 204
TOTAL EQUITY AND LIABILITIES	49 246 953	37 634 417	48 006 643	37 634 417

CONSOLIDATED STATEMENT OF CASH FLOWS

(NOK in thousands)	4th quarter		Year		Year
	2 020	2 019	2020	2019	2019
Ordinary profit before tax from continuing and disc. operations	480 869	275 814	1 730 408	1 262 408	1 262 408
Depreciation right of use assets	117 928	97 677	464 225	377 959	377 959
Depreciation tangible assets	31 756	33 995	134 237	110 333	110 333
Depreciation capitalised R&D cost	50 852	55 746	187 487	187 389	187 389
Amortisation patents and other intangible assets	306 503	223 542	1 122 874	821 460	821 460
Amortisation contracts and customer relationships	297 576	250 470	1 218 308	917 302	917 302
Tax paid	(143 869)	(103 812)	(405 298)	(330 460)	(330 460)
Changes in debtors	(55 221)	(270 832)	(139 097)	(34 483)	(34 483)
Changes in inventory and trade creditors	76 415	62 277	62 459	(37 087)	(37 087)
Changes in public duties payable	1 744	44 991	243 370	68 420	68 420
Changes in deferred revenue	(400 143)	(222 960)	268 577	(43 782)	(43 782)
Changes in other accruals	534 303	441 539	206 730	311 080	311 080
Net cash flow from continuing and discontinued operations	1 298 712	888 446	5 094 281	3 610 538	3 610 538
Net cash flow from continuing operations	1 284 426	861 342	5 040 757	3 557 961	3 557 961
Sale of (investment in) tangible fixed assets	(30 181)	(25 015)	(108 531)	(99 115)	(99 115)
Sale of (investment in) R&D own software	(36 109)	(22 900)	(100 728)	(79 447)	(79 447)
Net cash flow from investments	(66 290)	(47 916)	(209 259)	(178 562)	(178 562)
Investment in tangible fixed assets related to business comb.	(16 999)	(13 101)	(58 992)	(59 194)	(59 194)
Investment in R&D software related to business combinations	(25 427)	(25 335)	(88 827)	(93 929)	(93 929)
Sale of (investment in) businesses	(1 381 000)	(1 530 072)	(4 634 365)	(4 803 787)	(4 803 787)
Sale of (investment in) shares	(4 264)	5 711	48 123	237 818	237 818
Net proceeds from divestiture of discontinued operations	1 935 500	0	1 935 500	13 268	13 268
Net cash flow from investments related to business combinations	507 810	(1 562 798)	(2 798 561)	(4 705 824)	(4 705 824)
Repayments of interest bearing loans	0	0	(100 061)	(347 001)	(347 001)
Net proceeds from interest bearing loans	2 777 638	1 798 786	2 777 638	4 227 406	4 227 406
Changes in bank overdraft	(2 152 192)	(1 808 886)	0	(1 508 009)	(1 508 009)
Cashflow from leases	(103 317)	(150 104)	(557 257)	(515 473)	(515 473)
Changes in long term receivables/payables	(1 006)	(5 384)	(2 594)	(4 872)	(4 872)
Payment of Group contribution	0	0	(563 354)	(507 767)	(507 767)
Cash inflow from dividends	28 000	0	142 000	6 000	6 000
Net cash flow from share issues	0	1 900 049	0	1 900 049	1 900 049
Cash inflow from interest	5 600	13 629	24 088	30 708	30 708
Cash outflow from interest and fees	(47 296)	(96 906)	(526 128)	(521 962)	(521 962)
Net cash flow from financing activities	507 426	1 651 183	1 194 333	2 759 081	2 759 081
Net cash flow	2 247 658	928 915	3 280 794	1 485 233	1 485 233
Cash and cash equivalents, beginning of period	8 232 695	5 622 871	6 571 888	5 148 003	5 148 003
Net foreign exchange differences	(222 943)	20 103	404 728	(61 346)	(61 346)
Cash and cash equivalents, end of period	10 257 409	6 571 890	10 257 409	6 571 890	6 571 890
EBITDA to net cash flow from operations	87,8 %	76,2 %	94,0 %	89,5 %	89,5 %

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

(NOK in thousands)	Attributable to equity holders of Visma AS					Non-controlling interests	Total equity
	Paid-in share capital	Other reserves	Retained earnings	Majority's share of equity			
Equity as at 01.01.2019	1 830 373	518 426	7 511 679	9 860 477	1 058	9 861 535	
Issue of share capital	3 311 654			3 311 654		3 311 654	
Profit for the period			993 715	993 715	(2 970)	990 745	
<i>Net gain (loss) on financial hedging instruments, net of tax</i>		8 867		8 867		8 867	
<i>Exchange differences on translation of foreign operations, net of tax</i>		(23 706)		(23 706)		(23 706)	
Total comprehensive income for the period		(14 839)	993 715	978 876	(2 970)	975 907	
Group contribution	469 000		(845 982)	(376 982)		(376 982)	
Changes to non-controlling interest; acquisition and arising on business combination				0	33 101	33 101	
Equity at end of period	5 611 027	503 587	7 659 411	13 774 025	31 189	13 805 214	
Equity as at 01.01.2020	5 611 027	503 587	7 659 411	13 774 025	31 189	13 805 214	
Issue of share capital	531 375			531 375		531 375	
Profit for the period			3 381 407	3 381 407	(4 645)	3 376 762	
<i>Net gain (loss) on financial hedging instruments, net of tax</i>		(87 342)		(87 342)		(87 342)	
<i>Exchange differences on translation of foreign operations, net of tax</i>		348 011		348 011		348 011	
Total comprehensive income for the period		260 669	3 381 407	3 642 076	(4 645)	3 637 431	
Group contribution			(336 236)	(336 236)		(336 236)	
Changes to non-controlling interest; acquisition and arising on business combination			0	0	2 035	2 035	
Equity at end of period	6 142 402	764 256	10 704 582	17 611 240	28 580	17 639 820	

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 condensed interim financial statements for the third quarter of 2020 were authorised for issue by the board of directors on 22 October 2020.

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 2018 and applies to these condensed interim financial statements, except for the adoption of new standards and interpretations as of 1 January 2020.

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 IFRSs requires management to make judgments, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis for making the judgments about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates. The estimates and underlying assumptions are reviewed on an ongoing basis, considering the current and expected future market conditions. A change in an accounting estimates is 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 divisions; Software Nordic & International, Software Benelux, Custom Solutions and Commerce Solutions. Group HQ + IT + Cloud Infrastructure Services are reported as other. These aggregations has its basis in similar economic characteristics, the nature of products, services and the type and class of customers and the market their customer operates in.

Transfer prices between segments are set at an arm's length basis in a manner similar to transactions with third parties. Visma AS and national holding companies are disclosed under Group HQ.

NOTE 2 — SEGMENT INFORMATION continued

Segment data for the fourth quarter of 2020 and 2019 are presented below. 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.

OPERATING SEGMENTS

4th quarter

(NOK in thousands)	2020						2019*					
	Software Nordic & Int.	Software Benelux	Custom Solutions	Commerce Solutions	Other	TOTAL	Software Nordic & Int.	Software Benelux	Custom Solutions	Commerce Solutions	Other	TOTAL
Revenue												
Total segment revenue	3 101 600	987 307	1 097 110	440 059	416 323	6 042 399	2 699 632	664 298	879 834	348 049	443 582	5 035 395
Internal revenue	382 184	179 202	76 485	21 908	240 437	900 216	548 015	51 517	65 970	11 338	209 269	886 110
External revenue on each group of similar products and services												
On-premises software	738 448	89 958	200 465	22 044	0	1 050 915	771 671	71 427	169 097	0	0	1 012 195
New software licences	10 554	3 238	8 117	42	0	21 952	20 431	1 826	12 834	0	0	35 090
Annual agreements	604 085	74 844	66 864	20 593	0	766 385	580 627	56 177	57 815	0	0	694 619
Software Consulting and Implementation	123 808	11 877	125 484	1 409	0	262 578	170 613	13 424	98 448	0	0	282 485
Cloud Computing	1 781 649	715 346	805 232	391 847	176 456	3 870 531	1 315 322	538 698	632 968	335 171	167 392	2 989 551
SaaS Subscriptions	982 621	177 286	168 465	103 383	4 833	1 436 587	870 976	75 307	137 758	69 843	4 622	1 158 506
SaaS Transactions and sign up fees	671 976	314 662	41 422	90 928	3 050	1 122 039	319 170	250 504	7 907	72 592	2 544	652 716
Cloud Infrastructure and Hosting Services	2 712	3 335	42 291	0	168 573	216 911	1 531	3 008	52 419	0	160 227	217 186
Software Consulting and Implementation on SaaS	77 436	90 480	553 053	13 032	0	734 001	80 327	69 001	434 884	10 355	0	594 567
Managed HR Services	43 869	129 584	0	0	0	173 453	39 480	140 877	0	0	0	180 358
FinTech Services and debt collection	3 034	0	0	184 505	0	187 539	3 838	0	0	182 380	0	186 218
Other	199 319	2 801	14 928	4 260	(570)	220 737	64 623	2 657	11 799	1 540	66 920	147 539
External revenue	2 719 416	808 105	1 020 625	418 151	175 886	5 142 183	2 151 616	612 781	813 864	336 711	234 313	4 149 285
Actual growth (external) %	26,4 %	31,9 %	25,4 %	24,2 %	-24,9 %	23,9 %						
EBITDA	752 946	193 163	255 286	119 127	142 995	1 463 517	646 233	116 035	204 612	97 065	66 949	1 130 895
EBITDA margin	27,7 %	23,9 %	25,0 %	28,5 %	81,3 %	28,5 %	30,0 %	18,9 %	25,1 %	28,8 %	28,6 %	27,3 %

Year

(NOK in thousands)	2020						2019*					
	Software Nordic & Int.	Software Benelux	Custom Solutions	Commerce Solutions	Other	TOTAL	Software Nordic & Int.	Software Benelux	Custom Solutions	Commerce Solutions	Other	TOTAL
Revenue												
Total segment revenue	11 521 788	3 550 028	4 003 655	1 675 856	1 956 001	22 707 327	9 883 822	2 384 974	2 999 946	1 232 670	1 616 598	18 118 010
Internal revenue	1 988 319	716 445	294 871	77 895	954 570	4 032 100	2 033 987	166 638	233 136	41 724	790 733	3 266 218
External revenue on each group of similar products and services												
On-premises software	2 874 894	322 665	721 183	76 990	0	3 995 732	2 848 381	279 415	574 592	0	0	3 702 388
New software licences	42 870	9 124	32 086	42	0	84 123	68 385	9 451	45 604	0	0	123 439
Annual agreements	2 390 356	265 501	262 008	71 966	0	2 989 831	2 268 091	220 168	187 994	0	0	2 676 253
Software Consulting and Implementation	441 667	48 040	427 089	4 982	0	921 777	511 905	49 797	340 994	0	0	902 695
Cloud Computing	6 404 229	2 500 772	2 937 287	1 511 368	646 020	13 999 676	4 775 658	1 931 902	2 158 492	1 186 410	625 739	10 678 201
SaaS Subscriptions	4 117 243	512 348	628 360	373 105	19 242	5 650 298	3 236 704	259 358	410 741	254 709	17 009	4 178 521
SaaS Transactions and sign up fees	1 802 030	1 201 962	134 083	316 579	11 601	3 466 254	1 098 219	953 161	35 242	198 610	9 396	2 294 628
Cloud Infrastructure and Hosting Services	9 979	13 442	206 432	0	615 177	845 030	4 526	9 256	187 608	0	599 333	800 722
Software Consulting and Implementation on SaaS	301 964	307 134	1 968 412	48 865	0	2 626 375	274 344	226 300	1 526 042	31 915	0	2 058 601
Managed HR Services	164 392	465 885	0	0	0	630 277	148 093	483 828	0	0	0	631 922
FinTech Services and debt collection	8 622	0	0	772 820	0	781 441	13 771	0	(1 141)	701 176	0	713 807
Other	254 347	10 146	50 313	9 603	355 411	679 820	225 796	7 019	33 726	4 536	200 126	471 203
External revenue	9 533 470	2 833 582	3 708 783	1 597 961	1 001 431	18 675 227	7 849 835	2 218 336	2 766 810	1 190 946	825 865	14 851 792
Actual growth (external) %	21,4 %	27,7 %	34,0 %	34,2 %	21,3 %	25,7 %						
EBITDA	3 206 815	597 561	896 504	438 916	224 588	5 364 384	2 392 531	446 668	655 736	323 377	156 141	3 974 453
EBITDA margin	33,6 %	21,1 %	24,2 %	27,5 %	22,4 %	28,7 %	30,5 %	20,1 %	23,7 %	27,2 %	18,9 %	26,8 %

Reconciliation

	4th quarter		Year 2020
	2020	2019*	
Profit before taxes	480 869	262 103	1 730 408
Net financial items	159 412	208 293	496 369
Result from associated companies	0	1 237	10 475
Depreciations and amortisations	823 235	659 261	3 127 131
EBITDA	1 463 517	1 130 895	5 364 384
EBITDA in operating segments	1 463 517	1 130 895	5 364 384

GEOGRAPHICAL AREAS

(NOK in thousands)	2020			2019*		
	Net sales	%	Long lived assets	Net sales	%	Long lived assets
Norway	6 309 909	33,8 %	11 468 292	4 646 742	31,3 %	6 804 183
Sweden	3 497 589	18,7 %	2 841 452	3 236 442	21,8 %	2 595 599
Denmark	2 393 236	12,8 %	4 000 201	1 905 610	12,8 %	3 828 874
Finland	2 708 862	14,5 %	2 111 394	2 223 417	15,0 %	2 214 005
Netherlands	3 765 631	20,2 %	12 645 346	2 839 581	19,1 %	10 694 369
Total	18 675 227	100,0 %	33 066 686	14 851 792	100,0 %	26 137 029

* 2019 has been restated to reflect the sale of Opic & Tensdign

NOTE 3 — BUSINESS COMBINATIONS

During the last quarter of 2020, the Visma Group had a net cash outflow from investment related to business combinations of NOK 1 423m.

Software Nordic & International

- 2 October 2020: Invian Oy, a Finnish provider of SaaS ERP systems for the health and social care sector
- 2 October 2020, PayByWay Oy, a payment facilitator for online and mobile payments which is already integrated with Visma's systems for online booking in Finland
- 23 October 2020: JumisPro SIA, a fast growing SaaS accounting system for Latvian SMBs
- 3 December 2020: Årsredovisning Online AB, a Swedish provider of cloud year end software
- 11 December 2020: Infakt sp z.o.o, a leading Polish SaaS accounting system
- 21 December 2020: Compello AS, cloud based solutions for invoice and document management

Software Benelux

- 2 October 2020: Advitrae Group, a Dutch provider of education and scheduling software
- 14 October 2020: Admisol NV, a fast growing Belgian SaaS accounting system
- 3 November 2020: Make Life Easier BV, a Dutch provider of reporting and dashboarding software to accounting offices
- 20 November 2020: PDE Practicom BV, provider of practice management software for Dutch accounting offices

Custom Solutions

- 20 November 2020: Ditmer A/S, a Danish provider of eGovernment Software
- 9 December 2020: Khonraad Software Engineering BV, a Dutch provider of social care software

Commerce Solutions and Other

- 20 November 2020: Flytteportalen AS, a Norwegian solution within the vertical for real estate software
- 8 December 2020: Keller AS, a Norwegian Cloud Infrastructure Services company

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

	Software Nordic & International	Software Benelux	Custom Solutions	Other
(NOK in thousands)				
Deferred tax assets	2 628	0	0	2
Other intangible assets	20 725	3 463	0	0
Machinery and equipment	2 778	14 185	480	0
Property	0	0	0	0
Other long-term receivables	1 330	0	0	0
Rights of use assets	10 492	1 032	457	0
Inventories	0	0	0	525
Trade receivables	9 989	11 199	14 978	1 266
Other short term receivables	6 192	6 924	10 680	1 912
Cash and cash equivalents	45 856	64 529	44 797	8 196
Assets	99 989	101 332	71 391	11 901
Other long-term liabilities	1 035	0	0	0
Deferred tax liability	1 186	0	214	0
Lease liabilities	10 492	1 032	457	0
Bank overdraft	0	0	0	20
Trade creditors	11 923	925	1 321	2 345
Public duties payable	15 607	7 973	11 447	2 179
Tax payable	658	(401)	0	(278)
Other current liabilities	22 777	27 415	(3 171)	2 659
Liabilities	63 678	36 943	10 269	6 924
Fair value of net assets	36 311	64 389	61 122	4 977
Goodwill arising on acquisition	349 393	332 986	239 351	24 734
Other intangible assets	177 112	169 523	138 142	11 800
Contracts and customer relationship arising on acquisition	229 271	194 472	193 399	18 104
Deferred tax liability	(82 769)	(83 276)	(79 446)	(6 579)
Total acquisition cost	709 319	678 094	552 568	53 036
Net cash acquired with the subsidiary	(45 856)	(64 495)	(44 797)	(8 196)
Cash paid	671 192	600 674	452 123	53 036
Net cash outflow	555 411	415 849	407 326	44 840
Deferred payment	108 052	197 750	100 445	0

NOTE 4 — DISCONTINUED OPERATIONS

On 10 December 2020 Visma sold its tendering solutions business Opic and Tendsign to Merzell Holding AB. The divested business has revenues of around SEK 200m and Cash EBITDA of 100m, across Sweden and Norway. The net consideration for the sale was NOK 2 220m of which NOK 156m is in the form of a Vendor Loan Note with the remaining amount settled in cash.

In Visma AS' consolidated financial statement, the net gain from the sale is 1 897 million.

Condensed Statement of Income from discontinued operations

(NOK 1,000)	2020	2019
Revenue	184 680	175 987
Total operating expenses	87 505	89 025
Depreciation tangible assets, capitalised R&D and RoU assets	3 952	3 919
Amortisation intangible assets	18 950	10 011
Operating profit EBIT	74 273	73 032
Net financial items	-133	-1 001
Profit before taxes from discontinued operations	74 140	72 031
Taxes	-1 459	9 897
Profit for the year from discontinued operations	75 599	62 134
Net gain on sale of discontinued operations	0	0
Net income from discontinued operations	75 599	62 134

Condensed Statement of Cash Flows from discontinued operation

	2020	2020
Operating	53 524	52 578
Investing	0	0
Financing	(50 357)	(43 642)
Net Cash (outflow)/inflow	3 167	8 936

Earnings per share

	2020	2020
Basic, profit/(loss) for the year from discontinued operations (NOK)	75 598 994	62 134 479
Diluted, profit/(loss) for the year from discontinued operations (NOK)	75 598 994	62 134 479

Recorded value of assets and liabilities as at the date of disposal were:

(NOK 1,000)	10.12.2020
ASSETS	
Patents and other intangible assets	-
Contracts and customer relationships	33 743
Goodwill	238 113
Right of use assets	18 035
Accounts receivables	48 871
Other current receivables	1 409
Cash and cash equivalents	154 917
Assets	495 087
LIABILITIES	
Deferred tax liability	7 688
Long-term lease liabilities	2 410
Trade creditors	1 754
Public duties payable	13 649
Tax payable	-3 358
Deferred revenue	105 334
Short-term lease liabilities	3 225
Other current liabilities	36 281
Liabilities	166 984
Value of net assets	328 104
Attributable to equity holders of Visma AS	328 104
Non controlling interests	-
Net consideration	2 220 542
Net income Opic&Tendsign	75 599
Net gain on sale Opic and TendSign	1 897 023

ALTERNATIVE PERFORMANCE MEASSURES

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.

Cloud Annualized Revenue

Revenue from Software-as-a-Service ("SaaS") solutions and other cloud computing is an important growth area for Visma. Unlike traditional on-premises solutions that are locally installed, SaaS Solutions are centrally installed in datacentres run by either Visma or third party providers, and made accessible to the customer through a "thin client" such as a web browser or mobile app. Cloud computing includes SaaS solutions as well as related services such as consulting and implementation on SaaS solutions, cloud infrastructure services and Fin-tech services.

Cloud Annualized revenue measures the run rate of revenue derived from cloud computing. It is a forward looking indicator of future revenue from cloud computing. The monthly revenue generated from cloud computing at the end of the quarter is multiplied by 12 to arrive at an annualized value.

Customer Contracts

The number of customers that have a support, subscription or maintenance agreement. A customer may be counted several times between licensing systems, due to acquisitions.

Number of e-invoicing transactions

The number of e-invoicing transactions processed through Visma's e-invoicing hubs. SaaS e-invoices is an important growth area for Visma. To account for seasonal variations, monthly e-invoices is measured as the last twelve month average.

On-premises software

Revenue from On-premises software is revenue related to software installed on the customers premises, typically windows based software and similar. Revenue from consulting and implementation of on-premises software is also included here.

Cloud Computing

Revenue from cloud computing is revenue derived from SaaS and SaaS related services, such as for instance consulting on SaaS solutions or cloud infrastructure services. Unlike traditional on-premises solutions that are locally installed, SaaS Solutions are centrally installed in datacentres run by either Visma or third party providers, and made accessible to the customer through a "thin client" such as a web browser or mobile app.

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