



Interim report January-June 2023

Summary of interim period, April–June 2023

- Net sales SEK 724 million (449), an increase of 61%
- Recurring revenues SEK 612 million (384), an increase of 59%
- EBITA SEK 226 million (120), an increase of 89%
- EBITA margin 31% (27)
- Operating profit SEK 164 million (74), an increase of 121%
- Operating margin 23% (17)
- Earnings per share before dilution SEK 2.59 (1.52)
- Cash flow from operating activities SEK 79 million (-43)
- Acquisition of DL Systems AB and Entry Event Sweden AB

Summary of interim period, January–June 2023

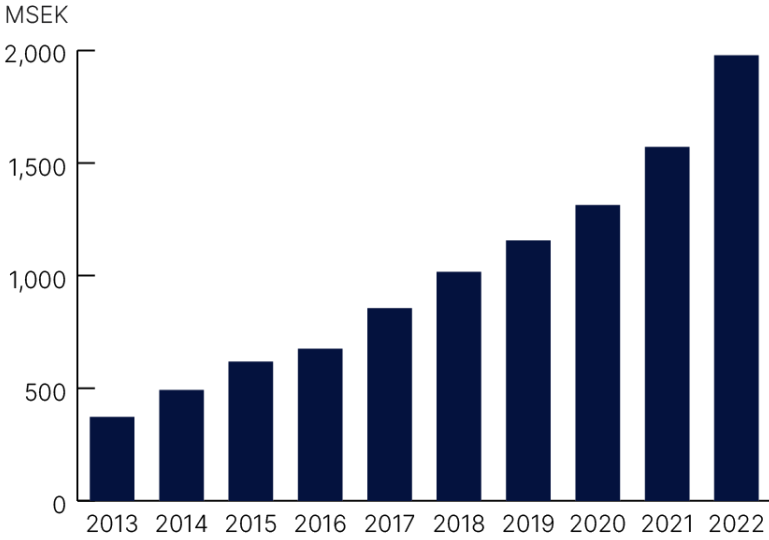
- Net sales SEK 1,336 million (895), an increase of 49%
- Recurring revenues SEK 1,121 million (763), an increase of 47%
- EBITA SEK 412 million (250), an increase of 65%
- EBITA margin 31% (28)
- Operating profit SEK 286 million (158), an increase of 81%
- Operating margin 21% (18)
- Earnings per share before dilution SEK 4.66 (3.28)
- Cash flow from operating activities SEK 569 million (402)

Key figures

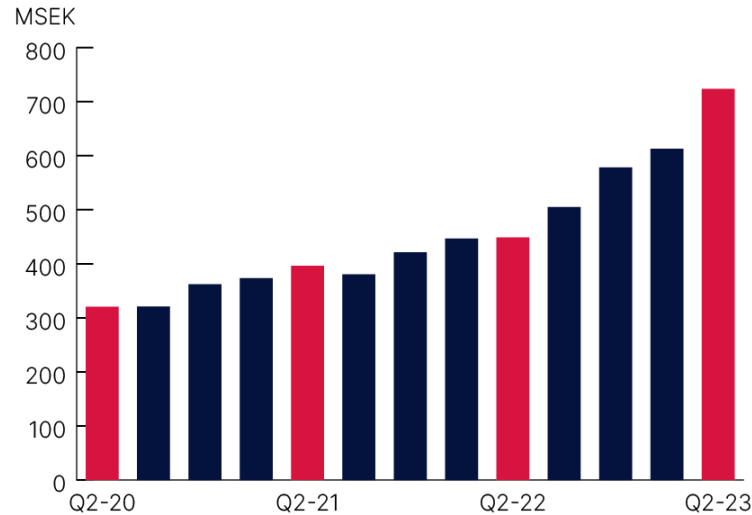
	2023 Apr–Jun	2022 Apr–Jun	Change	2023 Jan–Jun	2022 Jan–Jun	Change
Net sales, SEK million	724	449	61%	1,336	895	49%
Recurring share of net sales, %	85%	86%		84%	85%	
EBITA, SEK million	226	120	89%	412	250	65%
EBITA margin, %	31%	27%		31%	28%	
Operating profit/loss, SEK million	164	74	121%	286	158	82%
Operating margin, %	23%	17%		21%	18%	
Net profit/loss for the period, SEK million	97	53	82%	174	115	51%
Earnings per share, SEK	2.59	1.52		4.66	3.28	

Net sales

Net sales

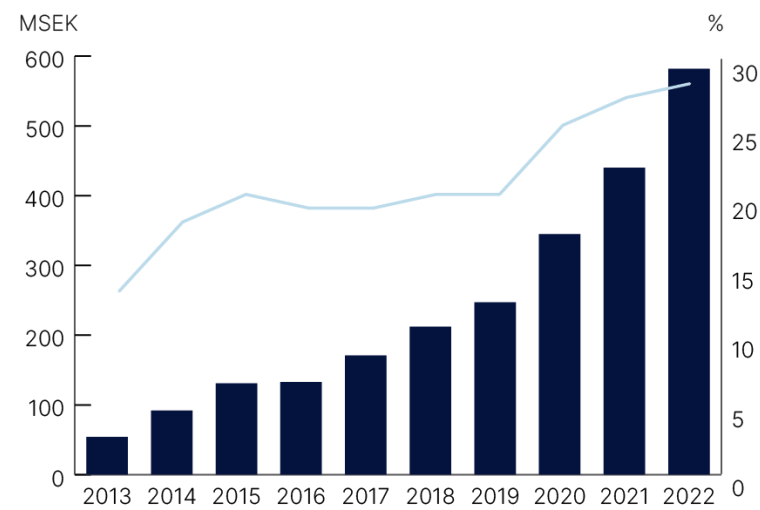


Net sales by quarter

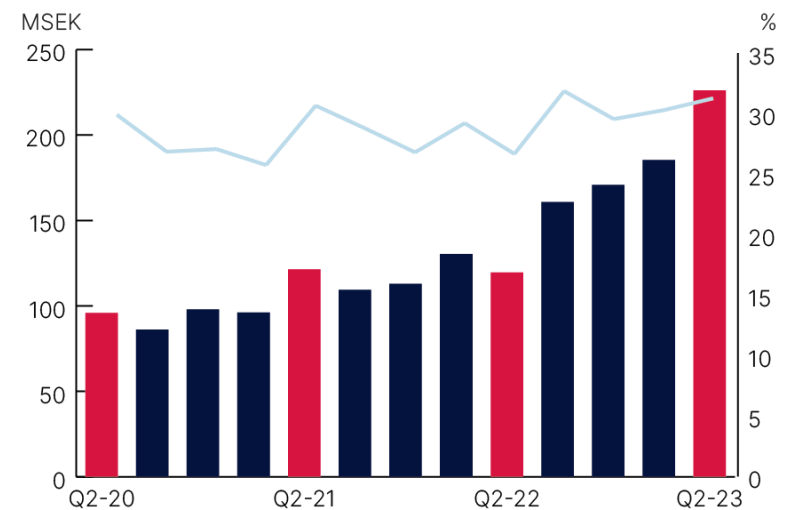


EBITA

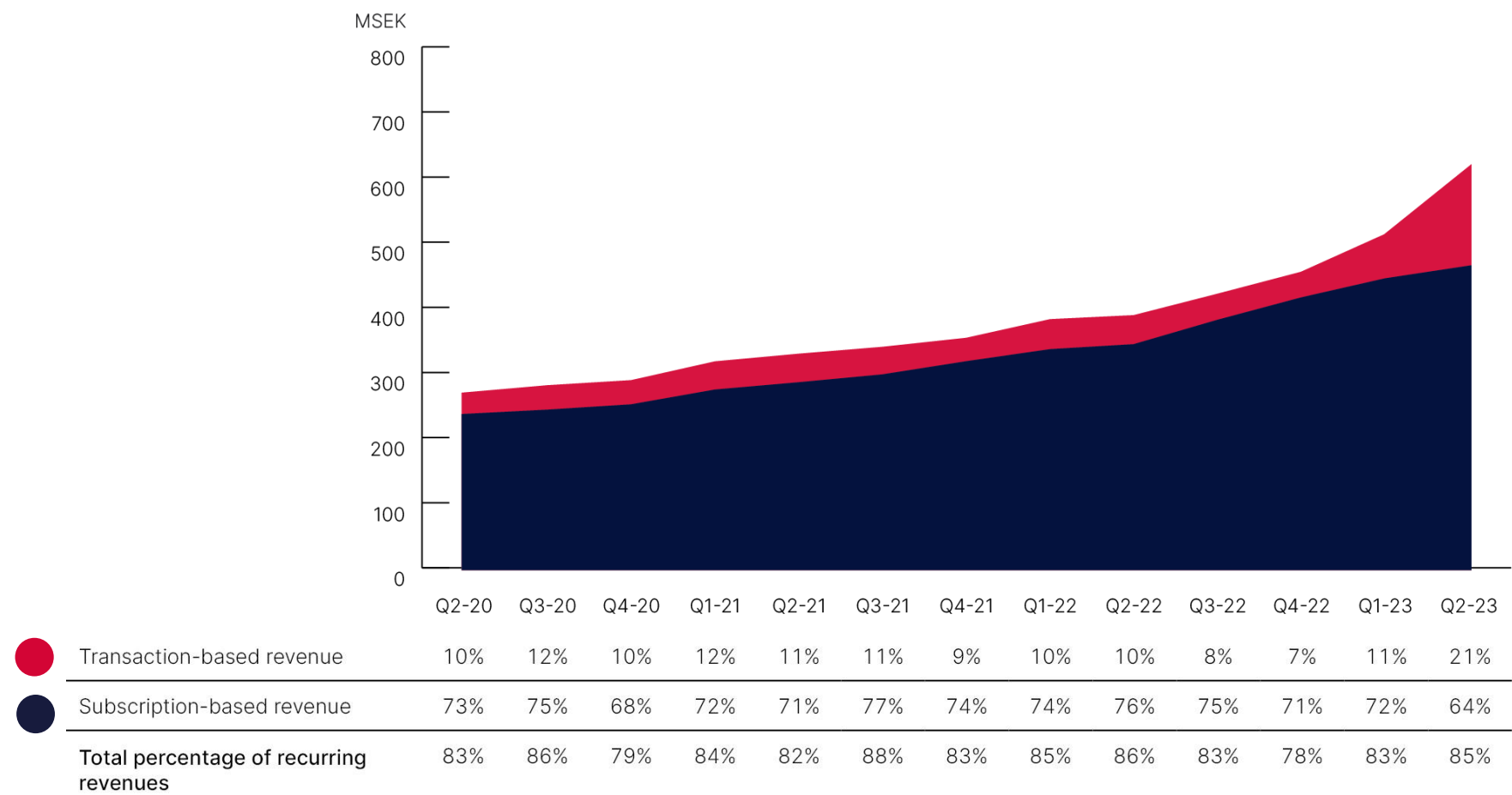
EBITA and EBITA margin



EBITA and EBITA margin by quarter



Distribution of recurring revenue



Acquisition-driven growth

Acquired revenue



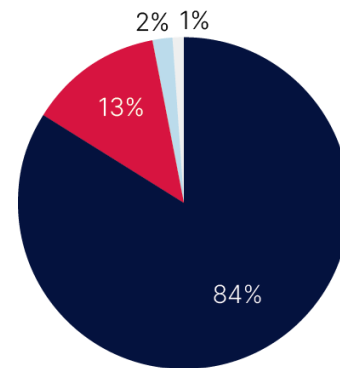
Organic growth

SEK million	R12 Jun 2023	R12 Jun 2022	Growth
Reported subscription-based recurring revenues	1,690	1,279	
Effect of acquired units	49	256	
Proforma subscription-based recurring revenues	1,740	1,535	13%
Reported transaction-based recurring revenues	300	169	
Effect of acquired units	186	275	
Proforma transaction-based recurring revenues	485	444	9%
Reported recurring revenues	1,990	1,448	
Effect of acquired units	235	531	
Proforma recurring revenues	2,225	1,980	12%
Reported net sales	2,419	1,697	43%
Effect of acquired units	245	712	
Proforma net sales	2,664	2,409	11%

Condensed consolidated statement of comprehensive income

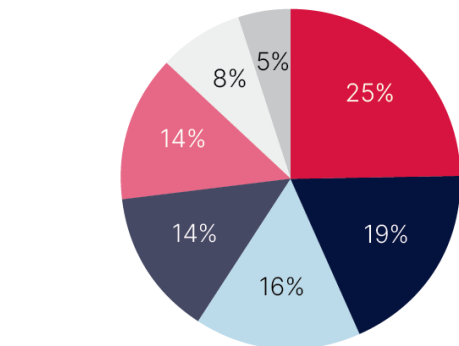
SEK THOUSANDS	2023 Apr-Jun	2022 Apr-Jun	2023 Jan-Jun	2022 Jan-Jun	2022 Jan-Dec
OPERATING REVENUES					
Recurring revenues	612,416	384,472	1,121,474	762,729	1,631,256
License revenues	14,306	5,282	24,812	12,660	54,483
Service revenues	84,772	50,102	171,454	102,119	253,629
Other revenues	12,157	8,760	18,531	17,741	38,823
NET SALES	723,652	448,616	1,336,271	895,249	1,978,191
Reversal of supplementary purchase consideration	-	0	0	3,402	3,402
TOTAL REVENUES	723,652	448,616	1,336,271	898,651	1,981,593
Capitalized development costs	82,767	58,143	170,681	122,870	265,351
OPERATING EXPENSES					
Goods for resale	-11,587	-7,319	-21,287	-15,320	-40,002
Subcontractors and subscriptions	-118,989	-51,036	-183,858	-99,915	-196,381
Other external expenses	-73,588	-61,188	-150,742	-111,500	-248,896
Personnel expenses	-323,640	-229,127	-639,189	-464,376	-1,010,353
Depreciation of property, plant and equipment	-19,049	-15,678	-36,469	-31,436	-67,854
Amortization of intangible fixed assets	-31,878	-23,472	-61,497	-45,750	-98,765
Impairment of intangible assets	-	-	-	-3,402	-3,402
Unrealized exchange-rate gains/losses (net)	-1,530	653	-2,293	179	278
TOTAL EXPENSES	-580,261	-387,167	-1,095,334	-771,520	-1,665,375
EBITA	226,158	119,593	411,617	250,001	581,569
Acquisition-related costs	-1,395	-3,594	-11,372	-9,071	-40,285
Acquisition-related amortization	-60,890	-41,708	-113,763	-83,278	-185,443
OPERATING PROFIT/LOSS	163,873	74,291	286,482	157,653	355,841
Financial income	924	30	4,095	49	2,596
Financial expenses	-21,880	-4,856	-41,275	-9,788	-46,272
Remeasurement of supplementary contingent consideration	-14,208	-	-19,280	-	-
TOTAL FINANCIAL ITEMS	-35,164	-4,826	-56,460	-9,739	-43,676
PROFIT AFTER FINANCIAL ITEMS	128,709	69,465	230,022	147,914	312,165
Tax	-31,839	-16,164	-56,009	-32,797	-67,298
NET PROFIT FOR THE PERIOD	96,870	53,301	174,013	115,117	244,866
OTHER COMPREHENSIVE INCOME, ITEMS THAT MAY BE RECLASSIFIED AS PROFIT/LOSS FOR THE YEAR					
Restatement of net investments in foreign operations and hedge accounting of the same	175,038	26,757	183,398	68,983	198,105
OTHER COMPREHENSIVE INCOME FOR THE PERIOD	175,038	26,757	183,398	68,983	198,105
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	271,908	80,058	357,411	184,100	442,971
PROFIT FOR THE PERIOD ATTRIBUTABLE TO					
- Parent Company shareholders	96,870	53,300	174,013	115,117	244,866
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD ATTRIBUTABLE TO					
- Parent Company shareholders	271,908	80,057	357,411	184,100	442,971

Breakdown of revenue
January-June 2023



● Reccurring
 ● Services
 ● Licenses
 ● Other

Sales by market
January-June 2023



● Sweden
 ● Finland
 ● Norway
 ● Denmark
 ● Netherlands
 ● Other
 ● USA

Condensed consolidated statement of financial position

SEK THOUSANDS	Jun 30, 2023	Jun 30, 2022	Dec 31, 2022
ASSETS			
FIXED ASSETS			
Goodwill	3,688,591	1,785,311	2,900,642
Other intangible fixed assets	2,815,005	1,520,363	2,163,031
Tangible property, plant and equipment	154,152	147,249	155,987
Financial fixed assets	55,943	30,880	38,811
Deferred tax assets	16,444	8,313	13,483
TOTAL FIXED ASSETS	6,730,135	3,492,116	5,271,954
CURRENT ASSETS			
Inventories	3,227	3,600	2,825
Current receivables	366,928	243,744	430,258
Cash and cash equivalents	396,584	184,299	615,787
TOTAL CURRENT ASSETS	766,738	431,643	1,048,870
TOTAL ASSETS	7,496,874	3,923,759	6,320,824
SHAREHOLDERS' EQUITY AND LIABILITIES			
Equity attributable to Parent Company shareholders	3,489,560	2,110,877	3,209,758
Non-current interest-bearing liabilities	1,751,014	757,697	1,493,776
Deferred tax liabilities	528,268	307,323	407,697
Other non-current liabilities	813,119	83,169	249,156
TOTAL NON-CURRENT LIABILITIES	3,092,401	1,148,189	2,150,629
Accounts payable	36,767	48,494	56,696
Current portion of interest-bearing liabilities	34,793	2,779	37,784
Other current liabilities	244,598	201,212	461,282
Accrued expenses	267,049	136,999	165,700
Prepaid recurring revenues	331,706	275,209	238,975
TOTAL CURRENT LIABILITIES	914,913	664,693	960,437
TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES	7,496,874	3,923,759	6,320,824

Condensed consolidated statement of cash flow

SEK THOUSANDS	2023 Apr-Jun	2022 Apr-Jun	2023 Jan-Jun	2022 Jan-Jun	2022 Jan-Dec
OPERATING ACTIVITIES					
Operating profit	163,873	74,290	286,482	157,653	355,841
Adjustments for non-cash items	-	-	-	-	-
Other operating revenues	-	-	-	-3,402	-3,402
Depreciation, amortization and impairment	111,816	80,859	211,729	163,866	355,464
Unrealized foreign exchange gains/losses	1,530	-653	2,293	-179	-278
Share-based remuneration	-	685	-	685	685
	277,219	155,181	500,504	318,623	708,310
Interest received	924	31	4,095	49	2,596
Interest paid	-21,537	-4,141	-40,180	-8,328	-42,128
Income tax paid	-9,272	-19,265	-42,495	-40,277	-72,012
CASH FLOW FROM OPERATING ACTIVITIES BEFORE CHANGES IN WORKING CAPITAL	247,334	131,806	421,924	270,066	596,766
Changes in working capital					
Increase/decrease in inventories	226	600	471	-812	-26
Increase/decrease in accounts receivable	3,043	-13,369	141,267	118,748	-2,064
Increase/decrease in other operating receivables	8,248	-24,643	-66,328	-44,141	-22,068
Increase/decrease in accounts payable	-3,937	10,720	-21,376	805	-2,611
Increase/decrease in other operating liabilities	-175,277	-148,123	92,582	57,526	-6,629
CASH FLOW FROM OPERATING ACTIVITIES	79,637	-43,009	568,539	402,192	563,369
INVESTING ACTIVITIES					
Acquisition of shares and participations	-7,274	-5,000	-15,902	-5,000	-10,000
Acquisition of subsidiaries (net impact on liquidity)	-15,367	-40,049	-529,805	-84,302	-1,143,823
Supplementary purchase considerations paid	-227,508	-52,831	-247,027	-85,831	-85,831
Purchase of intangible fixed assets and capitalized development costs	-83,176	-58,787	-171,456	-124,026	-267,390
Purchase of property, plant and equipment	-6,442	-732	-10,375	-5,847	-17,957
CASH FLOW FROM INVESTING ACTIVITIES	-339,767	-157,399	-974,565	-305,006	-1,439,169
FINANCING ACTIVITIES					
Dividends to Parent Company shareholders	-21,298	-17,540	-39,962	-31,909	-68,137
Borrowings	-	6,750	552,110	6,750	1,326,598
Repayment of loans	-152,972	-688	-335,652	-1,376	-687,752
Repayment of lease liabilities	-16,640	-11,950	-30,229	-23,900	-51,062
New share issue	-	-	-	-	833,800
Issuing costs	-	-	-	-	-14,394
Paid option premiums	-	4,118	-	4,118	5,483
CASH FLOW FROM FINANCING ACTIVITIES	-190,910	-19,309	146,266	-46,317	1,344,535
CASH FLOW FOR THE PERIOD	-451,040	-219,719	-259,760	50,867	468,735
OPENING CASH AND CASH EQUIVALENTS, INCLUDING CURRENT INVESTMENTS	822,784	400,582	615,787	119,858	119,858
Exchange-rate differences in cash and cash equivalents	24,842	3,440	40,557	13,575	27,196
CASH AND CASH EQUIVALENTS INCLUDING CURRENT INVESTMENTS AT THE END OF THE PERIOD	396,584	184,299	396,584	184,299	615,787

Diversification of sales

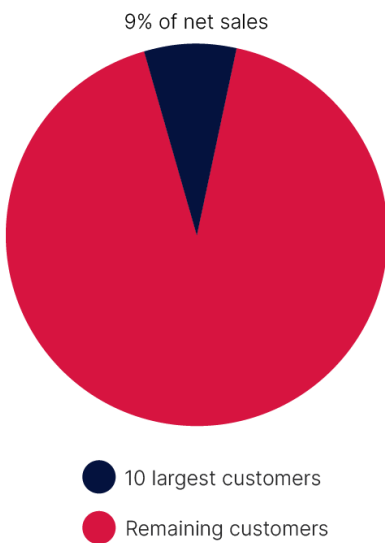
Breakdown of sales

Our sales are evenly spread across our 38 business units. No individual business unit accounts for more than 12% of consolidated sales.



Customers

We have about 24,600 customers. The Group's ten largest customers account for approximately 9% of sales. The single largest customer accounts for approximately 1.7% of sales.



Our business units

Business unit	Domicile	Acquisition year	Annual Sales 2022, SEKm (recurring share = red)				Recurring 2022
			0	100	200	300	
ABS Laundry Business Solutions	NL	2022					41 %
Enova	NL	2023					100 %
Vabi	NL	2021					99 %
Vitec Actor Smartbook	SE	2018					84 %
Vitec Acute	FI	2013					91 %
Vitec Agrando	NO	2018					93 %
Vitec ALMA	FI	2020					56 %
Vitec Aloc	DK	2014					84 %
Vitec Appva	SE	2020					94 %
Vitec Autosystemer	NO	2015					93 %
Vitec Avoine	FI	2019					84 %
Vitec Bygg & Fastighet	SE	1985					76 %
Vitec CapiteX Finansssystem	SE	2010					90 %
Vitec Cito	DK	2018					71 %
Vitec Datamann	DK	2015					83 %
Vitec DL Systems	SE	2023					87 %
Vitec DocuBizz	DK	2022					94 %
Vitec Energy	SE	1998					89 %
Vitec Entry Event	SE	2023					75 %

Business unit	Domicile	Acquisition year	Annual Sales 2022, SEKm (recurring share = red)				Recurring 2022
			0	100	200	300	
Vitec Fixit	NO	2019					90 %
Vitec Futursoft	FI	2016					91 %
Vitec HK data	NO	2019					84 %
Vitec Hotelinx	FI	2022					86 %
Vitec Katrina	FI	2019					86 %
Vitec Mäklarsystem	SE	2010					96 %
Vitec Megler	NO	2012					94 %
Vitec MV	DK	2017					95 %
Vitec Nice	NO	2015					58 %
Vitec Nordman	SE	2021					90 %
Vitec Plania	NO	2016					73 %
Vitec Raisoft	FI	2022					73 %
Vitec Samfundssystem	SE	2018					77 %
Vitec Scanrate	DK	2022					86 %
Vitec Tietomitta	FI	2016					93 %
Vitec Travelize	SE	2021					84 %
Vitec Unikum	SE	2021					81 %
Vitec Visiolink	DK	2020					74 %
Vitec WIMS	NO	2019					71 %

