



# Interim report January-December 2023

# Summary of interim period, October–December 2023

- Net sales SEK 740 million (578), an increase of 28%
- Recurring revenues SEK 611 million (451), an increase of 35%
- EBITA SEK 224 million (171), an increase of 31%
- EBITA margin 30% (30)
- Operating profit SEK 146 million (106), an increase of 38%
- Operating margin 20% (18)
- Earnings per share before dilution SEK 2.13 (1.87)
- Cash flow from operating activities SEK -11 million (74)
- Acquisition of Memorix as well as completed acquisition of Codea

# Summary of interim period, January–December 2023

- Net sales SEK 2,778 million (1,978), an increase of 40%
- Recurring revenues SEK 2,346 million (1,631), an increase of 44%
- EBITA SEK 876 million (582), an increase of 51%
- EBITA margin 32% (29)
- Operating profit SEK 590 million (356), an increase of 66%
- Operating margin 21% (18)
- Earnings per share before dilution SEK 9.07 (6.92)
- Cash flow from operating activities SEK 718 million (563)
- The Board of Directors propose a dividend increase to SEK 3.00 per share (2.28)

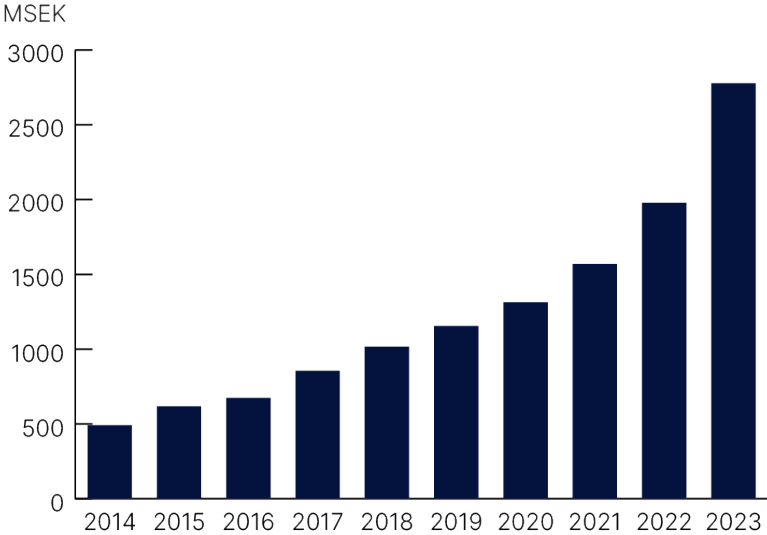
# Key figures

	2023 Oct-Dec	2022 Oct-Dec	Change	2023 Jan-Dec	2022 Jan-Dec	Change
Net sales, SEK million	740	578	28%	2,778	1,978	40%
Recurring share of net sales, %	83%	78%		84%	82%	
EBITA, SEK million	224	171	31%	876	582	51%
EBITA margin, %	30%	30%		32%	29%	
Operating profit/loss, SEK million	146	106	38%	590	356	66%
Operating margin, %	20%	18%		21%	18%	
Net profit/loss for the period, SEK million	80	68	18%	339	245	39%
Earnings per share, SEK	2.13	1.87		9.07	6.92	

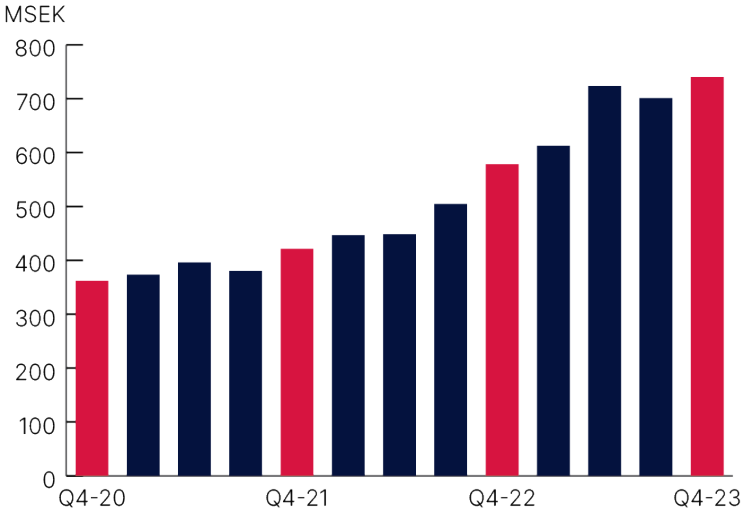
# Net sales

MSEK  
Proforma  
net sales  
2,919

Net sales by year



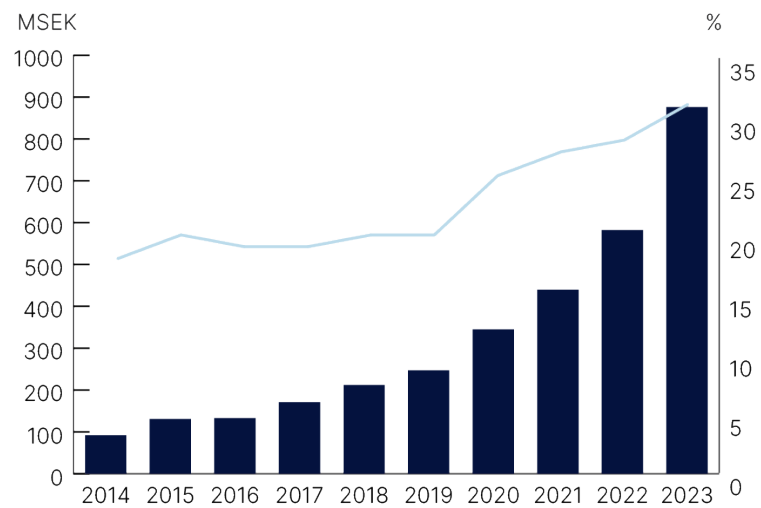
Net sales by quarter



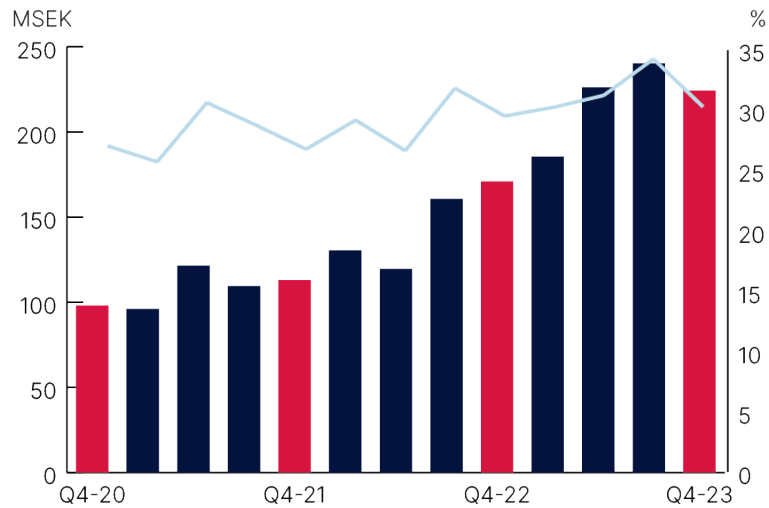
# EBITA

EBITA  
Margin YTD  
**32%**

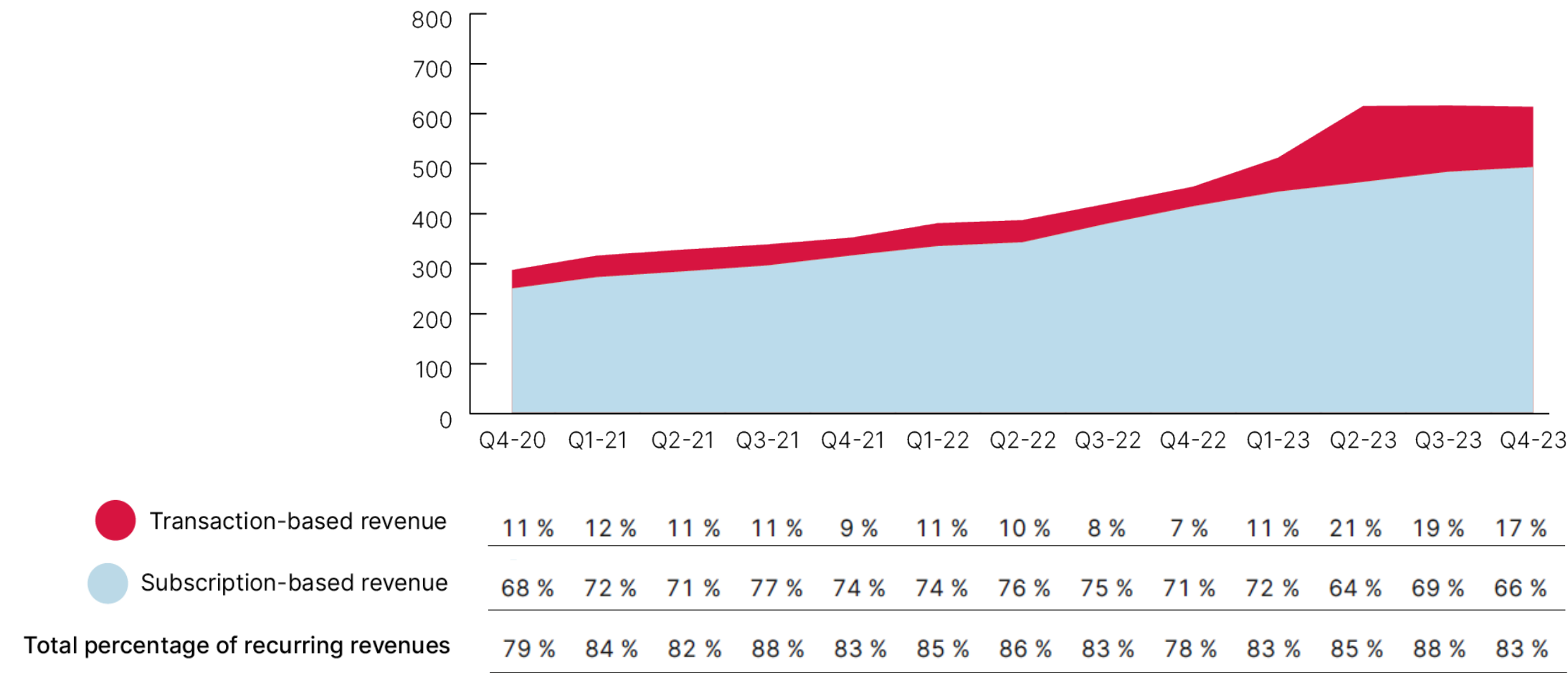
EBITA and EBITA margin by year



EBITA and EBITA margin by quarter



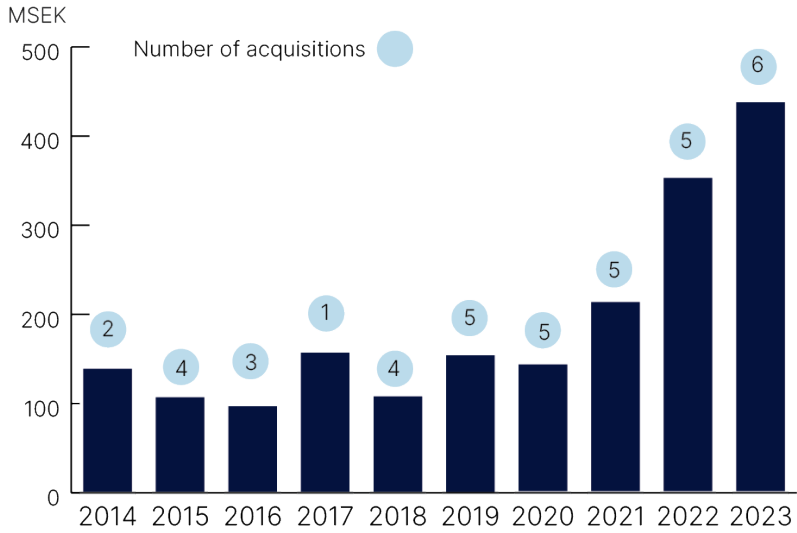
# Distribution of recurring revenue





# Growth

## Acquired revenue



## Organic growth

SEK million	R12 2023-12	R12 2022-12	Growth
Reported subscription-based recurring revenues	1,872	1,461	
Effect of acquired units	48	217	
Proforma subscription-based recurring revenues	1,920	1,678	14%
Reported transaction-based recurring revenues	474	170	
Effect of acquired units	64	314	
Proforma transaction-based recurring revenues	538	484	11%
Reported recurring revenues	2,346	1,631	
Effect of acquired units	112	531	
Proforma recurring revenues	2,458	2,162	14%
Reported net sales	2,778	1,978	40%
Effect of acquired units	141	677	
Proforma net sales	2,919	2,655	10%

# Condensed consolidated statement of comprehensive income

SEK THOUSANDS	2023 Oct-Dec	2022 Oct-Dec	2023 Jan-Dec	2022 Jan-Dec
OPERATING REVENUES				
Recurring revenues	610,908	451,137	2,346,036	1,631,256
License revenues	14,469	25,026	46,861	54,483
Service revenues	101,151	90,829	343,270	253,629
Other revenues	13,771	11,130	41,398	38,823
<b>NET SALES</b>	<b>740,299</b>	<b>578,122</b>	<b>2,777,565</b>	<b>1,978,191</b>
Reversal of supplementary purchase consideration	-	-	-	3,402
<b>TOTAL REVENUES</b>	<b>740,299</b>	<b>578,122</b>	<b>2,777,565</b>	<b>1,981,593</b>
Capitalized development costs	96,031	79,977	348,412	265,351
OPERATING EXPENSES				
Goods for resale	-14,679	-12,502	-45,807	-40,002
Subcontractors and subscriptions	-98,584	-52,013	-390,786	-196,381
Other external expenses	-68,215	-77,816	-291,553	-248,896
Personnel expenses	-355,731	-298,541	-1,294,192	-1,010,353
Depreciation of property, plant and equipment	-33,442	-19,265	-88,239	-67,854
Amortization of intangible fixed assets	-41,576	-28,039	-137,394	-98,765
Impairment of intangible assets	-	-	-	-3,402
Unrealized exchange-rate gains/losses (net)	175	882	-1,896	278
<b>TOTAL EXPENSES</b>	<b>-612,053</b>	<b>-487,294</b>	<b>-2,249,867</b>	<b>-1,665,375</b>
<b>EBITA</b>	<b>224,277</b>	<b>170,805</b>	<b>876,110</b>	<b>581,569</b>
Acquisition-related costs	-11,149	-11,565	-38,040	-40,285
Acquisition-related amortization	-67,099	-53,249	-247,953	-185,443
<b>OPERATING PROFIT/LOSS</b>	<b>146,028</b>	<b>105,991</b>	<b>590,117</b>	<b>355,841</b>
Financial income	900	2,516	6,051	2,596
Financial expenses	-32,767	-19,319	-99,195	-46,272
Other financial income and expenses	4,789	-	-29,161	-
<b>TOTAL FINANCIAL ITEMS</b>	<b>-27,078</b>	<b>-16,803</b>	<b>-122,305</b>	<b>-43,676</b>
<b>PROFIT AFTER FINANCIAL ITEMS</b>	<b>118,950</b>	<b>89,188</b>	<b>467,812</b>	<b>312,165</b>
Tax	-38,980	-21,346	-128,629	-67,298
<b>NET PROFIT FOR THE PERIOD</b>	<b>79,970</b>	<b>67,842</b>	<b>339,183</b>	<b>244,866</b>
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	-159,603	65,243	-74,932	198,105
<b>OTHER COMPREHENSIVE INCOME FOR THE PERIOD</b>	<b>-159,603</b>	<b>65,243</b>	<b>-74,932</b>	<b>198,105</b>
<b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD</b>	<b>-79,633</b>	<b>133,085</b>	<b>264,251</b>	<b>442,971</b>
PROFIT FOR THE PERIOD ATTRIBUTABLE TO				
– Parent Company shareholders	79,970	67,841	339,183	244,866
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD ATTRIBUTABLE TO				
– Parent Company shareholders	-79,633	133,085	264,251	442,971

# Condensed consolidated statement of financial position

SEK THOUSANDS	Dec 31, 2023	Dec 31, 2022
<b>ASSETS</b>		
<b>FIXED ASSETS</b>		
Goodwill	3,962,672	2,900,642
Other intangible fixed assets	2,915,147	2,163,031
Tangible property, plant and equipment	162,687	155,987
Financial fixed assets	43,590	38,811
Deferred tax assets	7,320	13,483
<b>TOTAL FIXED ASSETS</b>	<b>7,091,416</b>	<b>5,271,954</b>
<b>CURRENT ASSETS</b>		
Inventories	4,645	2,825
Current receivables	561,432	430,258
Cash and cash equivalents	171,851	615,787
<b>TOTAL CURRENT ASSETS</b>	<b>737,928</b>	<b>1,048,870</b>
<b>TOTAL ASSETS</b>	<b>7,829,344</b>	<b>6,320,824</b>
<b>SHAREHOLDERS' EQUITY AND LIABILITIES</b>		
Equity attributable to Parent Company shareholders	3,407,634	3,209,758
Non-current interest-bearing liabilities	2,148,936	1,493,776
Deferred tax liabilities	584,977	407,697
Other non-current liabilities	657,758	249,156
<b>TOTAL NON-CURRENT LIABILITIES</b>	<b>3,391,671</b>	<b>2,150,629</b>
Accounts payable	57,274	56,696
Current portion of interest-bearing liabilities	13,363	37,784
Other current liabilities	498,336	461,282
Accrued expenses	191,955	165,700
Prepaid recurring revenues	269,111	238,975
<b>TOTAL CURRENT LIABILITIES</b>	<b>1,030,039</b>	<b>960,437</b>
<b>TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES</b>	<b>7,829,344</b>	<b>6,320,824</b>

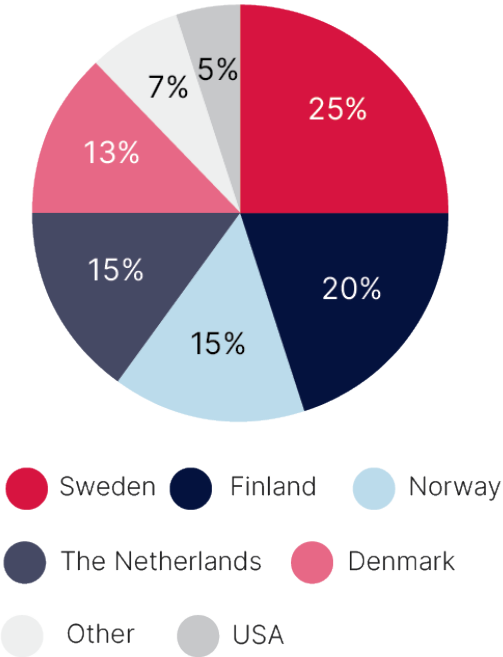
# Condensed consolidated statement of cash flow

SEK THOUSANDS	2023 Oct-Dec	2022 Oct-Dec	2023 Jan-Dec	2022 Jan-Dec
<b>OPERATING ACTIVITIES</b>				
Operating profit	146,028	105,991	590,117	355,841
<b>Adjustments for non-cash items</b>				
Other operating revenues	-	-	-	-3,402
Depreciation, amortization and impairment	142,118	100,553	473,586	355,464
Unrealized foreign exchange gains/losses	-175	-882	1,896	-278
Share-based remuneration	-	-	-	685
	<b>287,971</b>	<b>205,662</b>	<b>1,065,599</b>	<b>708,310</b>
Interest received	901	2,516	6,051	2,596
Interest paid	-29,332	-17,585	-93,969	-42,128
Income tax paid	-42,396	-20,120	-109,795	-72,012
<b>CASH FLOW FROM OPERATING ACTIVITIES BEFORE CHANGES IN WORKING CAPITAL</b>	<b>217,144</b>	<b>170,473</b>	<b>867,886</b>	<b>596,766</b>
<b>Changes in working capital</b>				
Increase/decrease in inventories	165	278	-947	-26
Increase/decrease in accounts receivable	-220,492	-138,963	-81,596	-2,064
Increase/decrease in other operating receivables	84,760	27,314	31,463	-22,068
Increase/decrease in accounts payable	-2,690	334	-10,075	-2,611
Increase/decrease in other operating liabilities	-90,005	14,694	-88,320	-6,629
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>	<b>-11,119</b>	<b>74,132</b>	<b>718,411</b>	<b>563,369</b>
<b>INVESTING ACTIVITIES</b>				
Acquisition of shares and participations	-	-	-15,902	-10,000
Acquisition of subsidiaries (net impact on liquidity)	-224,121	-134,933	-1,038,680	-1,057,992
Supplementary purchase considerations paid	-	-	-247,027	-85,831
Purchase of intangible fixed assets and capitalized development costs	-96,731	-80,541	-351,132	-267,390
Purchase of property, plant and equipment	-8,752	-10,203	-25,827	-17,957
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>	<b>-329,605</b>	<b>-225,677</b>	<b>-1,678,568</b>	<b>-1,439,169</b>
<b>FINANCING ACTIVITIES</b>				
Dividends to Parent Company shareholders	-21,395	-18,664	-82,661	-68,137
Borrowings	164,407	147,478	984,652	1,326,598
Repayment of loans	-688	-685,688	-337,028	-687,752
Repayment of lease liabilities	-25,579	-13,776	-67,270	-51,062
New share issue	-	833,800	-	833,800
Issuing costs	-273	-14,394	-273	-14,394
Long-term incentive program	-7,527	-	-7,527	-
Paid option premiums	11	-	11	5,483
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>	<b>108,956</b>	<b>248,756</b>	<b>489,904</b>	<b>1,344,535</b>
<b>CASH FLOW FOR THE PERIOD</b>	<b>-231,770</b>	<b>97,211</b>	<b>-470,255</b>	<b>468,735</b>
<b>OPENING CASH AND CASH EQUIVALENTS, INCLUDING CURRENT INVESTMENTS</b>	<b>362,748</b>	<b>522,147</b>	<b>615,787</b>	<b>119,858</b>
Exchange-rate differences in cash and cash equivalents	40,873	-3,571	26,319	27,196
<b>CASH AND CASH EQUIVALENTS INCLUDING CURRENT INVESTMENTS AT THE END OF THE PERIOD</b>	<b>171,851</b>	<b>615,787</b>	<b>171,851</b>	<b>615,787</b>

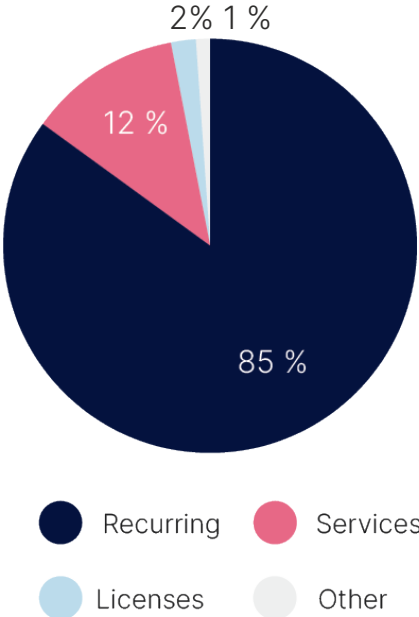
# Diversification of sales

Number of customers  
24,600

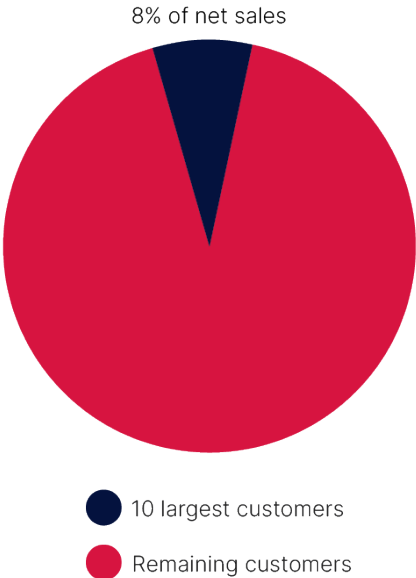
Sales by market  
January-December 2023



Breakdown of revenue



Customers



# Our business units

Business unit	Reg. office	Acquisition year	Annual Sales 2023, SEKm (recurring share = red)				Recurring 2023
			0	100	200	300	
ABS	NL	2022					46 %
Enova	NL	2023					100 %
Vabi	NL	2021					99 %
Vitec Actor SmartBook	SE	2018					83 %
Vitec Acute	FI	2013					89 %
Vitec Agrando	NO	2018					94 %
Vitec Alma	FI	2020					59 %
Vitec Aloc	DK	2014					87 %
Vitec Appva	SE	2020					97 %
Vitec Autosystemer	NO	2015					94 %
Vitec Avoine	FI	2019					87 %
Vitec Fastighet	SE	1985					77 %
Vitec Capitek Finanssystem	SE	2010					92 %
Vitec Cito	DK	2018					78 %
Vitec Codea	FI	2023					75 %
Vitec Datamann	DK	2015					84 %
Vitec DL Systems	SE	2023					92 %
Vitec DocuBizz	DK	2022					95 %
Vitec Energy	SE	1998					90 %
Vitec Fixit	NO	2019					97 %

Business unit	Reg. office	Acquisition year	Annual Sales 2023, SEKm (recurring share = red)				Recurring 2023
			0	100	200	300	
Vitec Futursoft	FI	2016					89 %
Vitec HK data	NO	2019					84 %
Vitec Hotelinx	FI	2022					91 %
Vitec Katrina	FI	2019					88 %
Vitec Mäklarsystem	SE	2010					98 %
Vitec Megler	NO	2012					94 %
Vitec Memorix	NL	2023					82 %
Vitec MV	DK	2017					95 %
Vitec Neagen	FI	2023					61 %
Vitec Nice	NO	2015					61 %
Vitec Nordman	SE	2021					96 %
Vitec Plania	NO	2016					78 %
Vitec Raisoft	FI	2022					78 %
Vitec Samfundssystem	SE	2018					83 %
Vitec Scanrate	DK	2022					96 %
Vitec Tietomitta	FI	2016					91 %
Vitec Travelize	SE	2021					89 %
Vitec Unikum	SE	2021					85 %
Vitec Visiolink	DK	2020					77 %
Vitec WIMS	NO	2019					76 %

