



RISMA changes guidance for 2024

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Changes in guidance for 2024

Inside information: The guidance for ARR is changed from 45-49 MDKK to 42-45 MDKK. We thereby expect ARR to increase between 8,2 MDKK (24%) and 11.2 MDKK (33%) for the full year 2024. The guidance for EBITDA is changed from -5.6 to -9.6 MDKK to -4.6 to -8.6 MDKK.

Comments:

The reason for decreasing expectations to ARR is an unusual high churn in H2 including one of RISMA's largest customers which have been acquired, combined with decreased expectations to sales in Sweden and via partners. The reason for the improved expectations to EBITDA is lower cost than anticipated.

As mentioned in the half year report, sales have been disappointing in Sweden and a reorganization has been performed. As a result, it is expected that sales in Sweden will be minimal in H2 2024. Furthermore, the partner who produced most sales for RISMA in 2023, have had very little sales in 2024 and very little is expected in H2.

In the Danish pipeline, RISMA has in recent months got far more large companies looking for many solutions. This is the result of an expected market change as well as strategic prioritization from RISMA. These sales and implementation processes require, however, far more senior sales and Customer Success resources, and takes far longer time, as they often involve multiple stakeholders at the customer. Only one of such sales processes initiated this year have ended, successfully. The remaining sales processes are either ongoing or in one instance postponed for internal reasons at the potential customer. RISMA is presently seldomly really challenged by competitors for these orders, while there is an increasing competition in the SMB-market. This change in pipeline composition means that RISMA is entering new territory with the uncertainties related to that.

Further Information

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About Risma Systems A/S

RISMA is a leading SaaS company empowering companies to take their governance, risk and compliance effort to the next level. We believe in the value of good corporate citizenship, and our customers share our vision of aspiring to make a positive difference in complying with both regulatory and stakeholder expectations.

Our software platform supports our customers to be in control and decision wise when structuring, handling, and documenting their efforts across governance, risk, and compliance. Our core GRC suite offers eight business-critical solutions relevant for all companies regardless of size and industry – GDPR & Privacy, ISMS & ISO27001, ESG &

sustainability, Enterprise Risk, Financial & Internal controls, Vendors & Contracts, Policy Management, and Incident Management

RISMA is listed on Nasdaq First North with a mission to become a leading GRC platform for medium and enterprise businesses and organizations. We believe that being a good business - is really great for business.

Attachments

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