



RISMA closes H1 2023 with a 55% year-on-year growth in ARR

12.7.2023 08:53:02 CEST | Risma Systems A/S | Interim information

Company Announcement No. 14-2023 - Inside information

Copenhagen, July 12, 2023

RISMA closes H1 2023 with an Annual Recurring Revenue at 29.4 MDKK equivalent to a growth of 55% (YoY) and confirms the guidance on ARR and EBITDA for 2023

Key figures Q2 2023

- Annual Recurring Revenue ended at 29.4 MDKK which was an increase of 3.9 MDKK compared to 1,5 MDKK in Q2 2022
- RISMA welcomed 28 new customers in Q2 2023 with an ARR new sales of 3.2 MDKK compared to 1.5 MDKK in Q2 2022
- The upselling to existing clients ended 80% higher than last year at 1.3 MDKK in Q2 2023 vs. 0.7 MDKK in Q2 2022
- Revenue churn for Q2 2023 ended at 0.4 MDKK at 1,5% compared to 0,7 MDKK in Q2 2022
- The net revenue retention rate ended at 103% for Q2 2023 compared to 100% in Q2 2022

Key figures H1 2023

- Annual Recurring Revenue increased by 6.7 MDKK and ended at 29.4 MDKK for H1 2023 vs. an increase of 3.7 MDKK for H1 2022
- New sales ended at 5.9 MDKK in H1 2023 compared to 3.3 MDKK in H1 2022
- The upselling ended at 2.4 MDKK in H1 2023, which was 75% higher than in H1 2022 at 1.4 MDKK
- Revenue churn for H1 2023 ended at 1.2 MDKK vs. 0,9 MDKK in H1 2022
- Net revenue retention rate ended at 103% in H1 2023 which was unchanged compared to H1 2022

Guidance for 2023

RISMA confirms 2023 ARR guidance of 34-38 MDKK and EBITDA of -7,5 to -9,5 MDKK as informed to the market on July 4, 2023.

The Half-year report for 2023 (H1 2023) will be announced according to the financial calendar on August 30, 2023.

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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