



## **RISMA closes 2023 with a 49% year-on-year growth in ARR**

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### **RISMA Systems A/S closes 2023 with an Annual Recurring Revenue at 33.8 MDKK equivalent to a growth of 49%**

#### **Key figures Q4 2023**

- Annual Recurring Revenue ended at 33.8 MDKK which was a 3.5 MDKK increase compared to Q3 2023 which ended at 30.3 MDKK
- RISMA welcomed 27 new customers in Q4 2023 with an ARR new sales of 2.7 MDKK compared to 1.7 MDKK in Q4 2022
- The upselling to existing clients ended at the same level as last year at 1.0 MDKK in Q4 2023 vs. 1.0 MDKK in Q4 2022
- Revenue churn for Q4 2023 ended 0.6 MDKK at 2%, which was the same level as Q4 2022
- The net revenue retention rate ended at 103% for Q4 2023 compared to 102% in Q4 2022

#### **Key figures Full Year 2023**

- Annual Recurring Revenue increased by 11.1 MDKK equivalent to 49% increase and ended at 33.8 MDKK for 2023 from 22.7 MDKK in 2022
- New sales ended at 9.5 MDKK in 2023 compared to 6.2 MDKK in 2022
- The upselling ended at 3.9 MDKK in 2023, which was higher than last year at 2.8 MDKK
- Revenue churn for the full year 2023 ended at 1.7 MDKK equivalent to 5%
- Net revenue retention rate ended at 107% in 2023 which unchanged compared to 2022, which ended at 107%

The annual report for 2023 will be announced according to the financial calendar at April 4, 2024.

#### **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**

- [Download announcement as PDF.pdf](#)