



Omda is the leading provider of specialised software for healthcare and emergency response in the Nordics, with a growing presence in Europe, North America, and the Pacific region. We have more than 500 customers in 27 countries and employ almost 300 dedicated specialists. Our highly specialised healthcare solutions empower medical professionals and emergency responders, enabling them to know more and work smarter. With a focus on user-centric design, value-driven development, and close working relationships with customers, Omda delivers solutions that enhance patient safety and improve healthcare outcomes.

Through our focused mergers and acquisitions strategy, we have built a unique blend of best-in-class innovative technology and outstanding expertise. We build long-term relationships with our customers, helping them achieve their goals, and knowing that our growth is earned by consistently delivering secure, quality software services.

Our portfolio of leading solutions encompasses the following domains:

Emergency

Robust systems for managing every aspect of emergency response.

Connected Healthcare

Solutions for secure information sharing and collaboration across healthcare domains.

Laboratory Information Management Systems

End-to-end blood, cell, and tissue management.

Medical Imaging

Complete solution for securely capturing, storing, and sharing medical images.

Medication Management

Decision support and medication management for safe and effective oncology treatments.

Woman & Child

Trusted solutions to safeguard pregnancy, childbirth, and infancy.

Health Analytics

Improving the quality, utility, and management of medical data from collection to analysis.

Omda aims to continue its growth, both organically and through targeted mergers and acquisitions. We position for the future by investing profits in our portfolio of products and services and creating an inspiring work environment, while always operating as a responsible business within the global community.

Omda's headquarters are in Oslo, Norway and our employees are located in ten countries across Europe, North America, Oceania and Asia.

Omda is listed on the Oslo Stock Exchange, Euronext Growth (OMDA) and the bond is listed on Nordic ABM. For more information on Omda, please visit omda.com.

Our Vision

Smarter ways to a safe and healthy world.

Our Mission

Providing proven, focused software for health and emergency professionals to know more and work smarter.

Our Values

We are user centric, ambitious, curious, and collaborative.

Highlights

Q4-23 total income 109 MNOK vs 98 MNOK in Q4-22

Full-year income 415 MNOK, a 12% increase over 2022

Reported EBITDA was 20 MNOK resulting in a 19% EBITDA margin for Q4-23, compared to -21% in Q4-22

Recurring revenue 75% of total sales, same as in Q4-22

Q4-23 organic growth of 10% in local currency vs Q4-22 (15% in NOK)

Full-year organic growth of 9.5% in local currency (13% in NOK)

Completed a new bond issue of 500 MNOK, with an additional tap issue of 500 MNOK

Introduction

Omda finished 2023 with Q4 sales reaching NOK 109 million, 11% up from Q4-22. This means we also achieved a record annual revenue of NOK 415 million, exceeding our target of NOK 400 million.

EBITDA was 19% compared to -21% in the same quarter last year. Although this is a significant step, there is still room for improvement. We have identified several levers for securing that EBITDA gradually improves and reaches the average target of 30%.

The cost side at Omda comprises three main categories: cost of goods sold (COGS), other costs, and personnel expenses. These are expected to account for 5%, 15%, and 50% of revenue, respectively, to ensure a stable average 30% EBITDA margin.

COGS includes costs related to the resale of software that can be replaced with in-house software over time. This cost item has decreased from 11% in Q4-20 to 6.6% in Q4-23. With increased sales combined with ongoing measures to replace third-party solutions with own software, we will continue to approach the target of 5% during 2024.

Other costs are 15% for the quarter compared to 22% in the same quarter last year.

Personnel costs account for 60% in Q4-23 compared to 75% in Q4-22, which is a substantial improvement. However, further measures, primarily related to the use of external consultants, will be taken to fully reach and maintain the targeted average margin of 30% over time.

The use of consultants in large customer projects within LIMS and Emergency is the primary driver that has affected the personnel costs negatively. These projects have significant long-term value as they drive recurring revenues over the next decades. Hence, completing these projects with the use of consultants will create value. Most of them will conclude in 2024, significantly reducing the consultancy costs going forward. New projects will be staffed with internal resources mainly. Collectively, these measures are expected to reduce personnel costs to the target level of around 50% in 2024.

Based on the results for Q4-23 and planned measures, we maintain the target margin of 30% for the current business.

Working capital and cash conversion

We expect both working capital and cash flow from operations throughout the year to improve and normalise during 2024.

Acquisitions

Although the main priority in all business areas is to maintain organic growth at the current level in addition to achieving profitability and cash conversion targets, activity in the M&A area is high. During the fourth quarter of 2023, we refinanced our existing bond loan with a tap-issue of up to NOK 500 million. In addition, we have a cash reserve of NOK 120 million and expected cash flow from operations that give us the opportunity to make both small and large acquisitions. We will take action when terms and the subsequent business case display sufficient return.



“With income growth of 11% and a cost reduction of 25% in 2023, we are well positioned for positive profitability development in 2024.”

-Sverre Flatby, CEO

Income Statement - Omda AS, consolidated unaudited accounts

KNOK	Q4-23	Q4-22	2023 YTD	2022 FY*
License sales	4 214	2 666	10 351	12 327
Recurring Software Revenue	81 543	73 404	320 940	281 266
Professional Services	21 915	17 909	72 660	64 157
Other operating income	182	27	2 969	1 488
Hardware	912	3 641	6 507	8 919
Total Sales	108 765	97 647	413 426	368 158
Government grants R&D (Skattefunn)	425	366	1 646	1 498
Total Income	109 191	98 013	415 072	369 656
Cost of Goods and Services	7 214	9 741	32 010	33 380
Salary and personnel	65 557	73 952	255 522	251 584
Other cost	15 940	21 231	64 278	69 084
Restructuring cost		13 301		13 301
Sum Cost	88 711	118 225	351 810	367 349
EBITDA	20 480	-20 212	63 262	2 307
EBITDA-%	19%	-21%	15%	1%
Depreciation	1 223	1 039	4 586	3 790
EBITA	19 256	-21 251	58 676	-1 482
EBITA-%	18%	-22%	14%	0%
Amortisation of intangible assets	12 685	22 713	66 766	85 076
Impairment of intangible assets	0	3 891	-	3 891
Changed estimate **	-	-	-136 777	-
EBIT	6 572	-47 854	128 686	-90 449
EBIT-%	6%	-49%	31%	-24%
Interest expenses	-14 646	-10 773	-47 581	-37 198
Other net financials	8 691	-4 552	22 263	-8 684
Profit before tax	617	-63 178	103 369	-136 331
Taxes	-4 960	-4 458	-8 353	-4 733
Changed estimate useful life of intangible assets	-		7 372	
Net profit	5 577	-58 720	104 350	-131 598
Key ratios				
Capitalized R&D expenditure	12 882	10 389	40 736	35 777
CAPEX-%	11,8%	10,6%	9,9%	9,7%

* As presented in Annual Report of 2022 / ** Changes in estimate of useful life of intangible assets

Balance Sheet - Omda AS, consolidated unaudited accounts

NOK Thousand	31.12.23	31.12.22*
Customer Contract and IP	238 937	194 591
Intangible assets developed	203 316	100 205
Goodwill	65 187	77 216
Deferred Tax Asset	38 976	30 031
Total intangible assets	546 416	402 043
Fixed durable assets	9 217	9 138
Total tangible assets	9 217	9 138
Inventories	47	327
Accounts receivables	43 561	51 151
Other receivables	54 620	34 319
Cash and liquid assets	121 223	196 566
Current assets	219 451	282 362
Total assets	775 084	693 543
Share capital	2 097	2 097
Share premium reserve	103 160	26 677
Total equity	105 257	28 773
Deferred Tax	34 685	26 406
Bond Loan	477 483	494 426
Total long term liabilities	512 168	520 832
Accounts payable	18 029	11 502
Public duties payable	28 511	34 522
Other short term liabilities	111 119	97 915
Current liabilities	157 659	143 939
Total equity and liabilities	775 084	693 544

* As presented in Annual Report of 2022

Cash Flow - Omda AS, consolidated unaudited accounts

KNOK	2023 Q4	2022 Q4	2023 YTD	2022 FY*
Profit/(loss) before taxation	617	-63 178	103 369	-136 332
Net financial items	5 955	15 324	25 318	45 882
Depreciation and amortisation	13 908	27 642	-65 425	92 756
Cash earnings from operations	20 480	-20 212	63 262	2 308
Changes in accounts receivables	-8 587	-17 320	7 590	28 253
Changes in accounts payables	7 606	1 593	6 527	-7 971
Changes in other current receivables/liabilities	-2 813	20 467	-37 411	-16 222
Changes in prepayment from customers	5 130	-16 088	10 305	**
Changes in public duties payable	17 604	17 570	-6 011	10 391
Taxes	1 179	1 975	-1 640	-5 123
Cash flow from operating activities	40 599	-12 014	42 620	11 636
Capital Expenditure IP	-12 882	-10 389	-40 736	-35 777
Capital Expenditure other	-1 223	-1 010	-4 586	-6 077
Acquisitions	-	-	-	-20 122
Buy-back of shares	-9 156	-	-20 000	
Cash flow from investing activities	-23 261	-11 399	-65 322	-61 976
Dividend paid		-	-	-
Proceeds from new shares issue	-	-	-	-
Refinancing Expenditure (***)	-14 068		-14 068	
Change in Debt	-	-	-	-480
Net Interest	-8 124	-10 061	-41 019	-34 130
Cash flow from financing activities	-22 192	-10 061	-55 087	-34 610
Net change in cash and cash equivalents	-4 854	-33 474	-77 789	-85 015
FX adjustments	-2 478	-1 664	2 445	725
Cash and cash equivalents at start of the period	128 555	231 703	196 566	280 855
Cash and cash equivalents at end of the period	121 223	196 565	121 223	196 565

* As presented in Annual Report of 2022

** Included in "Changes in other current receivables/liabilities"

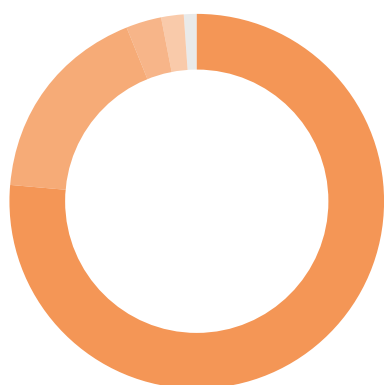
*** See Refinancing Expenditure Breakdown on page 14

**DISTRIBUTION OF SALES, PER COUNTRY**

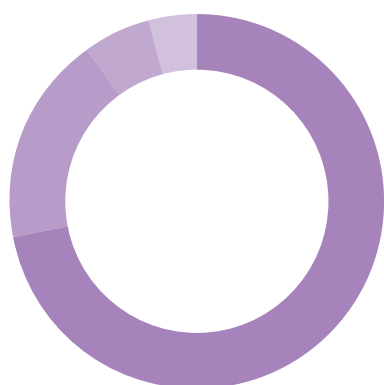
- Sweden 44%
- Norway 19%
- Rest of the world 17%
- Denmark 10%
- Finland 9%

**DISTRIBUTION OF SALES, PER BUSINESS AREA**

- Emergency 45%
- Connected Healthcare 13%
- LIMS 13%
- Woman & Child 12%
- Medical Imaging 7%
- Health Analytics 6%
- Medication Management 4%

**DISTRIBUTION OF SALES, PER INCOME TYPE**

- Recurring Revenue 78%
- Professional Services 18%
- Hardware Sales 3%
- License Sales 2%
- Other Income 1%

**EMPLOYEES PER Q4 2023 (TOTAL 283 FTE)**

- Nordics 72%
- Asia 18%
- Europe 4%
- Oceania 6%
- Americas 0%

Financial Review

These condensed interim financial statements are prepared in accordance with Norwegian Accounting Standard 11 Interim Financial Statements (NRS 11 Delårsregnskap). These condensed interim financial statements are unaudited and do not include all the information and disclosures required by the Norwegian Accounting Act and Generally Accepted Accounting Principles in Norway (NGAAP) for a complete set of financial statements, and should be read in conjunction with the Consolidated annual financial statements for the year ended 31 December 2022. A description of the significant accounting policies applied in preparing these condensed interim financial statements is included in Omda's Consolidated annual financial statements of 2022, available at omda.com/omda-investors.

RESULTS FOR THE FOURTH QUARTER 2023

Omda displayed 11% growth in reported income, measured in NOK, for the fourth quarter of 2023 compared to Q4-22, in spite of the sale of the Finnish scanner business in Q3. Reported EBITDA increased to 20.5 million (-20.2). The reported EBITDA-margin increased to 19% in Q4-23, from -21% in the same period of 2022. The improvement compared to the previous quarter is a consequence of continued organic growth combined with actions related to the margin-improvement programme that was initiated in Q4-22.

M&A

Omda did not acquire any new businesses in the quarter. The company focused on integration activities related to the last four acquisitions and growing the prospect list. We are maintaining and developing dialogues with potential new acquisition candidates and exploring alternatives for further divestment of non-strategic assets.

PROFIT AND LOSS ACCOUNT

Revenue

Total income in the fourth quarter of 2023 amounted to 109.2 million (98). Recurring revenue comprises 75% of total sales and grew 11% compared to Q4-22.

Recurring revenues continue to grow in accordance with expectations, while sale of new licenses, which by nature vary from quarter to quarter, was above the same quarter last year. Professional Services increased 22% compared to Q4-22, ending at 21.9 million (17.9).

Hardware sales came in below the same quarter last year, ending at 0.9 million (3.6). Hardware sales relate primarily to Business Area "Emergency".

Operating costs

Operating costs accumulated to 88.7 million in the fourth quarter (118.2). The decrease in operating costs relate to all cost groups, but in particular to salary and personnel expenses. Increased operational efficiency is the main goal of the group-wide margin-improvement programme, the implementation of which began in Q1-23.

COGS decreased markedly from Q4-22, ending at 7.2 million (9.7), a reflection of less hardware sales and the disposal of the Finnish scanner business in Q3-23. Gross margin remains well above 90% and continues to improve gradually, reaching 93% this quarter (90%). We aim to further reducing COGS going forward.

Personnel costs amounted to 65.6 million in the fourth quarter (74). The decrease compared with Q4-22 is primarily attributable to the margin-improvement programme initiated in Q4-22. At the end of the quarter, Omda employed 283 FTEs compared to 285 at the end of Q3-23 and 317 at the end of Q4-22. Consulting costs increased during the quarter and amounted to 3.2 MNOK, primarily linked to business areas Emergency and LIMS.

Other costs amounted to 15.9 million (21.2), a reduction resulting from overall cost consciousness throughout the organisation. Approximately 1 MNOK of these costs are related to external expertise used to assist with intercompany mergers and estimate changes of intangible assets, and as such non-recurring.

Capex is above our communicated level this quarter and amounted to 12.9 million in the fourth quarter (10.4), with a corresponding Capex-% of 11.8% (10.6%) of total sales for the quarter, and 9.9% year to date (9.7%).

EBITDA

Reported EBITDA was 20.5 million in the fourth quarter of 2023 (-20.2) with a corresponding EBITDA-margin of 19% (-21%).

EBIT

Amortisation of intangible assets amounted to 12.7 million in the quarter (22.7). EBIT ended at 6.6 million in Q4-23 compared with -47.9 in the same quarter last year.

Intangible assets are amortised over a period of 15 years, and Goodwill is amortised over a period of 10 years according to NRS.

Financials

Interest expenses amounted to 14.6 million (10.8) in the fourth quarter. The main reason for the increase is due to increasing Nibor, and a few days of double interest payment occurred when swapping the previous bond (Omda01PRO) with the bond issued in December 2023 (Omda02PRO). This is a one-time occurrence in Q4. Other financial items comprise agio/disagio related to transactions settled in other currencies than the reporting currency, and the valuation of assets and liabilities to be settled in other currencies than the reporting currencies. The latter is a calculated financial item and has no cash effect until settled. For this quarter, this item also includes call premium paid on Omda01PRO and selected other financial expenses linked to the refi.

Results

Profit before tax was 1 million in the fourth quarter of 2023 (-63.2).

FINANCIAL POSITION

Numbers in brackets relate to 31.12.2022.

Assets

Total non-current assets amounted to 555.6 million at the end of the fourth quarter 2023 (411.2). Intangible assets accounted for 546.4 million (402). The intangible assets mainly stem from the acquisitions made during the last seven years, in addition to in-house developed software (Capex) and deferred tax assets.

Current assets amounted to 219.5 million at the end of the quarter (282.4). Cash and cash equivalents amounted to 121.2 million (196.6).

Equity and liabilities

Omda had total booked equity of 105.3 million (28.8) of a total reported balance of 775.1 million (693.5) at the end of the quarter.

Equity reconciliation

According to updated NRS and NGAAP regulation, Omda performs an equity reconciliation per the end of each quarter. As part of the communicated share buy-back programme, Omda buys back its own shares and hold them in treasury. The FX adjustments relate to assets owned by Omda nominated in other currencies than NOK and originate from acquisitions. This is a calculated item with no cash effect.

	YTD 2023
OB 01.01.2023	28 773
Profit/(Loss) this period	104 354
Buy-back of shares	- 20 019
FX adjustments	- 7 848
CB 31.12.2023	105 257

Total liabilities amounted to 669.8 million at the end of the quarter (664.7), of which 157.7 million in current liabilities (143.9), and 512.2 million in long-term liabilities (520.8). The reason for the reduction in ST liabilities and increase in LT liabilities from the Q3 report is due to refinancing of OMDA01 PRO (due within a year) with OMDA02 PRO (five year tenor).

Share buy back

In Q1 this year, Omda started buying back its own shares for the purpose of using these shares as part of settlement for future acquisitions. The table below shows the transactions carried out per quarter until the end of Q4-23:

Quarter	Total transaction value (NOK)	Total number of Shares	Average share-price (NOK)
Q1 2023	1 957 497	52 712	37,1
Q2 2023	1 865 206	43 336	43,0
Q3 2023	7 040 287	179 446	39,2
Q4 2023	9 155 878	268 500	34,1
Total share buy back	20 018 868	543 994	36,8

CASH FLOW

Cash flow from operations

Cash earnings from operations were 20.5 million in the fourth quarter of 2023 (-20.2).

Cash flow from operating activities

Cash flow from operating activities were 40.6 million in the fourth quarter (-12).

Cash flow from investing activities

Cash flow from investing activities was negative 23.3 million for the quarter (-11.4), split between 12.9 million for development of IP (-10.4), and -1.2 million for purchase of property, plant, and equipment (-1), and buy-back of own shares -9.2 million (0).

Cash flow from financing activities

Cash flow from financing activities was -22.2 million for the period (-10.1), related to interest paid on OMDA01 PRO and refinancing expenditure related to OMDA02 PRO. 500 MNOK is outstanding on this bond, with a tap issue facility of an additional 500 MNOK.

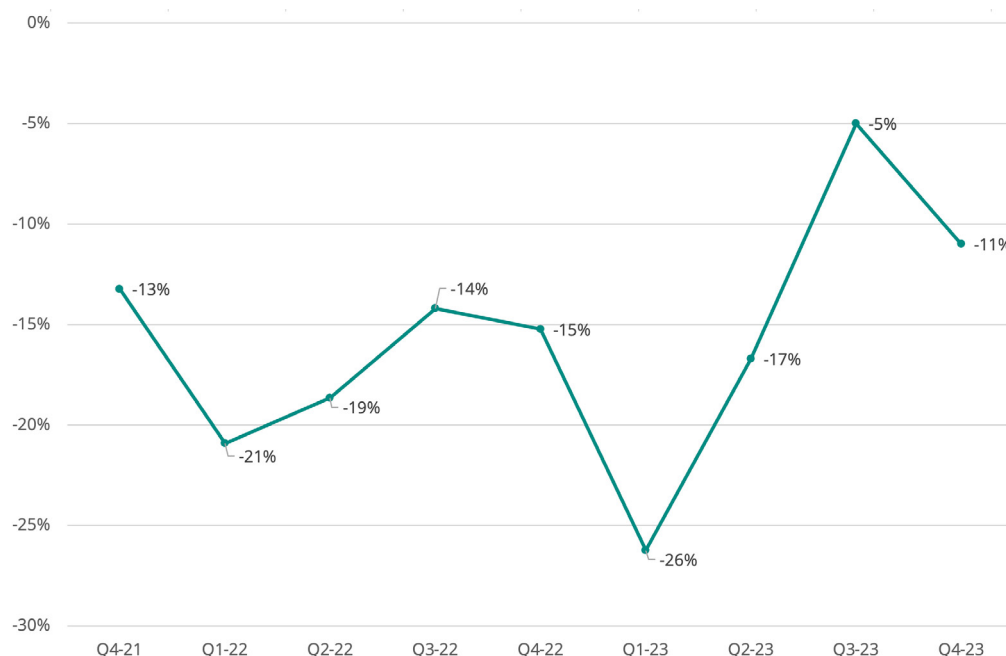
Proceeds from new bonds	294 250
Proceeds from new roll-over bonds	205 750
Principal amount repaid OMDA01 PRO	- 500 000
Call premium OMDA01 PRO	- 6 507
Fees advisors	- 7 561
Total	- 14 068

Cash and cash equivalents at the end of the fourth quarter amounted to 121.2 million (196.6).

Net Working Capital development

Omda has a communicated NWC target of -10% or better. The graph below shows the development in net working capital over the last two years (eight quarters) based on quarterly numbers.

The NWC has improved from the previous quarter, in line with our guidance, but behind our ambitions. We will increase our focus on all aspects of cash management going forward



ALTERNATIVE PERFORMANCE MEASURES (APMS)

Omda presents Alternative Performance Measures in the financial statements that are not defined under NGAAP. The Company believes that these measures provide useful supplementary information to investors and the Company's management as they provide supplemental information by adjusting for items that, in our view, do not give an indication of the periodic operating results or cash flows of Omda, or should be assessed in a different context than its classification according to its nature.

Financial APMs are intended to enhance comparability of the results and cash flows from period to period, and to better allow for evaluation of the Company's performance. Because not all companies calculate financial figures in the same way, these are not always comparable to measures used by other companies. These alternative performance measures are not intended to and should not replace those by NGAAP.

Omda APMs

EBITDA	Earnings Before Interest, Taxes, Depreciation and Amortisation.
EBITDA-margin	EBITDA in percent of total operating revenue
EBITA	Earnings Before Interest, Taxes and Amortisation.
EBIT	Earnings Before Interest and Taxes.
CapEx	Capitalised Expenditure, software development not opexed but transferred to the Balance Sheet as intangible assets
Recurring Revenue	Recurring revenue is the portion of Omda's revenue that is expected to continue in the future.

Organic Growth

Omda started to publish organic growth numbers in the third quarter of 2022. We apply the following principles when reporting organic growth:

- It is measured in local currency. We measure our Business Areas the same way and have a policy of not hedging FX. For information purposes we will also state the growth measured in our reporting currency, NOK.
- We are not including other income in the calculation. Such income is neither strategic (e.g., invoicing of freight cost) nor repeatable (like the sale of the Finnish OnBase/scanner business, booked as Other operating income).
- We exclude Hardware sales from the calculation. Such income is not a focus area for a software company like Omda.
- All the acquired businesses are now included in the calculations.
- In line with established portfolio practice, we use the same quarter in the previous year as the reference.

Based on the above assumptions, we calculate organic growth in Q4-23 vs Q4-22 to be 10% measured in local currency (15% measured in reported NOK numbers). The organic growth is a combination of increased recurring revenue in the quarter, boosted by both index escalators and new business, stronger license sales and high delivery activities resulting in increased professional services.

We continue to forecast organic growth to be 5-10% annually long term.

Key figures per Business Area	Sales	EBITDA	Capex	Organic Growth
Connected Healthcare	12 508	40%	9%	-3%
Health Analytics	6 438	-12%	0%	-10%
LIMS	15 903	13%	11%	21%
Medical Imaging	8 262	8%	14%	24%
Medication Management	3 898	34%	11%	-16%
Emergency	49 334	23%	7%	16%
Woman & Child	12 849	23%	0%	3%

Note: Organic growth is measured in local currency. Other income is excluded from the overview. EBITDA-numbers include proportionate allocation of common services. Sum of the parts may differ slightly from reported total due to rounding. Common Services cost allocated to business area Consulting Services is excluded from the above calculation. As previously announced, we will include this business area in the table from 2024.

FORWARD LOOKING STATEMENTS

Certain statements included in this report may be deemed to contain forward-looking information, including, but not limited to, information relating to forecasts, projections and estimates, statements of Omda management concerning plans, objectives and strategies, such as investments, divestments, other projects, cost reductions and profit objectives, margins, and growth rates. The report may include qualified statements such as “assumed”, “believed”, “expected”, “scheduled”, “targeted”, “planned” or similar.

Although we believe that the expectations reflected in such forward-looking statements are reasonable, they are based on information available at the time of the release of this report and such forward-looking statements are based on several assumptions and forecasts that, by their nature, involve risk and uncertainty, and actual results could differ materially from those indicated by these statements.

DECLARATION BY THE BOARD OF DIRECTORS AND CEO

We hereby confirm that, to the best of our knowledge, that the interim financial statements for the period from 1 April to 31 December 2023 have been prepared in accordance with NGAAP, and that the information in the financial statements gives a true and fair view of the Group's assets, liabilities, financial position, and profit & loss taken as a whole.

We also confirm that, to the best of our knowledge, the interim report for the fourth quarter gives a true and fair view of important events in the accounting period and their influence on the interim report for the quarter, as well as the principal risks and uncertainties facing the business in the next accounting period.

The Board of Directors of Omda AS, Oslo, 29 February 2024

Åse Aulie Michelet
Chair of the Board

Marianne Elisabeth Johnsen
Vice-Chair

Gunnar Bjørkavåg
Director

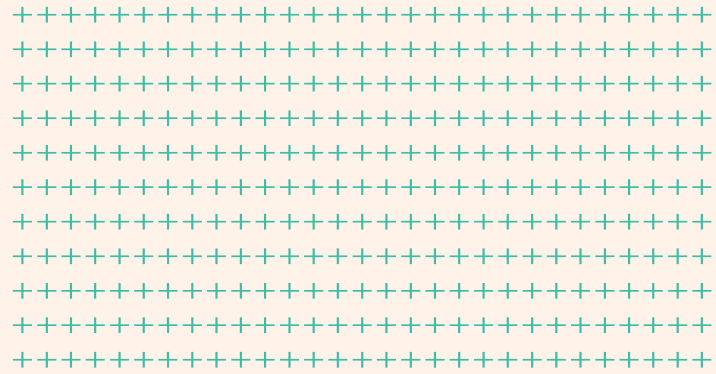
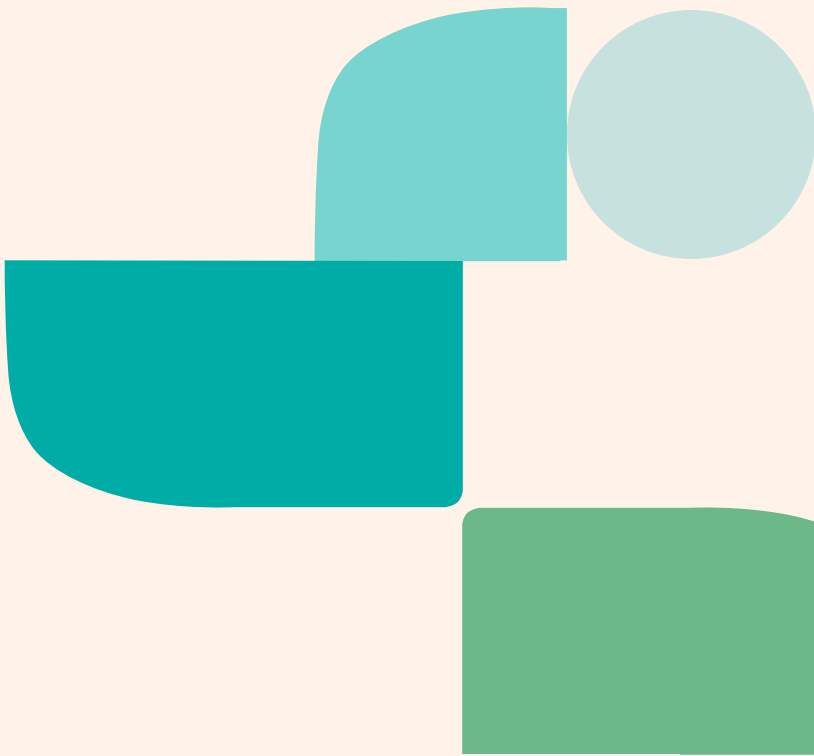
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