

NORDHAVEN QUARTERLY SOFTWARE REPORT

Inclusion criteria

Target geographies



Target company must have the **majority of operations** in the Nordics

Proprietary

SaaS

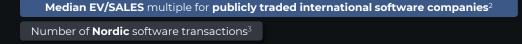
Software

Data acquisition and market intelligence





- Nordhaven identified 32 software transactions in Q1 2025 in the Nordic region. This is the same number of identified transactions as during Q4 2024 but an 14% increase from Q1 2024.
- Denmark was the most active country in terms of deal volume, followed by Sweden and Norway.
- Deal volume in the last twelve months (Q2 2024 Q1 2025) counts 118 transactions, a small increase from 117 transactions in Q2 2023 Q1 2024.
- Despite Q1 2025 showing continued strong interest in Nordic SaaScompanies, recent macroeconomic events may provide uncertainty to transaction volume going forward.
- During Q1 2025, approximately 75% were acquired by private equity, either as platforms or add-ons. The remaining 25% were acquired by trade buyers.
- Listed international software companies are trading at EV/Sales 2025e of 7.1x, a slight decrease from 7.4x in Q4 2024. Listed Nordic software companies are trading at EV/Sales 2025e of 3.3x, a decrease from 3.6x in Q4 2024.







- Private equity buyers (including platform and add-on acquisitions) represented 75% of the deal volume in Q1 2025, a slight decrease from ~78% deal volume in Q4 2024.
- In Q1 2025, Denmark built upon its strong deal momentum with 14 transactions. Norway and Finland both saw a decrease, while Sweden remained steady at 7 transactions.
- Nordic buyers' share of total transaction volume increased significantly from 54% in Q4 2024 to 66% in Q1 2025. North American buyers comprised 19% of the deal volume in Q1 2025, a slight increase from levels observed in Q4 2024. Transactions involving other European buyers totaled at 5 in Q1 2025, a significant decrease from 9 transactions in Q4 2024.





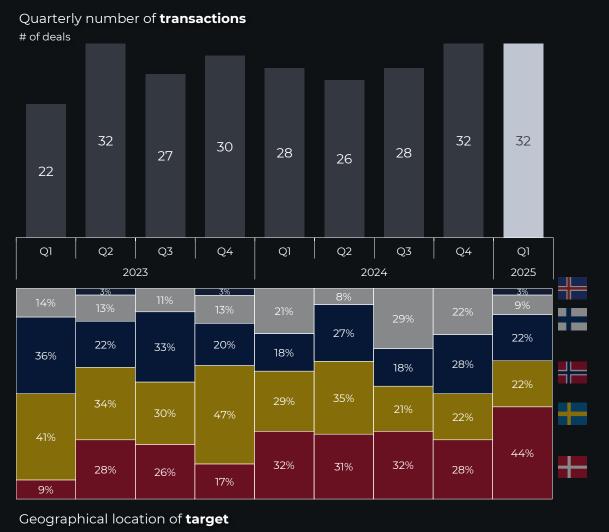




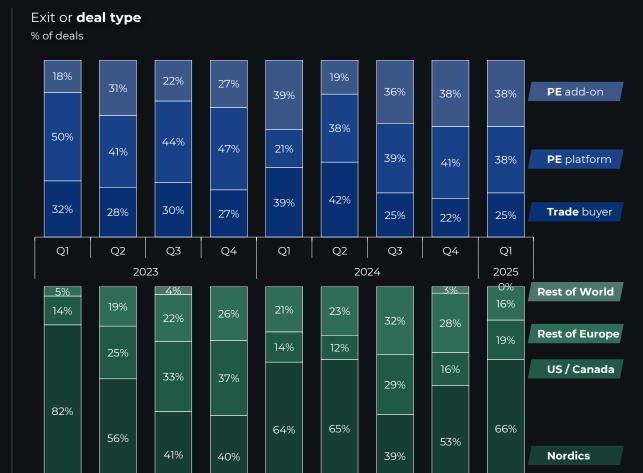


NORDIC SOFTWARE TRANSACTIONS

Quarter-over-Quarter (QoQ) development Q1 2023 – Q1 2025



% of deals



Acquirer's region

% of deals



SELECTED TRANSACTIONS DURING Q1 2025

See appendix 1 for full Q1 2025 selection

Target		Description	Revenues 2023 ¹ (EUR	m)	Seller	Acquirer	
Fortnox	+	Supplier of web-based business systems for companies, associations and accounting firms		156	Listed	EQT	+
t Trackuniť	+	Provides am integrated platform enabling construction professionals to increase efficiency		// 149	GRO.", *Hg	Goldman Sachs	
② Admincontrol	#	Offers a smart and secure collaboration platform for decisionmakers		36	► VISMA	EURONEXT	
Centuri	+	Provider of engineering, intelligence and cyber security	3		Private	M. MONTERRO	+
on √ isit	#	Delivers a visiting system for medium and large enterprises	2		Private	≫ VISMA	#
•1 resights	+	Gathers al necessary data for construction companies in one platform	N/A		Private	Standout & Capital	+
BLUESTAR PLM® PLM inside Dynamics 365	+	Independent software vendor and Microsoft partner	N/A		Private	VOLPI	4 6
LIFA	+	Provides solutions for land measurement, data and analysis	N/A		LIFA	Geomatikk	#

SELECTED NORDIC SOFTWARE DE-LISTING MULTIPLES

Backward-looking multiples in recent public take-over bids in the Nordics

Target	Description	Exit multiple ¹ (EV/SALES)	D	ate Premiur	m ² Acquirer	
Fortnox	SaaS company that develops, sells and delivers cloud-based software for business administration for SMEs		34.7 x Q1	2025 38.8%	EGT	+
≥ momentum	SaaS company that develops, sells, and implements cloud-based systems for property management and energy	14.8x	Q2	2022 +71.4%	🎢 Aareon	
EcoOnline		8.5x	Q2	2022 +68.5%	Apax	
PENN30°	Provides a platform for signing and KYC workflow	5.8x	Q4	2024 +109.9%	→ VISMA	+
MERCELL	Norway-based provider of e-tendering SaaS-solutions	5.6x	Q2	2022 +109.7%	THOMABRAVO	
volue 🗧	Norway-based business software and solutions for the energy, power grid and infrastructure markets	4.0x	Q3	2024 +50.5%	40 generation_ Advent International	
efecte (Finland-based IT Service Management software provider	3.9x	Ql	2024 +90.8%	MATRIX42 ³	
CODEMILL	Develops, sells and delivers cloud-based vide editing and media management solutions fo the media and entertainment industry		Ql	2025 53.3%	ATELIERE	distriction of the second of t
PLAY MAGNUS GROUP OF COMPANIES	Norway-based provider of chess training app	2.9x	Q3	2022 +28.5%	Chess. com	#
HOUSE OF CONTROL	Norway-based company providing Contract Management Software and IFRS 16 Software for businesses in Europe		Q3	2022 +60.0%	◇ VISM∧	#
Heeros	Provider of financial management software	2.6x	Q4	2024 +51.6%	accoun+or	
	Media	4.0x				
	Meai	8.1x				



Large cap (EV >500 EURm)





Mid cap (EV 200–500 EURm)

Company			EV/Sales ¹			EV/EBITDA ^{1,2}			Sales Growth (YoY)			EBITDA (%)		
		EUR million	2024 a	2025 e	2026 e	2024 a	2025 e	2026 e	2024 a	2025 e	2026 e	2024 a	2025 e	2026 e
F-Secure.		474	3.2x	3.1x	3.0x	9.0x	8.9x	8.3x	12%	4%	5%	36%	35%	36%
lime₽	+	422	6.7x	5.9x	5.2x	21.7x	18.9x	16.1x	19%	14%	13%	31%	31%	32%
C BRAIN	+	418	11.6x	9.9x	7.9x	27.6x	26.7x	20.2x	12%	18%	24%	42%	37%	39%
SmartCraft BEITER DIGITAL TOOLS	#	382	8.5x	7.4x	6.7x	23.6x	20.1x	16.4x	27%	14%	12%	36%	37%	41%
]pexip[#	330	3.4x	2.9x	2.6x	18.2x	11.6x	9.5x	13%	14%	11%	18%	25%	28%
§ admɪcom		263	7.4x	6.7×	6.0x	22.0x	19.6x	15.6x	4%	10%	12%	34%	34%	38%
Median (mid cap)		400	7.0x	6.3x	5.6x	21.8x	19.2x	15.8x	13%	14%	12%	35%	35%	37 %

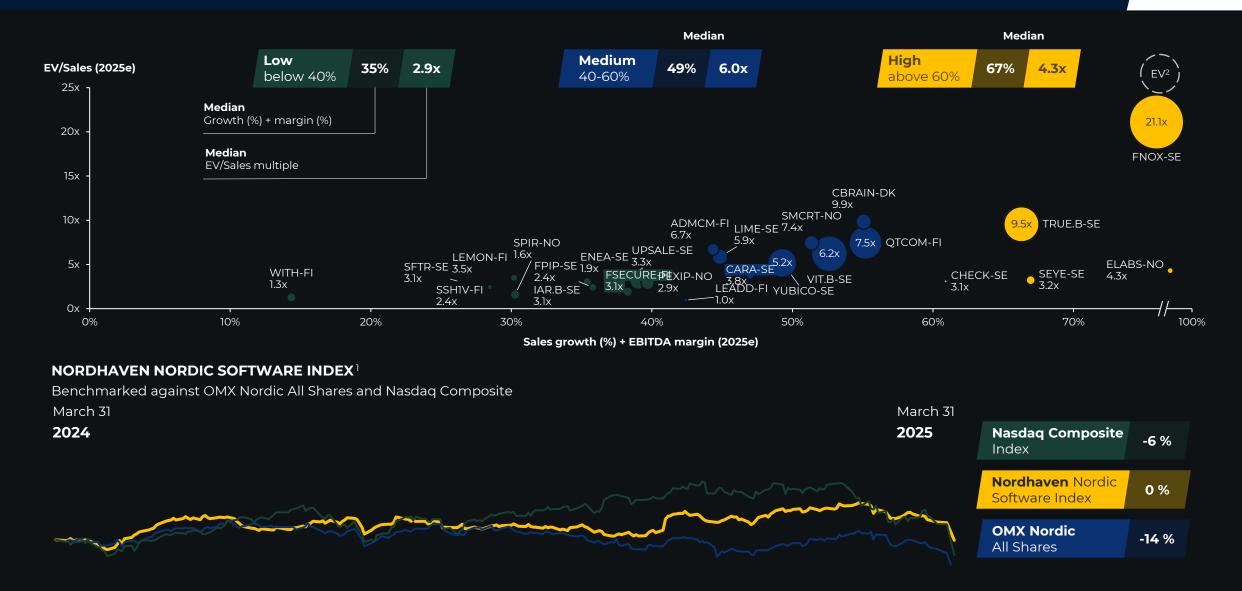
Small cap (EV <200 EURm) (1/2)

EUR million 2024a 2025e 2026e 2024a 2025e 2026e 2024a 2025e 2026e	2024 a 2025 e 2026 e
♦ Spir 172 1.6x 1.5x 15.7x 7.7x 6.9x 8% 10% 5%	11% 21% 22%
ENEA 168 2.0x 1.9x 1.8x 6.4x 5.8x 5.3x -1% 5% 6%	31% 33% 34%
V / T H ° () 162 1.4x 1.3x 1.2x NM 22.4x 13.5x 6% 9% 9%	-1% 6% 9%
157 4.8x 3.2x 1.6x NM 17.8x 3.5x 17% 49% 100%	-23% 18% 47%
SYSTEMS 135 3.0x 3.1x 3.1x 10.0x 8.3x 8.8x 6% -1% -2%	30% 37% 35%
Formpipe. 129 2.6x 2.4x 2.2x 13.4x 9.2x 7.4x 1% 10% 10%	20% 26% 30%
## CARASEUT 119 4.7x 3.8x 3.2x 16.8x 11.6x 12% 25% 16%	7% 22% 28%
lemonsoft	26% 26% 28%

Small cap (EV <200 EURm) (2/2)

Company		EV EUR million	EV/Sales ¹				EV/EBITDA ^{1,2}			Sales Growth (YoY)			EBITDA (%)		
		EUR MIIIION	2024 e	2025 e	2026 e	2024 e	2025 e	2026 e	2024 e	2025 e	2026 e	2024e	2025 e	2026 e	
Omda	#	102	2.7x	NM	NM	18.8x	NM	NM	3%	NA	NA	14%	NA	NA	
elliptic labs	#	79	6.8x	4.3x	3.0x	89.7x	10.9x	6.1x	93%	59%	45%	8%	39%	49%	
⋰∵SSH		61	2.8x	2.4x	2.1x	43.1x	15.7x	12.2x	9%	13%	18%	6%	16%	17%	
upsales	+	50	3.8x	3.3x	2.8x	16.8x	13.3x	11.8x	0%	13%	19%	22%	25%	24%	
ን LeadDesk	•	39	1.2x	1.0x	0.9x	8.3x	5.8x	4.9x	8%	25%	6%	15%	17%	19%	
© checkin .com	+	28	3.9x	3.1x	2.5x	25.0x	9.0x	6.4x	-20%	26%	25%	16%	34%	38%	
	+	18	3.5x	3.1x	2.7x	NM	24.2x	15.5x	15%	13%	16%	0%	13%	17%	
Median (small ca	၁)	103	3.3x	3.1x	2.3x	16.3x	12.1x	8.1x	8%	13%	13%	13%	24%	28%	
Median (all Nordi	c)	165	3.9x	3.3x	3.0x	21.2x	15.7x	11.9x	12%	14%	13%	21%	31%	34%	

EV/SALES valuation (2025e) correlation to sales growth + EBITDA margin (2025e)



SELECTED PUBLICLY TRADED INTERNATIONAL SOFTWARE COMPANIES

(1/2)

Company	HQ	EV			EV/Sales ^{1,2}			EV/EBITDA ^{1,2}		Sales	s Growth	(YoY)	E	EBITDA (%	6)
	EUR billion	EUR billion		2024 a	2025 e	2026 e	2024 a	2025 e	2026 e	2024 a	2025 e	2026 e	2024 a	2025 e	2026 e
Microsoft		2	2,626	11.6x	10.3x	9.0x	21.5x	18.5x	16.3x	16%	13%	14%	54%	55%	55%
ORACLE		448		8.5x	7.4x	6.3x	15.7x	14.1x	11.7x	8%	15%	18%	54%	52%	54%
SAP		288		8.4x	7.5x	6.7x	30.3x	24.8x	21.1x	10%	12%	12%	28%	30%	32%
salesforce		240		6.8x	6.4x	5.8x	19.6x	15.3x	14.0x	9%	8%	9%	35%	42%	42%
ıntuıt.		165		11.0x	9.7x	8.7x	38.4x	23.7x	20.8x	13%	12%	12%	29%	41%	42%
A Adobe		155		7.8x	7.1x	6.5x	19.1x	14.4x	13.2x	11%	9%	10%	41%	49%	49%
servicenow		150		14.8x	12.5x	10.5x	88.7	x 35.1x	28.7x	22%	19%	19%	17%	36%	36%
CONSTELLATION SOFTWARE INC.		65		7.3x	5.9x	5.0x	27.5x	22.2x	18.8x	22%	23%	18%	27%	27%	27%
workday.		54		6.9x	6.1x	5.4x	71.1x	19.2x	16.0x	17%	13%	13%	10%	32%	34%
AUTODESK.		53		9.4x	8.3x	7.5x	36.5x	21.6x	19.5x	12%	13%	11%	26%	38%	38%



SELECTED PUBLICLY TRADED INTERNATIONAL SOFTWARE COMPANIES

(2/2)

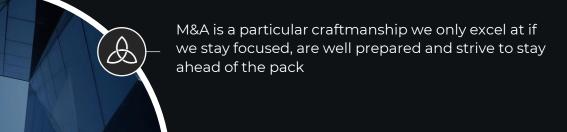




What we believe in

B

B



We admire founders and love technology – that is also our own heritage

We seek added value for our clients through identifying and arguing for strong business logic and strategic rationale in the deals that we advise

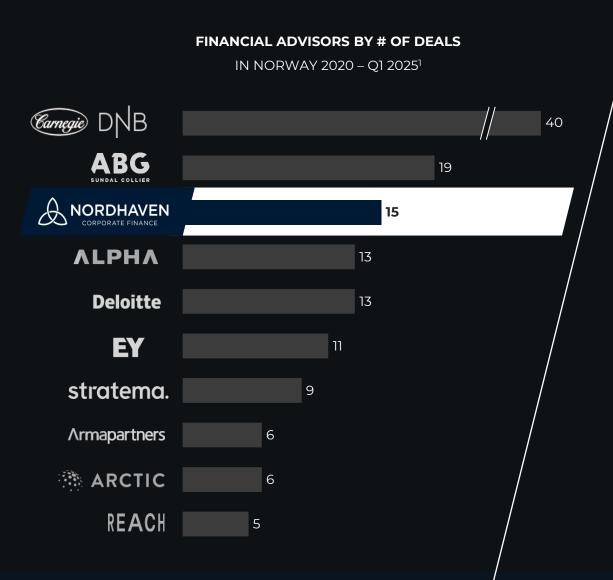
~10 +250 +25
Professionals Transactions advised Years in the market

Core sector expertise



A LEADING SOFTWARE M&A SPECIALIST IN NORWAY

SELECTED RECENT TECH DEALS





Advisor to

Teleplan

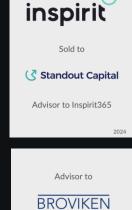
In the acquisition of

Neptune Software

Triton

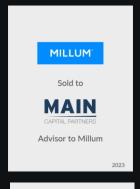
Advisor to Neptune Software

2023















APPENDIX 1: LIST OF IDENTIFIED NORDIC SOFTWARE TRANSACTIONS Q1 2025 (1/2)

Target company	Target country	Bidder	Sponsor	Bidder geography	Month ¹	Deal type
Fortnox AB	Sweden	EQT AB; First Kraft AB		Nordics	March	PE - Platform
Saarni Cloud Oy	Finland	VIA Equity A/S		Nordics	March	PE - Platform
Dimaps ApS	Denmark	Progrits AB; Adressmaster Intressenter AB	Axcel Management A/S	Nordics	March	PE - Add-on
E-boks A/S	Denmark	Catacap Management ApS		Nordics	March	PE - Platform
Admincontrol AS	Norway	Euronext NV		Rest of Europe	March	Trade buyer
CUBS A/S	Denmark	ESG Global Ltd		Rest of Europe	March	Trade buyer
Safestate	Sweden	Eyeonid Group AB		Nordics	March	Trade buyer
Resights ApS	Denmark	Standout Capital		Nordics	March	PE - Platform
MeetButter ApS	Denmark	RealtimeBoard Inc	Iconiq Capital	US / Canada	March	PE - Add-on
Codemill AB	Sweden	Ateliere Creative Technologies Inc		US / Canada	March	Trade buyer
Jotta AS	Norway	Telenor		Nordics	January	Trade Buyer
RoQC Data Management AS	Norway	Hawk Infinity Software AS		Nordics	February	PE - Platform
NOVORENDER AS	Norway	Procore Technologies, Inc.	D1 Capital Partners	US / Canada	February	PE - Add-on
LeaseCloud AB	Sweden	3Step IT Group Oy	Finnish Industry Investment	Nordics	February	Trade buyer
Dynamicweb Software A/S	Denmark	SignUp Software AB	Insight Venture	Nordics	February	PE - Add-on
Baze Technology AS	Norway	Hawk Infinity Software AS		Nordics	February	PE - Platform
Gaia Public Transport	Sweden	Axentia Technologies AB	Adelis Equity Partners	Nordics	February	PE - Add-on
	Fortnox AB Saarni Cloud Oy Dimaps ApS E-boks A/S Admincontrol AS CUBS A/S Safestate Resights ApS MeetButter ApS Codemill AB otta AS ROQC Data Management AS NOVORENDER AS LeaseCloud AB Dynamicweb Software A/S Baze Technology AS	Fortnox AB Saarni Cloud Oy Dimaps ApS E-boks A/S Admincontrol AS CUBS A/S Denmark CuBS A/S Denmark Cafestate Resights ApS MeetButter ApS Codemill AB Otta AS ROQC Data Management AS Norway NOVORENDER AS Denmark Codemicweb Software A/S Denmark Denmark Denmark Norway Denmark Norway Denmark Denmar	Fortnox AB Sweden EQT AB; First Kraft AB Saarni Cloud Oy Finland VIA Equity A/S Denmark Progrits AB; Adressmaster Intressenter AB E-boks A/S Denmark Catacap Management ApS Admincontrol AS Norway Euronext NV CUBS A/S Denmark ESG Global Ltd Safestate Sweden Eyeonid Group AB Resights ApS Denmark RealtimeBoard Inc Codemill AB Sweden Ateliere Creative Technologies Inc Otta AS Norway Telenor ROQC Data Management AS Norway Norway Procore Technologies, Inc. ReaseCloud AB Sweden SignUp Software AB Realtime AB Suppose AB Resight Software AS Norway Rough SignUp Software AB ResignUp Software AS Rough SignUp Software AS ResignUp Software AS Resignum Street AB Resign	Fortnox AB Sweden EQT AB; First Kraft AB Saarni Cloud Oy Finland VIA Equity A/S Schoks A/S Denmark Progrits AB; Adressmaster Intressenter AB Axcel Management A/S Schoks A/S Denmark Catacap Management ApS Admincontrol AS Norway Euronext NV CUBS A/S Denmark ESG Global Ltd Safestate Sweden Eyeonid Group AB Resights ApS Denmark Standout Capital MeetButter ApS Denmark RealtimeBoard Inc Iconiq Capital Codemill AB Sweden Ateliere Creative Technologies Inc Otta AS Norway Telenor ROQC Data Management AS Norway Hawk Infinity Software AS ROVORENDER AS Norway Procore Technologies, Inc. D1 Capital Partners ReaseCloud AB Sweden SignUp Software AB Insight Venture ReaseZer Technology AS Norway Hawk Infinity Software AS	Fortnox AB Sweden EQT AB; First Kraft AB Nordics Saarni Cloud Oy Finland VIA Equity A/S Nordics Dimaps ApS Denmark Progrits AB; Adressmaster Intressenter AB Axcel Management A/S Nordics E-boks A/S Denmark Catacap Management ApS Nordics Admincontrol AS Norway Euronext NV Rest of Europe CUBS A/S Denmark ESG Global Ltd Rest of Europe Safestate Sweden Eyeonid Group AB Nordics Resights ApS Denmark Standout Capital Nordics Resights ApS Denmark RealtimeBoard Inc Iconiq Capital US / Canada Codemill AB Sweden Ateliere Creative Technologies Inc US / Canada COCQC Data Management AS Norway Procore Technologies, Inc. D1 Capital Partners US / Canada ReseCloud AB Sweden Step IT Group Oy Finnish Industry Investment Nordics Researe Technology AS Norway Hawk Infinity Software AB Insight Venture Nordics Researe Technology AS Norway Hawk Infinity Software AB Insight Venture Nordics Nordics	Fortnox AB Sweden EQT AB; First Kraft AB Nordics March Saarni Cloud Oy Finland VIA Equity A/S Nordics March Oimaps ApS Denmark Progrits AB; Adressmaster Intressenter AB Axcel Management A/S Nordics March Oimaps ApS Denmark Catacap Management ApS Nordics March March Oimaps ApS Denmark Catacap Management ApS Nordics March Oimaps ApS Denmark Catacap Management ApS Nordics March Oimaps ApS Denmark Catacap Management ApS Norway Euronext NV Rest of Europe March Oimaps ApS Denmark Catacap Management ApS Rest of Europe March Oimaps ApS Denmark Catacap Management ApS Rest of Europe March Oimaps ApS Denmark Catacap Management ApS Rest of Europe March Oimaps ApS Denmark Catacap Management AB Nordics March Oimaps ApS Denmark Catacap Management AB Nordics March Oimaps ApS Denmark Catacap Management AB Norway Telenor Iconiq Capital US / Canada March Oita AS Norway Telenor Norway Telenor Nordics January Oita AS Norway Procore Technologies Inc. Di Capital Partners US / Canada February Oiynamicweb Software A/S Denmark SignUp Software AB Insight Venture Nordics February Oiynamicweb Software A/S Denmark SignUp Software AB Insight Venture Nordics February Oiynamicweb Software A/S Norway Hawk Infinity Software AB Insight Venture Nordics February Oiynamicweb Software A/S Norway Hawk Infinity Software AB Insight Venture Nordics February Oiynamicweb Software A/S Norway Hawk Infinity Software AB Norway Nordics February Oiynamicweb Software A/S Norway Hawk Infinity Software AB Norway Nordics February Oiynamicweb Software A/S Norway Hawk Infinity Software AB Norway Nordics February Oiynamicweb Software A/S Norway Hawk Infinity Software AS Norway Nordics February Oiynamicweb Software A/S Norway Hawk Infinity Software AS Norway Nordics February Oiynamicweb Software A/S Norway Hawk Infinity Software AS Norway Nordics February Oiynamicweb Software A/S Norway Hawk Infinity Software AS Norway Nordics February Oiynamicweb Software A/S Norway Hawk Infinity Software AS Norway Nordics February Oiynamicweb Software A/S Norway Hawk Infinity Software



APPENDIX 1: LIST OF IDENTIFIED NORDIC SOFTWARE TRANSACTIONS Q1 2025 (2/2)

#	Target company	Target country	Bidder	Sponsor	Bidder geography	Month ¹	Deal type
18	Valitor A/S	Iceland	Market Pay SAS	AnaCap	Rest of Europe	February	PE - Add-on
19	Storebuddy ApS	Denmark	Ageras A/S	Swedbank Robur / Investcor Holdings	^{rp} Nordics	February	PE - Add-on
20	Triplan Oy	Finland	Hawk Infinity Software AS		Nordics	February	PE - Platform
21	Adaptive AS	Norway	Visma AS	HG Capital	Nordics	February	Trade buyer
22	Nexta ApS	Denmark	Adzerk Inc	Fulcrum Equity Partners	US / Canada	February	PE - Add-on
23	Symplify Technologies AB	Sweden	Hawk Infinity Software AS		Nordics	February	PE - Platform
24	Trackunit A/S	Denmark	Goldman Sachs Alternative Investments		US / Canada	February	PE - Platform
25	Chisa A/S	Denmark	Hantverksdata Norden Holding AB	EQT / Adelis	Nordics	February	PE - Add-on
	Commercial Banking Applications AS	Norway	United Fintech Group Ltd		Rest of Europe	February	Trade buyer
27	Centuri AB	Sweden	Monterro Software Investment AB		Nordics	January	PE - Platform
28	Autoinnovation ApS	Denmark	Standout Capital		Nordics	January	PE - Platform
29	PDM Technology ApS	Denmark	Volpi Capital LLP		Rest of Europe	January	PE - Platform
30	Klevu Oy	Finland	B7 Interactive LLC	PSG Equity	US / Canada	January	PE - Add-on
31	LIFA Digital A/S	Denmark	Geomatikk AS	HG Capital	Nordics	January	PE - Add-on
32	SameSystem AS	Denmark	ECIT AS	TowerBrook	Nordics	January	PE - Add-on



APPENDIX 2: COMPANIES PLOTTED ON REGRESSION

(1/2)

Ticker	Company	Listed country	Short description
FNOX-SE	Fortnox AB	Sweden	Provides Internet based programs for businesses
VIT.B-SE	Vitec Software Group AB	Sweden	Develops and delivers software solutions
YUBICO-SE	Yubico AB	Sweden	Wholesales computers and software
QTCOM-FI	Qt Group Plc	Finland	Develops software tools
TRUE.B-SE	Truecaller AB	Sweden	Develops and operates a mobile application for verifying contacts and blocking unwanted communication
FSECURE-FI	F-Secure Oyj	Finland	Provides consumer and cyber security services
CBRAIN-DK	cBrain A/S	Denmark	Provides information technology services
LIME-SE	Lime Technologies AB	Sweden	Develops customer relationship management systems
SMCRT-NO	SmartCraft ASA	Norway	Provides SaaS solutions to SME's in the construction sector
PEXIP-NO	Pexip Holding ASA	Norway	Offers video conferencing platform and digital infrastructure
ADMCM-FI	Admicom Oyj	Finland	Develops and delivers enterprise resource planning systems for the building services engineering, energy and construction sectors and the industry
SEYE-SE	Smart Eye AB	Sweden	Develops and sells products for eye tracking
ENEA-SE	Enea AB	Sweden	Develops software for telecommunication and cyber security
SPIR-NO	Spir Group ASA	Norway	Operates as a holding company whose subsidiaries provides digital solutions based on real-estate data and critical software



APPENDIX 2: COMPANIES PLOTTED ON REGRESSION

(2/2)

Ticker	Company	Listed country	Short description
IAR.B-SE	IAR Systems Group AB	Sweden	Provides software development services for programming of processors
WITH-FI	WithSecure Corporation	Finland	Provides internet and mobile security software
CARA-SE	Carasent ASA	Sweden	Develops cloud-based EHR and platform solutions for health sector
LEMON-FI	Lemonsoft Oyj	Finland	Develops enterprise resource planning software for small and medium-sized companies
FPIP-SE	FormPipe Software AB	Sweden	Provides and develops software products and solutions to capture, structure, and distribute information flows
ELABS-NO	Elliptic Laboratories ASA	Norway	Manufactures virtual security sensors for laptops, computers and hardware devices
PENNEO-DK	Penneo A/S	Denmark	Offers digital signature software that helps companies to manage and to automate their signing processes
SSH1V-FI	SSH Communications Security Oyj	Finland	Provides security software solutions
UPSALE-SE	Upsales Technology AB	Sweden	Develops and sells cloud-based software for companies to streamline sales and marketing processes
LEADD-FI	LeadDesk Oyj	Finland	Develops intelligent software for sales and customer services
CHECK-SE	Checkin.com Group AB	Sweden	Provides software solutions to connect with brands and service online
SFTR-SE	Safeture AB	Sweden	Provides mobile-based security services





Questions regarding this report can be directed to one of the following team members

