

Demant

Consensus estimates collected after Annual Report 2020, 9 February 2021

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Comments

The consensus estimates are based on 16 inputs but note that:

- Half-year P&L estimates for the Group are based on 12 inputs.
- Half-year P&L estimates for Hearing Healthcare and Communications are based on 10 inputs. In some instances, we have received revenue estimates for the two segments separately but without accompanying EBIT-estimates. These estimates are excluded to ensure an equal number of inputs of the top- and bottom line.
- Half-year estimates for other Group metrics (cash flow, share buybacks and net debt) are based on 4-8 inputs.

Instructions

N/A

Notes to consensus estimates:

¹ Calculated based on reported estimates i.e. not reported itself.

² Definition of EPS: Net profit excl. non-controlling interests/average number of shares outstanding excl. treasury shares.

³ Net interest-bearing debt is calculated as the sum of finance lease debt, debt to credit institutions etc., short-term bank facilities etc. and overdraft less interest-bearing receivables and cash.

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(16 responding analysts - all estimates based on simple averages)

Hearing Healthcare P&L (DKK million)	H1 2020	H2 2020	FY 2020	H1 2021			H2 2021			FY 2021			FY 2022	FY 2023	FY 2024	FY 2025
	Actual	Actual	Actual	Cons	High	Low	Cons	High	Low	Cons	High	Low	Cons	Cons	Cons	Cons
Hearing Aids	2,937	3,886	6,823	3,950	4,209	3,803	4,554	4,954	4,251	8,539	8,802	8,161	9,221	9,741	10,368	10,959
Hereof sales to Hearing Care	465	657	1,122	647	691	609	759	838	698	1,406	1,470	1,325	1,513	1,598	1,708	1,808
Hereof sales to external customers	2,472	3,229	5,701	3,289	3,552	3,112	3,806	4,116	3,536	7,139	7,354	6,809	7,692	8,118	8,602	9,078
Hearing Care	2,154	3,310	5,464	3,185	3,376	2,990	3,874	4,152	3,575	7,029	7,307	6,763	7,567	8,030	8,516	9,022
Hearing Implants	246	277	523	293	322	245	343	396	294	633	696	539	749	849	961	1,072
Diagnostics	660	815	1,475	711	770	666	870	909	838	1,588	1,642	1,505	1,693	1,788	1,873	1,971
Revenue	5,532	7,631	13,163	7,478	7,731	7,124	8,893	9,230	8,383	16,389	16,772	15,821	17,701	18,785	19,952	21,143
Growth ¹	-25%	0%	-12%	35.2%			16.5%			24.5%			8.0%	6.1%	6.2%	6.0%
Organic growth	-27%	2%	-13%	38.4%	46.2%	32.0%	17.0%	20.9%	10.7%	25.8%	28.4%	23.6%	7.4%	5.2%	5.3%	5.2%
Acquisitive growth	2%	2%	1.4%	1.4%	2.2%	0.4%	1.2%	1.8%	0.0%	1.2%	1.8%	0.7%	0.8%	0.8%	0.7%	0.7%
Foreign exchange impact including hedging	0%	-3%	-1%	-3.3%	-1.9%	-5.6%	-1.2%	-0.2%	-2.7%	-2.1%	-1.1%	-3.3%	-0.1%	0.0%	0.0%	0.0%
Production costs	-1,532	-1,948	-3,480	-1,871	-1,674	-2,029	-2,072	-1,832	-2,284	-3,973	-3,506	-4,313	-4,243	-4,475	-4,699	-4,957
Gross profit	4,000	5,683	9,683	5,607	5,829	5,415	6,821	7,398	6,305	12,416	12,965	11,833	13,458	14,310	15,253	16,186
Gross margin ¹	72.3%	74.5%	73.6%	75.0%			76.7%			75.8%			76.0%	76.2%	76.4%	76.6%
Research and development costs	-540	-552	-1,092	-568	-540	-670	-607	-574	-671	-1,174	-1,127	-1,341	-1,246	-1,311	-1,391	-1,461
Distribution costs	-3,311	-3,310	-6,621	-3,481	-3,225	-3,617	-4,049	-3,745	-4,521	-7,523	-6,970	-7,967	-8,118	-8,599	-9,116	-9,643
Administrative expenses	-376	-435	-811	-424	-378	-453	-467	-453	-506	-893	-850	-956	-938	-981	-1,022	-1,069
OPEX	-4,227	-4,297	-8,524	-4,473	-4,222	-4,587	-5,123	-4,805	-5,666	-9,584	-9,026	-10,063	-10,282	-10,861	-11,486	-12,123
Share of profit after tax, associates and joint ventures	13	39	52	22	38	15	32	45	23	50	83	0	51	53	62	65
EBIT	-214	1,425	1,211	1,156	1,360	918	1,730	1,911	1,527	2,877	2,993	2,784	3,223	3,498	3,823	4,122
EBIT margin ¹	-3.9%	18.7%	9.2%	15.5%			19.5%			17.6%			18.2%	18.6%	19.2%	19.5%

Communications P&L (DKK million)	H1 2020	H2 2020	FY 2020	H1 2021			H2 2021			FY 2021			FY 2022	FY 2023	FY 2024	FY 2025
	Actual	Actual	Actual	Cons	High	Low	Cons	High	Low	Cons	High	Low	Cons	Cons	Cons	Cons
Revenue	546	760	1,306	679	778	620	858	914	776	1,526	1,652	1,410	1,720	1,917	2,114	2,319
Growth ¹				24.4%			12.9%			16.9%			12.7%	11.4%	10.3%	9.7%
Organic growth	N/A	N/A	N/A	27.6%	46.0%	16.8%	14.0%	20.7%	3.1%	19.2%	30.7%	10.0%	12.7%	11.4%	10.2%	9.6%
Acquisitive growth	N/A	N/A	N/A	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Foreign exchange impact including hedging	N/A	N/A	N/A	-3.1%	-1.5%	-5.6%	-1.1%	-0.2%	-2.0%	-2.0%	-1.1%	-3.0%	-0.1%	0.0%	0.0%	0.0%
Production costs	-291	-358	-649	-337	-308	-372	-411	-368	-457	-740	-693	-796	-821	-905	-990	-1,077
Gross profit	255	402	657	342	412	296	447	480	389	787	896	712	898	1,012	1,124	1,242
Gross margin ¹	46.7%	52.9%	50.3%	50.4%			52.1%			51.5%			52.2%	52.8%	53.2%	53.6%
Research and development costs	-78	-91	-169	-89	-73	-101	-102	-83	-125	-190	-168	-214	-208	-228	-244	-261
Distribution costs	-144	-213	-357	-193	-165	-226	-234	-204	-257	-421	-381	-462	-468	-511	-551	-592
Administrative expenses	-12	-17	-29	-16			-19	-16	-28	-35	-30	-48	-39	-43	-47	-51
OPEX	-234	-321	-555	-299	-263	-342	-356	-315	-386	-649	-596	-703	-719	-788	-851	-918
Share of profit after tax, associates and joint ventures	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1
EBIT	21	81	102	43	69	15	91	117	56	138	211	77	179	224	272	325
EBIT margin ¹	3.8%	10.7%	7.8%	6.4%			10.6%			9.0%			10.4%	11.7%	12.9%	14.0%

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Demant Group (DKK million)	H1 2020	H2 2020	FY 2020	H1 2021			H2 2021			FY 2021			FY 2022	FY 2023	FY 2024	FY 2025
	Actual	Actual	Actual	Cons	High	Low	Cons	High	Low	Cons	High	Low	Cons	Cons	Cons	Cons
Revenue	6,078	8,391	14,469	8,182	8,556	7,762	9,725	10,144	9,257	17,920	18,248	17,473	19,448	20,725	22,085	23,482
Growth ¹	-17%	10%	-3%	34.6%			15.9%			23.9%			8.5%	6.6%	6.6%	6.3%
Organic growth	-27%	2%	-13%	37.1%	42.1%	30.6%	15.9%	19.8%	11.3%	24.9%	27.1%	23.0%	7.8%	5.8%	5.7%	5.6%
Acquisitive growth	9%	12%	11%	1.3%	2.9%	0.0%	1.3%	2.3%	0.0%	1.2%	1.7%	0.6%	0.8%	0.8%	0.7%	0.7%
Foreign exchange impact including hedging	1%	-3%	-1%	-3.1%	-1.9%	-4.2%	-1.2%	-0.2%	-2.6%	-2.1%	-1.1%	-3.3%	-0.1%	0.0%	0.0%	0.0%
Production costs	-1,823	-2,306	-4,129	-2,217	-1,982	-2,341	-2,481	-2,288	-2,736	-4,703	-4,271	-5,076	-5,056	-5,365	-5,668	-6,007
Gross profit	4,255	6,085	10,340	5,965	6,246	5,748	7,244	7,855	6,767	13,217	13,704	12,707	14,392	15,361	16,417	17,475
Gross margin ¹	70.0%	72.5%	71.5%	72.9%			74.5%			73.8%			74.0%	74.1%	74.3%	74.4%
Research and development costs	-618	-643	-1,261	-649	-564	-761	-705	-669	-774	-1,354	-1,252	-1,535	-1,448	-1,532	-1,625	-1,713
Distribution costs	-3,455	-3,523	-6,978	-3,680	-3,451	-3,859	-4,274	-3,981	-4,760	-7,966	-7,431	-8,376	-8,630	-9,164	-9,740	-10,323
Administrative expenses	-388	-452	-840	-439	-396	-470	-490	-471	-534	-928	-885	-1,004	-983	-1,032	-1,082	-1,136
OPEX	-4,461	-4,618	-9,079	-4,768	-4,551	-4,946	-5,470	-5,166	-6,023	-10,245	-9,730	-10,693	-11,045	-11,706	-12,416	-13,137
Share of profit after tax, associates and joint ventures	13	39	52	22	38	15	32	45	23	46	83	0	47	50	56	59
Other operating income	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EBIT before one-offs	-193	1,506	1,313	1,219	1,401	971	1,806	2,028	1,629	3,019	3,086	2,930	3,394	3,705	4,057	4,398
EBIT margin ¹	-3.2%	17.9%	9.1%	14.9%			18.6%			16.8%			17.5%	17.9%	18.4%	18.7%
Restructuring costs & EPOS one-offs	307	-90	217	0	0	0	0	0	0	0	0	0	0	0	0	0
EBIT	114	1,416	1,530	1,219	1,401	971	1,806	2,028	1,629	3,019	3,086	2,930	3,394	3,705	4,057	4,398
Net financial income and expenses	-88	-106	-194	-105	-90	-120	-106	-87	-139	-212	-179	-259	-217	-223	-230	-229
Profit before tax	26	1,310	1,336	1,113	1,311	851	1,700	1,889	1,536	2,807	2,896	2,730	3,177	3,482	3,827	4,169
Tax on ordinary income	95	-297	-202	-256	-196	-302	-390	-341	-435	-632	-426	-666	-707	-773	-847	-922
Net profit	121	1,013	1,134	857	1,009	655	1,310	1,455	1,195	2,175	2,389	2,103	2,470	2,709	2,981	3,247
Tax rate ¹	-365.4%	22.7%	15.1%	23.0%			23.0%			22.5%			22.2%	22.2%	22.1%	22.1%
Avg. number of shares outstanding (in million)	239.90	239.66	239.78	236.58	238.64	232.78	234.12	236.09	231.63	234.70	237.12	231.13	228.21	222.76	217.37	212.16
Non-controlling interests	2	11	13	3	8	0	5	12	0	9	20	0	10	10	11	12
Earnings per share (EPS, DKK) ²	0.50	4.18	4.68	3.61	4.22	2.74	5.57	6.13	5.06	9.24	10.07	8.87	10.78	12.12	13.68	15.29
Other Group metrics																
Amortisation and depreciation etc.	-515	-533	-1,048	-528	-480	-583	-531	-500	-562	-1,056	-980	-1,145	-1,112	-1,178	-1,235	-1,303
EBITDA	629	1,949	2,578	1,746	1,939	1,477	2,337	2,534	2,149	4,075	4,186	3,985	4,506	4,883	5,293	5,701
EBITDA margin ¹	10.3%	23.2%	17.8%	21.3%			24.0%			22.7%			23.2%	23.6%	24.0%	24.3%
Reported free cash flow before acquisitions	489	1,534	2,023	789	972	513	1,231	1,645	860	2,075	2,568	1,453	2,502	2,820	3,092	3,332
Buy-back of shares	197	0	197	929	1,082	600	1,096	1,500	1,000	2,073	2,300	2,000	1,646	1,669	1,818	1,958
Net interest-bearing debt ³	8,388	7,135	7,135	7,363	7,745	6,850	7,654	8,991	6,650	7,654	8,991	6,650	7,363	6,758	5,769	4,687