



Consensus estimates collected following Interim Report, 16 August 2022

Cover page

Comments

Please find attached a pdf and spreadsheet with the consensus estimates, which are based on 10 inputs. Please note that certain metrics, e.g. free cash flow and net debt, are based on fewer estimates. Estimates for quarters and half-year figures may also include fewer estimates.

Please be aware that following the announced intention to divest Hearing Implants, we will report this business area as a discontinued operation. This is reflected in the consensus estimates.

Please do not hesitate to reach out with comments and questions.

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.

Consensus estimates collected following Interim Report, 16 August 2022

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

Quarterly revenue numbers (DKK million)	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022	Q2 2022	Q3 2022			Q4 2022		
	Actual	Actual	Actual	Actual	Actual	Actual	Cons	High	Low	Cons	High	Low
Hearing Aids Growth [†]	2,159	2,257	2,222	2,342	2,351	2,491	2,495	2,578	2,422	2,621	2,728	2,506
					9%	10%	12.3%			11.9%		
Organic growth					9%	8%	6.7%	10.0%	4.0%	5.5%	7.6%	3.0%
Acquisitive growth					-2%	-2%	-0.8%	0.5%	-2.0%	1.0%	3.8%	-1.0%
Foreign exchange impact including hedging					2%	4%	6.0%	7.7%	4.5%	5.8%	8.4%	2.7%
Hearing Aids - Internal sales to Hearing Care Growth [†]	459	412	381	381	441	454	431	457	392	442	465	395
					-4%	10%	13.0%			16.0%		
Organic growth					-11%	1%	3.1%	9.3%	-2.0%	6.3%	11.0%	2.2%
Acquisitive growth					4%	4%	6.1%	9.0%	4.0%	7.8%	11.0%	4.1%
Foreign exchange impact including hedging					3%	5%	6.1%	7.4%	4.2%	5.4%	6.1%	4.4%
Hearing Aids - Sales to external customers Growth [†]	1,700	1,845	1,841	1,961	1,910	2,037	2,065	2,139	1,965	2,179	2,265	2,053
					12%	10%	12.2%			11.1%		
Organic growth					14%	10%	7.5%	11.0%	5.0%	5.0%	7.9%	2.2%
Acquisitive growth					-4%	-3%	-1.5%	-0.5%	-2.7%	0.3%	2.9%	-1.6%
Foreign exchange impact including hedging					2%	4%	6.1%	7.4%	4.6%	6.0%	8.9%	2.4%
Hearing Care Growth [†]	1,731	2,006	1,848	1,968	1,898	2,034	2,048	2,168	1,959	2,243	2,382	1,999
					10%	1%	10.8%			14.0%		
Organic growth					2%	-7%	-0.1%	6.8%	-5.0%	3.0%	5.0%	0.0%
Acquisitive growth					5%	4%	6.5%	9.0%	4.5%	7.4%	11.0%	2.7%
Foreign exchange impact including hedging					3%	5%	5.6%	7.4%	4.9%	4.1%	6.7%	0.0%
Diagnostics Growth [†]	402	441	469	511	503	563	577	622	530	605	640	551
					25%	28%	23.1%			18.5%		
Organic growth					19%	16%	11.0%	15.0%	6.9%	9.5%	15.0%	4.3%
Acquisitive growth					1%	3%	2.3%	5.5%	0.7%	1.8%	5.5%	-0.9%
Foreign exchange impact including hedging					6%	10%	7.3%	11.0%	5.0%	5.0%	8.4%	0.6%
Revenue Hearing Healthcare Growth [†]	3,833	4,292	4,158	4,440	4,311	4,634	4,690	4,726	4,614	5,027	5,159	4,726
					13%	8%	12.8%			13.2%		
Organic growth					9%	3%	4.6%	6.4%	2.6%	5.3%	7.4%	3.7%
Acquisitive growth					1%	1%	2.2%	3.6%	-1.1%	3.2%	5.1%	0.0%
Foreign exchange impact including hedging					3%	5%	5.8%	7.8%	4.8%	5.4%	7.4%	2.9%
Communications Growth [†]	381	240	243	319	292	260	280	306	255	365	427	296
					-23%	8%	15.2%			14.4%		
Organic growth					-25%	5%	11.6%	25.0%	0.0%	11.6%	23.9%	-6.4%
Acquisitive growth					0%	0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Foreign exchange impact including hedging					2%	4%	5.1%	7.0%	3.9%	5.8%	11.6%	3.3%
Revenue Demant Group Growth [†]	4,214	4,532	4,401	4,759	4,603	4,894	4,970	5,029	4,875	5,392	5,565	5,022
					9%	8%	12.9%			13.3%		
Organic growth					6%	3%	4.5%	7.0%	2.6%	5.6%	6.6%	3.5%
Acquisitive growth					1%	1%	1.8%	3.4%	-1.1%	2.7%	4.8%	0.0%
Foreign exchange impact including hedging					3%	5%	5.9%	7.7%	5.0%	5.4%	7.8%	3.2%

Consensus estimates collected following Interim Report, 16 August 2022
(10 responding analysts - all estimates based on simple averages)

Hearing Healthcare P&L (DKK million)	H1 2021	H2 2021	FY 2021	H1 2022	H2 2022			FY 2022			FY 2023	FY 2024	FY 2025	FY 2026
	Actual	Actual	Actual	Actual	Cons	High	Low	Cons	High	Low	Cons	Cons	Cons	Cons
Hearing Aids	4,416	4,564	8,980	4,842	5,116	5,305	4,928	9,958	10,147	9,770	10,718	11,338	11,947	12,483
<i>Hereof sales to Hearing Care</i>	871	762	1,633	895	872	911	787	1,767	1,806	1,682	1,948	2,082	2,218	2,405
<i>Hereof sales to external customers</i>	3,545	3,802	7,347	3,947	4,244	4,404	4,017	8,191	8,351	7,964	8,769	9,256	9,730	10,078
Hearing Care	3,737	3,816	7,553	3,932	4,291	4,550	3,998	8,223	8,482	7,930	9,082	9,768	10,502	11,309
Diagnostics	843	980	1,823	1,066	1,183	1,244	1,081	2,249	2,310	2,147	2,455	2,613	2,777	2,983
Revenue	8,125	8,598	16,723	8,945	9,717	10,198	9,096	18,662	19,143	18,041	20,306	21,637	23,009	24,370
Growth ¹					10%	13.0%		11.6%			8.8%	6.6%	6.3%	5.9%
Organic growth	-	-	-	6%	4.9%	5.9%	3.7%	5.2%	6.3%	4.3%	6.2%	5.5%	5.3%	5.4%
Acquisitive growth	-	-	-	1%	2.6%	4.4%	-0.5%	1.7%	2.8%	-1.5%	1.9%	1.1%	1.1%	0.9%
Foreign exchange impact including hedging	-	-	-	4%	5.3%	6.7%	4.0%	4.6%	5.1%	3.6%	0.9%	-0.1%	-0.1%	0.0%
Production costs	-1,905	-1,931	-3,836	-2,115	-2,227	-2,161	-2,323	-4,342	-4,276	-4,438	-4,652	-4,937	-5,233	-5,507
Gross profit	6,220	6,667	12,886	6,830	7,490	7,645	7,291	14,320	14,475	14,121	15,654	16,700	17,776	18,863
Gross margin ¹	76.6%	77.6%	77.1%	76.4%	77.1%			76.7%			77.1%	77.2%	77.3%	77.4%
Research and development costs	-466	-476	-942	-534	-612	-553	-688	-1,146	-1,087	-1,222	-1,263	-1,341	-1,420	-1,515
Distribution costs	-3,688	-3,891	-7,579	-4,170	-4,380	-4,081	-4,543	-8,550	-8,251	-8,713	-9,340	-9,969	-10,598	-11,228
Administrative expenses	-405	-455	-860	-488	-509	-452	-588	-997	-940	-1,076	-1,074	-1,131	-1,191	-1,262
OPEX	-4,559	-4,822	-9,381	-5,192	-5,500	-5,339	-5,626	-10,692	-10,531	-10,818	-11,677	-12,441	-13,210	-14,005
Share of profit after tax, associates and joint ventures	57	63	120	57	49	69	18	106	126	75	103	107	111	139
EBIT	1,718	1,907	3,625	1,695	2,039	2,151	1,977	3,734	3,846	3,672	4,080	4,365	4,677	4,996
EBIT margin ¹	21.1%	22.2%	21.7%	18.9%	21.0%			20.0%			20.1%	20.2%	20.3%	20.5%

Communications P&L (DKK million)	H1 2021	H2 2021	FY 2021	H1 2022	H2 2022			FY 2022			FY 2023	FY 2024	FY 2025	FY 2026
	Actual	Actual	Actual	Actual	Cons	High	Low	Cons	High	Low	Cons	Cons	Cons	Cons
Revenue	621	562	1,183	552	645	733	584	1,197	1,285	1,136	1,324	1,462	1,618	1,829
Growth ¹	14%	-26%	-9%	-11%	14.7%			1.2%			10.6%	10.4%	10.7%	13.0%
Organic growth	16%	-27%	-9%	-14%	10.0%	22.6%	-3.6%	-1.7%	3.6%	-9.0%	10.2%	10.6%	10.8%	9.9%
Acquisitive growth	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	-2%	1%	0%	3%	5.3%	9.6%	2.0%	4.1%	6.0%	2.5%	0.9%	0.0%	0.0%	0.0%
Production costs	-321	-291	-612	-299	-331	-284	-375	-630	-583	-674	-676	-728	-793	-884
Gross profit	300	271	571	253	314	448	208	567	701	461	648	734	825	945
Gross margin ¹	48.3%	48.2%	48.3%	45.8%	48.7%			47.4%			48.9%	50.2%	51.0%	51.7%
Research and development costs	-91	-106	-197	-117	-99	-49	-132	-216	-166	-249	-212	-223	-239	-255
Distribution costs	-233	-231	-464	-224	-233	-222	-243	-457	-446	-467	-463	-491	-522	-575
Administrative expenses	-20	-12	-32	-19	-17	-14	-20	-36	-33	-39	-35	-38	-41	-44
OPEX	-344	-349	-693	-360	-349	-308	-384	-709	-668	-744	-710	-752	-802	-874
Share of profit after tax, associates and joint ventures	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EBIT	-44	-78	-122	-107	-35	49	-53	-142	-58	-160	-62	-17	22	71
EBIT margin ¹	-7.1%	-13.9%	-10.3%	-19.4%	-5.4%			-11.8%			-4.7%	-1.2%	1.4%	3.9%

Consensus estimates collected following Interim Report, 16 August 2022

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

Demant Group (DKK million)	H1 2021	H2 2021	FY 2021	H1 2022	H2 2022			FY 2022			FY 2023	FY 2024	FY 2025	FY 2026
	Actual	Actual	Actual	Actual	Cons	High	Low	Cons	High	Low	Cons	Cons	Cons	Cons
Revenue	8,746	9,160	17,906	9,497	10,362	10,594	10,044	19,859	20,091	19,541	21,661	23,147	24,697	26,329
Growth ¹					9%	13.1%		10.9%			9.1%	6.9%	6.7%	6.6%
Organic growth	-	-	-	4%	5.2%	6.9%	4.1%	4.7%	5.9%	4.2%	6.5%	5.9%	5.7%	5.7%
Acquisitive growth	-	-	-	1%	2.4%	4.1%	-0.5%	1.4%	2.5%	-1.4%	1.7%	1.1%	1.1%	1.0%
Foreign exchange impact including hedging	-	-	-	4%	5.4%	6.6%	3.9%	4.6%	5.2%	3.8%	1.0%	0.0%	0.0%	0.0%
Production costs	-2,226	-2,222	-4,447	-2,414	-2,558	-2,446	-2,699	-4,972	-4,860	-5,113	-5,335	-5,677	-6,046	-6,435
Gross profit	6,520	6,938	13,458	7,083	7,804	7,969	7,598	14,887	15,052	14,681	16,326	17,469	18,651	19,894
Gross margin ¹	74.5%	75.8%	75.2%	74.6%	75.3%			75.0%			75.4%	75.5%	75.5%	75.6%
Research and development costs	-557	-582	-1,139	-651	-711	-640	-772	-1,362	-1,291	-1,423	-1,502	-1,596	-1,696	-1,819
Distribution costs	-3,921	-4,122	-8,043	-4,394	-4,612	-4,307	-4,776	-9,006	-8,701	-9,170	-9,783	-10,432	-11,081	-11,744
Administrative expenses	-425	-467	-892	-507	-525	-468	-604	-1,032	-975	-1,111	-1,108	-1,168	-1,232	-1,304
OPEX	-4,903	-5,171	-10,074	-5,552	-5,849	-5,684	-5,998	-11,401	-11,236	-11,550	-12,394	-13,196	-14,009	-14,867
Share of profit after tax, associates and joint ventures	57	63	120	57	49	69	18	106	126	75	94	96	100	119
Other operating income	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EBIT before one-offs	1,674	1,829	3,503	1,588	2,005	2,107	1,929	3,593	3,695	3,517	4,026	4,369	4,743	5,145
EBIT margin ¹	19.1%	20.0%	19.6%	16.7%	19.3%			18.1%			18.6%	18.9%	19.2%	19.5%
One-offs	0	159	159	0	0	0	0	0	0	0	0	0	0	0
EBIT	1,674	1,988	3,663	1,588	2,005	2,107	1,929	3,593	3,695	3,517	4,026	4,369	4,743	5,145
Net financial income and expenses	-101	-101	-202	-95	-125	-105	-157	-220	-200	-252	-253	-264	-270	-287
Profit before tax	1,573	1,888	3,461	1,493	1,880	2,002	1,771	3,373	3,495	3,264	3,773	4,105	4,472	4,858
Tax on ordinary income	-357	-393	-750	-336	-417	-394	-445	-753	-730	-781	-851	-932	-1,014	-1,099
Net profit from continuing operations	1,216	1,495	2,711	1,157	1,463	1,581	1,373	2,620	2,738	2,530	2,922	3,173	3,458	3,759
Tax rate ¹	22.7%	20.8%	21.7%	22.5%	22.2%			22.3%			22.6%	22.7%	22.7%	22.6%
Net profit from discontinued operations	-33	-150	-183	-107	-60	0	-75	-167	-107	-182	0	0	0	0
Profit for the period	1,183	1,345	2,528	1,050	1,403	1,513	1,343	2,453	2,563	2,393	2,922	3,173	3,458	3,759
Avg. number of shares outstanding (in million)	237.66	234.82	236.24	227.98	224.37	231.89	220.63	226.18	229.94	224.31	217.42	209.76	202.06	195.63
Non-controlling interests	9	6	15	1	5	11	-14	6	12	-13	6	6	7	7
Earnings per share (EPS, DKK) ²	5.08	6.40	11.48	5.07	6.52	6.82	6.22	11.59	11.91	11.28	13.44	15.13	17.12	19.21
Other Group metrics														
Amortisation and depreciation etc.	-513	-555	-1,067	-540	-568	-539	-611	-1,109	-1,080	-1,152	-1,149	-1,198	-1,254	-1,301
EBITDA	2,187	2,543	4,730	2,128	2,573	2,676	2,476	4,702	4,805	4,605	5,175	5,568	5,997	6,447
EBITDA margin ¹	25.0%	27.8%	26.4%	22.4%	24.8%			23.7%			23.9%	24.1%	24.3%	24.5%
Reported free cash flow before acquisitions	1,187	1,698	2,885	398	1,856	2,940	1,155	2,254	3,338	1,553	2,872	3,202	3,489	3,819
Buy-back of shares	1,813	1,387	3,200	1,307	1,712	2,871	1,193	2,967	4,178	2,500	2,413	2,559	2,662	3,026
Net interest-bearing debt ³	8,573	9,150	9,150	10,986	10,505	12,456	7,150	10,659	12,456	7,150	10,774	10,963	11,039	10,949
		Cons	High	Low										
WACC		7.2%	8.0%	5.5%										
Price target (DKK)		304	365	250										
		Buy	Hold	Sell										
Recommendation (# of Buy/Hold/Sell)		6	4	0										