

## Demant A/S

### Consensus estimates collected before Annual Report 2019, 4 February 2020

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

Income statement (DKK million) (21 inputs)	2018	2019	2019	2019		2020	2021	
	Full year Actual	First half Actual	Second half Cons.	Cons.	Full year High Low	Full year Cons.	Full year Cons.	
Hearing Devices	12,129	6,373	6,373	12,746	12,898	12,554	13,832	14,717
Hearing Implants	509	304	301	605	626	566	701	803
Diagnostics	1,299	673	749	1,422	1,455	1,389	1,523	1,611
Personal Communication	-	0	0	0	0	0	1,130	1,238
<b>Total sales</b>	<b>13,937</b>	<b>7,350</b>	<b>7,423</b>	<b>14,773</b>	<b>14,924</b>	<b>14,585</b>	<b>17,186</b>	<b>18,369</b>
Growth <sup>1</sup>	6%	8%	3.7%	6.0%			16.3%	6.9%
Group organic growth	7%	5%	1.8%	3.2%	4.8%	1.4%	7.1%	5.8%
Group acquisitive growth (excl. SeCom in 2020+2021)	2%	2%	0.3%	1.7%	2.7%	1.0%	1.1%	1.0%
Group foreign exchange impact including hedging	-3%	1%	-0.2%	1.2%	2.2%	0.1%	0.4%	0.1%
Production costs	-3,153	-1,649	-1,797	-3,446	-3,287	-3,989	-4,066	-4,323
<b>Gross profit</b>	<b>10,784</b>	<b>5,701</b>	<b>5,626</b>	<b>11,327</b>	<b>11,499</b>	<b>10,838</b>	<b>13,120</b>	<b>14,046</b>
Gross profit margin <sup>1</sup>	77.4%	77.6%	75.8%	76.7%			76.3%	76.5%
Research and development costs	-1,009	-552	-562	-1,114	-1,066	-1,170	-1,254	-1,331
Distribution costs	-6,616	-3,661	-3,727	-7,388	-7,010	-7,583	-8,129	-8,655
Administrative expenses	-761	-415	-445	-860	-800	-920	-932	-974
Share of profit after tax, associates and joint ventures	134	40	62	102	141	68	26	28
Other operating income	0	0	100	100	100	100	0	0
<b>EBIT</b>	<b>2,532</b>	<b>1,113</b>	<b>1,053</b>	<b>2,166</b>	<b>2,290</b>	<b>2,055</b>	<b>2,830</b>	<b>3,113</b>
EBIT margin <sup>1</sup>	18.2%	15.1%	14.2%	14.7%			16.5%	16.9%
Net financial income and expenses	-164	-119	-101	-220	-164	-281	-215	-217
<b>Profit before tax</b>	<b>2,368</b>	<b>994</b>	<b>953</b>	<b>1,947</b>	<b>2,072</b>	<b>1,774</b>	<b>2,615</b>	<b>2,896</b>
Tax on ordinary income	-538	-227	-203	-430	-401	-471	-580	-642
<b>Net profit</b>	<b>1,830</b>	<b>767</b>	<b>749</b>	<b>1,516</b>	<b>1,606</b>	<b>1,357</b>	<b>2,035</b>	<b>2,254</b>
Tax rate <sup>1</sup>	22.7%	22.8%	21.4%	22.1%			22.2%	22.2%
Earnings per share (EPS, DKK) <sup>2</sup>	7.32	3.12	3.00	6.12	6.53	5.76	8.52	9.67

Other metrics (DKK million) (15 inputs)	2018	2019	2019	2019			2020	2021
	Full year Actual	First half Estimate	Second half Cons.	Full year Cons.	High	Low	Full year Cons.	Full year Cons.
Amortisation and depreciation etc. <sup>4</sup>	-446	-469	-457	-926	-860	-974	-969	-1,011
<b>EBITDA<sup>4</sup></b>	<b>2,978</b>	<b>1,582</b>	<b>1,515</b>	<b>3,097</b>	<b>3,181</b>	<b>2,938</b>	<b>3,784</b>	<b>4,114</b>
EBITDA margin <sup>1</sup>	21.4%	21.5%	20.4%	21.0%			22.0%	22.4%
Reported free cash flow before acquisitions <sup>4</sup>	1,185	702	797	1,499	2,068	917	1,814	2,178
Buy-back of shares	1,751	264	740	1,004	1,400	584	1,210	1,374
Net interest-bearing debt and lease liabilities <sup>3,4</sup>	5,835	7,613	8,138	8,138	9,992	4,924	7,984	7,822

<sup>1</sup> Calculated based on reported estimates i.e. not reported itself.

<sup>2</sup> Definition of EPS: Net profit/average number of shares outstanding excl. treasury shares.

<sup>3</sup> 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.

<sup>4</sup> Estimates for FY 2019-2021 based on 15 inputs that include the impact of IFRS 16.

Responding analysts: 21