



Consensus estimates following our Interim Management Statement, 4 Nov 2024

Cover page

Comments

Please find attached a pdf and spreadsheet with the consensus estimates, which are based on 14 inputs. Please note that certain metrics, e.g. free cash flow and net debt, are based on fewer estimates. Estimates for FY27 may also contain fewer estimates.

Following the decision to divest the Communications business, Communications is recognised as part of discontinued operations together with Hearing Implants. 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 following our Interim Management Statement, 4 Nov 2024

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

Quarterly revenue numbers (DKK million)	Q1 2023	Q2 2023	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024		
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Cons	High	Low
Hearing Aids (sales to external customers)	2,478	2,510	2,430	2,618	2,508	2,514	2,404	2,640	2,789	2,459
<i>Growth</i>	30%	23%	23%	13%	1%	0%	-1%	0.8%		
<i>Organic growth</i>	26%	22%	25%	16%	4%	1%	-1%	0.3%	2.7%	-4.4%
Hearing Care	2,218	2,290	2,152	2,423	2,318	2,516	2,400	2,633	2,714	2,572
<i>Growth</i>	17%	13%	7%	12%	5%	10%	12%	8.7%		
<i>Organic growth</i>	9%	7%	6%	8%	0%	5%	7%	5.4%	7.9%	4.0%
Diagnostics	566	632	625	659	597	634	597	648	701	609
<i>Growth</i>	13%	12%	2%	8%	5%	0%	-4%	-1.7%		
<i>Organic growth</i>	4%	9%	6%	8%	7%	0%	-4%	-1.0%	5.4%	-6.0%
Revenue Hearing Healthcare	5,262	5,432	5,207	5,700	5,423	5,664	5,401	5,920	6,075	5,741
<i>Growth</i>	22%	17%	13%	12%	3%	4%	4%	3.9%		
<i>Organic growth</i>	16%	14%	14%	12%	3%	3%	2%	2.3%	3.4%	0.9%
<i>Acquisitive growth</i>	4%	4%	2%	2%	2%	2%	3%	2.6%	4.9%	1.2%
<i>Foreign exchange impact including hedging</i>	2%	-1%	-4%	-2%	-1%	-1%	-1%	-0.9%	0.9%	-2.9%

Group P&L (DKK million)	H1 2023	H2 2023	FY 2023	H1 2024	H2 2024			FY 2024	FY 2025	FY 2026	FY 2027
	Actual	Actual	Actual	Actual	Cons	High	Low	Estimate	Estimate	Estimate	Estimate
Hearing Aids (sales to external customers)	4,988	5,048	10,036	5,022	5,044	5,193	4,863	10,066	10,591	11,217	11,884
Hearing Care	4,508	4,575	9,083	4,834	5,033	5,114	4,972	9,867	10,786	11,722	12,765
Diagnostics	1,198	1,284	2,482	1,231	1,245	1,298	1,206	2,476	2,597	2,759	2,930
Revenue	10,694	10,907	21,601	11,087	11,321	11,476	11,142	22,408	23,974	25,698	27,579
Growth	20%	12%	16%	4%	3.8%			3.7%	7.0%	7.2%	7.3%
Organic growth	15%	13%	14%	3%	2.2%	2.7%	1.4%	2.6%	5.2%	5.5%	5.6%
Acquisitive growth	4%	2%	3%	2%	2.8%	4.0%	2.0%	2.4%	2.0%	1.8%	1.8%
Foreign exchange impact including hedging	1%	-3%	-1%	-1%	-1.0%	0.0%	-2.0%	-1.0%	-0.2%	-0.1%	-0.1%
Production costs	-2,677	-2,604	-5,281	-2,577	-2,725	-2,640	-2,841	-5,302	-5,656	-6,003	-6,422
Gross profit	8,017	8,303	16,320	8,510	8,597	8,776	8,369	17,107	18,318	19,695	21,156
Gross margin	75.0%	76.1%	75.6%	76.8%	75.9%			76.3%	76.4%	76.6%	76.7%
Research and development costs	-607	-619	-1,226	-733	-681	-616	-743	-1,414	-1,492	-1,593	-1,706
Distribution costs	-4,726	-4,828	-9,554	-5,154	-5,081	-4,842	-5,244	-10,235	-10,883	-11,671	-12,518
Administrative expenses	-562	-540	-1,102	-586	-577	-534	-600	-1,163	-1,237	-1,311	-1,394
OPEX	-5,895	-5,987	-11,882	-6,473	-6,339	-6,104	-6,586	-12,812	-13,613	-14,575	-15,618
Share of profit after tax, associates and joint ventures	40	28	68	31	31	67	8	62	64	68	71
EBIT before special items	2,162	2,344	4,506	2,068	2,289	2,395	2,137	4,357	4,769	5,188	5,609
EBIT margin before special items	20.2%	21.5%	20.9%	18.7%	20.2%			19.4%	19.9%	20.2%	20.3%
Special Items	0	0	0	124	0	1	0	124	0	0	0
Reported EBIT	2,162	2,344	4,506	2,192	2,289	2,395	2,137	4,481	4,769	5,188	5,609
Net financial income and expenses	-362	-399	-761	-410	-387	-346	-419	-797	-757	-741	-732
Profit before tax	1,800	1,945	3,745	1,782	1,902	1,995	1,769	3,684	4,013	4,447	4,877
Tax on ordinary income	-429	-493	-922	-428	-451	-398	-488	-879	-959	-1,063	-1,164
Net profit from continuing operations	1,371	1,452	2,823	1,354	1,452	1,516	1,358	2,806	3,054	3,384	3,712
Tax rate ¹	23.8%	25.3%	24.6%	24.0%	23.7%			23.8%	23.9%	23.9%	23.9%
Net profit from discontinued operations	-789	-236	-1,025	-154	-396	-385	-403	-550	11	18	22
Profit for the period	582	1,216	1,798	1,200	1,056	1,120	962	2,256	3,065	3,402	3,734
Avg. number of shares outstanding (in million)	223.17	223.13	223.15	218.97	215.71	223.09	212.54	217.34	210.38	203.77	197.16
Non-controlling interests	1	2	3	1	2	2	0	3	2	3	2
Earnings per share from continuing operations (EPS, DKK)	6.14	6.50	12.64	6.18	6.72	6.90	6.28	12.90	14.50	16.59	18.82

Other Group metrics											
Amortisation and depreciation	-627	-666	-1,293	-705	-702	-614	-853	-1,407	-1,482	-1,562	-1,635
Reported EBITDA	2,789	3,010	5,799	2,897	2,991	3,190	2,757	5,888	6,251	6,751	7,243
Reported EBITDA margin	26.1%	27.6%	26.8%	26.1%	26.4%			26.3%	26.1%	26.3%	26.3%
Reported free cash flow before acquisitions	1,551	2,071	3,622	1,157	1,789	3,079	1,175	2,946	3,091	3,343	3,598
Buy-back of shares	17	829	846	1,137	1,152	1,200	963	2,289	1,941	2,080	2,132
Net interest-bearing debt	12,197	12,280	12,280	13,853	13,374	15,019	11,228	13,374	13,397	13,301	12,601

	Cons	High	Low
WACC	7.5%	8.6%	6.5%
Price target (DKK)	298	340	245

	Buy	Hold	Sell
Recommendation (# of Buy/Hold/Sell)	6	6	2