



Consensus estimates following our Interim Management Statement, 6 May 2024

Cover page

Comments

Please find attached a pdf and spreadsheet with the consensus estimates, which are based on 16 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 undertake a review of strategic options for the Communications business, Communications will be recognised as part of discontinued operations going forward 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 collected following our Interim Management Statement, 6 May 2024

(16 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	Cons	High	Low	Cons	High	Low	Cons	High	Low
Hearing Aids (sales to external customers)	2,478	2,510	2,430	2,618	2,508	2,676	2,810	2,601	2,618	2,730	2,534	2,842	2,953	2,730
Growth	30%	23%	23%	13%	1%	6.6%			7.8%			8.5%		
Organic growth	26%	22%	25%	16%	4%	6.9%	10.7%	4.0%	7.6%	12.3%	4.0%	8.1%	12.5%	4.3%
Hearing Care	2,218	2,290	2,152	2,423	2,318	2,495	2,588	2,405	2,391	2,453	2,335	2,665	2,761	2,346
Growth	17%	13%	7%	12%	5%	9.0%			11.1%			10.0%		
Organic growth	9%	7%	6%	8%	0%	4.8%	7.2%	3.0%	6.6%	10.2%	4.5%	5.6%	9.6%	-3.2%
Diagnostics	566	632	625	659	597	669	687	648	672	698	644	706	734	685
Growth	13%	12%	2%	8%	5%	5.8%			7.6%			7.1%		
Organic growth	4%	9%	6%	8%	7%	5.7%	8.7%	3.5%	7.2%	11.7%	4.0%	6.8%	9.1%	4.7%
Revenue Hearing Healthcare	5,262	5,432	5,207	5,700	5,423	5,840	5,951	5,733	5,681	5,791	5,554	6,213	6,371	5,774
Growth	22%	17%	13%	12%	3%	7.5%			9.1%			9.0%		
Organic growth	16%	14%	14%	12%	3%	5.9%	7.7%	3.7%	7.1%	10.9%	5.5%	6.9%	9.1%	1.3%
Acquisitive growth	4%	4%	2%	2%	2%	2.2%	4.0%	1.0%	2.2%	3.9%	1.0%	2.4%	4.0%	1.0%
Foreign exchange impact including hedging	2%	-1%	-4%	-2%	-1%	-0.5%	0.7%	-1.8%	-0.2%	1.0%	-1.0%	-0.3%	0.5%	-1.0%

Hearing Healthcare 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	Cons	High	Low	Cons	High	Low	Estimate	Estimate	Estimate	Estimate
Hearing Aids (sales to external customers)	4,988	5,048	10,036	5,184	5,318	5,109	5,460	5,640	5,319	10,644	11,333	12,087	12,977
Hearing Care	4,508	4,575	9,083	4,813	4,906	4,723	5,056	5,193	4,692	9,869	10,788	11,727	12,826
Diagnostics	1,198	1,284	2,482	1,266	1,284	1,245	1,378	1,422	1,334	2,643	2,826	3,012	3,243
Revenue	10,694	10,907	21,601	11,263	11,374	11,156	11,894	12,162	11,548	23,156	24,946	26,826	29,046
Growth	20%	12%	16%	5.3%			9.0%			7.2%	7.7%	7.5%	8.3%
Organic growth	15%	13%	14%	4.5%	5.4%	3.4%	7.0%	8.8%	5.7%	5.7%	6.0%	6.0%	6.0%
Acquisitive growth	4%	2%	3%	2.1%	3.0%	1.5%	2.3%	3.9%	1.0%	2.2%	1.8%	1.6%	1.7%
Foreign exchange impact including hedging	1%	-3%	-1%	-0.7%	-0.2%	-1.4%	-0.3%	0.7%	-1.0%	-0.5%	-0.1%	-0.1%	0.0%
Production costs	-2,677	-2,604	-5,281	-2,730	-2,601	-2,787	-2,791	-2,734	-2,955	-5,521	-5,899	-6,305	-6,799
Gross profit	8,017	8,303	16,320	8,533	8,706	8,421	9,103	9,346	8,814	17,636	19,047	20,521	22,246
Gross margin	75.0%	76.1%	75.6%	75.8%			76.5%			76.2%	76.4%	76.5%	76.6%
Research and development costs	-607	-619	-1,226	-672	-631	-730	-702	-645	-837	-1,374	-1,476	-1,582	-1,717
Distribution costs	-4,726	-4,828	-9,554	-5,075	-4,915	-5,253	-5,265	-5,137	-5,389	-10,340	-11,128	-11,974	-12,973
Administrative expenses	-562	-540	-1,102	-607	-574	-743	-603	-562	-650	-1,210	-1,276	-1,364	-1,469
OPEX	-5,895	-5,987	-11,882	-6,354	-6,200	-6,533	-6,570	-6,355	-6,684	-12,923	-13,881	-14,920	-16,158
Share of profit after tax, associates and joint ventures	40	28	68	34	57	15	33	61	0	67	75	79	82
EBIT before special items	2,162	2,344	4,506	2,213	2,396	2,041	2,566	2,747	2,436	4,779	5,241	5,679	6,169
EBIT margin before special items	20.2%	21.5%	20.9%	19.7%			21.6%			20.7%	21.0%	21.2%	21.2%
Special Items	0	0	0	125	125	125	0	0	0	125	0	0	0
Reported EBIT	2,162	2,344	4,506	2,338	2,521	2,166	2,566	2,747	2,436	4,904	5,241	5,679	6,169
Group metrics													
Net financial income and expenses	-359	-395	-754	-391	-352	-443	-391	-352	-420	-782	-704	-690	-682
Profit before tax	1,655	1,739	3,394	1,947	2,121	1,732	2,175	2,367	2,052	4,122	4,537	4,989	5,488
Tax on ordinary income	-397	-442	-839	-466	-416	-512	-516	-468	-570	-982	-1,095	-1,204	-1,323
Net profit from continuing operations	1,258	1,297	2,555	1,481	1,642	1,316	1,659	1,808	1,556	3,140	3,442	3,785	4,165
Tax rate ¹	24.0%	25.4%	24.7%	23.9%			23.7%			23.8%	24.1%	24.1%	24.1%
Net profit from discontinued operations	-676	-81	-757	-77	-60	-122	-56	-13	-71	-133	-17	-7	-4
Profit for the period	582	1,216	1,798	1,403	1,579	1,236	1,604	1,737	1,497	3,007	3,424	3,777	4,160
Avg. number of shares outstanding (in million)	223.17	223.13	223.15	219.61	223.15	214.67	217.15	223.15	214.16	218.38	211.81	205.60	196.58
Non-controlling interests	1	2	3	2	6	0	2	8	0	3	3	3	3
Earnings per share from continuing operations (EPS, DKK)	5.63	5.81	11.44	6.74	7.64	5.94	7.63	8.30	7.08	14.37	16.23	18.39	21.17
Other Group metrics													
Amortisation and depreciation	-648	-686	-1,334	-673	-564	-726	-696	-564	-783	-1,370	-1,477	-1,583	-1,696
Reported EBITDA	2,662	2,820	5,482	3,012	3,218	2,843	3,263	3,491	3,045	6,274	6,718	7,262	7,865
EBITDA margin	23.9%	25.0%	24.4%	26.7%			27.4%			27.1%	26.9%	27.1%	27.1%
Reported free cash flow before acquisitions	1,490	1,993	3,483	1,401	1,809	924	1,604	1,929	1,118	3,005	3,345	3,695	3,932
Buy-back of shares	17	829	846	1,136	1,350	1,000	1,116	1,500	900	2,251	2,209	2,379	2,521
Net interest-bearing debt	12,197	12,280	12,280	12,957	14,441	11,532	13,013	14,441	11,333	13,013	13,047	13,073	13,023

	Cons	High	Low
WACC	7.5%	8.7%	6.7%
Price target (DKK)	341	400	268

	Buy	Hold	Sell
Recommendation (# of Buy/Hold/Sell)	5	7	4