



Demant consensus distribution ahead of our Interim Management Statement, 3 May 2022

Cover page

Comments

Dear analyst,

We appreciate your kind contribution to our collection of analyst estimates ahead of the publication of our Interim Management Statement on 3 May 2022.

Please find attached a pdf and spreadsheet with the consensus estimates, which are based on 11 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 include fewer estimates and may not add up .

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.

(11 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	Cons	High	Low	Cons	High	Low	Cons	High	Low	Cons	High	Low
Hearing Aids Growth ¹	2,159	2,257	2,222	2,342	2,388	2,494	2,286	2,508	2,629	2,438	2,451	2,555	2,378	2,561	2,649	2,471
Organic growth					6.6%	9.5%	3.0%	6.3%	9.0%	4.0%	6.7%	9.5%	5.0%	7.1%	10.0%	4.7%
Acquisitive growth					0.1%	1.0%	0.0%	0.1%	1.0%	0.0%	0.2%	1.0%	0.0%	0.2%	1.0%	0.0%
Foreign exchange impact including hedging					3.5%	4.1%	1.7%	3.7%	5.1%	1.7%	3.2%	4.0%	1.0%	1.8%	3.0%	0.0%
Hearing Aids - Internal sales to Hearing Care Growth ¹	459	412	381	381	470	530	412	465	502	429	437	489	396	453	507	397
Organic growth					-1.4%	6.0%	-10.0%	8.7%	16.6%	4.0%	11.1%	24.3%	4.0%	15.7%	30.8%	4.0%
Acquisitive growth					1.3%	4.0%	0.0%	1.3%	4.0%	0.0%	1.3%	4.0%	0.0%	1.3%	4.0%	0.0%
Foreign exchange impact including hedging					3.9%	4.1%	3.6%	3.4%	5.1%	2.2%	2.7%	4.0%	1.0%	1.1%	2.1%	0.0%
Hearing Aids - Sales to external customers Growth ¹	1,700	1,845	1,841	1,961	1,917	1,985	1,874	2,040	2,149	1,965	2,009	2,117	1,955	2,125	2,220	2,026
Organic growth					8.4%	10.0%	7.0%	6.1%	9.0%	3.8%	4.9%	6.0%	3.9%	6.6%	10.8%	4.7%
Acquisitive growth					0.2%	1.3%	0.0%	0.2%	1.2%	0.0%	0.1%	0.6%	0.0%	0.2%	1.3%	0.0%
Foreign exchange impact including hedging					3.4%	5.1%	2.2%	3.8%	6.1%	2.2%	2.7%	5.2%	1.0%	1.9%	3.7%	0.0%
Hearing Care Growth ¹	1,731	2,006	1,848	1,968	1,906	1,991	1,818	2,171	2,299	2,006	2,046	2,144	1,962	2,192	2,294	2,102
Organic growth					3.9%	9.0%	-1.0%	1.5%	11.0%	-5.0%	5.6%	10.0%	0.9%	6.4%	11.4%	3.0%
Acquisitive growth					3.1%	4.0%	1.5%	3.1%	4.0%	1.5%	2.5%	4.0%	0.0%	3.1%	4.9%	0.0%
Foreign exchange impact including hedging					3.4%	5.0%	1.9%	3.7%	5.8%	1.1%	2.9%	5.2%	1.0%	1.8%	3.7%	0.0%
Hearing Implants Growth ¹	126	140	125	121	113	125	102	127	140	117	133	180	112	148	172	119
Organic growth					-12.8%	-4.3%	-22.0%	-12.7%	-3.0%	-20.0%	5.6%	40.0%	-15.0%	24.7%	60.8%	-3.2%
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					2.9%	4.1%	1.0%	3.2%	5.8%	1.0%	2.6%	5.2%	1.0%	1.7%	3.7%	0.0%
Diagnostics Growth ¹	402	441	469	511	454	474	428	493	515	466	523	553	495	572	612	547
Organic growth					9.4%	15.0%	5.0%	7.3%	11.0%	3.1%	8.1%	15.0%	1.0%	9.5%	15.3%	5.1%
Acquisitive growth					0.2%	1.0%	0.0%	0.2%	1.0%	0.0%	0.2%	1.0%	0.0%	0.2%	1.0%	0.0%
Foreign exchange impact including hedging					3.8%	6.7%	2.0%	4.2%	6.7%	1.0%	3.1%	5.2%	0.5%	1.8%	3.7%	0.0%
Revenue Hearing Healthcare Growth ¹	3,959	4,432	4,283	4,561	4,390	4,549	4,281	4,831	4,958	4,602	4,711	4,878	4,609	5,037	5,182	4,912
Organic growth					6.1%	8.8%	3.5%	3.9%	8.7%	-0.5%	6.0%	9.5%	2.7%	7.4%	10.6%	4.4%
Acquisitive growth					1.4%	1.9%	1.0%	1.4%	1.8%	1.0%	1.1%	1.8%	0.0%	1.4%	2.1%	0.0%
Foreign exchange impact including hedging					3.1%	4.3%	0.4%	3.5%	5.7%	0.3%	2.9%	5.2%	0.9%	2.1%	4.1%	0.0%
Communications Growth ¹	381	240	243	319	328	435	286	303	327	269	310	346	279	394	424	372
Organic growth					-16.3%	10.0%	-27.3%	22.9%	34.5%	10.0%	25.0%	40.0%	14.0%	21.1%	30.7%	15.1%
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					2.5%	4.1%	1.5%	3.3%	5.8%	1.0%	2.7%	5.2%	0.5%	2.0%	5.0%	0.0%
Revenue Demant Group Growth ¹	4,340	4,672	4,526	4,880	4,718	4,863	4,605	5,133	5,235	4,894	5,022	5,165	4,889	5,430	5,573	5,298
Organic growth					4.2%	8.9%	1.7%	4.9%	8.8%	0.5%	7.0%	10.2%	3.9%	8.3%	11.8%	5.4%
Acquisitive growth					1.4%	2.2%	0.9%	1.4%	2.0%	0.9%	1.1%	1.7%	0.0%	1.3%	2.0%	0.3%
Foreign exchange impact including hedging					4.1%	4.1%	0.5%	3.5%	5.7%	0.4%	2.9%	5.2%	0.9%	2.1%	3.9%	0.0%

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	Cons	High	Low	Cons	High	Low	Cons	High	Low	Cons	Cons	Cons	Cons
Hearing Aids	4,416	4,564	8,980	4,897	5,123	4,726	5,008	5,204	4,848	9,904	10,327	9,740	10,612	11,250	11,881	12,533
Hereof sales to Hearing Care	871	762	1,633	935	1,010	851	888	995	793	1,823	1,972	1,707	1,992	2,123	2,283	2,477
Hereof sales to external customers	3,545	3,802	7,347	3,956	4,112	3,843	4,132	4,337	3,981	8,088	8,449	7,888	8,636	9,138	9,633	10,112
Hearing Care	3,737	3,816	7,553	4,077	4,227	3,902	4,238	4,438	4,097	8,315	8,535	8,157	9,005	9,654	10,405	11,364
Hearing Implants	266	246	512	240	265	222	281	352	240	522	617	463	611	682	767	879
Diagnostics	843	980	1,823	947	984	894	1,099	1,166	1,051	2,046	2,127	1,987	2,200	2,337	2,476	2,618
Revenue Growth ¹	8,391	8,844	17,235	9,221	9,588	8,861	9,750	10,293	9,369	18,971	19,728	18,495	20,452	21,811	23,281	24,972
Organic growth	52%	16%	31%	9%	5.1%	8.8%	3.1%	7.3%	11.1%	4.0%	5.9%	7.6%	4.3%	6.0%	5.5%	5.4%
Acquisitive growth	2%	1%	1%	1.4%	1.8%	0.7%	1.3%	1.8%	0.7%	1.3%	1.8%	0.7%	1.3%	1.4%	1.5%	1.6%
Foreign exchange impact including hedging	-5%	1%	-1%	3.4%	4.8%	2.1%	2.6%	4.4%	1.2%	3.0%	4.6%	1.3%	0.6%	0.0%	0.0%	0.0%
Production costs	-1,973	-1,989	-3,962	-2,174	-2,071	-2,277	-2,258	-2,171	-2,435	-4,470	-4,248	-4,660	-4,788	-5,097	-5,382	-5,776
Gross profit	6,418	6,855	13,273	7,046	7,517	6,584	7,493	8,121	6,934	14,500	15,480	13,836	15,664	16,714	17,899	19,196
Gross margin ¹	76.5%	77.5%	77.0%	76.4%			76.8%		76.4%			76.6%		76.6%		76.9%
Research and development costs	-564	-589	-1,153	-639	-618	-690	-663	-612	-726	-1,288	-1,234	-1,416	-1,382	-1,459	-1,537	-1,646
Distribution costs	-3,807	-4,030	-7,837	-4,236	-4,151	-4,283	-4,418	-4,320	-4,498	-8,663	-8,503	-8,912	-9,358	-9,984	-10,700	-11,389
Administrative expenses	-422	-473	-895	-483	-456	-509	-498	-450	-516	-973	-937	-1,024	-1,025	-1,081	-1,153	-1,247
OPEX	-4,793	-5,092	-9,885	-5,368	-5,298	-5,456	-5,589	-5,438	-5,736	-10,924	-10,736	-11,167	-11,765	-12,524	-13,397	-14,281
Share of profit after tax, associates and joint ventures	57	63	120	48	65	15	55	69	25	99	135	55	101	104	110	139
EBIT	1,682	1,826	3,508	1,754	1,910	1,498	1,926	2,037	1,739	3,675	3,869	3,516	4,000	4,295	4,619	5,054
EBIT margin ¹	20.0%	20.6%	20.4%	19.0%			19.7%		19.4%			19.6%		19.7%		20.2%

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	Cons	High	Low	Cons	High	Low	Cons	High	Low	Cons	Cons	Cons	Cons
Revenue Growth ¹	621	562	1,183	631	711	590	704	746	658	1,335	1,402	1,258	1,494	1,662	1,840	2,031
Organic growth	14%	-26%	-9%	1.6%			25.3%			12.8%		11.9%		11.3%	10.7%	10.4%
Acquisitive growth	16%	-27%	-9%	-0.6%	10.0%	-7.7%	23.2%	30.3%	15.4%	11.2%	14.8%	5.5%	11.8%	11.5%	11.1%	10.2%
Foreign exchange impact including hedging	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%	0.0%	0.0%
Production costs	-321	-291	-612	-329	-307	-364	-362	-345	-388	-684	-652	-720	-753	-827	-910	-988
Gross profit	300	271	571	302	404	226	342	401	270	651	750	539	740	835	930	1,044
Gross margin ¹	48.3%	48.2%	48.3%	47.9%			48.6%		48.8%			49.6%		50.3%	50.6%	51.4%
Research and development costs	-91	-106	-197	-97	-90	-108	-106	-85	-127	-204	-175	-235	-216	-232	-252	-267
Distribution costs	-233	-231	-464	-229	-191	-249	-244	-224	-267	-480	-415	-522	-500	-531	-560	-598
Administrative expenses	-20	-12	-32	-18	-13	-23	-16	-12	-20	-34	-28	-39	-37	-40	-44	-50
OPEX	-344	-349	-693	-347	-313	-371	-369	-344	-401	-718	-673	-767	-753	-803	-856	-916
Share of profit after tax, associates and joint ventures	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EBIT	-44	-78	-122	-45	-7	-80	-18	34	-58	-67	-14	-115	-12	32	75	128
EBIT margin ¹	-7.1%	-13.9%	-10.3%	-7.1%			-2.6%		-5.0%			-0.8%		1.9%	4.1%	6.3%

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	Cons	High	Low	Cons	High	Low	Cons	High	Low	Cons	Cons	Cons	Cons
Revenue	9,012	9,406	18,418	9,851	10,065	9,562	10,454	10,735	10,186	20,306	20,668	19,936	21,945	23,473	25,121	27,003
Growth ¹	48%			9.3%			11.1%			10.2%			8.1%	7.0%	7.0%	7.5%
Organic growth	51%	10%	27%	4.8%	8.9%	2.7%	7.8%	11.4%	5.2%	6.0%	8.0%	4.6%	6.3%	5.8%	5.7%	5.7%
Acquisitive growth	2%	1%	1%	1.4%	2.1%	0.6%	1.3%	1.7%	0.6%	1.3%	1.8%	0.6%	1.3%	1.3%	1.3%	1.5%
Foreign exchange impact including hedging	-5%	1%	-1%	3.2%	4.8%	0.5%	2.6%	4.4%	0.4%	3.0%	4.6%	1.3%	0.5%	0.0%	0.0%	0.0%
Production costs	-2,294	-2,280	-4,574	-2,503	-2,403	-2,601	-2,620	-2,516	-2,782	-5,154	-4,944	-5,312	-5,541	-5,924	-6,292	-6,763
Gross profit	6,718	7,126	13,844	7,409	7,509	7,311	7,795	7,985	7,463	15,152	15,383	14,848	16,405	17,549	18,830	20,240
Gross margin ¹	74.5%	75.8%	75.2%	75.2%			74.6%			74.6%			74.8%	74.8%	75.0%	75.0%
Research and development costs	-655	-695	-1,350	-736	-709	-799	-769	-697	-852	-1,492	-1,441	-1,651	-1,598	-1,691	-1,789	-1,913
Distribution costs	-4,040	-4,261	-8,301	-4,465	-4,395	-4,530	-4,662	-4,553	-4,726	-9,143	-8,995	-9,434	-9,858	-10,514	-11,260	-11,987
Administrative expenses	-442	-485	-927	-501	-476	-522	-514	-468	-536	-1,007	-972	-1,051	-1,062	-1,122	-1,197	-1,297
OPEX	-5,137	-5,441	-10,578	-5,715	-5,651	-5,827	-5,958	-5,790	-6,102	-11,642	-11,441	-11,893	-12,518	-13,327	-14,246	-15,197
Share of profit after tax, associates and joint ventures	57	63	120	48	65	15	55	69	25	99	135	55	101	104	110	139
Other operating income	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
EBIT before one-offs	1,638	1,748	3,386	1,709	1,890	1,418	1,907	2,051	1,698	3,609	3,800	3,428	3,987	4,327	4,694	5,182
EBIT margin ¹	18.2%	18.6%	18.4%	17.4%			18.2%			17.8%			18.2%	18.4%	18.7%	19.2%
One-offs	0	59	59	0	0	0	0	0	0	0	0	0	0	0	0	0
EBIT	1,638	1,807	3,445	1,709	1,890	1,418	1,907	2,051	1,698	3,609	3,800	3,428	3,987	4,327	4,694	5,182
Net financial income and expenses	-102	-100	-202	-107	-92	-125	-106	-47	-130	-213	-144	-251	-222	-228	-239	-246
Profit before tax	1,536	1,707	3,243	1,603	1,798	1,308	1,801	1,941	1,568	3,395	3,655	3,178	3,765	4,099	4,455	4,937
Tax on ordinary income	-353	-362	-715	-361	-294	-396	-406	-364	-437	-769	-701	-822	-856	-938	-1,027	-1,126
Net profit	1,183	1,345	2,528	1,242	1,414	1,014	1,395	1,504	1,195	2,626	2,833	2,477	2,897	3,157	3,428	3,811
Tax rate ¹	23.0%	21.2%	22.0%	22.5%			22.6%			22.7%			22.7%	22.9%	23.1%	22.8%
Avg. number of shares outstanding (in million)	237.66	234.82	236.24	227.14	232.33	221.09	224.93	230.24	221.09	226.58	232.02	221.09	218.46	211.22	203.15	197.24
Non-controlling interests	9	6	15	5	9	0	5	11	0	11	20	0	11	11	12	9
Earnings per share (EPS, DKK) ²	4.94	5.76	10.70	5.45	6.35	4.45	6.17	6.62	5.36	11.62	12.55	10.90	13.21	14.92	16.84	19.35

Other Group metrics																
Amorisation and depreciation etc.	-524	-567	-1,091	-549	-524	-577	-548	-514	-571	-1,094	-1,039	-1,136	-1,150	-1,203	-1,277	-1,322
EBITDA	2,162	2,374	4,536	2,258	2,414	1,995	2,455	2,565	2,270	4,702	4,839	4,565	5,137	5,530	5,970	6,504
EBITDA margin ¹	24.0%	25.2%	24.6%	22.9%			23.5%			23.2%			23.4%	23.6%	23.8%	24.1%
Reported free cash flow before acquisitions	1,234	1,291	2,525	1,191	1,333	1,049	1,378	1,575	1,180	2,806	3,411	2,229	3,023	3,321	3,539	3,782
Buy-back of shares	1,813	1,387	3,200	1,170	1,800	461	1,330	2,039	700	1,984	2,718	-2,462	1,997	2,071	2,021	1,921
Net interest-bearing debt ³	8,573	9,150	9,150	9,500	9,500	9,500	10,721	11,657	9,785	8,911	11,657	6,981	9,161	9,008	9,049	7,943

	Cons	High	Low
WACC	7.0%	7.5%	6.5%
Price target (DKK)	319	375	270

	Buy	Hold	Sell
Recommendation (# of Buy/Hold/Sell)	4	5	1