



Consensus estimates collected ahead of Interim Report, 16 August 2022

Cover page

Comments

Please find attached a pdf and spreadsheet with the consensus estimates, which are based on 9 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.

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Quarterly revenue numbers (DKK million)	Q1 2022	Q2 2022			Q3 2022			Q4 2022		
	Actual	Cons	High	Low	Cons	High	Low	Cons	High	Low
Hearing Aids Growth ¹	2,351 9%	2,489 10.3%	2,550	2,390	2,497 12.4%	2,578	2,405	2,600 11.0%	2,731	2,509
Organic growth	9%	6.4%	9.0%	3.9%	7.1%	10.0%	4.5%	7.0%	10.1%	4.0%
Acquisitive growth	-2%	-0.7%	0.0%	-2.0%	-0.6%	0.0%	-2.0%	-0.4%	0.5%	-1.8%
Foreign exchange impact including hedging	2%	5.2%	7.0%	3.0%	5.6%	7.6%	4.0%	4.4%	5.7%	2.8%
Hearing Aids - Internal sales to Hearing Care Growth ¹	441 -4%	464 12.6%	508	413	440 15.5%	505	389	453 19.0%	525	391
Organic growth	-11%	5.2%	16.8%	-8.0%	9.5%	24.9%	-1.0%	11.7%	31.6%	2.1%
Acquisitive growth	4%	2.6%	4.0%	0.0%	3.7%	8.0%	0.0%	4.1%	10.0%	0.0%
Foreign exchange impact including hedging	3%	5.0%	7.0%	2.0%	4.1%	7.6%	-2.7%	4.6%	8.5%	0.7%
Hearing Aids - Sales to external customers Growth ¹	1,910 12%	2,026 9.8%	2,072	1,949	2,057 11.7%	2,139	1,951	2,147 9.5%	2,230	2,080
Organic growth	14%	6.8%	14.0%	0.0%	5.7%	11.0%	0.0%	5.2%	8.0%	0.0%
Acquisitive growth	-4%	-1.5%	0.0%	-4.0%	-0.9%	0.0%	-2.0%	-0.7%	0.5%	-2.2%
Foreign exchange impact including hedging	2%	4.1%	7.0%	0.0%	4.8%	6.3%	0.0%	3.4%	5.0%	0.0%
Hearing Care Growth ¹	1,898 10%	2,172 8.3%	2,296	2,046	2,145 16.0%	2,240	2,035	2,274 15.5%	2,379	2,101
Organic growth	2%	0.2%	4.0%	-5.0%	6.6%	13.3%	4.0%	7.3%	12.0%	4.0%
Acquisitive growth	5%	3.4%	4.0%	2.0%	4.8%	8.0%	2.0%	5.4%	10.0%	2.0%
Foreign exchange impact including hedging	3%	4.6%	6.5%	2.8%	4.7%	7.6%	2.1%	3.7%	6.9%	-1.4%
Diagnostics Growth ¹	503 25%	509 15.5%	525	481	549 17.0%	605	520	590 15.4%	628	562
Organic growth	19%	8.7%	11.0%	3.1%	8.6%	15.0%	6.9%	9.1%	15.3%	7.0%
Acquisitive growth	1%	0.5%	1.0%	0.0%	0.6%	1.0%	0.0%	0.5%	1.0%	-0.8%
Foreign exchange impact including hedging	6%	5.8%	8.0%	2.4%	5.5%	7.6%	3.4%	4.2%	5.7%	3.0%
Hearing Healthcare Growth ¹	4,311 12%	4,707 9.7%	4,846	4,600	4,750 14.2%	4,864	4,629	5,010 12.8%	5,158	4,828
Organic growth	9%	3.8%	6.6%	0.6%	6.5%	10.7%	3.7%	7.2%	10.3%	3.3%
Acquisitive growth	1%	0.9%	1.8%	-2.6%	1.8%	3.5%	-2.4%	1.8%	4.6%	-1.7%
Foreign exchange impact including hedging	3%	4.6%	6.5%	2.2%	5.5%	7.6%	3.8%	4.1%	5.8%	2.3%
Communications Growth ¹	292 -23%	281 17.3%	295	259	303 24.8%	345	267	389 21.9%	467	291
Organic growth	-25%	12.7%	20.0%	8.0%	20.2%	35.0%	4.6%	19.7%	41.0%	5.8%
Acquisitive growth	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%	4.9%	8.0%	2.0%	5.6%	7.6%	3.0%	5.9%	13.8%	2.0%
Demant Group Growth ¹	4,603 9%	4,989 10.1%	5,125	4,895	5,053 14.8%	5,209	4,903	5,399 13.5%	5,539	5,119
Organic growth	6%	4.2%	6.6%	1.4%	7.2%	12.0%	4.6%	8.2%	10.8%	4.4%
Acquisitive growth	1%	0.9%	1.7%	-2.5%	1.7%	3.4%	-2.3%	1.6%	4.3%	-1.6%
Foreign exchange impact including hedging	3%	4.7%	6.5%	2.6%	5.5%	7.6%	3.8%	4.2%	6.0%	2.7%

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Hearing Healthcare P&L (DKK million)	H1 2022			H2 2022			FY 2022			FY 2023	FY 2024	FY 2025	FY 2026
	Cons	High	Low	Cons	High	Low	Cons	High	Low	Cons	Cons	Cons	Cons
Hearing Aids	4,840	4,901	4,741	5,097	5,253	4,951	9,937	10,120	9,751	10,647	11,266	11,910	12,459
<i>Hereof sales to Hearing Care</i>	905	949	854	893	1,028	779	1,798	1,977	1,633	1,949	2,073	2,208	2,378
<i>Hereof sales to external customers</i>	3,936	3,982	3,859	4,203	4,352	4,032	8,139	8,323	7,935	8,697	9,194	9,702	10,081
Hearing Care	4,070	4,194	3,944	4,418	4,619	4,136	8,489	8,724	8,256	9,307	10,017	10,896	11,717
Diagnostics	1,012	1,028	984	1,139	1,210	1,090	2,151	2,230	2,096	2,348	2,519	2,711	2,964
Revenue	9,018	9,205	8,787	9,760	10,181	9,258	18,778	19,276	18,288	20,352	21,729	23,309	24,762
<i>Growth¹</i>	11.0%			13.5%			12.3%			8.4%	6.8%	7.3%	6.2%
<i>Organic growth</i>	6.1%	8.1%	4.5%	6.9%	9.9%	3.5%	6.4%	7.4%	5.0%	6.1%	5.4%	5.2%	5.0%
<i>Acquisitive growth</i>	1.3%	4.2%	-1.3%	2.4%	5.4%	-1.2%	1.6%	3.6%	-2.3%	1.5%	1.1%	1.2%	0.9%
<i>Foreign exchange impact including hedging</i>	2.9%	6.3%	-2.5%	3.0%	6.6%	-2.1%	3.3%	6.5%	-1.3%	0.7%	-0.1%	-0.1%	0.0%
Production costs	-2,121	-2,046	-2,198	-2,238	-2,116	-2,362	-4,359	-4,186	-4,493	-4,674	-4,991	-5,355	-5,657
Gross profit	6,898	7,159	6,590	7,522	8,065	6,896	14,420	15,090	13,795	15,678	16,737	17,954	19,105
<i>Gross margin¹</i>	76.5%			77.1%			76.8%			77.0%	77.0%	77.0%	77.2%
Research and development costs	-605	-540	-660	-623	-578	-661	-1,228	-1,118	-1,278	-1,335	-1,417	-1,501	-1,599
Distribution costs	-4,151	-4,043	-4,266	-4,365	-4,187	-4,562	-8,515	-8,338	-8,722	-9,214	-9,815	-10,494	-11,093
Administrative expenses	-466	-452	-476	-490	-455	-519	-955	-915	-993	-1,021	-1,077	-1,148	-1,212
OPEX	-5,221	-5,095	-5,338	-5,478	-5,303	-5,665	-10,699	-10,521	-10,969	-11,570	-12,308	-13,143	-13,903
Share of profit after tax, associates and joint ventures	50	63	23	53	71	23	102	134	45	104	107	110	137
EBIT	1,726	1,808	1,590	2,097	2,248	1,961	3,823	3,932	3,707	4,212	4,536	4,921	5,339
<i>EBIT margin¹</i>	19.1%			21.5%			20.4%			20.7%	20.9%	21.1%	21.6%

Communications P&L (DKK million)	H1 2022			H2 2022			FY 2022			FY 2023	FY 2024	FY 2025	FY 2026
	Cons	High	Low	Cons	High	Low	Cons	High	Low	Cons	Cons	Cons	Cons
Revenue	573	587	551	692	756	582	1,265	1,341	1,147	1,440	1,619	1,845	2,080
<i>Growth¹</i>	-7.7%			23.1%			7.0%			13.8%	12.4%	13.9%	12.8%
<i>Organic growth</i>	-9.7%	-5.0%	-12.7%	18.0%	29.3%	5.2%	3.9%	9.0%	-4.2%	12.9%	12.3%	11.8%	11.6%
<i>Acquisitive growth</i>	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%
<i>Foreign exchange impact including hedging</i>	2.7%	4.1%	-0.8%	5.3%	11.5%	1.7%	3.8%	6.0%	1.7%	0.8%	0.0%	0.0%	0.0%
Production costs	-299	-286	-317	-357	-297	-398	-656	-585	-709	-724	-799	-908	-1,013
Gross profit	274	302	234	335	459	184	610	756	438	717	820	937	1,067
<i>Gross margin¹</i>	47.9%			48.4%			48.2%			49.8%	50.7%	50.8%	51.3%
Research and development costs	-89	-74	-101	-101	-85	-123	-190	-170	-207	-205	-223	-249	-272
Distribution costs	-214	-199	-240	-246	-205	-282	-459	-414	-510	-477	-503	-534	-570
Administrative expenses	-16	-12	-18	-17	-14	-22	-34	-26	-39	-37	-41	-48	-54
OPEX	-319	-288	-355	-365	-322	-413	-683	-639	-741	-719	-767	-831	-896
Share of profit after tax, associates and joint ventures	0	0	0	0	0	0	0	0	0	0	0	0	0
EBIT	-44	-9	-85	-29	21	-60	-74	-20	-137	-2	53	106	171
<i>EBIT margin¹</i>	-7.7%			-4.3%			-5.8%			-0.1%	3.3%	5.7%	8.2%

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Demant Group (DKK million)	H1 2022			H2 2022			FY 2022			FY 2023	FY 2024	FY 2025	FY 2026
	Cons	High	Low	Cons	High	Low	Cons	High	Low	Cons	Cons	Cons	Cons
Revenue	9,592	9,728	9,498	10,452	10,749	10,211	20,044	20,246	19,747	21,792	23,348	25,154	26,842
<i>Growth¹</i>	6.4%			11.1%			8.8%			8.7%	7.1%	7.7%	6.7%
<i>Organic growth</i>	4.8%	6.3%	3.5%	7.8%	10.8%	4.5%	6.2%	7.4%	4.9%	6.8%	6.2%	6.1%	5.9%
<i>Acquisitive growth</i>	0.8%	1.4%	-2.4%	1.6%	3.5%	-1.9%	1.3%	2.3%	-2.2%	1.4%	1.0%	1.1%	0.9%
<i>Foreign exchange impact including hedging</i>	3.6%	6.1%	-0.1%	4.2%	6.6%	-0.7%	4.0%	6.4%	0.4%	0.7%	-0.1%	-0.1%	0.0%
Production costs	-2,420	-2,334	-2,484	-2,595	-2,504	-2,754	-5,014	-4,852	-5,121	-5,398	-5,790	-6,264	-6,671
Gross profit	7,172	7,299	7,107	7,857	7,994	7,627	15,030	15,188	14,764	16,395	17,557	18,891	20,172
<i>Gross margin¹</i>	74.8%			75.2%			75.0%			75.2%	75.2%	75.1%	75.1%
Research and development costs	-694	-641	-733	-725	-684	-780	-1,419	-1,325	-1,468	-1,540	-1,640	-1,749	-1,871
Distribution costs	-4,364	-4,254	-4,466	-4,610	-4,412	-4,767	-8,975	-8,788	-9,197	-9,691	-10,317	-11,028	-11,663
Administrative expenses	-482	-470	-494	-507	-470	-535	-989	-945	-1,028	-1,058	-1,118	-1,196	-1,266
OPEX	-5,540	-5,405	-5,651	-5,843	-5,628	-6,044	-11,383	-11,171	-11,676	-12,289	-13,075	-13,973	-14,799
Share of profit after tax, associates and joint ventures	50	63	23	53	71	23	102	134	45	104	107	110	137
Other operating income	0	0	0	0	0	0	0	0	0	0	0	0	0
EBIT before one-offs	1,682	1,767	1,537	2,068	2,237	1,926	3,749	3,906	3,617	4,210	4,590	5,027	5,510
<i>EBIT margin¹</i>	17.5%			19.8%			18.7%			19.3%	19.7%	20.0%	20.5%
One-offs	0	0	0	0	0	0	0	0	0	0	0	0	0
EBIT	1,682	1,767	1,537	2,068	2,237	1,926	3,749	3,906	3,617	4,210	4,590	5,027	5,510
Net financial income and expenses	-104	-92	-126	-105	-47	-130	-210	-144	-252	-254	-242	-222	-221
Profit before tax	1,577	1,671	1,437	1,962	2,137	1,810	3,539	3,714	3,394	3,956	4,348	4,805	5,289
Tax on ordinary income	-351	-321	-383	-442	-390	-501	-793	-755	-836	-889	-977	-1,080	-1,185
Net profit from continuing operations	1,227	1,337	1,116	1,520	1,666	1,419	2,747	2,878	2,639	3,067	3,370	3,724	4,104
<i>Tax rate¹</i>	22.2%			22.5%			22.4%			22.5%	22.5%	22.5%	22.4%
Net profit from discontinued operations	-92	-68	-133	-81	-46	-125	-173	-135	-200	0	0	0	0
Profit for the period	1,145	1,269	1,000	1,466	1,576	1,336	2,612	2,743	2,464	3,067	3,370	3,724	4,104
<i>Avg. number of shares outstanding (in million)</i>	228.86	234.82	221.09	225.54	231.89	221.09	227.20	232.66	221.09	219.66	212.85	204.55	198.19
<i>Non-controlling interests</i>	6	9	0	6	11	0	15	20	0	14	14	14	13
<i>Earnings per share (EPS, DKK)²</i>	5.01	5.46	4.33	6.50	6.92	6.00	11.51	12.14	10.96	14.58	16.44	18.11	20.55
Other Group metrics													
Amortisation and depreciation etc.	-542	-515	-573	-554	-519	-580	-1,092	-1,034	-1,136	-1,131	-1,172	-1,231	-1,269
EBITDA	2,224	2,335	2,087	2,634	2,787	2,500	4,841	4,966	4,703	5,341	5,761	6,259	6,779
<i>EBITDA margin¹</i>	23.2%			25.2%			24.2%			24.5%	24.7%	24.9%	25.3%
Reported free cash flow before acquisitions	1,355	1,454	1,211	1,674	1,971	1,454	2,555	3,371	1,771	2,997	3,337	3,644	3,976
Buy-back of shares	-1,150	-1,000	-1,250	-1,763	-1,250	-2,500	-2,414	-1,400	-3,000	-2,346	-2,420	-2,304	-433
Net interest-bearing debt ³	10,257	10,456	10,059	9,902	10,967	8,899	9,487	10,967	7,226	9,326	9,075	8,685	7,376

	Cons	High	Low
WACC	7.1%	8.0%	6.5%
Price target (DKK)	346	375	315

	Buy	Hold	Sell
Recommendation (# of Buy/Hold/Sell)	5	2	0