



Dataprocés Group A/S presents Annual Report - 2023/24

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Company announcement no. 11/2024: Dataprocés presents as of today the Annual Report 2023/24.

Dataprocés presents an Annual Report with solid growth on all parameters

- The turnover for the financial year 2023/24 amounts to DKK 32.0 million. DKK - a growth of approx. 50%
- The operating profit (EBITDA) for the financial year 2023/24 amounts to DKK 8.6 million. DKK compared to -2.6 million DKK in the financial year 2022/23 - an increase of more than DKK 11 million.
- Annual Recurring Revenue (ARR) of 18.2 million DKK - Dataprocés has thus realized a growth of 45% in Annual Recurring Revenue (ARR) in the financial year.
- The number of software contracts in SaaS has increased by 51 to now 153 software contracts on our strategic products
- Dataprocés now delivers license/subscription solutions (Mars, Marc, Review and KØS) to a total of 86 of the country's 98 municipalities.
- The year's profit after tax amounts to DKK 0.3 million. DKK compared to -6.9 million DKK in the financial year 2022/23.

Financial Key Figures

FINANCIAL HIGHLIGHTS DKK 000	2023/24	2022/23
Revenue	31.959	21.405
Gross Profit	32.960	26.069
Earnings before depreciations (EBITDA)	8.575	-2.574
Profit of the year	343	-6.925
Equity	20.681	14.777
Total equity and Liabilities	45.516	38.964
KEY FIGURES		
# Software contracts (SaaS)	153	102 (incl. KØS)
Annual Recurring Revenue (ARR)	18.178	12.557
Solvency ratio	45%	38%

Dataprocés' CEO Michael Binderup says:

We are proud of the growth that Dataprocés has realized due to the great support from our customers in the financial year 2023/24.

Dataprocés has again made great progress in our SaaS (Software as a Service) solutions in line with our strategic aim of growth through SaaS. Thus has Dataprocés realized a growth of 45% with the result that our ARR (Annual Recurring Revenue) per 30/4 2024 amounted to 18.2 million DKK.

And as announced in our guidance for 2024/25, we also expect good growth in the financial year 2024/25.

The growth is based on good solutions and satisfied customers - where the vast majority remain users of our solutions when first they have had them implemented in the municipality.

In 2023/24, we have also experienced progress in our second focus area - Data-analyses. The turnover on Data-analyses has in 2023/24 amounted to 14.4 million DKK against DKK 9.0 million in 2022/23. The progress is due to a mix of the fact that we have developed new analyses, that we have found many benefits for our customers, and that our good cooperation with the municipalities has led to more customers as well on Data-analyses.

The growth in all our revenue areas together with a strong management of the costs in the company has caused that our EBITDA is more than 11 million DKK better in the financial year 2022/23 - and now also with a positive result after tax.

We stated in connection with the publication of the annual report for 2022/23:

"We look forward to a financial year 2023/24 with expectations of growth in all our strategic sales areas and strong managerial focus on meeting expectations for the company's results."

We believe that we have fully lived up to that statement - and expect continued growth in the financial year 2024/25 based on the great trust and loyalty we experience from our customers.

Attached: Annual report Dataprocess - presentation of the annual report will take place at Dataprocess' annual general meeting on the 15th of August 2024. Registration for this will be announced at a later date to all shareholders.

Dataprocess maintains the expectations for 2024/25

As mentioned, Dataprocess experiences great trust, loyalty and interest in our strategic solutions. It is expected both that existing customers will purchase new functionality and that we will experience an influx of new customers who will get to know the solutions. Overall, an increase in ARR of 30% to 40% is expected, corresponding to a growth of between 5.5 and 7.3 million. DKK

Our guidance for 2024/25 is as published on 25 May 2024:

- ARR growth of 30–40% compared to 2023/24
- Revenue of DKK 33-38 million. DKK - growth of DKK 1 - 6 million compared to 2023/24
- EBITDA of between 10 and 14 million DKK
- EBIT of between 2 and 4 million DKK

Statements about the future

This report contains statements about the future - including statements about Dataprocess Group A/S' future operating results, financial position, cash flows, business strategy and future objectives. The statements are based on expectations or predictions that management deems reasonable at the time of publication of this report. Statements about the future are associated with risks and uncertainty as well as a number of factors, many of which will be beyond control of the company. This may mean that the actual development and the actual result deviate significantly from the expectations in the report. Without being exhaustive, such factors include general economic and business conditions, including market, competition and supplier conditions, as well as financial and regulatory conditions.

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About Dataprocess Group A/S

Dataprocess is an innovative software and consulting house, specializing in AI supported solutions targeted at the Danish municipalities and their digital administration. The solutions range widely from robot technology and SaaS to data analyses as well as collaboration and consulting. The starting point and purpose are always the same: to use data to create new knowledge, smarter processes and increased efficiency for the benefit of both citizens and municipalities.

Dataprocess - we create value with data!

Attachments

- [Download announcement as PDF.pdf](#)
- [Dataprocess Group - Årsrapport 2023-24.pdf](#)