



Guidance for the financial year 2021/22

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Company announcement no. 17: Dataprocés announces the guidance for the financial year 2021/22.

Financial guidance in highlights for the financial year 2021/22:

- Revenue on DKK 25-30 million.
- Revenue growth up to 100% on SaaS compared to 2020/21.
- ARR growth up to 100% compared to 2020/21.
- Revenue growth on data analyzes up to 80% compared to 2020/21.
- EBITDA at DKK 2-7 million.

Outlook 2021/22

Based on the positive outlook on the Covid-19 vaccines and the reopening, Dataprocés expects a revenue of DKK 25-30 million in 2021/22 and expects to deliver an operating profit, EBITDA, of DKK 2-7 million. In 2021/22 Dataprocés expects to take a significant step toward increasing our SaaS business, increasing our market share as well as increasing the SaaS business share of Dataprocés' total revenue. All in accordance to the strategy.

We are working intensively on several initiatives to reinforce the sales flow and to develop our SaaS solutions further. We expect to accelerate the growth up to 100% on the SaaS business in 2021/22 both measured on ARR and on the total revenue in the business area. We expect, that the municipalities will start returning to the offices mid-May and over the summer. We experience a positive status on the current sales pipeline which provides optimism for the upcoming period.

CEO Kjartan Jensen:

"We experience a positive response from the customers regarding our SaaS solutions and we see how they deliver value to the customers right from the start. The roll out of MARS is proceeding quickly and the pipeline on Min Sag looks promising as well. I expect, that our developers will be busy in the upcoming year as the SaaS roll out takes speed."

Generally about announcements

The contract is in accordance with Dataprocés' strategic focus and does not change the announced guidance.

In all announcements Dataprocés distinguishes between three municipality size categories; the 50 smallest municipalities are called municipalities, the 38 middle ones are called larger municipalities and the 10 largest are called top-10 municipalities.

Dataprocés only announces agreements on data analyzes with a total estimated value higher than 250.000 DKK.

The SaaS platforms MARS, Min Sag and MARC Fleksløen are central to the company strategy and will be announced each time an agreement has been entered into.

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About Dataprocés Group A/S

Dataprocés is an innovative IT and consulting house, specializing in solutions targeted at the Danish municipalities and their digital administration. The solutions range widely from robot technology and SaaS to data analyzes 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.

Dataprocés - we create value with data!

Attachments

- [Download announcement as PDF.pdf](#)