



Dataprocés Group A/S presents Annual Report - 2021/22

22.6.2022 15:02:47 CEST | Dataprocés Group A/S | Company Announcement

Company announcement no. 4/2022 - inside information: Dataprocés presents as of today the Annual Report 2021/22 and maintains the expectations for the Financial Year 2022/23.

Dataprocés presents an Annual Report that show significant growth in our SaaS-solutions to municipalities, and a positive EBITDA (0.3 million. DKK)

- Annual Recurring Revenue (ARR) 8.8 million. DKK
- Dataprocés has realized a growth of more than 100% for all 3 strategic products MARS, Min Sag and MARC Fleksløn, and overall a growth of 113%
- Number of software contracts in SaaS increased from 27 to 66
- Revenue for the financial year 2021/22 amounts to 21.4 million. DKK in relation to 15.0 mill. DKK in 2020/21, which corresponds to a revenue growth of 42% compared to 2020/21
- EBITDA for the financial year 2021/22 amounts to 0.3 million. DKK in relation to -6.3 mill. DKK in the financial year 2020/21
- Profit for the year after tax amounts to -3.2 million. DKK in relation to -6.7 mill. DKK in financial year 2020/21

Financial Key Figures from 1st of May 2021 to 30th of April 2022

FINANCIAL HIGHLIGHTS DKK 000	2021/2022	2020/2021
Revenue	21.375	15.048
Gross Profit	27.750	16.401
Earnings before depreciations (EBITDA)	325	-6.264
Profit of the year	-3.170	-6.721
Equity	21.724	24.922
Total equity and Liabilities	40.311	45.238
KEY FIGURES		
# Software contracts (SaaS)	66	27
Annual Recurring Revenue (ARR)	8.810	4.143

Dataprocés' CEO Kjartan Jensen says:

I can proudly inform you that over 50% of Danish municipalities use one or more of Dataprocés' solutions on a daily basis.

In the previous financial year 2021/22, Dataprocés has delivered a solid momentum of our strategic goals for growth through SaaS (Software as a Service). We have more than doubled the number of customers on our SaaS-solutions. At the end of the year 2020/21, we had 27 customers compared to 66 customers in this financial year.

We are once again looking into a strong future with SaaS, as our pipeline meets the estimated budgets. Thus, we maintain our long-term goal of achieving a market share of 60% by 2025. We can also state that customers are satisfied with our solutions, and maintain customer churn at 0 - so we maintain all our current customers.

One of our other focus areas - data analysis is now on its way back on track, despite the fact that we did not achieve our expected revenue targets in the financial year. The pipeline is strong and growing, which is reflected in the realized sales results since 1st of May 2022.

Attached: Annual report Dataproces - presentation of the annual report will take place at Dataproces' annual general meeting on the 18th of August 2022. Registration for this will be announced at a later date to all shareholders.

Dataproces maintains the expectations for 2022/23

Dataproces is experiencing great interest in our strategic solutions. In the autumn of 2022, we launch new submodules for MARS as well as adding new functionalities to Min Sag. This is with an expectation that both existing customers will acquire new functionality as well as the addition of new customers who will become aware of the solutions. Overall, an increase in ARR of 3.5-4.4 million. DKK is expected.

Our ambition is also that Data analysis will deliver as before COVID-19, and revenue of 15-16 million. DKK is expected.

Our partnership with Poul Schmith is a great success, and through that we work on business opportunities and market opportunities outside the municipal market. At the same time, we are working to realize mutual benefits by integrating common functionality into solutions.

- Revenue growth of 40-50% on SaaS compared to 2021/22
- ARR growth of 40-50% compared to 2021/22
- Revenue growth on Data Analysis of 40-50% compared to 2021/22
- Revenue of DKK 31-35 million. - growth of 45-65% compared to 2021/22
- Positive EBITDA of 2-6 million. DKK

Statements about the future

This report contains statements about the future - including statements about Dataproces 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.

Contacts

- John Norden, Certified Advisor, +45 20 720 200, JN@nordencef.dk
- Kjartan Jensen, CEO, +45 41 21 05 01, K@Dataproces.dk

About Dataproces Group A/S

Dataproces 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.

Dataproces - we create value with data!

Attachments

- [Download announcement as PDF.pdf](#)
- [Dataproces Group - Årsrapport 2021-22.pdf](#)