



## Dataprocés Group A/S presents Annual Report - 2022/23

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Company announcement no. 6/2023 - inside information: Dataprocés presents as of today the Annual Report 2022/23.

### Dataprocés presents an Annual Report that show significant growth in our SaaS-solutions to municipalities, however with a unsatisfactory overall result

- Annual Recurring Revenue (ARR) 12.6 million DKK
- Dataprocés has thereby realized a growth of 43% in Annual Recurring Revenue (ARR)
- Number of software contracts in SaaS increased from 66 to 83
- Shortly after the end of the financial year, the influx of customers for our solution Marc Fleksløn has resulted in over 50% of the country's municipalities now using Dataprocés' SaaS solution, Marc Fleksløn
- Dataprocés now delivers license/subscription solutions (Mars, Review, Marc and our Services On Demand) to a total of 72 of the country's municipalities
- The turnover for the financial year 2022/23 amounts to DKK 21.4 million DKK, which is almost identical to the turnover in 2021/22
- The operating profit (EBITDA) for the financial year 2022/23 amounts to DKK -2.6 million. DKK compared to 0.3 million DKK in the financial year 2021/22
- The year's profit after tax amounts to DKK -6.9 million. DKK compared to -3.2 million DKK in the financial year 2021/22

### Financial Key Figures

FINANCIAL HIGHLIGHTS DKK 000	2022/2023	2021/2022
Revenue	21.405	21.375
Gross Profit	26.069	27.750
Earnings before depreciations (EBITDA)	-2.574	325
Profit of the year	-6.925	-3.170
Equity	14.777	21.724
Total equity and Liabilities	38.964	40.311
KEY FIGURES	2022/2023	2021/2022
# Software contracts (SaaS)	83	66
Annual Recurring Revenue (ARR)	12.557	8.810

### Dataprocés' CEO Michael Binderup says:

**We at Dataprocés are proud that such a large part of the Danish municipalities (72 out of 98) use one or more Dataprocés solutions on a daily basis.**

In the financial year 2022/23, Dataprocés has again delivered a solid boost to our strategic goal of growth through SaaS (Software as a Service) with a 43% growth in our total Annual Recurring Revenue (ARR) from 8.8 to 12,6 million DKK per end

of the financial year - and contracts have been entered into for all of the company's 3 strategic SaaS products after the end of the financial year.

We look into a strong future with SaaS and can at the same time state that customers are satisfied with our solutions, and maintain customer churn at 0 - in other words, we retain all our current customers.

One of our other focus areas - data analysis has unfortunately lost some ground in the financial year 2022/23, where revenue has fallen by 17% to a total revenue of DKK 9.0 million. However, the pipeline within Data analysis looks really strong, and after the end of the financial year also concluded agreements on new/extended data analysis tasks with a total estimated value of DKK 1.5 - 2.0 million.

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

*Attached: Annual report Dataproces - presentation of the annual report will take place at Dataproces' annual general meeting on the 18th of August 2023. Registration for this will be announced at a later date to all shareholders.*

## **Dataproces maintains the expectations for 2023/24**

Dataproces still experiences great interest in the strategic solutions. New sub-modules for the MARS and MARC solutions are continuously launched, as well as the addition of new functionalities for REVIEW (formerly Min Sag). This is with the expectation that both existing customers will purchase new functionality as well as an influx of new customers who will get to know the solutions. Overall, an increase in ARR of 25% to 35% is expected, corresponding to between 3.1 and 4.4 million DKK

Our ambition is also that Data analyzes will rise to a higher level again in 2023/24.

- ARR growth of 25-35% compared to 2022/23
- Revenue of DKK 23-26 million DKK - growth of DKK 2 - 5 million compared to 2022/23
- EBITDA of between -1 and +3 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.

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## **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](#)