



Dataprocés Group A/S presents Quarterly Financial Report - Q3 2023/24

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Company announcement no. 8/2024: Dataprocés Group A/S presents quarterly financial report for Q3 2023/24

Dataprocés' ARR has increased to 17 million in the first 3 quarters of the financial year 2023/24, which is an increase of 35% in the financial year.

The development in this financial year compared to the last financial year is still very positive. We have realized sales to new customers as well as additional sales of additional modules to existing customers. We have delivered and implemented solid software solutions and data analyzes for the Danish municipalities, and today 86 out of the 98 Danish municipalities use one or more of our SaaS solutions/modules.

We have:

- ARR growth of 46% compared to the same time last year. and has the following number of customers on the solutions:
 - 36 municipalities on MARS
 - 58 municipalities on MARC Fleksløen and further 2 municipalities after the balance sheet date.
 - 10 municipalities on REVIEW.
 - 39 municipalities on KØS and further 2 municipalities after the balance sheet date.
- Growth in ARR in the first nine months of the financial year of 35%
- Revenue of 21.3 million in the first 9 months of the financial year compared to 16.4 million at the same time last financial year - an increase of 4.9 million
- EBITDA of DKK 2.2 million in the first 9 months of the financial year, where at the same time last financial year it amounted to DKK -2.3 - an increase of 4.5 million

Dataprocés' CEO Michael Binderup says:

In the financial year, we have experienced positive development in virtually all areas. We have achieved wider and wider delivery of both software and advice to our customers, and the interest in our products and services continues to be very high among the Danish municipalities. Our long-term and trusting relationships are very important to us, where we see our relationship with customers as a partnership, where both parties contribute to getting the best out of the collaboration. Relations which have also been further strengthened in the financial year.

We have realized an increase in our ARR of 35% in the first 9 months of the financial year, so that our total ARR per 31/1 2024 now amounts to 17 million In the first 9 months of the financial year, we have realized a total turnover within SaaS and Data analyzes of DKK 21.3 million. DKK, which actually corresponds to the turnover for the entire last financial year, and is almost DKK 5 million. DKK better than in the same period last financial year. This has also resulted in an increase in our EBITDA of DKK 4.5 million. compared to the same time last financial year.

The improvement in ARR as well as the improvement in revenue and EBITDA also led to us issuing company announcement no. 3/2024 on 9/2 2024 with an adjustment of our guidance for the financial year.

Dataprocés expectations for 2023/24 (previous guidance appears in brackets)

- - ARR growth up to 35-45% compared to 2022/23. (previously 25-35%)
 - Revenue of DKK 25 - 28 million. (previously DKK 23-26 million)
 - EBITDA of DKK 0 to +4 million. (previously DKK -1 to +3 million)

Financial key figures for the period 1 May 2023 - 31 January 2024

	Q1-Q3 2023/24	Q1-Q3 2022/23	2022/23

DKK THOUSAND	(9 months)	(9 months)	(12 months)
Revenue	21.256	16.363	21.405
- Revenue Software	13.648	9.362	12.363
- Revenue Data analyses og Others	7.609	7.001	9.042
Gross profit	21.487	19.354	26.069
Earnings before depreciations (EBITDA)	2.218	-2.278	-2.574
Financial expenses	-824	-317	-670
Profit for the year	-2.962	-5.326	-6.925
Equity	11.800	16.376	14.777
Total Equity and Liabilities/Total assets	43.575	36.688	38.964
Cashflow from operating activities	8.853	3.834	2.847
Cashflow from investment activities	-4.937	-7.419	-10.150
- Investment in tangible assets	-23	-124	-229
Cashflow from financing activities	1.563	1.195	5.047
Key Figures			
# Software contracts (SaaS)	143 (104) *	95 (78) *	102 (83) *
Annual Recurring Revenue (ARR)	16.978	11.522	12.557
Solvency (equity/totalt assets)	26% **)	43%	38%

*) The number in brackets indicates subscriptions excl. KØS subscriptions - disclosed for the sake of comparison with previous reports.

***) Before the capital increase via debt conversion, which was carried out in February - after which the solvency ratio increased to approx. 40%.

Statements about the future

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

Company (publ) (Nasdaq First North Growth Market Denmark: Ticker DATA) is obligated to publish the above information in compliance with the EU Market Abuse Regulation act. 17.

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About Dataprocés Group A/S

Dataprocés 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.

Dataproces - we create value with data!

Attachments

- [Download announcement as PDF.pdf](#)
- [Dataproces Group Kvartalsrapport Q3 2023-24.pdf](#)