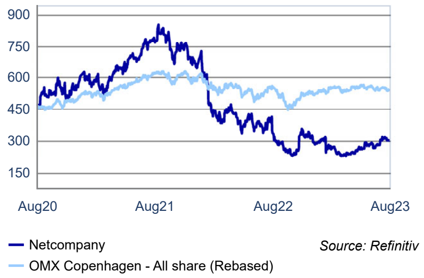
Netcompany

Telecom Equipment and IT
Denmark

KEY DATA

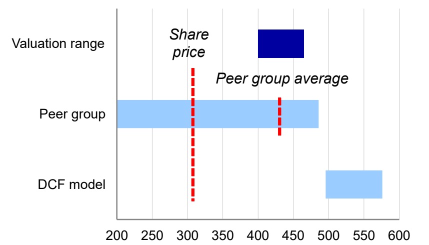
Stock country	Denmark
Bloomberg	NETC DC
Reuters	NETCG.CO
Share price (close)	DKK 306.2
Free float	85%
Market cap. (bn)	EUR 2.01/DKK 15.03
Website	www.netcompany.com
Next report date	16 Aug 2023

PERFORMANCE



Source: Refinitiv

VALUATION APPROACH



Source: Nordea estimates

ESTIMATE CHANGES

Year	2023E	2024E	2025E
Sales	0%	0%	0%
EBIT (adj)	0%	0%	0%

Source: Nordea estimates

Nordea IB & Equity - Analysts

Claus Almer
Director

Jesper Herholt Jensen
Managing Director, Sector Coordinator

Unchanged solid Q2 business activity expected

We expect a Q2 that is largely a continuation of Q1. This suggests double-digit revenue growth of 14.9% y/y (company-compiled consensus: 12.9%) and cost increases driven by inflation, FTE growth, and the initiatives to trim the employee base, which leaves unutilised FTE. However, we continue to believe Netcompany is likely to exceed its 2023 EBITDA guidance, although a guidance upgrade is more likely later in 2023. Our updated combined DCF and peer group valuation range points to an unchanged fair value of DKK 400-460 per share. Our estimates are left unchanged.

Q2E: Revenue growth, but flattish profitability

We estimate 14.9% revenue growth y/y, partly helped by the Netherlands and Norway having a softer Q2 2022. We estimate 6% higher EBITDA y/y, owing to the combination of revenue growth, cost inflation, and more employees. We are, however, 9% below consensus. As to the demand situation, we expect Q2 saw the same trends as Q1, with the private sector likely characterised by some hesitancy in initiating larger IT projects, while Netcompany appears to successfully to have added a number of new public sector projects, notably by Intrasoft. Finally, we do not expect negative news regarding sickness or churn, although the latter may still be a tad too low.

Trimming of organisation: Extra costs in H1, benefits in H2

As part of its 2023 EBITDA margin guidance, Netcompany has embedded a ~1.5 pp margin dilution from the initiated FTE adjustments. These costs will mainly materialise in Q1 (was not quantified) and Q2, suggesting that the H1 margin impact could be around -3 pp. However, as this implies a cost of DKK ~90m, the magnitude may be smaller (FTE reductions: DKK ~30-50m).

2023 guidance: EBITDA margin should be exceeded

Based on the high end of the 15-18% EBITDA margin guidance range (our estimate: 18.9%; company-compiled consensus: 17.6%), Netcompany foresees flattish 2023 EBITDA y/y, even though the 12% revenue growth in this scenario should add at least DKK 100m in profit and 2022 was hard hit by sickness rates (no invoicing), churn and project failures (H1: DKK ~70m).

SUMMARY TABLE - KEY FIGURES

DKKm	2019	2020	2021	2022	2023E	2024E	2025E
Total revenue	2,454	2,839	3,632	5,545	6,183	7,111	8,036
EBITDA (adj)	674	809	881	1,112	1,171	1,346	1,561
EBIT (adj)	516	645	742	839	858	1,021	1,216
EBIT (adj) margin	21.0%	22.7%	20.4%	15.1%	13.9%	14.4%	15.1%
EPS (adj, DKK)	7.84	9.36	10.94	12.31	11.65	15.24	18.67
EPS (adj) growth	89.5%	19.4%	16.8%	12.6%	-5.4%	30.8%	22.5%
DPS (ord, DKK)	0.00	1.00	0.00	0.00	0.00	0.00	0.00
EV/Sales	6.8	11.1	10.2	2.9	2.6	2.2	1.8
EV/EBIT (adj)	32.3	48.9	49.9	19.4	19.0	15.3	12.2
P/E (adj)	40.4	66.5	64.4	23.9	26.3	20.1	16.4
P/BV	7.7	12.8	11.6	4.2	3.7	3.1	2.6
Dividend yield (ord)	0.0%	0.2%	0.0%	0.0%	0.0%	0.0%	0.0%
FCF Yield bef A&D, lease	3.1%	2.1%	2.9%	3.3%	3.1%	4.1%	5.2%
Net debt	826	402	1,817	1,536	957	313	-496
Net debt/EBITDA	1.2	0.5	2.2	1.4	0.8	0.2	-0.3
ROIC after tax	13.4%	16.3%	17.7%	15.8%	0.0%	-18.5%	-43.0%

Source: Company data and Nordea estimates

Q2 2023 preview

Q2 2023 report to be released at ~07:30 CET on 16 August

The Q2 investor presentation is scheduled for 11:00 CET. Dial-in details are +45 7876 8490, +44 203 769 6819 and +1 646 787 0157 (PIN: 598 046).

Q2 2023 expectations

How Q2 2023 ended depends, as always, on the result of revenue growth and the FTE utilisation rate. However, as in Q1 it is also sensitive to the timing of the costs associated with layoffs and other "one-off" costs that are embedded in the 2023 EBITDA margin guidance.

NETCOMPANY: Q2 2023 ESTIMATES (DKKm; EPS IN DKK)

	2022				2023			NDA vs	Q2,	H2		H2
	Q1	Q2	Q3	Q4	Q1	Q2E	Cons	Cons	y/y	2022	2023E	y/y
Revenue, Core	973	887	944	1,009	1,058	1,039	-	-	17%	1,952	2,216	14%
Revenue, Expand	399	419	405	511	482	461	-	-	10%	915	894	-2%
Revenue	**1,372**	**1,306**	**1,348**	**1,519**	**1,540**	**1,500**	**1,474**	**2%**	**15%**	**2,867**	**3,143**	**10%**
Production cost	954	942	877	999	1,100	1,128	-	-	20%	1,876	2,078	11%
Gross profit	**417**	**364**	**471**	**520**	**440**	**372**	**-**	**-**	**2%**	**991**	**1,065**	**7%**
Sales & marketing	9	10	11	12	12	10	-	-	9%	23	23	3%
Administration	181	199	185	199	231	213	-	-	7%	384	407	6%
Special items	0	0	-1	6	0	0	-	-	-	6	0	-97%
EBITA	**227**	**156**	**275**	**315**	**197**	**149**	**-**	**-**	**-4%**	**590**	**635**	**8%**
Amortisation	33	33	35	34	34	28	-	-	-16%	69	49	-29%
EBIT	**194**	**123**	**240**	**281**	**163**	**122**	**-**	**-**	**-1%**	**521**	**587**	**12%**
Net financial items	-16	-23	-19	-25	-32	-23	-	-	-	-44	-36	-
Pre-tax profit	**178**	**101**	**221**	**256**	**131**	**99**	**-**	**-**	**-2%**	**478**	**551**	**15%**
Taxes	45	16	52	41	28	20	-	-	29%	93	139	50%
Net profit	**132**	**85**	**170**	**216**	**103**	**79**	**-**	**-**	**-7%**	**385**	**411**	**7%**
EPS	2.7	1.7	3.5	4.3	2.1	1.6	-	-	-8%	7.8	8.2	5%
EPS growth, y/y	-33.3%	-24.9%	56.1%	FALSE	-22.5%	-8.2%	-	-	-	46.6%	5.5%	-
Revenue growth, organic	13.8%	6.9%	18.2%	17.0%	13.7%	15.9%	-	-	-	-	-	-
Revenue growth, y/y	60.4%	58.0%	68.9%	31.9%	12.3%	14.9%	12.9%	-	-	47.0%	9.6%	-
Gross margin	30.4%	27.9%	34.9%	34.2%	28.6%	24.8%	-	-	-	34.6%	33.9%	-
Costs (Revenue - EBITDA)	1,112	1,117	1,040	1,164	1,298	1,299	1,253	4%	16%	2,204	2,415	10%
Costs growth, q/q	-	0%	-7%	12%	12%	0%	-4%	-	-	-	-	-
EBITDA	**259**	**189**	**308**	**355**	**242**	**201**	**222**	**-9%**	**6%**	**663**	**728**	**10%**
EBITDA margin	**18.9%**	**14.5%**	**22.9%**	**23.4%**	**15.7%**	**13.4%**	**15.0%**	**-11%**	**-7%**	**46.2%**	**-10.2%**	**-**
EBITA, adj	227	156	275	315	197	149	-	-	-4%	590	635	8%
EBITA margin, adj	16.5%	12.0%	20.4%	20.8%	12.8%	10.0%	-	-	-	20.6%	20.2%	-
Incremental EBITA margin, adj	2.0%	-2.2%	13.6%	28.6%	-17.9%	-3.5%	-	-	-	-	16.3%	-
EBIT margin	14.2%	9.5%	17.8%	18.5%	10.6%	8.1%	-	-	-	18.2%	18.7%	-
Tax rate	25.6%	15.5%	23.4%	16.0%	21.2%	20.3%	-	-	-	19.4%	25.3%	-
In/out orders	719	433	320	248	741	-	-	-	-	568	-	-
Growth, y/y	13.4%	44.8%	52.7%	-	3.1%	-	-	-	-	-	-	-
Employees, average	6,513	6,719	7,039	7,353	7,497	-	-	-	-	-	-	-
Growth, y/y	109.5%	107.5%	107.9%	35.7%	15.1%	-	-	-	-	-	-	-
Growth, q/q	20.2%	3.2%	4.8%	4.5%	2.0%	-	-	-	-	-	-	-
12-month performance:												
Revenue (12m)	4,148	4,627	5,178	5,545	5,713	5,908	5,882	0%	28%	-	-	-
Revenue growth (12m)	38.4%	46.9%	59.2%	52.7%	37.7%	27.7%	27.1%	-	-	-	-	-
EBITDA, 12M	868	870	987	1,112	1,094	1,106	1,127	-2%	27%	-	-	-
EBITDA margin (12M)	20.9%	18.8%	19.1%	20.0%	19.1%	18.7%	19.2%	-	-	-	-	-

Source: Company data, company-compiled consensus and Nordea estimates

Consensus: At the higher end of the guidance range

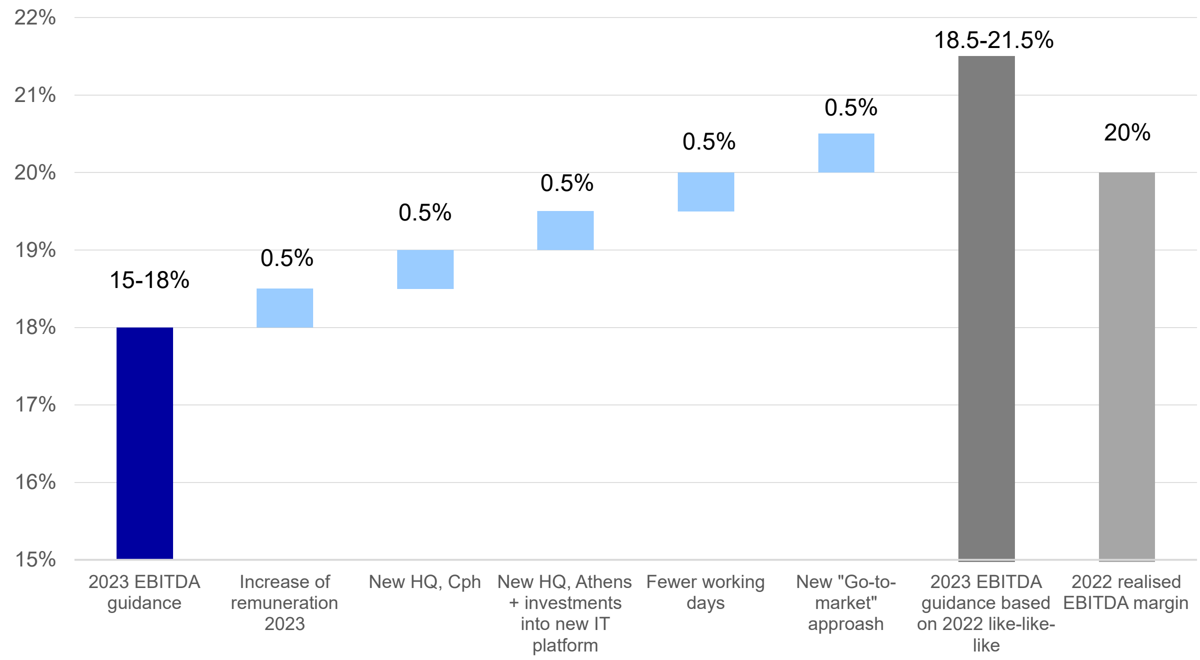
Company-collected consensus is in the higher end of the guidance range. For 2023, consensus expects 10.2% revenue growth y/y and for the EBITDA margin to decline by 2.5 pp, to 17.6% versus 15-18% margin guidance.

NETCOMPANY: GUIDANCE AND UPDATED CONSENSUS (DKKm)

	2022	2023 guidance			2023E		2024E		2025E	
		Low	High	Mid	Nordea	Cons	Nordea	Cons	Nordea	Cons
Revenue, Core	3,846	-	-	-	4,314	-	7,073	-	7,993	-
Revenue, Expand	1,670	-	-	-	1,837	-	2,113	-	2,429	-
Revenue	**5,545**	**5,988**	**6,210**	**6,099**	**6,183**	**6,108**	**7,111**	**6,843**	**8,036**	**7,639**
Revenue growth, y/y	52.7%	8.0%	12.0%	10.0%	11.5%	10.2%	15.0%	12.0%	13.0%	11.6%
Revenue growth, organic	**14.7%**	**8.0%**	**12.0%**	**8.0%**	**11.5%**	**-**	**15.0%**	**-**	**13.0%**	**-**
Costs (Revenue - EBITDA adj.)	4,571	-	-	-	5,202	5,034	5,964	5,571	6,737	6,176
Growth	58.9%	-	-	-	13.8%	10.1%	14.7%	10.7%	13.0%	22.7%
Special items	0	-	-	-	0	-	0	-	0	-
EBITDA adj.	**1,112**	**898**	**1,118**	**1,008**	**1,171**	**1,074**	**1,346**	**1,271**	**1,521**	**1,463**
EBITDA margin, adj.	**20.1%**	**15.0%**	**18.0%**	**16.5%**	**18.9%**	**17.6%**	**18.9%**	**18.6%**	**18.9%**	**19.1%**
EBITA, adj.:	973	-	-	-	981	-	1,146	-	1,299	-
EBITA margin, adj.:	17.6%	-	-	-	15.9%	-	16.1%	-	16.2%	-
EBIT	839	-	-	-	871	-	1,036	-	1,189	-

Source: Company data, company-compiled consensus and Nordea estimates

NETCOMPANY: 2023 EBITDA MARGIN GUIDANCE BRIDGE



Source: Company data and Nordea

Valuation: DKK 400-460 per share

Our valuation of Netcompany is based on a combination of our DCF model and a peer group valuation. Both methods have their strengths and weaknesses, but we believe they yield a reliable valuation range when combined. Our updated combined DCF- and peer group-based valuation suggests an unchanged fair value of DKK 400-460 per share.

As there are few suitable peers for Netcompany, our valuation range is derived from the combination of a DCF model and a peer group valuation.

The valuation is sensitive to the number of years of high revenue growth – if Netcompany were to extend the number of years of revenue growth by more than 20%, this would have a significant impact on our valuation.

Our DCF-based 12-month fair value (WACC: 6.7%) is DKK 510 per share, based on the assumptions outlined below.

NETCOMPANY: DCF MODEL ASSUMPTIONS

Averages and assumptions	2023-30	2031-33	2034-38	2039-43	2044-48	2049-53	LT
Sales growth, CAGR	10.5%	10.0%	10.0%	7.5%	5.0%	2.5%	-
EBIT-margin	15.3%	14.6%	14.0%	13.0%	7.7%	2.4%	-
Capex/depreciation, x	1.1	1.1	1.1	1.1	1.1	1.1	-
Capex/sales	3.9%	2.5%	2.5%	2.4%	2.4%	2.4%	-
NWC/sales	17.9%	17.9%	17.9%	17.9%	17.9%	17.9%	-
FCFF, CAGR	13.5%	4.0%	8.8%	7.3%	-6.0%	-23.0%	2.0%

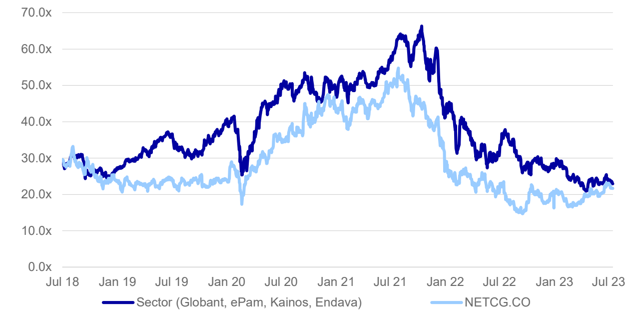
Source: Nordea estimates

The model is sensitive to revenue growth and the EBIT margin is relatively high, although this should be expected given the company's high-growth profile.

EV/EBITDA: NETCOMPANY VS. SECTOR (x)

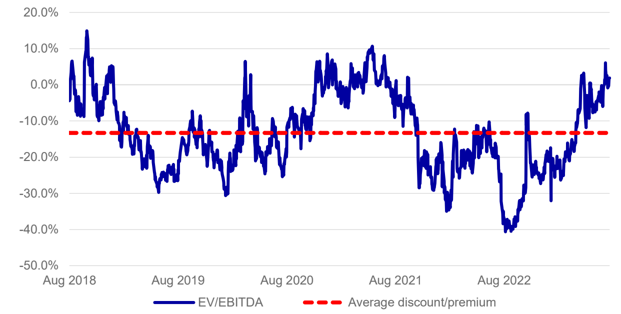
Source: Refinitiv and Nordea

P/E: NETCOMPANY VS. SECTOR (x)



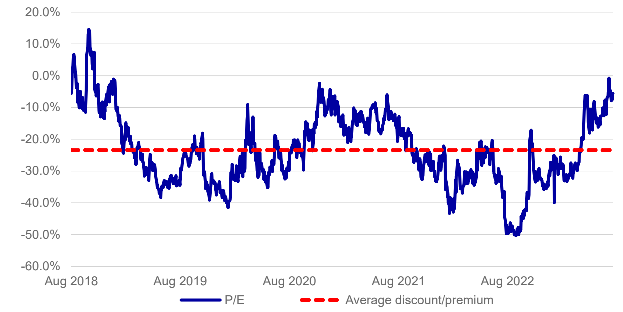
Source: Refinitiv and Nordea

DISCOUNT, EV/EBITDA: NETCOMPANY VS. SECTOR (%)



Source: Refinitiv and Nordea

DISCOUNT, P/E: NETCOMPANY VS. SECTOR (%)



Source: Refinitiv and Nordea

Our peer group valuation is based on IT companies with similar growth, above-average margins and a focus on "new world IT". Geographical exposure plays a smaller role in our selection of peers. Within this group, we see the following companies as particularly suitable:

- Epam
- Globant
- Endava
- Kainos

NETCOMPANY: PEER GROUP VALUATION

		Share	MCAP	Grw, 2022-25E			EBIT mrg	P/E			EV/EBITDA			EV/EBIT			PEG	Share price		
		price	EURbn	Rev	EBIT	EPS	2023E	2023E	2024E	2025E	2023E	2024E	2025E	2023E	2024E	2025E	22-25E	1M	12M	YTD
Key peers																				
Epam	US	1,624	12.7	7%	6%	7%	16.0%	23.9x	21.8x	18.2x	15.5x	13.9x	11.4x	15.5x	13.9x	11.4x	3.5x	5%	-43%	-27%
Globant	Lux	1,128	6.4	19%	22%	18%	15.2%	29.1x	24.0x	19.0x	16.4x	13.4x	11.0x	16.5x	13.4x	11.0x	1.6x	-6%	-28%	-1%
Endava	UK	331	2.5	15%	11%	11%	17.9%	17.8x	17.5x	14.4x	11.6x	11.2x	9.3x	11.6x	11.2x	9.3x	1.6x	-9%	-53%	-36%
Kainos	UK	111	1.9	17%	13%	11%	17.6%	30.7x	27.0x	23.8x	21.2x	18.8x	16.1x	21.2x	18.8x	16.1x	2.8x	4%	-5%	-17%
Reply	UK	696	3.5	12%	10%	10%	12.7%	19.1x	16.6x	14.9x	10.4x	9.3x	8.5x	10.5x	9.4x	8.5x	1.9x	-11%	-27%	-13%
Average (ex Reply)	**-**	**-**	**5.9**	**14%**	**13%**	**12%**	**16.7%**	**25.4x**	**22.6x**	**18.8x**	**16.2x**	**14.3x**	**12.0x**	**16.2x**	**14.3x**	**12.0x**	**2.4x**	**-2%**	**-32%**	**-20%**
Netcompany (cons.)	DK	305	2.0	13%	9%	12%	14.6%	25.0x	20.3x	16.8x	15.8x	13.8x	11.9x	15.9x	13.9x	12.0x	2.1x	7%	-22%	4%
IT service companies:																				
IBM	US	130	118.3	4%	7%	4%	18.3%	14.9x	14.1x	13.5x	11.4x	10.8x	10.5x	11.4x	10.7x	10.5x	3.3x	8%	10%	1%
Accenture	IE	284	179.2	1%	3%	4%	15.7%	26.9x	25.0x	23.0x	16.2x	15.1x	13.8x	17.1x	15.9x	14.6x	6.2x	2%	1%	17%
Cognizant	US	64	32.2	3%	3%	5%	15.2%	16.0x	14.9x	13.5x	10.1x	9.4x	8.6x	10.1x	9.4x	8.6x	3.1x	7%	3%	22%
Atos	FR	7	34.1	-0%	21%	59%	5.0%	21.1x	19.7x	17.6x	12.7x	12.1x	10.9x	12.7x	12.1x	10.9x	0.4x	-1%	18%	10%
Cap Gemini	FR	162	63.5	6%	9%	9%	12.7%	23.7x	22.8x	20.3x	15.8x	15.2x	13.7x	15.8x	15.2x	13.7x	2.6x	5%	-14%	-8%
CGI Group	CA	93	139.4	5%	6%	9%	16.6%	29.9x	27.1x	24.4x	20.0x	18.5x	16.7x	20.0x	18.5x	16.7x	3.4x	4%	5%	8%
DXC Technology	US	18	25.2	-7%	-8%	1%	8.3%	20.0x	18.7x	16.6x	11.8x	11.7x	10.6x	11.2x	11.1x	10.1x	16.4x	5%	-4%	6%
Sopra Steria	FR	196	11.9	7%	12%	16%	9.2%	21.6x	23.3x	18.1x	12.5x	13.5x	11.0x	13.9x	15.1x	12.3x	1.4x	6%	18%	21%
HCL	IN	13	0.8	9%	8%	7%	18.6%	2.9x	2.4x	1.8x	4.0x	4.0x	3.4x	4.0x	4.0x	3.4x	0.4x	-49%	-37%	-20%
Infosys	IN	15	28.0	8%	5%	5%	21.5%	14.1x	12.8x	11.7x	8.9x	8.3x	7.5x	8.9x	8.3x	7.5x	2.6x	-5%	-14%	4%
Tata	IN	38	21.8	9%	8%	8%	24.8%	19.3x	17.6x	16.1x	12.0x	11.2x	10.7x	10.7x	10.0x	9.6x	2.4x	-1%	26%	17%
Wipro	IN	5	3.8	5%	2%	1%	16.1%	5.8x	6.3x	5.1x	3.2x	3.7x	3.5x	3.2x	3.7x	3.5x	5.4x	-26%	-22%	-24%
Tech Mahindra	IN	14	4.0	7%	1%	-0%	12.9%	11.7x	10.0x	9.2x	7.7x	6.9x	6.3x	7.8x	6.9x	6.4x	-37.8x	10%	25%	39%
Average, ex India	**-**	**-**	**75.5**	**2%**	**7%**	**13%**	**12.6%**	**21.8x**	**20.7x**	**18.4x**	**13.8x**	**13.3x**	**12.0x**	**14.0x**	**13.5x**	**12.2x**	**0.8x**	**5%**	**5%**	**10%**
Average	**-**	**-**	**50.9**	**4%**	**6%**	**10%**	**15.0%**	**17.5x**	**16.5x**	**14.7x**	**11.3x**	**10.8x**	**9.8x**	**11.3x**	**10.8x**	**9.8x**	**0.8x**	**-3%**	**1%**	**7%**
Nordic peers:																				
Trifork	DK	18	0.4	12%	22%	21%	11.4%	29.4x	19.6x	16.4x	12.8x	10.6x	9.1x	20.8x	16.1x	13.1x	1.4x	2%	-	-7%
NNIT	DK	79	0.3	6%	-232%	-	7.1%	19.8x	10.4x	0.0x	8.3x	7.3x	6.1x	461.7x	11.5x	10.1x	-	-4%	11%	20%
TietoEvry	FI	23	2.7	2%	7%	2%	11.5%	10.3x	9.5x	9.1x	7.3x	6.9x	6.6x	11.1x	9.9x	9.2x	4.1x	-6%	-13%	-15%
KnowIT	SE	13	0.3	2%	-5%	0%	5.5%	19.1x	13.9x	11.4x	7.6x	6.7x	6.1x	16.3x	12.5x	10.6x	61.7x	-10%	-46%	-28%
Average	**-**	**-**	**0.9**	**6%**	**-52%**	**8%**	**8.9%**	**19.6x**	**13.4x**	**9.2x**	**9.0x**	**7.8x**	**7.0x**	**127.5x**	**12.5x**	**10.8x**	**22.4x**	**-5%**	**-16%**	**-7%**
SimCorp	DK	730	3.9	9%	15%	13%	23.3%	38.1x	32.0x	27.5x	27.9x	23.9x	20.6x	32.5x	26.0x	22.2x	3.0x	1%	35%	53%
Others:																				
Europe IT consult. 1)	-	-	-	7%	12%	13%	7.8%	18.7x	16.3x	16.5x	12.0x	8.4x	8.6x	15.6x	14.6x	11.7x	1.4x	-4%	-6%	14%
Global IT consult. 2)	-	-	-	7%	12%	15%	23.1%	25.3x	26.4x	28.4x	15.8x	13.5x	284.3x	19.0x	21.4x	16.6x	1.7x	5%	10%	8%
Average, total	**-**	**-**	**-**	**8%**	**-2%**	**12%**	**14.3%**	**21.3x**	**19.0x**	**17.5x**	**12.9x**	**11.0x**	**64.3x**	**37.9x**	**14.7x**	**12.2x**	**5.7x**	**-2%**	**-9%**	**0%**
Netcompany, NDA	**DK**	**305**	**2.0**	**13%**	**12%**	**14%**	**14.6%**	**25.7x**	**19.7x**	**16.7x**	**14.2x**	**12.0x**	**10.2x**	**19.1x**	**15.5x**	**13.0x**	**1.8x**	**7%**	**-22%**	**4%**

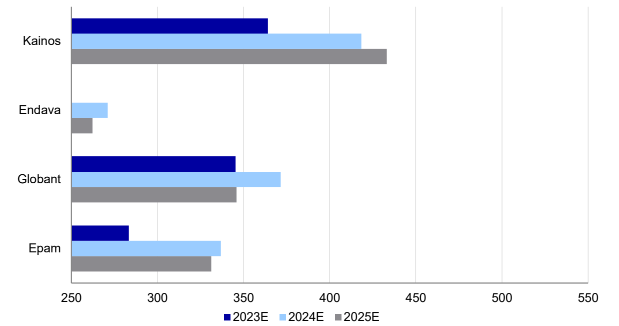
Source: Refinitiv and Nordea estimates

VALUATION: NETCOMPANY (OUR ESTIMATES) VS. PEER GROUP VALUATION

	Grw, 2022-25E			EV/EBIT			PEG	Share price	
	Rev	EBIT(A)	EPS	2023E	2024E	2025E	22-25E	1M	YTD
Key peers	**Underperf.**	**Outperf.**	**Underperf.**	**Premium**	**Discount**	**Discount**	**Premium**	**Outperf.**	**Outperf.**
IT service companies:	Outperf.	Outperf.	Underperf.	Premium	Premium	Premium	Premium	Outperf.	Underperf.
Nordic peers:	Outperf.	Outperf.	Outperf.	Discount	Premium	Premium	Discount	Outperf.	Outperf.
Europe IT consult. 1)	Outperf.	Outperf.	Underperf.	Premium	Discount	Premium	Premium	Outperf.	Underperf.
Global IT consult. 2)	Outperf.	Outperf.	Underperf.	Discount	Discount	Discount	Premium	Outperf.	Underperf.

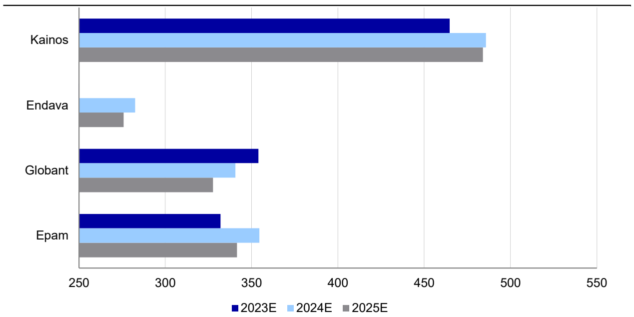
Source: Refinitiv and Nordea estimates

P/E VALUATION BASED ON KEY PEER GROUP (DKK PER SHARE)



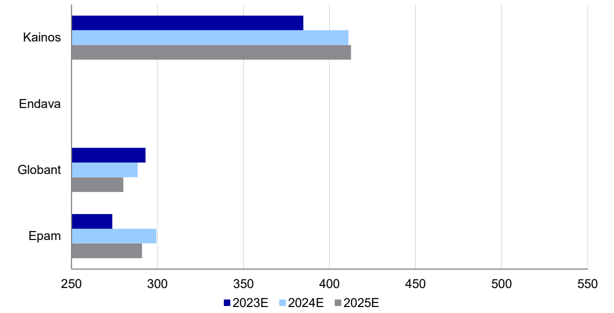
Source: Refinitiv and Nordea

NETCOMPANY: EV/EBITDA VALUATION BASED ON KEY PEER GROUP (DKK PER SHARE)



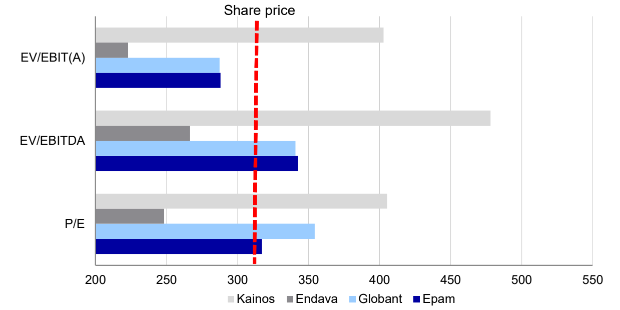
Source: Refinitiv and Nordea

NETCOMPANY: EV/EBIT(A) VALUATION BASED ON KEY PEER GROUP (DKK PER SHARE)



Source: Refinitiv and Nordea

NETCOMPANY: AVERAGE VALUATION (DKK PER SHARE), 2022E-24E



Source: Refinitiv and Nordea

Netcompany: Quarterly reported numbers

NETCOMPANY: QUARTERLY NUMBERS (DKKm; EPS IN DKK)

	2019				2020				2021				2022				2023
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1
Revenue	**598**	**593**	**592**	**671**	**696**	**676**	**695**	**773**	**855**	**827**	**798**	**1,152**	**1,372**	**1,306**	**1,348**	**1,519**	**1,540**
Production cost	364	370	336	387	421	416	401	445	529	533	470	766	954	942	877	999	1,100
Gross profit	**234**	**223**	**256**	**284**	**275**	**260**	**293**	**328**	**326**	**293**	**328**	**386**	**417**	**364**	**471**	**520**	**440**
Sales & marketing	3	3	3	3	4	4	4	5	6	6	6	19	9	10	11	12	12
Administration	84	93	89	101	106	95	94	99	103	121	123	157	181	199	185	199	231
Special items	-1	-3	-1	0	0	0	0	0	0	0	-30	-8	0	0	-1	6	0
EBITA	**146**	**123**	**164**	**180**	**164**	**161**	**195**	**224**	**216**	**167**	**170**	**203**	**227**	**156**	**275**	**315**	**197**
Amortisation	26	25	26	25	25	25	25	24	9	9	9	24	33	33	35	34	34
EBIT	**120**	**99**	**138**	**155**	**139**	**136**	**170**	**200**	**207**	**158**	**161**	**178**	**194**	**123**	**240**	**281**	**163**
Net financial items	6	-21	-4	5	-19	-16	-6	-152	37	-12	-12	11	-16	-23	-19	-25	-32
Pre-tax profit	**126**	**78**	**134**	**160**	**120**	**120**	**164**	**48**	**244**	**146**	**149**	**189**	**178**	**101**	**221**	**256**	**131**
Taxes	28	16	31	34	27	24	36	43	45	33	41	35	45	16	52	41	28
Net profit	**99**	**62**	**102**	**126**	**93**	**96**	**128**	**5**	**200**	**112**	**109**	**154**	**132**	**85**	**170**	**216**	**103**
Revenue visibility	1,786	2,106	2,387	-	2,132	2,484	2,720	2,839	2,765	3,065	3,274	3,632	4,544	4,977	5,296	5,545	4,921
% of FY revenue	72.8%	85.8%	97.3%	-	75.1%	87.5%	95.8%	100.0%	76.1%	84.4%	90.1%	100.0%	73.5%	80.5%	85.7%	89.7%	79.6%
In/out orders	207	319	282	67	304	352	236	119	634	299	209	-	719	433	320	248	741
Growth, y/y	-26.3%	48.3%	-19.3%	137.0%	46.9%	10.2%	-16.2%	78.1%	108.5%	-15.0%	-11.4%	-	13.4%	44.8%	52.7%	-	3.1%
EPS	2.0	1.3	2.1	2.5	1.9	2.0	2.6	0.1	4.1	2.3	2.2	3.1	2.7	1.7	3.5	4.3	2.1
EPS growth, y/y	94.2%	-	32.3%	83.8%	-5.5%	55.6%	24.9%	-96.0%	114.8%	16.8%	-15.3%	2958.4%	-33.3%	-24.9%	56.1%	39.7%	-22.5%
Tax rate	21.9%	20.5%	23.4%	21.2%	22.4%	19.9%	21.9%	89.5%	18.2%	22.9%	27.2%	18.5%	25.6%	15.5%	23.4%	16.0%	21.2%
Revenue growth, y/y	15.6%	18.0%	20.8%	23.5%	16.4%	13.9%	17.3%	15.1%	23.0%	22.4%	14.9%	49.1%	60.4%	58.0%	68.9%	31.9%	12.3%
Gross margin	39.1%	37.5%	43.2%	42.3%	39.5%	38.4%	42.2%	42.4%	38.1%	35.5%	41.2%	33.5%	30.4%	27.9%	34.9%	34.2%	28.6%
Incremental EBITA margin, adj	24.1%	40.2%	27.3%	38.6%	17.2%	42.7%	30.5%	42.9%	32.7%	3.5%	4.4%	-3.5%	2.0%	-2.2%	13.6%	28.6%	-17.9%
EBITA, adj	**147**	**126**	**164**	**180**	**164**	**161**	**195**	**224**	**216**	**167**	**200**	**210**	**227**	**156**	**275**	**315**	**197**
EBITA margin, adj	**24.6%**	**21.3%**	**27.7%**	**26.8%**	**23.6%**	**23.9%**	**28.1%**	**28.9%**	**25.3%**	**20.2%**	**25.1%**	**18.3%**	**16.5%**	**12.0%**	**20.4%**	**20.8%**	**12.8%**
FCF	74	80	126	116	95	103	149	-80	10	-36	180	-944	10	-36	180	268	10
Revenue, public	351	342	356	407	433	442	436	466	502	488	462	759	875	837	885	998	1,025
Revenue, private	247	252	236	264	262	233	258	307	353	339	336	394	497	469	463	521	516
Revenue, Core	598	593	592	671	696	676	695	773	855	827	798	867	973	887	944	1,009	1,058
Revenue, Expand	-	-	-	-	-	-	-	-	-	-	-	286	399	419	405	511	482
Revenue growth, Core	15.6%	18.0%	20.8%	23.5%	16.4%	13.9%	17.3%	15.1%	23.0%	22.4%	14.9%	12.1%	13.8%	7.3%	18.2%	16.4%	8.8%
Revenue growth, Expand	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	78.7%	20.9%
Netcompany Denmark:																	
Revenue, Denmark	442	435	437	505	525	532	543	601	656	637	624	674	725	679	714	759	769
Revenue growth, Denmark	11.2%	16.7%	19.4%	23.9%	18.7%	22.3%	24.3%	18.8%	25.0%	19.9%	14.9%	12.2%	10.6%	6.5%	14.4%	12.7%	6.1%
Gross margin, DK	43.4%	42.1%	48.8%	47.1%	43.6%	44.4%	48.7%	47.0%	42.7%	38.7%	45.9%	42.9%	39.4%	36.3%	47.7%	44.1%	35.1%
EBITA adj. before HQ costs, DK	130	119	152	169	157	170	199	209	202	166	205	195	192	143	242	217	139
EBITA margin adj. before HQ costs, DK	29.4%	27.3%	34.8%	33.5%	29.9%	31.9%	36.7%	34.8%	30.8%	26.1%	32.8%	28.9%	26.4%	21.0%	33.8%	28.6%	18.1%
Netcompany Norway:																	
Revenue, Norway	55	47	45	53	55	43	44	58	73	68	58	68	78	56	72	89	90
Revenue growth, Norway	29.3%	14.1%	13.2%	12.4%	-0.4%	-8.7%	-3.1%	9.0%	32.6%	59.6%	32.5%	16.9%	7.8%	-18.3%	22.6%	31.7%	14.6%
Gross margin, Norway	41.7%	32.0%	30.0%	27.0%	27.3%	12.4%	20.2%	24.6%	29.3%	24.7%	23.0%	20.5%	17.1%	-6.5%	16.4%	22.4%	17.5%
EBITA adj. before HQ costs, Norway	15	7	7	6	8	6	3	6	13	6	2	-2	-1	-19	-3	3	-1
EBITA margin adj. before HQ costs, Norway	27.0%	14.7%	15.9%	10.7%	13.8%	13.8%	6.4%	10.8%	18.1%	8.2%	3.8%	-2.9%	-0.9%	-34.6%	-4.6%	3.8%	-1.6%
Netcompany UK:																	
Revenue, UK	101	104	96	95	98	80	80	82	105	101	99	105	143	134	132	146	165
Revenue growth, UK	30.5%	17.3%	13.7%	8.5%	-2.3%	-23.2%	-16.2%	-14.5%	6.8%	25.7%	22.9%	28.9%	36.3%	33.0%	34.1%	38.5%	15.0%
Gross margin, UK	18.7%	22.5%	26.5%	29.1%	25.4%	13.3%	11.3%	21.6%	20.4%	24.8%	29.2%	29.1%	30.0%	26.8%	26.8%	28.4%	30.0%
EBITA adj. before HQ costs, UK	11	12	16	16	11	0	-3	8	11	7	12	14	27	15	19	21	29
EBITA margin adj. before HQ costs, UK	11.0%	11.8%	16.6%	16.5%	11.5%	-0.1%	-3.9%	9.6%	10.0%	6.8%	12.1%	13.0%	18.5%	11.3%	14.0%	14.6%	17.8%
Netcompany Netherlands:																	
Revenue, Netherlands	-	7	14	16	18	21	29	31	22	20	17	23	29	18	26	36	34
Revenue growth, Netherlands	-	-	-	-	-	197.2%	107.9%	88.5%	22.0%	-3.3%	-40.5%	-25.8%	33.1%	-11.8%	50.9%	58.6%	19.7%
Gross margin, Netherlands	-	18.3%	25.0%	20.9%	31.1%	36.5%	36.1%	43.6%	12.5%	26.0%	0.6%	10.5%	23.3%	-15.6%	21.8%	19.5%	20.6%
EBITA adj. before HQ costs, Netherlands	-	-1	-2	-3	1	2	6	9	-2	-2	-8	-7	-1	-12	-2	-2	-1
EBITA margin adj. before HQ costs, Netherlands	-	-15.5%	-13.6%	-17.2%	6.2%	11.4%	20.6%	30.3%	-10.6%	-9.3%	-48.0%	-29.4%	-4.2%	-65.0%	-8.0%	-6.1%	-2.6%
Netcompany Intrasoft:																	
Revenue, Intrasoft	-	-	-	-	-	-	-	-	-	-	-	286	399	419	405	511	482
Revenue growth, Intrasoft	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	78.7%	20.9%
Gross margin, Intrasoft	-	-	-	-	-	-	-	-	-	-	-	17.6%	17.1%	21.0%	19.3%	22.8%	20.4%
EBITA adj. before HQ costs, Intrasoft	-	-	-	-	-	-	-	-	-	-	-	21	25	42	32	69	45
EBITA margin adj. before HQ costs, Intrasoft	-	-	-	-	-	-	-	-	-	-	-	7.5%	6.2%	10.1%	7.8%	13.4%	9.4%
12-month performance:																	
Revenue (12m)	2,134	2,224	2,326	2,454	2,552	2,634	2,737	2,839	2,998	3,149	3,253	3,632	4,148	4,627	5,178	5,545	5,713
Revenue growth (12m)	33.3%	23.5%	19.1%	19.5%	19.6%	18.4%	17.7%	15.7%	17.5%	19.6%	18.8%	28.0%	38.4%	46.9%	59.2%	52.7%	37.7%
- DK (12M)	20.4%	16.4%	16.5%	17.8%	19.7%	21.1%	22.3%	20.9%	22.6%	21.9%	19.6%	17.8%	14.1%	10.9%	10.9%	11.1%	9.8%
- Norway (12M)	29.9%	22.9%	19.2%	17.2%	9.1%	3.6%	0.1%	-0.5%	8.6%	23.8%	32.0%	33.8%	25.4%	7.1%	6.3%	10.4%	12.3%
- UK (12M)	-	-	34.0%	17.1%	8.9%	-2.0%	-8.9%	-14.1%	-11.9%	-0.5%	9.0%	20.4%	29.0%	30.9%	33.3%	35.5%	28.8%
- Netherlands (12M)	-	-	-	-	-	-	-	-	86.1%	47.4%	6.9%	-16.8%	-13.0%	-14.7%	6.2%	32.8%	28.5%
- Intrasoft (12M)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
EBITA adj (12M)	504	540	568	617	634	669	701	744	797	802	806	793	804	793	868	973	943
EBITA margin, adj (12M)	23.6%	24.3%	24.4%	25.2%	24.9%	25.4%	25.6%	26.2%	26.6%	25.5%	24.8%	21.8%	19.4%	17.1%	16.8%	17.6%	16.5%
- DK (12M)	31.2%	30.7%	30.7%	31.3%	31.4%	32.4%	33.0%	33.4%	33.5%	31.9%	31.1%	29.6%	28.9%	26.5%	28.5%	27.6%	25.3%
- Norway (12M)	20.6%	19.4%	18.7%	17.3%	13.7%	13.5%	11.3%	11.3%	13.0%	11.5%	10.6%	7.1%	7.3%	-4.7%	-8.0%	-6.7%	-6.7%
- UK (12M)	9.0%	9.1%	11.4%	13.9%	14.0%	11.6%	6.7%	4.7%	4.4%	6.0%	9.6%	10.5%	12.5%	12.7%	14.2%	14.7%	14.6%
- Netherlands (12M)	-	-	-	-	-8.5%	-1.7%	8.0%	19.1%	15.0%	10.9%	-3.6%	-23.4%	-15.6%	-27.4%	-25.8%	-15.8%	-14.7%
- Intrasoft (12M)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	8.0%	9.6%	-
Incremental EBITA margin (12M)	13.1%	21.3%	26.6%	33.2%	31.2%	31.5%	32.3%	33.0%	36.4%	25.7%	20.5%	6.2%	0.6%	-0.2%	3.3%	7.3%	8.9%

Source: Company data and Nordea

Netcompany: Annual numbers

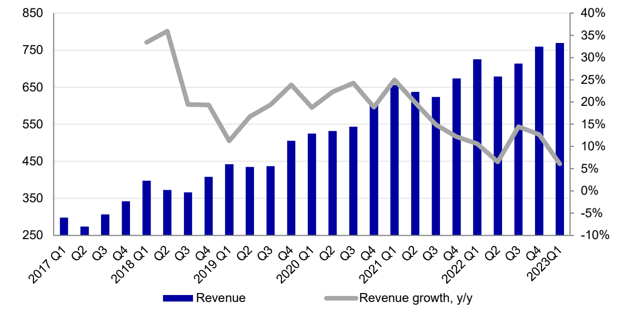
NETCOMPANY: ANNUAL NUMBERS (DKKm; EPS IN DKK)

	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023E	2024E	2025E
Revenue	**461**	**629**	**758**	**900**	**1,416**	**2,053**	**2,454**	**2,839**	**3,632**	**5,545**	**6,183**	**7,111**	**8,036**
Production cost	-	-	447	527	803	1,237	1,458	1,683	2,299	3,772	4,306	4,948	5,592
Gross profit	**-**	**-**	**311**	**373**	**613**	**817**	**996**	**1,155**	**1,333**	**1,772**	**1,878**	**2,162**	**2,444**
Sales & marketing	-	-	4	4	10	12	12	17	37	41	46	53	59
Administration	-	-	100	121	201	290	367	394	503	764	850	963	1,086
Special items	-	-	0	-35	-33	-34	-4	0	-38	0	0	0	0
EBITDA	**91**	**157**	**228**	**233**	**402**	**520**	**669**	**809**	**843**	**1,112**	**1,171**	**1,346**	**1,521**
Depreciation	9	8	9	32	34	40	56	65	88	139	189	200	222
Amortisation	0	-2	12	0	0	0	0	0	0	0	0	0	0
EBITA	**81**	**150**	**207**	**201**	**369**	**480**	**613**	**744**	**755**	**973**	**981**	**1,146**	**1,299**
Amortisation	2	2	0	74	96	115	102	99	51	134	110	110	110
EBIT	**80**	**149**	**207**	**127**	**273**	**365**	**511**	**645**	**704**	**839**	**871**	**1,036**	**1,189**
Net financial items	1	1	0	-62	-73	-109	-14	-193	24	-83	-91	-65	-45
Pre-tax profit	**81**	**150**	**208**	**65**	**200**	**256**	**497**	**452**	**728**	**757**	**780**	**972**	**1,144**
Taxes	8	15	20	44	59	74	109	130	153	154	187	198	233
Net profit	**73**	**134**	**188**	**21**	**141**	**181**	**389**	**322**	**575**	**603**	**593**	**774**	**912**
One-off items	0	0	0	-35	-33	-34	-4	0	-38	0	0	0	0
EPS	-	-	-	-	2.8	3.7	7.9	6.4	11.7	12.3	11.9	15.5	18.2
EPS growth, y/y	-	-	-	-	-	29.7%	116.7%	-18.6%	82.4%	4.5%	-3.3%	30.5%	17.8%
Tax rate	9.3%	10.2%	9.6%	67.1%	29.7%	29.1%	21.9%	28.7%	21.1%	20.3%	24.0%	20.3%	20.3%
Revenue growth, y/y	15.0%	36.6%	20.5%	18.7%	57.4%	45.0%	19.5%	15.7%	28.0%	52.7%	11.5%	15.0%	13.0%
Gross margin	-	-	41.1%	41.4%	43.3%	39.8%	40.6%	40.7%	36.7%	32.0%	30.4%	30.4%	30.4%
EBITDA margin	19.8%	24.9%	30.1%	25.9%	28.4%	25.3%	27.3%	28.5%	23.2%	20.1%	18.9%	18.9%	18.9%
EBITA, adj	**81**	**150**	**207**	**236**	**402**	**514**	**617**	**744**	**755**	**973**	**981**	**1,146**	**1,299**
EBITA margin, adj	**17.7%**	**23.9%**	**27.4%**	**26.3%**	**28.4%**	**25.0%**	**25.2%**	**26.2%**	**20.8%**	**17.6%**	**15.9%**	**16.1%**	**16.2%**
EBITA margin	17.7%	23.9%	27.4%	22.3%	26.0%	23.4%	25.0%	26.2%	20.8%	17.6%	15.9%	16.1%	16.2%
EBIT margin	17.3%	23.6%	27.4%	14.1%	19.3%	17.8%	20.8%	22.7%	19.4%	15.1%	14.1%	14.6%	14.8%
Net profit, adj.	75	136	188	106	241	298	471	399	644	707	679	860	998
CFFO	-	-	217	117	195	227	559	718	1,151	773	710	817	965
Capex	-16	-4	-18	-2,539	-150	-27	-65	-102	-1,254	-244	-162	-176	-191
FCF	**-**	**-**	**207**	**-2,422**	**45**	**200**	**495**	**616**	**-103**	**529**	**548**	**641**	**774**
Revenue, public	-	-	312	368	730	1,152	1,456	1,778	2,209	3,567	3,977	4,574	5,168
Revenue, private	-	-	447	531	686	901	998	1,061	1,421	1,950	2,174	2,500	2,825
Revenue, Core	-	-	758	900	1,416	2,053	2,454	2,839	3,349	3,846	4,314	7,073	7,993
Revenue, Expand	-	-	-	-	-	-	-	-	281	1,670	1,837	2,113	2,429
Revenue growth, Core	-	-	-	18.7%	57.4%	45.0%	19.5%	15.7%	18.0%	14.8%	12.2%	64.0%	13.0%
Revenue growth, Expand	-	-	-	-	-	-	-	-	-	494.3%	10.0%	15.0%	15.0%
Development revenue	-	-	347	439	647	1,005	1,258	1,517	2,302	2,640	2,944	3,385	3,826
Maintenance revenue	-	-	411	461	769	1,048	1,196	1,322	1,328	2,876	3,207	3,688	4,167
Netcompany Denmark:													
Revenue, Denmark	461	629	758	888	1,220	1,544	1,819	2,200	2,592	2,915	3,271	3,761	4,184
Revenue growth, Denmark	15.0%	36.6%	20.5%	18.7%	37.4%	26.5%	17.8%	21.0%	17.8%	12.5%	12.2%	15.0%	11.2%
EBITA adj. before HQ costs, DK	81	150	207	234	358	461	544	706	712	762	704	800	869
EBITA margin adj. before HQ costs, DK	17.7%	23.9%	27.4%	26.4%	29.4%	29.8%	29.9%	32.1%	27.5%	26.1%	21.5%	21.3%	20.8%
Intrasoft													
Revenue, Intrasoft	-	-	-	-	-	-	-	-	281	1,670	1,837	2,113	2,429
Revenue growth, Intrasoft	-	-	-	-	-	-	-	-	-	494.3%	10.0%	15.0%	15.0%
EBITA adj. before HQ costs, Intrasoft	-	-	-	-	-	-	-	-	19	173	190	219	252
EBITA margin adj. before HQ costs, Intrasoft	-	-	-	-	-	-	-	-	6.9%	10.4%	10.4%	10.4%	10.4%
Netcompany UK													
Revenue, UK	-	-	-	-	62	338	395	340	410	555	611	702	808
Revenue growth, UK	-	-	-	-	-	446.2%	16.7%	-13.8%	20.4%	35.5%	10.0%	15.0%	15.0%
EBITA adj. before HQ costs, UK	-	-	-	-	12	23	48	9	34	80	87	115	148
EBITA margin adj. before HQ costs, UK	-	-	-	-	20.0%	6.8%	12.2%	2.8%	8.2%	14.3%	14.3%	16.3%	18.3%
Netcompany Norway													
Revenue, Norway	-	-	-	12	134	171	203	200	267	295	339	390	449
Revenue growth, Norway	-	-	-	-	1044.4%	27.9%	18.6%	-1.7%	33.8%	10.4%	15.0%	15.0%	15.0%
EBITA adj. before HQ costs, Norway	-	-	-	2	31	31	32	12	12	-23	0	10	22
EBITA margin adj. before HQ costs, Norway	-	-	-	17.1%	23.1%	17.9%	15.9%	6.0%	4.6%	-7.7%	0.0%	2.5%	5.0%
Netcompany Netherlands													
Revenue, Netherlands	-	-	-	-	-	-	37	99	82	109	125	144	166
Revenue growth, Netherlands	-	-	-	-	-	-	-	163.7%	-16.8%	32.8%	15.0%	15.0%	15.0%
EBITA adj. before HQ costs, Netherlands	-	-	-	-	-	-	-7	17	-22	-19	0	4	8
EBITA margin adj. before HQ costs, Netherlands	-	-	-	-	-	-	-17.4%	17.0%	-27.0%	-17.1%	0.0%	2.5%	5.0%

Source: Company data and Nordea estimates

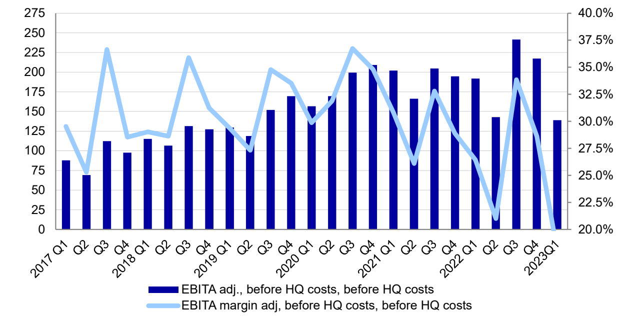
Quarterly charts

NETCOMPANY, DENMARK: REVENUE (DKKm)



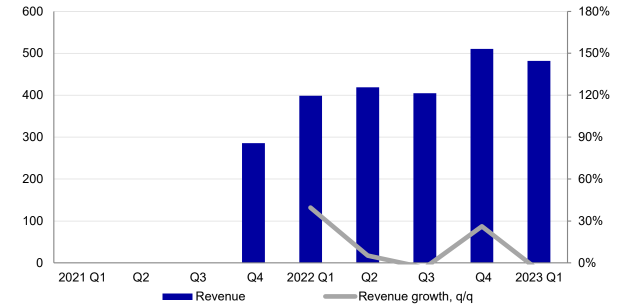
Source: Company data and Nordea

NETCOMPANY, DENMARK: EBITA (DKKm)



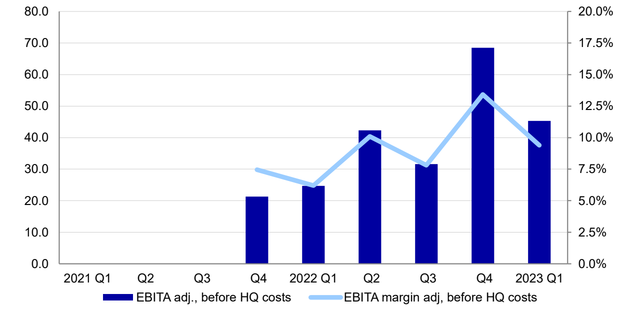
Source: Company data and Nordea

NETCOMPANY, INTRASOFT: REVENUE (DKKm)



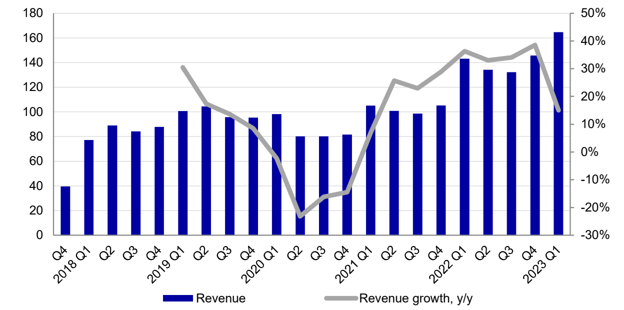
Source: Company data and Nordea

NETCOMPANY, INTRASOFT: EBITA (DKKm)



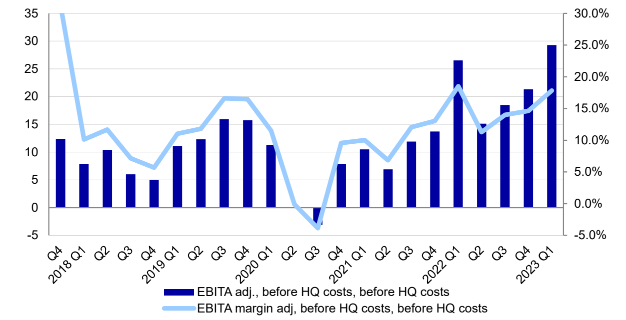
Source: Company data and Nordea

NETCOMPANY, UK: REVENUE (DKKm)



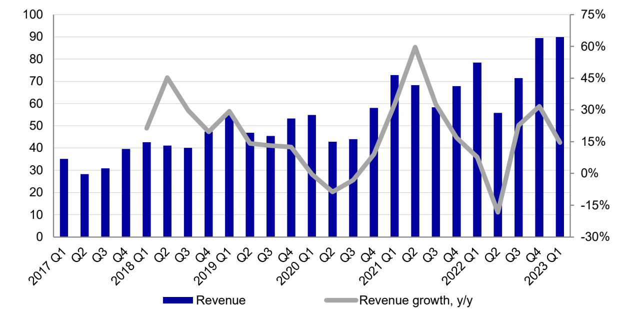
Source: Company data and Nordea

NETCOMPANY, UK: EBITA (DKKm)



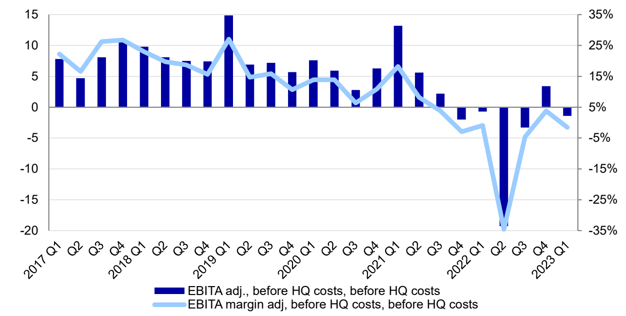
Source: Company data and Nordea

NETCOMPANY, NORWAY: REVENUE (DKKm)



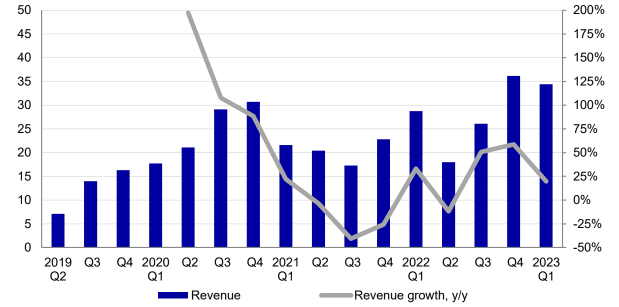
Source: Company data and Nordea

NETCOMPANY, NORWAY: EBITA (DKKm)



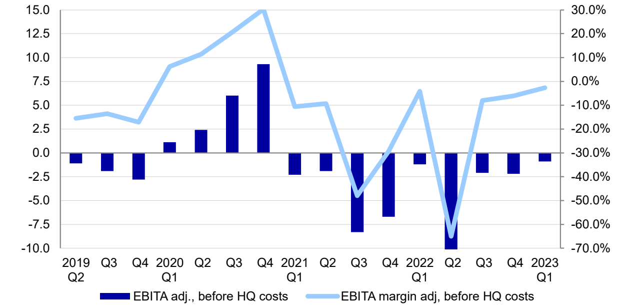
Source: Company data and Nordea estimates

NETCOMPANY, NETHERLANDS: REVENUE (DKKm)



Source: Company data and Nordea

NETCOMPANY, NETHERLANDS: EBITA (DKKm)



Source: Company data and Nordea

Reported numbers and forecasts

INCOME STATEMENT											
DKKm	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2021**	**2022**	**2023E**	**2024E**	**2025E**
Total revenue	**758**	**900**	**1,416**	**2,053**	**2,454**	**2,839**	**3,632**	**5,545**	**6,183**	**7,111**	**8,036**
Revenue growth	20.5%	18.7%	57.4%	45.0%	19.5%	15.7%	28.0%	52.7%	11.5%	15.0%	13.0%
of which organic	20.5%	17.1%	37.0%	25.5%	17.7%	15.5%	17.0%	14.7%	11.5%	15.0%	13.0%
of which FX	0.0%	0.0%	0.3%	0.1%	0.0%	-1.1%	0.9%	0.0%	-0.5%	0.0%	0.0%
EBITDA	228	233	402	520	669	809	843	1,112	1,171	1,346	1,561
Depreciation and impairments PPE	-21	-32	-34	-40	-56	-65	-88	-139	-180	-160	-160
of which leased assets	0	-11	-19	-24	-37	-42	-54	-90	-105	-116	-127
EBITA	207	201	369	480	613	744	755	973	991	1,186	1,401
Amortisation and impairments	0	-74	-96	-115	-102	-99	-51	-134	-133	-165	-185
EBIT	207	127	273	365	511	645	704	839	858	1,021	1,216
of which associates	0	0	0	0	0	0	0	0	0	0	0
Associates excluded from EBIT	0	0	0	0	0	0	0	0	0	0	0
Net financials	0	-62	-73	-110	-14	-47	-33	-70	-91	-65	-45
of which lease interest	0	0	-1	-1	-3	-4	-4	0	0	0	0
Changes in value, net	0	0	0	0	0	0	0	0	0	0	0
Pre-tax profit	**208**	**65**	**200**	**254**	**497**	**598**	**671**	**769**	**766**	**956**	**1,172**
Reported taxes	-20	-44	-59	-74	-109	-130	-153	-154	-184	-194	-238
Net profit from continued operations	188	21	141	180	389	468	517	616	582	762	933
Discontinued operations	0	0	0	0	0	0	0	0	0	0	0
Minority interests	0	0	0	0	0	0	0	0	0	0	0
Net profit to equity	188	21	141	180	389	468	517	616	582	762	933
EPS, DKK	**3.75**	**0.43**	**2.81**	**3.60**	**7.77**	**9.36**	**10.35**	**12.31**	**11.65**	**15.24**	**18.67**
DPS, DKK	-2.33	0.00	0.00	0.00	0.00	1.00	0.00	0.00	0.00	0.00	0.00
of which ordinary	-2.33	0.00	0.00	0.00	0.00	1.00	0.00	0.00	0.00	0.00	0.00
of which extraordinary	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Profit margin in percent											
EBITDA	30.1%	25.9%	28.4%	25.3%	27.3%	28.5%	23.2%	20.1%	18.9%	18.9%	19.4%
EBITA	27.4%	22.3%	26.0%	23.4%	25.0%	26.2%	20.8%	17.6%	16.0%	16.7%	17.4%
EBIT	27.4%	14.1%	19.3%	17.8%	20.8%	22.7%	19.4%	15.1%	13.9%	14.4%	15.1%
Adjusted earnings											
EBITDA (adj)	228	268	435	555	674	809	881	1,112	1,171	1,346	1,561
EBITA (adj)	207	236	402	514	617	744	793	973	991	1,186	1,401
EBIT (adj)	207	162	306	399	516	645	742	839	858	1,021	1,216
EPS (adj, DKK)	3.75	0.97	3.33	4.14	7.84	9.36	10.94	12.31	11.65	15.24	18.67
Adjusted profit margins in percent											
EBITDA (adj)	30.1%	29.8%	30.7%	27.0%	27.5%	28.5%	24.3%	20.1%	18.9%	18.9%	19.4%
EBITA (adj)	27.4%	26.3%	28.4%	25.0%	25.2%	26.2%	21.8%	17.6%	16.0%	16.7%	17.4%
EBIT (adj)	27.4%	18.0%	21.6%	19.4%	21.0%	22.7%	20.4%	15.1%	13.9%	14.4%	15.1%
Performance metrics											
CAGR last 5 years											
Net revenue	23.7%	22.4%	28.7%	34.8%	31.3%	30.2%	32.2%	31.4%	24.7%	23.7%	23.1%
EBITDA	20.6%	16.6%	31.2%	41.7%	33.7%	28.8%	29.3%	22.6%	17.6%	15.0%	14.0%
EBIT	19.3%	4.0%	23.2%	35.5%	28.0%	25.5%	40.8%	25.2%	18.6%	14.8%	13.5%
EPS	23.8%	-23.0%	9.9%	19.6%	23.7%	20.0%	89.2%	34.3%	26.5%	14.4%	14.8%
DPS	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.	n.m.
Average last 5 years											
Average EBIT margin	24.7%	20.9%	20.1%	19.5%	19.6%	19.9%	20.2%	18.5%	17.2%	16.1%	15.2%
Average EBITDA margin	26.7%	25.8%	26.7%	26.8%	27.1%	27.3%	26.2%	23.9%	22.3%	20.9%	19.8%

VALUATION RATIOS - ADJUSTED EARNINGS											
DKKm	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2021**	**2022**	**2023E**	**2024E**	**2025E**
P/E (adj)	n.a.	n.a.	n.a.	53.2	40.4	66.5	64.4	23.9	26.3	20.1	16.4
EV/EBITDA (adj)	n.a.	n.a.	n.a.	21.6	24.8	39.0	42.1	14.6	13.9	11.6	9.5
EV/EBITA (adj)	n.a.	n.a.	n.a.	23.3	27.0	42.4	46.7	16.7	16.4	13.2	10.6
EV/EBIT (adj)	n.a.	n.a.	n.a.	30.0	32.3	48.9	49.9	19.4	19.0	15.3	12.2

VALUATION RATIOS - REPORTED EARNINGS											
DKKm	**2015**	**2016**	**2017**	**2018**	**2019**	**2020**	**2021**	**2022**	**2023E**	**2024E**	**2025E**
P/E	n.a.	n.a.	n.a.	61.1	40.8	66.5	68.1	23.9	26.3	20.1	16.4
EV/Sales	n.a.	n.a.	n.a.	5.84	6.80	11.11	10.20	2.93	2.63	2.20	1.84
EV/EBITDA	n.a.	n.a.	n.a.	23.1	24.9	39.0	43.9	14.6	13.9	11.6	9.5
EV/EBITA	n.a.	n.a.	n.a.	25.0	27.2	42.4	49.0	16.7	16.4	13.2	10.6
EV/EBIT	n.a.	n.a.	n.a.	32.9	32.6	48.9	52.6	19.4	19.0	15.3	12.2
Dividend yield (ord.)	n.a.	n.a.	n.a.	0.0%	0.0%	0.2%	0.0%	0.0%	0.0%	0.0%	0.0%
FCF yield	n.a.	n.a.	n.a.	1.8%	3.1%	2.0%	-0.3%	3.6%	3.8%	4.9%	6.0%
FCF Yield bef A&D, lease adj	n.a.	n.a.	n.a.	1.6%	3.1%	2.1%	2.9%	3.3%	3.1%	4.1%	5.2%
Payout ratio	n.m.	0.0%	0.0%	0.0%	0.0%	10.7%	0.0%	0.0%	0.0%	0.0%	0.0%

Source: Company data and Nordea estimates

BALANCE SHEET

DKKm	2015	2016	2017	2018	2019	2020	2021	2022	2023E	2024E	2025E
Intangible assets	4	2,373	2,604	2,485	2,551	2,451	3,896	3,880	3,847	3,787	3,712
of which R&D	0	0	0	0	0	0	0	0	100	205	315
of which other intangibles	4	489	495	376	286	187	524	507	507	507	507
of which goodwill	0	1,884	2,109	2,109	2,264	2,264	3,372	3,372	3,239	3,074	2,889
Tangible assets	20	41	55	117	146	135	317	332	319	346	393
of which leased assets	12	25	31	83	101	89	235	247	247	247	247
Shares associates	0	0	0	0	0	70	110	105	105	105	105
Interest bearing assets	0	0	0	0	0	0	0	0	0	0	0
Deferred tax assets	11	0	0	1	4	9	17	33	33	33	33
Other non-IB non-current assets	0	0	0	0	0	0	0	0	0	0	0
Other non-current assets	-11	0	0	-1	-4	19	28	56	56	56	56
Total non-current assets	24	2,414	2,658	2,602	2,697	2,684	4,369	4,406	4,360	4,327	4,299
Inventory	0	0	0	0	0	0	0	0	0	0	0
Accounts receivable	180	258	445	458	531	459	1,032	1,112	1,240	1,426	1,612
Short-term leased assets	11	19	24	37	42	54	90	105	116	127	134
Other current assets	174	103	139	268	305	484	1,068	1,235	1,491	1,710	1,930
Cash and bank	111	60	194	108	132	359	459	336	515	654	962
Total current assets	477	441	802	869	1,011	1,356	2,649	2,788	3,361	3,918	4,637
Assets held for sale	0	0	0	0	0	0	0	0	0	0	0
Total assets	**501**	**2,855**	**3,461**	**3,471**	**3,708**	**4,039**	**7,018**	**7,194**	**7,721**	**8,244**	**8,937**
Shareholders equity	300	1,261	1,644	1,806	2,072	2,429	3,031	3,520	4,103	4,865	5,798
Of which preferred stocks	0	0	0	0	0	0	0	0	0	0	0
Of which equity part of hybrid debt	0	0	0	0	0	0	0	0	0	0	0
Minority interest	0	0	0	0	0	0	7	6	6	6	6
Total Equity	300	1,261	1,644	1,806	2,072	2,429	3,038	3,526	4,109	4,871	5,804
Deferred tax	0	111	112	89	73	66	134	111	111	111	111
Long term interest bearing debt	0	1,178	1,265	1,106	959	761	2,276	1,872	1,572	1,072	572
Pension provisions	0	0	0	0	0	0	0	0	0	0	0
Other long-term provisions	0	0	0	0	0	0	0	0	0	0	0
Other long-term liabilities	0	0	0	0	0	0	0	0	0	0	0
Non-current lease debt	6	14	18	54	65	57	148	181	191	205	219
Convertible debt	0	0	0	0	0	0	0	0	0	0	0
Shareholder debt	0	0	0	0	0	0	0	0	0	0	0
Hybrid debt	0	0	0	0	0	0	0	0	0	0	0
Total non-current liabilities	6	1,303	1,395	1,249	1,128	1,057	2,671	2,178	1,874	1,389	902
Short-term provisions	5	9	30	36	4	0	9	12	13	15	17
Accounts payable	19	27	51	54	44	40	329	265	340	391	442
Current lease debt	6	12	14	29	39	35	99	85	90	97	103
Other current liabilities	180	222	336	310	441	478	877	1,127	1,295	1,482	1,669
Short term interest bearing debt	0	28	0	0	0	0	0	0	0	0	0
Total current liabilities	210	297	431	430	528	554	1,312	1,489	1,738	1,985	2,231
Liabilities for assets held for sale	0	0	0	0	0	0	0	0	0	0	0
Total liabilities and equity	**516**	**2,860**	**3,469**	**3,485**	**3,728**	**4,039**	**7,021**	**7,193**	**7,721**	**8,244**	**8,937**
Balance sheet and debt metrics											
Net debt	-111	1,118	1,070	998	826	402	1,817	1,536	957	313	-496
of which lease debt	12	25	31	83	104	93	247	266	281	302	322
Working capital	155	113	198	361	351	424	895	954	1,096	1,263	1,431
Invested capital	180	2,527	2,856	2,963	3,048	3,108	5,264	5,360	5,456	5,590	5,730
Capital employed	312	2,492	2,940	2,996	3,134	3,282	5,560	5,665	5,962	6,245	6,699
ROE	73.2%	2.7%	9.7%	10.4%	20.0%	20.8%	19.0%	18.8%	15.3%	17.0%	17.5%
ROIC	87.4%	9.4%	8.9%	10.7%	13.4%	16.3%	17.7%	15.8%	0.0%	-18.5%	-43.0%
ROCE	79.5%	11.7%	11.6%	13.8%	18.1%	20.7%	17.0%	15.5%	14.8%	16.7%	18.8%
Net debt/EBITDA	-0.5	4.8	2.7	1.9	1.2	0.5	2.2	1.4	0.8	0.2	-0.3
Interest coverage	65.3	2.0	3.4	8.0	10.9	10.7	18.1	8.7	9.4	15.8	27.2
Equity ratio	58.2%	44.1%	47.4%	51.8%	55.6%	60.1%	43.2%	48.9%	53.1%	59.0%	64.9%
Net gearing	-37.1%	88.7%	65.1%	55.3%	39.9%	16.5%	59.8%	43.6%	23.3%	6.4%	-8.6%

Source: Company data and Nordea estimates

CASH FLOW STATEMENT

DKKm	2015	2016	2017	2018	2019	2020	2021	2022	2023E	2024E	2025E
EBITDA (adj) for associates	**228**	**233**	**402**	**520**	**669**	**809**	**843**	**1,112**	**1,171**	**1,346**	**1,561**
Paid taxes	-21	-34	-35	-167	-116	-126	-198	-234	-184	-194	-238
Net financials	7	65	79	80	33	22	40	75	-91	-65	-45
Change in provisions	5	4	21	6	-33	-4	9	3	1	2	2
Change in other LT non-IB	0	0	0	0	31	115	-79	-142	-14	0	0
Cash flow to/from associates	0	0	0	0	0	0	0	0	0	0	0
Dividends paid to minorities	0	0	0	0	0	0	0	0	0	0	0
Other adj to reconcile to cash flow	-11	-132	-177	-119	-38	-132	39	19	0	0	0
Funds from operations (FFO)	**208**	**137**	**290**	**319**	**547**	**684**	**655**	**832**	**883**	**1,089**	**1,280**
Change in NWC	9	-20	-95	-92	12	34	496	-59	-142	-167	-167
Cash flow from operations (CFO)	**217**	**117**	**195**	**227**	**559**	**718**	**1,151**	**773**	**741**	**922**	**1,113**
Capital expenditure	-10	-23	-30	-27	-27	-27	-61	-199	-162	-176	-191
Free cash flow before A&D	**207**	**94**	**165**	**200**	**532**	**691**	**1,091**	**574**	**579**	**745**	**923**
Proceeds from sale of assets	0	0	0	0	0	0	0	0	0	0	0
Acquisitions	0	-2,516	-120	0	-37	-75	-1,194	-46	0	0	0
Free cash flow	207	-2,422	45	200	495	616	-103	529	579	745	923
Free cash flow bef A&D, lease adj	207	83	146	176	495	649	1,036	484	474	630	795
Dividends paid	-100	-116	0	0	0	0	-49	0	0	0	0
Equity issues / buybacks	0	0	0	0	-175	0	-100	-131	0	0	0
Net change in debt	0	0	0	0	-200	-198	1,515	-600	-300	-500	-500
Other financing adjustments	0	0	0	0	-34	-55	-74	7	-101	-106	-115
Other non-cash adjustments	-8	2,487	90	-287	-69	-126	-1,243	10	0	0	0
Change in cash	99	-52	135	-87	25	227	100	-123	179	140	308
Cash flow metrics											
Capex/D&A	46.5%	22.0%	23.3%	17.5%	17.4%	16.2%	n.m.	n.m.	n.m.	n.m.	n.m.
Capex/Sales	1.3%	2.6%	2.1%	1.3%	1.1%	0.9%	1.7%	3.6%	2.6%	2.5%	2.4%
Key information											
Share price year end (/current)	n.a.	n.a.	n.a.	220	317	623	705	294	306	306	306
Market cap.	n.a.	n.a.	n.a.	11,000	15,850	31,125	35,225	14,710	15,310	15,310	15,310
Enterprise value	n.a.	n.a.	n.a.	11,998	16,676	31,527	37,049	16,253	16,273	15,629	14,820
Diluted no. of shares, year-end (m)	50.0	50.0	50.0	50.0	50.0	50.0	50.0	50.0	50.0	50.0	50.0

Source: Company data and Nordea estimates

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Nordea Bank Abp	Nordea Bank Abp, filial i Sverige	Nordea Danmark, Filial af Nordea Bank Abp, Finland	Nordea Bank Abp, filial i Norge
Nordea IB & Equity Division, Equity Research Visiting address: Aleksis Kiven katu 7, Helsinki FI-00020 Nordea Finland	**Nordea IB & Equity Division, Equity Research** Visiting address: Smålandsgatan 17 SE-105 71 Stockholm Sweden	**Nordea IB & Equity Division, EquityResearch** Visiting address: Grønjordsvej 10 DK-2300 Copenhagen S Denmark	**Nordea IB & Equity Division, Equity Research** Visiting address: Essendropsgate 7 N-0107 Oslo Norway
Tel: +358 9 1651 Fax: +358 9 165 59710	Tel: +46 8 614 7000 Fax: +46 8 534 911 60	Tel: +45 3333 3333 Fax: +45 3333 1520	Tel: +47 2248 5000 Fax: +47 2256 8650
Reg.no. 2858394-9 Satamaradankatu 5 Helsinki			