



Enalyzer. Know Better

Omsætningvækst på 4,7% Positivt resultat

Revenue growth of 4,7%
Positive result

ÅRSREGNSKABSMEDDELELSE 2022
ANNUAL REPORT 2022

Enalyzer First North Meddelelse 132, 15. marts 2023
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Væsentligste aktiviteter

Analyzer koncernen er en førende leverandør af løsninger til målinger og analyser af medarbejderes trivsel samt kunders og borgeres holdninger til forskellige emner. Koncernen leverer disse løsninger i form af software- og konsulentprodukter.

Udvikling i aktiviteter og økonomiske forhold

Analyzer koncernens omsætning blev på t.DKK 27.251 i 2022 mod t.DKK 26.017 i 2021 (en stigning på 4,7%). EBITDA var i 2022 på t.DKK 5.046 mod t.DKK 4.229 i 2021 (en stigning på 19,3%). Årets resultat var på t.DKK 536 mod t.DKK 889 i 2021. Balancen viser en egenkapital på t.DKK 5.738.

Omsætningen fordeler sig på salg af software og konsulentytelser. For tiden 01.01.22 - 31.12.22 er fordelingen således:

Software: t.DKK 15.994
Konsulentytelser: t.DKK 11.257

Omsætningen fordeler sig endvidere således på geografiske markeder, hvor det bemærkes, at omsætningen i de udenlandske datterselskaber primært er software:

Danmark: t.DKK 18.863
Norge: t.DKK 3.187
Holland: t.DKK 4.607
Sverige: t.DKK 594

Koncernens hovedprodukt er en survey platform, der leveres som software as a service (SaaS) ved en freemium go-to-market strategi. Per 31.12.2022 havde analyser ca. 150.000 brugere fra hele verden (135.000 per 31.12.2021), hvoraf ca. 9% var betalende.

Koncernen har pr. 31.12.22 opgjort Annual Recurring Revenue (ARR) til t.DKK 16.859 mod t.DKK 15.702 per 31.12.2021 (en stigning på 7,4%). ARR er opgjort som koncernens normaliserede årlige software omsætning, som forventes modtaget fra koncernens kunder.

Koncernen har i løbet af 2022 styrket sin software platform via en række releases. Dette koblet med et godt brand, gode kundereferencer og en attraktiv prissætning bevirker, at Analyzer stadig har en god konkurrencemæssig position, både i de direkte markeder og online. Denne position og udvikling forventes også at fortsætte i 2023.

Analyzer Consultings hovedaktivitet er gennemførelse af outsourcete spørgeskema undersøgelser på Analyzers platform samt forankring af målingskoncepter i denne på vegne af kunder. Som tidligere år er der høj tilfredshed med gennemførte projekter og en stor anbefalingsvillighed. Analyzer realiserede i perioden en yderst tilfredstillende Net Promoter Score (NPS) på 78. En NPS score over 50 anses i branchen som fremragende.

På baggrund af ovennævnte anser bestyrelsen årets resultat for tilfredsstillende.

Oplysninger om fortsat drift

Koncernens kortfristede gældsforpligtelser overstiger omsætningsaktiverne. Koncernens likviditetsberedskab vurderes dog at være tilstrækkeligt til finansiering af det kommende års aktiviteter. Særligt bemærkes, at de kortfristede gældsforpligtelser indeholder t.DKK 12.444 periodeafgrænsningsposter, som udgøres af periodiseret fremtidig omsætning, der indtægtsføres over det kommende regnskabsår. Der påhviler ingen tilbagebetalingspligt i forhold til disse indtægter. Reguleret herfor udgør de kortfristede gældsforpligtelser således t.DKK 4.536. Omsætningsaktiverne udgør t.DKK 9.631.

Forventet udvikling

Analyzer koncernen forventer overskudsgivende drift og yderligere vækst i 2023

Efterfølgende begivenheder

Efter regnskabsårets afslutning er der ikke indtruffet betydningsfulde hændelser.

Primary activities

The Analyzer Group is a leading provider of solutions for measurement and analysis of employee satisfaction, together with customer and citizen views on various topics. Analyzer Group provides these solutions in the form of software and consulting products.

Development in activities and financial affairs

The Analyzer Group's revenue was DKK 27,251k 2022 against DKK 26,017k in 2021 (an increase of 4,7%). EBITDA was DKK 5,046k in 2022 against DKK 4,229k in 2021 (an increase of 19,3%). Profit/loss of DKK 536k against DKK 889k in 2021. The balance sheet shows equity of DKK 5,738k .

The revenue divides between sale of software and consultancy. For the period 01.01.22 - 31.12.22 it divides as:

Software: DKK 15,994k
Consultancy: DKK 11,257k

The revenue divides further on geographic markets as, where it is noted, that the revenue in the foreign subsidiaries primarily is software:

Denmark: DKK 18,863k
Norway: DKK 3,187k
The Netherlands: DKK 4,607k
Sweden: DKK 594k

The Group's main product is a survey platform, that is delivered as software as a service (SaaS) by a freemium go-to-market strategy. As of 31.12.2022, Analyzer had approx. 150,000 users globally (135.000 as of 31.12.2021), of which approx. 9% were paying.

The Group has as at 31.12.22 calculated Annual Recurring Revenue (ARR) at DKK 16.859k. against DKK 15.702k as of 31.12.21 (an increase of 7,4%). ARR refers to revenue, normalized on an annual basis, that the Group expects to receive from its customers for providing them with software.

During 2022, the group has strengthened its software platform via a series of releases. This, coupled with a good brand, good customer references and attractive pricing means that Analyzer still has a good competitive position, both in the direct markets and online. This position and development is also expected to continue in 2023.

Analyzer Consulting's main activity is completion of outsourced surveys on Analyzer's platform and anchoring survey concepts within it on behalf of customers. As in previous years, there is high satisfaction with completed projects and a great willingness to recommend. Analyzer achieved a Net Promoter Score (NPS) of 78. An NPS score above 50 is considered excellent in the industry.

Based on this, the Board of Directors considers the result for the year to be satisfactory.

Information on going concern

The group's current liabilities exceed current assets. However, the liquidity preparedness of the group is deemed sufficient to finance the activities of the coming year. In particular, it is noted that the current liabilities comprise DKK 12,444k prepayments, which consist of accrued future revenue, which will be recognized over the next financial years. There is no repayment obligation in relation to this income. Adjusted for this the total short-term payables amount to DKK 4,536k. Total current assets amount to DKK 9.631k.

Outlook

The Analyzer Group expects profitable operations and further growth in 2023.

Subsequent events

No important events have occurred after the end of the financial year.

HOVEDTAL 2022 | KEY FIGURES 2023

RESULTAT | PROFIT LOSS

Beløb i t.DKK Figures in DKK '000			UDVIKLING
	2022	2021	DEVELOPMENT %
Nettoomsætning Revenue	27.251	26.017	5%
EBITDA*	5.046	4.229	19%
Afskrivninger Depreciation/amortization	-4.025	-3.224	-25%
Finansielle poster Net financials	-289	119	343%
Resultat før skat Profit/loss before tax	732	1.124	-35%
Resultat efter skat Profit/loss after tax	536	889	
Earnings Share	0,19	0,29	
Earnings Share, diluted	0,19	0,29	

*) Earnings Before Interest, Tax, Depreciation and Amortization

BALANCE | BALANCE SHEET

Beløb i t.DKK Figures in DKK '000			UDVIKLING
	2022	2021	DEVELOPMENT %
Likvider Cash	893	3.608	-75%
Debitorer Trade Receivables	4.940	4.297	15%
Aktiver i alt Total assets	26.693	27.054	-1%
Egenkapital Equity	5.738	4.981	15%

EGENKAPITALFORKLARING | STATEMENT OF CHANGES IN EQUITY

Beløb i t.DKK Figures in DKK '000		
	2022	2021
Egenkapital primo året Equity as at 01.01.22	4.981	4.401
Resultat efter skat Profit/loss after tax	536	889
Valutakursreguleringer Foreign currency translation adjustments	221	-309
Udloddet udbytte Distributed dividend	0	0
Egenkapital 31.12.22/Equity as at 12.31.22	5.738	4.981

PENGESTRØMSOPGØRELSE | CASH FLOW STATEMENT

Beløb i t.DKK Figures in DKK '000		
	2022	2021
Resultat før skat Profit/loss before tax	732	1.124
Reguleringer hertil Adjustment hereof	3.935	4.937
Driftens likviditetsvirkning Cash flow from operating activities	4.667	6.061
Investeringernes likviditetsvirkning Cash flow from investing activities	-6.171	-4.748
Finansieringens likviditetsvirkning Cash flow from financing activities	-1.211	-1.129
Ændring i likvider Change in cash	-2.715	184
Likvider og bankgæld, primo Cash and bank debt, beginning of period	3.608	3.424
Likvider og bankgæld, ultimo Cash and bank debt, end of period	893	3.608

Hovedtallene er konsoliderede koncerntal for selskaberne Analyzer A/S, Analyzer Software A/S, Analyzer Consulting A/S, Analyzer AB, Analyzer Software Netherlands B.W. og Analyzer Software Norge AS

The above figures are concern consolidated from the companies Analyzer A/S, Analyzer Software A/S, Analyzer Consulting A/S, Analyzer AB, Analyzer Software Netherlands B.W. and Analyzer Software Norge AS

KAPITALFORHOLD | CAPITAL

Enalyzer havde pr. 31.12.2022 udstedt 3,8m aktier fordelt på ca. 531 aktionærer.

Enalyzer had as of 12.31.2022 issued 3,8m shares divided among approximately 531 shareholders.

Ingen egenkapitalændringer indtraf i 2022.

No changes in equity occurred in 2022.

Selskabet ejer per 31.12.2022 ingen egne aktier.

The company owns as of 12.31.2022 none of its own shares.

Certified advisor eller dennes relevante medarbejdere ejer per 31.12.2022 ingen aktier i Selskabet.

The Certified advisor or its key employees own as of 12.31.2022 no shares in The Company.

Nedenfor er angivet bestyrelsens, direktionens samt de ledende medarbejders direkte eller indirekte aktiebesiddelser i Selskabet.

The direct or indirect shareholding of the board of directors, the executive board, and the key employees are stated below.

Navn Name	Stilling Title	Antal aktier 31.12.2022 Number of stocks 31.12.2022
Erik Nyborg	Bestyrelsesformand Chairman	10.348
Søren Fink-Jensen	Bestyrelsesmedlem Board member	0
Ole Ødegaard	Stifter & Co-CEO/bestyrelsesmedlem Founder & Co-CEO/Board member	500.363
Jakob Roed Jakobsen	Stifter & Co-CEO/bestyrelsesmedlem Founder & Co-CEO/Board member	648.852
Steen Ødegaard	Stifter & CTO/bestyrelsesmedlem Founder & CTO/Board member	671.707

Om Analyzer

Analyzers hovedprodukt er en SaaS (Software as a Service) Insight platform, der anvendes til alle former for spørgeskemaundersøgelser og rapportering blandt private- og offentlige virksomheder mm.

Platformen anvendes globalt og kan administreres på de fleste hovedsprog, ligesom respondentinterfacet er versioneret til mere end 40 forskellige sprog.

Analyzer sælges online samt direkte via datterselskaber i Danmark, Norge, Sverige og Holland. Per 31.12.2022 havde Analyzer over 150.000 brugere fra hele verden, hvoraf ca. 9% var betalende.

I tilknytning til Analyzers SaaS forretning er Analyzer Consulting, som leverer licens service og projektsalg.

About Analyzer

Analyzer's main product is a SaaS (Software as a Service) Insight platform, that is used for all kinds of surveys and reporting among private and public companies, etc.

The platform is used globally and can be managed in most main languages, just as the respondent interface is versioned into more than 40 different languages.

Analyzer is sold online as well as directly through subsidiaries in Denmark, Norway, Sweden and the Netherlands. As of 12.31.2022, Analyzer had over 150,000 users from all over the world, of whom approximately 9% were paying.

In connection with Analyzer's SaaS business is Analyzer Consulting, which provides license service and project sales.

For yderligere information

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