

A photograph of two young men sitting on a rooftop terrace, working on their laptops. The man on the left is wearing a blue sweater over a light blue shirt and is typing on his laptop. The man on the right is wearing a black t-shirt and is pointing at his laptop screen. They are both looking at their screens. The background shows a brick wall and a metal railing. The sky is clear and blue. The text 'PENN30' is overlaid in large white letters, followed by 'Presentation of Quarterly Financial Results' and 'Q1-2023' in smaller white letters. The text is positioned on the left side of the image, partially overlapping the man in the blue sweater.

PENN30

Presentation of
Quarterly Financial Results

Q1-2023

Q1-2023 Financial Report Conference Call, 16 May 2023



Christian Stendevad
CEO



Casper Christiansen
CFO

This call will be recorded and made available at penneo.com/investors

Agenda

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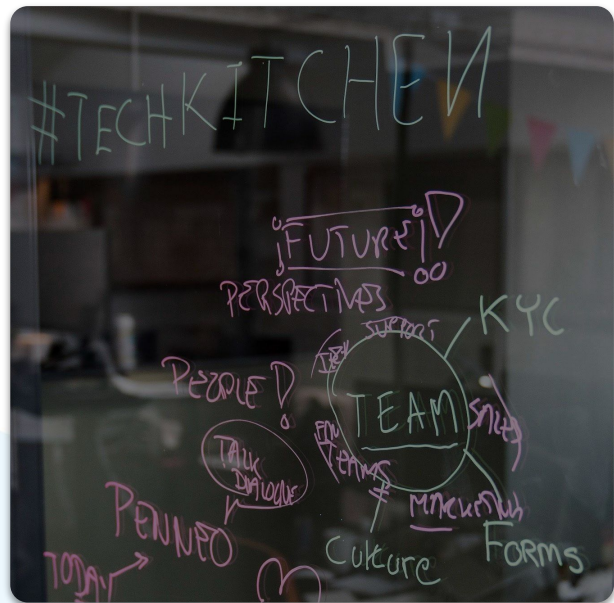
Q&A

01

Introduction to Penneo



Introduction to Penneo



- Founded in 2014 by entrepreneurs with an ambition to reduce the “hassle to get documents signed” by replacing pen and paper with a digital alternative.
- B2B Software-as-a-Service company with 119 employees end of Q1 2023 and +2.500 customers in Denmark, Norway, Sweden and Belgium.
- Key focus on digital signing, document workflows and Know-Your-Customer (KYC/AML)
- The aim is to become the preferred platform for auditors and accountants across Europe

Facts about Penneo



In Denmark, **81% of all annual reports** filed to the Danish Business Authority were signed using Penneo.



Across all markets, a total of **1.8 million Penneo Sign case files** were completed. A case file is a bundle of documents sent to recipients for viewing and/or signing.



In 2022, a total of **40 thousand client relationships** were created for onboarding and verification using Penneo KYC.



In 2022, an estimated **62 million sheets** of paper were saved using Penneo Sign which corresponds to **1,016 tons of wood** or **2,300 tons of CO2**

02

Q1-2023 results



Q1-2023 Performance Highlights



ARR growth

ARR increased by 3.3M DKK compared to 3.1M DKK in Q1-2022 (YoY growth 27%) despite a negative currency exchange related impact of 0.9M DKK



New ARR

ARR increase from Newbiz amounted to 2.0M DKK compared to 1.9M DKK in Q1-2022



Net ARR retention

YoY ARR net retention rate amounted to 113%

- YoY ARR uplift amounted to 17%
- YoY ARR churn rate amounted to 4%



EBITDA

EBITDA amounted to negative 6.6M DKK compared to negative 6.0M DKK in Q1-2022

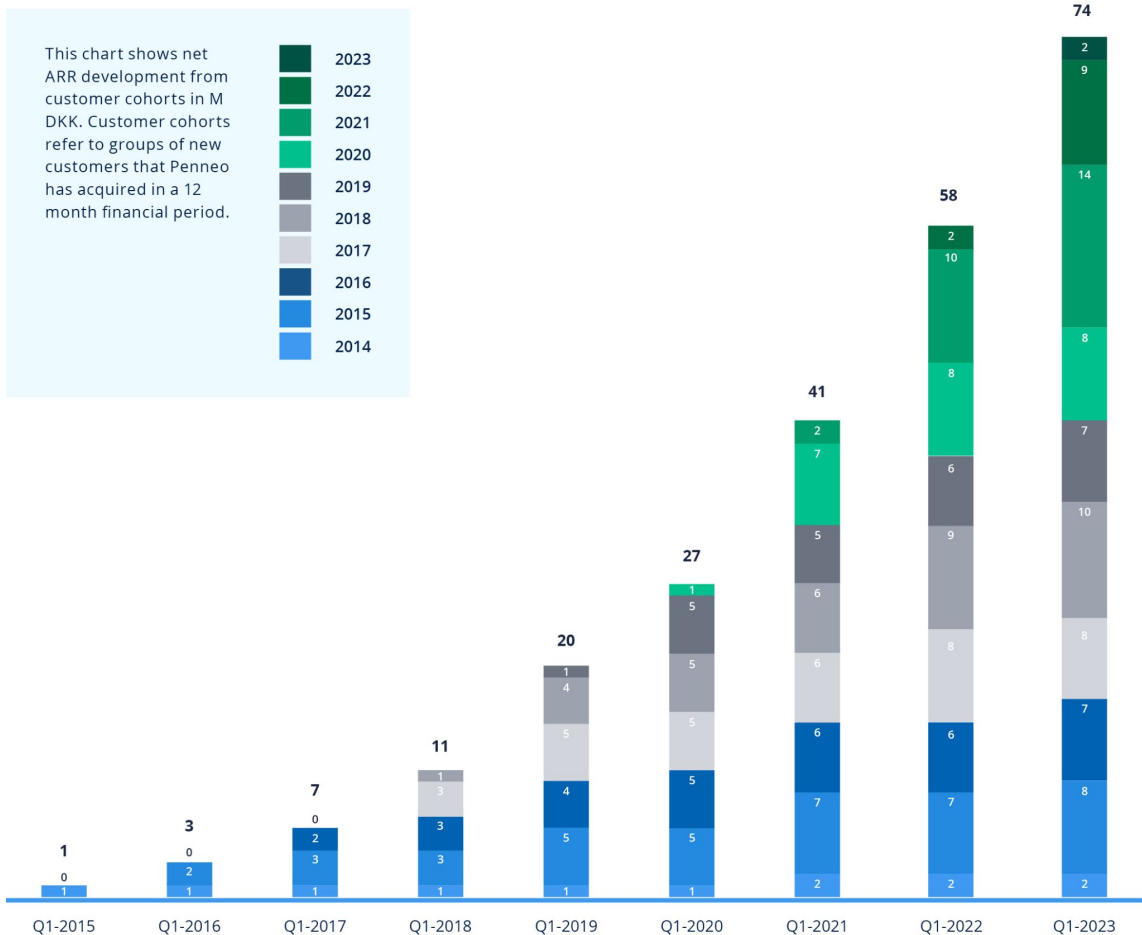
Business highlights

- Continued challenging market environment and cautious buying behaviour
- Continued growth in foreign markets including in particular Belgium that secured 29 new customers in Q1
- Preparations ongoing to prepare for new market entry in Europe
- Strengthening of our product development and demand generation capabilities with the hire of a new CTPO (1 Jan) and CMO (1 Aug)
- Acceptance on the European Commission Trust list

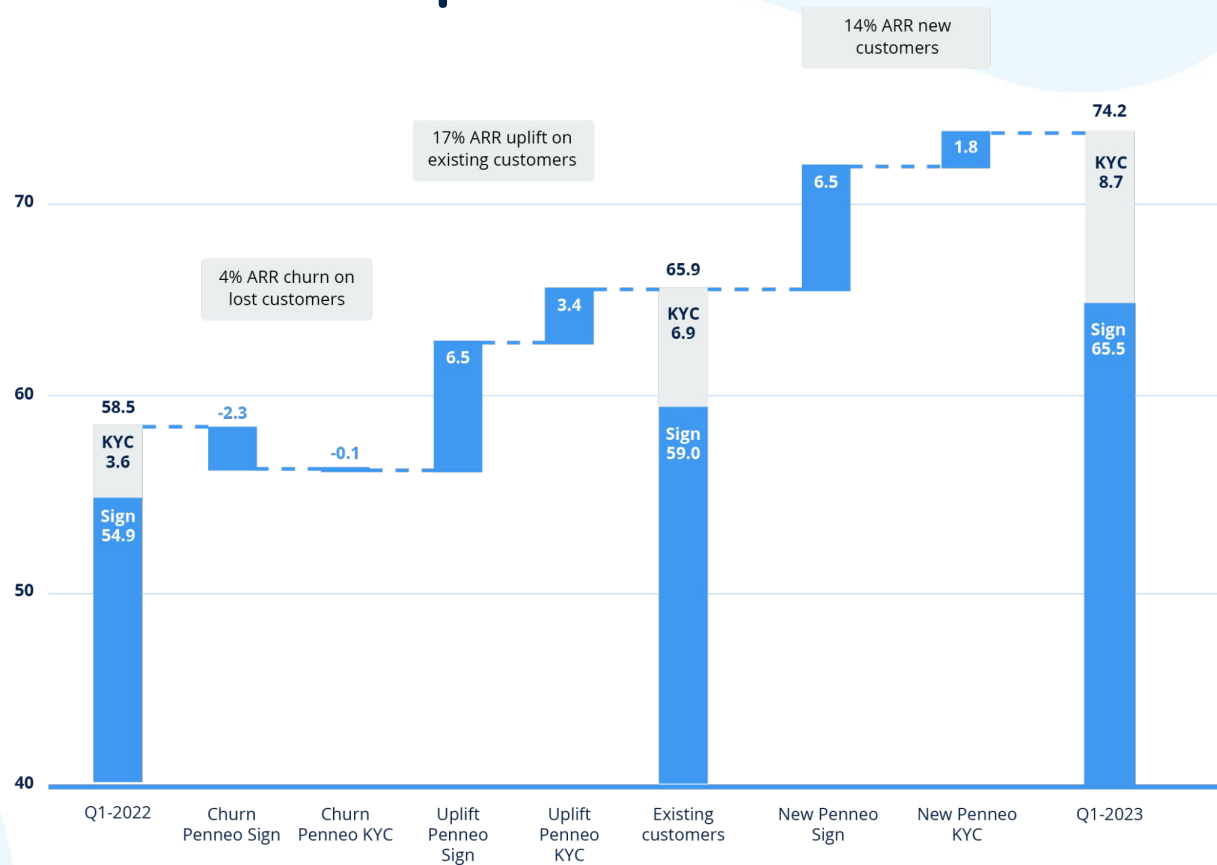


ARR growth from financial year cohorts

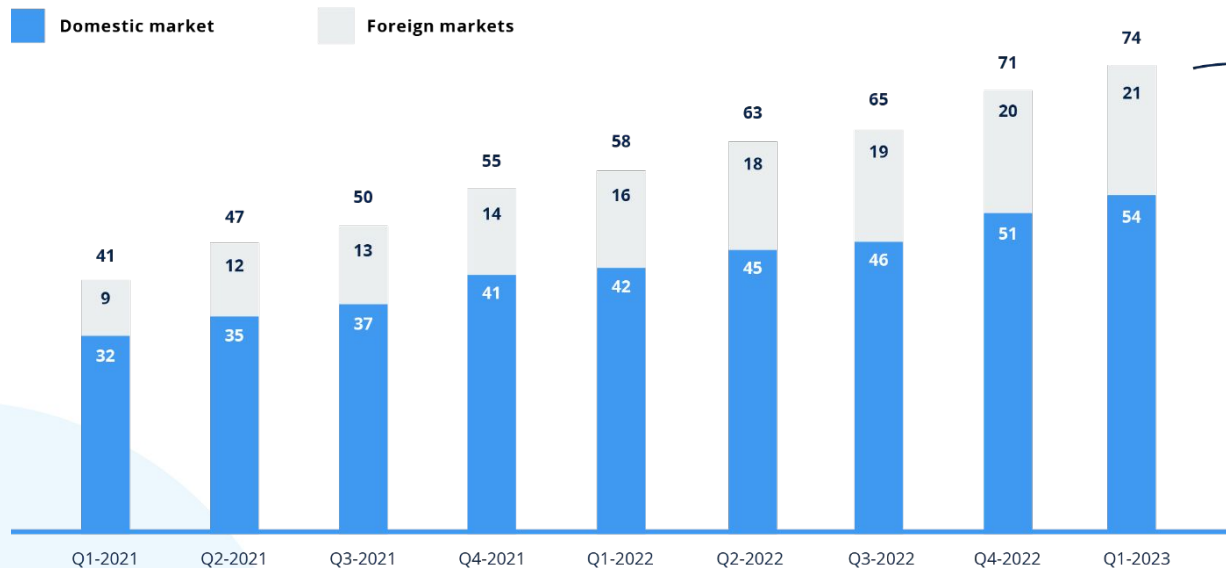
New customers acquired in a specific financial period evolve and gradually contribute with additional ARR in subsequent years.



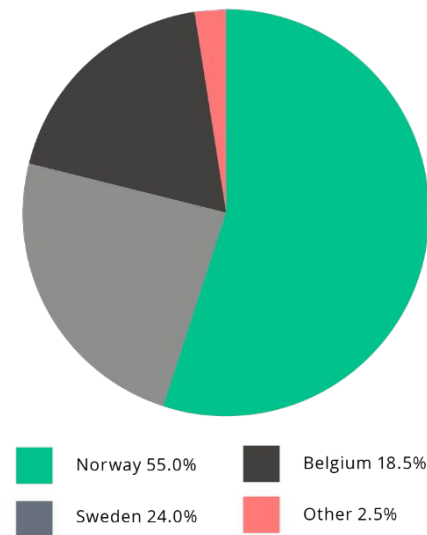
Q1-2023 ARR development



Domestic and foreign ARR base split



Foreign markets break-down (Q1-2023)



SaaS metrics

	12 Months	Q1-2023	Q4-2022	Q3-2022	Q2-2022
New Customers	417	111	125	78	103
Average ARR in the first year for new customers	20,025	17,839	18,619	14,686	28,131
Customer Acquisition Cost (CAC)	(34,112)	(36,574)	(32,633)	(35,833)	(31,952)
Net ARR retention (NRR)	113%	113%	113%	112%	114%
Average Revenue per account (ARPA)	28,315	28,315	26,608	25,288	25,092

EBITDA

M DKK	Q1-2023	Q1-2022	Q1-2021
Revenue	18.0	14.4	10.9
Cost of sales	-2.9	-2.9	-2.3
Gross profit	15.1	11.4	8.6
	84%	80%	79%
Other external expenses	-4.6	-4.0	-4.1
Staff costs	-17.2	-13.4	-9.1
EBITDA	-6.6	-6.0	-4.7

Recognized revenue

Increased by 26% compared to Q1-2022

Cost of sales

Decreased by 1% compared to Q1-2022

Gross profit margin

Increased from 80% to 84%

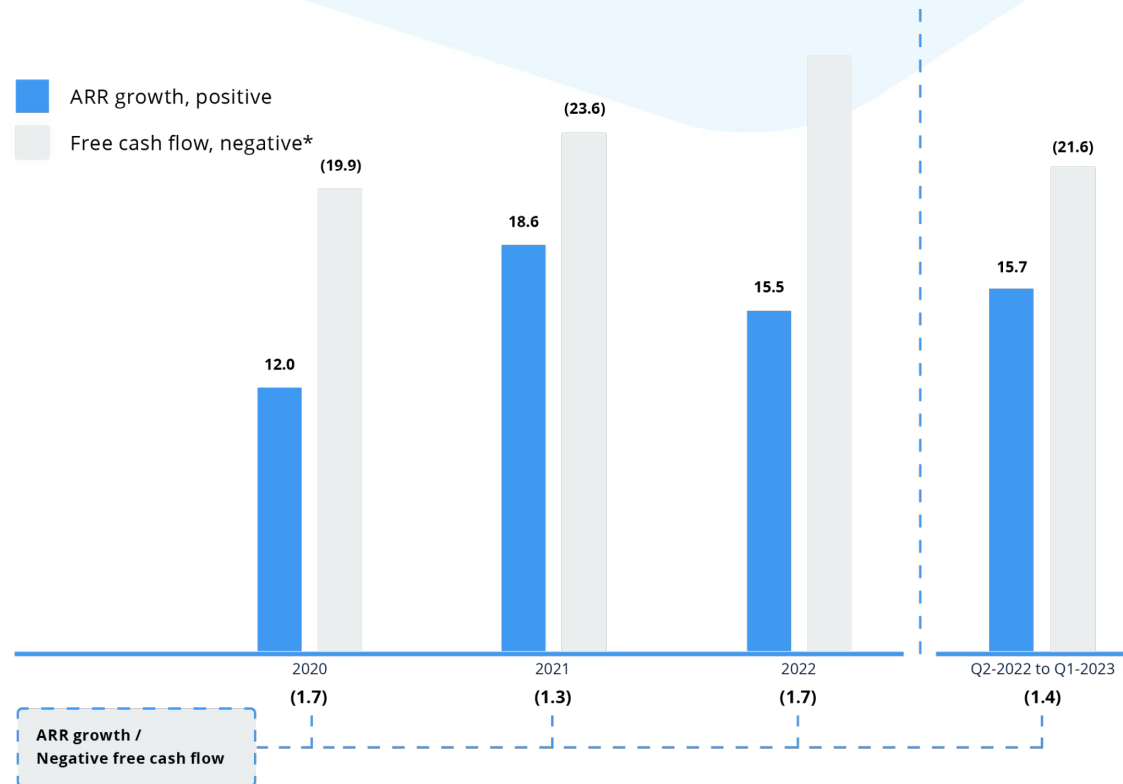
Other external expenses

Increased by 15% compared to Q1-2022

Staff costs

Increased by 28% compared to Q1-2022

ARR growth compared to negative free cash flow



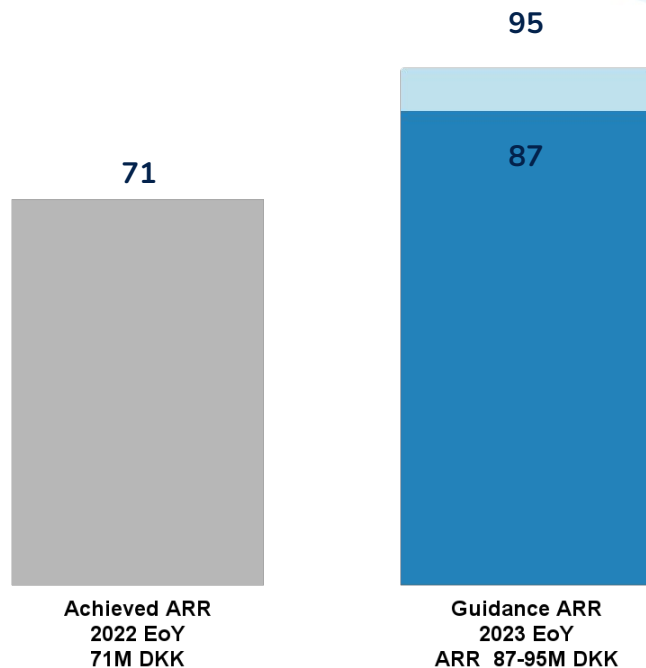
*Adjusted for cost associated with the listing on the First North Growth Market and the Copenhagen Main Market (2.3M DKK in 2020 and 2.4M DKK in 2022)

03

Outlook for 2023



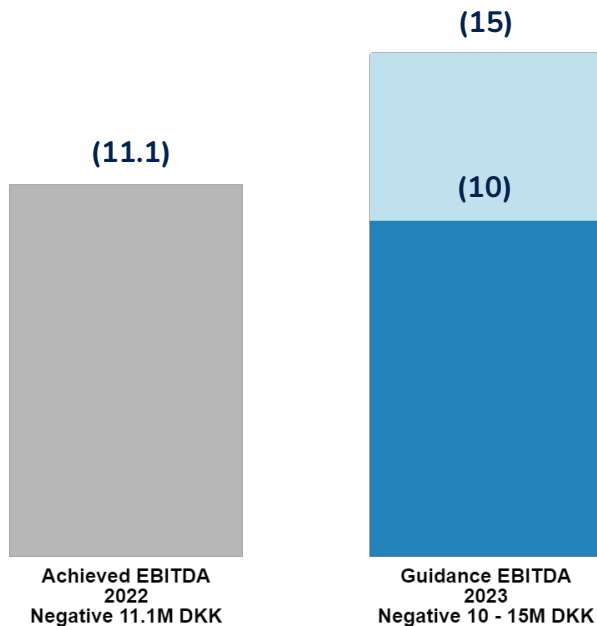
ARR guidance for 2023



Penneo continues to assume an ARR level of 87-95M DKK at the end of 2023 corresponding to an ARR growth rate of 23-34%.

The outlook is based on currency exchange rates per end of 2022.

EBITDA guidance for 2023





Q&A

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