



SameSystem realises a 12.1% growth in revenue in FY2022/23 and sees EBITDA improve with DKK 28.8m.

Company Announcement No. 28-2023

Copenhagen, 14 December 2023

Inside Information

Financial report for the period 1 October 2022 - 30 September 2023

In FY2022/23, SameSystem's revenue amounted to DKK 48.2m, an increase of 12.1% compared to FY2021/22, in line with the Revenue Guidance for FY2022/23 of 10-15% year-on-year growth. SameSystem's EBITDA amounted to DKK 0.3m compared to DKK -28.5m in FY2021/22 and an EBITDA Guidance for FY2022/23 of DKK -3.0m to 0m. In H2 of FY2022/23 alone, the EBITDA amounted to DKK 2.8m.

CEO Carsten Fensholt's statement

"We are pleased with the overall results for FY2022/23, which align with the plan published in January 2023 and even slightly exceeds the EBITDA guidance. After ten quarters of consecutive losses, we had a positive EBITDA in Q3 FY2022/23 and Q4 FY2022/23, and we were now cash-positive in the last quarter of FY2022/23.

Our EBIT and EBITDA have improved steadily quarter by quarter during the year as planned.

Live ARR in Q3 FY2022/23 was DKK 45.7m; in Q4 FY2022/23, DKK 48.5m, 6.6% growth for one quarter. This is also a substantial improvement and documents the strength of our contracted pipeline."

Highlights FY2022/23

- Revenue amounted to DKK 48.2m in FY2022/23 compared to DKK 43.0m in FY2021/22
- EBITDA amounted to DKK 0.3m in FY2022/23 compared to DKK -28.5m in FY2021/22
- SameSystem had 1,120 customers on 30 September 2023 compared to 1,144 on 30 September 2022, before the churn cleanup in June 2023 of 75 customers.
- SameSystem had 63 employees on 30 September 2023 compared to 101 on 30 September 2022.

Outlook

- The Revenue guidance for FY2023/24 is maintained at 12-15% year-on-year growth, corresponding to 54.0m to 55.5m DKK.
- The EBITDA guidance for FY2023/24 is maintained at 6.0-9.0m DKK.

Attachment

FY2022/23 Financial Report SameSystem

SameSystem A/S

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About SameSystem A/S

SameSystem is an international Software-as-a-Service (SaaS) company with a local presence in nine countries. SameSystem offers a scalable, regulatory compliant and data-driven workforce management (WFM) solution tailored for retail and foodservice.

SameSystem enables retailers and foodservice businesses to maximise performance levels and competencies in their organisations by freeing up time for employees, reducing administration significantly and helping stores and restaurants plan perfectly.

SameSystem's solution includes AI-powered forecasting, a budget-conscious scheduling feature, automatic payroll processing, digital contracts and signatures, time and attendance tracking and a business intelligence feature. For more information about SameSystem, please visit <https://www.samesystem.com/>