

Market: First North DK

Ticker: IMPERO

Share price (DKK): 6.00

Market cap (DKKm): 137.1

Net cash (DKKm): 14.9 (04 2023)

Enterprise value (DKKm): 122.2

## Share information



YTD: 37.0% 1 year: -15.5%  
 1 month: -14.3% Since IPO\*: -38.1%

Note: \*IPO date was 22 April 2021 (subscription price of DKK 9.70).  
 We apply the closing price from 14 March 2024 (Nasdaq).

## Financials

(DKKm)	2022	2023	2024E*
Total ARR	22.7	30.4	38.0-42.0
ARR growth	33%	34%	25-38%
Revenue	19.9	27.6	N/A
Revenue growth	32%	39%	N/A
EBITDA	-17.1	-10.6	-11.0 to -9.0
EBITDA margin	-86%	-86%	N/A
Cash	15.2	14.9	N/A
Interest-bearing debt	0.0	0.0	N/A

Note: \*Impero's own guidance range for 2024.  
 We apply Impero's new ARR methodology (from January 2023 and onwards).

## Valuation multiples

	2022	2023	2024E*
P/ARR (x)	4.2	3.3	3.4
P/S (x)	4.8	3.6	N/A
EV/Sales (x)	4.1	3.1	N/A
EV/EBITDA (x)	-4.7	-8.0	-12.2
EV/EBIT (x)	-4.2	-6.5	N/A
P/E (x)	-5.2	-7.7	N/A
P/CF (x)	-5.4	-13.2	N/A

Note: Multiples for 2022 and 2023 are based on historical numbers.  
 \*2024E multiples are based on the midpoint in Impero's own guidance.

## Company description

Founded in 2013, Impero is a Software-as-a-Service (SaaS) company providing a compliance management platform. The platform enables companies to easily manage compliance through the automation of risk and control management, documentation, and reporting. Impero empowers to future-proof compliance management in a scalable, digital, and intuitive way. Impero serves more than 150 customers across several countries with a solid footprint in Denmark and the DACH region.

## Investment case

Impero's B2B compliance management platform enables companies and organizations to secure high standards within the compliance domain.

The GRC software market is supported by key drivers such as companies' fear of reputational issues and fines, cost savings from digitalization in compliance management, ESG reporting requirements, and higher demand for top management to ensure the company's role as a stakeholder in society.

With the current capital foundation, the company aims to at least double its customer base and become cash flow positive on a recurring basis before the end of 2026. With a core focus on CFO-centric domains including tax, finance, and ESG, Impero will develop and expand its offering through partnerships, expand into new markets in Northwestern Europe, and invest in the development or acquisition of innovative features, integrations, and automation.

Looking at valuation, Impero is valued at an EV/ARR multiple of 3.1x (2024E) based on the midpoint in Impero's 2024 guidance range. This is above the selected Danish SaaS companies, currently trading at 2.2x EV/ARR (2024E). However, Impero also delivers better than the median of the selected Danish SaaS group on key SaaS metrics such as ARR growth (2024E) and net revenue retention rate.

## Key investment reasons

Impero has been able to continuously deliver solid SaaS metrics despite the uncertain macroeconomic environment for software companies. This is supported by its land and expand strategy, demonstrated by its net revenue retention rate of 111% in 2023, including a low churn rate of 6%.

Impero has a strong footprint in the DACH region with large well-known customers. In 2023, Impero grew ARR in the DACH region by 51%, and the region now constitutes 38% of Impero's total ARR. The presence in DACH could be further enhanced by its partnership with KPMG Germany and the templated solutions within different areas, targeting 15,000 German mid-market companies.

In 2023, Impero launched its CSRD (ESG) platform solution. Despite uncertainty about timing and market uptake, the CSRD platform solution targets a huge market opportunity of more than 50,000 European companies from 2024 and onwards.

## Key investment risks

The macroeconomic environment is still uncertain, which could extend the sales cycle in a recession scenario. Looking into 2024, the company's ARR growth guidance range of 25-38% is based on no further aggravation of the macroeconomic and geopolitical instability.

On the capital side, Impero raised gross proceeds of DKK 10m for growth investments in late 2023. In accordance with the strategic direction 2026 of becoming cash flow positive on a recurring basis before the end of 2026, the company is sufficiently funded with the current capital foundation (cash of DKK 14.9m by the end of 2023 and no interest-bearing debt). Impero has also improved its burn multiple (FCF/Net New ARR) significantly from -3.4x in 2022 to -1.6x in 2023. However, Impero also states that new strategic opportunities could arise, and if this can lead to excess growth, then the company's Board of Directors will reassess the strategic direction, investment levels, and thus also its capital needs.

## Danish SaaS peer group

Company	Total return	EV/ARR (x)		ARR growth (%)		Growth adj. ARR multiple (x)		EV/Sales (x)		Revenue growth (%)		NRR (%)	EBITDA (DKKm)		Net debt (DKKm)	FCF / Net new ARR	
	YTD (%)	2023E	2024E	2023E	2024E	2023E	2024E	2023E	2024E	2023E	2024E	2023	2023E	2024E	Latest reported	2022	2023
Selected Danish SaaS (median)*	6.8%	2.6	2.2	36%	30%	0.09	0.10	2.7	N/A	26%	N/A	107%	-8.0	-3.3	-16.5	-1.9	N/A
<b>Impero</b>	<b>37.0%</b>	<b>2.8</b>	<b>3.1</b>	<b>34%</b>	<b>32%</b>	<b>0.08</b>	<b>0.10</b>	<b>3.1</b>	<b>N/A</b>	<b>39%</b>	<b>N/A</b>	<b>111%</b>	<b>-10.6</b>	<b>-10.0</b>	<b>-14.9</b>	<b>-3.4</b>	<b>-1.6</b>

Note: The table shows multiples, key SaaS metrics and financials for Impero and the median values from selected Danish SaaS companies (Agilic, MapsPeople, Penneo, Relesys, and RISMA). Note that SaaS metrics definitions may differ across companies (there are no standards or regulations yet), i.e., this overview is only for perspective. Data is manually collected from company reports. We apply Impero's own 2024 guidance (midpoint) as well as other companies' 2023 results or guidance (midpoint), and 2024 guidance (midpoint). We apply end 2023 (31 December 2023) market capitalizations for 2023 multiples and market capitalizations are from 14 March 2024 for 2024E multiples (+ latest reported net debt/cash). Not all companies have reported the 2023 report yet. Source: HC Andersen Capital and company reports.

# Appendix: Selected SaaS overview

## Selected Danish-listed SaaS companies (expected/reported ARR in the range of DKK 20-100m in 2023)

Company	Total return	EV/ARR (x)		ARR growth (%)		Growth adj. ARR multiple (x)		EV/Sales (x)		Revenue growth (%)		NRR (%)	EBITDA (DKKm)		Net debt (DKKm)	FCF / Net new ARR	
	YTD (%)	2023E	2024E	2023E	2024E	2023E	2024E	2023E	2024E	2023E	2024E	2023	2023E	2024E	Latest reported	2022	2023
Agillic	-34.2%	3.2	2.2	-9%	0%	N/A	N/A	3.5	2.4	-3%	-1%	98%	1.9	1.0	15.1	-0.5	N/A
MapsPeople	38.8%	1.9	1.7	64%	46%	0.03	0.04	2.4	2.1	43%	46%	N/A	-57.0	-22.5	26.0	-7.4	N/A
Penneo	6.8%	2.6	2.3	26%	22%	0.10	0.10	2.6	N/A	23%	N/A	112%	-8.7	7.5	-18.3	-1.9	-0.8
Relesys	24.6%	2.6	N/A	36%	N/A	0.07	N/A	2.8	N/A	29%	N/A	N/A	N/A	N/A	-21.5	-1.7	N/A
RISMA	2.2%	5.3	3.9	49%	39%	0.11	0.10	N/A	N/A	N/A	N/A	107%	-7.3	-7.6	-16.5	-3.5	N/A
Median	6.8%	2.6	2.2	36%	30%	0.09	0.10	2.7	N/A	26%	N/A	107%	-8.0	-3.3	-16.5	-1.9	N/A
Impero	37.0%	2.8	3.1	34%	32%	0.08	0.10	3.1	N/A	39%	N/A	111%	-10.6	-10.0	-14.9	-3.4	-1.6

Note: The table shows valuation multiples, key SaaS metrics, and financials for Impero and from selected Danish SaaS companies. Note that SaaS metrics definitions may differ across companies (there are no standards or regulations yet), i.e. this overview is only for perspective. Data is manually collected from company reports. We apply Impero's 2024 ARR guidance (midpoint) and other companies' 2024 guidance (midpoint). For 2023 multiples, market capitalizations are from 31 December 2023, and latest reported net debt is applied. For 2024E multiples, market capitalizations are from 14 March 2024, and the latest reported net debt (primarily from 2023 annual reports) is applied. Lease liabilities are included in the net debt calculations. Some companies may have raised capital after the reporting date (not included). Not all companies have reported the 2023 report yet. From 2023, Impero changed its ARR methodology to create more transparency. N/A is applied for data points where there is no data, or we have assessed it makes no sense to use the number for comparison.

Source: HC Andersen Capital and company reports.

Disclaimer: From the tables above, HC Andersen Capital receives payment from Agillic, Impero, MapsPeople, and Penneo for a Digital IR/Corporate Visibility subscription agreement.