

Financial Statement Release

January-December 2023



January-December highlights

- The year started strongly, driven by the success of the AGM product
- Development in H2 did not meet our expectations due to the poor market situation and cancelled or postponed event productions
- The parts of the product portfolio that were in the development phase successfully progressed to the commercial phase: customers concentrate their IR purchases to Inderes
- Transformation toward an international Inderes progressed well
- Thanks to the measures taken to increase sales activity and cost control, we ended the year in line with the guidance



**Revenue growth 27.1%
(14.3%)**



EBITA% 10.6% (9.4%)



**Share of recurring
revenue 61.0% (56.1%)**



**Adjusted EPS was EUR
0.80 (0.60).**

January-December 2023

427
(+45%)

Number of listed company customers

117
(-1%)

Personnel at end of the period

74,000
(4%)

Number of active Community members



LISTED COMPANIES

BETTER SERVICE FOR LISTED COMPANIES

MORE LISTED COMPANIES

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MORE INVESTORS

BETTER CONTENT FOR INVESTORS



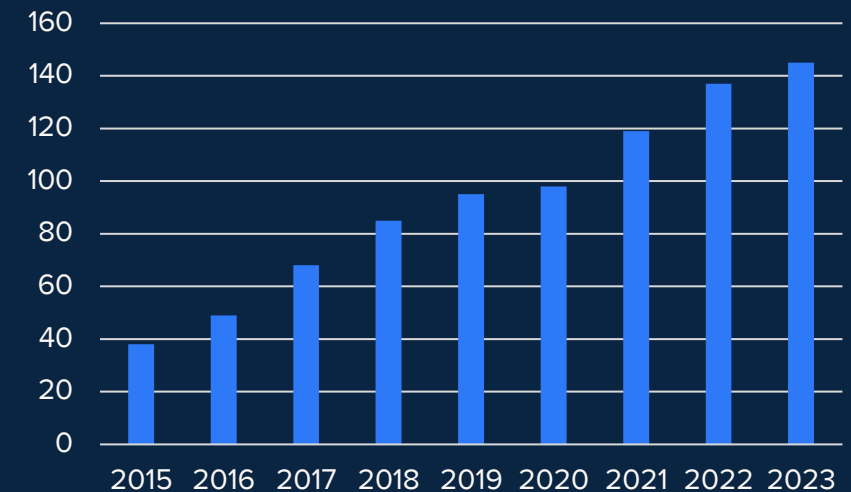
INDERES COMMUNITY

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Equity Research

- Contract portfolio for commissioned research grew by 6%
- Revenue increased and profitability was strong
- Takeover bids targeted at customer companies impacted growth negatively
- Investments in Sweden and weak project sales had negative impact on profitability
- Signs of sales picking up in Sweden, recruitment of a third local analyst started
- Inderes Community's number of members turned to growth in H2

Contract portfolio for commissioned research



Events

- Very strong growth in revenue and good profitability
- Sweden's revenue grew very strongly through acquisitions, while in Finland revenue was stable
- In Sweden, the focus has been on automating processes and operations, introducing a new studio, and increasing the customer value of productions
 - We have set the quality standards high
 - Once this foundation is in place, we move on to more sales-driven growth
- In Finland, the position as an event partner of listed companies continued strengthening, and sales in late 2023 were slowed down by cancellations and postponements of events



IR Software

- Revenue grew strongly and profitability was negative
- Focus has shifted from the product development phase toward commercialization
 - Sales of the release distribution system took off faster than expected
 - Videosync software's DIY solution for interim report webcasts was launched successfully
- The AGM product strengthened its position
 - More than 100 AGM productions in Finland, EGM remote meeting attracted interest
 - Successful pilots in Sweden and Denmark
 - First remote production independent of the location of the participants and organizers



Key figures and outlook

Income statement January-December 2023

- Revenue grew by 27% (14%) – growth excluding acquisitions about 5%
 - Sweden represented 21% (7%) of revenue
 - Share of recurring revenue was 61% (56%)
 - Recurring revenue grew by 38% (25%)
 - Project revenue grew by 13% (3%)
- Growth in the Swedish business and the use of external services for AGM services increased the cost structure
 - Materials and services costs increased by 46% with the growth in the Swedish business and AGM productions
 - The average number of personnel increased by 19% and personnel costs increased by 21%, due to the growth of the Swedish business
 - Other operating expenses increased by 22% due to business growth in Sweden
- EBITA totaled 1.8 MEUR (1.3) and accounted for 10.6% (9.4%) of revenue
- FAS goodwill amortization due to acquisitions and associate write-offs to financial expenses increased expenses by 0.7 MEUR year-on-year
- The Group's profit was 0.1 MEUR (0.4)

MEUR	2023	2022	Change
Revenue	17.161	13.504	27%
Other operating income	0.003	0.001	122%
Materials and services	-2.838	-1.942	46%
Personnel costs	-9.424	-7.783	21%
Other operating expenses	-2.810	-2.306	22%
EBITDA	2.093	1.474	42%
Depreciation according to plan	-0.273	-0.203	35%
EBITA	1.819	1.272	43%
Depreciation of consolidated goodwill	-1.039	-0.457	128%
EBIT	0.780	0.815	-4%
Financial income and expenses	-0.304	-0.110	177%
Profit before taxes	0.477	0.705	-32%
Appropriations	0.024	0.039	-39%
Income taxes	-0.366	-0.312	17%
Profit for the period	0.135	0.432	-69%
Minority interests	-0.050	-0.047	6%
Group profit	0.085	0.385	-78%

Income statement October-December 2023

- Revenue grew by 8% (13%) – growth excluding acquisitions about -6%
- Sweden represented 24% (14%) of revenue
- Share of recurring revenue was 63% (55%)
 - Recurring revenue grew by 25% (23%)
 - Project revenue decreased by 13% (3%)
- Growth in the Swedish business increased personnel costs Other cost items at the level of the comparison period or slightly below it
 - Materials and services costs decreased by 12%
 - The average number of personnel grew by 6% and personnel costs increased by 14%
 - Other operating expenses were at the level of the previous year
- EBITA totaled 0.2 MEUR (0.2) and accounted for 5.7% (5.3%) of revenue
- Goodwill amortization under FAS accounting increased by 0.1 MEUR due to acquisitions

MEUR	Q4/2023	Q4/2022	Change
Revenue	4.196	3.885	8%
Other operating income	0.001	0.001	-16%
Materials and services	-0.534	-0.607	-12%
Personnel costs	-2.595	-2.276	14%
Other operating expenses	-0.756	-0.736	3%
EBITDA	0.312	0.268	17%
Depreciation according to plan	-0.071	-0.061	18%
EBITA	0.240	0.207	16%
Depreciation of consolidated goodwill	-0.260	-0.202	29%
EBIT	-0.019	0.005	-470%

Balance sheet Dec. 31, 2023

- Consolidated balance sheet **assets** – most significant items
 - Goodwill 6.5 MEUR (7.5)
 - Cash in hand and in banks 4.0 MEUR (3.6)
 - Investments 2.6 MEUR (2.8)
 - Accounts receivable 2.4 MEUR (2.4)
 - Other items total EUR 1.5 MEUR (1.5)

- Consolidated balance sheet **liabilities** – most significant items
 - Equity 7.2 MEUR (8.0)
 - Current non-interest-bearing liabilities 4.0 MEUR (3.8)
 - Other non-current liabilities 3.6 MEUR (3.7)
 - Loans from financial institutions 2.0 MEUR (2.1)

17.0 MEUR

Balance sheet total

47%

Equity ratio

-28%

Net gearing

Cash flow January-December 2023

- Growth in the company's cash assets during the review period was 0.4 MEUR (-3.4) The development was affected by
 - Clearly improved operating cash flow after investments 1.4 MEUR (-2.5)
 - Improved business profitability
 - Reduced acquisition and business investments
 - Financial cash flow staying at the expected level -1.0 (-0.7)
 - Dividends paid on the 2022 fiscal period -1.4 MEUR (-1.3)
 - Share savings scheme issue 0.5 MEUR

2.1 (1.5)

MEUR

Cash flow from operating activities before change in working capital

-0.2 MEUR
(-3.9)

Cash flow from investment activities

4.0 MEUR
(3.6)

Cash and cash equivalents at the end of the review period

Proposal for the distribution of profits and AGM

- Inderes aims to achieve annually increasing absolute distribution of profits, which includes the distribution of dividends and purchases of own shares
- Adjusted EPS for 2023 was EUR 0.80 (0.60) per share The distributable funds of the company amount to EUR 10,670,642
- The Board of Directors of Inderes proposes to the AGM that a total of EUR 0.85 (0.82) per share be distributed as dividends in two installments .
- Inderes Oyj's AGM is scheduled for April 11, 2024 in Helsinki. The company's Board of Directors will convene the AGM separately at a later date



Outlook

Guidance for 2024

- Revenue will grow from the previous year (17.2 MEUR)
- Relative profitability measured by EBITA% improves from the previous year (10.6%)

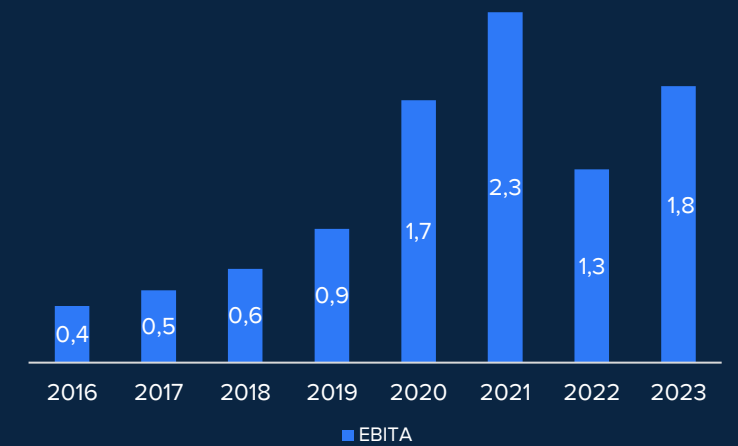
Background for the outlook

- The target market for main product areas is not expected to grow in Finland in 2024
- Revenue will increase thanks to new products and opening of new markets
- The company continues to invest in accelerating the growth of the international business

Revenue (MEUR)

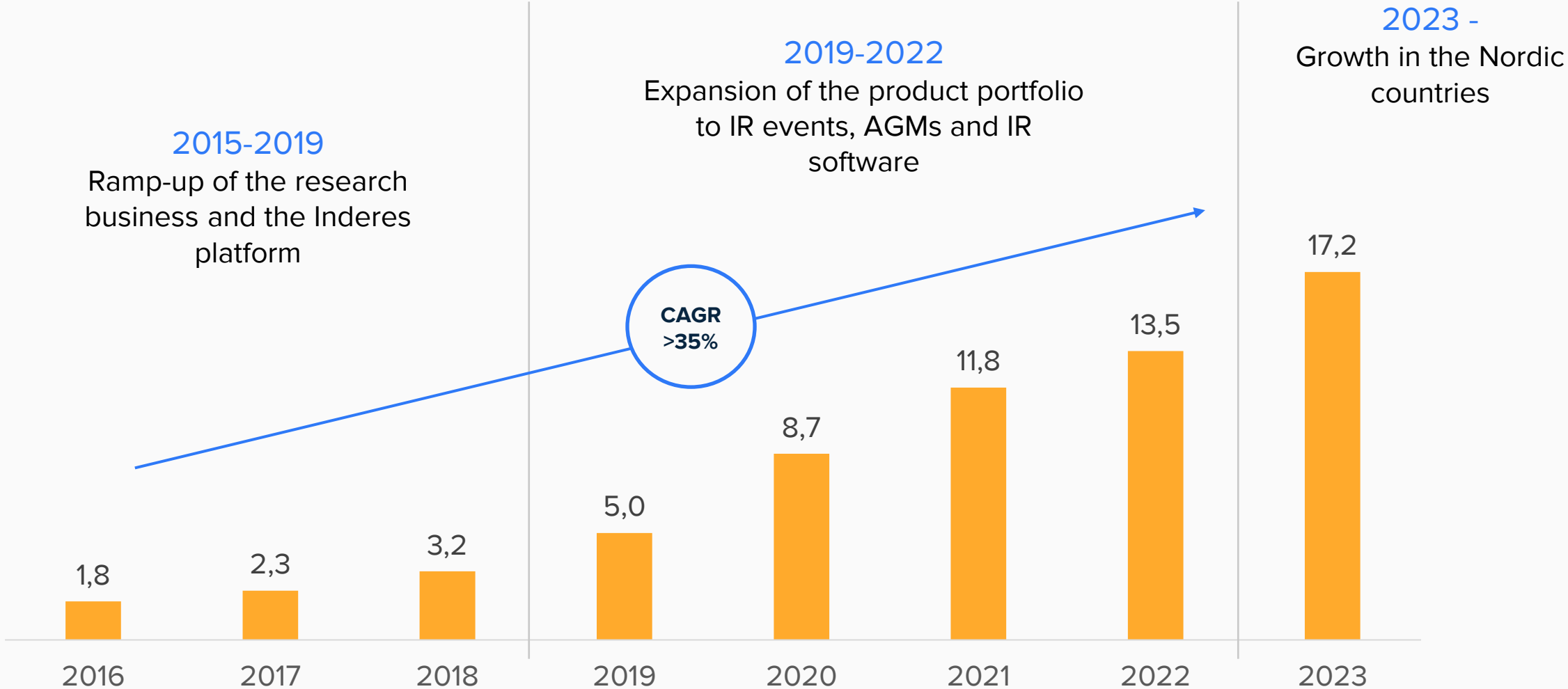


EBITA (MEUR)



Strategy progress

The evolution of Inderes



The product portfolio is strong, the next step is geographic expansion.



Equity Research
>140 customers



IR Events
>300 customers



AGM
>100 customers



IR Software
>50 customers

The products combine:

- 1 Strong expertise in IR
- 2 Own technology platforms
- 3 Investor community

Objectives

Long-term financial targets

- The company's aim is to maintain a combined revenue growth rate and profitability (EBITA%) of 30-50%
- Annually growing payout (including dividends and buybacks)

Infinite targets

- Choose to be great instead of big
- Rather lose business than slip from our values
- Help our people grow as professionals and individuals

	2019	2020	2021	2022	2023	5-year average
revenue growth,%	56%	76%	36%	14%	27%	42%
EBITA-%	18%	20%	20%	9%	11%	16%
Total	74%	96%	55%	24%	38%	57%

Today is a good day to start investing

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