

Financial Statements Release

January-December 2022



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Key points of the year

- Year of implementing investments planned in connection with the IPO
- Groundwork for a Nordic operating model is in place: the company's addressable markets have multiplied
- A strong Nordic customer base and fast-developing solution offering create good conditions for future growth
- Strong 25% growth in recurring revenue
- Profitability weakened clearly
 - Investments of over EUR 1 million related to internationalization were carried out as planned
 - Clearly weaker market situation than expected



**Revenue growth 14%
(36%)**

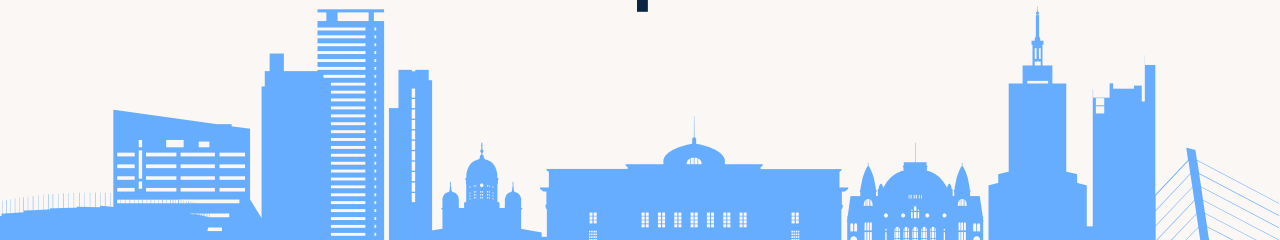


EBITA% 9.4% (19.5%)



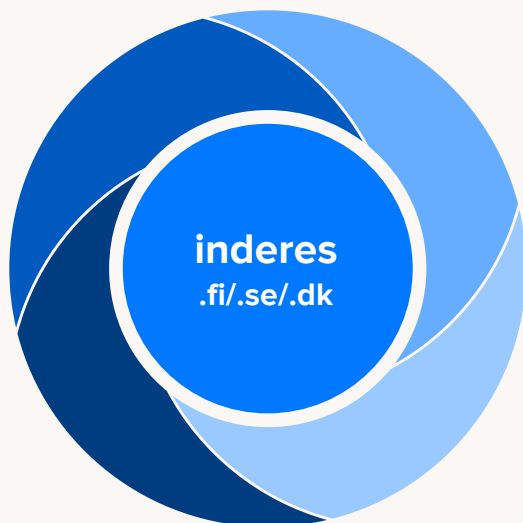
**Share of recurring
revenue 56% (51%)**

Inderes platform



All listed companies

Better service for listed companies



More listed companies

More investors

Better content for investors

Inderes Community



2022

295
(+57%)

Number of listed company customers*

118
(+42%)

Personnel at end of the period

71,000
(-5%)

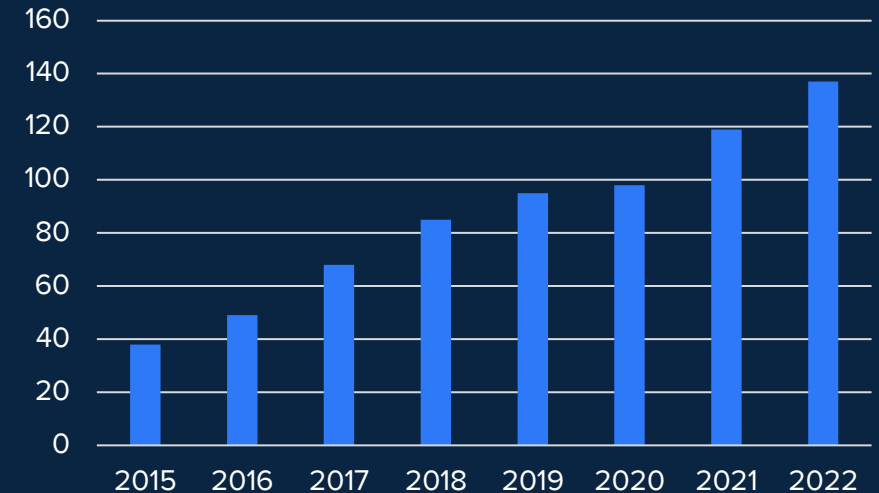
Number of active Community members

*Includes Financial Hearings and Streamfabriken customers to which services were delivered between 11.11.-31.12.2023

Research services

- Number of contracts for commissioned research grew by 15%
- Revenue grew strongly and profitability remained at a strong level
- New contracts have been won at a steady pace despite weak IPO activity
- Started building our Swedish team
- Customer churn has remained at normal levels and is mainly caused by takeover bids among customer companies
- The number of Inderes community members fell, we assume this was caused by the weak stock exchange development and a general drop in interest towards investment discussions and exploring stocks

Contract portfolio of commissioned research, contracts



Virtual events

- Revenue increased slightly and profitability declined to a satisfactory level
- Financial Hearings and Streamfabriken acquisitions supported Q4 growth
- Strong growth in the listed companies segment thanks to interim report and general meeting productions, revenue decreased in other customer segments
- Expansion from technical implementations to greater overall responsibility in line with our strategy progresses, which will increase our revenue per customer
- Some customers are looking for more cost-effective solutions, where we offer software-based options



IR solutions

- Revenue grew strongly and profitability was negative, product development expenses increased to EUR 1.1 million (0.7)
- Investments in software development have increased considerably, e.g. in internationalization of the Inderes platform, Videosync software and investor communication software solutions
- The solution offering now covers key software required by IR and services that support them
- In 2023, we will develop products further to meet the needs of Nordic customers and we will move more toward the commercialization of these solutions also outside Finland
- The market share in AGM solutions in Finland increased in 2022

Q2 2022 EARNINGS CALL

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THE AUDIOCAST WILL BEGIN
JULY 15TH 2022 AT 10:00 AM CEST

Please fill your info here

Name *

Email *

Company *

REGISTER»

* Required fields

Figures and

outlook

Income statement January–December 2022

- Revenue grew by 14% (36%)
- Share of recurring revenue was 56% (51%)
 - Growth in recurring revenue accelerated to 25% (21%)
 - Project revenue grew by 3% (55%)
- Growth investments were visible as increased costs
 - Materials and services costs increased by 16% with the growth in virtual event and AGM productions in Sweden
 - The average number of personnel grew by 36% and personnel costs increased by 34%
 - Other operating expenses increased by 21% as a result of increased acquisitions and office expenses
- EBITA totaled EUR 1.3 million (2.3) and accounted for 9.4% (19.5%) of revenue
- The Group's profit was EUR 0.4 million (1.3)

MEUR	2022	2021	Change
Revenue	13.504	11.819	14%
Other operating income	0.001	0.015	-90%
Materials and services	-1.942	-1.678	16%
Personnel costs	-7.783	-5.829	34%
Other operating expenses	-2.306	-1.899	21%
EBITDA	1.474	2.427	-39%
Depreciation according to plan	-0.203	-0.121	68%
EBITA	1.272	2.307	-45%
Depreciation of consolidated goodwill	-0.457	-0.340	34%
EBIT	0.815	1.966	-59%
Financial income and expenses	-0.110	-0.232	-53%
Profit before taxes	0.705	1.734	-59%
Appropriations	0.039	0.000	-
Income taxes	-0.312	-0.395	-21%
Profit for the period	0.432	1.339	-68%
Minority interests	-0.047	-0.044	8%
Group's profit	0.385	1.296	-70,3%

Income statement October-December 2022

- Revenue grew by 13% (16%)
- Share of recurring revenue was 55% (50%)
 - Growth in recurring revenue was 23% (22%)
 - Project revenue grew by 3% (11%)
- Acquisitions and internationalization investments were reflected as increased costs
 - Materials and services costs increased by 38% due to the expansion in Swedish activities
 - Personnel costs increased by 26% due to acquisitions and recruitment earlier in the year
 - Other operating expenses increased by 50% because of increased acquisitions and office expenses
- EBITA totaled EUR 0.2 million (0.7) and accounted for 5.3% (19.8%) of revenue

MEUR	Q4/2022	Q4/2021	Change
Revenue	3.885	3.433	13%
Other operating income	0.001	0.002	-56%
Materials and services	-0.607	-0.439	38%
Personnel costs	-2.276	-1.800	26%
Other operating expenses	-0.736	-0.491	50%
EBITDA	0.268	0.705	-62%
Depreciation according to plan	-0.061	-0.025	143%
EBITA	0.207	0.680	-70%
Depreciation of consolidated goodwill	-0.202	-0.085	137%
EBIT	0.005	0.595	-99%

Balance sheet December 31, 2022

- Consolidated balance sheet **assets** – most significant items
 - Goodwill EUR 7.5 million (0.9)
 - Cash in hand and in banks EUR 3.7 million (7.0)
 - Investments EUR 2.8 million (0.2)
 - Accounts receivable EUR 2.4 million (1.7)
 - Other items total EUR 1.4 million (0.8)
- Consolidated balance sheet **liabilities** – most significant items
 - Equity EUR 8.0 million (6.7)
 - Loans from financial institutions EUR 2.0 million (0.1)
 - Other non-current liabilities EUR 2.9 million (0.0)
 - Current non-interest-bearing liabilities EUR 3.9 million (3.1)
 - Other items EUR 0.9 million (0.6)

EUR **17.8** million

Balance sheet total

50%

Equity ratio

-20%

Net gearing

Cash flow 2022

- Operating cash flow was EUR 1.5 million (3.1). The development was affected by
 - EBITDA development EUR 1.5 million (2.4)
 - Working capital development EUR 0.6 million (1.0)
 - Periodicity of tax payments in the period EUR -0.7 million (-0.3)
- Operating cash flow after investments was EUR -2.5 million (3.0). The development was affected by
 - Operating cash flow EUR 1.5 million (3.1)
 - Cash consideration of EUR -2.9 million paid for Financial Hearings ja Streamfabriken acquisitions
 - Cash consideration of EUR -0.6 million paid to HC Andersen Capital
 - Business investments EUR -0.5 million (-0.2)
- Change in the company's cash assets during the review period was EUR -3.3 million. The development was affected by
 - Operating cash flow after investments EUR -2.5 million (3.0)
 - Raised acquisition financing of EUR 2 million
 - Dividends paid on the 2021 fiscal period EUR -1.3 million (-1.1)
 - Repurchase of shares EUR -1.2 million

EUR **-3.9** million

Cash flow from
investments

EUR **-0.7** million

Cash flow from
financing

EUR **3.7** million

Cash assets at the
end of the period

Profit distribution proposal and AGM

- Inderes aims to achieve annually increasing absolute distribution of profits, which includes the distribution of dividends and purchases of own shares
- EPS for 2022, excluding depreciation of consolidated goodwill, was EUR 0.51 (1.09) per share. The distributable profits of the parent company amount to EUR **10,113,629** million
- Inderes' Board of Directors proposes to the AGM that distributable profits are distributed as follows:
 - Dividend of EUR 0.82 per share (EUR 1,378,751)
 - EUR 8,734,878 is retained as equity
- Inderes Oyj's Annual General Meeting is scheduled for April 12, 2023 in Helsinki. The company's Board of Directors will convene the AGM separately at a later date



Outlook

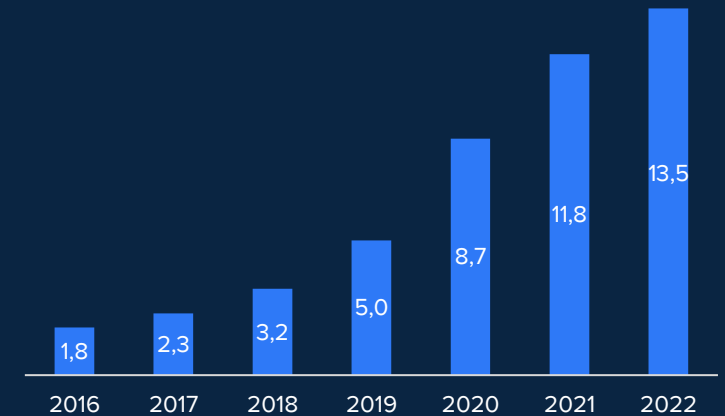
Guidance for 2023

- Revenue exceeds EUR 17.0 million
- Relative profitability measured by EBITA % increases from the previous year (9.4%)

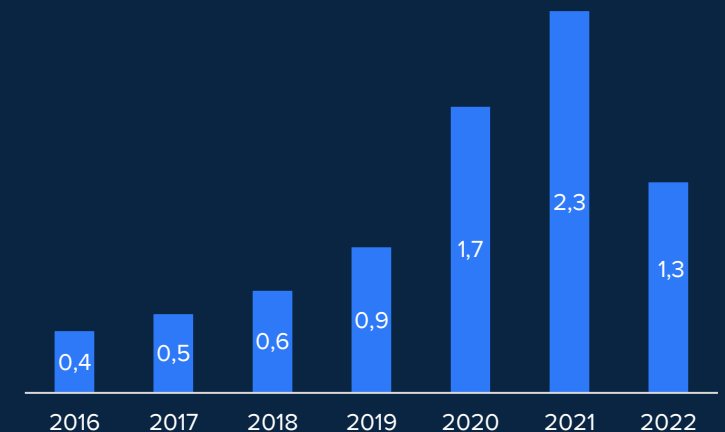
Background for the outlook

- The market demand situation is expected to be stable in the company's main product areas
- IPO activity on stock exchanges will remain low
- International revenue is expected to grow strongly thanks to the Streamfabriken and Financial Hearings acquisitions
- Ramping up international business and investments in product development raise the cost structure
- The full year result will focus on the second half of the year

Net sales (EUR million)



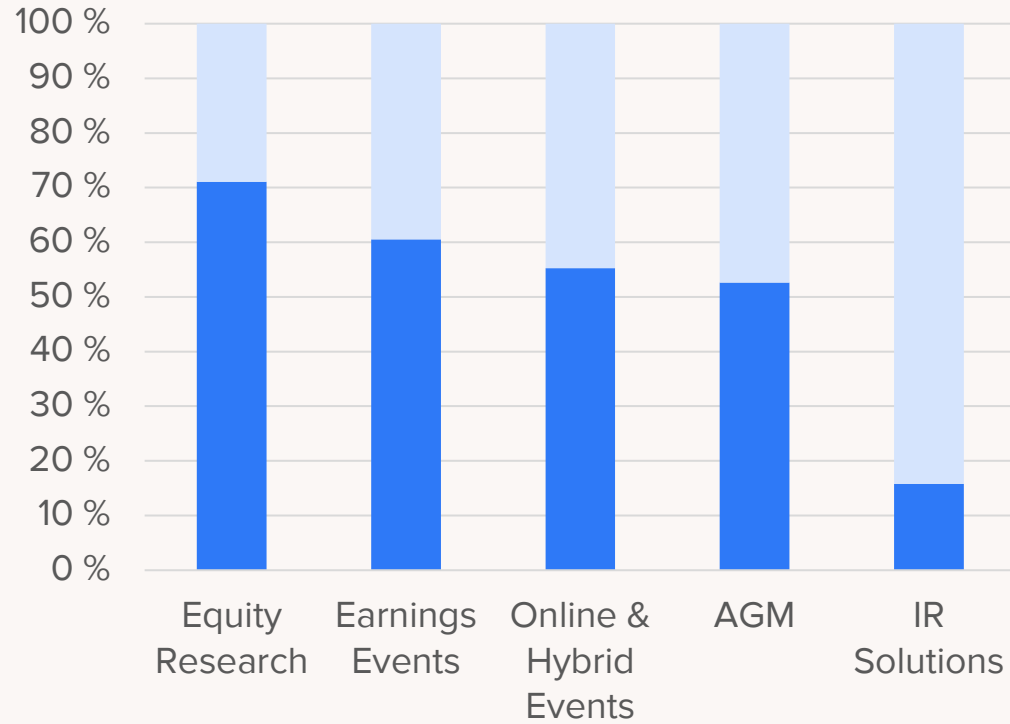
EBITA (EUR million)



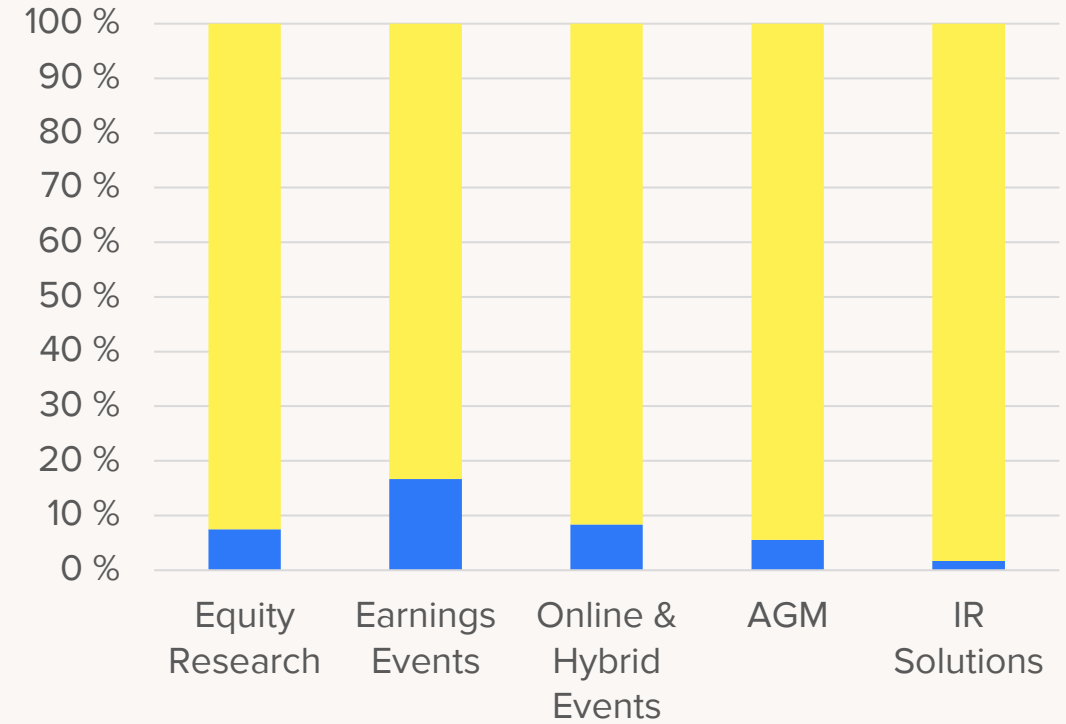
What next?

Democratization of information in the Nordic countries: addressable markets multiply

Coverage of Inderes' services on the Finnish market*



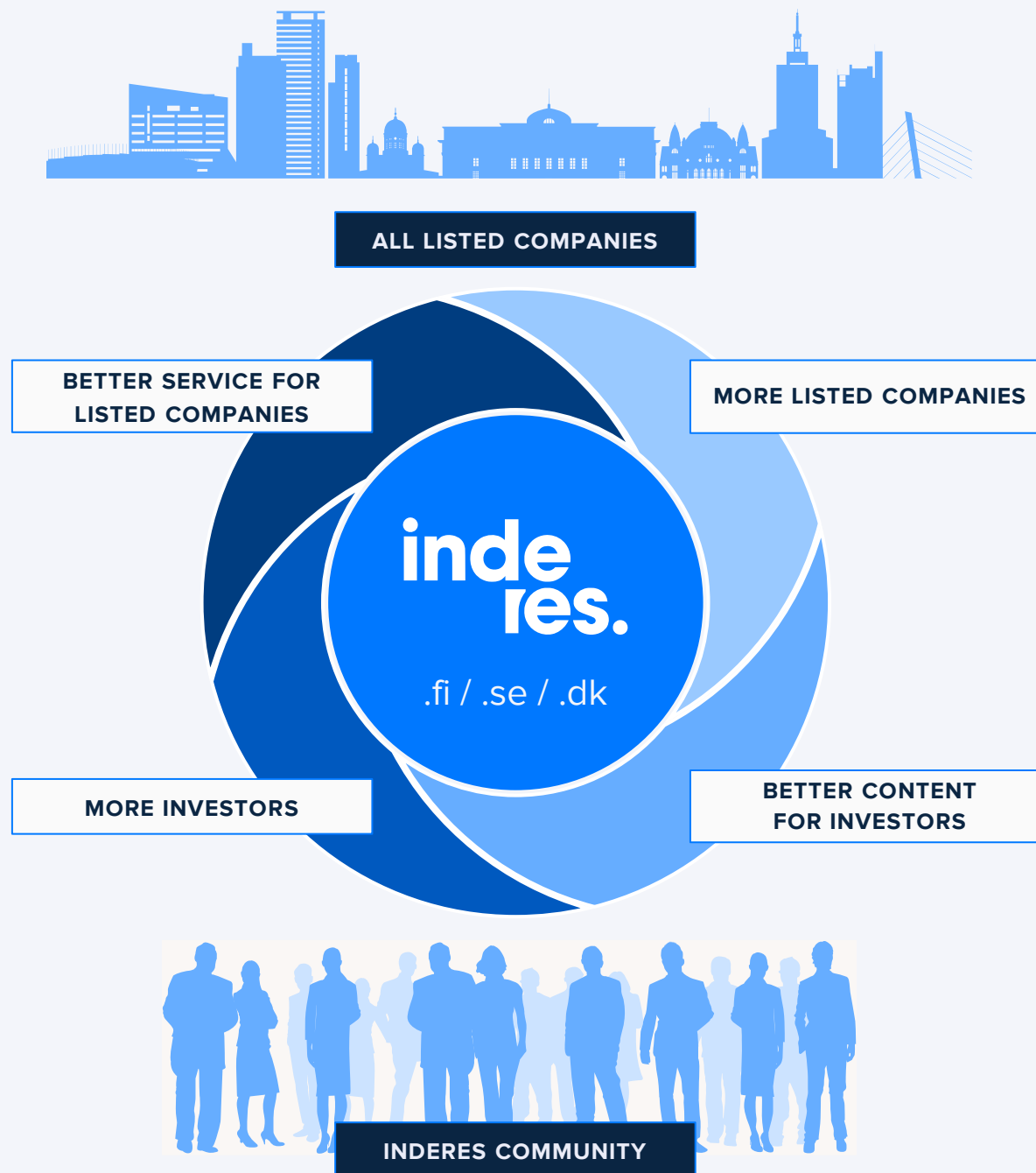
Coverage of Inderes' services at Nordic level*



*Finland some 190 companies, Nordic countries some 1,800 companies (including multilateral marketplaces)

Strategy cornerstones.

- 1 Build the listed company client base (B2IR)
- 2 Build solutions that connect listed companies and investors
- 3 Build the world's most community-centric investor service (B2C)



Objectives

Long-term financial targets

- The company's aim is to maintain a combined revenue growth rate and profitability (EBITA%) of 30–50%, regardless of the economic cycle

Infinite targets

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

	2016	2017	2018	2019	2020	2021	2022
Revenue growth %	25%	29%	40%	56%	76%	36%	14%
EBITA %	21%	21%	19%	18%	20%	20%	9%
Total	46%	50%	59%	74%	96%	55%	24%

INDERES CMD

May 26, 2023



Today is a good day to start investing

Mikael Rautanen

CEO

+358 50 346 0321

mikael.rautanen@inderes.fi

Teemu Pynnönen

Investor Relations

+358 504911359

Teemu.pynnonen@inderes.fi

Mikko Wartiovaara

CFO

+358 50 577 4092

mikko.wartiovaara@inderes.fi

Inderes Oyj

Itämerentori 2

00180 Helsinki

+358 10 219 4690

[inderes.fi](https://www.inderes.fi)

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