Corporate Research

Inderes



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| Results Preview | Services | Finland | 01 April 2025 |
|-----------------|----------|---------|---------------|
| | Services | Finland | |

Results due: 25 April

| Key Data (2025E) | |
|------------------------|------------|
| Price (EUR) | 19.30 |
| Reuters | INDERES.HE |
| Bloomberg | INDERES FH |
| Market cap (EURm) | 33 |
| Market cap (USDm) | 36 |
| Net debt (EURm) | (1) |
| Net gearing | (14%) |
| Net debt/EBITDA (x) | (0.3) |
| Shares fully dil. (m) | 1.7 |
| Avg daily turnover (m) | 0.0 |
| Free float | 59% |

| Estimate R | evisions (9 | %) | |
|------------|-------------|------------|-------|
| | 2025E | 2026E | 2027E |
| Revenues | 0 | 0 | 0 |
| Adj. EBIT | 0 | 0 | 0 |
| Adj. EPS | 0 | 0 | 0 |

Share Price (12M)



Absolute (green) / Relative to Finland (purple).

Marketing communication commissioned by: Inderes

The market is turning, but Sweden takes time

Ahead of Inderes's Q1 report, we make no changes to our estimates. We think that strategy execution is progressing well in Finland, which should also see some market tailwinds in 2025. However, for the Swedish business, which holds the largest upside potential in our investment case, progress is slow (or in fact declining). Our fair value range is unchanged at EUR 19-21, with the mid-point translating into a 2027E adj. P/E of 10x.

Q1E: Jan-Feb sales were in line, timing of AGMs impacting Mar-Apr

Inderes's January-February sales data were broadly in line with our estimate, and we keep our estimates unchanged ahead of the Q1 report. We estimate March sales decline slightly from the previous year, as we expect AGMs to be more tilted to Q2 than last year. Overall, we forecast growth of just 1% for Q1/25 with an acceleration in Q2 driven by IR software and a modest increase in Finnish AGM market share. After a drop in commissioned research coverage in Q4, we expect the company to return to modest growth again and even see risks to the upside given signs of a thawing IPO market.

Finnish operations performing well, Sweden lagging

With the first IPO processes started in Finland too, we think Inderes's market could grow in 2025. Newly listed companies are valuable prospects for Inderes, as it can offer the whole spectrum of services for clients that do not already have vendors and processes in place. Also, we see some market penetration potential within IR software in the Finnish market while the other business lines are close to their full potential. However, the Swedish business, which in our view should offer the best catalyst for the investment case, seems to remain at standstill. In January-February, sales in Sweden followed the decline seen in Q4.

Fair value range unchanged at EUR 19-21

Inderes trades somewhat below our DCF outcome. However, compared with peers, its valuation is a bit elevated, lowering somewhat our blended fair value range.

| Financials (EUR) | | | | | |
|--------------------------|--------|--------|--------|--------|--------|
| Year end: Dec | 2023 | 2024 | 2025E | 2026E | 2027E |
| Revenues (m) | 17 | 18 | 19 | 21 | 23 |
| Adj. EBIT | 2 | 2 | 2 | 3 | 4 |
| Pre-tax profit (m) | 0 | 1 | 2 | 2 | 3 |
| EPS | 0.05 | 0.26 | 0.62 | 1.00 | 1.46 |
| Adj. EPS | 0.80 | 0.95 | 1.16 | 1.54 | 2.00 |
| DPS | 0.85 | 0.87 | 0.89 | 0.93 | 0.95 |
| Revenue growth (%) | 27.1 | 7.1 | 4.6 | 7.4 | 9.0 |
| Adj. EBIT growth (%) | 40.8 | 15.9 | 12.7 | 29.4 | 32.3 |
| Adj. EPS growth (%) | 33.2 | 18.7 | 22.2 | n.m. | n.m. |
| Adj. EBIT margin (%) | 10.7 | 11.6 | 12.5 | 15.1 | 18.3 |
| ROE (%) | 1.1 | 6.6 | 17.6 | 29.0 | 38.8 |
| ROCE (%) | 15.8 | 21.3 | 29.7 | 42.4 | 54.1 |
| PER (x) | 24.2 | 21.0 | 16.7 | 12.6 | 9.7 |
| Free cash flow yield (%) | 4.2 | 8.3 | 4.8 | 7.5 | 10.0 |
| Dividend yield (%) | 4.4 | 4.4 | 4.6 | 4.8 | 4.9 |
| P/BV (x) | 4.59 | 5.48 | 5.71 | 5.54 | 4.81 |
| EV/Sales (x) | 1.78 | 1.82 | 1.68 | 1.52 | 1.31 |
| EV/Adj. EBITDA (x) | 14.5 | 13.8 | 11.9 | 9.2 | 6.7 |
| EV/Adj. EBIT (x) | 16.6 | 15.7 | 13.4 | 10.1 | 7.2 |
| EV/Adj. EBITA (x) | 16.6 | 15.7 | 13.4 | 10.1 | 296.1 |
| Net debt/EBITDA (x) | (1.08) | (0.32) | (0.33) | (0.55) | (0.83) |

Source for all data on this page: SEB (estimates) and Millistream/Thomson Reuters (prices)

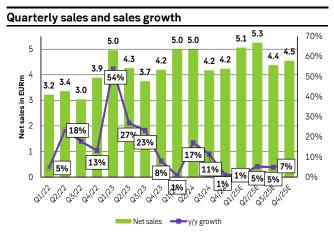
Estimate revisions

Our estimates for Inderes remain unchanged. We forecast 2025 sales growth of 5%, which implies flat sales in Sweden. We think growth should accelerate towards the year end as IPO activity in Finland revives. Inderes guides for growing sales for 2025. In terms of EBITA margin, we expect the 2025 margin to rise to 12.1% from 11.6% in 2024 (guidance: margin improves)

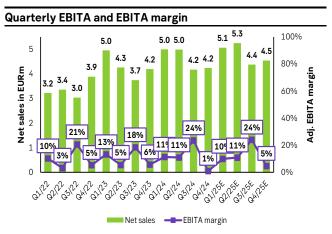
| Estimate revisions | | | | | | | | | |
|----------------------------------|-------|------------------------|------------|-------|------------------------|-------|-------|---------------------|-------------|
| (EURm) | 2025E | New estimates 2026E | s 2027E | 2025E | Old estimates 2026E | 2027E | 2025E | Difference (% 2026E | o) 2027E |
| Sales | 19.2 | 20.7 | 22.5 | 19.2 | 20.7 | 22.5 | 0.0 | 0.0 | 0.0 |
| EBITA | 2.3 | 3.0 | 4.0 | 2.3 | 3.0 | 4.0 | 0.0 | 0.0 | 0.0 |
| EBITA margin (%) | 12.1 | 14.6 | 17.8 | 12.1 | 14.6 | 17.8 | 0.0pp | 0.0pp | 0.0pp |
| EPS | 0.62 | 1.00 | 1.46 | 0.62 | 1.00 | 1.46 | 0 | 0 | 0 |
| Other data | | | | | | | | | |
| Sales growth, % | 4.6 | 7.4 | 9.0 | 4.6 | 7.4 | 9.0 | 0.0pp | 0.0pp | 0.0pp |
| No. of paid research, period-end | 151 | 158 | 166 | 151 | 158 | 166 | 0 | 0 | 0 |
| No. of employees, avg. | 123 | 127 | 129 | 123 | 127 | 129 | 0 | 0 | 0 |

Source: SEB

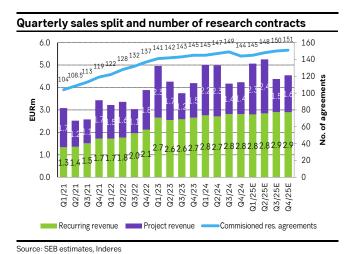
SEB estimates



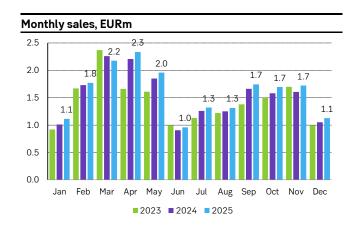
Source: SEB estimates, Inderes

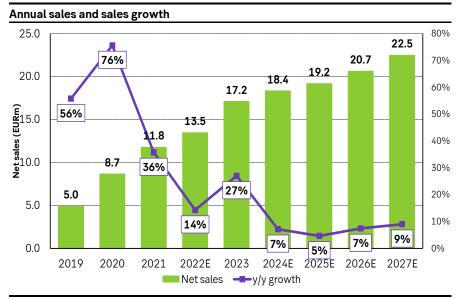


Source: SEB estimates, Inderes

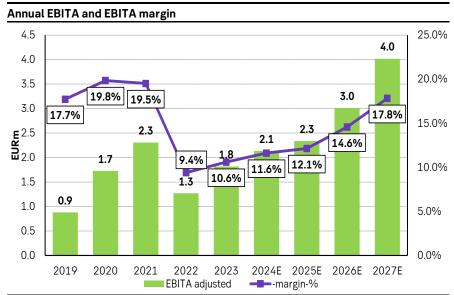


Source: SEB estimates, Inderes





Source: SEB estimates, Inderes



Source: SEB estimates, Inderes

| Quarterly estimates (EURm) |) | | | | | | | |
|----------------------------|-------|-------|-------|-------|--------|--------|--------|--------|
| | Q1/24 | Q2/24 | Q3/24 | Q4/24 | Q1/25E | Q2/25E | Q3/25E | Q4/25E |
| Net sales | 5.0 | 5.0 | 4.2 | 4.2 | 5.1 | 5.3 | 4.4 | 4.5 |
| Other income | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Materials and services | -0.9 | -0.9 | -0.7 | -0.6 | -0.9 | -0.9 | -0.7 | -0.6 |
| Gross profit | 4.1 | 4.1 | 3.5 | 3.7 | 4.2 | 4.3 | 3.7 | 4.0 |
| -margin-% | 81% | 82% | 84% | 86% | 82% | 82% | 85% | 87% |
| Personnel expenses | -2.7 | -2.7 | -1.8 | -2.7 | -2.8 | -2.9 | -1.9 | -2.8 |
| Other operating costs | -0.7 | -0.8 | -0.6 | -0.8 | -0.8 | -0.8 | -0.6 | -0.8 |
| EBITDA reported | 0.6 | 0.6 | 1.1 | 0.1 | 0.6 | 0.6 | 1.1 | 0.3 |
| EBITDA adjusted | 0.6 | 0.6 | 1.1 | 0.1 | 0.6 | 0.6 | 1.1 | 0.3 |
| -margin-% | 0.1 | 0.1 | 0.3 | 0.0 | 0.1 | 0.1 | 0.3 | 0.1 |
| Depreciation | -0.07 | -0.07 | -0.07 | -0.08 | -0.08 | -0.08 | -0.08 | -0.08 |
| EBITA | 0.6 | 0.5 | 1.0 | 0.0 | 0.5 | 0.6 | 1.1 | 0.2 |
| EBITA adjusted | 0.6 | 0.5 | 1.0 | 0.0 | 0.5 | 0.6 | 1.1 | 0.2 |
| -margin-% | 11% | 11% | 24% | 1% | 10% | 11% | 24% | 5% |
| Amortisation | -0.26 | -0.26 | -0.26 | -0.18 | -0.18 | -0.18 | -0.18 | -0.18 |
| EBIT reported | 0.3 | 0.3 | 0.7 | -0.1 | 0.3 | 0.4 | 0.9 | 0.0 |
| EBIT adjusted | 0.3 | 0.3 | 0.7 | -0.1 | 0.3 | 0.4 | 0.9 | 0.0 |
| -margin-% | 6% | 6% | 17% | -3% | 6% | 8% | 20% | 1% |

Source: SEB estimates, Inderes

| | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025E | 2026E | 2027E |
|--|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Net sales | 5.0 | 8.7 | 11.8 | 13.5 | 17.2 | 18.4 | 19.2 | 20.7 | 22.5 |
| Other income | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Materials and services | -0.5 | -1.2 | -1.7 | -1.9 | -2.8 | -3.1 | -3.1 | -3.2 | -3.4 |
| Gross profit | 4.4 | 7.5 | 10.2 | 11.6 | 14.3 | 15.3 | 16.1 | 17.5 | 19.2 |
| -margin-% | 89% | 86% | 86% | 86% | 83% | 83% | 84% | 85% | 85% |
| Personnel expenses | -2.9 | -4.1 | -5.8 | -7.8 | -9.4 | -10.0 | -10.4 | -11.0 | -11.5 |
| Other operating costs | -0.6 | -1.5 | -1.9 | -2.3 | -2.8 | -3.0 | -3.0 | -3.1 | -3.3 |
| EBITDA reported | 0.9 | 1.8 | 2.4 | 1.5 | 2.1 | 2.4 | 2.6 | 3.3 | 4.3 |
| EBITDA adjusted -margin-% | 0.9 19.1% | 1.8 21.0% | 2.4 20.5% | 1.5 10.9% | 2.1 12.2% | 2.4 13.2% | 2.6 13.7% | 3.3 16.0% | 4.3 19.2% |
| Depreciation | -0.07 | -0.10 | -0.12 | -0.20 | -0.27 | -0.29 | -0.30 | -0.30 | -0.30 |
| · | | | | | -0.27 | | | | |
| EBITA | 0.9 | 1.7 | 2.3 | 1.3 | 1.8 | 2.1 | 2.3 | 3.0 | 4.0 |
| EBITA adjusted | 0.9 | 1.7 | 2.3 | 1.3 | 1.8 | 2.1 | 2.3 | 3.0 | 4.0 |
| -margin-% | 17.7% | 19.8% | 19.5% | 9.4% | 10.6% | 11.6% | 12.1% | 14.6% | 17.8% |
| Amortisation | -0.1 | -0.3 | -0.3 | -0.5 | -1.0 | -1.0 | -0.7 | -0.7 | -0.7 |
| EBIT reported | 0.8 | 1.4 | 2.0 | 0.8 | 0.8 | 1.2 | 1.6 | 2.3 | 3.3 |
| EBIT adjusted | 8.0 | 1.4 | 2.0 | 0.8 | 0.8 | 1.2 | 1.6 | 2.3 | 3.3 |
| -margin-% | 16.0% | 15.9% | 16.6% | 6.0% | 4.5% | 6.4% | 8.5% | 11.2% | 14.7% |
| Net financials | 0.0 | 0.2 | -0.2 | -0.1 | -0.3 | -0.3 | -0.1 | -0.1 | 0.0 |
| Pre-tax profit | 0.8 | 1.6 | 1.7 | 0.8 | 0.5 | 0.9 | 1.6 | 2.4 | 3.4 |
| Earnings | 0.6 | 1.2 | 1.3 | 0.4 | 0.1 | 0.5 | 1.1 | 1.8 | 2.6 |
| Minority share | 0.0 | 0.0 | 0.0 | 0.0 | -0.1 | -0.1 | -0.1 | -0.1 | -0.1 |
| Net earnings for owners | 0.6 | 1.1 | 1.3 | 0.4 | 0.1 | 0.4 | 1.1 | 1.7 | 2.5 |
| EPS | | | 0.77 | 0.24 | 0.05 | 0.26 | 0.61 | 1.00 | 1.46 |
| Other data | | | | | | | | | |
| Employees avg. | 42 | 52 | 72 | 97 | 117 | 119 | 123 | 127 | 129 |
| No. of commissioned research, period end | 94 | 98 | 119 | 137 | 145 | 144 | 151 | 158 | 166 |
| Commissioned research sales, SEB est. | 3.2 | 3.5 | 4.1 | 4.8 | 5.5 | 5.7 | 5.8 | 6.2 | 6.5 |
| Sales split by region, SEB est. | | | | | | | | | |
| Finland | | | 11.2 | 12.6 | 13.3 | 14.0 | 14.6 | 15.2 | 15.8 |
| Sweden | | | 0.6 | 0.9 | 3.6 | 4.1 | 4.1 | 4.8 | 5.9 |
| Other | | | 0.0 | 0.1 | 0.2 | 0.3 | 0.5 | 0.6 | 0.8 |

Source: SEB estimates, Inderes

SEAM (SEB's ESG Assessment Methodology)

Inderes

Results Preview

Country: Finland Sector: Services Overall impact of ESG factors on valuation: Slightly Positive Fully discounted in mid-point DCF value: Yes

In our view, ESG factors do or will have an overall slightly positive impact on the share's valuation. The most material impact is Inderes' online events that reduce traffic related to events and that Inderes democratises stock market information to make it more broadly available. Most of the impact is yet to be discounted in our mid-point equity valuation. We believe that most of the ESG factors facing the company could be manageable by the company, and that the company's management of these issues could be improved by establishing and further developing policies and reporting on ESG topics.

With regard to the EU taxonomy, we expect to see the company report an insignificant current revenue alignment with relevant taxonomy screening criteria. In the longer term, we also expect alignment to be insignificant.

| ESG impact on NPV (as % of equity valuation) Total impact over time of which: - impact reflected in mid-point equity valuation impact yet-to-be reflected in mid-point equity valuation 0 | Total impact over time of which: - impact reflected in mid | -point enterprise val | % of enterprise valuation enterprise valuation mid-point enterprise valuation | | | |
|---|--|-----------------------|---|------------------------------|--|--|
| SEB ESG Financial Assessment | | eq | % of uity ation | As % of enterprise valuation | | |
| Long term impact of ESG issue on valuation of which: Impact already reflected in our 6-12 month mid-point Impact yet-to-be reflected in mid-point price | | 5 5 0 | | | | |
| Sales (price/volume) exposure to ESG opportunitie | es/threats | | Sales CAGR opa) 4-10+ yrs | NPV/EV (%) | | |
| Societal impacts Inderes democratises stock market information to make it more br Climate related impact - products/services Inderes offers online events that can reduce travelling related to e | | 1 | 1 | 2 | | |
| Long term impact of ESG issu | | | 1 | 4 | | |

Inderes (cont.)

EU Taxonomy Eligibility/Alignment (based on mandatory EU disclosures)

In our view, the company does not have EU Taxonomy eligible revenues.

Sustainability related committments and targets

Does the company have a science based target?

No Is the CEO's remuneration linked to achievement of sustainability goals?

No

What are the company's most material sustainability goals? Help employees to develop themselves

Who has ultimate responsibility for sustainability management?

Overview

| Investment considerations | Inderes has a strong position in the Finnish commissioned research market due to its active investor community and over 120 commissioned research clients. Inderes's commissioned research provides up to 30% EBITDA margin, meaning high recurring cash flows. The company has expanded to virtual events and IR solutions with a strong track record in cross-selling. The key long-term growth will drive Nordic expansion. We calculate that the Nordic market potential is c. 7x that of the Finnish market. |
|---------------------------|---|
| Company profile | Inderes provides IR services connecting stock-listed companies and investors. It has over 190 Finnish stock-listed companies as customers. Inderes has three main business areas: commissioned equity research, virtual events through its subsidiary Flik and IR solutions. In addition, Inderes operates an investment platform for its over 75,000 active users. |
| Valuation approach | We base our fair value range on DCF and peer group valuation. In our DCF analysis, we assume a relatively low WACC for mature and defensive Finnish commissioned research while the Nordic growth estimates are more uncertain and thus require a higher capital cost. We give a lower weight for the peer group valuation due to the lack of direct peers. |
| Investment risks | The company is expanding geographically and failure in expansion would mean notably lower growth estimates; however, we believe that success in expansion creates upside risk to our fair valuation. Another significant risk relates to an economic downturn, which could result in a slowing IPO market and trend where companies start to reduce IR functions. This could slow market growth. We also flag risks related to key personnel and new competitors. |

| (EURm) | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025E | 2026E | 2027E |
|--|---------------|--------------|--------------|--------------|-------------|-------------|--------------|--------------|--------------|--------------|
| Net Sales | 3 | 5 | 9 | 12 | 14 | 17 | 18 | 19 | 21 | 23 |
| Other revenues | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total revenues | 3 | 5 | 9 | 12 | 14 | 17 | 18 | 19 | 21 | 23 |
| Total expenses | (3) | (4) | (7) | (9) | (12) | (15) | (16) | (17) | (17) | (18) |
| Profit before depreciation | 1 | 1 | 2 | 2 | 1 | 2 | 2 | 3 | 3 | 4 |
| Depreciation - Fixed assets | (0) | (0) | (0) | (0) | (0) | (0) | (0) | (0) | (0) | (0) |
| Depreciation - Other assets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Depreciation of right-of-use assets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Amortisation - Goodwill | 0 | (0) | (0) | (0) | (0) | (1) | (1) | (1) | (1) | (1) |
| Amortisation - Other intangibles | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Operating profit | 1 | 1 | 1 | 2 | 1 | 1 | 1 | 2 | 2 | 3 |
| Associated companies | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net interest expenses | 0 | 0 | 0 | (0) | (0) | (0) | (0) | (0) | (0) | 0 |
| Foreign exchange items | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other financial items | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Value changes - Fixed assets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Value changes - Financial assets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Value changes - Other assets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Reported pre-tax profit | 1 | 1 | 2 | 2 | 1 | 0 | 1 | 2 | 2 | 3 |
| Minority interests | 0 | (0) | (0) | (0) | (0) | (0) | (0) | (0) | (0) | (0) |
| Total taxes | (0) | (0) | (0) | (0) | (0) | (0) | (0) | (0) | (1) | (1) |
| Reported profit after tax | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 1 | 2 | 3 |
| Discontinued operations | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Extraordinary items | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net Profit | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 1 | 2 | 3 |
| Adjustments: | | | | | | | | | | |
| Discontinued operations | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Interest on convertible debt | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Minority interests (IFRS) | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Value changes | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Goodwill/intangibles amortisations | 0 | 0 | 0 | 0 | 0 | 1 | 1 | 1 | 1 | 1 |
| Restructuring charges | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other adjustments | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Tax effect of adjustments | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Adjusted profit after tax | 0 | 1 | 1 | 2 | 1 | 1 | 2 | 2 | 3 | 3 |
| Margins, tax & returns | | 4.0 | 450 | 4// | | | | 0.5 | 44.6 | 4 |
| Operating margin | 19.4 | 16.0 | 15.9 | 16.6 | 6.0 | 4.5 | 6.4 | 8.5 | 11.2 | 14.7 |
| Pre-tax margin | 19.5 | 16.2 | 18.3 | 14.7 | 5.5 | 2.9 | 4.9 | 8.3 | 11.4 | 15.2 |
| Tax rate | 20.1 | 19.7 | 27.2 | 22.8 | 42.1 | 73.5 | 44.5 | 30.0 | 25.0 | 25.0 |
| ROE ROCE | 88.8 111.2 | 61.6 71.7 | 67.4 91.7 | 29.8 51.1 | 5.2 15.5 | 1.1 15.8 | 6.6 21.3 | 17.6 29.7 | 29.0 42.4 | 38.8 54.1 |
| Grandh rates v. a. v. (96.) | | | | | | | | | | |
| Growth rates y-o-y (%) Total revenues | n.a. | 55.7 | 76.3 | 35.4 | 14.1 | 27.1 | 7.1 | 4.6 | 7.4 | 9.0 |
| Operating profit | n.a. 29.9 | 28.7 | 76.5 74.8 | 35.4 41.7 | (58.7) | (4.2) | 7.1 51.8 | 38.4 | 41.4 | 43.5 |
| Operating profit Pre-tax profit | 29.9 24.9 | 28.7 28.9 | 74.8 98.4 | 41.7 9.0 | (58.7) | (32.8) | 51.8 80.9 | 58.4 77.8 | 41.4 47.4 | 45.5 44.6 |
| Pre-tax profit EPS (adjusted) | 24.9 0.0 | 0.0 | 0.0 | 9.0 0.0 | (57.5) | (32.8) | 18.7 | 77.8 22.2 | 0.0 | 0.0 |

| Cash flow | | | | | | | | | | |
|--------------------------------|------|------|------|------|---------------|---------------|---------------|---------------|---------------|-----------------|
| (EURm) | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025E | 2026E | 2027E |
| Net profit | 0 | 1 | 1 | 1 | 0 | 0 | 0 | 1 | 2 | 3 |
| Non-cash adjustments | 0 | 0 | 1 | 1 | 1 1 | 1 1 | 2 2 | 1 2 | 1 3 | 1 3 |
| Cash flow before work cap | 1 | 1 | 2 | 2 | 1 | 1 | 2 | 2 | 3 | 3 |
| Ch. in working capital / Other | (0) | 1 | (1) | 1 | 1 | 0 | 1 | (0) | 0 | 0 |
| Operating cash flow | 0 | 2 | 1 | 3 | 1 | 2 | 3 | 2 | 3 | 4 |
| Capital expenditures | 0 | 0 | (0) | (0) | (0) | (0) | (0) | (0) | (0) | (0) |
| Asset disposals | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| L/T financial investments | 0 | 0 | (0) | (0) | (1) | 0 | 0 | 0 | 0 | 0 |
| Acquisitions / adjustments | 0 | 0 | 0 | 0 | (3) | 0 | 0 | 0 | 0 | 0 |
| Free cash flow | 0 | 2 | 1 | 3 | (2) | 1 | 3 | 2 | 3 | 3 |
| Net loan proceeds | 0 | 0 | (0) | (0) | 2 | (0) | (3) | (0) | (0) | 0 |
| Dividend paid | 0 | 0 | (1) | (1) | (1) | (1) | (1) | (1) | (2) | (2) |
| Share issue | 0 | 0 | 0 | 5 | (1) | 0 | 0 | 0 | 0 | 0 |
| Other | 0 | 0 | (0) | (1) | (0) | 0 | (0) | (0) | (0) | (0) 2 |
| Net change in cash | 0 | 2 | (0) | 6 | (3) | 0 | (2) | (0) | 1 | 2 |
| Adjustments | | | | | | | | | | |
| C/flow bef chng in work cap | 1 | 1 | 2 | 2 | 1 | 1 | 2 | 2 | 3 | 3 |
| Adjustments | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Int on conv debt net of tax | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Cash earnings | 1 | 1 | 2 | 2 | 1 | 1 | 2 | 2 | 3 | 3 |
| Per share information | | | | | | | | | | |
| Cash earnings | 0.0 | 0.0 | 0.0 | 1.3 | 0.54 | 0.86 | 1.21 | 1.2 | 1.56 | 2.02 |
| Operating cash flow | 0.0 | 0.0 | 0.0 | 1.9 | 0.88 | 0.91 | 1.76 | 1.1 | 1.63 | 2.11 |
| Free cash flow | 0.0 | 0.0 | 0.0 | 1.78 | (1.47) | 0.81 | 1.65 | 0.92 | 1.45 | 1.94 |
| Investment cover | | | | | | | | | | |
| Capex/sales (%) | 0.0 | 0.0 | 2.6 | 1.7 | 3.6 | 1.0 | 1.1 | 1.6 | 1.5 | 1.3 |
| Capex/depreciation (%) | 0 | 0 | 222 | 163 | 242 | 63 | 67 | 99 | 99 | 99 |

Source for all data on this page: SEB

| (EURm) | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025E | 2026E | 2027 |
|---------------------------------|---------------|---------------|---------------|---------------|----------------|----------------|---------------|---------------|---------------|---------------|
| Cash and liquid assets | 1 | 1 | 1 | 7 | 4 | 4 | 2 | 2 | 2 | |
| Debtors | 1 | 1 | 2 | 2 | 3 | 3 | 3 | 3 | 3 | 3 |
| Inventories | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | (|
| Other | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | (|
| Current assets | 2 | 3 | 4 | 9 | 7 | 7 | 5 | 5 | 6 | 8 |
| Interest bearing fixed assets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | C |
| Other financial assets | 0 | 0 | 0 | 0 | 3 | 2 | 2 | 2 | 2 | 2 |
| Capitalized development cost | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | C |
| Goodwill | 0 | 2 | 1 | 1 | 8 | 6 | 6 | 5 | 4 | 3 |
| Other intangibles | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | C |
| Right-of-use lease assets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | C |
| Fixed tangible assets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other fixed assets Fixed assets | 0 0 | 0 2 | 0 2 | 0 1 | 0 11 | 0 10 | 0 8 | 0 8 | 0 7 | 0 7 |
| Total assets | 2 | 5 | 6 | 11 | 18 | 17 | 13 | 13 | 13 | 14 |
| Total assets | | | | | | | | | | |
| Creditors | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other trade financing | 1 | 1 | 1 | 1 | 4 | 4 | 4 | 5 | 5 | 5 |
| S/T lease liabilities | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| S/T interest bearing debt | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other | 0 | 2 | 2 | 2 | 1 | 4 | 1 | 1 | 1 | 1 |
| Current liabilities | 1 | 3 | 3 | 4 | 5 | 8 | 6 | 6 | 6 | 7 |
| L/T interest bearing debt | 0 | 0 | 0 | 0 | 2 | 2 | 1 | 1 | 1 | 1 |
| L/T lease liabilities | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other long-term liabilities | 0 | 0 | 0 | 0 | 3 | 0 | 0 | 0 | 0 | 0 |
| Convertible debt | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Pension provisions | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other provisions | 0 | 0 | 0 | (0) | 0 | 0 | 0 | 0 | 0 | 0 |
| Deferred tax | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Long term liabilities | 0 | 0 | 0 | 0 | 5 | 2 | 1 | 1 | 1 | 1 |
| Minority interests | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shareholders' equity | 1 | 1 | 2 | 7 | 8 | 7 | 6 | 6 | 6 | 7 |
| Total liabilities and equity | 2 | 5 | 6 | 11 | 18 | 17 | 13 | 13 | 13 | 14 |
| Net debt (m) | (1) | (1) | (1) | (7) | (2) | (2) | (1) | (1) | (2) | (4) |
| Working capital (m) | (0) | (1) | (0) | (2) | (2) | (4) | (3) | (2) | (3) | (3) |
| Capital employed (m) | ìí | ĺ ź | ž | ` ź | 10 | ` ģ | ` <u>é</u> | ` ź | ` ź | ` é |
| Net debt/equity (%) | (149) | (68) | (43) | (105) | (23) | (31) | (12) | (14) | (30) | (50) |
| Net debt/EBITDA (x) | (1.6) | (1.1) | (0.5) | (2.9) | (1.2) | (1.1) | (0.3) | (0.3) | (0.5) | (0.8) |
| Equity/total assets (%) | 35 | 31 | 39 | 64 | 45 | 43 | 48 | 47 | 49 | 51 |
| Interest cover | 0.0 | 0.0 | 0.0 | 7.0 | 7.4 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |

| Valuation | | | | | | | | | | |
|--------------------------------|------|------|------|------|------|------|------|-------|-------|-------|
| (EUR) | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025E | 2026E | 2027E |
| No of shares, fully dil. (y/e) | 0.0 | 0.0 | 0.0 | 1.6 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 |
| No of shares, fully dil. avg. | 0.0 | 0.0 | 0.0 | 1.6 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 | 1.7 |
| Share price, y/e | | | | 37.5 | 25.5 | 19.3 | 19.9 | 19.3 | 19.3 | 19.3 |
| Share price, high | | | | 53.9 | 48.0 | 28.0 | 21.2 | 20.6 | | |
| Share price, low | | | | 34.6 | 21.2 | 17.0 | 17.9 | 18.9 | | |
| Share price, avg | | | | 40.1 | 34.2 | 23.3 | 19.3 | 19.6 | | |
| EPS (reported) | 0.00 | 0.00 | 0.00 | 0.79 | 0.23 | 0.05 | 0.26 | 0.62 | 1.00 | 1.46 |
| EPS (adjusted) | 0.00 | 0.00 | 0.00 | 1.00 | 0.60 | 0.80 | 0.95 | 1.16 | 1.54 | 2.00 |
| Cash earnings/share | 0.00 | 0.00 | 0.00 | 1.30 | 0.54 | 0.86 | 1.21 | 1.20 | 1.56 | 2.02 |
| Dividend/share | 0.00 | 0.00 | 0.00 | 0.80 | 0.82 | 0.85 | 0.87 | 0.89 | 0.93 | 0.95 |
| Enterprise value/share | | | | 33 | 24 | 18.0 | 19.4 | 18.8 | 18.2 | 17.2 |
| Book value/share | 73 | 135 | 211 | 4.1 | 4.7 | 4.2 | 3.6 | 3.4 | 3.5 | 4.0 |
| Adjusted equity/share | 73 | 135 | 211 | 4.1 | 4.7 | 4.2 | 3.6 | 3.4 | 3.5 | 4.0 |
| PER (adjusted) | | | | 37.4 | 42.5 | 24.2 | 21.0 | 16.7 | 12.6 | 9.7 |
| CEM | | | | 28.9 | 47.4 | 22.3 | 16.4 | 16.1 | 12.4 | 9.6 |
| Dividend yield | | | | 2.1 | 3.2 | 4.4 | 4.4 | 4.6 | 4.8 | 4.9 |
| EV/EBITDA | | | | 22.3 | 27.2 | 14.5 | 13.8 | 11.9 | 9.2 | 6.7 |
| EV/EBITA | | | | 23.5 | 31.4 | 16.6 | 15.7 | 13.4 | 10.1 | 296.1 |
| EV/EBIT | | | | 23.5 | 31.4 | 16.6 | 15.7 | 13.4 | 10.1 | 7.2 |
| EV/Sales (x) | | | | 4.59 | 3.04 | 1.78 | 1.82 | 1.68 | 1.52 | 1.31 |
| Price/Book value | | | | 9.18 | 5.38 | 4.59 | 5.48 | 5.71 | 5.54 | 4.81 |
| Price/adjusted equity | | | | 9.18 | 5.38 | 4.59 | 5.48 | 5.71 | 5.54 | 4.81 |
| Free cash flow/Market cap (%) | | | | 4.8 | 2.3 | 4.2 | 8.3 | 4.8 | 7.5 | 10.0 |
| Operating cash flow/EV (%) | | | | 5.7 | 3.6 | 5.0 | 9.0 | 5.8 | 8.9 | 12.3 |
| EV/Capital employed (x) | | | | 8.0 | 4.1 | 3.3 | 4.1 | 4.4 | 4.4 | 3.7 |

| Main shareholders | | | Manageme | ent | Company information | | |
|------------------------|-----------|---------|----------|-------------------|---------------------|------------------|--|
| Name | (%) Votes | Capital | Title | Name | Contact | | |
| Mikael Rautanen | 13.4 | 13.4 | COB | Kaj Hagros | Internet | group.inderes.fi | |
| Juha Kinnunen | 11.5 | 11.5 | CEO | Mikael Rautanen | Phone number | +358 10 219 4690 | |
| Sauli Vilén | 8.6 | 8.6 | CFO | Mikko Wartiowaara | | | |
| Foreign owners (total) | 0.5 | 0.5 | ID | | | | |

Source for all data on this page: SEB

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