

Business review

January-September 2023



Events in the third quarter

- Recurring revenue grew organically and supported by the acquisitions
- We are winning shares in several new product areas and maintaining a strong position in established products
- Weakness in project revenue in all businesses due to the economic situation
- We expect the weakness in project revenue to continue during the rest of the year but remain temporary
- Profitability ensured through cost management and managed implementation of the growth strategy



Revenue growth 23.2%
(17.8%)



EBITA% 18.4% **(20.6%)**



Share of recurring revenue 69.0%
(64.5%)

January-September 2023

426
(+124%)

Number of listed
company customers

120
(+26%)

Personnel at end of
the period

72,000
(-4%)

Number of active
Community members



LISTED COMPANIES

BETTER SERVICE FOR
LISTED COMPANIES

MORE LISTED
COMPANIES

**inde
res.**
.fi / .se / .dk

MORE INVESTORS

BETTER CONTENT FOR
INVESTORS



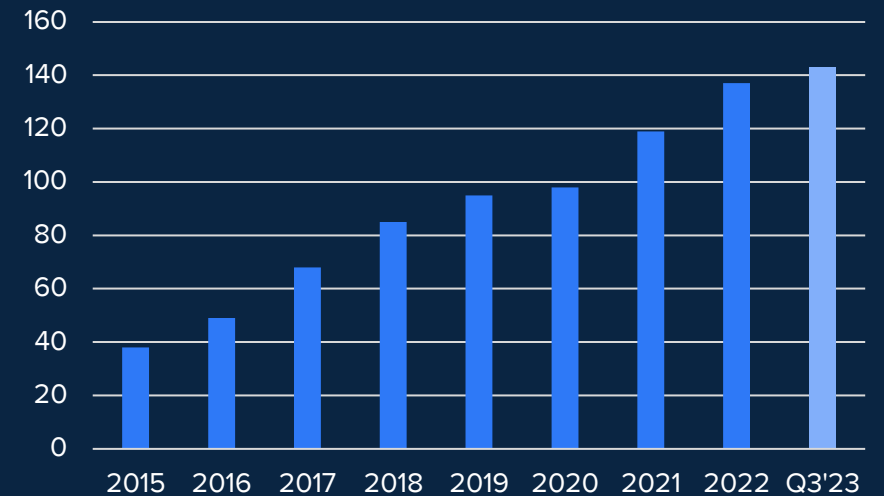
INDERES COMMUNITY

**inde
res.**

Equity Research

- Contract portfolio for commissioned research grew by 8% from the year before
- Customer retention still at a good level
- The number of active members in the Inderes Community turned to growth from the previous quarter
- In Sweden, active work for content production, awareness and sales

Contract portfolio for commissioned research, number



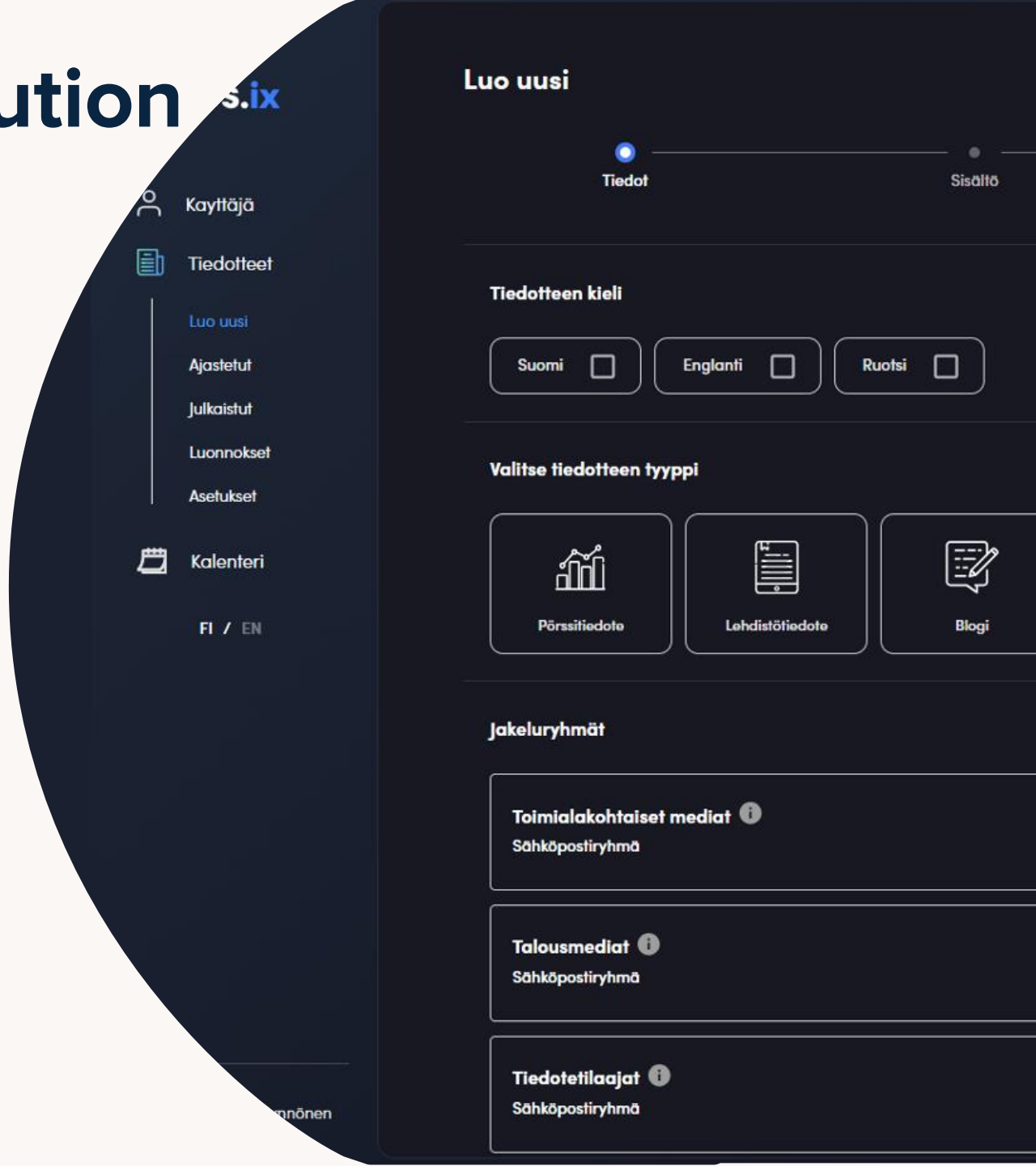
Events

- Mixed development: IR events were still growing, while sales of other events clearly decreased
- The post-COVID transition to completely physical events acted as a negative driver
- The weak economic situation affects demand for larger event productions in particular
- The Swedish event business is developing as expected



IR software and AGM solution s.ix

- The transition of the software business to commercialization is progressing
- Inderes' new solutions offer efficiency and cost savings, which resonates in the current market
- The number of customers in new products has grown faster than expected
- The first international pilots for the AGM solution are progressing as planned in Sweden and Denmark
- The AGM team has been significantly strengthened as we prepare for the upcoming spring AGM season in the Nordic countries



Key figures and outlook

Income statement January–September 2023

- Revenue grew by 35% (15%) – growth excluding acquisitions 10%
 - Sweden represented 20% (4%) of revenue
 - Share of recurring revenue was 60% (57%)
 - Growth in recurring revenue was 43% (26%)
 - Project revenue grew by 23% (3%)
- Growth in Swedish business and the use of external services for AGM services increased the cost structure
 - Materials and services costs increased by 72% with the growth in the Swedish business and AGM productions
 - The average number of personnel increased by 24% and personnel costs increased by 24%, due to the growth of the Swedish business
 - Other operating expenses increased by 31% due to business growth in Sweden
- EBITA totaled EUR 1.6 million (1.1) and accounted for 12.2% (11.1%) of revenue
- FAS goodwill amortization due to acquisitions increased expenses by EUR 0.5 million year-on-year

EUR million	1-9/2023	1-9/2022	Change
Revenue	12.964	9.622	35%
Other operating income	0.002	0.001	294%
Materials and services	-2.304	-1.336	72%
Personnel costs	-6.829	-5.510	24%
Other operating expenses	-2.053	-1.570	31%
EBITDA	1.781	1.205	48%
Depreciation according to plan	-0.202	-0.142	42%
EBITA	1.579	1.063	49%
Depreciation of consolidated goodwill	-0.779	-0.255	205%
EBIT	0.800	0.808	-1%

Income statement July–September 2023

- Revenue grew by 23% (18%). Revenue excluding acquisitions was at the level of the previous year.
- Sweden represented 21% (4%) of revenue
- Share of recurring revenue was 69% (64%)
 - Growth in recurring revenue was 32% (30%)
 - Project revenue grew by 7 % (1 %)
- The growth in the Swedish business raised the cost structure from the comparison period
 - Materials and services costs increased by 47%
 - The average number of personnel grew by 22% and personnel costs increased by 21%
 - Other operating expenses increased by 28%
- EBITA totaled EUR 0.7 million (0.6) and accounted for 18.4% (20.6%) of revenue
- Goodwill amortization under FAS accounting increased by EUR 0.2 million due to acquisitions

EUR million	7-9/2023	7-9/2022	Change
Revenue	3.744	3.039	23%
Other operating income	0.002	0.000	-
Materials and services	-0.634	-0.432	47%
Personnel costs	-1.731	-1.436	21%
Other operating expenses	-0.622	-0.488	28%
EBITDA	0.759	0.683	11%
Depreciation according to plan	-0.070	-0.058	20%
EBITA	0.689	0.625	10%
Depreciation of consolidated goodwill	-0.260	-0.085	205%
EBIT	0.429	0.540	-20%

Outlook

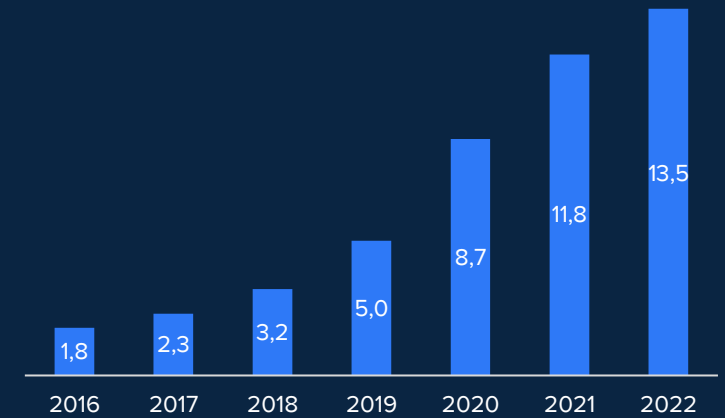
Guidance for 2023

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

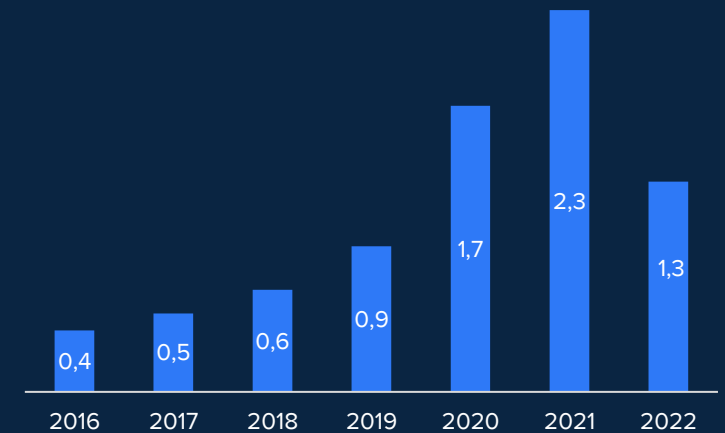
Background for the outlook

- Target markets in the company's main product areas are not expected to grow in 2023
- IPO activity on stock exchange market 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 level

Revenue (MEUR)

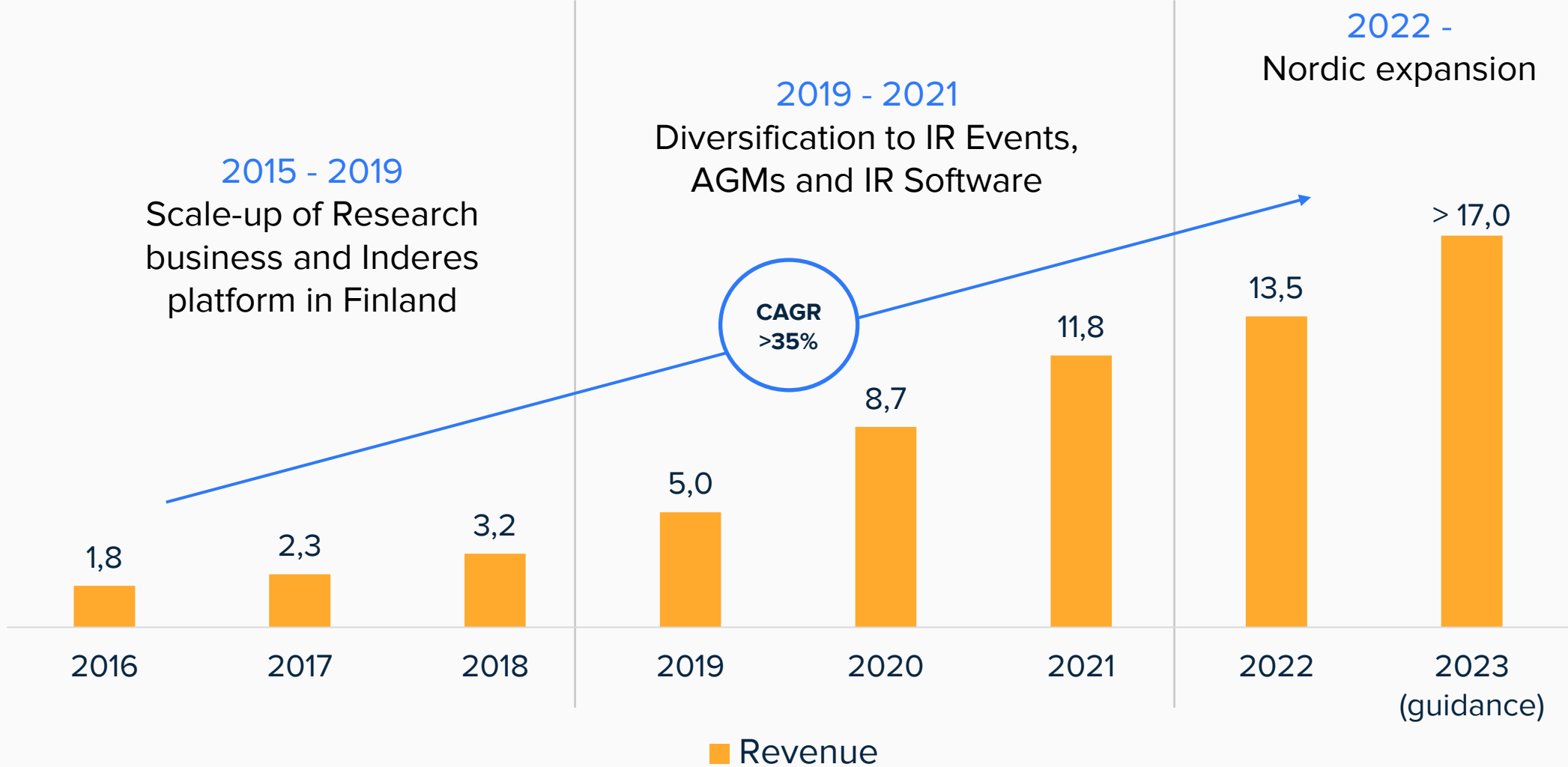


EBITA (MEUR)



What's next?

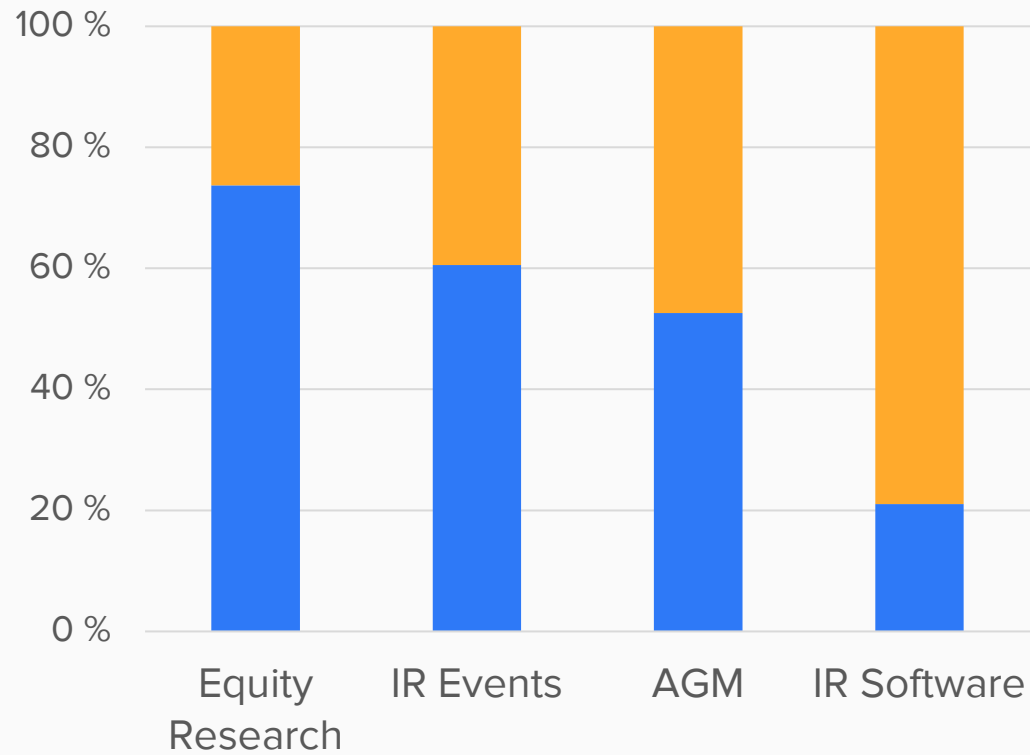
Successful evolution to new products and markets



Addressable markets multiply



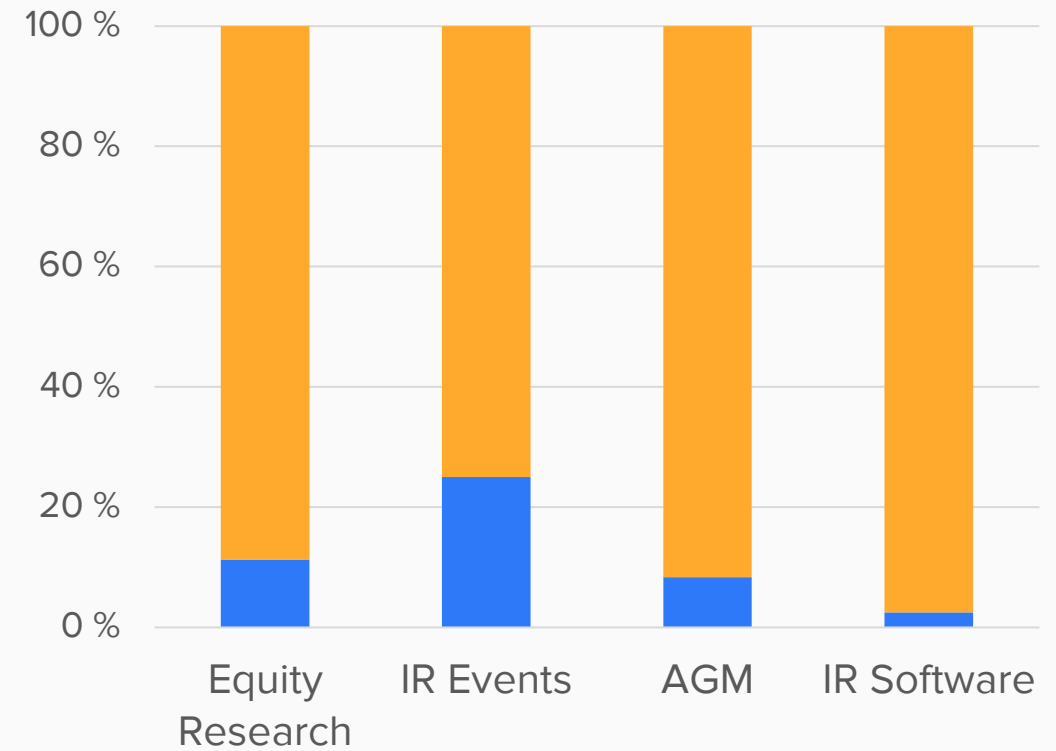
~20 MEUR addressable market



Inderes' market penetration



>120 MEUR addressable market



Inderes' market penetration

Identified obstacles on our way

- Low awareness outside Finland
- Localizing product offering and sales models in Sweden
- Developing international organization culture
- Limited local community outside Finland

Key strategic themes to overcome the obstacles

- 1 Productization and sales
- 2 Sweden
- 3 International Inderes

Themes converted into set of actions by the teams

Project Diavola: The strategy was divided into 10 projects that set themselves 12-month goals

Theme 2023-2027

Slice

1 Productization and sales

- 1.1 Software products
- 1.2 AGM solution
- 1.3 Revenue operations and sales
- 1.4 Finland IPO pipeline

2 Sweden

- 2.1 Research business in Sweden
- 2.2 Swedish events business
- 2.3 Swedish Community building

3 International Inderes

- 3.1 Brand portfolio
 - 3.2 HR & Culture
 - 3.3 Platform and distribution partners
-

Financial targets

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

	2018	2019	2020	2021	2022	5y Avg.
Revenue growth %	40%	56%	76%	36%	14%	44%
EBITA %	19%	18%	20%	20%	9%	17%
Total	59%	74%	96%	55%	24%	62%

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.pynnönen@inderes.fi

Mikko Wartiovaara

CFO

+358 50 577 4092

mikko.wartiovaara@inderes.fi

Inderes Oyj

Itämerentori 2

FI-00180 Helsinki, Finland

+358 10 219 4690

Information is an investor's
fundamental right.

inderes.fi

**inde
res.**

