

NOT TO BE DISTRIBUTED IN, OR TAKEN OR TRANSMITTED INTO, THE UNITED STATES, CANADA, JAPAN, AUSTRALIA OR IN ANY OTHER JURISDICTION WHERE TO DO SO WOULD BE UNLAWFUL.

Results Preview

Services

Finland

11 April 2023

Results due: 21 April

## Improving on acquisitions and easy comps

**We think Inderes should deliver solid growth in Q1, driven by its Swedish acquisitions and increased commissioned research contract base. We continue to focus on management's comments about the Swedish expansion, which is the key driver for future growth. On slightly higher estimates after the Jan-Feb sales data, our fair valuation range rises to EUR 26-29.**

### Key Data (2023E)

Price (EUR)	25.80
Reuters	INDERES.HE
Bloomberg	INDERES FH
Market cap (EURm)	43
Market cap (USDm)	47
Net debt (EURm)	(3)
Net gearing	(34%)
Net debt/EBITDA (x)	(0.8)
Shares fully dil. (m)	1.7
Avg daily turnover (m)	0.0
Free float	76%

### Estimates slightly up ahead of the Q1 report

Following the Jan-Feb sales data release, we slightly raise our estimates. Our read from Jan-Feb sales is that the acquired Swedish operations have had a greater contribution than initially estimated. Remember also that the comparison period had soft numbers. With our full-year 2023 sales estimate up by 3%, our EBITA estimate rises by 11%. For Q1, we expect sales of EUR 4.8m, up 48% from the previous year, and EBITA of EUR 0.4m.

### Focus on progress of Nordic expansion

Our growth case for Inderes lies in its Nordic expansion, as the company is exporting its successful Finnish set up to Sweden. We will continue to monitor the number of announced listed company customers in Q1, which totalled 295 at the end of 2022. The company already has a solid position in the earnings events business in Sweden; we believe winning new customers in this segment should be relatively easy compared to equity research business. Building the equity research domain in Sweden will take time, as Inderes lacks the mass for content creation. Thus, each new customer win is important for its Swedish expansion.

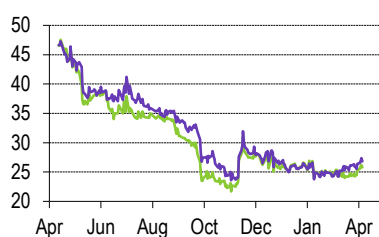
### Estimate Revisions (%)

	2023E	2024E	2025E
Revenues	3	3	3
Adj. EBIT	10	9	9
Adj. EPS	17	12	9

### Fair value range rises to EUR 26-29 (from EUR 24-27)

On somewhat higher estimates, our fair value range for Inderes increases to EUR 26-29. In addition to a slightly higher DCF value, the valuation is supported by peer valuations, which are not burdened by weak 2022 performances anymore.

### Share Price (12M)



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

**Marketing communication commissioned by:**  
**Inderes**

### Financials (EUR)

Year end: Dec	2021	2022	2023E	2024E	2025E
Revenues (m)	12	14	20	21	23
Adj. EBIT	2	1	3	5	5
Pre-tax profit (m)	2	1	2	3	4
EPS	0.79	0.23	0.95	1.57	2.00
Adj. EPS	0.79	0.23	0.95	1.57	2.00
DPS	0.80	0.82	0.85	0.90	1.00
Revenue growth (%)	35.4	14.1	44.5	9.6	7.4
Adj. EBIT growth (%)	33.5	(43.3)	146.0	41.5	1.1
Adj. EPS growth (%)	n.m.	(71.4)	320.3	64.6	27.5
Adj. EBIT margin (%)	19.5	9.7	16.5	21.3	20.0
ROE (%)	29.8	5.2	19.9	30.0	32.6
ROCE (%)	51.1	15.5	29.9	39.9	34.8
PER (x)	47.3	112.3	27.0	16.4	12.9
Free cash flow yield (%)	4.8	2.3	5.6	(0.1)	5.7
Dividend yield (%)	2.1	3.2	3.3	3.5	3.9
P/BV (x)	9.18	5.38	5.29	4.61	3.85
EV/Sales (x)	4.59	3.04	2.08	1.96	1.79
EV/Adj. EBITDA (x)	22.3	27.2	11.7	8.7	7.1
EV/Adj. EBIT (x)	23.5	31.4	12.6	9.2	8.9
Operating cash flow/EV (%)	5.7	3.6	7.2	8.3	7.7
Net debt/EBITDA (x)	(2.90)	(1.24)	(0.85)	(0.30)	(0.43)

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

## Estimate revisions

Inderes reported Jan-Feb sales of EUR 2.6m, up 52% from the previous year. The data sees us lift our estimates, as we had input just 44% growth for Q1. The growth is predominately driven by the Swedish acquisitions. However, the company noted that all business areas saw growth in Jan-Feb. With our sales estimates up by 3%, our EBITA estimates for 2023-25 rise by 12-14%.

We continue to think Inderes' guidance is relatively conservative. The company expects 2023 sales to exceed EUR 17m (SEB: EUR 19.5m) and the EBITA margin to improve from previous year's 9.4% (SEB: 15.9%). Consequently, we expect the company to finetune its guidance at some point during the year, if not already around the Q1 report.

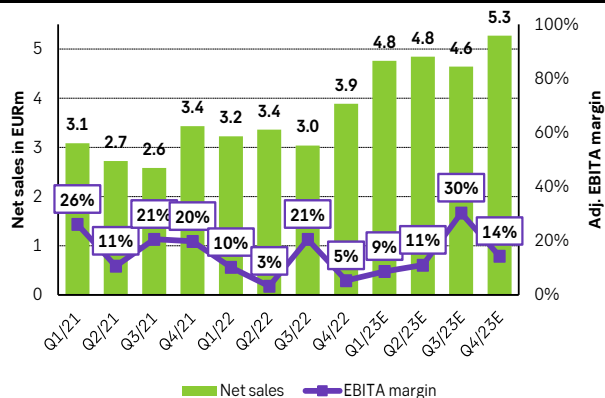
### Estimate revisions

(EURm)	New estimates			Old estimates			Difference (%)		
	2023E	2023E	2024E	2023E	2023E	2024E	2023E	2023E	2024E
Sales	19.5	21.4	23.0	18.9	20.7	22.2	3	3	3
EBITA	3.1	4.4	5.3	2.8	4.0	4.9	11	10	8
EBITA margin (%)	15.9	20.3	23.0	14.8	19.2	22.1	1.1pp	1.2pp	1.0pp
EPS	0.95	1.58	2.04	0.81	1.40	1.85	17	13	10
<b>Other data</b>									
No. of paid reserach, period-end	141	151	160	141	151	160	0	0	0
No. of employees, avg.	123	127	129	123	127	129	0	0	0

Source: SEB

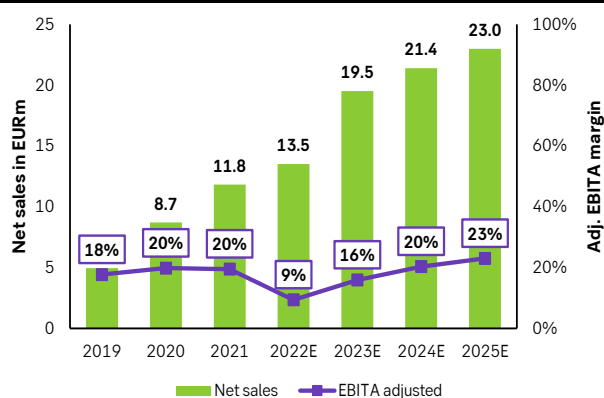
## SEB estimates

### Quarterly sales and EBITA margin



Source: SEB

### Annual sales and EBITA margin



Source: SEB

**Quarterly estimates**

	Q1/22	Q2/22	Q3/22	Q4/22	Q1/23E	Q2/23E	Q3/23E	Q4/23E
<b>Net sales</b>	<b>3.2</b>	<b>3.4</b>	<b>3.0</b>	<b>3.9</b>	<b>4.8</b>	<b>4.8</b>	<b>4.6</b>	<b>5.3</b>
Other income	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Materials and services	-0.4	-0.5	-0.4	-0.6	-0.7	-0.7	-0.6	-0.8
Gross profit	2.9	2.8	2.6	3.3	4.1	4.2	4.0	4.5
-margin-%	89%	84%	86%	84%	86%	86%	87%	85%
Personnel expenses	-2.0	-2.1	-1.4	-2.3	-2.8	-2.7	-1.8	-2.8
Other operating costs	-0.5	-0.6	-0.5	-0.7	-0.8	-0.8	-0.7	-0.9
EBITDA reported	0.4	0.2	0.7	0.3	0.5	0.6	1.5	0.8
EBITDA adjusted	0.4	0.2	0.7	0.3	0.5	0.6	1.5	0.8
-margin-%	0.1	0.0	0.2	0.1	0.1	0.1	0.3	0.2
Depreciation	-0.03	-0.05	-0.06	-0.06	-0.06	-0.06	-0.06	-0.06
EBITA	0.3	0.1	0.6	0.2	0.4	0.5	1.4	0.8
<b>EBITA adjusted</b>	<b>0.3</b>	<b>0.1</b>	<b>0.6</b>	<b>0.2</b>	<b>0.4</b>	<b>0.5</b>	<b>1.4</b>	<b>0.8</b>
-margin-%	<b>10%</b>	<b>3%</b>	<b>21%</b>	<b>5%</b>	<b>9%</b>	<b>11%</b>	<b>30%</b>	<b>14%</b>
Amortisation	-0.09	-0.09	-0.09	-0.20	-0.24	-0.24	-0.24	-0.24
EBIT reported	0.2	0.0	0.5	0.0	0.2	0.3	1.2	0.5
EBIT adjusted	0.2	0.0	0.5	0.0	0.2	0.3	1.2	0.5
-margin-%	8%	1%	18%	0%	4%	6%	25%	10%

Source: SEB

**Annual estimates**

	2019	2020	2021	2022	2023E	2024E	2025E
<b>Net sales</b>	<b>5.0</b>	<b>8.7</b>	<b>11.8</b>	<b>13.5</b>	<b>19.5</b>	<b>21.4</b>	<b>23.0</b>
Other income	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	-2.7	-2.6	-2.5
Gross profit	4.4	7.5	10.2	11.6	16.8	18.8	20.5
-margin-%	89%	86%	86%	86%	86%	88%	89%
Personnel expenses	-2.9	-4.1	-5.8	-7.8	-10.1	-10.7	-11.2
Other operating costs	-0.6	-1.5	-1.9	-2.3	-3.3	-3.5	-3.7
EBITDA reported	0.9	1.8	2.4	1.5	3.4	4.6	5.5
<b>EBITDA adjusted</b>	<b>0.9</b>	<b>1.8</b>	<b>2.4</b>	<b>1.5</b>	<b>3.4</b>	<b>4.6</b>	<b>5.5</b>
-margin-%	<b>19%</b>	<b>21%</b>	<b>21%</b>	<b>11%</b>	<b>17%</b>	<b>22%</b>	<b>24%</b>
Depreciation	-0.07	-0.10	-0.12	-0.20	-0.25	-0.25	-0.25
EBITA	0.9	1.7	2.3	1.3	3.1	4.4	5.3
<b>EBITA adjusted</b>	<b>0.9</b>	<b>1.7</b>	<b>2.3</b>	<b>1.3</b>	<b>3.1</b>	<b>4.4</b>	<b>5.3</b>
-margin-%	<b>18%</b>	<b>20%</b>	<b>20%</b>	<b>9%</b>	<b>16%</b>	<b>20%</b>	<b>23%</b>
Amortisation	-0.1	-0.3	-0.3	-0.5	-0.9	-0.9	-0.9
EBIT reported	0.8	1.4	2.0	0.8	2.2	3.4	4.4
EBIT adjusted	0.8	1.4	2.0	0.8	2.2	3.4	4.4
-margin-%	16%	16%	17%	6%	11%	16%	19%
Net financials	0.0	0.2	-0.2	-0.1	-0.2	-0.2	-0.2
Pre-tax profit	0.8	1.6	1.7	0.8	2.1	3.5	4.5
Earnings	0.6	1.2	1.3	0.4	1.7	2.7	3.5
Minority share	0.0	0.0	0.0	0.0	-0.1	-0.1	-0.1
Net earnings for owners	0.6	1.1	1.3	0.4	1.6	2.6	3.4
<b>EPS</b>			<b>0.77</b>	<b>0.24</b>	<b>0.95</b>	<b>1.58</b>	<b>2.04</b>
<b>Other data</b>							
Employees avg.	42	52	72	97	123	127	129
No. of commissioned research, period end	94	98	119	137	141	151	160

Source: SEB

## Valuation

Following increased estimates, our DCF mid-point valuation is EUR 31 (previously EUR 30). However, the peer comparison continues to drag down the blended valuation in our assessment. We derive the peer valuation range by benchmarking the peer group median 2023E and 2025E EV/EBITDA. For Inderes, we justify 2023E and 2025E EV/EBITDA multiples of 10x and 7x respectively. All in all, our fair value range for Inderes rises to EUR 26-29 (previously EUR 24-27).

### SEB fair value setting, EUR per share

<b>DCF valuation</b>			
Mid-point		31	
Range with +/-2% growth sensitivity	28	-	34
<b>Peer group benchmarking</b>			
	22	-	24
DCF & peer group valuation with 60/40 weightings	26	-	30
<b>SEB fair value range</b>	<b>26</b>	-	<b>29</b>

Source: SEB

### DCF summary table

DCF valuation (EURm)		Weighted average cost of capital (%)	
NPV of FCF in explicit forecast period	22	Risk free interest rate	2.5
NPV of continuing value	25	Risk premium	6.5
<b>Value of operation</b>	<b>48</b>	<b>Cost of equity</b>	<b>9.0</b>
Net debt	(4)	<b>After tax cost of debt</b>	<b>2.0</b>
Share issue/buy-back in forecast period	-	<b>WACC</b>	<b>9.0</b>
Value of associated companies	-	<b>Assumptions</b>	
Value of minority shareholders' equity	-	Number of forecast years	10
Value of marketable assets	-	EBIT margin - steady state (%)	15.1
<b>DCF value of equity</b>	<b>52</b>	EBIT multiple - steady state (x)	11.8
<b>DCF value per share (EUR)</b>	<b>31</b>	Continuing value (% of NPV)	53.0
Current share price (EUR)	25.80		
DCF performance potential (%)	20		

Source: SEB

## DCF assumption details

(EURm)	2023E	2024E	2025E	2026E	2027E	Average year 6	Average year 7-8	Average year 9-10
Sales growth (%)	44.5	9.6	7.4	6.0	5.0	6.0	5.0	2.5
EBITDA margin (%)	17.2	21.5	24.1	24.2	24.3	24.4	24.5	21.3
EBIT margin (%)	11.1	16.0	18.9	18.5	18.7	19.1	19.4	16.3
Gross capital expenditures as % of sales	2.6	16.4	3.0	3.0	3.0	3.0	3.0	3.0
Working capital as % of sales	(9.2)	(7.4)	(1.4)	(0.4)	(0.4)	(0.4)	(0.4)	(0.4)
Lease repayments as % of sales	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Sales	20	21	23	24	26	27	29	31
Depreciation	(0)	(0)	(0)	(0)	(0)	(1)	(1)	(1)
Intangibles amortisation	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
EBIT	2	3	4	4	5	5	6	5
Taxes on EBIT	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
Increase in deferred taxes	0	0	0	0	0	0	0	0
Other	0	0	0	0	0	0	0	0
<b>NOPLAT</b>	<b>3</b>	<b>4</b>	<b>4</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>6</b>	<b>5</b>
Gross capital expenditure	(1)	(4)	(1)	(1)	(1)	(1)	(1)	(1)
Increase in working capital	0	(0)	(1)	(0)	0	0	0	0
Lease repayments	0	0	0	0	0	0	0	0
<b>Free cash flow (incl. lease repayments)</b>	<b>2</b>	<b>0</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>
ROIC (%)	24.3	30.8	33.0	35.3	39.3	44.1	51.8	53.4
ROIC-WACC (%)	15.3	21.8	24.0	26.3	30.3	35.1	42.8	44.4
Share of total net present value (%)	0.0	0.2	4.8	6.6	6.7	6.6	12.5	9.6

Source: SEB

## Peer group valuation table

	Ccy	Price local ccy	Mkt Cap EURm	PER(x)			EV/Sales			Exp. Sales Growth			
				2022E	2023E	2024E	2022E	2023E	2024E	2022E	2023E	2024E	
ENENTO GROUP OYJ	EUR	16.4	395.1	16.0	13.7	12.4	3.1	2.9	2.7	0%	4%	4%	
ALMA MEDIA CORP	EUR	9.2	761.2	14.6	14.0	12.9	2.8	2.7	2.6	0%	3%	3%	
SANOMA OYJ	EUR	7.9	1295.4	16.0	13.4	11.6	1.5	1.5	1.4	7%	3%	1%	
GOFOR OYJ	EUR	25.6	397.8	20.7	17.9	15.7	2.0	1.7	na	24%	12%	11%	
TALENOM OYJ	EUR	8.4	378.5	29.9	24.8	19.3	3.6	3.1	2.5	20%	17%	16%	
EQS GROUP AG	EUR	22.6	226.5	342.4	35.5	24.4	3.4	2.6	2.3	22%	24%	12%	
BROADRIDGE FINANCIAL SOLUTION	USD	142.0	15317.4	20.5	18.8	17.3	3.3	3.0	2.8	7%	6%	4%	
<b>Average</b>				<b>65.7</b>	<b>19.7</b>	<b>16.2</b>	<b>2.8</b>	<b>2.5</b>	<b>2.4</b>	<b>11%</b>	<b>10%</b>	<b>7%</b>	
<b>Median</b>				<b>20.5</b>	<b>17.9</b>	<b>15.7</b>	<b>3.1</b>	<b>2.7</b>	<b>2.5</b>	<b>7%</b>	<b>6%</b>	<b>4%</b>	
<b>INDERES - SEB est.</b>	<b>EUR</b>	<b>25.5</b>	<b>41.7</b>	<b>26.8</b>	<b>16.2</b>	<b>12.5</b>	<b>2.1</b>	<b>1.9</b>	<b>1.8</b>	<b>44.5%</b>	<b>9.6%</b>	<b>7.4%</b>	
		EV/EBITDA			EV/EBIT			EBIT margin (%)			Sales growth (%) + EBIT margin (%)		
		2022E	2023E	2024E	2022E	2023E	2024E	2022E	2023E	2024E	2022E	2023E	2024E
ENENTO GROUP OYJ	8.6	7.8	7.2	14.1	11.9	10.5	22%	24%	26%	22%	29%	30%	
ALMA MEDIA CORP	10.4	9.8	9.1	13.0	12.1	11.2	22%	23%	23%	22%	26%	26%	
SANOMA OYJ	6.2	5.5	5.3	19.8	14.9	13.9	8%	10%	10%	15%	12%	11%	
GOFOR OYJ	12.7	10.6	na	16.2	13.1	na	12%	13%	13%	37%	25%	24%	
TALENOM OYJ	12.0	10.7	8.7	26.9	22.6	16.7	13%	14%	15%	33%	31%	31%	
EQS GROUP AG	24.9	13.2	9.8	105.9	23.1	15.4	3%	11%	15%	25%	35%	27%	
BROADRIDGE FINANCIAL SOLUTION	14.0	12.7	12.3	17.0	15.7	14.3	19%	19%	20%	26%	25%	24%	
<b>Average</b>	<b>12.7</b>	<b>10.0</b>	<b>8.7</b>	<b>30.4</b>	<b>16.2</b>	<b>13.6</b>	<b>14%</b>	<b>16%</b>	<b>17%</b>	<b>25%</b>	<b>26%</b>	<b>25%</b>	
<b>Median</b>	<b>12.0</b>	<b>10.6</b>	<b>8.9</b>	<b>17.0</b>	<b>14.9</b>	<b>14.1</b>	<b>13%</b>	<b>14%</b>	<b>15%</b>	<b>25%</b>	<b>26%</b>	<b>26%</b>	
<b>INDERES - SEB est.</b>	<b>11.9</b>	<b>9.0</b>	<b>7.3</b>	<b>18.5</b>	<b>12.2</b>	<b>9.3</b>	<b>15.9%</b>	<b>20.3%</b>	<b>23.0%</b>	<b>60%</b>	<b>30%</b>	<b>30%</b>	

Source: SEB, Bloomberg

# SEAM (SEB's ESG Assessment Methodology)

## Inderes

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	<b>3</b>
of which:	
- impact reflected in mid-point equity valuation	<b>3</b>
- impact yet-to-be reflected in mid-point equity valuation	<b>0</b>

### ESG impact on NPV (as % of enterprise valuation)

Total impact over time	<b>4</b>
of which:	
- impact reflected in mid-point enterprise valuation	<b>4</b>
- impact yet-to-be reflected in mid-point enterprise valuation	<b>0</b>

## SEB ESG Financial Assessment

	As % of equity valuation	As % of enterprise valuation
Long term impact of ESG issue on valuation	<b>3</b>	<b>4</b>
of which:		
Impact already reflected in our 6-12 month mid-point	<b>3</b>	<b>4</b>
Impact yet-to-be reflected in mid-point price	<b>0</b>	<b>0</b>

### Sales (price/volume) exposure to ESG opportunities/threats

	Impact on Sales CAGR (%pa)		NPV/EV (%)
	0-3 yrs	4-10+ yrs	
<b>Societal impacts</b>			
Inderes democratises stock market information to make it more broadly available	1	1	2
<b>Climate related impact - products/services</b>			
Inderes offers online events that can reduce travelling related to events	1	1	2

Long term impact of ESG issue on valuation (% NPV/EV)

**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 commitments 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?	CEO

---

# Overview

## Investment considerations

Inderes has a very strong position in the Finnish commissioned research market due to its active investor community and over 120 commissioned research clients. Inderes' commissioned research provides up to 30% EBITDA margin, meaning high recurring cash flows. Inderes 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 roughly 7x 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, 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 other risks, e.g. related to key personnel and new competitors.



<b>Profit &amp; loss statement - Inderes</b>								
<b>(EURm)</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023E</b>	<b>2024E</b>	<b>2025E</b>
Net Sales	3	5	9	12	14	20	21	23
Other revenues	0	0	0	0	0	0	0	0
<b>Total revenues</b>	<b>3</b>	<b>5</b>	<b>9</b>	<b>12</b>	<b>14</b>	<b>20</b>	<b>21</b>	<b>23</b>
Total expenses	(3)	(4)	(7)	(9)	(12)	(16)	(17)	(17)
<b>Profit before depreciation</b>	<b>1</b>	<b>1</b>	<b>2</b>	<b>2</b>	<b>1</b>	<b>3</b>	<b>5</b>	<b>6</b>
Depreciation - Fixed assets	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(0)
Depreciation - Other assets	0	0	0	0	0	0	0	0
Depreciation of right-of-use assets	0	0	0	0	0	0	0	0
Amortisation - Goodwill	0	(0)	(0)	(0)	(0)	(1)	(1)	(1)
Amortisation - Other intangibles	0	0	0	0	0	0	0	0
<b>Operating profit</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>2</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>
Associated companies	0	0	0	0	0	0	0	0
Net interest expenses	0	0	0	(0)	(0)	(0)	(0)	(0)
Foreign exchange items	0	0	0	0	0	0	0	0
Other financial items	0	0	0	0	0	0	0	0
Value changes - Fixed assets	0	0	0	0	0	0	0	0
Value changes - Financial assets	0	0	0	0	0	0	0	0
Value changes - Other assets	0	0	0	0	0	0	0	0
<b>Reported pre-tax profit</b>	<b>1</b>	<b>1</b>	<b>2</b>	<b>2</b>	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>
Minority interests	0	(0)	(0)	(0)	(0)	(0)	(0)	(0)
Total taxes	(0)	(0)	(0)	(0)	(0)	(0)	(1)	(1)
<b>Reported profit after tax</b>	<b>0</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>0</b>	<b>2</b>	<b>3</b>	<b>3</b>
Discontinued operations	0	0	0	0	0	0	0	0
Extraordinary items	0	0	0	0	0	0	0	0
<b>Net Profit</b>	<b>0</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>0</b>	<b>2</b>	<b>3</b>	<b>3</b>
<b>Adjustments:</b>								
Discontinued operations	0	0	0	0	0	0	0	0
Interest on convertible debt	0	0	0	0	0	0	0	0
Minority interests (IFRS)	0	0	0	0	0	0	0	0
Value changes	0	0	0	0	0	0	0	0
Goodwill/intangibles amortisations	0	0	0	0	0	1	1	1
Restructuring charges	0	0	0	0	0	0	0	0
Other adjustments	0	(0)	(0)	(0)	(0)	(1)	(1)	(1)
Tax effect of adjustments	0	0	0	0	0	0	0	0
<b>Adjusted profit after tax</b>	<b>0</b>	<b>1</b>	<b>1</b>	<b>1</b>	<b>0</b>	<b>2</b>	<b>3</b>	<b>3</b>
<b>Margins, tax &amp; returns</b>								
Operating margin	19.4	16.0	15.9	16.6	6.0	11.1	16.0	18.9
Pre-tax margin	19.5	16.2	18.3	14.7	5.5	10.9	16.1	19.1
Tax rate	20.1	19.7	27.2	22.8	42.1	22.0	22.0	22.0
ROE	88.8	61.6	67.4	29.8	5.2	19.9	30.0	32.6
ROCE	111.2	71.7	91.7	51.1	15.5	29.9	39.9	34.8
<b>Growth rates y-o-y (%)</b>								
Total revenues	n.a.	55.7	76.3	35.4	14.1	44.5	9.6	7.4
Operating profit	29.9	28.7	74.8	41.7	(58.7)	166.9	57.4	27.6
Pre-tax profit	24.9	28.9	98.4	9.0	(57.3)	186.5	62.6	26.9
EPS (adjusted)	0.0	0.0	0.0	0.0	(71.4)	320.3	64.6	27.5
<b>Cash flow</b>								
<b>(EURm)</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023E</b>	<b>2024E</b>	<b>2025E</b>
Net profit	0	1	1	1	0	2	3	3
Non-cash adjustments	0	0	1	1	1	1	1	1
<b>Cash flow before work cap</b>	<b>1</b>	<b>1</b>	<b>2</b>	<b>2</b>	<b>1</b>	<b>3</b>	<b>4</b>	<b>4</b>
Ch. in working capital / Other	(0)	1	(1)	1	1	0	(0)	(1)
<b>Operating cash flow</b>	<b>0</b>	<b>2</b>	<b>1</b>	<b>3</b>	<b>1</b>	<b>3</b>	<b>3</b>	<b>3</b>
Capital expenditures	0	0	(0)	(0)	(0)	(1)	(4)	(1)
Asset disposals	0	0	0	0	0	0	0	0
L/T financial investments	0	0	(0)	(0)	(1)	0	0	0
Acquisitions / adjustments	0	0	0	0	(3)	0	0	0
<b>Free cash flow</b>	<b>0</b>	<b>2</b>	<b>1</b>	<b>3</b>	<b>(2)</b>	<b>2</b>	<b>(0)</b>	<b>2</b>
Net loan proceeds	0	0	(0)	(0)	2	0	0	0
Dividend paid	0	0	(1)	(1)	(1)	(1)	(1)	(2)
Share issue	0	0	0	5	(1)	0	0	0
Other	0	0	(0)	(1)	(0)	(0)	0	(0)
<b>Net change in cash</b>	<b>0</b>	<b>2</b>	<b>(0)</b>	<b>6</b>	<b>(3)</b>	<b>1</b>	<b>(1)</b>	<b>1</b>
<b>Adjustments</b>								
C/flow bef chng in work cap	1	1	2	2	1	3	4	4
Adjustments	0	0	0	0	0	0	0	0
Int on conv debt net of tax	0	0	0	0	0	0	0	0
Cash earnings	1	1	2	2	1	3	4	4
<b>Per share information</b>								
Cash earnings	0.0	0.0	0.0	1.3	0.54	1.63	2.19	2.64
Operating cash flow	0.0	0.0	0.0	1.9	0.88	1.73	2.06	1.89
Free cash flow	0.0	0.0	0.0	1.78	(1.47)	1.43	(0.02)	1.47
<b>Investment cover</b>								
Capex/sales (%)	0.0	0.0	2.6	1.7	3.6	2.6	16.4	3.0
Capex/depreciation (%)	0	0	222	163	242	202	1,400	280

Source for all data on this page: SEB

<b>Balance sheet - Inderes</b>								
<b>(EURm)</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023E</b>	<b>2024E</b>	<b>2025E</b>
Cash and liquid assets	1	1	1	7	4	5	3	4
Debtors	1	1	2	2	3	4	4	4
Inventories	0	0	0	0	0	0	0	0
Other	0	0	1	0	0	0	0	0
<b>Current assets</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>9</b>	<b>7</b>	<b>8</b>	<b>7</b>	<b>9</b>
Interest bearing fixed assets	0	0	0	0	0	0	0	0
Other financial assets	0	0	0	0	3	3	3	3
Capitalized development cost	0	0	0	0	0	0	0	0
Goodwill	0	2	1	1	8	7	6	5
Other intangibles	0	0	0	0	0	0	0	0
Right-of-use lease assets	0	0	0	0	0	0	0	0
Fixed tangible assets	0	0	0	0	0	1	4	4
Other fixed assets	0	0	0	0	0	0	0	0
<b>Fixed assets</b>	<b>0</b>	<b>2</b>	<b>2</b>	<b>1</b>	<b>11</b>	<b>10</b>	<b>13</b>	<b>13</b>
<b>Total assets</b>	<b>2</b>	<b>5</b>	<b>6</b>	<b>11</b>	<b>18</b>	<b>19</b>	<b>20</b>	<b>21</b>
Creditors	0	0	0	0	0	1	1	1
Other trade financing	1	1	1	1	4	4	4	4
S/T lease liabilities	0	0	0	0	0	0	0	0
S/T interest bearing debt	0	0	0	0	0	0	0	0
Other	0	2	2	2	1	1	1	0
<b>Current liabilities</b>	<b>1</b>	<b>3</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>	<b>6</b>	<b>5</b>
L/T interest bearing debt	0	0	0	0	2	2	2	2
L/T lease liabilities	0	0	0	0	0	0	0	0
Other long-term liabilities	0	0	0	0	3	3	3	3
Convertible debt	0	0	0	0	0	0	0	0
Pension provisions	0	0	0	0	0	0	0	0
Other provisions	0	0	0	(0)	0	0	0	0
Deferred tax	0	0	0	0	0	0	0	0
<b>Long term liabilities</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>0</b>	<b>5</b>	<b>5</b>	<b>5</b>	<b>5</b>
Minority interests	0	0	0	0	0	0	0	0
<b>Shareholders' equity</b>	<b>1</b>	<b>1</b>	<b>2</b>	<b>7</b>	<b>8</b>	<b>8</b>	<b>9</b>	<b>11</b>
<b>Total liabilities and equity</b>	<b>2</b>	<b>5</b>	<b>6</b>	<b>11</b>	<b>18</b>	<b>19</b>	<b>20</b>	<b>21</b>
Net debt (m)	(1)	(1)	(1)	(7)	(2)	(3)	(1)	(2)
Working capital (m)	(0)	(1)	(0)	(2)	(2)	(2)	(2)	(0)
Capital employed (m)	1	2	2	7	10	10	12	14
Net debt/equity (%)	(149)	(68)	(43)	(105)	(23)	(34)	(15)	(21)
Net debt/EBITDA (x)	(1.6)	(1.1)	(0.5)	(2.9)	(1.2)	(0.8)	(0.3)	(0.4)
Equity/total assets (%)	35	31	39	64	45	44	47	54
Interest cover	0.0	0.0	0.0	7.0	7.4	0.0	0.0	0.0

<b>Valuation</b>								
<b>(EUR)</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>2022</b>	<b>2023E</b>	<b>2024E</b>	<b>2025E</b>
No of shares, fully dil. (y/e)	0.0	0.0	0.0	1.6	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
Share price, y/e				37.5	25.5	25.8	25.8	25.8
Share price, high				53.9	47.6	27.0		
Share price, low				34.6	21.7	24.0		
Share price, avg				40.1	34.2	25.2		
EPS (reported)	0.00	0.00	0.00	0.79	0.23	0.95	1.57	2.00
EPS (adjusted)	0.00	0.00	0.00	0.79	0.23	0.95	1.57	2.00
Cash earnings/share	0.00	0.00	0.00	1.30	0.54	1.63	2.19	2.64
Dividend/share	0.00	0.00	0.00	0.80	0.82	0.85	0.90	1.00
Enterprise value/share				33	24	24	25	24
Book value/share	73	135	211	4.1	4.7	4.9	5.6	6.7
Adjusted equity/share	73	135	211	4.1	4.7	4.9	5.6	6.7
PER (adjusted)				47.3	112.3	27.0	16.4	12.9
CEM				28.9	47.4	15.9	11.8	9.8
Dividend yield				2.1	3.2	3.3	3.5	3.9
EV/EBITDA				22.3	27.2	11.7	8.7	7.1
EV/EBITA				23.5	31.4	12.6	9.2	7.4
EV/EBIT				23.5	31.4	12.6	9.2	8.9
EV/Sales (x)				4.59	3.04	2.08	1.96	1.79
Price/Book value				9.18	5.38	5.29	4.61	3.85
Price/adjusted equity				9.18	5.38	5.29	4.61	3.85
Free cash flow/Market cap (%)				4.8	2.3	5.6	(0.1)	5.7
Operating cash flow/EV (%)				5.7	3.6	7.2	8.3	7.7
EV/Capital employed (x)				8.0	4.1	3.9	3.6	3.0

<b>Main shareholders</b>			<b>Management</b>			<b>Company information</b>	
<b>Name</b>	<b>(%)</b>	<b>Votes</b>	<b>Capital</b>	<b>Title</b>	<b>Name</b>	<b>Contact</b>	
Mikael Rautanen		13.9	13.9	COB	Kaj Hagros	Internet	group.inderes.fi
Juha Kinnunen		12.0	12.0	CEO	Mikael Rautanen	Phone number	+358 10 219 4690
Sauli Vilén		9.0	9.0	CFO	Mikko Wartiovaara		
Foreign owners (total)		0.4	0.4	IK			

Source for all data on this page: SEB

**About this publication**

This report is a marketing communication commissioned by Inderes and prepared by Skandinaviska Enskilda Banken AB (publ). It does not constitute investment research; as such, it has not been prepared in accordance with the legal requirements to promote the independence of investment research, nor is it subject to any prohibition on dealing ahead of the dissemination of investment research.

**This statement affects your rights**

This report is confidential and may not be reproduced, redistributed or republished by any recipient for any purpose or to any person. Redistributing this report to third parties may invoke legal requirements on the person engaging in such activities.

**Producers and Recipients**

SEB Research is approved and issued by Skandinaviska Enskilda Banken AB (publ) ("SEB"), a bank organized under the laws of the Kingdom of Sweden, on behalf of itself and its affiliates for institutional investors. When SEB Research is issued by an SEB subsidiary, the subsidiary itself is subject to this disclaimer.

**Use**

This material has been prepared by SEB for information purposes only. It does not constitute investment advice and is being provided to you without regard to your investment objectives or circumstances. The document does not constitute an invitation or solicitation of an offer to subscribe for or purchase any securities and neither this document nor anything contained herein shall form the basis for any contract or commitment whatsoever. Opinions contained in the report represent the authors' present opinion only and may be subject to change. In the event that the authors' opinion should change, we shall endeavour (but do not undertake) to disseminate any such change, within the constraints of any regulations, applicable laws, internal procedures within SEB, or other circumstances.

**Good faith and limitations**

All information, including statements of fact, contained in this research report have been obtained and compiled in good faith from sources believed to be reliable. However, no representation or warranty, express or implied, is made by SEB with respect to the completeness or accuracy of its contents, and it is not to be relied upon as authoritative and should not be taken in substitution for the exercise of reasoned, independent judgement by you. Recipients are urged to base their investment decisions upon such investigations as they deem necessary. To the extent permitted by applicable law, no liability whatsoever is accepted by SEB for any direct or consequential loss arising from the use of this document or its contents.

**Distribution**

This research report has been prepared by SEB or its affiliates and is being distributed by SEB offices in Stockholm, Copenhagen, Oslo, Helsinki, Frankfurt, London, Tallinn, Vilnius and Riga. Research reports are prepared and distributed in Lithuania by AB SEB bankas and in Estonia by AS SEB Pank in accordance with the requirements of the local laws and Financial Supervision Authority's conduct of business rules. This document may not be distributed in the United States, Canada, Japan or Australia or in any other jurisdiction where to do so would be unlawful. Addresses and Phone numbers for each office can be found at the end of the report.

**The SEB Group: members, memberships and regulators**

SEB is a member of, inter alia, Nasdaq OMX Nordic, Oslo Stock Exchange, the London Stock Exchange, NYSE Euronext, SIX Swiss Exchange, Frankfurt Stock Exchange, Tallinn Stock Exchange as well as certain European MTF's such as BATS-Chi-X, Turquoise and Burgundy. SEB is regulated by Finansinspektionen in Sweden and, for the conduct of investment services business, in (i) Denmark by Finanstilsynet, (ii) Norway by Finanstilsynet, (iii) Finland by Finanssivalvonta, (iv) Germany by Bundesanstalt für Finanzdienstleistungsaufsicht, (v) the UK by the Financial Conduct Authority and Prudential Regulation Authority (details about the extent of our regulation by the Financial Conduct Authority and Prudential Regulation Authority are available from us on request), (vi) Estonia by the Estonian Financial Supervision Authority, (vii) Lithuania by the Bank of Lithuania, (viii) Latvia by the Financial and Capital Markets Commission and Futures Commission.

SEB's research reports are prepared in accordance with the industry standards and codes of conduct applicable to financial analysts in the countries where they are based. In Denmark, Finland, Norway and Sweden, analysts act in accordance with the rules of ethics of each country's Society of Financial Analysts. Analysts comply with the recommendations and industry standards of the Danish, Norwegian and the Swedish Securities Dealers Associations and with those of the Federation of Finnish Financial Services. Analysts certified by the CFA Institute also comply with the Code of Ethics of the CFA Institute.

**Prevention and avoidance of conflicts of interest**

The remuneration of staff within the Research department is determined exclusively by research management and senior management and may include discretionary awards based on the firm's total earnings, including investment banking and markets (sales and trading businesses) income; however, no such staff receive remuneration based upon specific investment banking or markets transactions. SEB's Compliance department monitors the production of research and the observance of the group's procedures designed to prevent any potential conflicts of interest from affecting the content of research; the latter are described in greater detail in the "Statement of Policies for dealing with potential conflicts of interest surrounding our Research activities" which is available on our SEB Research website.

**Your attention is also drawn to the fact that:**

The current market price of the securities shown in this report is the price prevailing at the close of the business day preceding the date of publication, save where such price was more than 5% different from the price prevailing as at the time of publication, in which case it is the latter.

Unless explicitly stated otherwise in this report, SEB expects (but does not undertake) to issue updates to this report following the publication of new figures or forecasts by the company covered, or upon the occurrence of other events which could potentially have a material effect on it.

The securities discussed in this research report may not be eligible for sale in all countries, and such securities may not be suitable for all types of investors. Offers and sales of securities discussed in this research report, and the distribution of this report, may be made only in countries where such securities are exempt from registration or qualification or have been so registered or qualified for offer and sale, and in accordance with applicable broker-dealer and agent/salesman registration or licensing requirements. A copy of this report, not including the recommendation, has been provided to the issuer prior to its dissemination to check factual statements for accuracy; as a result, some amendments have been made.

A full list of disclosures for other companies mentioned herein (in which SEB has research coverage), can be found on our SEB Research website

**Methodology**

Final consideration as to any valuations, projections and forecasts contained in this report are based on a number of assumptions and estimates and are subject to contingencies and uncertainties, and their inclusion in this report should not be regarded as a representation or warranty by or on behalf of the Group or any person or entity within the Group that they or their underlying assumptions and estimates will be met or realized. Different assumptions could result in materially different results. Past performance is not a reliable indicator of future performance. Foreign currency rates of exchange may adversely affect the value, price or income of any security or related investment mentioned in this report. In addition, investors in securities, such as ADRs, whose values are influenced by the currency of the underlying security, effectively assume currency risk.

**Company specific disclosures and potential conflicts of interest**

A member of, or an entity associated with, SEB or its affiliates, officers, directors, employees or shareholders of such members (a) is not, and has never been, represented on the board of directors or similar supervisory entity of Inderes, (b) has from time to time bought or sold the securities issued by the company or options relating to the company, and (c) SEB does not hold any short / long position exceeding 0.5% of the total issued share capital of Inderes as of 31 Mar 2023.

The analyst(s) responsible for this research report (jointly with their closely related persons) hold(s) 0 shares in Inderes and do(es) not have holdings in other instruments related to the company.

Skandinaviska Enskilda Banken AB (publ). All rights reserved.

---

**Copenhagen**

Bernstorffsgade 50  
P.O. Box 100  
DK-1577 Copenhagen V

Telephone: (45) 3328 2828

**Oslo**

Filipstad Brygge 1,  
P.O. Box 1363 Vika  
NO-0113 Oslo

Telephone: (47) 2100 8500

**Frankfurt**

Stephanstrasse 14-16  
D-60313 Frankfurt am Main

Telephone: (49) 69 9727 7740

**Stockholm**

Kungsträdgårdsgatan 8  
S-106 40 Stockholm

Telephone: (46) 8 522 29500

**Helsinki**

Eteläesplanadi 18  
P.O. Box 630  
FIN-00101 Helsinki

Telephone: (358) 9 616 28700

**Tallinn**

Tornimäe 2  
EE-Tallinn 15010

Telephone: (372) 665 7762

**London**

One Carter Lane  
London, EC4V 5AN

Telephone: (44) 20 7246 4000