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Corporate Research

Inderes



April sales increase by 49%, broadly in line with our estimate

Inderes's April sales increased by 49% y/y. Although the growth looks to be well in line with our growth projection for Q2/23, our conclusion is that Inderes needs to perform successfully in its June sales event to meet our Q2 sales estimate. This is due to the higher seasonality (listed companies reporting season) of the acquired Swedish operations and AGM season, which ends in May.

Sales growth of 49% driven by acquisitions & AGM services

Inderes reported today its monthly sales for April. The sales for the month came in at EUR 1.7m, showing 49% increase to previous year April (EUR 1.1m). The growth is still driven by the Swedish acquisitions, but the company continues to flag the successful sales of AGM services, which also contributed well in Q1. We have expected Q2 sales growth of 51% and hence at first glance the April performance seems to be well in line with our estimate. In 2022, April sales was 33% of the total Q2 sales. Also now, the April sales equals 33% of our Q2 sales estimate of EUR 5.1m. However, we note that to deliver our Q2 estimate Inderes's average quarterly sales would have to total EUR 1.7m and June is seasonally a silent quarter (no earnings season or AGM revenue). Hence, we conclude that the company has to perform well in its June sales event in order to meet our Q2 sales estimate.

SEB quarterly estimates for Inderes

	Q1/22	Q2/22	Q3/22	Q4/22	Q1/23	Q2/23E	Q3/23E	Q4/23E
Net sales	3.2	3.4	3.0	3.9	5.0	5.1	4.7	5.3
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	-1.0	-0.9	-0.6	-0.8
Gross profit	2.9	2.8	2.6	3.3	4.0	4.2	4.1	4.5
-margin-%	89%	84%	86%	84%	79%	83%	87%	85%
Personnel expenses	-2.0	-2.1	-1.4	-2.3	-2.6	-2.6	-1.8	-2.6
Other operating costs	-0.5	-0.6	-0.5	-0.7	-0.7	-0.8	-0.7	-0.9
EBITDA reported	0.4	0.2	0.7	0.3	0.7	0.8	1.6	1.0
EBITDA adjusted	0.4	0.2	0.7	0.3	0.7	0.8	1.6	1.0
-margin-%	0.1	0.0	0.2	0.1	0.1	0.2	0.3	0.2
Depreciation	-0.03	-0.05	-0.06	-0.06	-0.07	-0.07	-0.07	-0.07
EBITA	0.3	0.1	0.6	0.2	0.6	0.7	1.6	0.9
EBITA adjusted	0.3	0.1	0.6	0.2	0.6	0.7	1.6	0.9
-margin-%	10%	3%	21%	5%	13%	14%	33%	17%

Source: SEB

Key figures

(EURm)	2022	2023E	2024E	2025E
Revenues (m)	14	20	22	24
Adj. EBIT	1	4	5	5
PTP (m)	1	3	4	5
EPS	0.23	1.24	1.66	2.07
EPS (adjusted)	0.23	1.24	1.66	2.07
DPS	0.82	0.85	0.90	1.00
Revenue growth (%)	14.3	48.0	9.7	7.2
EPS growth (%)	(71.4)	446.0	34.0	24.8
Operating margin (%)	6.0	14.0	16.6	19.4
ROCE (%)	15.5	36.0	40.5	34.1
Net Debt/EBITDA (x)	(1.2)	(0.8)	(0.4)	(0.6)
PER (adjusted)	112.3	21.0	15.7	12.6
Dividend yield (%)	3.2	3.3	3.4	3.8
Free Cash Flow Yield (%)	2.3	6.9	0.5	6.2
P/BV (x)	5.4	5.1	4.4	3.7
EV/EBIT (x)	31.4	10.3	8.5	8.4
EV/Sales (x)	3.04	2.02	1.90	1.72

Source: SEB

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