

Results due: 31 October

Markets in headwind

Ahead of Inderes' Q3 report we make sizeable estimate cuts. The company's Jul-Aug sales were somewhat weaker than we had expected. While one should not draw too far-reaching conclusions from the low season trading, we note that market growth is in headwind with IPO activity virtually non-existent in Finland. Also the Swedish expansion will be a tougher task when potential clients are squeezing rather than expanding their budgets.

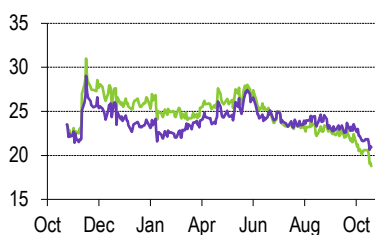
Key Data (2023E)

Price (EUR)	18.80
Reuters	INDERES.HE
Bloomberg	INDERES.FH
Market cap (EURm)	32
Market cap (USDm)	33
Net debt (EURm)	(2)
Net gearing	(28%)
Net debt/EBITDA (x)	(0.8)
Shares fully dil. (m)	1.7
Avg daily turnover (m)	0.0
Free float	76%

Estimate Revisions (%)

	2023E	2024E	2025E
Revenues	(3)	(5)	(7)
Adj. EBIT	(13)	(20)	(27)
Adj. EPS	(12)	(19)	(19)

Share Price (12M)



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

Marketing communication

commissioned by:
Inderes

Q3 expectations: July-Aug force us to take down estimates

Inderes' Jul-Aug sales were somewhat soft compared to our Q3 estimate and we have cut our 2023E sales by 3%. We now forecast Q3 sales of EUR 3.8m, implying September sales of EUR 1.6m, up 8% from a year ago. We note that the acquired Swedish operations are likely to have muted sales in September and hence growth will be largely driven by commissioned research revenue. Our EBITA estimate for the seasonally strong Q3 is EUR 0.8m (margin of 22%).

Market more likely to shrink than expand in near term

The Finnish market lacks IPOs currently and the declined valuations are not making the market more attractive. In fact we believe there might be more companies leaving (due to public tender offers) than entering the market in the coming few quarters. The decreasing market, in which Inderes has very high penetration, will have an impact also on Inderes' growth. Hence we have cut our estimates significantly for 2023. The market timing is also not perfect for the Swedish operations and we have also cut our estimates for Swedish growth. Given that Inderes has built its platform for future Swedish growth, the difficult market situation also implies that profitability will remain well below potential.

Fair value range down to EUR 17-19

All in all, we have made hefty cuts to our forward-looking estimates. This coupled with lower peer group valuation results in a decline in our fair valuation range to EUR 17-19 (from EUR 23-26).

Financials (EUR)

Year end: Dec	2021	2022	2023E	2024E	2025E
Revenues (m)	12	14	18	19	20
Adj. EBIT	2	1	2	3	3
Pre-tax profit (m)	2	1	1	2	3
EPS	0.79	0.23	0.34	0.73	1.18
Adj. EPS	1.00	0.50	0.96	1.35	1.80
DPS	0.80	0.82	0.85	0.90	1.00
Revenue growth (%)	35.4	14.1	30.5	5.7	7.6
Adj. EBIT growth (%)	33.5	(43.3)	69.8	27.7	(3.9)
Adj. EPS growth (%)	n.m.	(50.2)	91.7	40.8	33.9
Adj. EBIT margin (%)	19.5	9.7	12.6	15.2	13.6
ROE (%)	29.8	5.2	7.5	17.4	27.7
ROCE (%)	51.1	15.5	20.7	28.8	27.6
PER (x)	37.4	51.1	19.7	14.0	10.4
Free cash flow yield (%)	4.8	2.3	5.1	(4.2)	3.8
Dividend yield (%)	2.1	3.2	4.5	4.8	5.3
P/BV (x)	9.18	5.38	4.42	4.55	4.25
EV/Sales (x)	4.59	3.04	1.68	1.73	1.63
EV/Adj. EBITDA (x)	22.3	27.2	11.9	10.4	8.1
EV/Adj. EBIT (x)	23.5	31.4	13.3	11.4	12.0
Operating cash flow/EV (%)	5.7	3.6	7.2	6.7	5.9
Net debt/EBITDA (x)	(2.90)	(1.24)	(0.81)	0.24	0.26

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

Estimate revisions

Inderes' growth in July and August was some 50% and 29%, respectively. However, the months are relatively silent despite the earnings season and we calculate that a large majority of the growth was coming from the acquired Swedish operations. However, we expect the Swedish business to have a silent September (outside earnings season) and as in June growth will be more dependent on organic development. We have cut our estimate for Q3 implying September sales of EUR 1.6m. We now forecast growth of 8% for September, which we think is driven by commissioned research business. At end-Q2 Inderes had 142 commissioned research agreements, up 11% from a year ago.

For the full year 2023 our sales estimate comes down 3% and due to a relatively high share of fixed costs EBITA declines by 13%. We see now full-year 2023E sales at EUR 17.6m (vs. guidance of EUR >17m) and the EBITA margin at 13% (vs. the guidance of >9.4%). Our 2024E-25E sales are down by 5-7% and EBITA declines by 22-23%.

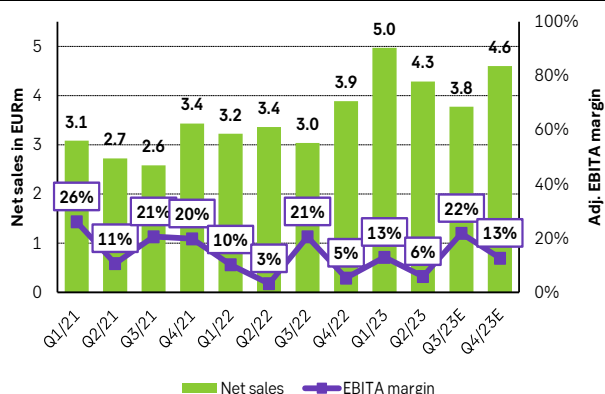
Estimate revisions

(EURm)	New estimates			Old estimates			Difference (%)		
	2023E	2024E	2025E	2023E	2024E	2025E	2023E	2024E	2025E
Sales	17.6	18.6	20.0	18.2	19.7	21.6	-3	-5	-7
EBITA	2.3	2.6	3.5	2.6	3.4	4.5	-13	-22	-23
EBITA margin (%)	13.1	14.1	17.5	14.5	17.0	21.0	-1.4pp	-2.9pp	-3.5pp
EPS	0.30	0.71	1.14	0.46	1.05	1.62	-34	-32	-30
Other data									
No. of paid reserach, period-end	144	148	155	144	150	159	0	-1	-2
No. of employees, avg.	117	120	122	117	120	122	0	0	0

Source: SEB

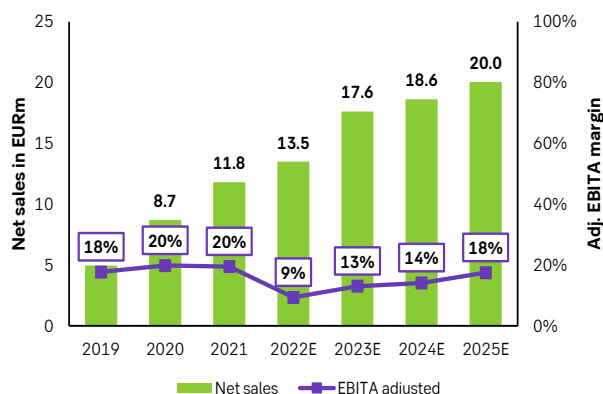
SEB estimates

Quarterly sales and EBITA margin



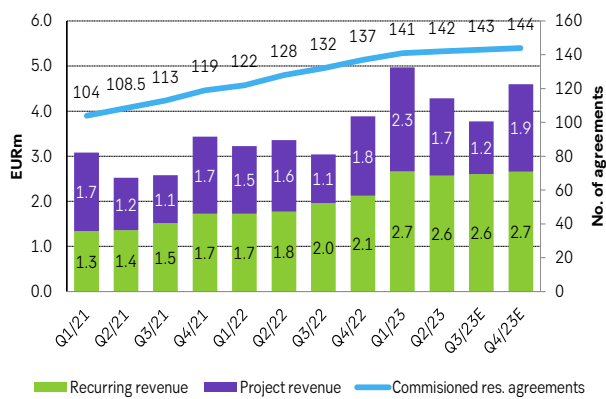
Source: SEB

Annual sales and EBITA margin



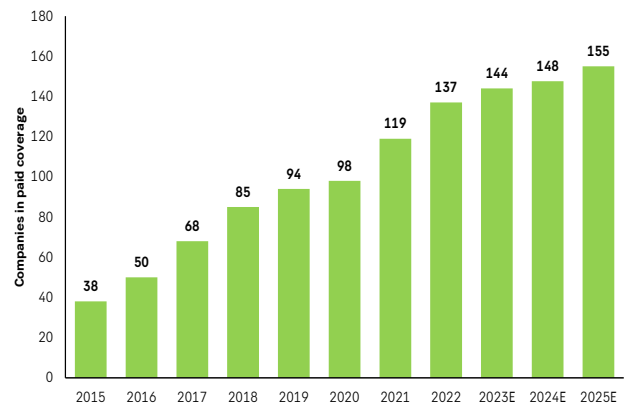
Source: SEB

Quarterly sales split and research contracts



Source: SEB

Year-end number of commissioned research contracts



Source: SEB

Quarterly estimates

	Q1/22	Q2/22	Q3/22	Q4/22	Q1/23	Q2/23	Q3/23E	Q4/23E
Net sales	3.2	3.4	3.0	3.9	5.0	4.3	3.8	4.6
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	-0.7	-0.5	-0.7
Gross profit	2.9	2.8	2.6	3.3	4.0	3.6	3.2	3.9
-margin-%	89%	84%	86%	84%	79%	85%	86%	85%
Personnel expenses	-2.0	-2.1	-1.4	-2.3	-2.6	-2.6	-1.8	-2.5
Other operating costs	-0.5	-0.6	-0.5	-0.7	-0.7	-0.8	-0.6	-0.7
EBITDA reported	0.4	0.2	0.7	0.3	0.7	0.3	0.9	0.6
EBITDA adjusted	0.4	0.2	0.7	0.3	0.7	0.3	0.9	0.6
-margin-%	0.1	0.0	0.2	0.1	0.1	0.1	0.2	0.1
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	0.3	0.8	0.6
EBITA adjusted	0.3	0.1	0.6	0.2	0.6	0.3	0.8	0.6
-margin-%	10%	3%	21%	5%	13%	6%	22%	13%
Amortisation	-0.09	-0.09	-0.09	-0.20	-0.26	-0.26	-0.26	-0.26
EBIT reported	0.2	0.0	0.5	0.0	0.4	0.0	0.6	0.3
EBIT adjusted	0.2	0.0	0.5	0.0	0.4	0.0	0.6	0.3
-margin-%	8%	1%	18%	0%	8%	0%	15%	7%

Source: SEB

Annual estimates							
	2019	2020	2021	2022E	2023E	2024E	2025E
Net sales	5.0	8.7	11.8	13.5	17.6	18.6	20.0
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	-2.9	-3.0	-3.0
Gross profit	4.4	7.5	10.2	11.6	14.7	15.6	17.0
<i>-margin-%</i>	89%	86%	86%	86%	84%	84%	85%
Personnel expenses	-2.9	-4.1	-5.8	-7.8	-9.4	-9.8	-10.3
Other operating costs	-0.6	-1.5	-1.9	-2.3	-2.8	-2.9	-3.0
EBITDA reported	0.9	1.8	2.4	1.5	2.6	2.9	3.8
EBITDA adjusted	0.9	1.8	2.4	1.5	2.6	2.9	3.8
<i>-margin-%</i>	19%	21%	21%	11%	15%	16%	19%
Depreciation	-0.07	-0.10	-0.12	-0.20	-0.26	-0.27	-0.27
EBITA	0.9	1.7	2.3	1.3	2.3	2.6	3.5
EBITA adjusted	0.9	1.7	2.3	1.3	2.3	2.6	3.5
<i>-margin-%</i>	18%	20%	20%	9%	13%	14%	18%
Amortisation	-0.1	-0.3	-0.3	-0.5	-1.0	-1.0	-1.0
EBIT reported	0.8	1.4	2.0	0.8	1.3	1.6	2.5
EBIT adjusted	0.8	1.4	2.0	0.8	1.3	1.6	2.5
<i>-margin-%</i>	16%	16%	17%	6%	7%	9%	12%
Net financials	0.0	0.2	-0.2	-0.1	-0.4	-0.2	-0.2
Pre-tax profit	0.8	1.6	1.7	0.8	1.0	1.6	2.5
Earnings	0.6	1.2	1.3	0.4	0.6	1.2	2.0
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	0.5	1.2	1.9
EPS			0.77	0.24	0.30	0.71	1.14
Other data							
Employees avg.	42	52	72	97	117	120	122
No. of commissioned research, period end	94	98	119	137	144	148	155
Comissioned research sales, SEB est.	3.2	3.5	4.1	4.7	5.3	5.8	6.2
Sales split by geography							
Finland				12.5	13.7	14.2	14.6
Sweden				0.9	3.5	4.0	4.9
Other				0.1	0.4	0.4	0.5

Source: SEB

Valuation

Following our estimate cuts our DCF valuation mid-point declines to EUR 20 (from EUR 27). Notably, we have hiked our WACC from 9.0% to 9.5% due to a continued rise in the risk-free rates. The peer group valuations have also declined lately and in our peer group comparison we justify 2023E EV/EBITDA of 10x and 2025E EV/EBITDA of 7x, implying a range of EUR 15-16. All in all our blended fair value range declines to EUR 17-19 (23-26).

SEB fair value range setting		
DCF valuation	EUR per share	
Mid-point		20
Range with +/-2% growth sensitivity	18	22
Peer group benchmarking	16	15
DCF & peer group valuation with 60/40 weightings	17	19
SEB fair value range	17	19

Source: SEB

DCF summary table

DCF valuation (EURm)		Weighted average cost of capital (%)	
NPV of FCF in explicit forecast period	13	Risk free interest rate	3.5
NPV of continuing value	18	Risk premium	6.0
Value of operation	32	Cost of equity	9.5
Net debt	(2)	After tax cost of debt	2.8
Share issue/buy-back in forecast period	-		
Value of associated companies	-	WACC	9.5
Value of minority shareholders' equity	-		
Value of marketable assets	-	Assumptions	
DCF value of equity	34	Number of forecast years	10
DCF value per share (EUR)	20	EBIT margin - steady state (%)	11.8
Current share price (EUR)	18.80	EBIT multiple - steady state (x)	12.5
DCF performance potential (%)	7	Continuing value (% of NPV)	58.1

Source: SEB

DCF assumption details

(EURm)	2023E	2024E	2025E	2026E	2027E	Average year 6	Average year 7-8	Average year 9-10
Sales growth (%)	30.5	5.7	7.6	6.0	5.0	6.0	5.0	2.5
EBITDA margin (%)	14.5	15.6	18.8	18.9	19.0	19.1	19.2	17.4
EBIT margin (%)	7.2	8.6	12.3	12.2	12.5	12.9	13.3	11.6
Gross capital expenditures as % of sales	2.8	18.8	3.5	3.5	3.5	3.5	3.5	3.5
Working capital as % of sales	(9.8)	(8.1)	(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	18	19	20	21	22	24	25	27
Depreciation	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(1)
Intangibles amortisation	(1)	(1)	(1)	(1)	(1)	(1)	(1)	(1)
EBIT	1	2	2	3	3	3	3	3
Taxes on EBIT	(0)	(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
NOPLAT	2	2	3	3	3	4	4	4
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
Free cash flow (incl. lease repayments)	2	(1)	1	3	3	3	3	3
ROIC (%)	18.2	24.1	30.9	34.0	38.9	45.2	55.9	65.5
ROIC-WACC (%)	8.7	14.6	21.4	24.5	29.4	35.7	46.4	56.0
Share of total net present value (%)	0.0	(3.6)	3.6	6.4	6.7	6.6	12.4	9.8

Source: SEB

Peer group table 1

	Mkt cap (EURm)	EV (EURm)	PER			EV/EBIT			EV/EBITDA			EV/Sales		
			2023E	2024E	2025E	2023E	2024E	2025E	2023E	2024E	2025E	2023E	2024E	2025E
Enento	424	550	19.2x	15.0x	13.3x	14.0x	11.8x	10.4x	10.0x	8.5x	7.8x	3.5x	3.3x	3.0x
Alma Media	693	818	12.4x	12.6x	11.9x	11.9x	10.9x	10.1x	9.2x	8.8x	8.2x	2.7x	2.5x	2.4x
Sanoma	1,106	1,767	20.5x	12.6x	10.9x	13.8x	10.4x	9.5x	5.7x	4.8x	4.5x	1.3x	1.2x	1.2x
Gofore	335	294	15.5x	14.0x	12.0x	12.8x	10.7x	7.9x	9.8x	8.2x	6.3x	1.5x	1.2x	1.0x
Talenom	214	279	36.2x	23.9x	18.3x	19.4x	18.5x	12.1x	8.0x	6.9x	5.8x	2.2x	2.0x	1.7x
EQS Group	273	295	202.2x	53.3x	32.8x	188.4x	33.8x	17.9x	31.6x	17.3x	11.8x	4.1x	3.2x	2.5x
Broadridge Financial Solutions	19,230	22,219	25.0x	22.7x	20.5x	20.6x	n.a.	n.a.	17.4x	n.a.	n.a.	3.9x	n.a.	n.a.
Median	424	550	20.5x	15.0x	13.3x	14.0x	11.3x	10.3x	9.8x	8.4x	7.1x	2.7x	2.3x	2.0x
Average	3,182	3,746	47.3x	22.0x	17.1x	40.1x	16.0x	11.3x	13.1x	9.1x	7.4x	2.7x	2.3x	2.0x
Inderes (SEBe)	32	30	19.7x	14.0x	10.4x	13.3x	11.4x	12.0x	11.9x	10.4x	8.1x	1.7x	1.7x	1.6x

Source: SEB, Refinitiv

Peer group table 2

	Mkt cap (EURm)	EV (EURm)	Sales growth			EBIT margin			Sales growth + EBIT margin (%)		
			2023E	2024E	2025E	2023E	2024E	2025E	2023E	2024E	2025E
Enento	424	550	-5.3	4.2	5.0	24.8	27.8	29.2	19.5	32.0	34.2
Alma Media	693	818	-1.3	2.7	1.8	22.6	23.4	23.7	21.3	26.1	25.5
Sanoma	1,106	1,767	6.1	1.3	0.4	9.3	11.8	12.5	15.5	13.2	12.9
Gofore	335	294	28.4	11.4	13.0	11.9	11.6	12.2	40.3	23.0	25.2
Talenom	214	279	22.4	13.3	13.2	11.5	12.9	14.1	33.9	26.3	27.3
EQS Group	273	295	17.4	21.3	17.9	2.2	9.4	13.8	19.6	30.7	31.7
Broadridge Financial Solutions	19,230	22,219	7.0	6.1	5.5	18.8	19.1	19.5	na	na	na
Median	424	550	7.0	6.1	5.5	11.9	12.9	14.1	20.5	26.2	26.4
Average	3,182	3,746	10.7	8.6	8.1	14.4	16.6	17.9	25.0	25.2	26.1
Inderes (SEBe)	32	30	30.5	5.7	7.6	12.6	15.2	13.6	43.1	20.9	21.2

Source: SEB, Refinitiv

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	5
of which:	
- impact reflected in mid-point equity valuation	5
- impact yet-to-be reflected in mid-point equity valuation	0

ESG impact on NPV (as % of enterprise valuation)

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

SEB ESG Financial Assessment

	As % of equity valuation	As % of enterprise valuation
Long term impact of ESG issue on valuation	5	4
of which:		
Impact already reflected in our 6-12 month mid-point	5	4
Impact yet-to-be reflected in mid-point price	0	0
	Impact on Sales CAGR (%pa)	NPV/EV (%)
	0-3 yrs	4-10+ yrs
Societal impacts		
Inderes democratises stock market information to make it more broadly available	1	1
Climate related impact - products/services		
Inderes offers online events that can reduce travelling related to events	1	1
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.

Profit & loss statement - Inderes								
(EURm)	2018	2019	2020	2021	2022	2023E	2024E	2025E
Net Sales	3	5	9	12	14	18	19	20
Other revenues	0	0	0	0	0	0	0	0
Total revenues	3	5	9	12	14	18	19	20
Total expenses	(3)	(4)	(7)	(9)	(12)	(15)	(16)	(16)
Profit before depreciation	1	1	2	2	1	3	3	4
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
Operating profit	1	1	1	2	1	1	2	2
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
Reported pre-tax profit	1	1	2	2	1	1	2	3
Minority interests	0	(0)	(0)	(0)	(0)	(0)	(0)	(0)
Total taxes	(0)	(0)	(0)	(0)	(0)	(0)	(0)	(1)
Reported profit after tax	0	1	1	1	0	1	1	2
Discontinued operations	0	0	0	0	0	0	0	0
Extraordinary items	0	0	0	0	0	0	0	0
Net Profit	0	1	1	1	0	1	1	2
Adjustments:								
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	0	0	0
Tax effect of adjustments	0	0	0	0	0	0	0	0
Adjusted profit after tax	0	1	1	2	1	2	2	3
Margins, tax & returns								
Operating margin	19.4	16.0	15.9	16.6	6.0	7.2	8.6	12.3
Pre-tax margin	19.5	16.2	18.3	14.7	5.5	5.6	8.8	13.1
Tax rate	20.1	19.7	27.2	22.8	42.1	35.0	22.0	22.0
ROE	88.8	61.6	67.4	29.8	5.2	7.5	17.4	27.7
ROCE	111.2	71.7	91.7	51.1	15.5	20.7	28.8	27.6
Growth rates y-o-y (%)								
Total revenues	n.a.	55.7	76.3	35.4	14.1	30.5	5.7	7.6
Operating profit	29.9	28.7	74.8	41.7	(58.7)	55.2	26.5	55.1
Pre-tax profit	24.9	28.9	98.4	9.0	(57.3)	32.2	66.9	60.2
EPS (adjusted)	0.0	0.0	0.0	0.0	(50.2)	91.7	40.8	33.9
Cash flow								
(EURm)	2018	2019	2020	2021	2022	2023E	2024E	2025E
Net profit	0	1	1	1	0	1	1	2
Non-cash adjustments	0	0	1	1	1	1	1	1
Cash flow before work cap	1	1	2	2	1	2	2	3
Ch. in working capital / Other	(0)	1	(1)	1	1	0	(0)	(1)
Operating cash flow	0	2	1	3	1	2	2	2
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
Free cash flow	0	2	1	3	(2)	2	(1)	1
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)
Net change in cash	0	2	(0)	6	(3)	0	(3)	(0)
Adjustments								
C/flow bef chng in work cap	1	1	2	2	1	2	2	3
Adjustments	0	0	0	0	0	0	0	0
Int on convy debt net of tax	0	0	0	0	0	0	0	0
Cash earnings	1	1	2	2	1	2	2	3
Per share information								
Cash earnings	0.0	0.0	0.0	1.3	0.54	1.2	1.41	1.87
Operating cash flow	0.0	0.0	0.0	1.9	0.88	1.26	1.29	1.14
Free cash flow	0.0	0.0	0.0	1.78	(1.47)	0.96	(0.79)	0.72
Investment cover								
Capex/sales (%)	0.0	0.0	2.6	1.7	3.6	2.8	18.8	3.5
Capex/depreciation (%)	0	0	222	163	242	189	1,321	264

Source for all data on this page: SEB

Balance sheet - Inderes								
(EURm)	2018	2019	2020	2021	2022	2023E	2024E	2025E
Cash and liquid assets	1	1	1	7	4	4	1	1
Debtors	1	1	2	2	3	3	4	4
Inventories	0	0	0	0	0	0	0	0
Other	0	0	1	0	0	0	0	0
Current assets	2	3	4	9	7	7	5	5
Interest bearing fixed assets	0	0	0	0	0	0	0	0
Other financial assets	0	0	0	0	3	2	3	3
Capitalized development cost	0	0	0	0	0	0	0	0
Goodwill	0	2	1	1	8	6	5	4
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
Fixed assets	0	2	2	1	11	10	12	12
Total assets	2	5	6	11	18	17	17	17
Creditors	0	0	0	0	0	1	1	1
Other trade financing	1	1	1	1	4	3	3	3
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
Current liabilities	1	3	3	4	5	5	5	4
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
Long term liabilities	0	0	0	0	5	5	5	5
Minority interests	0	0	0	0	0	0	0	0
Shareholders' equity	1	1	2	7	8	7	7	7
Total liabilities and equity	2	5	6	11	18	17	17	17
Net debt (m)	(1)	(1)	(1)	(7)	(2)	(2)	1	1
Working capital (m)	(0)	(1)	(0)	(2)	(2)	(2)	(2)	(0)
Capital employed (m)	1	2	2	7	10	9	9	10
Net debt/equity (%)	(149)	(68)	(43)	(105)	(23)	(28)	10	13
Net debt/EBITDA (x)	(1.6)	(1.1)	(0.5)	(2.9)	(1.2)	(0.8)	0.2	0.2
Equity/total assets (%)	35	31	39	64	45	42	41	46
Interest cover	0.0	0.0	0.0	7.0	7.4	0.0	0.0	0.0
Valuation								
(EUR)	2018	2019	2020	2021	2022	2023E	2024E	2025E
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	18.8	18.8	18.8
Share price, high				53.9	48.0	28.0		
Share price, low				34.6	21.2	18.8		
Share price, avg				40.1	34.2	24.4		
EPS (reported)	0.00	0.00	0.00	0.79	0.23	0.34	0.73	1.18
EPS (adjusted)	0.00	0.00	0.00	1.00	0.50	0.96	1.35	1.80
Cash earnings/share	0.00	0.00	0.00	1.30	0.54	1.20	1.41	1.87
Dividend/share	0.00	0.00	0.00	0.80	0.82	0.85	0.90	1.00
Enterprise value/share				33	24	17.6	19.2	19.4
Book value/share	73	135	211	4.1	4.7	4.3	4.1	4.4
Adjusted equity/share	73	135	211	4.1	4.7	4.3	4.1	4.4
PER (adjusted)				37.4	51.1	19.7	14.0	10.4
CEM				28.9	47.4	15.7	13.3	10.0
Dividend yield				2.1	3.2	4.5	4.8	5.3
EV/EBITDA				22.3	27.2	11.9	10.4	8.1
EV/EBITA				23.5	31.4	13.3	11.4	8.7
EV/EBIT				23.5	31.4	13.3	11.4	12.0
EV/Sales (x)				4.59	3.04	1.68	1.73	1.63
Price/Book value				9.18	5.38	4.42	4.55	4.25
Price/adjusted equity				9.18	5.38	4.42	4.55	4.25
Free cash flow/Market cap (%)				4.8	2.3	5.1	(4.2)	3.8
Operating cash flow/EV (%)				5.7	3.6	7.2	6.7	5.9
EV/Capital employed (x)				8.0	4.1	3.2	3.5	3.3
Main shareholders								
Name	(%)	Votes	Capital	Management		Company information		
Mikael Rautanen	13.9	13.9	13.9	Title	Name	Contact		
Juha Kinnunen	12.0	12.0	12.0	COB	Kaj Hagros	Internet	group.inderes.fi	
Sauli Vilén	9.0	9.0	9.0	CEO	Mikael Rautanen	Phone number	+358 10 219 4690	
Foreign owners (total)	0.4	0.4	0.4	CFO	Mikko Wartiovaara			
				IK				

Source for all data on this page: SEB

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Copenhagen

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

Telephone: (45) 3328 2828

Oslo

Filipstad Brygge 1,
P.O. Box 1363 Vikta
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