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Corporate Research

Inderes



## Q2: Broadly as expected with minor miss in profits

Inderes posted Q2 numbers broadly as expected with marginal miss in profitability. Commissioned research agreements increased to 128, up 19% y/y. After H1 performance we note that the company has to deliver hefty improvement in profitability in order to reach its guidance. However, H2 is seasonally stronger for Inderes and at first glance we still see the lower end of guidance reachable.

### Outcome: Sales in line but EBITA marginally below expectations

Inderes reported EUR 3.4m sales in its Q2 report, implying 23% growth year-on-year. Sales came in line with our estimate (EUR 3.3m). Sales were driven by both revenue streams. Recurring revenue increased some 22% y/y to EUR 1.8m (SEBe EUR 1.8m) and represented some 53% of sales. Project revenue was up by 25% and came in at EUR 1.6m, topping our forecast of EUR 1.5m marginally. Number of commissioned research agreements grew to 128 from 122 in Q1 and 108 in Q2/21, implying 19% growth y-o-y. We had anticipated the number of commission research agreements to be 127 in the quarter end. Inderes' adjusted EBITA in Q2 was EUR 0.1m, and came in slightly below our forecast of EUR 0.3m. The negative deviation owes to materials and services cost line as increased virtual AGM sales carries some direct costs and in Sweden the company has used some outsourcing to deliver the services.

### Inderes Q2/22 deviation

EURm	Q2/2022		Deviation SEB		Q2/21		Q1/22	
	Actual	SEB	Abs	Rel (%)	Actual	y/y	Actual	q/q
<b>Net sales</b>	<b>3.4</b>	<b>3.3</b>	<b>0.0</b>	<b>0.5</b>	<b>2.7</b>	<b>23.4</b>	<b>3.2</b>	<b>4.2</b>
<b>EBITA adjusted</b>	<b>0.1</b>	<b>0.3</b>	<b>-0.1</b>	<b>-56.2</b>	<b>0.3</b>	<b>-62.1</b>	<b>0.3</b>	<b>-66.6</b>
EBIT reported	0.0	0.2	-0.1	-85.0	0.2	-87.8	0.2	-89.8
<b>Adj. EBITA margin</b>	<b>3.3%</b>	<b>7.5%</b>		<b>-4.2pp</b>	<b>10.7%</b>	<b>-7.4pp</b>	<b>10.2%</b>	<b>-6.9pp</b>
No. of Finnish commissioned research companies	128	127	1.0	0.8	108.0	18.5	122.0	4.9

Source: SEB

### Outlook: Repeats guidance

Inderes kept its guidance for 2022 unchanged. The company expects sales in 2022 to be in the range of EUR 14.0-15.0m and adj. EBITA EUR 1.9-2.6m. Our FY22 estimates are tilted towards the lower end of the guidance ranges. We estimate sales of EUR 14.3m EBITA of EUR 2.2m.

### Conference call details: Starts at 9:30 a.m. EET

Link to the event: <https://inderes.videosync.fi/2022-q2-puolivuosikatsaus>



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