

Good performance in core business

Inderes' Q3 report was broadly in line with our estimate, with a small miss in EBITA. Still, our takeaway is that the company remains well positioned to continue its core business growth in 2024 despite market headwinds that are set to continue at least in H1. We expect growth of c. 6% for 2024, driven by AGM and research services as well as cross-selling in Sweden. Despite small EBITA estimate cuts, our fair value range is unchanged at EUR 17-19.

Key Data (2023E)

Price (EUR)	17.00
Reuters	INDERES.HE
Bloomberg	INDERES FH
Market cap (EURm)	29
Market cap (USDm)	30
Net debt (EURm)	(2)
Net gearing	(26%)
Net debt/EBITDA (x)	(0.8)
Shares fully dil. (m)	1.7
Avg daily turnover (m)	0.0
Free float	76%

Q3 outcome: Core business on track given difficult market

The Q3 results were broadly in line with our estimates, with a small miss in EBITA due to slightly higher-than-expected materials and services costs. Our main conclusion is that the core operations (IR-related services for listed companies) are performing well under current market conditions, and the weakness is due to discretionary event services, where clients are squeezing their budgets. Revenue from the Swedish operations was also in line with our estimates, and according to management progress there has gone broadly according to plan.

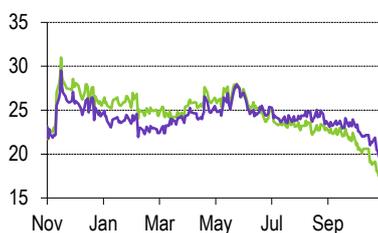
In a good position for growth in 2024, despite the market situation

Inderes' faces two main headwinds: the lack of IPOs means the market is not growing (in fact, we believe the market is more likely to decline short term); and customer caution in spending on events, especially outside those related to IR. However, positives for sales growth in 2024 are AGM services, where Inderes has a holistic and cost-efficient solution. We also understand that the momentum for IR solutions is promising, although this business is still relatively small. In Sweden, we believe the growth efforts will bear fruit and the easiest cross-selling opportunity is in AGM services.

Fair value range unchanged at EUR 17-19

We end up slightly reducing our EBITA estimates for 2024-25. However, we retain our fair valuation range of EUR 17-19.

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	18	19	20
Adj. EBIT	2	1	2	3	4
Pre-tax profit (m)	2	1	1	2	2
EPS	0.79	0.23	0.20	0.67	1.13
Adj. EPS	1.00	0.50	0.81	1.29	1.75
DPS	0.80	0.82	0.85	0.90	1.00
Revenue growth (%)	35.4	14.1	29.9	5.7	7.6
Adj. EBIT growth (%)	33.5	(43.3)	52.7	35.1	32.7
Adj. EPS growth (%)	n.m.	(50.2)	63.3	58.5	35.4
Adj. EBIT margin (%)	19.5	9.7	11.4	14.5	17.9
ROE (%)	29.8	5.2	4.4	16.7	27.9
ROCE (%)	51.1	15.5	18.3	28.4	38.6
PER (x)	37.4	51.1	20.9	13.2	9.7
Free cash flow yield (%)	4.8	2.3	4.8	(5.0)	3.7
Dividend yield (%)	2.1	3.2	5.0	5.3	5.9
P/BV (x)	9.18	5.38	4.13	4.32	4.08
EV/Sales (x)	4.59	3.04	1.53	1.60	1.51
EV/Adj. EBITDA (x)	22.3	27.2	11.8	10.0	7.8
EV/Adj. EBIT (x)	23.5	31.4	13.4	11.0	8.4
Operating cash flow/EV (%)	5.7	3.6	7.1	7.0	5.9
Net debt/EBITDA (x)	(2.90)	(1.24)	(0.78)	0.37	0.41

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

Q3 recap

Inderes generated EUR 3.7m sales in Q3. This indicates 35% growth. However, sales were flat without the impact from the acquisition of Swedish operations. Organic growth slowed down around 0% in Q3 while the YTD organic sales growth was 10%. All in all, sales in Q3 were roughly in line with our expectations. Inderes had already announced its monthly sales from July and August. Recurring revenue growth (32%) continued in Q3, supported by both the acquired Swedish business, but also growth in all segments in Finland. Number of commissioned research contracts increased to 143 (in line with our estimate) in Q3 from 132 in Q3/22 and 142 in Q2/22. However, the market in the project business was difficult especially in non-IR related events – where some clients have returned to physical events since the pandemic. Also, the general economic situation was reflected. Non-IR related project sales declined clearly. However, project sales grew in IR related events.

Adjusted EBITA (EUR 0.7m) was slightly below our estimate of EUR 0.8m. Fixed costs were in line with our expectations whereas materials & services were marginally higher than expected. According to the company, the costs have stayed roughly flat on y-o-y basis excluding investments in Swedish expansion.

Inderes continued to focus on growth enablers in future: the company has initiated coverage research coverage of a few Swedish companies – also on non-commissioned basis to get visibility in the market. The company has invested in AGM services where the outlook for 2024 season seems positive. Sales from new IR software solutions have increased faster than Inderes had expected, but they still cover small part of the group sales.

Q3 deviation

EURm	Q3/23		Deviation SEB		Q3/22		Q2/23	
	Actual	SEB	Abs	Rel (%)	Actual	y/y (%)	Actual	q/q (%)
Net sales	3.7	3.8	0.0	-0.7	3.0	23.2	4.3	-12.6
Materials and services	-0.6	-0.5	-0.1	-20.1	-0.4	-46.8	-0.7	3.9
Gross profit	3.1	3.2	-0.1	-4.1	2.6	19.3	3.6	-14.2
Personnel expenses	-1.7	-1.8	0.0	1.1	-1.4	-20.5	-2.6	32.3
Other operating costs	-0.6	-0.6	0.0	-3.1	-0.5	-27.5	-0.8	17.5
EBITA	0.7	0.8	-0.1	-16.3	0.6	10.2	0.3	174.5
EBITA adjusted	0.7	0.8	-0.13	-16.3	0.6	10.2	0.3	174.5
EBIT reported	0.4	0.6	-0.1	-23.8	0.5	-20.6	0.0	4866.7
Adj. EBITA margin	18.4%	21.8%		-3.4pp	20.6%	-2.2pp	5.9%	12.5pp
No. of commissioned	143	143	0.0	0.0	119.0	20.2	142.0	0.7

Source: SEB

Outlook unchanged

Inderes restated its guidance on 2023 sales above EUR 17m and an adj. EBITA margin more than the 2022 level (9.4%). Also, the outlook for the remainder of the year remains unchanged because listing activity seems still low, and the markets of Inderes' main product areas are unlikely to grow in 2023, in our view. Sales guidance low end implies roughly flat organic sales.

Estimate revisions

We keep our sales estimates broadly unchanged after Q3, i.e. we keep our Q4 estimate intact. Our current FY/23 sales estimate stands at EUR 17.5m, which compares to the guidance of EUR >17m. We think that at this stage of the quarter the management should have enough visibility towards the year-end as the main revenue streams have already been agreed. In terms of EBITA margin for 2023 we forecast 11.8%, which compares with the guidance of >9.4%. Our Q4/23 EBITA margin estimate is 11%, which is well above the previous year's level of 5%. However, we note that the acquired Swedish operations had seasonally low profitability after the transaction date at the end of 2022.

Our EBITA estimates for 2024-25 decline by 5% as we have pencilled in somewhat lower gross margin based on Q3 performance. We also think that the AGM services will see healthy growth in 2024, and these services have typically somewhat higher direct costs.

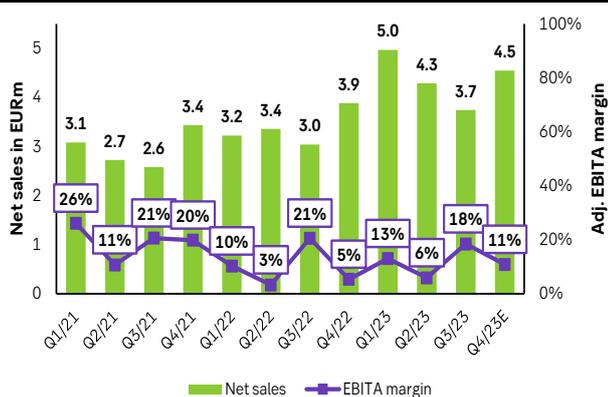
Estimate revisions

(EURm)	New estimates			Old estimates			Difference (%)		
	2023E	2024E	2025E	2023E	2024E	2025E	2023E	2024E	2025E
Sales	17.5	18.6	20.0	17.6	18.6	20.0	0	0	0
EBITA	2.1	2.5	3.3	2.3	2.6	3.5	-1.0	-5	-5
EBITA margin (%)	11.8	13.5	16.7	13.1	14.1	17.5	-1.2pp	-0.7pp	-0.8pp
EPS	0.20	0.65	1.06	0.30	0.71	1.14	-34	-9	-7
Other data									
No. of paid research, period-end	144	148	155	144	148	155	0	0	0
No. of employees, avg.	118	120	123	117	120	122	1	0	0

Source: SEB

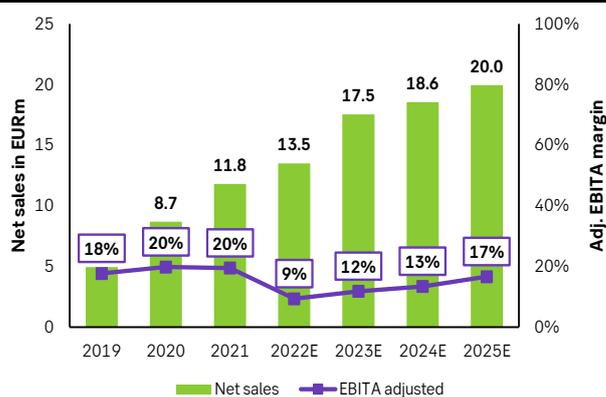
SEB estimates

Quarterly sales and EBITA margin



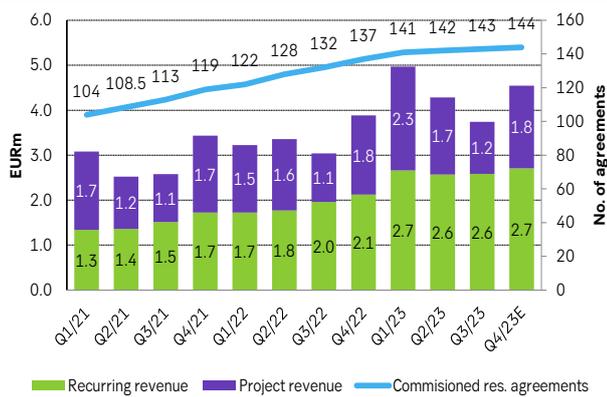
Source: SEB

Annual sales and EBITA margin



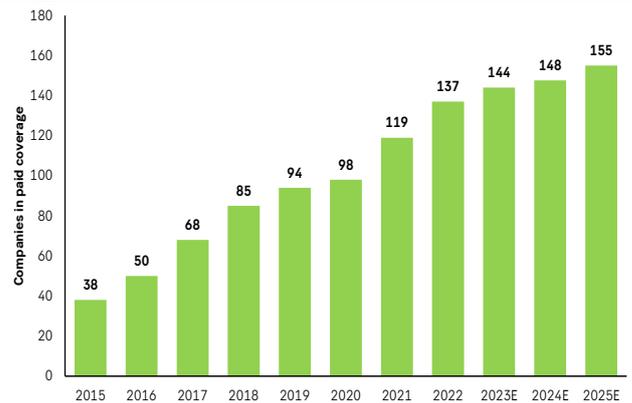
Source: SEB

Quarterly sales split & research contracts



Source: SEB

Year-end number of commissioned research



Source: SEB

Quarterly estimates (EURm)

	Q1/22	Q2/22	Q3/22	Q4/22	Q1/23	Q2/23	Q3/23	Q4/23E
Net sales	3.2	3.4	3.0	3.9	5.0	4.3	3.7	4.5
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	-0.6	-0.7
Gross profit	2.9	2.8	2.6	3.3	4.0	3.6	3.1	3.9
-margin-%	89%	84%	86%	84%	79%	85%	83%	85%
Personnel expenses	-2.0	-2.1	-1.4	-2.3	-2.6	-2.6	-1.7	-2.6
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	0.8	0.6
EBITDA adjusted	0.4	0.2	0.7	0.3	0.7	0.3	0.8	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	0.7	0.5
EBITA adjusted	0.3	0.1	0.6	0.2	0.6	0.3	0.7	0.5
-margin-%	10%	3%	21%	5%	13%	6%	18%	11%
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	0.4	0.2
EBIT adjusted	0.2	0.0	0.5	0.0	0.4	0.0	0.4	0.2
-margin-%	8%	1%	18%	0%	8%	0%	11%	5%

Source: SEB

Annual estimates (EURm)							
	2019	2020	2021	2022E	2023E	2024E	2025E
Net sales	5.0	8.7	11.8	13.5	17.5	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	-3.0	-3.1	-3.2
Gross profit	4.4	7.5	10.2	11.6	14.6	15.4	16.8
<i>-margin-%</i>	89%	86%	86%	86%	83%	83%	84%
Personnel expenses	-2.9	-4.1	-5.8	-7.8	-9.4	-9.7	-10.2
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	2.3	2.8	3.6
EBITDA adjusted	0.9	1.8	2.4	1.5	2.3	2.8	3.6
<i>-margin-%</i>	19%	21%	21%	11%	13%	15%	18%
Depreciation	-0.07	-0.10	-0.12	-0.20	-0.27	-0.27	-0.27
EBITA	0.9	1.7	2.3	1.3	2.1	2.5	3.3
EBITA adjusted	0.9	1.7	2.3	1.3	2.1	2.5	3.3
<i>-margin-%</i>	18%	20%	20%	9%	12%	13%	17%
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	1.0	1.5	2.3
EBIT adjusted	0.8	1.4	2.0	0.8	1.0	1.5	2.3
<i>-margin-%</i>	16%	16%	17%	6%	6%	8%	11%
Net financials	0.0	0.2	-0.2	-0.1	-0.4	-0.2	-0.1
Pre-tax profit	0.8	1.6	1.7	0.8	0.7	1.5	2.4
Earnings	0.6	1.2	1.3	0.4	0.4	1.2	1.9
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	0.3	1.1	1.9
EPS			0.77	0.24	0.20	0.67	1.12
Other data							
Employees avg.	42	52	72	97	118	120	123
No. of commissioned research, period end	94	98	119	137	144	148	155
Commissioned research sales, SEB est.	3.2	3.5	4.1	4.8	5.5	5.8	6.2
Sales split by geography, SEB est.							
Finland				12.5	13.7	14.2	14.6
Sweden				0.9	3.5	3.9	4.9
Other				0.1	0.4	0.4	0.5

Source: SEB

Valuation

Despite our estimate changes our DCF valuation mid-point remains at EUR 20. Also, our peer group comparison valuation range remains broadly unchanged at EUR 15 (previously EUR 15-16). In a peer group comparison we justify 2023E EV/EBITDA of 10x and 2025E EV/EBITDA of 7x. All in all, our blended fair value range remains unchanged at EUR 17-19.

SEB fair value range setting

	EUR per share		
DCF valuation			
Mid-point		20	
Range with +/-2% growth sensitivity	17	-	22
Peer group benchmarking	15	-	15
DCF & peer group valuation with 60/40 weightings	16	-	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	31	Cost of equity	9.5
Net debt	(2)	After tax cost of debt	2.8
Share issue/buy-back in forecast period	-	WACC	9.5
Value of associated companies	-	Assumptions	
Value of minority shareholders' equity	-	Number of forecast years	10
Value of marketable assets	-	EBIT margin - steady state (%)	11.8
DCF value of equity	33	EBIT multiple - steady state (x)	12.4
DCF value per share (EUR)	20	Continuing value (% of NPV)	58.2
Current share price (EUR)	17.00		
DCF performance potential (%)	15		

Source: SEB

DCF assumption details

(EURm)	2023E	2024E	2025E	2026E	2027E	Average year 6	Average year 7-8	Average year 9-10
Sales growth (%)	29.9	5.7	7.6	6.0	5.0	6.0	5.0	2.5
EBITDA margin (%)	13.4	14.9	18.0	18.8	19.3	19.4	19.5	18.0
EBIT margin (%)	5.9	7.9	11.5	12.0	12.7	13.1	13.5	12.3
Gross capital expenditures as % of sales	2.8	18.9	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	1	2	3	3	3	3	3
Taxes on EBIT	(0)	(0)	(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)	1	(1)	1	3	3	3	3	3
ROIC (%)	16.8	23.7	30.2	34.6	40.7	47.4	59.1	71.6
ROIC-WACC (%)	7.3	14.2	20.7	25.1	31.2	37.9	49.6	62.1
Share of total net present value (%)	0.0	(4.1)	3.2	6.4	6.8	6.7	12.6	10.2

Source: SEB

Peer group valuation

	Mcap (EURm)	EV (EURm)	P/E			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	340	299	15.7x	14.2x	12.2x	13.0x	10.9x	8.1x	9.9x	8.4x	6.5x	1.6x	1.3x	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	9.9x	8.5x	7.1x	2.7x	2.3x	2.0x
Average	3,183	3,747	47.3x	22.1x	17.1x	40.2x	16.0x	11.4x	13.1x	9.1x	7.4x	2.7x	2.3x	2.0x
Inderes (SEBe)	29	27	20.9x	13.2x	9.7x	13.4x	11.0x	8.4x	11.8x	10.0x	7.8x	1.5x	1.6x	1.5x

Source: SEB, Refinitiv

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.

PER - 12 month forward



Source: SEB

P/BV - 12 month forward



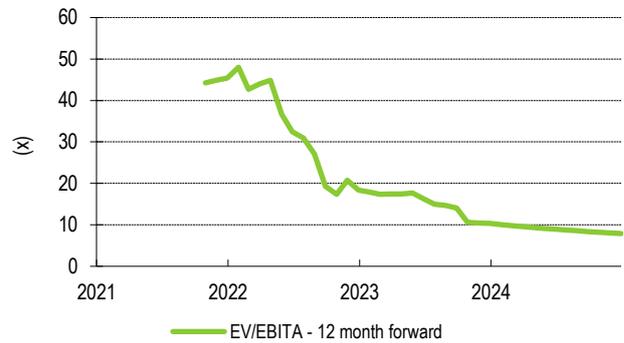
Source: SEB

EV/Sales - 12 month forward



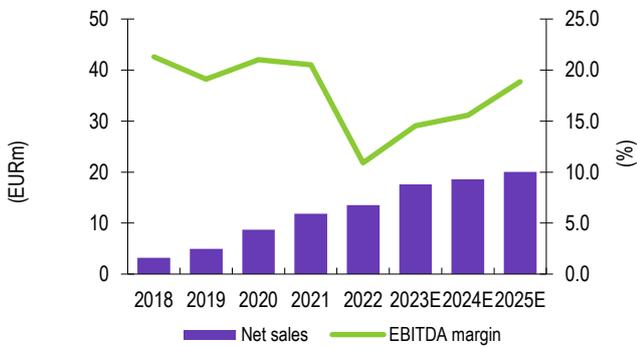
Source: SEB

EV/EBITA - 12 month forward



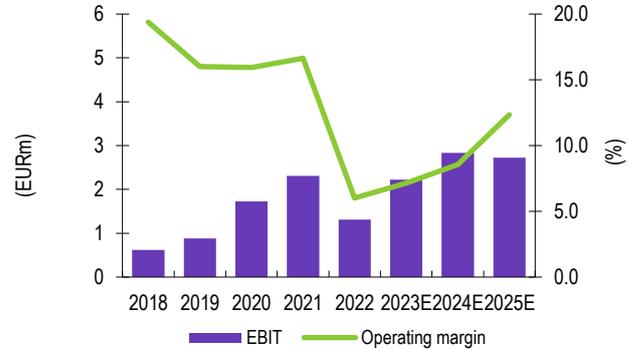
Source: SEB

Net sales & EBITDA margin



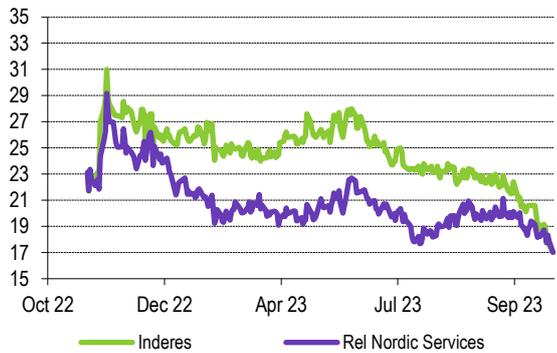
Source: SEB

EBIT & Operating margin



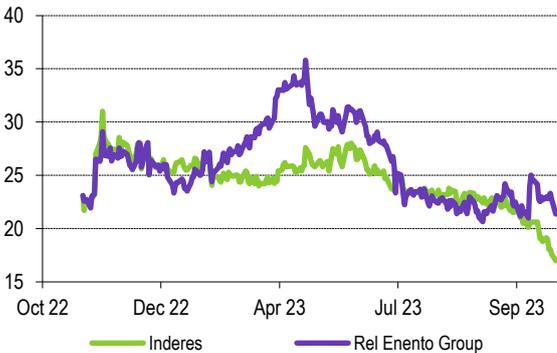
Source: SEB

Comparison with sector index - 1 year



Source: SIX

Comparison with Enento Group - 1 year



Source: SIX

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	2	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	1	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	2
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	0	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	0	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	1	2	3
Margins, tax & returns								
Operating margin	19.4	16.0	15.9	16.6	6.0	5.9	7.9	11.5
Pre-tax margin	19.5	16.2	18.3	14.7	5.5	4.1	8.2	12.4
Tax rate	20.1	19.7	27.2	22.8	42.1	45.0	22.0	21.0
ROE	88.8	61.6	67.4	29.8	5.2	4.4	16.7	27.9
ROCE	111.2	71.7	91.7	51.1	15.5	18.3	28.4	38.6
Growth rates y-o-y (%)								
Total revenues	n.a.	55.7	76.3	35.4	14.1	29.9	5.7	7.6
Operating profit	29.9	28.7	74.8	41.7	(58.7)	27.8	40.6	57.0
Pre-tax profit	24.9	28.9	98.4	9.0	(57.3)	(2.4)	109.4	63.0
EPS (adjusted)	0.0	0.0	0.0	0.0	(50.2)	63.3	58.5	35.4
Cash flow								
(EURm)	2018	2019	2020	2021	2022	2023E	2024E	2025E
Net profit	0	1	1	1	0	0	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)	1	(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 conv 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	1.06	1.36	1.79
Operating cash flow	0.0	0.0	0.0	1.9	0.88	1.12	1.23	1.05
Free cash flow	0.0	0.0	0.0	1.78	(1.47)	0.82	(0.85)	0.64
Investment cover								
Capex/sales (%)	0.0	0.0	2.6	1.7	3.6	2.8	18.9	3.5
Capex/depreciation (%)	0	0	222	163	242	184	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	0
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	4	4
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	16
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	16
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	9
Net debt/equity (%)	(149)	(68)	(43)	(105)	(23)	(26)	15	20
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	41	40	44
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	17.0	17.0	17.0
Share price, high				53.9	48.0	28.0		
Share price, low				34.6	21.2	17.0		
Share price, avg				40.1	34.2	24.2		
EPS (reported)	0.00	0.00	0.00	0.79	0.23	0.20	0.67	1.13
EPS (adjusted)	0.00	0.00	0.00	1.00	0.50	0.81	1.29	1.75
Cash earnings/share	0.00	0.00	0.00	1.30	0.54	1.06	1.36	1.79
Dividend/share	0.00	0.00	0.00	0.80	0.82	0.85	0.90	1.00
Enterprise value/share				33	24	15.9	17.6	17.9
Book value/share	73	135	211	4.1	4.7	4.1	3.9	4.2
Adjusted equity/share	73	135	211	4.1	4.7	4.1	3.9	4.2
PER (adjusted)				37.4	51.1	20.9	13.2	9.7
CEM				28.9	47.4	16.0	12.5	9.5
Dividend yield				2.1	3.2	5.0	5.3	5.9
EV/EBITDA				22.3	27.2	11.8	10.0	7.8
EV/EBITA				23.5	31.4	13.4	11.0	8.4
EV/EBIT				23.5	31.4	13.4	11.0	8.4
EV/Sales (x)				4.59	3.04	1.53	1.60	1.51
Price/Book value				9.18	5.38	4.13	4.32	4.08
Price/adjusted equity				9.18	5.38	4.13	4.32	4.08
Free cash flow/Market cap (%)				4.8	2.3	4.8	(5.0)	3.7
Operating cash flow/EV (%)				5.7	3.6	7.1	7.0	5.9
EV/Capital employed (x)				8.0	4.1	2.9	3.3	3.2
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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