

ENENTO GROUP PLC

HALF YEAR FINANCIAL REPORT

1.1.–30.6.2021



Building trust in the everyday.



Content



- Enento Group in brief
- New Business Areas
- Business development: Goava investment
- New services Q2 / 2021
- Nordic Business Platform
- Key ratios Q2 / 2021
- Guidance and long-term financial targets



ENENTO GROUP 2021

Building trust in the everyday.

In Finland we operate under the brands Asiakastieto and Emaileri, in Sweden under UC, Allabolag and Proff and both in Norway and Denmark under the brand Proff.



LISTED ON
NASDAQ HELSINKI

MARKET CAPITALISATION
30.6.2021
815 MEUR

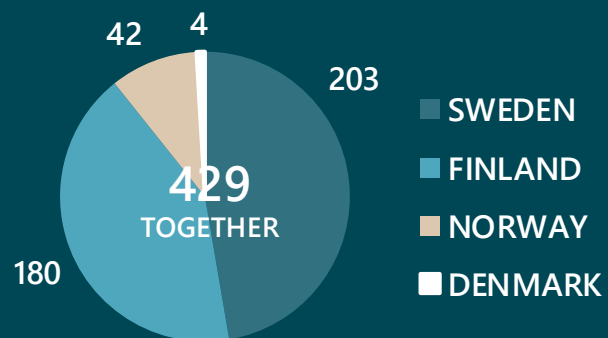


Partners
in Nordic
region and
in Europe.

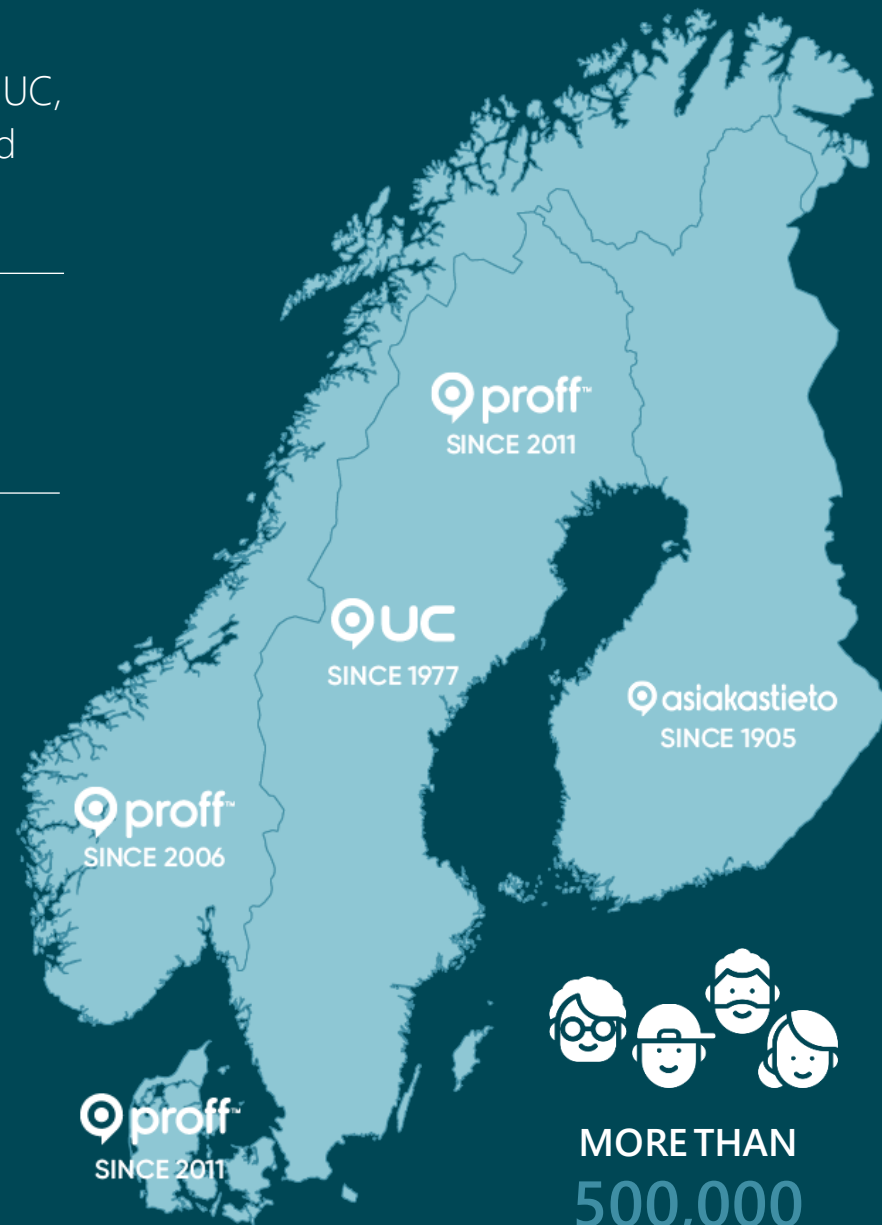
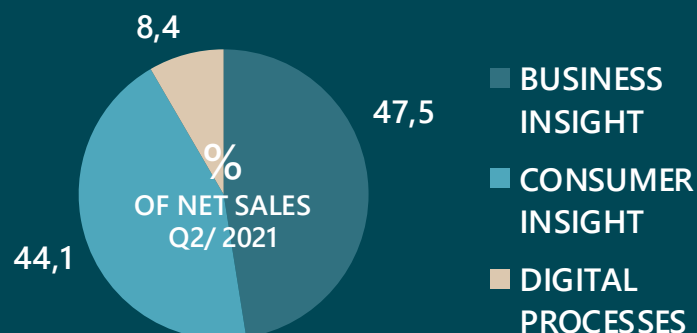


Approximately 73,000 corporate
customers within banking, finance,
retail, public sector and small
companies.

EMPLOYEES
39.6.2021



BUSINESS AREAS
30.6.2021



MORE THAN
500,000
consumer customers



Our mission
We build trust in the everyday.



New technology.
Digitalization.



New business areas and
models: Rise of fintech,
sharing economy
and ecosystems.




Changes in legislation
and regulation.
Sustainability.

New opportunities for creating value.



Explosive
growth of data.

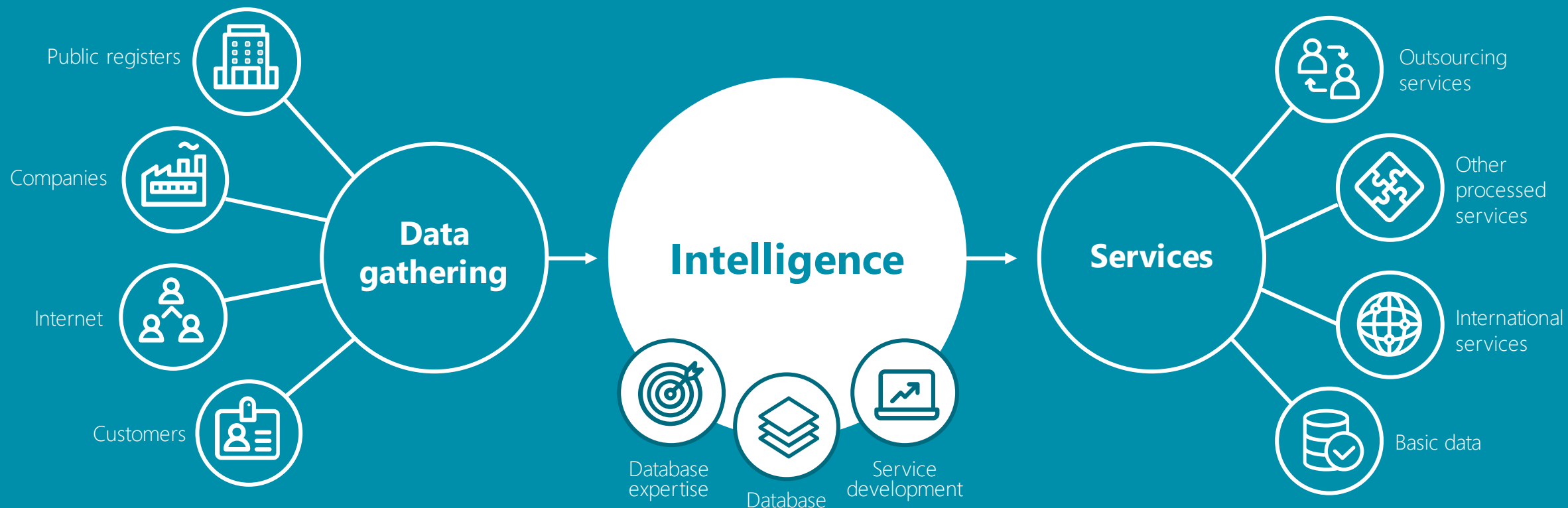


Need for trust,
privacy and
control of private data.



Agility.
Innovation.
Speed to market.

We operate in a scalable and digital business with intelligence at the core





Enento's competitive advantages



Data sourcing

- Known and reliable brand
- Advanced data processing capabilities
- Experience in scraping data from unstructured sources.



Database

- Database built on granularity
- Great quality data.



Production

- High service availability and quality
- High security and privacy standards.



Service development

- Excellence in combining different data universes
- Excellent capabilities to build models (also predictive) and algorithms
- Excellent dialogue with our customers
- Ability to launch world scale unique services (e.g. ESG Report).



Distribution and sales

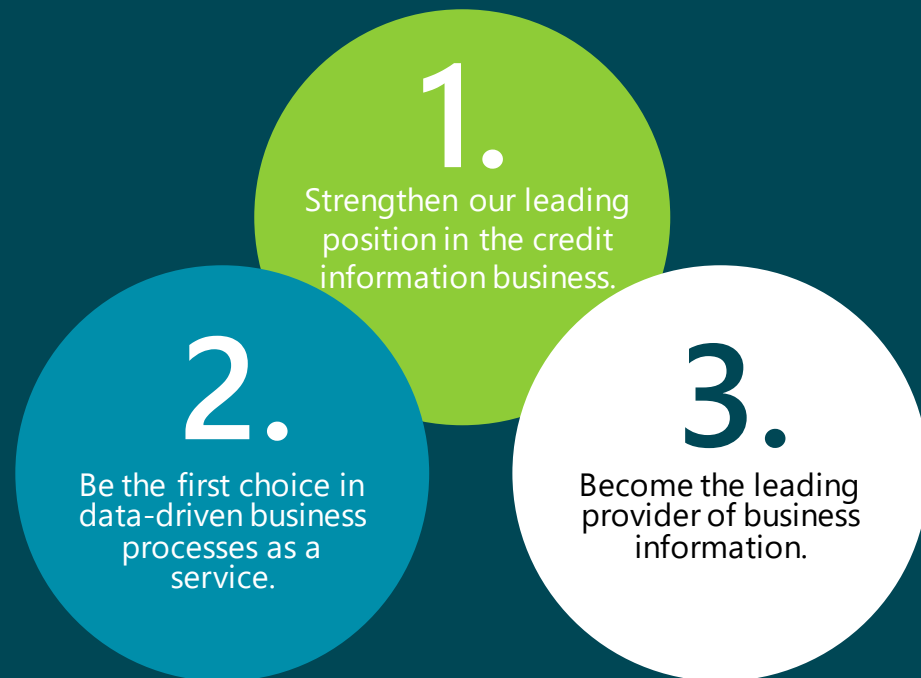
- Services integrated into customers' business processes
- Our freemium business information websites have more than 6 million unique visitors per month.

Group Strategy 2020–2023

We build trust in the everyday.



STRATEGIC OFFERING GOALS



GROWTH OPPORTUNITIES

OWNERSHIP NEW DATA ANALYTICS PROCUREMENT
API INTERFACES FRAUD HOUSING
COMPLIANCE MACHINE LEARNING SUSTAINABILITY

ENABLERS

FUTURE FIT AND INNOVATIVE
ORGANISATION

NORDIC
FUTURE PLATFORM



Building Nordic presence



STRATEGIC AMBITION

Nordic multilocal approach

Build true Nordic presence to serve our Nordic customers with highest quality services in each country.

Unique offering

Broadening our presence in the Nordics will be built on unique offering development, such as sustainability and open banking.

Nordic platform capabilities

Our platform transformation will enable the scaling of our core service capabilities to a Nordic level.

Nordic acquisitions

We aim to strengthen and expand our Nordic presence through targeted acquisitions which accelerate customer value creation in combination with Enento's capabilities.

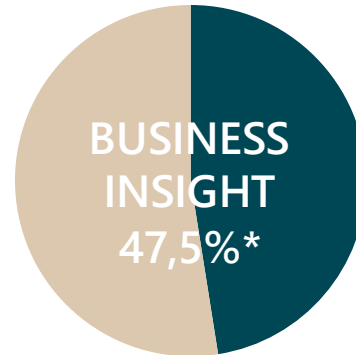
We recognize a significant value add to customers from a high-quality service offering which scales across Nordics. We aim to have the leading local offering in each country combined with the ability to create customer value through Nordic level core services.

Enento's Business Areas



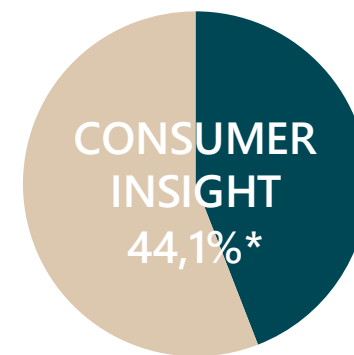
Enento's Business Areas 1 April 2021

*% of net sales Q2 / 2021



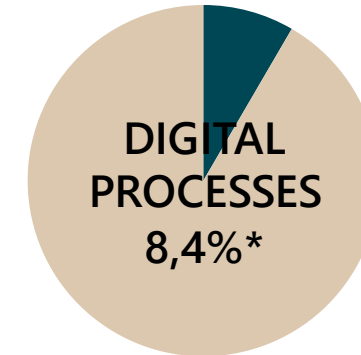
Business Insight consists of 3 business lines:

- **Enterprise Solutions** is responsible for service offering and development for the strategic and large customers in the key customer verticals, including banking and finance.
- **Premium Solutions** business line provides business information services for the needs of SMEs.
- **Freemium Solutions** develops freemium-model business information websites in all Nordic markets.



Consumer Insight:

- Develops and provides leading consumer information and decisioning services in the Nordics.
- Serves both consumers and several industries, the largest ones including finance and banking as well as e-commerce, oil and energy sectors.
- Services are primarily used for risk management, finance, administration and decision-making.



Digital Processes range of services includes:

- Real estate and apartment information
- Information about buildings and their valuation
- Solutions to automate collateral management processes
- Solutions to digitalize the management of housing transactions
- Compliance services to identify companies' beneficial owners and politically exposed persons.



BUSINESS DEVELOPMENT

Goava investment strengthens
Enento's Nordic unstructured data
capabilities and accelerates further
Enento's position in the fast-growing
Sales Intelligence domain.

Unstructured data – value proposition

DEFINITION

Unstructured data is information that has not been structured in a predefined manner. Unstructured data is typically textual, like information on company webpages and social media conversations, but can also be non-textual, like images, video, and audio.

VALUE OF UNSTRUCTURED DATA FOR US

- Even though unstructured data might contain figures, statistics, and facts, unstructured data is usually text-heavy or configured in a way that's difficult to analyze.
- Unstructured data contains bits and pieces of information that needs to be extracted and categorized before it could be used.
- Extracting and categorizing data can be done in many different ways, which means that the quality but also the content varies. Well done, this creates unique information and thus a strong competitive advantage.
- Our capabilities to combine structured data from a wide range of public and non-public sources with data coming from billions of unstructured sources is one of our key competitive advantages.
- The use of more unstructured data will also help us to improve our existing models, predictions and products by using more data sources and more real-time data, e.g. ESG score, monitoring services, growth indicator etc. and develop new services like new types of predictions and products e.g. real-time lead generator.

Unstructured data – our strengthened capabilities

EXAMPLES OF EXISTING USAGE OF UNSTRUCTURED DATA IN ENENTO GROUP

- Growth indicator (FI)
- ESG Report (FI, planned for SE)
- Decision makers (FI, SE)

HOW WILL GOAVA STRENGTHEN ENENTO GROUP

- Own technology for crawling/scraping unstructured data
- NLP experience and capabilities to extract and categorizing data from unstructured data.
- ML/AI models/capabilities to develop intelligence out of unstructured data such as lead generator, target group analysis.





Goava investment as a vehicle for Enento in strategic offering goal implementation:

BECOME THE LEADING PROVIDER OF BUSINESS INFORMATION

GOAVA VISION

Provide Sales with intelligence on who to contact, when to reach out and what to talk about.



Synergies with Enento

- Best-in-class base data
- Enento brands association
- Enento websites lead generation
- Enento re-sales
- Data collaboration



Leader in Sales Intelligence



Leading provider of Business Information

ENENTO VISION

Combine structured data and unstructured data to provide insights for improved decisions in all key B2B use-cases.



Synergies with Goava

- Sales Intelligence services
- CRM connector services
- Media monitoring service
- Unstructured data and data refining/AI capabilities



Accelerated growth of Business Information



Goava deal structure aimed to optimize Nordic commercial ramp-up and unlocking of synergies

Q2/2021

1

ENENTO 1ST INVESTMENT

- to be fully utilized on the ramp-up of commercial and R&D resources of Goava

FY2021 – FY2024

2

COMMERCIAL RAMP-UP AND REALIZATION OF SYNERGIES

- aimed to gain a significant market position for Goava services in the Nordics, commercial partnership model enabling the realization of synergies on both sides

H1/2025

3

OPTION: ENENTO 100% ACQUISITION

- purchase option for Enento to acquire outstanding shares on predetermined terms

A low-angle, upward-looking photograph of a multi-story yellow building with numerous windows. The perspective creates a sense of height and scale. The sky is visible at the top center. A small white circular icon with a dot inside is located in the top right corner.

NORDIC INTEGRATION PROGRESS AND BUSINESS DEVELOPMENT AS GROWTH DRIVERS

Integration proceeding according to the plan

At the end of Q2/ 2021 we have realized over 90 % of the synergy benefits of **EUR 17,8 million** from the combination of Asiakastiето, UC and Proff.

The integration has proceeded according to plan. We have now several revenue initiatives in production related to new services and cross-sales initiatives and several in the pipeline.

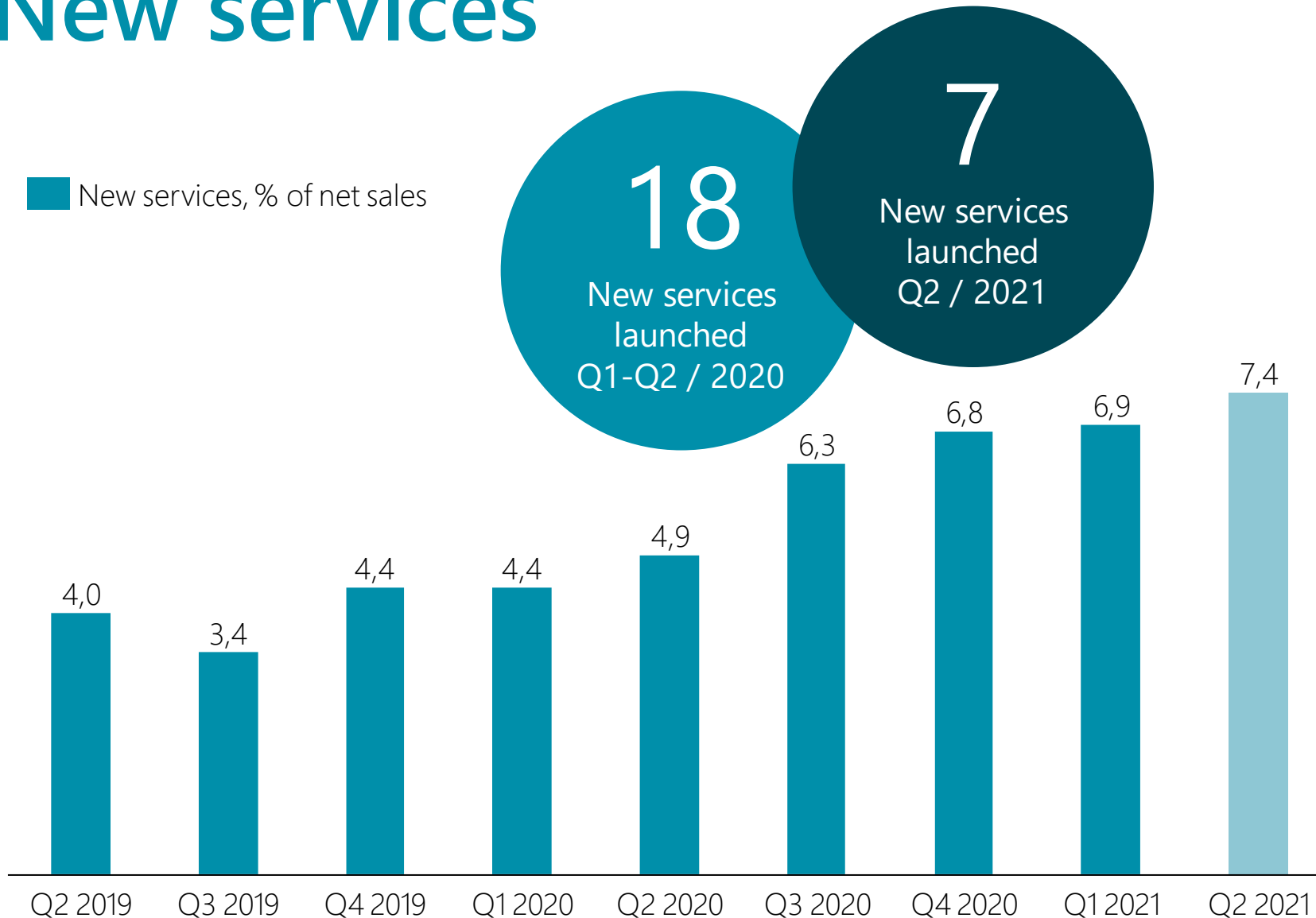




New services



■ New services, % of net sales



COMMENTS

- Share of new services was 7,4 %.
- Seven new services launched during the second quarter.

EXAMPLES

- Corporate Radar 2.0 (FI)
- Company comparison (FI)
- Allabolag segmentation (SE)
- Account Insight account selection (FI & SE)
- Customer Pro update tool (FI)
- ID Guard with online monitoring (FI)
- www.proff.fi beta (FI)



TECHNOLOGY ORIENTED INNOVATIVE COMPANY > NORDIC BUSINESS PLATFORM

Platform transformation accelerates growth and increases profitability



- We continue providing the existing services with cost effective solutions to secure our customer's business processes
- Focus on adding customer value with new services rather than rebuilding 1:1 what we already have and decommissioning them

- Benefits will start to accumulate gradually along with customers adopting the new services and the consolidation of legacy systems



Lower IT Operational Costs

- Lower maintenance costs and switch from maintenance to development
- More efficient operations and infrastructure



Accelerated growth

- Efficient, scalable and agile service development with faster time to market
- Nordic capabilities and offering

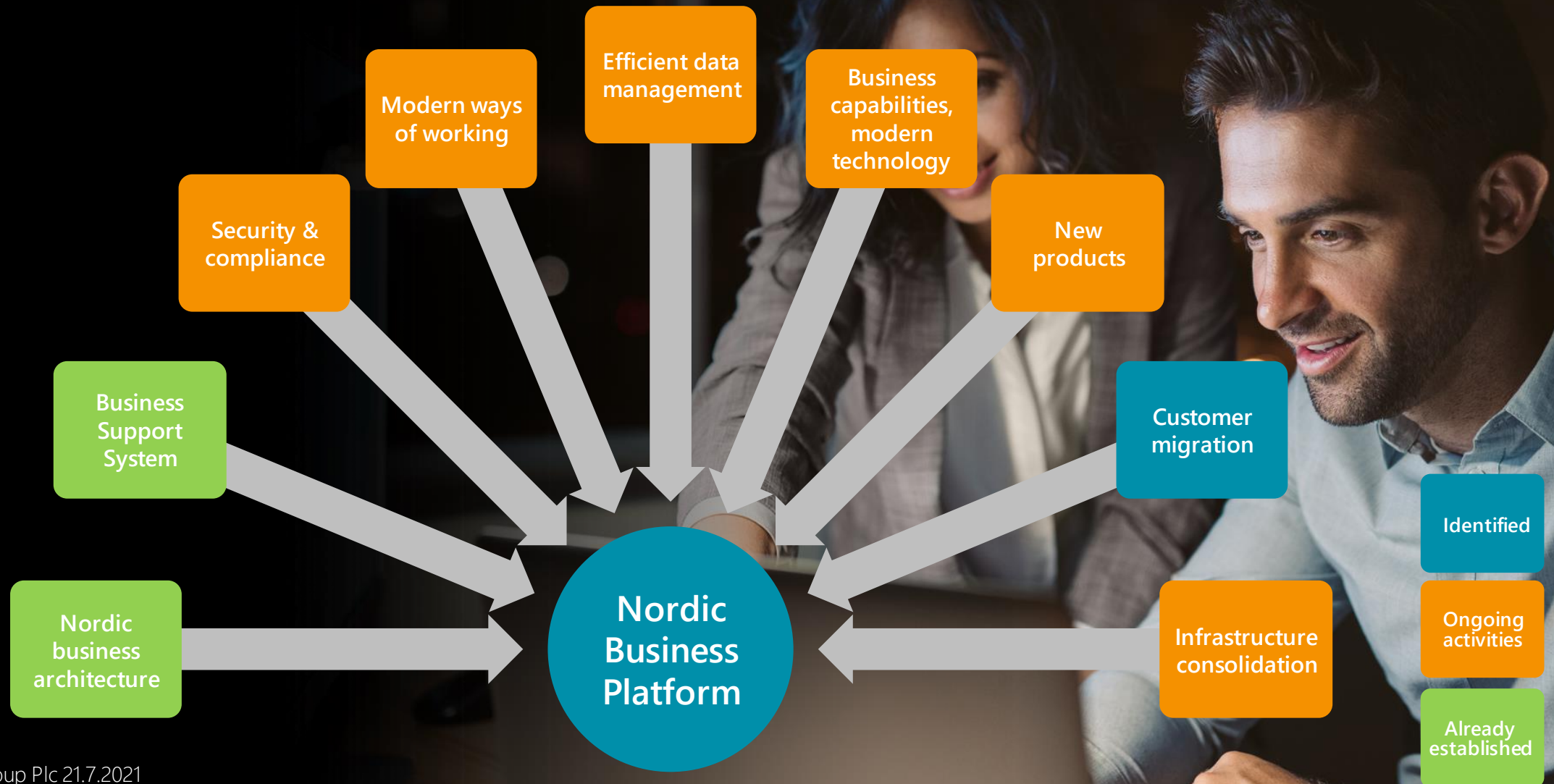


Higher share of new services

- Accelerated innovation and customer focus
- Increased utilization and scalability of data assets

EUR 25-30M investment by 2025

TO SCALABLE NORDIC BUSINESS PLATFORM





KEY RATIOS Q2 / 2021

Key figures Q2 / 2021 and 2020



Net sales

42,1 MEUR

Adjusted EBITDA

16,1 MEUR

Adjusted EBITDA margin

38,2 %

Net debt to
adjusted
EBITDA
Q2 / 2021
2,7x

Net sales

151,3 MEUR

Adjusted EBITDA

54,0 MEUR

Adjusted EBITDA margin

35,7 %

Overview of Q2 / 2021



EUR million (unless stated otherwise)	Q2 / 2021	Q2 / 2020	FY 2020
Net Sales	42,1	36,7	151,3
Growth (year-on-year)	14,7 %	3,3 %	3,7 %
Adjusted EBITDA	16,1	12,5	54,0
Adjusted EBITDA margin	38,2 %	33,9 %	35,7 %
Adjusted EBIT	13,5	10,2	45,0
Adjusted EBIT margin	32,0 %	27,8 %	29,7 %
New products and services (% of Net sales)	7,4 %	4,9 %	5,6 %
EBITDA	15,9	10,7	49,1
EBIT	10,1	5,4	27,8

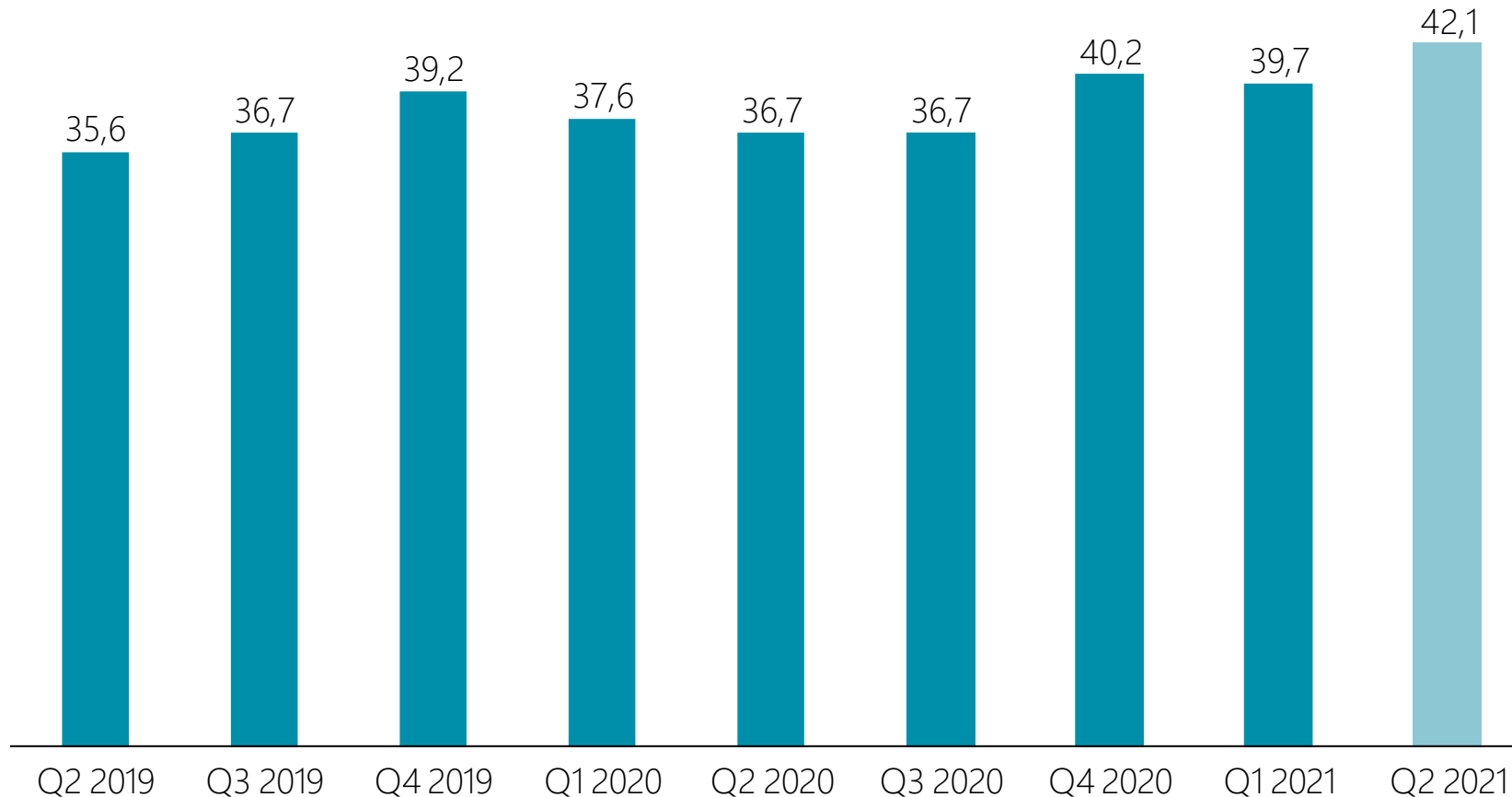
COMMENTS

- Net sales grew +14,7 % at reported FX rates and +11,4 % at comparable FX rates.
- Adjusted EBITDA increased by +29,0 % at reported FX rates and +26,3 % at comparable FX rates.
- Adjusted EBITDA and Adjusted EBITDA margin increased significantly year-on-year due to strong net sales development with growth concentrated on the service offering of highest scalability, overall cost consciousness and prioritization, as well as realized cost synergies.

Net sales by quarter



■ Net sales, EUR million



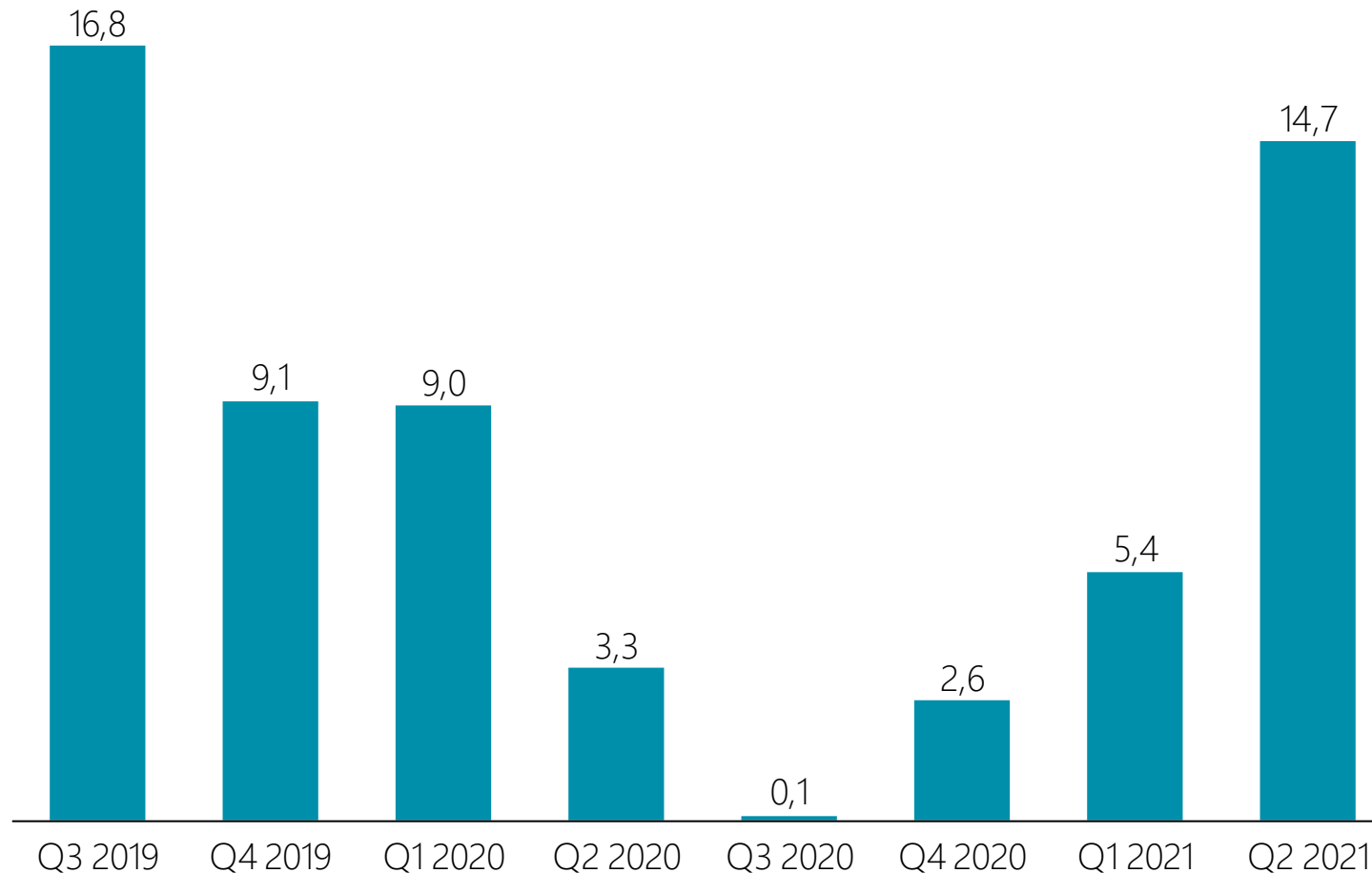
COMMENTS

- Q2/2021 reported Net sales growth driven by strong organic growth in all business areas combined with favorable FX development.
- Q3/2019 onwards with Proff companies' results consolidated to Enento Group.

Net sales growth



■ Net sales growth, year-on-year, reported, %



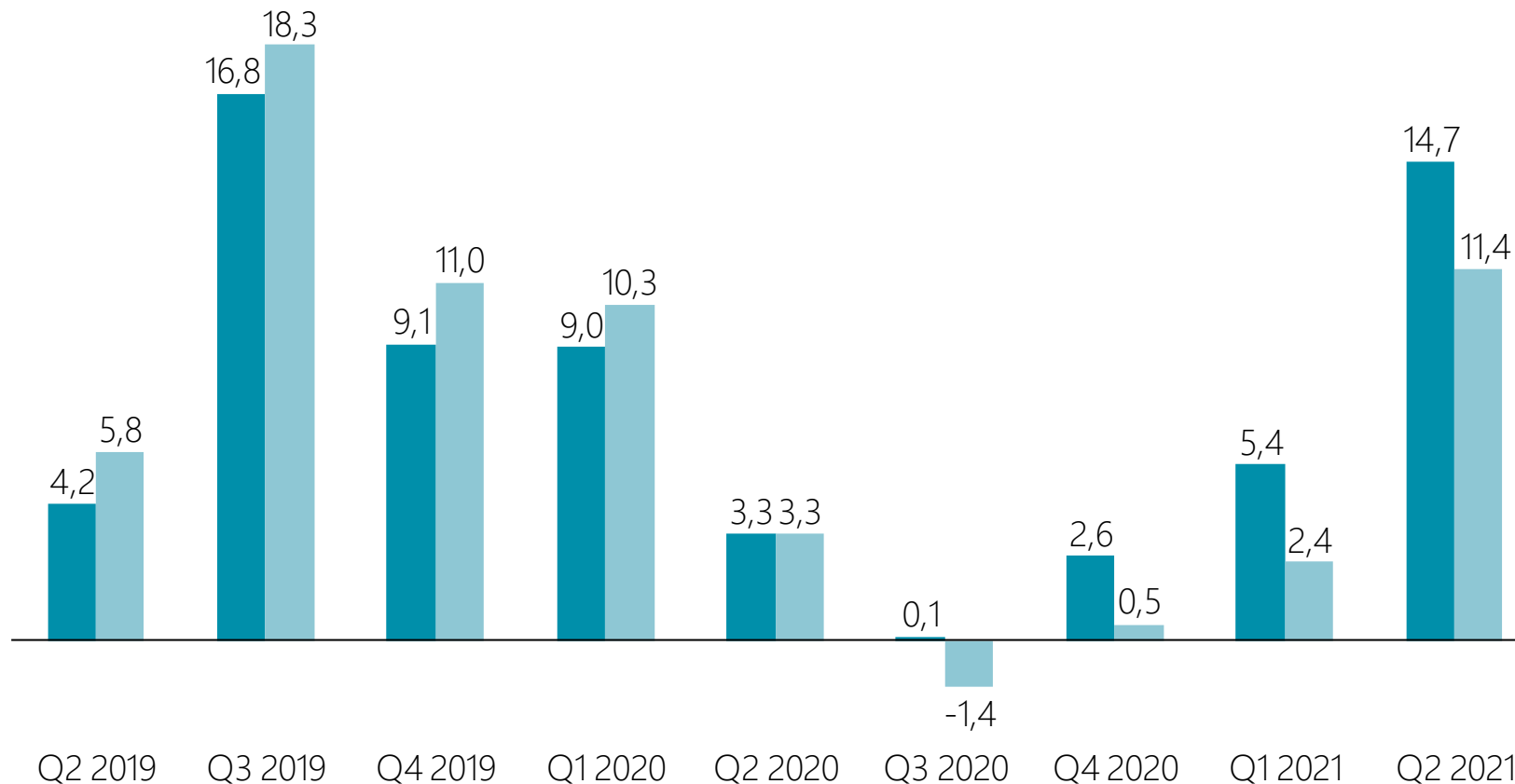
COMMENTS

- Q2/2021 reported Net sales growth driven by strong organic growth in all business areas combined with favorable FX development.
- Recovery of the Swedish consumer information demand positively impacting Q2/2021 net sales.
- New services provided for an important growth component across all business areas in Q2/2021.
- Q3/2019 onwards with Proff companies' results consolidated to Enento Group.

Net sales growth

PRO FORMA

- Net sales growth at reported FX, year-on-year, %
- Net sales growth at comparable FX, year-on-year, %



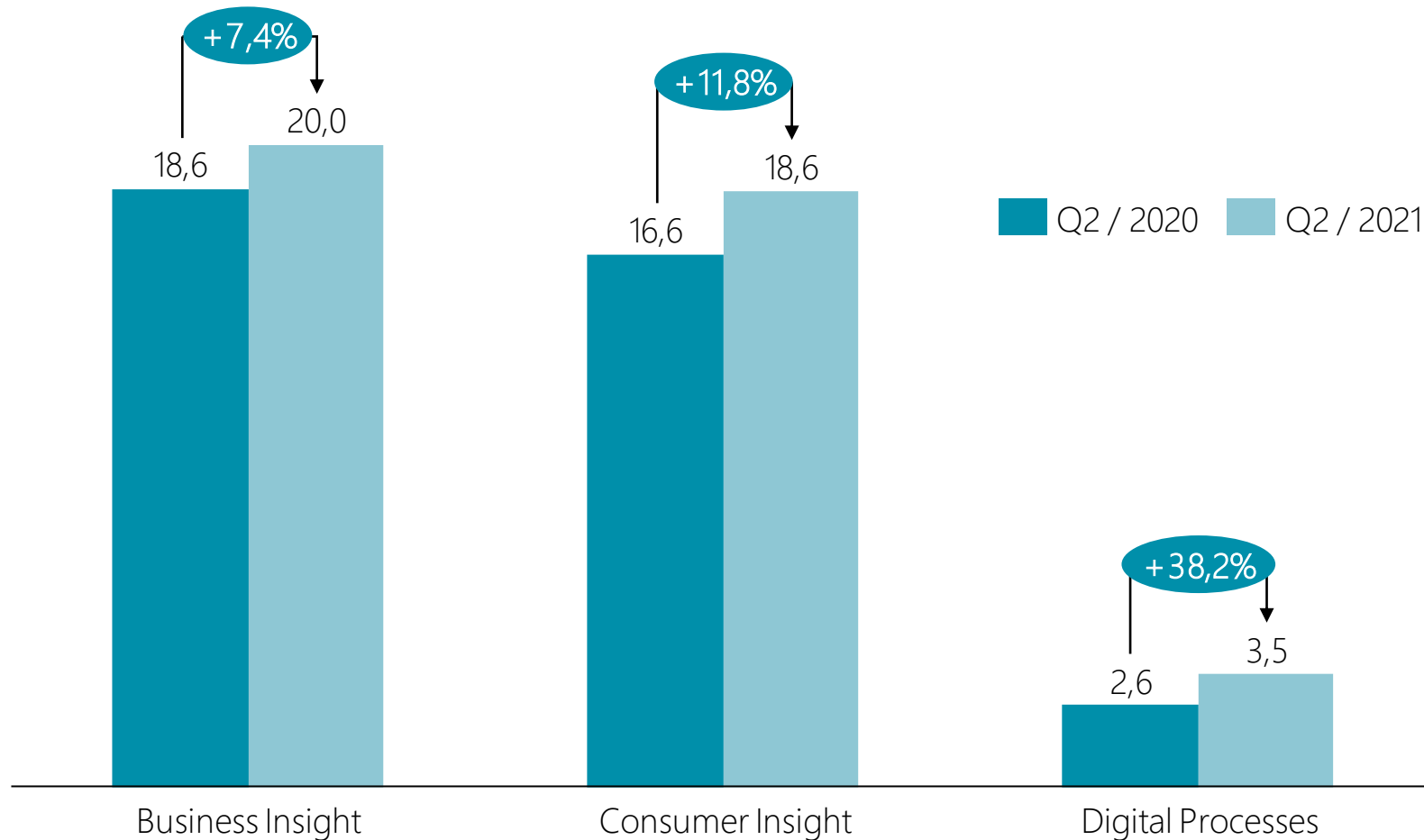
COMMENTS

- FX comparable growth rate +11,4 % in Q2/2021.
- One banking day more year-on-year in Q2/2021.
- Recovery of the Swedish consumer information demand positively impacting Q2/2021 net sales.
- New services provided for an important growth component across all business areas in Q2/2021
- Q3/2019 onwards with Proff companies' results consolidated to Enento Group.



Revenue by business area

AT COMPARABLE FX RATES



COMMENTS

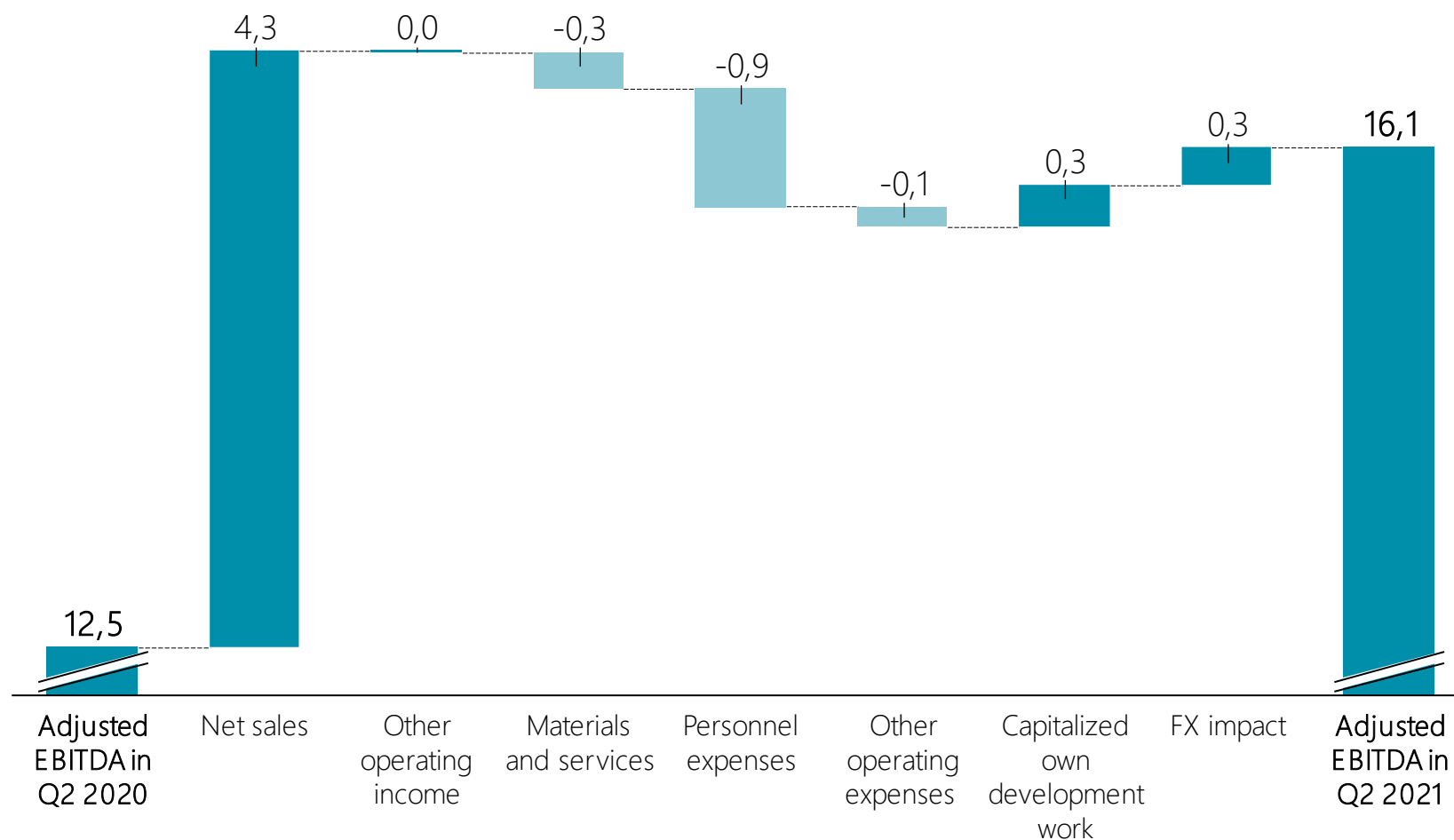
- Business Insight was able to deliver good growth in Q2, especially driven by the strong development of premium services for SMEs, while at the same time the entire Business Insight service portfolio developed positively.
- Consumer Insight grew strongly due to the revived market demand in Sweden, the good development of refined value-added services and the continued strong development of direct-to-consumer services.
- Digital Processes grew very strongly due to continued high demand for real estate information services and digital housing transaction services.
- Successful service development investments supported the development of net sales in all business areas.

Adjusted EBITDA



COMMENTS

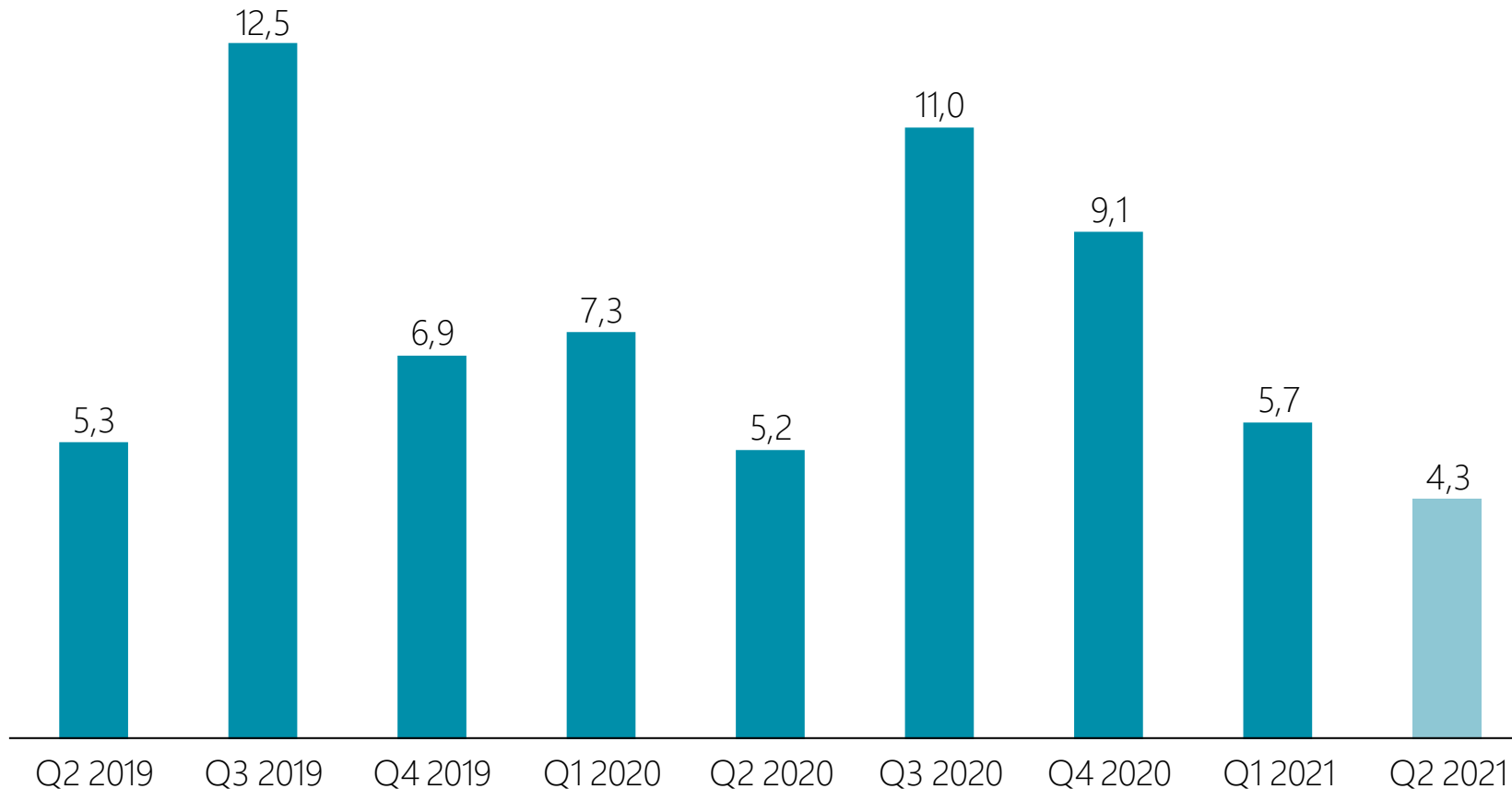
- Adjusted EBITDA increased significantly year-on-year due to strong net sales development with growth concentrated on the service offering of highest scalability, overall cost consciousness and prioritization, as well as realized cost synergies.
- Increase y-on-y +29,0 % in Q2/2021.
- FX comparable growth rate +26,3 %.



Free cash flow



Free cash flow, EUR million



COMMENTS

- Cash conversion at 27,0 %.
- Cash flow from operating activities before change in working capital developed strongly, supported by the good profitability development of the business. Change in net working capital was negative as revenue growth increased receivables.
- High development investments in new services, service platform and consolidation of IT environments affected free cash flow.
- Free cash flow containing EUR -0,2 million (EUR -1,1 million) impact from items affecting comparability, and containing EUR -1,1 million (EUR -0,4 million) impact from management's long-term incentive plan.

Key indicators



EUR million (unless stated otherwise)	Q2 / 2021	Q2 / 2020	FY 2020
Net debt	161,1	150,2	143,0
Net debt / adjusted EBITDA	2,7	3,0	2,6
Gearing, %	53,0	49,6	45,4
Equity ratio, %	57,9	57,7	58,3
Free cash flow	4,2	5,2	32,6
Cash conversion, %	27,0	48,8	66,3
Gross investments	4,3	3,1	12,0

COMMENTS

- Cash position of EUR 7,4 million (committed EUR 20 million facility remains fully unutilized).
- Cash position impacted by distribution of funds (EUR 22,8 million) and Goava transaction (EUR 3,8 million)
- Net debt / adjusted EBITDA at 2,7x.
- Gross investments EUR 4,3 million (EUR 3,1 million). Increase related to high investment activity in new service development, IT platform transformation, and technology infrastructure consolidation, in accordance with strategy.

Net Sales guidance 2021 upgraded



Guidance ¹	21 July 2021
Net sales	Enento Group expects its net sales growth in 2021 to be in the middle of the range of its long-term target (5-10%) compared to previous year's net sales.
EBITDA	Enento Group expects its adjusted EBITDA margin to improve somewhat in 2021 compared to previous year.
Capital expenditure	Enento Group expects its capitalised product development and software expenses in 2021 to exceed the previous year's level.
	The Outlook assumes that exchange rates remain approximately on the same level as in the first half of 2021.
Previous guidance for 2021	
Net sales	Enento Group expects its net sales growth in 2021 to be in the long-term target range (5-10%) but somewhat lower than the mid-point of the target range.
EBITDA	Enento Group expects its adjusted EBITDA margin to improve somewhat in 2021 compared to previous year.
Capital expenditure	Enento Group expects its capitalised product development and software expenses in 2021 to exceed the previous year's level.
Dividend policy ²	
Dividends	The Company's dividend policy is to distribute as dividends at least 70 per cent of the Company's net profit, whilst, taking into consideration the business development and investment needs of the Group. Any dividends to be paid in future years, their amount and the time of payment will depend on Enento Group's future earnings, financial condition, cash flows, investment needs, solvency and other factors.

Note: (1) This forward-looking statement is not a guarantee of future performance; (2) Subject to the business development and investment needs of the Company. Any dividends to be paid in future years, their amount and the time of payment will depend on Enento's future earnings, financial condition, cash flows, investment needs, solvency and other factors.

Long term financial targets

Growth

5-10 percent annual average net sales growth.

Profitability

Adjusted EBITDA growth rate exceeding net sales growth rate.

Balance sheet structure

Net debt to Adjusted EBITDA below 3x.

Jeanette Jäger will commence as the CEO of Enento Group on 1 January 2022



ENENTO GROUP PLC, STOCK EXCHANGE RELEASE ON 15 JULY 2021 AT 9.30 A.M. EEST

Jeanette Jäger has been appointed Enento Group Plc's CEO and member of the Executive Management Team. She will start in her position on 1 January 2022.

Jeanette Jäger has strong experience in the Nordic banking and finance sector in leadership, ICT, Finance and Sales & Marketing positions. Since 2016 she has worked in the Swedish company Bankgirot, first as VP Digital Services and from 2017 as CEO of Bankgirot. Previously she has acted in different C-level positions in Tieto and TDC Communication.

Jukka Ruuska will continue in his position until 31 October 2021. We will communicate separately about the arrangements for the CEO's duties for the interim period from 1 November 2021 to 31 December 2021.

Changes in the management



Enento Group's CEO **Jukka Ruuska** gave notice of his resignation from the company on 21 April 2021. Jukka Ruuska will continue in his position until **31 October 2021**.

Enento Group's CIO and member of the Executive Management Team **Jörgen Olofsson** announced on 26 May 2021 his resignation from the company. Jörgen Olofsson will continue in his position until **30 November 2021**.

Enento Group's Director of the Business Insight Business Area and member of the Executive Management Team **Heikki Koivula** announced on 20 July 2021 his resignation from the company. Heikki Koivula will continue in his position until **15 January 2022**.

Sustainability Review 2020 published



Published on 14 June 2021

Enento Group's Sustainability Review 2020 outlines the key aspects, impact and targets of the Group's sustainability actions.

Committed to Net Zero emissions by 2023!

We look at sustainability through four dimensions:

- Enento's development of sustainable services to its customers,
- Enento's environmental impact,
- Enento as a sustainable workplace,
- Enento's impact on economic sustainability in the society.

enento.com/investors
enento.com/sijoittajat



FINANCIALS Q2 / 2021 SUMMARY

Q2 / 2021 Income statement



EUR million	Q2 / 2021	Q2 / 2020	FY 2020
Net sales	42,1	36,7	151,3
Other operating income	0,2	0,2	0,6
Materials and services	-6,9	-6,5	-25,4
Personnel expenses	-10,3	-9,2	-36,8
Work performed by the entity and capitalised	1,0	0,7	2,7
Other operating expenses	-10,2	-11,2	-43,3
Depreciation and amortisation	-5,8	-5,3	-21,3
Operating profit	10,1	5,4	27,8
Finance income and expenses	-0,6	-0,7	-2,7
Profit before income tax	9,5	4,7	25,1
Income tax expense	-1,9	-1,0	-5,6
Profit for the period	7,6	3,7	19,4
Earnings per share attributable to the owners of the parent during the period:			
Basic earnings per share (EUR)	0,32	0,15	0,81
Diluted earnings per share (EUR)	0,32	0,15	0,81

Q2 / 2021 Cash flow



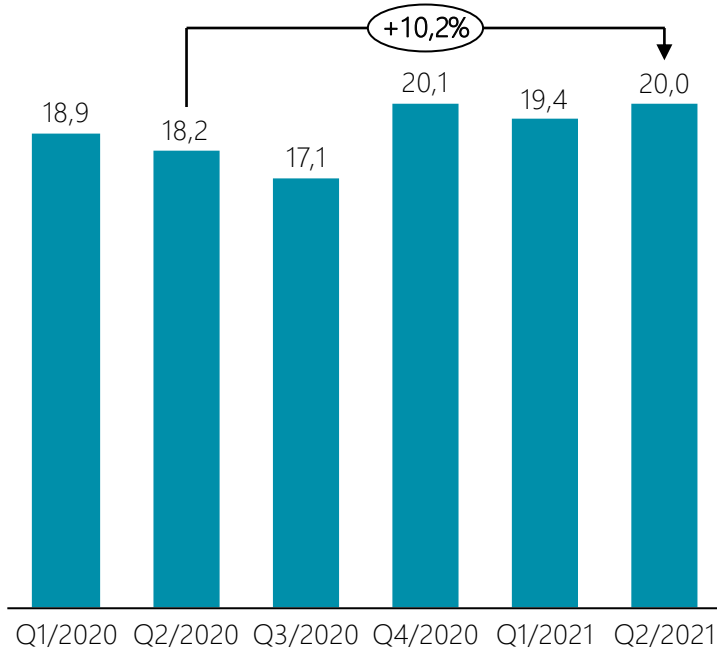
EUR million	Q2 / 2021	Q2 / 2020	FY 2020
Cash flows from operating activities			
Cash flows before change in working capital	14,8	10,1	48,7
Change in working capital	-3,6	-1,6	0,4
Net interests and other financing items	-1,1	-1,1	-2,5
Income taxes paid	-2,3	-1,2	-5,7
Net cash from operating activities	7,8	6,2	40,9
Cash flows from investing activities			
Net cash used in investing activities	-8,2	-1,9	-10,3
Cash flows from financing activities			
Net cash used in financing activities	-23,4	-13,9	-24,9
Cash and cash equivalents at beginning of the period	31,2	20,1	20,4
Cash and cash equivalents at end of the period	7,4	17,1	26,2

Business area quarterly net sales

AT REPORTED FX RATES

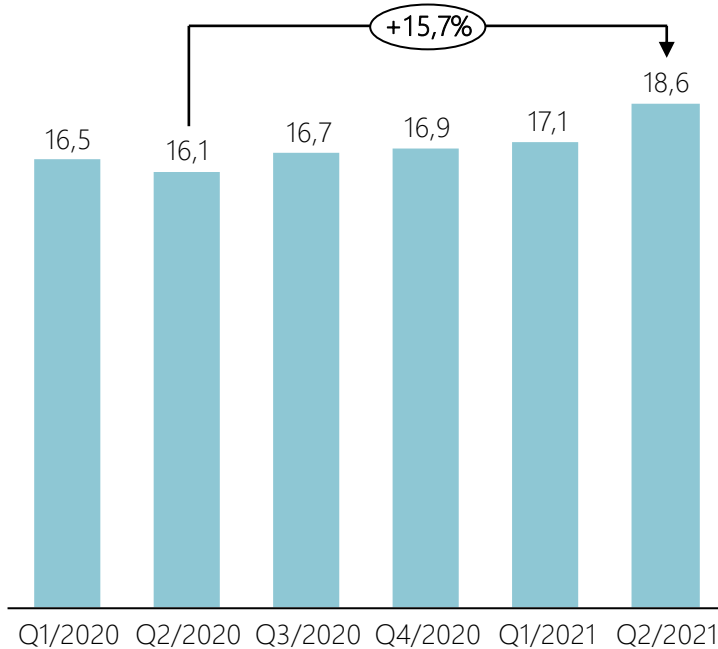
MEUR

Business Insight



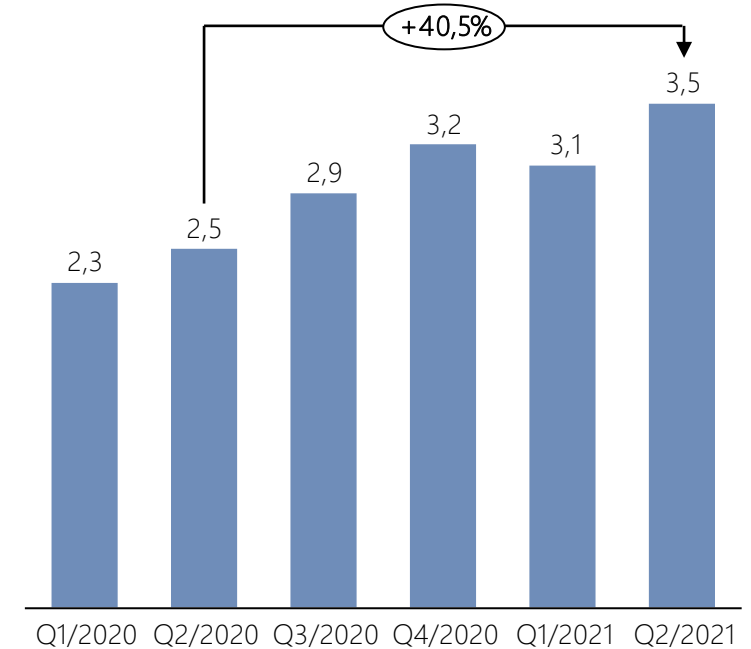
- Enterprise services designed for large customers have shown resilience in the unusual market conditions, being able to deliver growth based on new services. Market-driven volume growth sluggish as no sense of urgency visible in demand for risk management services.
- Premium services for SMEs performing strong, driven by sales activities and new service development.

Consumer Insight



- Consumer (credit) information services suffered from the economic impacts of covid-19, but clear market recovery in Sweden visible in Q2/2021.
- Direct-to-consumer as well as sales and marketing related services have delivered growth throughout the unusual covid-19 impacted market environment period.

Digital Processes



- Digital Processes growing strong during last twelve months, driven by high market demand for digital real estate and housing related services, combined with service development driving higher value per transaction.
- Future growth will require continued success of new service launches, and the development focus is further in the digitalization of data intensive processes in housing.



THANK YOU!
Time for Q&A



Further information Enento Group Plc

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