

CEO Jeanette Jäger and  
CFO Elina Stråhlman  
23 April 2024

# Enento Group Plc

Interim Report

1.1.2024-31.3.2024





# Key figures 2024 YTD

Building trust in the everyday.



NET SALES  
FROM NEW SERVICES

**14,0%**

31.3.2024



ADJUSTED EBITDA

**12,4** MEUR



FREE CASH FLOW

**6,9** MEUR



We are carbon neutral  
and have reduced 77%  
of emissions since 2019



NPS SCORE STRATEGIC AND  
LARGE CUSTOMERS 31.3.2024

**51**



NET SALES 31.3.2024

**37,3** MEUR



ADJUSTED EBITDA MARGIN 31.3.2024

**33,3** %



MARKET CAPITALISATION 31.3.2024

**411** MEUR



EMPLOYEES

In average in 2023

**404**

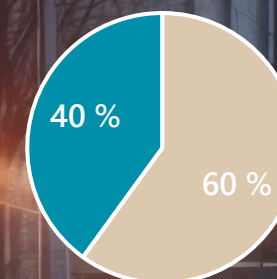


EMPLOYEE TEMPERATURE INDEX

31.3.2024

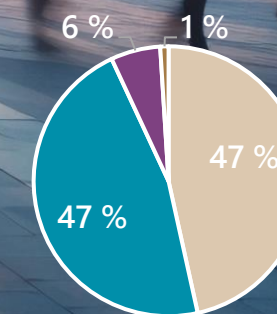
**7,8**

Share of net Sales by  
Business Area 2024 YTD



■ BUSINESS  
INSIGHT  
■ CONSUMER  
INSIGHT

Share of Net Sales by  
Country 2024 YTD\*



■ SWEDEN  
■ FINLAND  
■ NORWAY  
■ DENMARK

# Key figures Q1 2024



NET SALES

-5,2%\*  
-6,3%\*\*

**37,3** MEUR

ADJUSTED EBITDA -15,6%  
-15,2%\*\*

**12,4** MEUR

ADJUSTED EBITDA MARGIN

-3,5 pp-%\*\*

**33,3** %

FREE CASH FLOW -31,9%

**6,9** MEUR

NET DEBT TO ADJUSTED EBITDA

**2,4** X (2,1x)

SHARE OF NEW SERVICES

3,6 pp-%

**14,0** %



# HIGHLIGHTS Q1 2024

## NET SALES AND PROFITABILITY

- Net sales declined by 5,2%\* due to weak consumer credit information demand in Sweden and lowered demand in Finland
- Successful efficiency measures and cost control leading to 33,3%\*\* EBITDA margin

## EFFICIENCY PROGRAM

- Target increased from 8 to 10 MEUR by the end 2024
- MEUR 7,4 run-rate impact achieved (over 70% of the target)

## CUSTOMER EXPERIENCE

- NPS from strategic and large customers remained on a high level at 51, clearly above industry peers\*\*\*

## NEW SERVICES

- Service development focus in the prioritized growth areas
- Impressive share of net sales from new services 14,0% (10,4%)



**Efficiency measures and new service sales supporting performance amid challenges in Consumer Insight**

# Efficiency Program: Target extended to EUR 10M by the end of 2024, over 70% already achieved



## FTE EFFICIENCY

→ Further FTE efficiencies realized through voluntary redundancies



## IT EFFICIENCY

- Application maintenance and development transition to TCS continues in 2024 with further efficiencies expected during the year
- IT infrastructure consolidation is moving into implementation phase, starting in Sweden during Q2



## OTHER

- Sales efficiencies and partnership models in focus in 2024. First implementations in direct-to-consumer ongoing.
- Plans to move into smaller facilities in Finland proceeding



## TOTAL PROGRESS

→ More than 70% (MEUR 7,4) of the targeted benefits on a run-rate basis has been achieved





# Business Area Update

# Business Insight

The business area maintained its positive growth trajectory in Finland, Norway, and Denmark. In Sweden, the macroeconomic headwinds have affected the demand for business information services.



**Net Sales +1,8%**  
**22,2 MEUR**

Organic, at comparable FX rates



## Highlights Q1 2024

- New services driving strong net sales growth in the real estate information services in Finland and Sweden
- Premium services targeted to SMEs across all countries had a strong quarter
- Nordic compliance offering development and expansion continues
  - The transition towards a recurring revenue model is expected to provide stability in terms of revenue development
  - Product development push continues in all markets, improved offering out in Sweden



# Combining real estate and ESG data to support customers in property valuation, credit and portfolio management processes



## Possible climate damages for buildings

WIND  
RAIN  
FLOODING  
FIRE  
DROUGHT  
EROSION



## Risk analysis tools



Manual analysis



On-site inspections



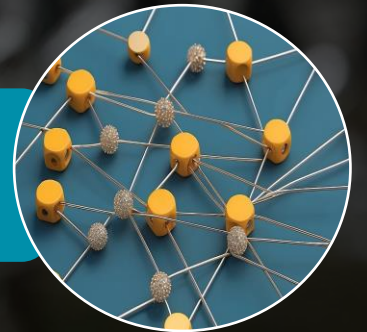
Digital services

Risk class & property specific climate information

## Property Climate Risk Service in Sweden



COMBINING PROPERTY & ESG DATA INTO CLIMATE RISK DATA

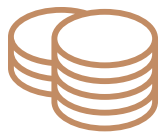


- ✓ Enento Group's unique proprietary service
- ✓ Digitalization and automation of mortgage and property information processes
- ✓ Several banks are currently using the service, including a top 5 bank in Sweden



# Consumer Insight

Consumer credit information demand continues to drop in Sweden and Finland amid macroeconomic challenges



**Net Sales -14,0%**  
**15,1 MEUR**

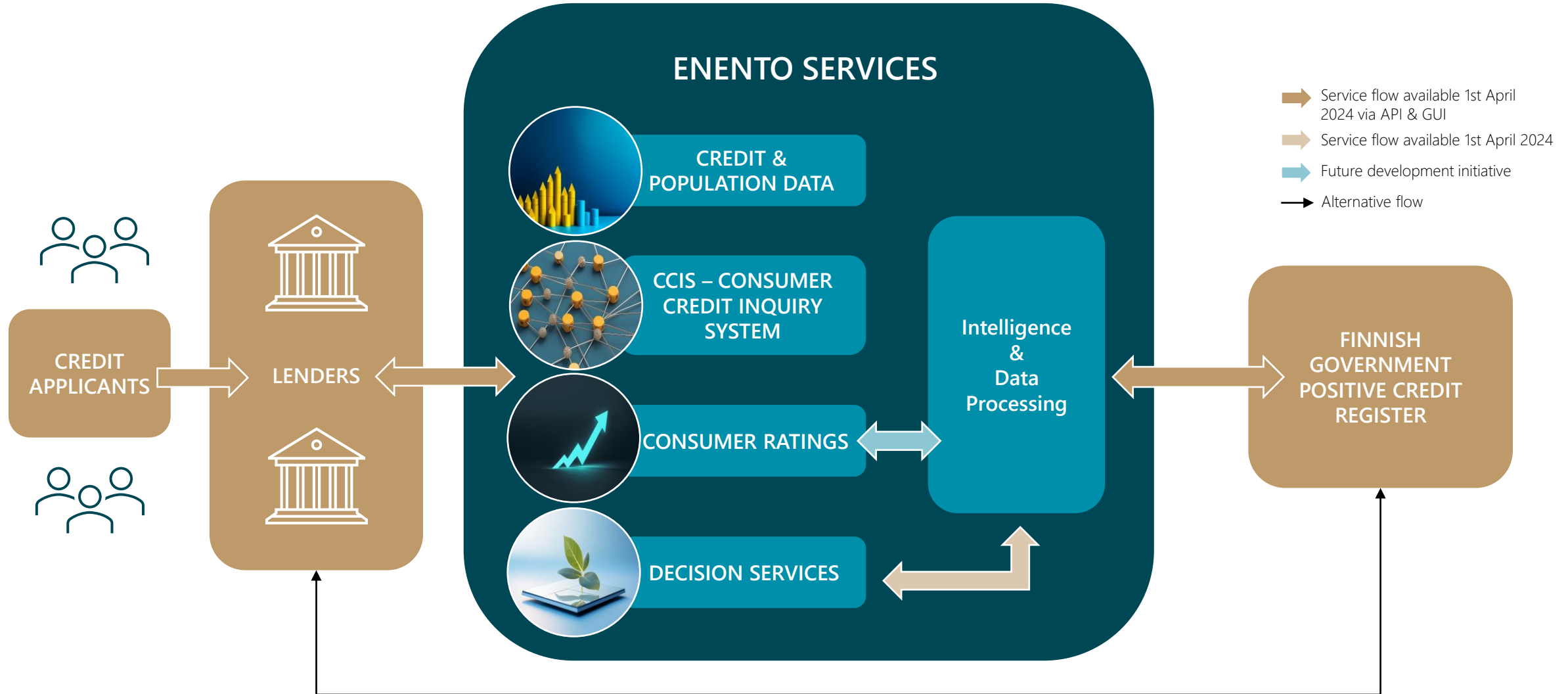
Organic, at comparable FX rates



## Highlights Q1 2024

- Finnish positive credit register started on 1 April 2024
  - Our services in Finland have been integrated with the new governmental credit register data
  - Many customers depend on our expertise to access this data and enhance it through our analytics and decisioning services
- In Sweden, we have started discussions with potential customers to promote our PSD2 service for open banking data which has already attracted high interest and promising sales pipeline
- The adoption of the daily updated credit register continues, with the old legacy register scheduled to be closed during Q2
- Consumer marketing information services in both countries witnessed growth as new customers were onboarded

# Integration use cases with the new positive credit register in Finland: Enhanced value through Enento services







# Looking Ahead

# Clear Priorities for 2024



## Growth from new services and market penetration

Advancing in launching new services in several strategic growth areas and enhancing our existing core offering. Expansion to selected new customer verticals and focus on market penetration.



## Continued cost efficiency

Achieved through continuous focus on efficiency activities, with progress being made towards further efficiencies in IT, vendor and application consolidations and other identified areas.



## Macroeconomic headwind will continue affecting our volumes

- Dependency to overall economic activity
- Consumer confidence impacting credit information demand in our core markets







# CFO Highlights



# Key figures Q1 / 2024



## Q1 / 2024

Net sales <sup>-6,3%\*</sup>  
<sup>-5,2%\*\*</sup>

**37,3** MEUR

Adjusted EBITDA <sup>-15,2%\*</sup>

**12,4** MEUR

Adjusted EBITDA %  
<sup>-3,5 pp-%\*</sup>

**33,3** %

Adjusted EBIT <sup>-21,4%\*</sup>

**9,4** MEUR

Net debt to adjusted EBITDA  
<sup>0,3x</sup>

**2,4**x

## Q1 / 2023

Net sales

**40,0** MEUR

Adjusted EBITDA

**14,7** MEUR

Adjusted EBITDA %

**36,8** %

Adjusted EBIT

**12,0** MEUR

Net debt to adjusted EBITDA

**2,1**x

\* At comparable foreign exchange rates

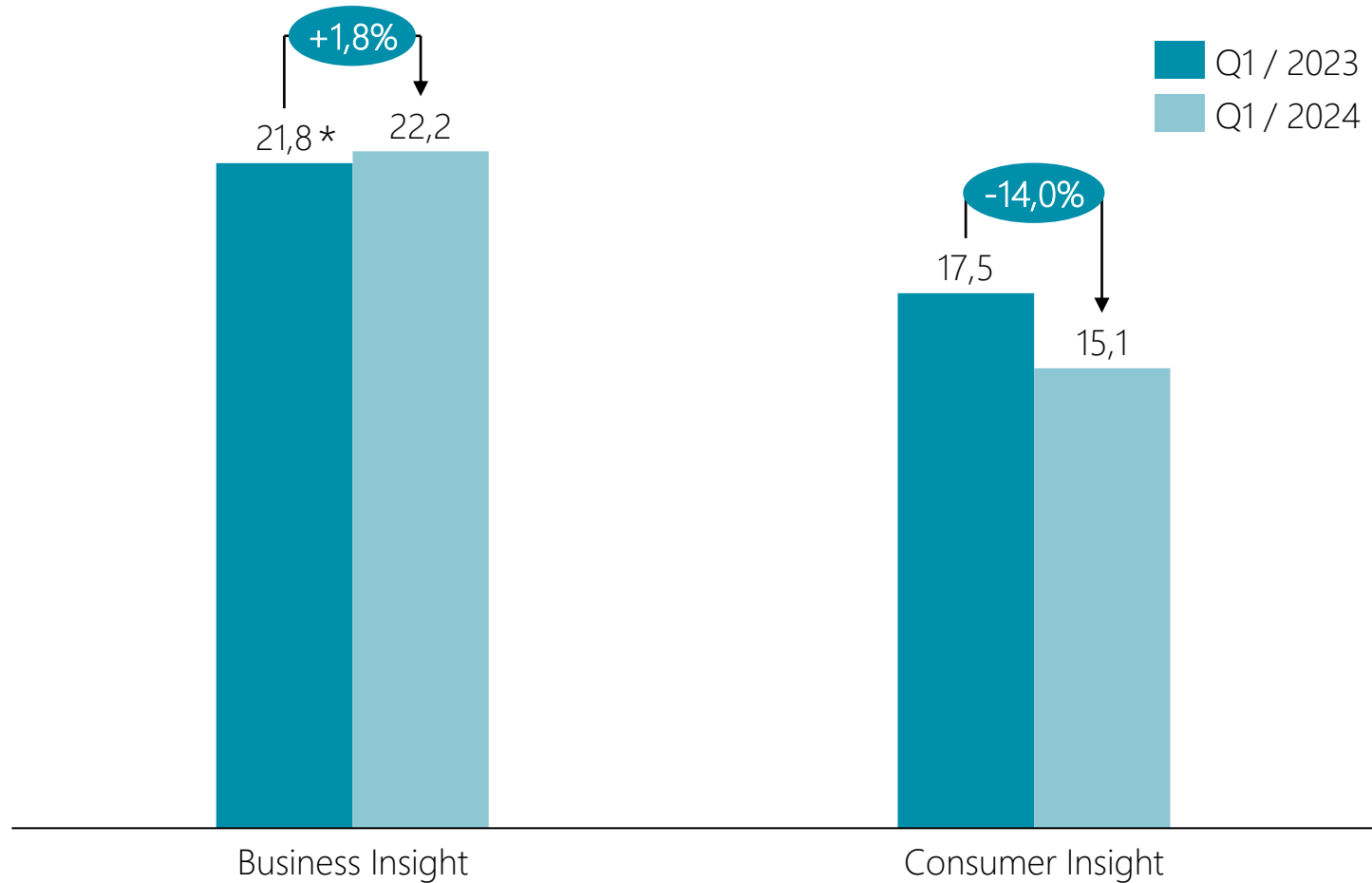
\*\* Organic growth (excl. Tambur), at comparable foreign exchange rates





# Revenue by business area

GROWTH AT COMPARABLE FX RATES



## COMMENTS

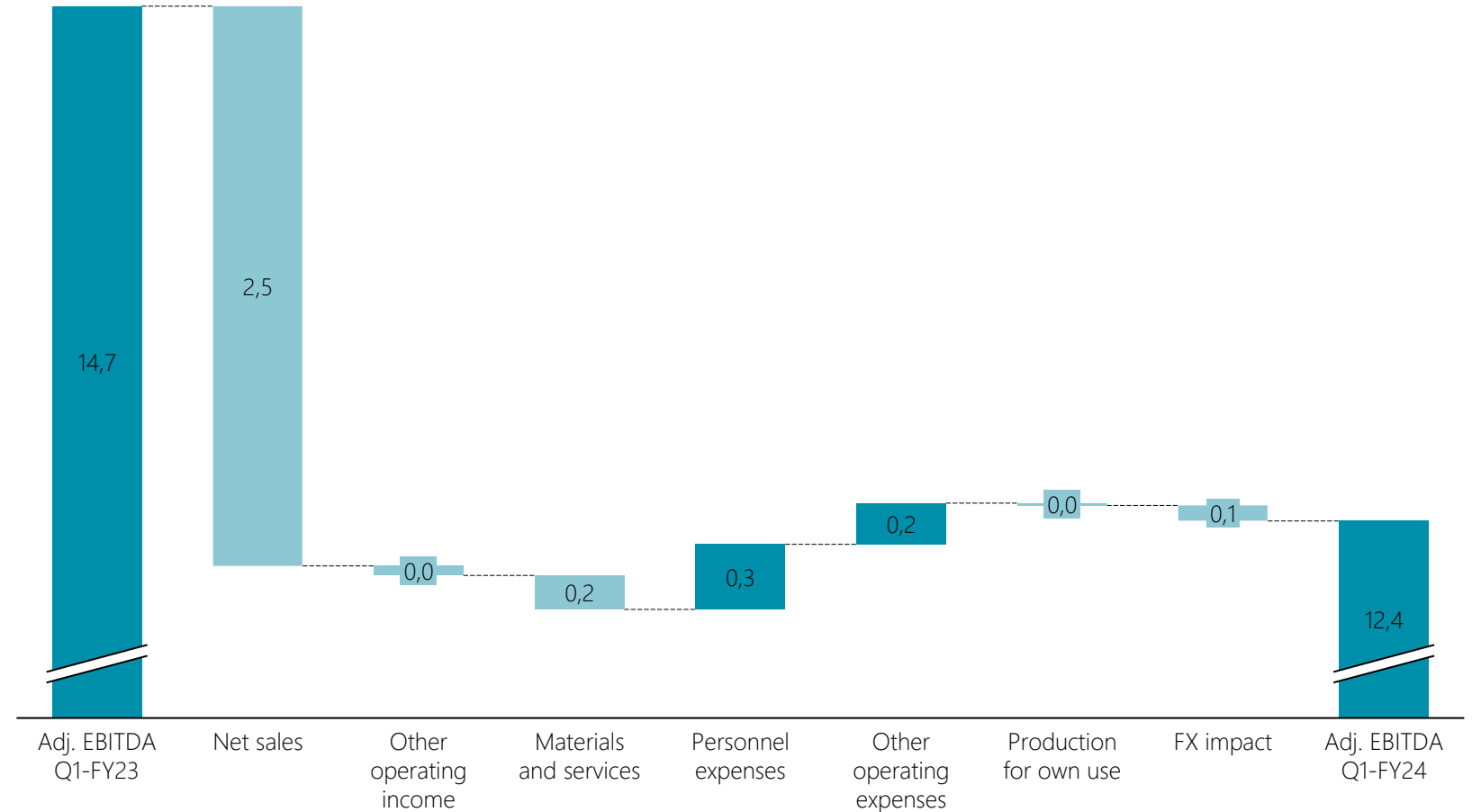
- Business Insight development remained stable. Strong growth in real estate services continued, thanks to new services introduced. Also demand for premium services for SMEs supported the growth
- In Consumer Insight, low consumer lending volumes negatively impacted net sales in both countries, but especially in Sweden.

# Adjusted EBITDA



## COMMENTS

- Adjusted EBITDA margin 33,3%, margin declined with -3,5%p y-on-y at comparable rates and -3,5%p y-on-y at reported rates.
- Adjusted EBITDA decreased year-on-year due to challenging market conditions resulting in lower revenue especially in consumer credit information services. Also sales mix was less favorable.
- However, successful cost optimization and profitability improvement actions partly offsetting the negative topline development .
- Adjusted EBITDA decrease y-on-y -15,6% with comparable rates and -15,2% with reported rates

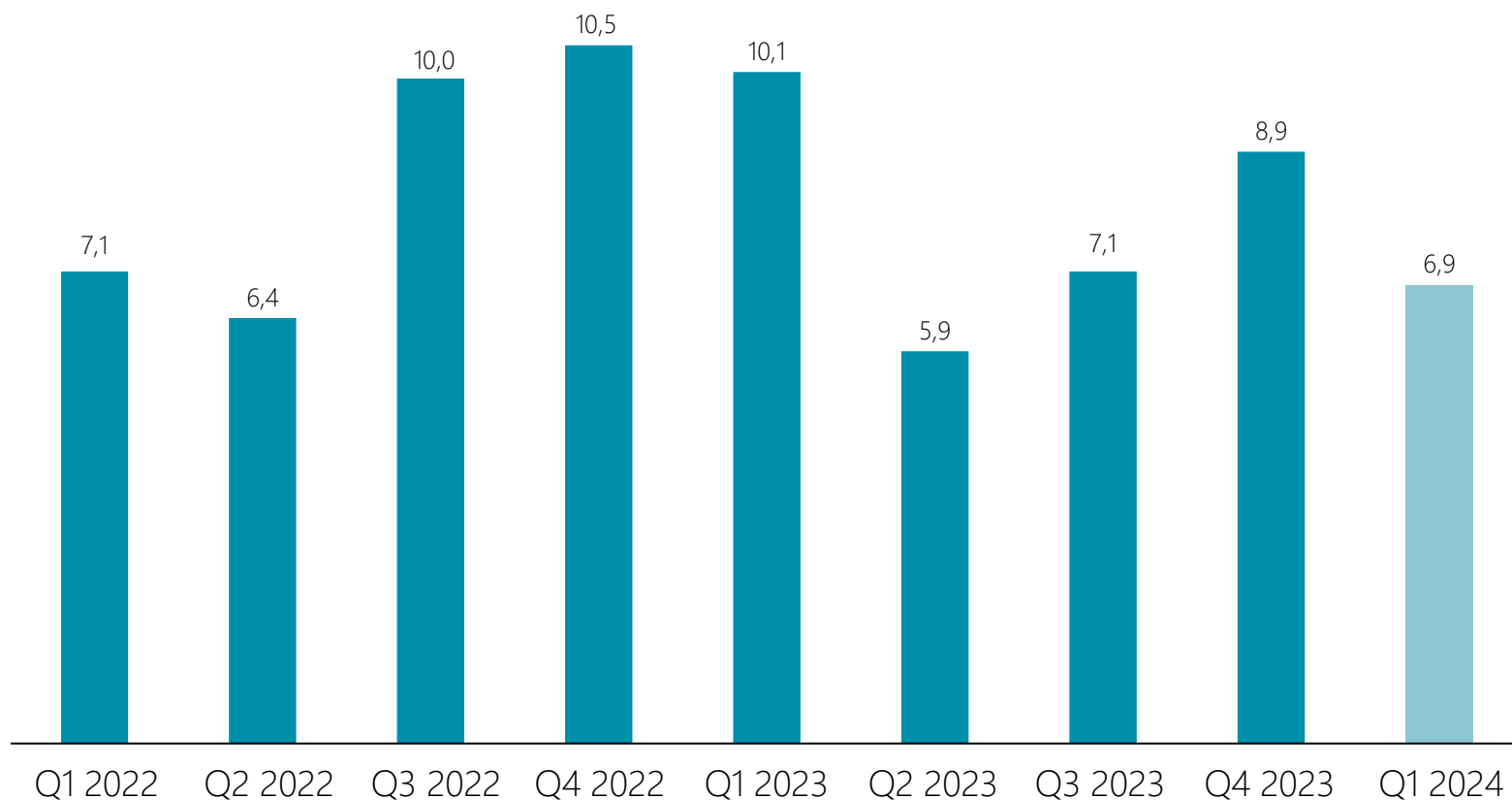




# Free cash flow



Free cash flow, EUR million



## COMMENTS

- Cash conversion in Q1 2024 was 66,3% (83,5%). Adjusted cash conversion, comparing the adjusted free cash flow to Adjusted EBITDA was 64,7% (76,7%).
- Free cash flow remains still solid but decreased compared with the corresponding quarter to EUR 6,9 million (EUR 10,1 million). The decline was mainly due to the change in working capital and the profitability development compared to Q1 2023, with some offset from lower investment activity.
- Adjusted free cash flow, excluding paid items affecting comparability also declined compared to previous year and was EUR 8,0 million (EUR 11,3 million).
- Impact of the items affecting comparability in cash flow were EUR -1,1 million (EUR -1,2 million).

# Key indicators



EUR million (unless stated otherwise)	Q1 / 2024	Q1 / 2023	FY 2023
Net debt	134,2	128,7	139,7
Net debt / adjusted EBITDA	2,4	2,1	2,4
<hr/>			
Gearing, %	50,7	47,4	49,4
Equity ratio, %	56,8	55,2	58,9
<hr/>			
Free cash flow	6,9	10,1	32,0
Cash conversion, %	66,3	83,5	62,6
<hr/>			
Gross investments	3,0	4,5	11,1

## COMMENTS

- Cash position at EUR 18,1 million (committed EUR 30 million facility remains fully unutilized).
- Net debt / adjusted EBITDA at 2,4x.
- Gross investments EUR 3,0 million (EUR 4,5 million).





# Thank You.

Time for Q&A



# Financials Q1 / 2024 Summary

# Overview



EUR million (unless stated otherwise)	Q1 / 2024	Q1 / 2023	FY 2023
Net Sales	37,3	40,0	155,9
Change (year-on-year, comparable fx)	-6,3%	2,3%	-2,6%
Adjusted EBITDA	12,4	14,7	57,1
Change (year-on-year, comparable fx)	-15,2%	12,3%	-2,9%
Adjusted EBITDA margin	33,3%	36,8%	36,6%
Adjusted EBIT	9,4	12,0	46,0
Adjusted EBIT margin	25,1%	29,9%	29,5%
New services (% of net sales)	14,0%	10,4%	19,1%
EBITDA	10,4	12,1	51,0
EBIT	5,2	6,9	30,4



# Income statement



EUR million	Q1 / 2024	Q1 / 2023	FY 2023
<b>Net sales</b>	<b>37,3</b>	<b>40,0</b>	<b>155,9</b>
Other operating income	0,0	0,1	0,4
Materials and services	-6,8	-6,6	-26,6
Personnel expenses	-11,6	-12,0	-40,1
Work performed by the entity and capitalised	1,0	1,1	3,2
Other operating expenses	-9,6	-10,3	-41,7
Depreciation and amortisation	-5,2	-5,2	-20,6
<b>Operating profit</b>	<b>5,2</b>	<b>6,9</b>	<b>30,4</b>
Share of results of associated companies	-0,2	-0,3	-0,8
Finance income and expenses	-1,2	-1,3	-7,4
<b>Profit before income tax</b>	<b>3,9</b>	<b>5,3</b>	<b>22,2</b>
Income tax expense	-0,8	-1,1	-4,7
<b>Profit for the period</b>	<b>3,1</b>	<b>4,3</b>	<b>17,6</b>
Earnings per share attributable to the owners of the parent during the period:			
Basic earnings per share (EUR)	0,13	0,18	0,74
Diluted earnings per share (EUR)	0,13	0,18	0,73

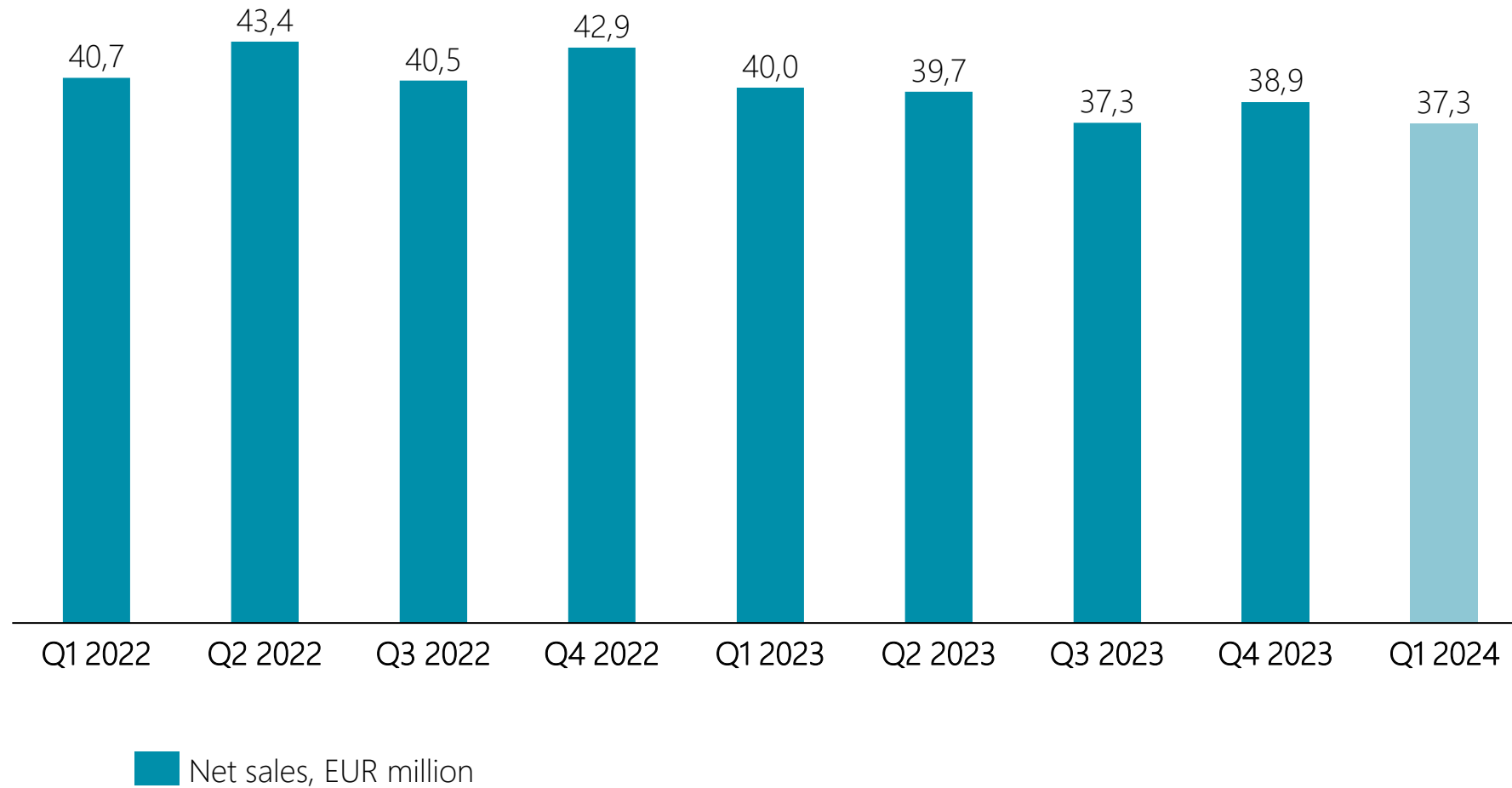
# Cash flow



EUR million	Q1 / 2024	Q1 / 2023	FY 2023
<b>Cash flows from operating activities</b>			
Cash flows before change in working capital	11,5	13,7	51,2
Change in working capital	0,5	2,8	1,0
Net interests and other financing items	-3,5	-2,5	-6,2
Income taxes paid	-2,1	-1,7	-9,1
Net cash from operating activities	6,4	12,3	36,8
<b>Cash flows from investing activities</b>			
Net cash used in investing activities	-2,9	-4,6	-9,2
<b>Cash flows from financing activities</b>			
Net cash used in financing activities	-2,0	-0,7	-30,8
<b>Cash and cash equivalents at beginning of the period</b>	17,4	20,8	20,8
<b>Cash and cash equivalents at end of the period</b>	18,1	27,2	17,4

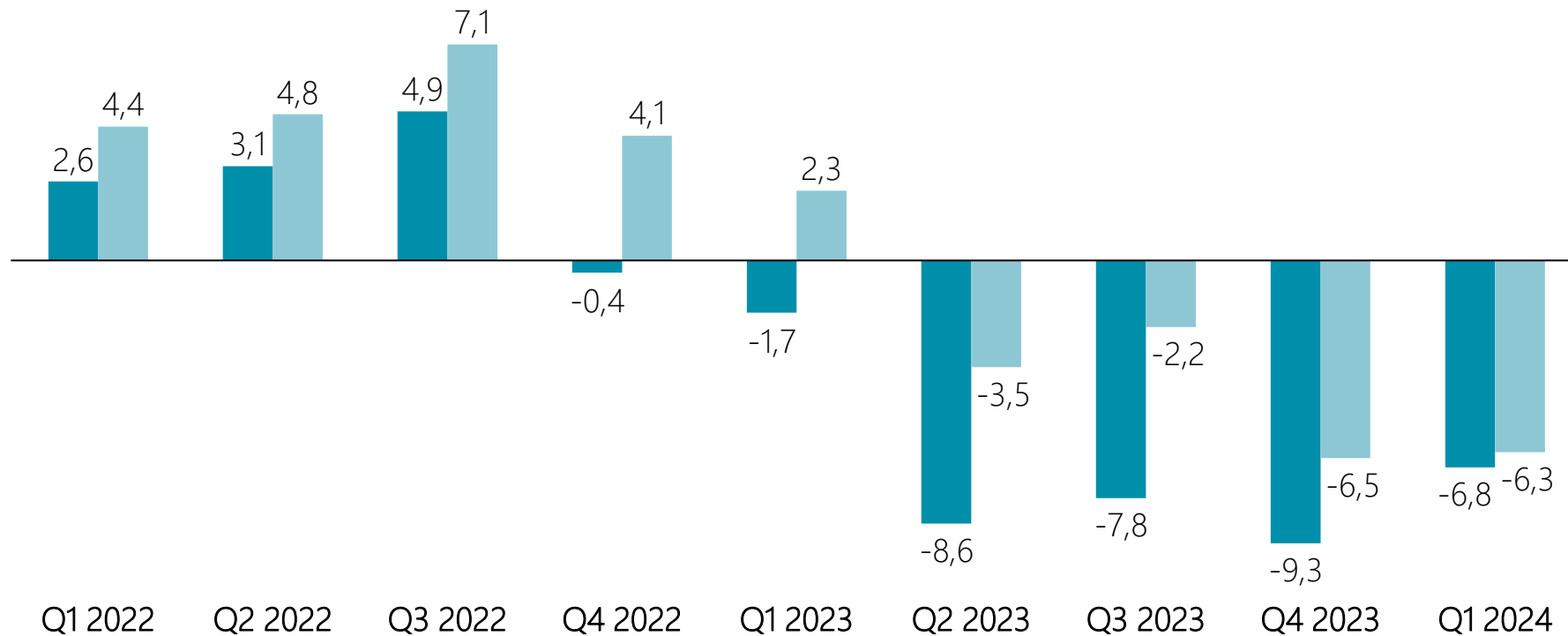


# Net sales by quarter





# Net sales growth



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

# Outlook 2024



The operating environment for Enento remains challenging and volatile due to the uncertainty in the general economic situation in our operating countries. This instability is expected to affect Enento's financial performance, notably within the Swedish consumer credit information sector. The first half of the year is expected to be challenging and while some recovery signs are visible for the second half of the year, these remain uncertain.

Enento continues to streamline its operations through the efficiency program, prioritizing careful cost control to maintain profitability level in a challenging market situation. The profitability of the company may also be affected by variations in the sales mix.

Given these conditions, Enento will not issue precise financial guidance for net sales or profitability at this stage.





# Enento Group Plc

Arto Pauku  
IRO  
+358 50 469 5380  
[arto.pauku@enento.com](mailto:arto.pauku@enento.com)

Elina Stråhlman  
CFO  
+358 40 564 7877  
[elina.strahlman@enento.com](mailto:elina.strahlman@enento.com)