

ENENTO GROUP PLC

# HALF YEAR FINANCIAL REPORT

1.1.–30.6.2022



Building trust in the everyday.

ENENTO GROUP PLC, STOCK EXCHANGE RELEASE 21 JULY 2022 AT 11.00 EEST

## Enento Group's Half Year Financial Report 1.1. – 30.6.2022: Continuing growth with solid development in Consumer credit information

### SUMMARY

#### April - June 2022 in brief

- Net sales amounted to EUR 43,4 million (EUR 42,1 million), an increase of 3,1 % (at comparable exchange rates an increase of 4,8 %).
- Adjusted EBITDA excluding items affecting comparability was EUR 15,5 million (EUR 16,1 million), a decrease of 3,6 % (at comparable exchange rates decrease of 2,2 %).
- Adjusted EBIT excluding items affecting comparability and amortisation from fair value adjustments related to acquisitions was EUR 12,8 million (EUR 13,5 million), a decrease of 5,1 %.
- Operating profit (EBIT) was EUR 9,7 million (EUR 10,1 million). Operating profit included amortisation from fair value adjustments of EUR 3,1 million (EUR 3,2 million) related to acquisitions and EUR 0,1 million (EUR 0,2 million) items affecting comparability mainly arising from redundancy related costs and integration costs.
- New services represented 5,1 % (7,4%) of net sales.
- Free cash flow amounted to EUR 6,4 million (EUR 4,3 million). The effect of items affecting comparability on free cash flow was EUR -0,2 million (EUR -0,2 million).
- Earnings per share was EUR 0,29 (EUR 0,32).
- Comparable earnings per share were EUR 0,40 (EUR 0,42)<sup>1</sup>.
- Enento Group made the second tranche investment in Goava Sales Intelligence AB, EUR 1,8 million.

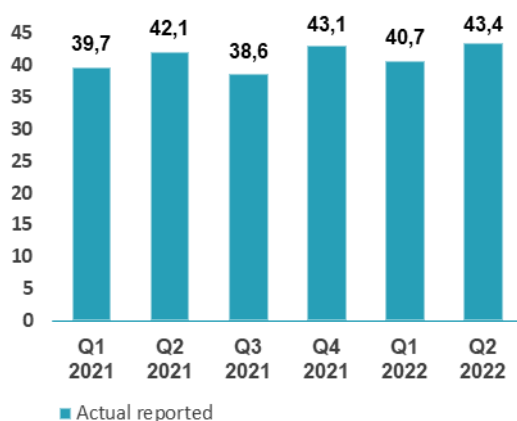
#### January - June 2022 in brief

- Net sales amounted to EUR 84,1 million (EUR 81,8 million), an increase of 2,8 % (at comparable exchange rates an increase of 4,6 %).
- Adjusted EBITDA excluding items affecting comparability was EUR 29,0 million (EUR 30,0 million), a decrease of 3,3 % (at comparable exchange rates a decrease of 1,8 %).
- Adjusted EBIT excluding items affecting comparability and amortisation from fair value adjustments related to acquisitions was EUR 22,3 million (EUR 25,0 million), a decrease of 10,9%. Adjusted EBIT includes an impairment and reversal of work-in-progress of EUR 1,6 million relating to Tambur service due to future transfer of the service.
- Operating profit (EBIT) was EUR 15,8 million (EUR 18,6 million). Operating profit included amortisation from fair value adjustments of EUR 6,1 million (EUR 6,3 million) and items affecting comparability of EUR 0,4 million (EUR 0,1 million) related to redundancy costs and integration costs. Operating profit also includes the above mentioned Tambur service related impairment.
- New products and services represented 5,3 % (7,2 %) of net sales.
- Free cash flow amounted to EUR 13,5 million (EUR 9,9 million). The effect of items affecting comparability on free cash flow was EUR -0,3 million (EUR -0,2 million).
- Earnings per share were EUR 0,47 (EUR 0,58).
- Comparable earnings per share were EUR 0,68 (EUR 0,79)<sup>1</sup>.

<sup>1</sup> The comparable earnings per share does not contain amortisation from fair value adjustments related to acquisitions or their tax impact.

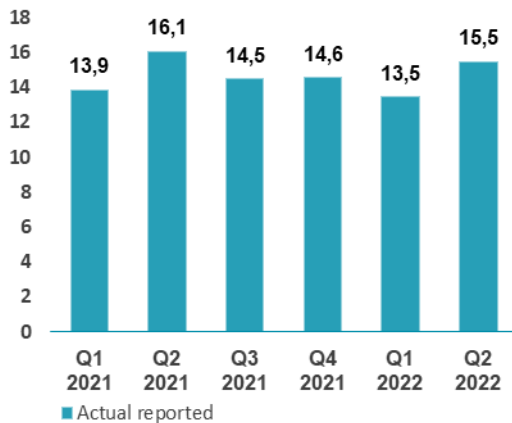
KEY FIGURES					
EUR million	1.4. – 30.6.2022	1.4. – 30.6.2021	1.1. – 30.6.2022	1.1. – 30.6.2021	1.1. – 31.12.2021
Net sales	43,4	42,1	84,1	81,8	163,5
Net sales growth, % (comparable fx rates)	4,8	11,4	4,6	6,8	5,9
Net sales growth, % (reported fx rates)	3,1	14,7	2,8	10,0	8,1
Operating profit (EBIT)	9,7	10,1	15,8	18,6	35,2
EBIT margin, %	22,3	24,1	18,7	22,7	21,6
Adjusted EBITDA	15,5	16,1	29,0	30,0	59,1
Adjusted EBITDA margin, %	35,7	38,2	34,5	36,7	36,2
Adjusted operating profit (EBIT)	12,8	13,5	22,3	25,0	49,0
Adjusted EBIT margin, %	29,5	32,0	26,5	30,6	30,0
New services of net sales, %	5,1	7,4	5,3	7,2	7,3
Free cash flow	6,4	4,3	13,5	9,9	29,8
Net debt to adjusted EBITDA, x	2,6	2,7	2,6	2,7	2,4

### Net sales, EUR million



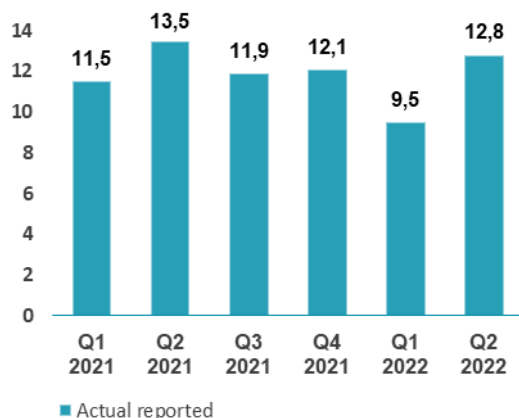
- Net sales growth in the second quarter was 3,1 % at reported exchange rates and 4,8 % at comparable exchange rates compared with the corresponding quarter of the previous year.
- Consumer Insight -business area continued to have a strong quarter. Consumer information services continued to recover in the Finnish market and in the Swedish market the demand for Consumer services developed positively.
- Business Insight -business area net sales developed moderately. All business lines were growing, led by strong growth in the demand for Freemium business line's advertising related services
- Digital Processes -business area grew mainly due to strong demand for compliance services. Record high comparables and decreasing market activity moderated the growth rate of real estate and digital housing transaction services.
- Successful service development investments supported net sales development in all business areas.

### Adjusted EBITDA, EUR million



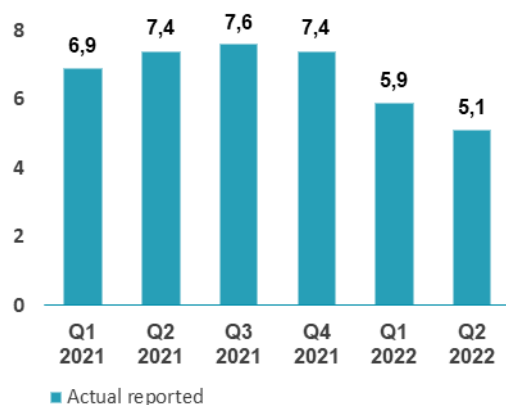
- Adjusted EBITDA decreased in the second quarter 3,6 % at reported exchange rates and 2,2 % at comparable exchange rates compared with the corresponding quarter of the previous year.
- Adjusted EBITDA development is continuing to be affected by expensed investments in Nordic business program. Furthermore, expensed Tambur development increased costs compared with second quarter last year. In addition change in sales mix affected the profitability with net sales growth coming from services with higher variable costs.
- Adjusted EBITDA margin was 35,7% (38,2 %).

### Adjusted operating profit (EBIT), EUR million



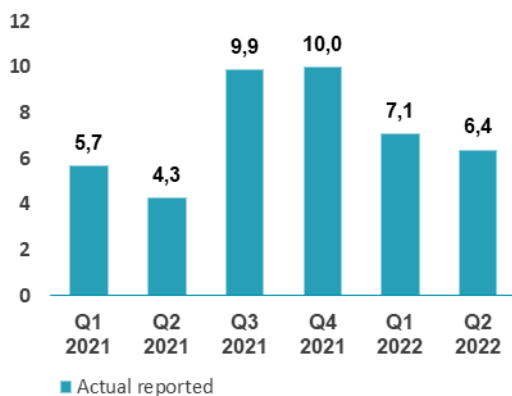
- Compared with the reference period, adjusted operating profit (EBIT) for the second quarter decreased by 5,1 % at reported exchange rates and 3,7 % at comparable exchange rates. Decrease was in line with adjusted EBITDA development.
- Depreciations related to capitalised development costs remained at same level compared to previous year corresponding quarter.
- Adjusted EBIT margin was 29,5 % (32,0 %).

### New services' share of net sales, %



- New services accounted for 5,1 % of net sales in the second quarter. The share of new services declined following the normal variance between periods and the fact that our focus in 2022 is in launching key strategic services where customer implementations tend to take longer time.
- The Group has remained active in investing in the service development and the investments are focused on the priorities outlined in the strategy. The key development areas for 2022 have already included launching of daily credit register and ESG service in Sweden.
- A total of 15 new services were launched in the first quarter.

### Free cash flow, EUR million



- Operating cash flow before change in working capital increased from comparison period level. Impact of change in net working capital on cash flow was negative due to changes in other receivables and other payables.
- Free cash flow was affected by high service development investments in new services, service platform and IT environment consolidation. However, free cash flow increased compared to comparison period due to improved operating cash flow and lower investments in tangible assets.
- Items affecting comparability affected cash flow from operating activities in the second quarter by EUR 0,2 million (EUR 0,2 million).

### FUTURE OUTLOOK

The general macroeconomic risks are increasing due to the war in Ukraine as well as continued uncertainty from the pandemic. These developments may have a negative impact on the demand of our services. However, the increased market demand for Enento Group's services is expected to continue. This, combined with introduction of new services are expected to support growth in 2022. However, the volatility of Swedish Krona can cause uncertainty in relation to growth outlook and may impact the net sales growth with reported exchange rates in 2022.

Enento Group expects that the platform transformation–related costs will continue to impact the results in 2022.

### GUIDANCE

**Net Sales:** Enento Group expects its net sales growth in 2022 at comparable exchange rates to be around the lower end of the long-term target range (5-10 %).

**EBITDA:** Enento Group expects its adjusted EBITDA margin at comparable exchange rates to improve somewhat in 2022 compared to previous year.

Comparable exchange rates mean that the effects of any changes in currencies are eliminated by calculating the figures for the previous period using current period's exchange rates.

### JEANETTE JÄGER, CEO

Enento continued to grow in the second quarter. Despite record-high comparison figures and increased geopolitical challenges, our net sales grew by 4.8%. The growth was especially driven by high demand for consumer credit services. Profitability continued to decline, and Adjusted EBITDA margin was at 35.7%, due to the fact that investments in growth and capabilities, higher maintenance costs following discontinued development of Tambur services and changed sales mix continued to impact results. We have various measures ongoing and plan to improve the profitability for the second half of the year.

Net sales increased in all our three business areas. The strongest growth was seen in the Consumer Insight, where strong demand for consumer credit services in Finland and Sweden continued. In the Business Insight, the revenue development remained more moderate, and continued to be impacted by the stagnated demand for risk management services for enterprise customers. Following the cooling down of housing markets, the growth of the Digital Processes' real estate and collateral information services slowed down but was mitigated by the significantly increased demand for compliance services, following the sanctions imposed as a result of Russia's attack to Ukraine.

Enento has under Digital Processes Business Area successfully managed and developed the Swedish Tambur housing transaction service platform. As previously announced, based on a cooperation agreement, the banks have decided to transfer the platform to be jointly owned by the banks. Enento continues to provide services based on the platform until the final handover date in 2023. Final conditions related to the transition period and timing are still being negotiated, but discontinuance of the service development and related sales will impact revenue and profitability more negatively from third quarter onwards.

We continue to see high growth potential in Nordic business information markets and continue to implement the strategy accordingly. In May Enento decided to increase its ownership in Goava to 48% to support our ambition of becoming the leading provider of business information by growing in the sales intelligence domain and strengthening our capabilities within unstructured data. We are also continuing to expand our Nordic offering into risk management services in Norway, targeting small- and medium sized customers. When it comes to strengthening our leading position in credit information, we continue the strategic development to support our customers with better and more sustainable credit decisions. This year we have launched daily credit register with on-time positive credit data for Swedish markets, and implementation work with several customers is ongoing.

With increased macro-economic uncertainties, we do not expect to see such high economic growth as we did before the Russian attack on Ukraine. In connection with the first quarter results, we already revised our sales outlook for 2022. The challenges are expected to continue and the economic outlook of Nordic countries for the future years seems overall more moderate than what was the general view a few months back.

To navigate in a rapidly changing world it is more important than ever to be smarter, faster and more agile. In recent years, we have also made significant investments into modern capabilities and enablers to support future growth, but this has come with increased costs. Now, as a direct consequence of the changing outlook and challenges around us, we are carrying out extensive work to prioritize initiatives, redistribute resources and ensure continued good profitability. The results of this work will follow during the fall. Simultaneously, we will continue to focus strongly on continuous improvement of the customer experience and quality. Customer-driven innovation and making it more easy to sell, easy to buy and easy to use, will support both the growth and profitability going forward.

For more than a century, we have been building trust and developing data-driven solutions that power societies with intelligence. We provide mission-critical services that are needed at all times, the good and the bad. The past has shown that our business model is resilient and adapts well in various circumstances. Our purpose is to build trust in the everyday, and in uncertain times, that is more important than ever.

## NET SALES

### April – June

Enento Group's net sales in the second quarter amounted to EUR 43,4 million (EUR 42,1 million), representing a year-on-year increase of 3,1 % at reported exchange rates and 4,8 % at comparable exchange rates. Net sales from new services amounted to EUR 2,2 million (EUR 3,1 million), representing 5,1 % (7,4 %) of the total net sales for the second quarter. The positive development of net sales continued in all business areas. Growth was supported particularly by continued positive market demand for the Consumer Insight business area's consumer information services. The growth of the Business Insight continued in Premium and especially Freemium services while the development of Enterprise services remained moderate. Digital Processes business area grew mainly due to strong market demand for compliance services. Demand for real estate information services and digital housing transaction services continued but record-high comparables and decreasing market activity moderated the growth rate. New services supported the development of net sales in each business area, however, share of new services from net sales remained below the comparison period level. The number of banking days with a volume effect in the second quarter was lower than in the comparison period by one day in Sweden and in Finland there was no difference.

The net sales of the Business Insight business area amounted to EUR 20,3 million (EUR 20,0 million) in the second quarter. Compared with the corresponding quarter in the previous year, the net sales of the business area increased by 1,5 % at reported exchange rates and by 2,8 % at comparable exchange rates. Net sales from premium services for SMEs continued to progress strongly in Norway driven by successful sales efforts. Enterprise services aimed at large customers were flat in Finland compared to the prior year's level due to the low demand for risk management services, but Sweden was showing some progress thanks to increased demand for B2B sales and marketing-related services. Net sales from freemium services increased in Sweden as the advertising market continued to recover compared to the corresponding quarter in the previous year.

The net sales of the Consumer Insight business area amounted to EUR 19,4 million (EUR 18,6 million) in the second quarter. Compared with the corresponding quarter in the previous year, the net sales of the business area increased by 4,4 % at reported exchange rates and 6,8 % at comparable exchange rates. The demand for consumer information services in Sweden continued to be at a high level in the second quarter. In Finland, the demand for consumer information services was also strong as a result of the increased economic activity and the removal of the temporarily stricter interest rate cap regulation. The net sales development of consumer information services focused on sales and marketing in Finland continued during the second quarter to be negatively impacted by lower market demand. The sales of direct to consumer services in the second quarter remained approximately on the same level as the previous year. The business area continues to focus on customer implementations of the recently launched Swedish daily credit register to support better, more sustainable credit decisions based on on-time data, as well as other strategic development further enabling improved credit decisions and prevention of overindebtedness.

The net sales of the Digital Processes business area amounted to EUR 3,7 million (EUR 3,5 million) in the second quarter. Compared with the corresponding quarter in the previous year, the net sales of the business area increased by 4,7 % at reported exchange rates and 6,3 % at comparable exchange rates. The demand for compliance services continued at a high level in the Finnish market due to sanctions imposed following the Russian invasion of Ukraine and increased market demand for compliance and "know-your-customer" -related services. In the housing market, the market demand has cooled off both in Finland and Sweden after a record high comparison period. The business area has a strong focus on the development of digital services related to both housing and collateral management and compliance processes that improve the customer experience and increase process efficiency. Digital Processes business area will continue to provide housing transaction services through Tambur-service until the final handover date in 2023.

### January – June

Enento Group's net sales in the review period amounted to EUR 84,1 million (EUR 81,8 million), an increase of 2,8 % year-on-year at reported exchange rates and 4,6 % at comparable exchange rates. Net sales from new products and services were EUR 4,4 million (EUR 5,8 million), corresponding to 5,3 % (7,2 %) of the total net sales for the review period. The key drivers of net sales growth during the review period were the increased market demand for the Consumer Insight business area services both in Finland and Sweden, the continued strong growth of the Digital Processes business area's compliance services and the positive development of the Business Insight business area's freemium services. New services played a significant role in enabling growth during the period. The number of banking days with a volume effect was the same in Sweden. Finland had one additional business day.

The net sales for the Business Insight business area during the review period amounted to EUR 39,6 million (EUR 39,5 million). Compared with the corresponding period in the previous year, the net sales of the business area increased by 0,3 % at reported exchange rates and 1,5 % at comparable exchange rates. The key drivers of net sales growth in the business area during the period under review were premium services for SMEs and freemium services focused on company visibility. The development of net sales was particularly strong in Norway, where premium services have grown significantly, particularly due to successful investments in sales. Net sales from freemium services developed favourably thanks to the recovery of the display advertising and company visibility market. The development of the net sales of Enterprise services aimed at large companies was moderately positive in Sweden and slower in Finland, the general development of market demand for corporate risk management services was slow during the period under review. The business area continues to invest in service development, which is a key factor behind the development of the business area's net sales.

Net sales for the Consumer Insight business area amounted to EUR 37,4 million (EUR 35,7 million) in the review period. Compared with the corresponding period in the previous year, the net sales of the business area increased by 4,9 % at reported exchange rates and 7,4 % at comparable exchange rates. During the period under review, the market activities for consumer information services and decision-making services have continued to be at a high level, despite the hardening economic situation in the markets. In Finland, the removal of the temporary interest rate cap regulation had a particularly positive impact on development. In Sweden, the continued increase in the market demand had a significant favourable impact on the business area's net sales performance. Sales and marketing-related consumer information services in Finland have been impacted by the reduced market demand. Direct to consumer services remained in line with the comparison period, despite lower market demand in both markets. Early this year business area introduced a daily credit register for the Swedish markets, that provides on-time positive credit data for decisioning purposes and helps customers make better and more sustainable credit decisions. Even though customer implementations take a long time, some customers have already implemented the service, and several are in the progress of implementing it. The business area continues with its strategic development that supports better credit decision making and helps to prevent overindebtedness.

The net sales for the Digital Processes business area in the review period amounted to EUR 7,1 million (EUR 6,6 million). Compared with the corresponding period in the previous year, the net sales of the business area increased by 6,7 % at reported exchange rates and 8,5 % at comparable exchange rates. Activity in the housing market cooled off towards the end of H1 2022 both in Finland and Sweden, which had a negative impact on the net sales performance of our housing-related digital services. However, the huge demand for compliance and KYC -related services sparked by Russia's invasion of Ukraine has easily offset the negative trend in real estate. The business area will continue its' strategic investments in the service development of digitalisation of data-intensive processes related to housing and collateral management as well as compliance processes. These are areas where improving the customer experience and process efficiency continues to hold significant potential for value creation.

## FINANCIAL RESULTS

### April – June

Enento Group's operating profit (EBIT) for the second quarter amounted to EUR 9,7 million (EUR 10,1 million). Operating profit included amortisation from fair value adjustments of EUR 3,1 million (EUR 3,2 million) related to acquisitions and EUR 0,1 million (EUR 0,2 million) items affecting comparability mainly arising from redundancy payments and integration related expenses.

Second quarter adjusted EBITDA excluding items affecting comparability was EUR 15,5 million (EUR 16,1 million). Adjusted EBITDA decreased by EUR 0,6 million at reported exchange rates and by EUR 0,4 million at comparable exchange rates.

Adjusted operating profit (EBIT) excluding amortisation from fair value adjustments related to acquisitions and items affecting comparability decreased by EUR 0,7 million in the second quarter to EUR 12,8 million (EUR 13,5 million). Adjusted EBIT margin for the second quarter decreased compared with the corresponding quarter in the previous year. Investments made to support future growth in Nordic business platform increased the IT maintenance, license and capacity costs. Profitability compared to prior year was also affected by expensed Tambur development work and changes in sales mix with net sales growth coming from services with higher variable costs. In addition, increased own activities as pandemic related restrictions have been removed affected the profitability.

Depreciation related to capitalised development costs remained at same level as corresponding quarter in the previous year.

The Group's depreciation and amortisation in the second quarter amounted to EUR 5,8 million (EUR 5,8 million). Of the depreciation and amortisation, EUR 3,1 million (EUR 3,2 million) resulted from the amortisation of fair value adjustments related to acquisitions. The Group's depreciation on right-of-use assets (IFRS 16) in the first quarter amounted to EUR 0,7 million (EUR 0,6 million).

The Group's share of associated company's net income in the second quarter was EUR -0,2 million including also amortisation from fair value adjustments (EUR 0).



Net financial expenses in the second quarter were EUR 0,5 million (EUR 0,6 million). Financial expenses related to lease liabilities (IFRS 16) were EUR 0,0 million (EUR 0,0 million) in the second quarter, and recognised exchange rate gains amounted to EUR 0,1 million (EUR -0,0 million).

The Group's profit before income taxes for the second quarter was EUR 8,9 million (EUR 9,5 million).

The tax amount booked as expense for the second quarter was EUR -1,9 million (EUR -1,9 million).

The Group's profit for the second quarter was EUR 7,1 million (EUR 7,6 million).

### January – June

Enento Group's operating profit (EBIT) for the review period amounted to EUR 15,8 million (EUR 18,6 million). Operating profit included amortisation from fair value adjustments of EUR 6,1 million (EUR 6,3 million) and items affecting comparability of EUR 0,4 million (EUR 0,1 million), mainly arising from redundancy payments and integration related expenses.

Adjusted EBITDA for the review period excluding items affecting comparability amounted to EUR 29,0 million (EUR 30,0 million). Adjusted EBITDA decreased by EUR 1,0 million at reported exchange rates and by EUR 0,5 million at comparable exchange rates.

Adjusted operating profit (EBIT) for the review period excluding items affecting comparability and amortisation from fair value adjustments related to the acquisitions decreased by EUR 2,7 million to EUR 22,3 million (EUR 25,0 million). The adjusted EBIT margin for the review period decreased year-on-year. Decrease was relating to investments made to support future growth in Nordic business platform increased the IT maintenance, license and capacity costs. Profitability compared to prior year was also affected by expensed Tambur development work and first quarter impairment of the service. In addition, increased own activities, especially during the second quarter as pandemic related restrictions have been removed, affected the profitability.

The Group's depreciation and amortisation for the review period amounted to EUR 12,9 million (EUR 11,4 million). Of the depreciation and amortisation, EUR 6,1 million (EUR 6,3 million) resulted from amortisation from fair value adjustments related to the acquisitions. The Group's depreciation of right-of-use assets (IFRS 16) during the review period amounted to EUR 1,4 million (EUR 1,2 million).

The Group's share of associated company's net income in the second quarter was EUR -0,4 million including also amortisation from fair value adjustments (EUR 0).

Net financial expenses during the review period were EUR 1,0 million (EUR 1,1 million). Financial expenses related to lease liabilities (IFRS 16) were EUR 0,1 million (EUR 0,1 million) in the review period, and recognised exchange rate gains amounted to EUR 0,1 million (EUR 0,2 million).

The Group's profit before income taxes for the review period was EUR 14,3 million (EUR 17,5 million).

The tax amount booked as expense for the review period was EUR -2,9 million (EUR -3,5 million).

The Group's profit for the review period was EUR 11,4 million (EUR 14,0 million).

### CASH FLOW

In the review period, cash flow from operating activities amounted to EUR 19,5 million (EUR 17,5 million). The effect of the change in the Group's working capital on cash flow was EUR -2,8 million (EUR -5,2 million). The impact of items affecting comparability on operating cash flow was EUR -0,2 million (EUR -0,2 million).

The Group paid EUR 5,4 million (EUR 5,2 million) in taxes during the review period.

Cash flow from investing activities for the review period amounted to EUR -8,8 million (EUR -12,2 million). The cash flow from investing activities consisted of service development costs and acquisitions of equipment and investment in associated company.

Cash flow from financing activities for the review period amounted to EUR -25,4 million (EUR -24,0 million). The cash flow from financing activities for the review period consisted of distribution of funds to shareholders and repayments of lease liabilities (IFRS 16).

## STATEMENT OF FINANCIAL POSITION

At the end of the review period, the Group's total assets were EUR 514,3 million (EUR 537,2 million). Total equity amounted to EUR 293,8 million (EUR 303,8 million) and total liabilities to EUR 220,5 million (EUR 233,4 million). The change in equity mainly consists of the result for the review period, distribution of equity repayment and translation differences included in comprehensive income mainly due to the weakening of Swedish Krona. Of the total liabilities, EUR 161,5 million (EUR 166,1 million) were long-term interest-bearing liabilities. Of the total liabilities, EUR 20,8 million (EUR 22,5 million) were deferred tax liabilities, EUR 3,5 million (EUR 8,4 million) non-current pension liabilities, EUR 2,0 million (EUR 2,3 million) current interest-bearing lease liabilities and EUR 34,7 million (EUR 36,4 million) current non-interest-bearing liabilities. Goodwill amounted to EUR 346,7 million (EUR 357,0 million) at the end of the review period.

Enento Group's cash and cash equivalents at the end of the review period were EUR 10,1 million (EUR 7,4 million), and net debt was EUR 153,4 million (EUR 161,1 million).

## CAPITAL EXPENDITURE

The majority of Enento Group's capital expenditure is related to the development of new services, service platform and IT infrastructure. Other capital expenditure mainly comprises purchases of company cars and office equipment. The Group's gross capital expenditure in the review period amounted to EUR 6,8 million (EUR 8,3 million). Capital expenditure on intangible assets was EUR 6,7 million (EUR 6,8 million) and capital expenditure on property, plant and equipment was EUR 0,1 million (EUR 1,5 million).

The product development activities of Enento Group involve development of the product and service offering. During the review period, the capitalised development and software costs of the Group amounted to EUR 6,7 million (EUR 6,7 million). The Group had no material research activities.

## PERSONNEL

The average number of personnel employed by Enento Group during the second quarter of the year was 449 (428). At the end of the review period, the number of people employed by Enento Group was 453 (429), of whom 182 (180) worked in the Finnish companies, 218 (203) in the Swedish companies, 46 (42) in the Norwegian company and 7 (4) in the Danish company.

During the review period, the personnel expenses of the Group amounted to EUR 20,9 million (EUR 18,6 million) and included an accrued cost of EUR 132 thousand (EUR 215 thousand) from the management's long-term incentive plan. More details on the management's long-term incentive plan are provided in section 2.7. Transactions with related parties in the notes to the condensed interim report.



Key figures describing the Group's personnel:

<b>PERSONNEL</b>					
	<b>1.4. – 30.6.2022</b>	<b>1.4. – 30.6.2021</b>	<b>1.1. – 30.6.2022</b>	<b>1.1. – 30.6.2021</b>	<b>1.1. – 31.12.2021</b>
Average number of personnel	449	428	451	426	432
Full time	426	412	429	410	416
Part-time and temporary	23	16	22	16	16
Geographical distribution					
Finland	182	178	182	175	178
Sweden	216	203	219	204	207
Norway	44	43	44	43	43
Denmark	7	4	6	4	4
Wages and salaries for the period (EUR million)	7,6	7,7	15,5	15,1	29,2

## OTHER EVENTS DURING THE REVIEW PERIOD

### Annual General Meeting of 28 March 2022

The Annual General Meeting held on 28 March 2022 approved the Financial Statements and discharged the members of the Board of Directors and the company's CEO from liability for the financial year 2021 and resolved to approve the Remuneration report for governing bodies.

The Annual General Meeting approved the Board of Directors' proposal to distribute funds of EUR 1,00 per share as an equity repayment from the reserve for invested unrestricted shareholders' equity of the company. The equity repayment was paid to shareholders registered in the company's shareholder register maintained by Euroclear Finland Ltd on the record date of the payment on 30 March 2022. The equity repayment was paid on 11 April 2022.

In accordance with the proposal of the Shareholders' Nomination Board, the Annual General Meeting resolved that the Board of Directors will consist of six members. In accordance with the proposal of the Shareholders' Nomination Board Petri Carpén, Erik Forsberg, Patrick Lapveteläinen, Martin Johansson, Tiina Kuusisto and Minna Parhiala were re-elected as members of the Board of Directors.

In accordance with the proposal of the Shareholders Nomination Board, the Annual General Meeting resolved that the Chairperson of the Board of Directors be remunerated EUR 53,000 annually and that the members of the Board of Directors be remunerated EUR 37,500 annually. An attendance fee of EUR 500 shall be paid per Board of Directors meeting. For attending the Board Committee meetings, the Chairpersons of the Committees will be remunerated EUR 500 per meeting and the Committee members shall be remunerated EUR 400 per meeting. The members of the Shareholders' Nomination Board will not be remunerated. Reasonable travel expenses for attending the meetings will be reimbursed to the members of the Board of Directors and Shareholders' Nomination Board.

PricewaterhouseCoopers Oy, Authorized Public Accountants firm, was re-elected as the company's auditor. PricewaterhouseCoopers Oy notified the company that Authorised Public Accountant Martin Grandell would be the auditor-in-charge. The remuneration of the auditor will be paid according to the reasonable invoice approved by the Board of Directors' Audit Committee.

### Authorisation for issue of shares

The Annual General Meeting authorized the Board of Directors to resolve on one or more issuances of shares, which contain the right to issue new shares in the company or to transfer the company's treasury shares. The authorisation covers up to a total of 1,500,000 shares.

The Board of Directors was also authorised to resolve on a directed issuance of shares in the company. The authorisation is proposed to be used for material arrangements from the company's point of view, such as financing or carrying out business arrangements or investments or for other such purposes determined by the Board of Directors in which case a weighty financial reason for issuing shares and for a possible directed issuance of shares.

The authorisation is effective for 18 months from the close of the Annual General Meeting, i.e. until 28 September 2023. The authorisation will revoke the share issue authorisation granted to the Board of Directors by the Annual General Meeting on 29 March 2021.

#### **Authorisation for repurchasing own shares**

Annual General Meeting authorized the Board of Directors to decide on the repurchase of a maximum of 1,500,000 of the company's own shares, in one or several instalments. The shares would be repurchased using the company's invested unrestricted shareholders' equity, and thus, the repurchases will reduce funds available for distribution. The shares could be repurchased, for example, for developing the Company's capital structure, for financing or carrying out potential corporate acquisitions or other business arrangements, to be used as a part of the Company's remuneration or incentive plan or to be otherwise transferred further, retained by the Company as treasury shares, or cancelled.

In accordance with the resolution of the Board of Directors, the shares could also be repurchased otherwise than in proportion to the existing shareholdings of the company as directed repurchases at the market price of the shares quoted on the trading venues where the company's shares are traded or at the price otherwise established on the market at the time of the repurchase.

The Board of Directors shall resolve on all other matters related to the repurchase of the Company's own shares, including on how shares will be repurchased. Among other means, derivatives may be used in acquiring the shares.

The authorisation is effective for 18 months from the close of the Annual General Meeting, i.e. until 28 September 2023. The authorisation will revoke the authorisation to repurchase the company's shares granted to the Board of Directors by the Annual General Meeting on 29 March 2021. The authorisation has not been used as of 28 April 2022.

#### **Banks to terminate cooperation agreement with Enento relating to Swedish housing transaction platform**

As a part of Enento Group Plc's operations in Sweden, the Company provides a platform for supporting housing transaction processes for banks and real estate brokers under the Tambur Brand, which the Company has developed over the past years based on an agreement with a consortium of seven banks in Sweden. The platform forms part of the Company's Digital Processes Business Area in Sweden. The consortium has informed Enento that it is terminating the cooperation agreement in accordance with its terms and will use its right to purchase the related platform consisting of software and source code. The Banks will pay 16 million Swedish kronas (appr. 1.5 million euro) for acquiring the platform. Based on the termination notice period, the transfer of the platform is currently expected to take place earliest during the second quarter of 2023, but negotiations regarding terms of the operations under transition period and timeline for the transition continue.

The Company booked an impairment in relation to development expenses of EUR 1.6 million due to the future discontinuation of the service. The impairment impacted the first quarter 2022 Adjusted EBIT by EUR 1.6 million of which the effect on Adjusted EBITDA was EUR 0,3 million. The net sales from the services offered based on the housing transaction platform represents approximately one third of the net sales of the Digital Processes Business Area. Enento will continue to provide services based on the housing transaction platform until the final handover date, but the terms related to transition period continue to be under negotiations.

#### **Andreas Darner appointed to Enento Group's Executive Management Team in the role of Director, Strategy and Transformation**

Andreas Darner has been appointed 10 May 2022 to the role as Director, Strategy and Transformation. This is a new position in the Executive Management Team and the purpose with the position is to enable

Group transformational progress by playing a pivotal role in building Group long-term strategic plans, align Group entities around the shared strategy and lead a variety of strategic efforts.

Andreas Darner has more than 15 years of experience from management consulting, business development and strategy – mainly from the financial sector. He is very experienced in working with leadership teams and in strategic planning. Andreas joins Enento from Bankgirot where he served as Chief Strategy Officer from 2021 and held other positions such as Head of Corporate Strategy since 2016. Previously, he served as Chief Operating Officer at DLN Payroll Services (now Aspia) in 2015-2016 and before that he was Management Consultant at Canvisa (now Tieto) and prior to that Management consultant at Accenture. Andreas Darner will start his new position 15 August 2022.

## EVENTS AFTER THE REVIEW PERIOD

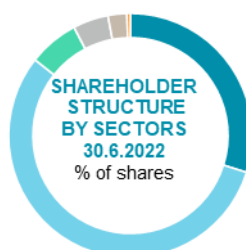
There have been no significant events after the review period.

## SHARES AND SHAREHOLDERS

The Company has one share class. Each share carries one vote at the General Meeting of shareholders and each share confers equal right to dividends and net assets of the Company. The shares have no nominal value. The shares of the company are incorporated in the book-entry securities system maintained by Euroclear Finland Ltd.

On 30 June 2022, the total number of shares was 24 034 856 (24 034 856), and the share capital of the company amounted to EUR 80 000 (EUR 80 000).

According to the book-entry securities system, the company had 4 860 (3 471) shareholders on 30 June 2022. A list of the largest shareholders is available on the company's investor pages at [enento.com/investors](http://enento.com/investors).



- Finance and insurance institutions 29,9 %
- Foreign shareholders 55,8 %
- General government 6,7 %
- Households 4,7 %
- Companies and housing companies 2,5 %
- Non-profit organisations 0,5 %

## SHARE-RELATED KEY FIGURES

EUR (unless otherwise stated)	1.1. – 30.6.2022	1.1. – 30.6.2021	1.1. – 31.12.2021
Share price development			
Highest price	34,50	38,40	43,20
Lowest price	20,15	31,10	31,10
Average price	25,64	34,22	35,57
Closing price	20,75	33,90	33,00
Market capitalisation, EUR million	498,72	814,8	793,2
Trading volume, pcs	1 768 435	1 548 835	3 080 974
Total exchange value of shares, EUR million	45,35	53,0	109,6

## FLAGGING NOTIFICATIONS AND MANAGERS' TRANSACTIONS

### Flagging notifications in the review period

#### *Notification according to Chapter 9, Section 10 of the Securities Markets Act of change in holdings in Enento Group's shares*

Enento Group Plc ("Enento") has on 12 May 2022 received an announcement under Chapter 9, Section 5 of the Securities Markets Act, according to which the holding of Long Path Partners has exceeded the threshold of 5 percent on 11 May 2022. According to the notification, the holding of Long Path Partners has increased to 1,205,846 shares, corresponding to 5,02 percent of Enento's entire share stock.

### Managers' transactions

Transactions by Enento Group's management during the review period have been published as Stock Exchange Releases and they can be read on the company's investor pages at [enento.com/investors](https://enento.com/investors)

## RISKS AND UNCERTAINTIES IN THE NEAR FUTURE

The demand for the Group's products and services depends on the activity of the business operations of its customers. Slow economic growth or a declining economy may result in a weakening demand for the services of Enento Group. In addition, regulatory changes that reduce the lending ability of the Group's customers may have a negative effect on the demand for the Group's services and products.

War in Ukraine increases the economic uncertainty in the Nordic countries and globally. The war can have negative impact on macro economic development and economic activity and can reduce the Group's ability to predict the potential effects on the demand for its services. Enento Group does not have business in Ukraine, Russia or Belarus.

COVID-19 pandemic continues in the Nordic countries even though restrictions have been removed. The Group has assessed the risks and uncertainties arising from the continuing pandemic. Due to the situation, the Group's ability to predict the potential effects on the demand for its services has been somewhat reduced. The potential business impacts of the pandemic-related risks that affect demand factors are managed by proactive cost adaptation measures and contingency plans. The Group expects the increase in credit risk to be limited because a significant proportion of the Group's customers are financially sound companies in the financial industry, whose credit risk is assessed to be low by the Group. For managing liquidity risk, the Group has unused credit arrangements and the Group does not have any external loans maturing before October 2023.

The exchange rate risk arising from the volatility of the Nordic currencies is primarily managed by operational means. Sales and purchases are mainly generated in the operating currency of each Group company. As a result, the Group is not exposed to significant transaction risk. The Group manages translation risk by financing its business operations outside Finland in the local currency. This means that changes in operating profit arising from the fluctuation of exchange rates can be partly offset by changes in financing costs. The Group's reporting currency is the euro and the Group has significant business operations denominated in the Swedish krona and the Norwegian krone. Consequently, changes in exchange rates have an impact on the development of the Group's reported net sales, EBITDA and profit.

A general tendency to seek cost savings in business activities and the tightening competition in the Group's business sector may cause downward pricing pressure, which may have a negative effect on revenue and profit.

Enento Group believes that its continued success will be influenced by its ability to meet customers' needs through the development of products and services that are easy to use and that seek to increase customers' business process efficiency, offer cost savings, and facilitate better business decisions. Potential deficiencies in the management of the product development portfolio, as well as a shortage of development resources, may delay the introduction of new services or enhancements to the market and therefore weaken the Group's results.

Well-functioning information technology and good availability of services are essential conditions for the business operations of Enento Group. Notwithstanding the current solutions for high availability and protection solutions in accordance with best practices, the realisation of external or internal threats can never be completely eliminated. The realisation of risks of this kind could result in misuse, modification or illegal publication of information and could have legal consequences or cause reputational harm, loss of revenue, claims or regulatory actions.

Helsinki, 21 July 2022

ENENTO GROUP PLC  
Board of Directors

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Enento Group is a Nordic knowledge company powering society with intelligence since 1905. We collect and transform data into intelligence and knowledge used in interactions between people, businesses and societies. Our digital services, data and information empower companies and consumers in their daily digital decision processes, as well as financial processes and sales and marketing processes. Approximately 432 people are working for Enento Group in Finland, Norway, Sweden and Denmark. The Group's net sales for 2021 was 163.5 MEUR. Enento Group is listed on Nasdaq Helsinki with the trading code ENENTO.

## CONDENSED INTERIM REPORT AND NOTES 1.1. – 30.6.2022

The figures presented in this Interim Report are not audited. The amounts presented in the Interim Report are rounded, so the sum of individual figures may differ from the sum reported.

### 1. Consolidated statement of comprehensive income, financial position, cash flows and changes in equity

CONSOLIDATED STATEMENT OF INCOME					
EUR thousand	1.4. – 30.6.2022	1.4. – 30.6.2021	1.1. – 30.6.2022	1.1. – 30.6.2021	1.1. – 31.12.2021
<b>Net sales</b>	<b>43 409</b>	<b>42 122</b>	<b>84 078</b>	<b>81 779</b>	<b>163 515</b>
Other operating income	81	172	215	405	690
Materials and services	-7 331	-6 938	-14 149	-13 578	-27 593
Personnel expenses <sup>1</sup>	-10 234	-10 284	-21 092	-20 606	-39 732
Work performed by the entity and capitalised	1 161	1 030	2 336	1 980	3 934
<i>Total personnel expenses</i>	<i>-9 073</i>	<i>-9 255</i>	<i>-18 756</i>	<i>-18 626</i>	<i>-35 798</i>
Other operating expenses	-11 662	-10 199	-22 741	-20 008	-42 818
Depreciation and amortisation	-5 751	-5 758	-12 896	-11 377	-22 749
<b>Operating profit</b>	<b>9 673</b>	<b>10 145</b>	<b>15 751</b>	<b>18 595</b>	<b>35 249</b>
Share of results of associated companies and joint ventures	-216	-	-382	-	-381
Finance income	82	6	160	308	426
Finance expenses	-607	-631	-1 191	-1 372	-2 593
Finance income and expenses	-525	-625	-1 030	-1 064	-2 166
<b>Profit before income tax</b>	<b>8 933</b>	<b>9 520</b>	<b>14 338</b>	<b>17 531</b>	<b>32 701</b>
Income tax expense	-1 851	-1 935	-2 940	-3 486	-6 830
<b>Profit for the period</b>	<b>7 081</b>	<b>7 585</b>	<b>11 397</b>	<b>14 046</b>	<b>25 871</b>
<b>Items that may be reclassified to profit or loss:</b>					
Translation differences on foreign units	-10 267	3 184	-12 349	-2 040	-5 652
Hedging of net investments in foreign units	2 344	-813	2 885	500	1 389
Income tax relating to these items	-469	163	-577	-100	-278
	<b>-8 392</b>	<b>2 533</b>	<b>-10 041</b>	<b>-1 640</b>	<b>-4 540</b>
<b>Items that will not be reclassified to profit or loss</b>					
Remeasurements of post-employment benefit obligations	-	-	-	-	4 325
Income tax relating to these items	-	-	-	-	-891
	-	-	-	-	<b>3 434</b>
<b>Other comprehensive income for the period, net of tax</b>	<b>-8 392</b>	<b>2 533</b>	<b>-10 041</b>	<b>-1 640</b>	<b>-1 106</b>
<b>Total comprehensive income for the period</b>	<b>-1 311</b>	<b>10 119</b>	<b>1 356</b>	<b>12 406</b>	<b>24 764</b>



EUR thousand	1.4. – 30.6.2022	1.4. – 30.6.2021	1.1. – 30.6.2022	1.1. – 30.6.2021	1.1. – 31.12.2021
<b>Profit attributable to:</b>					
Owners of the parent company	7 081	7 585	11 397	14 046	25 871
<b>Total comprehensive income attributable to:</b>					
Owners of the parent company	-1 311	10 119	1 356	12 406	24 764
<b>Earnings per share attributable to the owners of the parent during the period:</b>					
Basic, EUR	0,29	0,32	0,47	0,58	1,08
Diluted, EUR	0,29	0,32	0,47	0,58	1,08

<sup>1</sup> Personnel expenses include accrued expenses related to the long-term incentive plan to the management in the following amounts: second quarter 1 April–30 June 2022 EUR 88 thousand, the reference period 1 April–30 June 2021 EUR 53 thousand, the review period 1 January–30 June 2022 EUR 132 thousand and the reference period 1 January–30 June 2021 EUR 215 thousand.

<b>CONSOLIDATED STATEMENT OF FINANCIAL POSITION</b>			
EUR thousand	30.6.2022	30.6.2021	31.12.2021
<b>ASSETS</b>			
<b>Non-current assets</b>			
Goodwill	346 664	356 973	354 621
Other intangible assets	115 349	129 240	124 592
Property, plant and equipment	2 068	3 032	2 508
Right-of-use assets	5 825	7 139	6 376
Deferred tax assets	-	22	-
Investments in associated companies and joint ventures	4 635	3 802	3 370
Financial assets and other receivables	82	76	76
<b>Total non-current assets</b>	<b>474 622</b>	<b>500 284</b>	<b>491 542</b>
<b>Current assets</b>			
Account and other receivables	29 514	29 570	26 896
Cash and cash equivalents	10 134	7 386	25 318
<b>Total current assets</b>	<b>39 648</b>	<b>36 956</b>	<b>52 214</b>
<b>Total assets</b>	<b>514 270</b>	<b>537 240</b>	<b>543 757</b>
<b>EQUITY AND LIABILITIES</b>			
<b>Equity attributable to owners of the parent</b>			
Share capital	80	80	80
Invested unrestricted equity reserve	270 499	294 533	294 533
Translation differences	-6 379	6 562	3 662
Retained earnings	29 605	2 667	18 118
<b>Equity attributable to owners of the parent</b>	<b>293 804</b>	<b>303 843</b>	<b>316 394</b>
Share of equity held by non-controlling interest	0	0	0
<b>Total equity</b>	<b>293 804</b>	<b>303 843</b>	<b>316 394</b>
<b>Liabilities</b>			
<b>Non-current liabilities</b>			
Financial liabilities	161 485	166 113	164 547
Pension liabilities	3 491	8 393	3 679
Deferred tax liabilities	20 809	22 482	22 712
Other non-current liabilities	15	-	37
<b>Total non-current liabilities</b>	<b>185 800</b>	<b>196 988</b>	<b>190 975</b>
<b>Current liabilities</b>			
Financial liabilities	2 029	2 343	2 335
Advances received	11 627	12 581	10 738
Account and other payables	21 010	21 485	23 315
<b>Total current liabilities</b>	<b>34 667</b>	<b>36 409</b>	<b>36 388</b>
<b>Total liabilities</b>	<b>220 466</b>	<b>233 398</b>	<b>227 363</b>
<b>Total equity and liabilities</b>	<b>514 270</b>	<b>537 240</b>	<b>543 757</b>

**CONSOLIDATED STATEMENT OF CHANGES IN EQUITY**

EUR thousand	<u>Attributable to owners of the parent</u>					Share of equity held by non-controlling interest	Total equity
	Share capital	Invested unrestricted equity reserve	Translation differences	Retained earnings	Total		
<b>Equity at 1.1.2022</b>	<b>80</b>	<b>294 533</b>	<b>3 662</b>	<b>18 118</b>	<b>316 394</b>	<b>0</b>	<b>316 394</b>
Profit for the period	-	-	-	11 397	11 397	-	11 397
Other comprehensive income for the period							
Translation differences	-	-	-12 349	-	-12 349	-	-12 349
Hedging of net investments	-	-	2 885	-	2 885	-	2 885
Income tax relating to these items	-	-	-577	-	-577	-	-577
Items that may be reclassified to profit or loss	-	-	-10 041	-	-10 041	-	-10 041
Defined benefit plans	-	-	-	-	-	-	-
Income tax relating to these items	-	-	-	-	-	-	-
Items that will not be reclassified to profit or loss	-	-	-	-	-	-	-
Other comprehensive income for the period, net of tax	-	-	-10 041	-	-10 041	-	-10 041
Total comprehensive income for the period	-	-	-10 041	11 397	1 356	-	1 356
Transactions with owners							
Distribution of funds	-	-24 035	-	-	-24 035	-	-24 035
Management's incentive plan	-	-	-	89	89	-	89
<b>Equity at 30.6.2022</b>	<b>80</b>	<b>270 499</b>	<b>-6 379</b>	<b>29 605</b>	<b>293 804</b>	<b>0</b>	<b>293 804</b>
EUR thousand	<u>Attributable to owners of the parent</u>					Share of equity held by non-controlling interest	Total equity
	Share capital	Invested unrestricted equity reserve	Translation differences	Retained earnings	Total		
<b>Equity at 1.1.2021</b>	<b>80</b>	<b>317 367</b>	<b>8 202</b>	<b>-10 575</b>	<b>315 073</b>	<b>0</b>	<b>315 073</b>
Profit for the period	-	-	-	14 046	14 046	-	14 046
Other comprehensive income for the period							
Translation differences	-	-	-2 040	-	-2 040	-	-2 040
Hedging of net investments	-	-	500	-	500	-	500
Income tax relating to these items	-	-	-100	-	-100	-	-100
Items that may be reclassified to profit or loss	-	-	-1 640	-	-1 640	-	-1 640
Defined benefit plans	-	-	-	-	-	-	-
Income tax relating to these items	-	-	-	-	-	-	-
Items that will not be reclassified to profit or loss	-	-	-	-	-	-	-
Other comprehensive income for the period, net of tax	-	-	-1 640	-	-1 640	-	-1 640
Total comprehensive income for the period	-	-	-1 640	14 046	12 406	-	12 406
Transactions with owners							
Distribution of funds	-	-22 833	-	-	-22 833	-	-22 833
Management's incentive plan	-	-	-	-804	-804	-	-804
<b>Equity at 30.6.2021</b>	<b>80</b>	<b>294 533</b>	<b>6 562</b>	<b>2 666</b>	<b>303 843</b>	<b>0</b>	<b>303 843</b>

<b>CONSOLIDATED STATEMENT OF CASH FLOWS</b>					
EUR thousand	1.4. – 30.6.2022	1.4. – 30.6.2021	1.1. – 30.6.2022	1.1. – 30.6.2021	1.1. – 31.12.2021
<b>Cash flow from operating activities</b>					
Profit before income tax	8 933	9 521	14 338	17 531	32 701
Adjustments:					
Depreciation and amortisation	5 751	5 758	12 896	11 377	22 749
Finance income and expenses	741	624	1 413	1 064	2 548
Profit (-) / loss (+) on disposal of property, plant and equipment	-	-64	-25	-76	-156
Management's incentive plan	88	-1072	132	-805	-612
Other adjustments	-28	76	-57	-158	669
Cash flows before change in working capital	15 484	14 844	28 698	28 932	57 899
Change in working capital:					
Increase (-) / decrease (+) in account and other receivables	-1 467	-1 786	-3 536	-4 625	-2 098
Increase (+) / decrease (-) in account and other payables	-1 792	-1 856	739	-572	-1 225
Change in working capital	-3 259	-3 642	-2 797	-5 197	-3 323
Interest expenses paid	-1 012	-1 068	-1 049	-1 156	-2 193
Interest income received	82	7	96	42	60
Income taxes paid	-2 424	-2 296	-5 427	-5 153	-8 498
<b>Cash flow from operating activities</b>	<b>8 871</b>	<b>7 845</b>	<b>19 520</b>	<b>17 468</b>	<b>43 945</b>
<b>Cash flows from investing activities</b>					
Purchases of property, plant and equipment	-10	-712	-104	-1 513	-1 625
Purchases of intangible assets	-3 395	-3 899	-6 890	-7 120	-14 611
Purchases of subsidiaries, net of cash acquired	-	-	-	-	-
Proceeds from sale of property, plant and equipment	-	214	64	269	575
Investments in associated companies	-1 835	-3 802	-1 835	-3 802	-3 802
<b>Cash flows from investing activities</b>	<b>-5 240</b>	<b>-8 200</b>	<b>-8 766</b>	<b>-12 166</b>	<b>-19 463</b>
<b>Cash flows from financing activities</b>					
Proceeds from interest-bearing liabilities	-	-	-	-	-
Repayments of interest-bearing liabilities	-697	-612	-1 380	-1 179	-2 379
Dividends paid and other profit distribution	-24 052	-22 833	-24 052	-22 833	-22 833
<b>Cash flows from financing activities</b>	<b>-24 748</b>	<b>-23 446</b>	<b>-25 431</b>	<b>-24 012</b>	<b>-25 212</b>
<b>Net increase / decrease in cash and cash equivalents</b>	<b>-21 118</b>	<b>-23 801</b>	<b>-14 677</b>	<b>-18 710</b>	<b>-730</b>
Cash and cash equivalents at the beginning of the period	31 868	31 184	25 318	26 164	26 164
Net change in cash and cash equivalents	-21 118	-23 801	-14 677	-18 710	-730
Translation differences of cash and cash equivalents	-617	2	-507	-69	-115
<b>Cash and cash equivalents at the end of the period</b>	<b>10 134</b>	<b>7 386</b>	<b>10 134</b>	<b>7 386</b>	<b>25 318</b>

## 2. Notes

### 2.1. Accounting policies

This Interim Report has been prepared in accordance with IAS 34 Interim Financial Reporting. The accounting policies and methods applied in the Financial Statement Release are the same as those applied in the financial statements for the financial year ended 31 December 2021.

The preparation of financial statements in accordance with IFRS requires Enento Group's management to use estimates and assumptions that affect the reported amounts of assets and liabilities, as well as the reported amounts of income and expenses for the review period. In addition, it is necessary to exercise judgment in applying the accounting policies. Because estimates and assumptions are based on the understanding as at the end of the interim period, they include risks and uncertainties. The actual results may differ from the estimates and assumptions made. Critical accounting estimates and judgments are disclosed in more detail under Note 3 to the consolidated financial statements for the year 2021.

The foreign subsidiaries' income statements and cash flows have been converted into euro on a monthly basis using the monthly average exchange rate issued by the European Central Bank, and balance sheets have been converted using the exchange rate issued by the European Central Bank on the end date of the period. Conversion of the profit for the period using different exchange rates for the income statement and balance sheet causes a translation difference in the balance sheet recognised in equity.

The change in equity is recognised in other comprehensive income. The amounts presented in the Interim Report are consolidated figures. The amounts presented are rounded, so the sum of individual figures may thus differ from the sum reported. The figures presented in this Interim Report have not been audited.

#### *Changes in accounting policies*

Enento Group has applied IFRS 16 Leases standard since 1.1.2019. The Group has previously treated leases for IT equipment as low value items and thus outside the scope of IFRS 16 accounting. The Group has systematically switched to leasing IT equipment, and as of 1.1.2022, the Group started reporting leases for IT equipment in accordance with IFRS 16. The Group recognized an asset and a financial liability for the payment of rents in the balance sheet. Depreciation of right-of-use asset and interest expenses on lease liabilities are recognized in the income statement.

As a result of the change, the Group's right-of-use assets and lease liabilities increased by EUR 0,7 million on 1.1.2022. The change does not have a material impact on the income statement.

#### *New standards and interpretations not yet adopted*

Enento Group adopts new and amended standards and interpretations on their effective date or, if the date is other than the first day of the financial year, from the beginning of the subsequent financial year.

The IFRS standards and IFRIC interpretations that have already been published but are not yet in effect are not expected to have a material impact on Enento Group.

## 2.2. Net sales

NET SALES BY BUSINESS AREA					
EUR thousand	1.4. – 30.6.2022	1.4. – 30.6.2021	1.1. – 30.6.2022	1.1. – 30.6.2021	1.1. – 31.12.2021
Business Insight	20 325	20 024	39 567	39 458	78 481
Consumer Insight	19 393	18 571	37 444	35 698	71 890
Digital Processes	3 692	3 527	7 068	6 622	13 143
<b>Total</b>	<b>43 409</b>	<b>42 122</b>	<b>84 078</b>	<b>81 779</b>	<b>163 515</b>

Net sales comparison figures have been restated to correspond to the new Business Area structure.

Enento Group's organisation consists of two types of units: business areas and functional units.

Enento Group has three Business Areas: Business Insight, Consumer Insight and Digital Processes. The new Consumer Insight Business Area focuses on customer-driven consumer information services, while the new Business Insight Business Area focuses on business information services.

## 2.3. Acquisitions

### *Investments in associated companies*

Enento Group Plc announced in May concerning the additional investment of SEK 19,2 million in Goava Sales Intelligence AB. The investment accelerates Enento Group presence in the Nordic market in the emerging and fast-growing sales intelligence domain. Enento Group ownership in Goava Sales Intelligence increased to 48,2% as a result of the investment.

## 2.4. Equity

CHANGES IN NUMBER OF SHARES		Total number of shares
	Number of shares	
<b>1.1.2021</b>		<b>24 007 061</b>
Shares issued to the management's incentive system	27 795	24 034 856
<b>30.6.2021</b>		<b>24 034 856</b>
<b>1.1.2022</b>		<b>24 034 856</b>
<b>30.6.2022</b>		<b>24 034 856</b>

For the financial year 2021, Enento Group Plc distributed EUR 1,00 of funds per share, totalling EUR 24,0 million. The equity repayment was made on 11 April 2022.

For the financial year 2020, Enento Group Plc distributed EUR 0,95 of funds per share, totalling EUR 22,8 million. The equity repayment was made on 12 April 2021.

In the comparison period a total of 27 795 new shares were subscribed for in Enento Group Plc's share issue directed to the company key employees without consideration. The new shares were entered into the Trade Register on 1 March 2021. After the registration, the total number of the shares in the Company is 24 034 856 shares. The new shares produce the right to dividends and other distribution of assets as well as other shareholder rights as of the registration date 1 March 2021. Trading in the new shares commenced on 2 March 2021. The issuance of shares related to share-based remuneration is disclosed in the notes to the condensed financial statements, in Note 2.7 Transactions with related parties.

## 2.5. Financial liabilities

FINANCIAL LIABILITIES OF THE GROUP			
EUR thousand	30.6.2022	30.6.2021	31.12.2021
<b>Non-current</b>			
Loans from financial institutions	157 467	161 103	160 283
Lease liabilities	4 019	5 010	4 264
<b>Total</b>	<b>161 485</b>	<b>166 113</b>	<b>164 547</b>
<b>Current</b>			
Lease liabilities	3 491	2 343	2 335
<b>Total</b>	<b>3 491</b>	<b>2 343</b>	<b>2 335</b>
<b>Total financial liabilities</b>	<b>164 976</b>	<b>168 456</b>	<b>166 882</b>

Of the loans from financial institutions, EUR 95,8 million (EUR 95,7 million) were EUR-denominated and EUR 61,6 million (EUR 65,4 million) were SEK-denominated on 30 June 2022.

Enento Group Plc's unsecured financing consists of a term loan of EUR 160 million and a revolving credit facility of EUR 20 million. The Company took out the term loan partly in EUR and partly in SEK in accordance with the terms of the loan agreement. The loans mature in October 2023. At the end of the review period, the Company had used EUR 0 (EUR 0) of its credit facility.

To facilitate efficient cash management in the Group, a multi-currency cash pool arrangement has been implemented with Danske Bank A/S. An overdraft of EUR 15,0 million is included in the cash pool arrangement. The overdraft had not been utilised on 30 June 2022.

The loans include a financial covenant reviewed on a quarterly basis, which is Net debt to EBITDA calculated in accordance with the financing agreement. The ratio of the Group's net debt, as defined in the financing agreement, to EBITDA adjusted according to the terms of the financing agreement was 2,7 (2,7) on 30 June 2022. The covenant limit in accordance with the financing agreement was 3,5 (3,5) on 30 June 2022.

## 2.6. Lease agreement commitments

LEASE AGREEMENT COMMITMENTS			
EUR thousand	30.6.2022	30.6.2021	31.12.2021
No later than 1 year	14	14	13
<b>Total</b>	<b>14</b>	<b>14</b>	<b>13</b>

Lease agreement commitments are not shown for the interim period, unless the lease period is 12 months or less or the value of the lease agreement is low. The Group does not report the minimum leases of low-value lease agreements and IT service agreements as lease liabilities, excluding IT equipments. IT equipment lease liabilities are reported under IFRS 16, see note 2.1. Accounting policies.

## 2.7. Transactions with related parties

Related parties of the Group consist of group entities, associated companies and shareholders having a significant influence over the Group. The shareholders who have had the right to nominate a representative in the Company's Board of Directors are considered as having significant influence in the Company. In addition, the key management persons, including the Board of Directors, CEO and Executive Team, are related parties of the Group, as well as their close family members and companies, where the above mentioned persons exercise controlling power.

<b>THE FOLLOWING TRANSACTIONS WERE CARRIED OUT WITH RELATED PARTIES</b>			
<b>1.1. – 30.6.2022</b>	<b>Sales of goods and services</b>	<b>Purchases of goods and services</b>	<b>Finance income and expenses</b>
EUR thousand			
Shareholders having a significant influence over the Group	5 806	-212	-310
Associated company	18	-43	-
<b>Total</b>	<b>5 824</b>	<b>-255</b>	<b>-310</b>
<b>30.6.2022</b>		<b>Receivables</b>	<b>Liabilities</b>
EUR thousand			
Shareholders having a significant influence over the Group		1 232	52 669
Associated company		28	40
<b>Total</b>		<b>1 260</b>	<b>52 710</b>
<b>1.1. – 30.6.2021</b>	<b>Sales of goods and services</b>	<b>Purchases of goods and services</b>	<b>Finance income and expenses</b>
EUR thousand			
Shareholders having a significant influence over the Group	5 839	-186	-356
Associated company	-	-	-
<b>Total</b>	<b>5 839</b>	<b>-186</b>	<b>-356</b>
<b>30.6.2021</b>		<b>Receivables</b>	<b>Liabilities</b>
EUR thousand			
Shareholders having a significant influence over the Group		1 240	53 913
Associated company		-	-
<b>Total</b>		<b>1 240</b>	<b>53 913</b>

Transactions with related parties have been carried out on an arm's length basis. During the review period, the Group's related party transactions with key persons in management and members of the Board of Directors consisted of normal salaries and fees.

#### **Long-term incentive plans for the management**

Enento Group has share-based incentive plans for key personnel, the purpose of which is to align the interests of shareholders and key personnel, to retain key personnel to the company and to reward them for achieving the goals set by the Board of Directors.

The potential rewards from the plans will be paid in Enento Group Plc shares after the end of the performance period. Cash payment relating to the plan is intended to cover taxes and tax-related costs arising from the rewards to the participants. As a rule, no reward will be paid if a participant's employment or service ends before the reward payment.



Key information on performance share plans is presented in the following table:

<b>PERFORMANCE SHARE PLANS</b>	<b>PSP 2020–2022</b>	<b>PSP 2021–2023</b>	<b>PSP 2022–2024</b>
Grant date	25.2.2020	4.5.2021	13.5.2022
Performance period start date	1.1.2020	1.1.2021	1.1.2022
Performance period end date	31.12.2022	31.12.2023	31.12.2024
Vesting date	31.5.2023	31.5.2024	31.5.2025
Maximum number of shares granted, beginning of program	100 000	110 000	110 000
Maximum number of shares granted, end of period	57 124	62 623	91 500
Actual amount of shares awarded	-	-	-
Number of plan participants, beginning of program	35	40	40
Number of plan participants, end of period	24	28	35
Expenses recognised for the review period, EUR thousand <sup>1</sup>	39 (-110)	66 (56)	27 (-)
Implementation method	Shares	Shares	Shares
Performance criteria	Adjusted EBITDA and total shareholder return	Adjusted EBITDA and total shareholder return	Adjusted EBITDA and total shareholder return

<sup>1</sup> The figures in parentheses refer to the corresponding period in previous year.

## NOTE 1. KEY FINANCIAL INFORMATION FOR THE GROUP

Enento Group Plc presents alternative performance measures as additional information for key performance measures in the consolidated statements of income, financial position and cash flows prepared according to IFRS to reflect the financial development of its business operations and to enhance comparability from period to period. According to the management's view, alternative performance measures provide substantial supplemental information on the result of the Group's operations, financial position and cash flows to the management and investors, securities analysts and other parties. Alternative performance measures are not, as such, included in the consolidated financial statements prepared according to IFRS, but they are derived from the IFRS consolidated financial statements by adjusting items in the consolidated statements of income, financial position and cash flows and/or by proportioning them to each other. Alternative performance measures should not be considered as a substitute for measures in accordance with IFRS. All companies do not calculate alternative performance measures in a uniform way. Therefore, the company's alternative performance measures are not necessarily comparable with similarly named performance measures of other companies.

The alternative performance measures of this Interim Report have been calculated applying the same principles as presented in the Board of Directors' Annual Report for 2021.

KEY INCOME STATEMENT AND CASH FLOW FIGURES AND RATIOS					
EUR million	1.4. – 30.6.2022	1.4. – 30.6.2021	1.1. – 30.6.2022	1.1. – 30.6.2021	1.1. – 31.12.2021
Net sales	43,4	42,1	84,1	81,8	163,5
Net sales growth, % (comparable fx rates)	4,8	3,3	4,6	6,1	3,7
Net sales growth, % (reported fx rates)	3,1	14,7	2,8	10,0	8,1
EBITDA	15,4	15,9	28,6	30,0	58,0
EBITDA margin, %	35,5	37,8	34,1	36,7	35,5
Adjusted EBITDA	15,5	16,1	29,0	30,0	59,1
Adjusted EBITDA margin, %	35,7	38,2	34,5	36,7	36,2
Operating profit (EBIT)	9,7	10,1	15,8	18,6	35,2
EBIT margin, %	22,3	24,1	18,7	22,7	21,6
Adjusted operating profit (EBIT)	12,8	13,5	22,3	25,0	49,0
Adjusted EBIT margin, %	29,5	32,0	26,5	30,6	30,0
Free cash flow	6,4	4,2	13,5	9,9	29,8
Cash conversion, %	41,5	27,0	47,1	33,2	51,5
Net sales from services	2,2	3,1	4,4	5,9	12,0
New services of net sales, %	5,1	7,4	5,3	7,2	7,3
Earnings per share, basic, EUR	0,29	0,32	0,47	0,58	1,08
Earnings per share, diluted, EUR	0,29	0,32	0,47	0,58	1,08
Earnings per share, comparable, EUR <sup>1</sup>	0,40	0,42	0,68	0,79	1,49

<sup>1</sup> The comparable earnings per share does not contain amortisation from fair value adjustments related to acquisitions or their tax impact.

KEY BALANCE SHEET RATIOS					
EUR million	1.4. – 30.6.2022	1.4. – 30.6.2021	1.1. – 30.6.2022	1.1. – 30.6.2021	1.1. – 31.12.2021
Balance sheet total	514,3	537,2	514,3	537,2	543,8
Net debt	153,4	161,1	153,4	161,1	141,6
Net debt to adjusted EBITDA, x	2,6	2,7	2,6	2,7	2,4
Return on equity, %	9,6	10,2	7,5	9,1	8,2
Return on capital employed, %	8,3	8,5	6,6	7,9	7,3
Gearing, %	52,2	53,0	52,2	53,0	44,7
Equity ratio, %	58,5	57,9	58,5	57,9	59,4
Gross investments	3,3	4,3	6,8	8,3	15,7

### Reconciliation of alternative key figures to the closest IFRS key figure

<b>EBITDA AND ADJUSTED EBITDA</b>					
EUR thousand	1.4. – 30.6.2022	1.4. – 30.6.2021	1.1. – 30.6.2022	1.1. – 30.6.2021	1.1. – 31.12.2021
<b>Operating profit</b>	<b>9 673</b>	<b>10 145</b>	<b>15 751</b>	<b>18 595</b>	<b>35 249</b>
Depreciation and amortisation	5 751	5 758	12 896	11 377	22 749
<b>EBITDA</b>	<b>15 424</b>	<b>15 903</b>	<b>28 647</b>	<b>29 972</b>	<b>57 997</b>
Items affecting comparability					
M&A and integration related expenses	16	196	202	257	207
Redundancy payments	60	-14	189	-98	-98
Received insurance compensation	-	-	-	-100	-100
IFRIC agenda decision one-off expense	-	-	-	-	1 135
Total items affecting comparability	75	181	391	59	1 144
<b>Adjusted EBITDA</b>	<b>15 499</b>	<b>16 084</b>	<b>29 037</b>	<b>30 031</b>	<b>59 141</b>

<b>EBIT AND ADJUSTED EBIT</b>					
EUR thousand	1.4. – 30.6.2022	1.4. – 30.6.2021	1.1. – 30.6.2022	1.1. – 30.6.2021	1.1. – 31.12.2021
<b>Operating profit</b>	<b>9 673</b>	<b>10 145</b>	<b>15 751</b>	<b>18 595</b>	<b>35 249</b>
Amortisation from fair value adjustments related to acquisitions	3 062	3 169	6 127	6 340	12 647
Items affecting comparability					
M&A and integration expenses	16	196	202	257	207
Redundancy payments	60	-14	189	-98	-98
Received insurance compensation	-	-	-	-100	-100
IFRIC agenda decision one-off expense	-	-	-	-	1 135
Total items affecting comparability	75	181	391	59	1 144
<b>Adjusted operating profit</b>	<b>12 811</b>	<b>13 495</b>	<b>22 268</b>	<b>24 994</b>	<b>49 040</b>

<b>FREE CASH FLOW</b>					
EUR thousand	1.4. – 30.6.2022	1.4. – 30.6.2021	1.1. – 30.6.2022	1.1. – 30.6.2021	1.1. – 31.12.2021
<b>Cash flow from operating activities</b>	<b>8 871</b>	<b>7 845</b>	<b>19 520</b>	<b>17 468</b>	<b>43 945</b>
Paid interest and other financing expenses	1 012	1 068	1 049	1 156	2 193
Received interest and other financing income	-82	-7	-96	-42	-60
Acquisition of tangible assets and intangible assets	-3 406	-4 612	-6 995	-4 612	-16 236
<b>Free cash flow</b>	<b>6 395</b>	<b>4 294</b>	<b>13 479</b>	<b>9 949</b>	<b>29 842</b>

## Calculation formulas for alternative performance measures

### FORMULAS FOR KEY FIGURES

EBITDA	Operating profit + depreciation and amortisation
Items affecting comparability	Material items outside the ordinary course of business that concern i) M&A and integration-related expenses, ii) redundancy payments, iii) compensations paid for damages, (iv) external expenses arising from significant regulatory changes and (v) legal actions.
Adjusted EBITDA	EBITDA + items affecting comparability
Adjusted operating profit (EBIT)	Operating profit excluding amortisation from fair value adjustments related to acquisitions + items affecting comparability
Net sales from new services	Net sales of new services is calculated as net sales of those services introduced within the past 24 months.
Free cash flow	Cash flow from operating activities added by paid interests and other financing expenses, deducted by received interests and other financing income and deducted by acquisition of tangible and intangible assets
Cash conversion, %	$\frac{\text{Free cash flow}}{\text{EBITDA}} \times 100$
Net debt	Interest-bearing liabilities - Cash and cash equivalents
Net debt to adjusted EBITDA, x	$\frac{\text{Net debt}}{\text{Adjusted EBITDA}}$
Return on equity, %	$\frac{\text{Profit (loss) for the period}}{\text{Total equity (average for the period)}} \times 100$
Return on capital employed, %	$\frac{\text{Profit (loss) before taxes + Financial expenses}}{\text{Total assets - Non-interest-bearing liabilities (average for the period)}}$
Gearing, %	$\frac{\text{Interest -bearing liabilities - cash and cash equivalents}}{\text{Total equity}} \times 100$
Equity ratio, %	$\frac{\text{Total equity}}{\text{Total assets - Advances received}} \times 100$
Earnings per share, basic	Profit for the period attributable to the owners of the parent company divided by weighted average number of shares in issue

Earnings per share, diluted	Profit for the period attributable to the owners of the parent company divided by weighted average number of shares in issue, taking into consideration the possible impact of the Group's management's long-term incentive plan
Earnings per share, comparable	Profit for the period attributable to the owners of the parent company excluding amortisation from fair value adjustments related to acquisitions and their tax impact divided by weighted average number of shares in issue
Gross investments	Gross investments are fixed asset acquisitions with long-term effect, from which no sales of property or disposal of business have been deducted. As a general rule, fixed assets comprise tangible assets and intangible assets

### Purpose of use of alternative performance measures

EBITDA, adjusted EBITDA and adjusted EBIT are presented as alternative performance measures, as they, according to the company's view, enhance the understanding of the Group's results of operations and are frequently used by analysts, investors and other parties.

Net sales from new products and services is presented as alternative performance measure, as it, according to the company's view, describes the development and structure of the company's net sales.

Free cash flow, cash conversion and gross investments are presented as alternative performance measures, as they provide, according to the company's view, a good insight into the needs relating to the Group's business cash flow and are frequently used by analysts, investors and other parties.

Net debt, net debt to adjusted EBITDA, return on equity and return on capital employed are presented as alternative performance measures, as they are, according to the company's view, useful measures of the Group's ability to obtain financing and pay its debts, and they are frequently used by analysts, investors and other parties.

Gearing and equity ratio are presented as alternative performance measures, as they, according to the company's view, reflect the level of risk related to financing and help to monitor the level of capital employed in the Group's business.

Comparable earnings per share is presented as an alternative performance measure, as it, according to the Company's view, helps to reflect the profit attributable to the owners.

<b>QUARTERLY CONSOLIDATED STATEMENT OF INCOME</b>						
EUR thousand	Q2 2022	Q1 2022	Q4 2021	Q3 2021	Q2 2021	Q1 2021
<b>Net sales</b>	<b>43 409</b>	<b>40 669</b>	<b>43 111</b>	<b>38 625</b>	<b>42 122</b>	<b>39 656</b>
Other operating income	81	134	114	172	172	232
Materials and services	-7 331	-6 818	-7 404	-6 611	-6 938	-6 640
Personnel expenses	-10 234	-10 857	-10 510	-8 615	-10 284	-10 322
Work performed by the entity and capitalised	1 161	1 174	1 304	650	1 030	951
<i>Total personnel expenses</i>	<i>-9 073</i>	<i>-9 683</i>	<i>-9 206</i>	<i>-7 965</i>	<i>-9 255</i>	<i>-9 371</i>
Other operating expenses	-11 662	-11 079	-13 165	-9 645	-10 199	-9 809
Depreciation and amortisation	-5 751	-7 146	-5 682	-5 690	-5 758	-5 619
<b>Operating profit</b>	<b>9 673</b>	<b>6 077</b>	<b>7 767</b>	<b>8 886</b>	<b>10 145</b>	<b>8 450</b>
Share of results of associated companies and joint ventures	-216	-167	-208	-173	-	-
Finance income	82	78	71	48	6	301
Finance expenses	-607	-583	-630	-591	-631	-741
Finance income and expenses	-525	-505	-560	-543	-625	-440
<b>Profit before income tax</b>	<b>8 933</b>	<b>5 405</b>	<b>6 999</b>	<b>8 170</b>	<b>9 520</b>	<b>8 011</b>
Income tax expense	-1 851	-1 089	-1 628	-1 717	-1 935	-1 551
<b>Profit for the period</b>	<b>7 081</b>	<b>4 316</b>	<b>5 372</b>	<b>6 453</b>	<b>7 585</b>	<b>6 460</b>
<b>Items that may be reclassified to profit or loss:</b>						
Translation differences on foreign units	-10 267	-2 082	-2 090	-1 522	3 184	-5 224
Hedging of net investments in foreign units	2 344	541	520	369	-813	1 314
Income tax relating to these items	-469	-108	-104	-74	163	-263
	<b>-8 392</b>	<b>-1 649</b>	<b>-1 673</b>	<b>-1 227</b>	<b>2 533</b>	<b>-4 173</b>
<b>Items that will not be reclassified to profit or loss</b>						
Remeasurements of post-employment benefit obligations	-	-	4 325	-	-	-
Income tax relating to these items	-	-	-891	-	-	-
	-	-	<b>3 434</b>	-	-	-
<b>Other comprehensive income for the period, net of tax</b>	<b>-8 392</b>	<b>-1 649</b>	<b>1 760</b>	<b>-1 227</b>	<b>2 533</b>	<b>-4 173</b>
<b>Total comprehensive income for the period</b>	<b>-1 311</b>	<b>2 667</b>	<b>7 132</b>	<b>5 226</b>	<b>10 119</b>	<b>2 287</b>
<b>Profit attributable to:</b>						
Owners of the parent company	7 081	4 316	5 372	6 453	7 585	6 460
<b>Earnings per share attributable to the owners of the parent during the period:</b>						
Owners of the parent company	-1 311	2 667	7 132	5 226	10 119	2 287
<b>Earnings per share attributable to the owners of the parent during the period:</b>						
Basic, EUR	0,29	0,18	0,22	0,27	0,32	0,27
Diluted, EUR	0,29	0,18	0,22	0,27	0,32	0,27

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