



# Half-year report

1 Jan–30 Jun

**2018**

CEO Timur Kärki  
CFO Petteri Venola

**GOFORE**

# Agenda

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NET SALES  
EUR 24.7  
MILLION



NET SALES  
GROWTH  
72%



PRO FORMA  
GROWTH  
39%

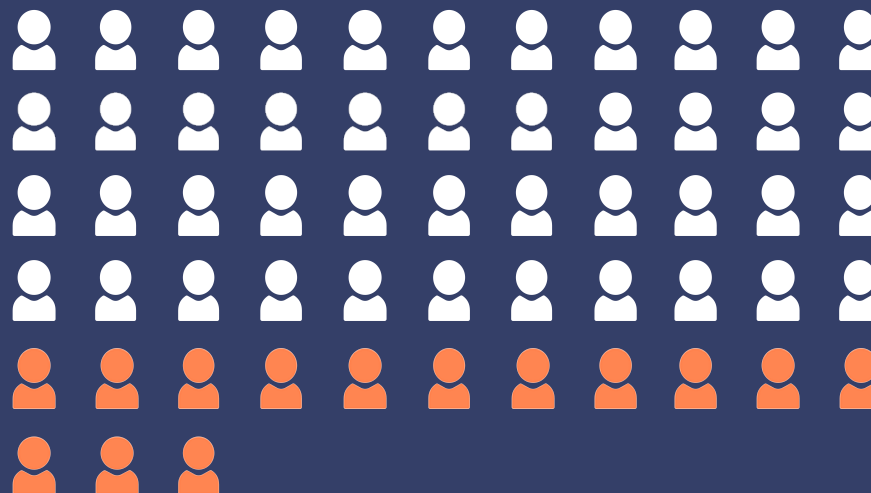


EBITA  
EUR 3.8  
MILLION  
15.5%

# Organic growth

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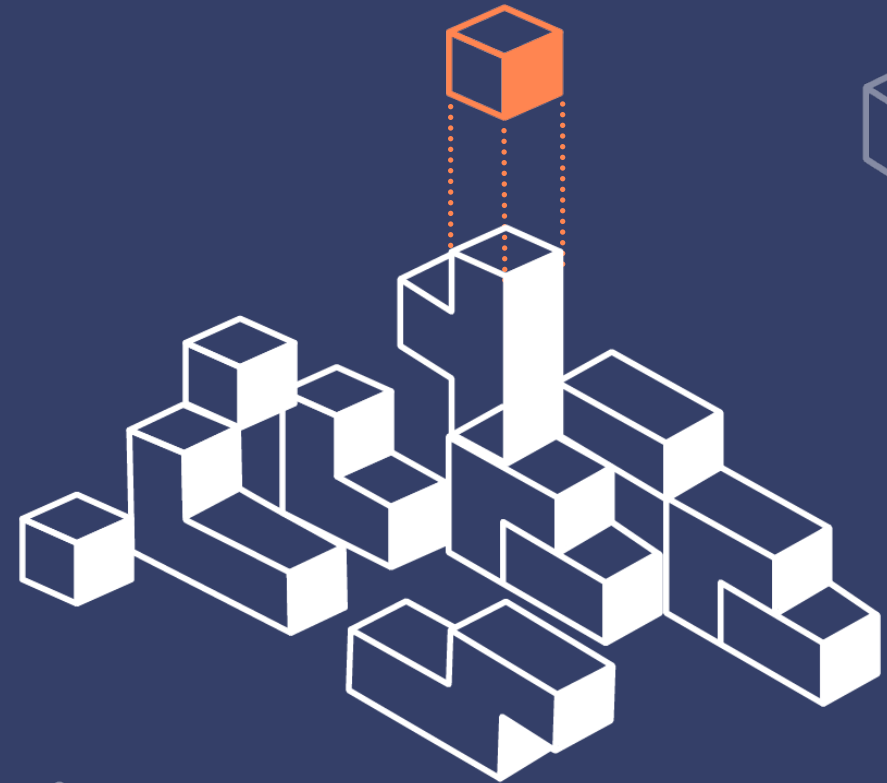
+ 39 %



# Organisational development

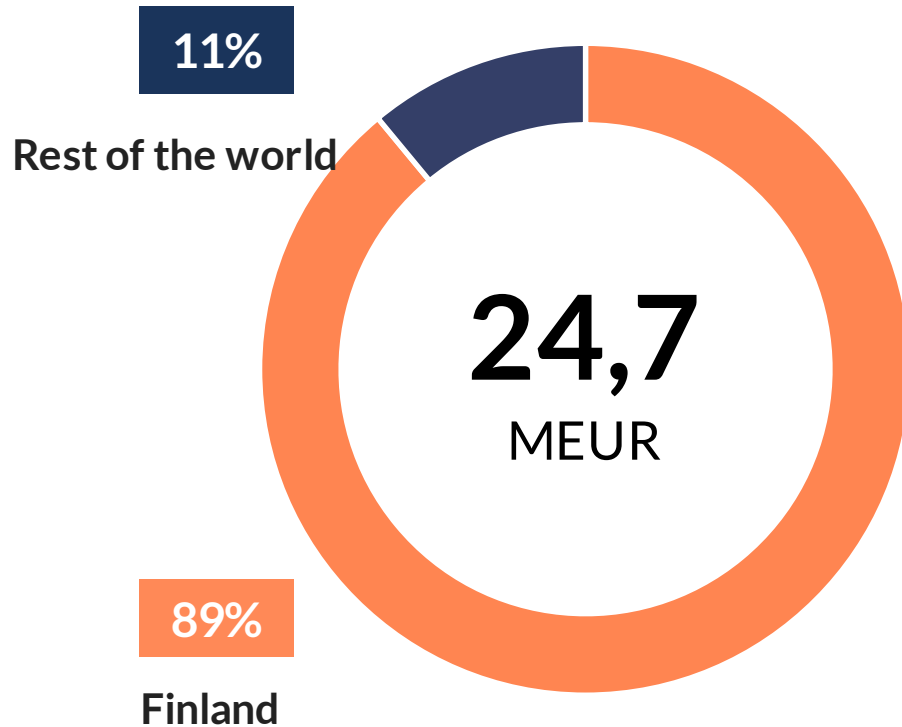
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- Long-running, strong growth
- Constant need to learn new things and adopt new practices
- 2017 was special – spring 2018 was characterised by learning and strengthening the foundation for future growth

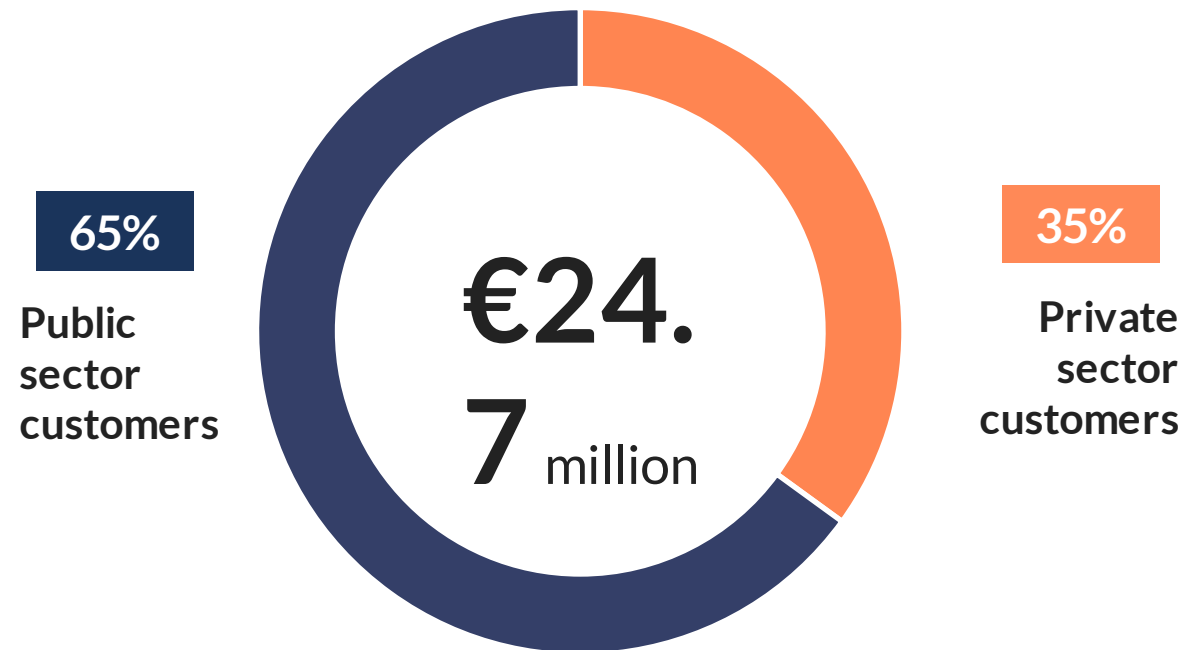


# Breakdown of net sales 1 Jan–30 Jun 2018

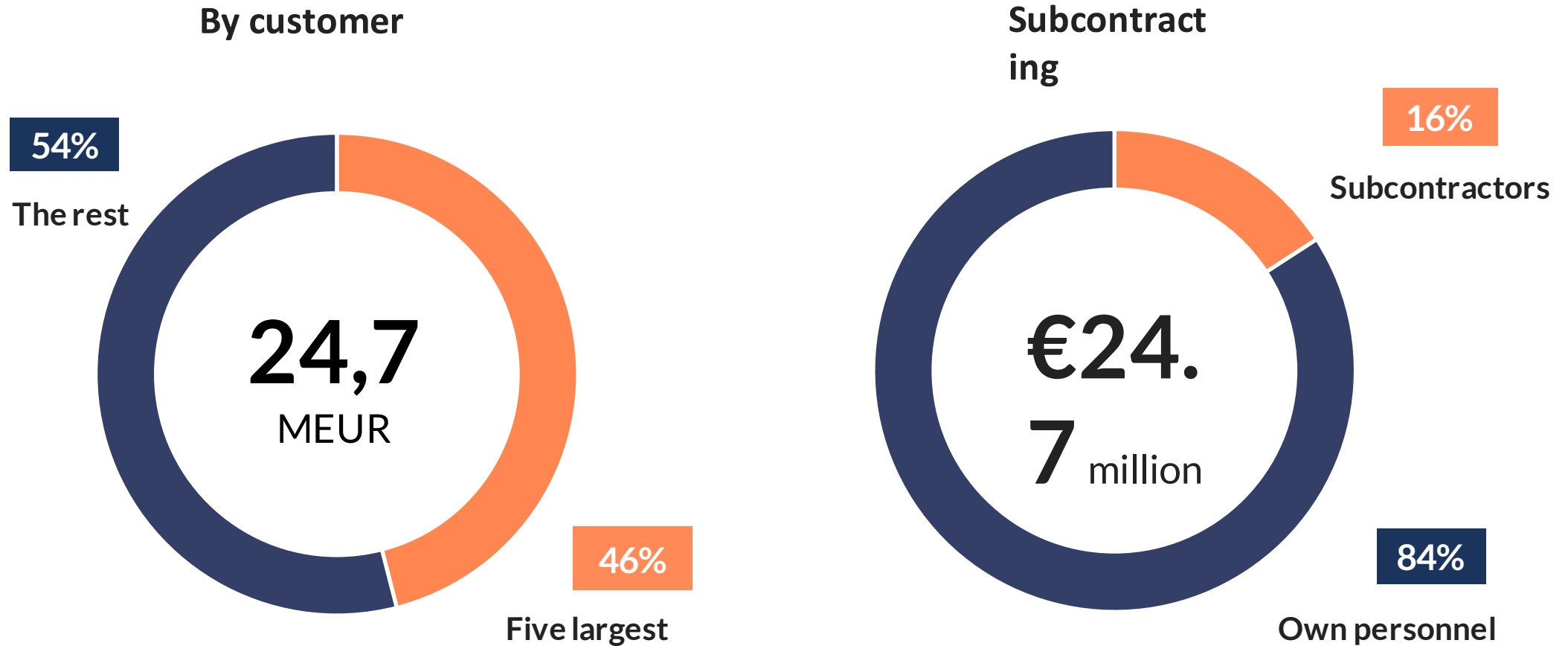
Geographical distribution



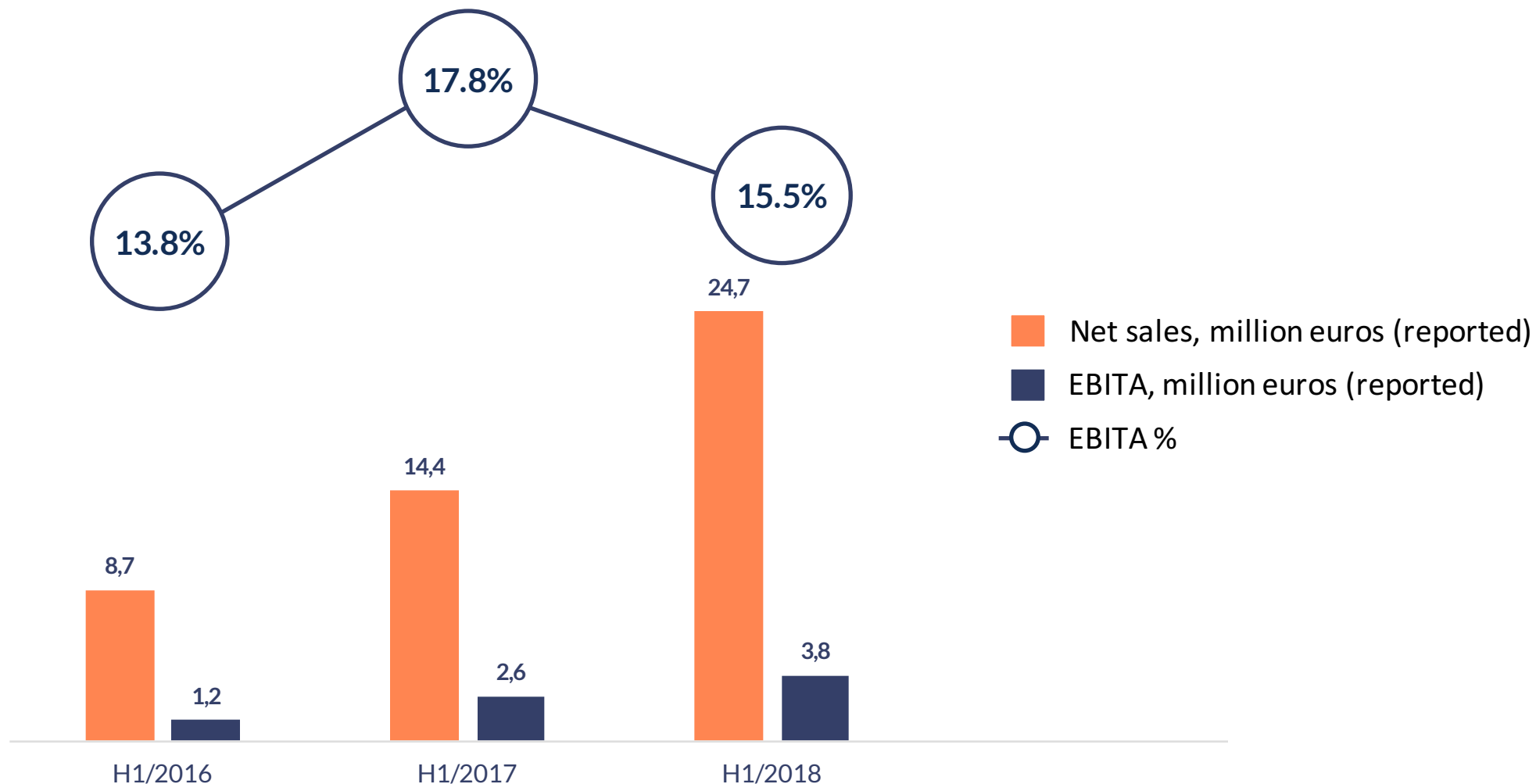
By sector



# Breakdown of net sales 1 Jan–30 Jun 2018



# Net sales and EBITA (H1/2016–2018)



EBITA means earnings before interest, taxes and amortisation. It is an alternative key figure. For 2016 and 2017, EBITA is the same as earnings (EBIT). For 2018, EBITA is earnings (EBIT) + amortisation of goodwill.





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# Group profit and loss account

EUR 1,000	1 Jan–30 Jun 2018	1 Jan–30 Jun 2017	1 Jan–31 Dec 2017
<b>Net sales</b>	<b>24,691</b>	<b>14,368</b>	<b>33,950</b>
Other operating revenue	223	92	306
Materials and services	-3,827	-1,571	-4,152
Personnel expenses	-13,307	-8,076	-18,867
Amortisations and depreciations	-383	-98	-458
Other operating expenses	-3,864	-2,216	-5,421
<b>Earnings</b>	<b>3,532</b>	<b>2,499</b>	<b>5,359</b>
Financial income and expenses, net	15	-65	-1,172
Profit after financial items	3,547	2,434	4,187
Year-end allocations	-	-	-2
Income taxes	-795	-426	-866
<b>Profit/loss for the financial period</b>	<b>2,752</b>	<b>2,008</b>	<b>3,319</b>

# Group balance sheet

EUR 1,000	30 Jun 2018	30 Jun 2017	31 Dec 2017
<b>ASSETS</b>			
Fixed assets			
Immaterial goods			
Development expenses	24	52	38
Goodwill	5,078	5,647	5,362
Other long-term expenses	85	46	93
Material goods			
Machinery and equipment	367	237	348
Other material goods	41	16	41
Investments	51	551	551
Fixed assets total	5,645	6,550	6,433
<b>CURRENT ASSETS</b>			
Long-term receivables			
Loan receivables	2	24	15
Short-term receivables			
Accounts receivable	11,449	5,748	8,786
Loan receivables	26	34	26
Other receivables	471	327	489
Accrued income	3,418	789	880
Receivables total	15,366	6,922	10,197
Liquid asset securities			
Other securities	5,000	-	-
Cash and cash equivalents	4,962	4,572	12,657
Current assets total	25,328	11,494	22,854
<b>ASSETS TOTAL</b>	<b>30,974</b>	<b>18,043</b>	<b>29,287</b>



# Group balance sheet (continued)

EUR 1,000	30 Jun 2018	30 Jun 2017	31 Dec 2017
<b>LIABILITIES</b>			
<b>Equity</b>			
Share capital	80	8	80
Invested non-restricted equity fund	11,459	1,455	11,459
Profit from the previous financial periods	4,341	3,026	2,953
Profit for the review period	2,752	2,008	3,319
Equity total	18,632	6,498	17,810
<b>External capital</b>			
Long-term liabilities			
Loans from financial institutions	3,149	4,737	3,683
Short-term liabilities			
Loans from financial institutions	1,069	813	1,105
Advances received	19	-	15
Accounts payable	1,969	1,083	1,589
Other debts	1,887	1,521	1,672
Accrued expenses	4,249	3,390	3,412
Short-term liabilities total	9,193	6,808	7,794
External capital total	12,341	11,546	11,477
<b>LIABILITIES TOTAL</b>	<b>30,974</b>	<b>18,043</b>	<b>29,287</b>

# Key figures

In EUR 1,000, unless otherwise stated

	1 Jun 2018	1 Jun 2017 <sup>1</sup>	2017 <sup>1</sup>
Net sales	24,691	14,368	33,950
Growth of net sales, %	71.9		82.4
EBITDA	3,915	2,596	5,817
EBITDA margin, %	15.9	18.1	17.1
Earnings before interest, taxes and amortisation (EBITA)	3,817	2,546	5,691
Earnings before interest, taxes and amortisation (EBITA) margin, %	15.5	17.7	16.8
Earnings (EBIT)	3,532	2,499	5,359
Earnings (EBIT) margin, %	14.3	17.4	15.8
Profit for the financial period	2,752	2,008	3,319
Adjusted profit for the financial period <sup>2</sup>	3,037	2,108	4,778

# Key figures (continued)

In EUR 1,000, unless otherwise stated	1 Jun 2018	1 Jun 2017 <sup>1</sup>	2017 <sup>1</sup>
Earnings per share (EPS), undiluted, euros	0.21	0.19	0.28
Adjusted earnings per share (adjusted EPS), undiluted, euros	0.23	0.20	0.41
Number of outstanding shares at the end of the period (issue-adjusted) <sup>3</sup>	12,948,800	10,560,000	12,948,800
Equity ratio, %	60.2	36.1	60.8
Net gearing, %	-31.1	6.6	-47.3
Return on equity (ROE), %	30.2	75.6	30.2
Return on investment (ROI), % <sup>4</sup>	31.4	58.4	22.5
Average overall capacity, FTE <sup>5</sup>	373	-	-
Average subcontracting, FTE <sup>6</sup>	46	-	-
Number of staff at the end of the review period	423	330	374

Unless mentioned otherwise, the comparisons in this half-year report are presented in relation to the comparable period in 2017. The compared figures include the figures of Leadin Oy, which was acquired in May 2017, from 1 June 2017 onwards.

<sup>1</sup> Leadin Oy's figures are combined with the Gofore group's figures starting from 1 June 2017.

<sup>2</sup> The adjusted profit for the financial period refers to the profit for the financial period to which amortisation of goodwill and the non-recurring funding expenses from listing have been added.

<sup>3</sup> Issue-adjusted refers to the redistribution of the stock prior to listing in October 2017.

<sup>4</sup> Annualised.

<sup>5</sup> The Overall capacity, FTE (Full Time Equivalent) figure shows the overall capacity of the group's personnel, converted into a value corresponding to the number of full-time employees. The figure includes the entire staff, regardless of their role. The figure is not affected by annual leave, time-off in lieu of overtime, sick leave, or other short-term absences. Part-time agreements and other long-term deviations from normal working hours reduce the amount of overall capacity in comparison with the total number of staff.

<sup>6</sup> The Subcontracting, FTE (Full Time Equivalent) figure shows the overall amount of subcontracting used in invoiceable work, converted into a value corresponding to the number of full-time employees.



# Pro forma key figures

## Pro forma<sup>1</sup>

In EUR 1,000, unless otherwise stated

	1 Jun 2018	1 Jun 2017	2017
Pro forma net sales	24,691	17,740	37,322
Pro forma EBITDA	3,915	3,386	6,607
Pro forma EBITDA margin, %	15.9	19.1	17.7
Pro forma earnings before interest, taxes and amortisation (EBITA)	3,817	3,322	6,468
Pro forma earnings before interest, taxes and amortisation (EBITA) margin, %	15.5	18.7	17.3
Pro forma earnings (EBIT)	3,532	3,038	5,898
Pro forma earnings (EBIT) margin, %	14.3	17.1	15.8
Pro forma profit for the financial period	2,752	2,379	3,683
Adjusted pro forma profit for the financial period <sup>2</sup>	3,037	2,721	5,380
Adjusted pro forma earnings per share (adjusted EPS), undiluted, euros	0.23	0.26	0.46

<sup>1</sup> The table shows unaudited pro forma information for the periods 1 January–30 June 2017 and 1 January–31 December 2017. The pro forma information was created to illustrate what Gofore's profit could have been, had the Leadin Oy acquisition taken place on 1 January 2016. The pro forma financial information has been presented in order to illustrate the effects of the acquisition. The figures for Leadin Oy have been combined with the figures for the Gofore group starting on 1 June 2017.

<sup>2</sup> The adjusted pro forma profit for the financial period refers to the pro forma profit for the financial period to which pro forma amortisation of goodwill and the non-recurring funding expenses from listing have been added.



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# Our values serve as the foundation for our strategy

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1. Gofore is a good workplace for everyone
2. Gofore thrives on its customers' successes



# We want to always be

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01

GROWING AND  
PROFITABLE

02

DEVELOPING

03

EFFECTIVE

04

INTERNATIONAL

# GROWING AND PROFITABLE

We want to  
always

Maintain strong, organic growth

Make controlled acquisitions that support growth

Maintain good profitability



01





# DEVELOPING

We want to  
always

Continuously renew ourselves and change, both as a company and in regard to our services.  
Provide individuals with the best possible opportunities for professional development







# EFFECTIVE

We want to  
always

Be a trusted supplier to our clients in their digital transformation

Be a key participant in socially significant projects

Serve as a pioneer in new management and work culture

Be at the forefront working with new technologies and methods







# INTERNATIONAL

We want to  
always

Serve notable international customers

Be international in regard to our internal operations as well –  
decentralised teams and community

Also be impactful and meaningful at the international level



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# Direction

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The company's Board of Directors has adjusted its estimate of the 2018 net sales to EUR 48–52 million (previously EUR 46–52 million).





# Long-term financial goals

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- We are pursuing net sales growth exceeding the growth of the target market, estimated to be an annual 15–25% in the next few years, and earnings before interest, taxes and amortisation (EBITA) of 15%.
- We aim to distribute at least 40% of our net profit as dividends annually.



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