

The background of the slide features a large, stylized, wavy line that flows from the left side, peaks in the center, and flows back down to the right. The line is composed of several overlapping segments, each with a different color gradient. From left to right, the colors transition from green to blue, then to a bright yellow-orange, followed by a deep red, and finally to a light pink. The word "Vincit" is centered over this graphic in a bold, black, sans-serif font.

Vincit

Half-Year Financial Report

1 January - 30 June 2024

Julius Manni, CEO
Kimmo Kärkkäinen, CFO



Julius Manni

Chief Executive Officer



WE TURN DIGITAL INTO BUSINESS RESULTS

Drive growth with composable commerce

Boost business with data and AI

Create efficiency with core processes and systems

Craft winning digital products and services

HIGHLIGHTS H1 2024

Financial performance not yet at the desired level, but transformation journey progressing

01.

Transformation continues to be the key theme in H1

- Driving our own change through a systematic data-driven development program.
- In the Nordics, successfully continued to renew the foundations of our business.
- In the USA, big result impact from one-time organizational restructuring costs. Investments in sales and a sharpened digital commerce offering continue.

02.

We are on the right track in the Nordics

- In the Nordics, pricing capability held up better and headcount started to grow again
- Recent investments in data and AI solutions enabled new openings.
- Underlying profitability improving. H1 result burdened by a few fixed-price projects.

03.

We keep investing in stellar talent

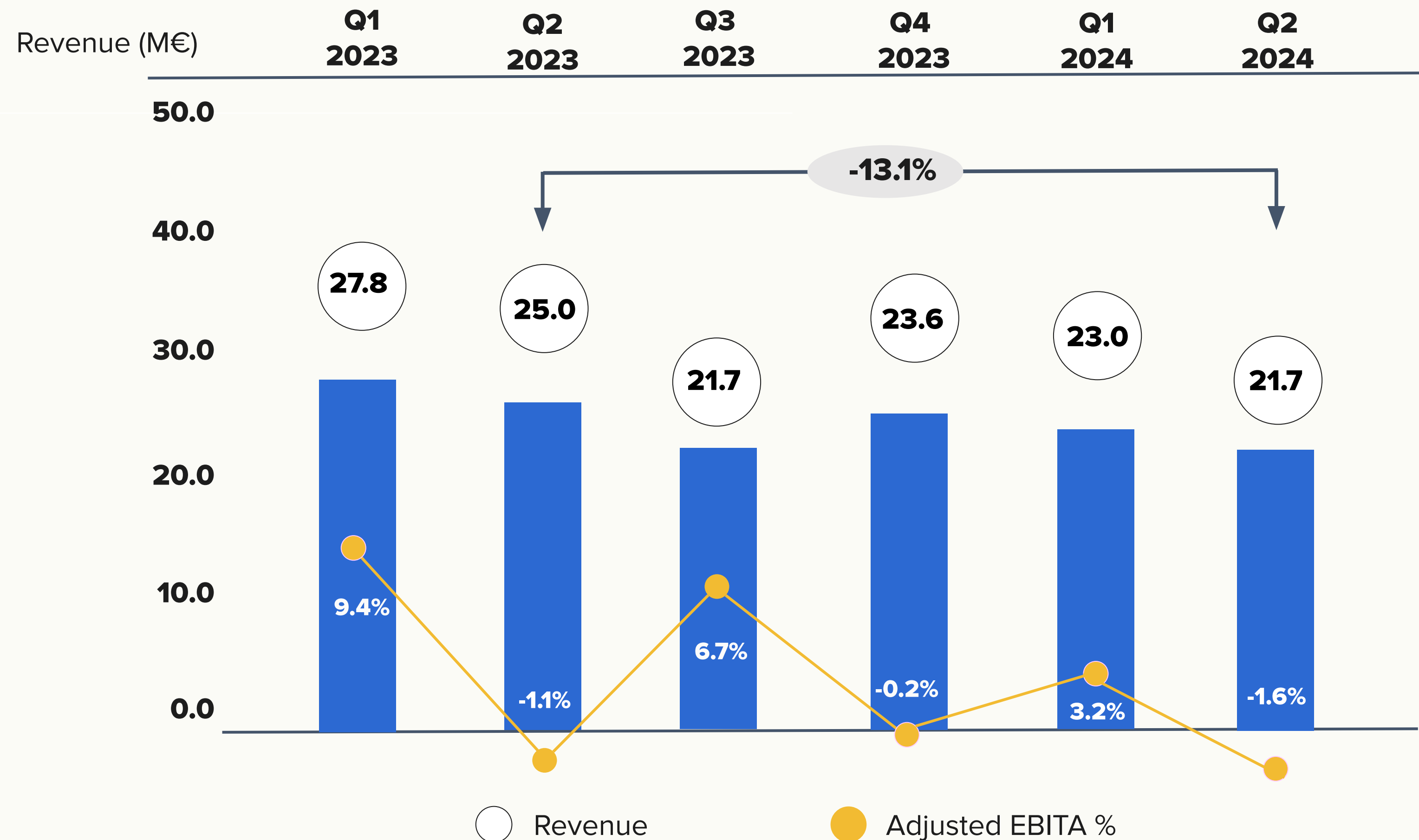
- During the spring, we have increased investments in talent development.
- Univincity 2.0 program launched with the aim of promoting the professional growth of vincitizens, and strengthen our expertise in strategic areas
- We continue recruitments to various expert roles and to develop our own commercial capabilities.

THE NUMBERS

31 January–30 June 2024 /
30 April–30 June 2024



VINCIT GROUP Q1/2024: REVENUE & ADJUSTED EBITA %



- Revenue in April-June decreased by 13.1% to EUR 21.7 (25.0) million.
- EBITDA was EUR -0.8 (-0.2) million or -3.6% (-0.9%) of revenue.
- EBITA was EUR -0.8 (-0.3) million or -3.8% (-1.1%) of revenue.
- Adjusted EBITA was -0.3 million (-0.3) or -1.6% (-1.1%) of revenue.
- EBIT was EUR -1.8 million (-1.3) or -8.4% (-5.0%) of revenue.
- The profit was EUR -1.8 (-1.5) million.

VINCIT GROUP

January – June

- Revenue in January–June decreased by 15.3% to EUR 44.7 (52.8) million. The decrease can be attributed to several factors, weak demand in custom software development and project overruns.
- EBITDA was EUR 0.0 (2.3) million or 0.0% (4.4%) of revenue during the review period.
- EBITA was EUR -0.1 million (2.2) or 0.0% (4.2%) of revenue during the review period.
- Adjusted EBITA was 0.4 million (2.3) or 0.9% (4.4%) of revenue during the review period.
- EBIT was EUR -2.1 million (0.3) or -4.7% (0.5%) of revenue. Year-on-year profitability impacted by decrease in revenue and project overruns.
- The result for January–June was EUR -2.2 (-0.3) million.

	M€	4-6/ 2024	4-6/ 2023	Change %	1-6/ 2024	1-6/ 2023	Change %
Revenue		21.7	25.0	-13.1%	44.7	52.8	-15.3%
EBITDA		-0.8	-0.2	252.2%	0.0	2.3	-100.4%
% of revenue		-3.6%	-0.9%		0.0%	4.4%	
EBITA		-0.8	-0.3	193.4%	-0.1	2.2	-104,9%
% of revenue		-3.8%	-1.1%		-0.2%	4.2%	
Adjusted EBITA		-0.3	-0.3	18.8%	0.4	2.3	-83.1%
% of revenue		-1.6%	-1.1%		0.9%	4.4%	

BUSINESS AREAS

	M€						
Service business	4-6/ 2024	4-6/ 2023	Change	1-6/ 2024	1-6/ 2023	Change	
Revenue	21.0	24.3	-13.7%	43.1	51.3	-16.0%	
EBITA	-0.7	-0.2	215.3%	0.1	2.3	-97.7%	
% of revenue	-3.3%	-0.9%		0.1%	4.4%		
Adjusted EBITA	-0.2	-0.2	-14.1%	0.5	2.4	-76.7%	
% of revenue	-0.9%	-0.9%		1.3%	4.6%		
Product business	4-6/ 2024	4-6/ 2023	Change	1-6/ 2024	1-6/ 2023	Change	
Revenue	0.8	0.7	6.5%	1.6	1.5	6.9%	
EBITA	-0.2	-0.1	123.6%	-0.2	0.0	243.6%	
% of revenue	-19.8%	-9.4%		-9.8%	-3.0		
Adjusted EBITA	-0.2	-0.1	123.6%	-0.2	0.0	243.6%	
% of revenue	-19.8%	-9.4%		-9.8%	-3.0%		

SERVICE BUSINESS: NORDICS & USA

Vincit Nordics	M€	4-6/ 2024	4-6/ 2023	Change	1-6/ 2024	1-6/ 2023	Change
Revenue		19.0	21.8	-12.6%	39.2	45.9	-14.6%
EBITA		0.0	0.0	-111.5%	1.0	2.4	-59.8%
% of revenue		0.0%	-0.2%		2.4%	5.3%	
Adjusted EBITA		0.0	0.0	-154.3%	1.0	2.5	-60.7%
% of revenue		0.1%	-0.2%		2.5%	5.5%	
Vincit USA		4-6/ 2024	4-6/ 2023	Change	1-6/ 2024	1-6/ 2023	Change
Revenue		2.0	2.6	-23.3%	3.9	5.4	-27.4%
EBITA		-0.7	-0.2	291.3	-0.9	-0.2	476.4%
% of revenue		-34.7%	-6.8%		-23.4%	-2.9%	
Adjusted EBITA		-0.2	-0.2	18.5%	-0.4	-0.2	176.4%
% of revenue		-10.5%	-6.8%		-11.2%	-2.9%	

FINANCING

→ The balance sheet total at the end of the financial year was EUR 51.6 million (58.3).

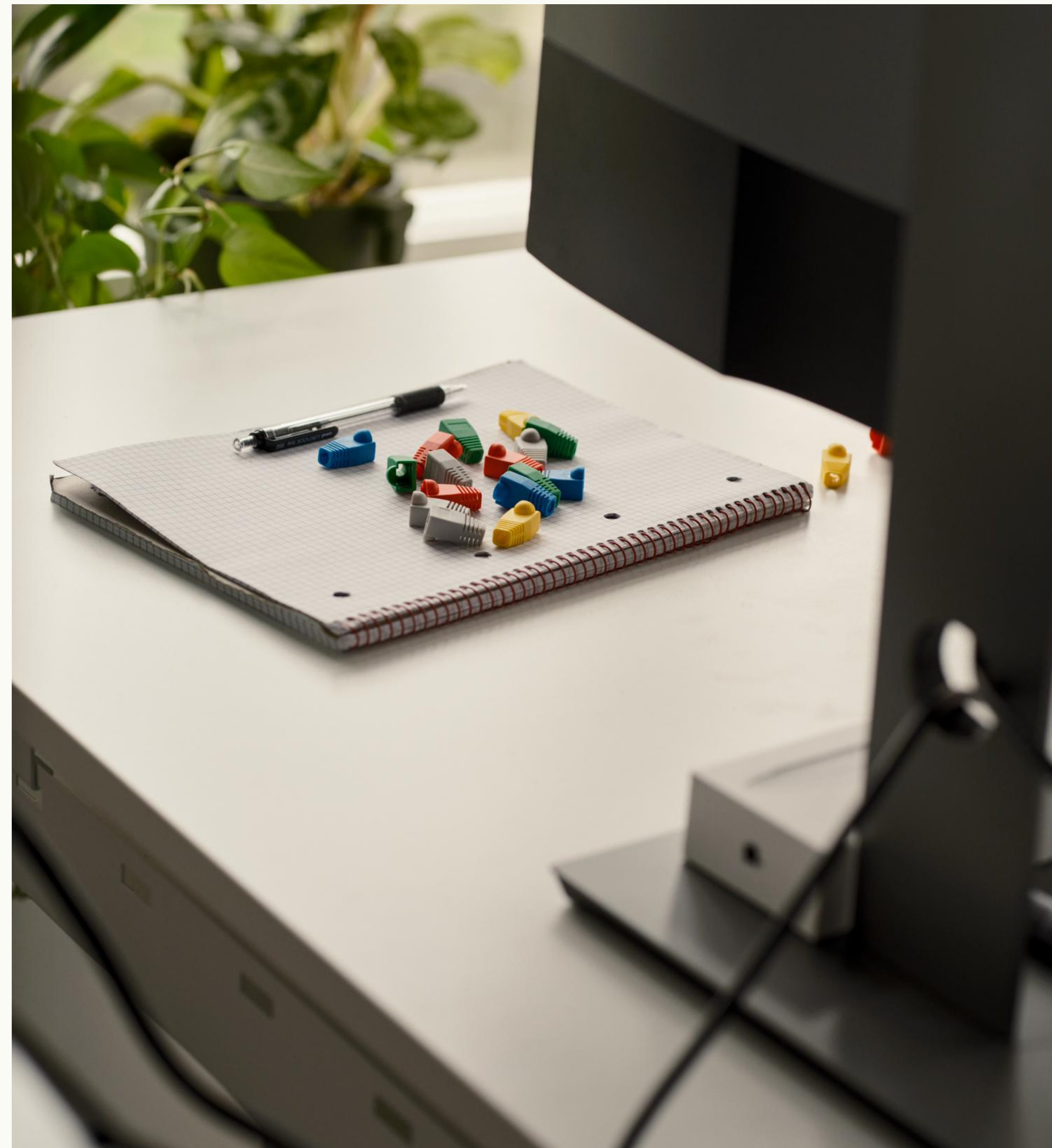
→ Cash flow from operating activities after paid interest and direct taxes was EUR 0.7 million (3.9).

Strong balance sheet enables continuing M&A efforts.

	30. Jun. 2024	30. Jun. 2023
Cash & cash equivalents, M€	10.9	11.2
Interest bearing net debt, M€	0.1	0.1
Net gearing %	-33.4%	-28.5%
Equity ratio %	62.6%	66.5%

OUTLOOK 2024

With a lower headcount than last year, revenue in 2024 is expected to be lower than in 2023, but relative profitability is expected to improve year-on-year.



Q&A

THANK YOU

