

Half-year Review

2023

VINCIT

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In case the document differs from the original, the Finnish version prevails.

Vincit Plc's half-year review January 1 – June 30, 2023 (unaudited)

Figures in brackets refer to the corresponding period of the previous year, unless otherwise specified.

Vincit is renewing itself in a turbulent market

The positioning after the Bilot merger has opened a new customer market for Vincit and the move upwards in customers' value chain is progressing according to the strategy. The renewal of Vincit continues by developing commercial expertise, clarifying the customer value promise and broader offering. At the same time, Vincit continues measures to improve profitability and adapt its business to the changed market situation.

January-June 2023

- Revenue was EUR 52.8 million (35.8). Revenue grew by EUR 17.0 million, or 47.5%.
- Adjusted EBIT (EBIT before goodwill amortization) was EUR 2.1 million (2.6), or 3.9% (7.4) of revenue.
- Adjusted EBIT before non-recurring items was EUR 2.2 million (2.6), or 4.1% (7.4) of revenue.
- The number of employees at the end of the review period was 766 (Dec. 31, 2022: 803).
- Total capacity (FTE) averaged 829 (602) over the reporting period, of which the share of subcontracting was 89 (41).
- Earnings per share were EUR -0.02 (0.10).
- In May, Vincit updated the composition of its Leadership Team and initiated change negotiations in service production.
- In June, Vincit lowered its guidance on 2023 revenue and relative profitability.

Key figures

Group

EUR 1,000	1-6/2023	1-6/2022	Change %	2022
Revenue	52,805	35,797	47.5	84,789
EBITDA ¹⁾	2,339	2,846	-17.8	3,619
% of revenue	4.4%	8.0%		4.3%
Adjusted EBIT (EBIT before goodwill amortization) ¹⁾	2,061	2,640	-21.9	3,136
% of revenue	3.9%	7.4%		3.7%
Adjusted EBIT (EBIT before goodwill amortization) before non-recurring items ¹⁾				
²⁾	2,153	2 640		5,197
% of revenue	4.1%	7.4%		6.1%
EBIT	278	1,599	-82.6	235
% of revenue	0.5%	4.5%		0.3%
Profit for the period	-284	1,191	-123.9	-277

Return on investment (ROI) ¹⁾ , %	-0.5%	13.7%	1.3%
Return on equity (ROE) ¹⁾ , %	-1.4%	10.6%	-0.4%
Gearing ratio, %	-28.5%	-18.9%	-24.8%
Equity ratio, %	66.5%	66.2%	67.1%
Number of personnel at the end of the period	766	605	803
EPS, EUR	-0.02	0.10	-0.02

- 1) The company presents alternative performance measures EBITDA, adjusted EBIT (operating profit before goodwill amortization), adjusted EBIT (operating profit before goodwill amortization) before non-recurring items, return on investment (ROI), and return on equity (ROE) to better describe the financial development of its business.
- 2) The non-recurring costs from the Bilot Oyj merger in the second half of 2022 were approximately EUR 2.1 million.

Outlook for 2023 (updated on June 21, 2023)

Vincit's 2023 revenue is estimated to be over EUR 95 million and the adjusted EBIT (EBIT before goodwill amortization) is estimated to be between 3 and 8% of revenue.

Previous guidance published in connection with the Financial Statement Release on February 28, 2023:

In 2023, Vincit's revenue is estimated to be more than 105 million euros. Adjusted EBIT (EBIT before goodwill amortization) is estimated to be between 7 and 11% of revenue.

Financial targets for the strategy period 2023-2025

In the strategy period 2023-2025, Vincit aims to achieve 20% annual net sales growth. The goal is to achieve the growth targets with a combination of organic growth and inorganic growth focused outside Finland. The adjusted EBIT (operating profit before goodwill depreciation) target level is over 10% of net sales during the whole strategy period. The company continues its internationalization and aims for net sales from the USA to represent around 30% of Group net sales by the end of the strategy period. The company aims to keep its equity ratio above 60%.

CEO Julius Manni comments:

“Vincit’s revenue increased by almost 50% from the comparison period, driven by the Bilot merger. Vincit’s traditional strength, tailored software development, is, however, in a faster-than-expected market turbulence due to a change in customer demand and strong price competition. This weakens our expectations for revenue growth and profitability in the second half of the year, which led us to lower our guidance in June. Simultaneously, the move upwards in our customers’ value chain is progressing according to our strategy. We will continue to renew Vincit by developing new commercial expertise and updating our brand during the fall season. With the Bilot merger, our strength in the SAP ecosystem has repositioned Vincit and opened a new customer market for us. We are also investing in developing a strategic partnership with Microsoft, especially linking SAP technologies to Azure cloud solutions and utilizing AI in software development.

In the United States, our business was slightly in the red and the turn for the better requires us to succeed in new sales in a wider range of industries. We have adapted the operative costs of Vincit USA to the new situation and renewed the local management model in terms of sales and marketing. In Europe, our

profitability was weakened by the one-off payment to the entire personnel allocated in the second quarter based on the collective agreement in Finland, as well as high overhead costs. We have increased measures to improve profitability and our focus on costs. During the review period, we merged the DevOps & Platforms unit to the Talent & Delivery unit, which in the future is responsible for the service production of the entire company. At the same time, we streamlined the Leadership Team, implemented personnel reductions and lay-offs, and continued to reduce premise costs.

There are still uncertainties on the horizon, which are related to the macroeconomic outlook and reflected in companies' willingness to invest, especially when it comes to new digital services. Although this year seems challenging at the moment, I am confident that Vincit is well positioned in the changing IT industry landscape, as our own ongoing journey progresses."

Financial review January-June 2023

Consolidated revenue

Revenue during the review period was EUR 52.8 million (35.8), up 47.5% year-on-year. The revenue growth is mainly due to the Bilot Oyj merger that was completed on July 1, 2022.

Group profitability and earnings development

EBITDA was EUR 2.3 million (2.8) or 4.4% (8.0) of revenue during the review period. Adjusted EBIT was EUR 2.1 million (2.6) or 3.9% (7.4) of revenue. Adjusted EBIT before non-recurring items was EUR 2.2 million (2.6), or 4.1% (7.4) of revenue. EBIT was EUR 0.3 million (1.6) or 0.5% (4.5) of revenue.

The Group's personnel costs amounted to EUR 33.7 million (23.9) representing 63.9 % (66.7) of revenue. The rise in personnel costs was mainly due to the Bilot Oyj merger. The relative decrease in personnel costs is due to the increased use of subcontracting.

Other operating expenses increased from the comparison period and totaled EUR 8.9 million (5.6), which is about 16.9% (15.5) of revenue. The rise in costs was mainly due to the Bilot Oyj merger.

Bad debt provisions during the review period was EUR -0.2 million (-0.1).

Unrealized foreign exchange losses (gains) recognized in financial items during the review period totaled EUR -0.2 million (0.3).

The profit for the period under review was EUR -0.3 million (1.2).

Vincit's business areas

Vincit's business comprises two areas: the Service business in Europe (Vincit Europe) and the US (Vincit USA), and the Product business focusing on the Finnish market. Customers include both enterprises and public sector actors.

Service business

Vincit's aim is to be a partner for customers in transforming commercial abilities and accelerating digital development in the Nordic countries and the US.

MEUR	H1/2023	H1/2022	Change %	2022
Revenue	51.3	34.5	48.7%	82.3

Adjusted EBIT (operating profit before goodwill amortization)	2.2	2.6	-17.3%	3.1
% of revenue	4.3%	7.6%		3.8%
Adjusted EBIT before non-recurring items*	2.3	2.6	-13.8%	5.2
% of revenue	4.4%	7.6%		6.3%

* The non-recurring costs from the Bilot Oyj merger in the second half of 2022 were approximately EUR 2.1 million.

Revenue of the Service business during the review period was EUR 51.3 million (34.5), up 48.7% year-on-year.

During the review period, adjusted EBIT of the Service business was EUR 2.2 million (2.6) or 4.3% (7.6) of revenue. Adjusted EBIT before non-recurring items was EUR 2.3 million (2.6), or 4.4% (7.6) of revenue.

Vincit Europe

The revenue of Vincit's service business grew by nearly 60% from the comparison period in Europe. The good profitability trend early in the year dipped in the second quarter due to the one-off payment to the entire personnel based on the collective agreement in Finland, as well as high overhead costs. The outlook for the SAP-related business remains good, but there is a lot of uncertainty related to the demand for tailored software development for the rest of the year, and we have not engaged in aggressive price competition.

MEUR	H1/2023	H1/2022	Change %	2022
Revenue	46.6	29.2	59.3%	71.9
Adjusted EBIT (operating profit before goodwill amortization)	2.3	1.8	30.5%	2.3
% of revenue	5.0%	6.1%		3.2%
Adjusted EBIT before non-recurring items*	2.4	1.8	35.6%	4.3
% of revenue	5.2%	6.1%		6.1%

* The non-recurring costs from the Bilot Oyj merger in the second half of 2022 were approximately EUR 2.1 million.

Vincit Europe's revenue during the review period was EUR 46.6 million (29.2), up 59.3% year-on-year.

During the review period, Vincit Europe's adjusted EBIT was EUR 2.3 million (1.8) or 5.0% (6.1) of revenue. Adjusted EBIT before non-recurring items was EUR 2.4 million (1.8), or 5.2% (6.1) of revenue.

Vincit USA

Vincit USA's business continued to be challenging as utilization rates remained low and profitability was slightly negative. Failed new sales in fall 2022 and the realization of the start-up-oriented customer portfolio risk were reflected in revenue development and the EUR 0.2 million bad debt provision in the first half of the year. A turn for the better requires us to succeed in new sales in a wider range of industries. We have adapted the operative costs of Vincit USA to the new situation and renewed the local management model in terms of sales and marketing. We are now building a more sustainable base for the next growth phase in our USA business.

MEUR	H1/2023	H1/2022	Change %	2022
Revenue	5.4	6.2	-12.8%	12.6
Adjusted EBIT (operating profit before goodwill amortization)	-0.2	0.8	-119.0%	0.8
% of revenue	-2.9%	13.5%		6.6%

Vincit USA's revenue during the review period was EUR 5.4 million (6.2), down -12.8% year-on-year.

During the review period, Vincit USA's adjusted EBIT was EUR -0.2 million (0.8) or -2.9% (13.5) of revenue.

Product business

The Product business includes VincitEAM that is an easy-to-use solution for materials, maintenance and services management.

The Product business continued on a stable path but remains loss-making. Negotiations with customers that started last year have been completed during spring. Monthly recurring revenue (MRR) continued to grow by 26.9% compared to last year. Delays in customers' decisions and thus project starts being postponed was reflected in the amount of project work that remained at last year's level.

MEUR	H1/2023	H1/2022	Change %	2022
Revenue	1.5	1.4	9.9%	2.7
Adjusted EBIT (operating profit before goodwill amortization)	-0.1	0.0	-	0.0
% of revenue	-7.7%	0.4%		0.9%

Revenue of the Product business during the review period was EUR 1.5 million (1.4), up 9.9% year-on-year.

During the review period, adjusted EBIT of the Product business was EUR -0.1 million (0.0) or -7.7% (0.4) of revenue.

Group balance sheet, financing and cash flow

The balance sheet total at the end of the review period was EUR 58.3 million (Dec. 31, 2022: 62.0).

The equity ratio at the end of the review period was 66.5% (Dec. 31, 2022: 67.1) and gearing was -28.5% (Dec. 31, 2022: -24.8).

Cash flow from operating activities after paid interest and direct taxes was EUR 3.9 million (0.0).

At the end of the review period, the Group's liquid assets were EUR 11.2 million (Dec. 31, 2022: 10.3). Interest-bearing debt amounted to EUR 0.1 million (Dec. 31, 2022: 0.2). At the end of the review period, the Group had unused unsecured overdraft limits totaling EUR 1.0 million.

Acquisitions and changes in Group structure

The parent company of the Group is Vincit Plc that has subsidiaries in Finland, the United States, Sweden and Poland. At the end of the review period, the Vincit Group comprised the parent company Vincit Plc and its subsidiaries Vincit Helsinki Oy (parent company's holding 92.0%), Vincit Jyväskylä Oy (100%), Vincit

Solutions Oy (93.5%), Vincit California Inc (87.0%), Vincit Arizona Inc (87.0%), Vincit Sweden AB (100%) and Vincit Poland Sp. z.o.o. (100%).

No changes were made in the Group structure during the review period.

Personnel and offices

At the end of the review period, the Group employed a total of 766 (Dec. 31, 2022: 803) people, of whom 682 (Dec. 31, 2022: 710) work in Finland, 48 (Dec. 31, 2022: 54) as posted workers and locally employed in the United States, 12 (Dec. 31, 2022: 14) in Sweden and 24 (Dec. 31, 2022: 25) in Poland. In Finland, Vincit has offices in Tampere, Helsinki, Turku, Oulu, Jyväskylä and Kuopio. In the United States, the offices are located in Irvine and Palo Alto, California, and in Phoenix, Arizona. The office in Sweden is in Stockholm and in Poland the offices are located in Poznań and Warsaw.

At the end of the review period, Vincit Group's Leadership Team comprised: Julius Manni, CEO, Jens Krogell, Chief Strategy Officer, acting Chief Commercial Officer, Mari Kuha, Chief People Officer, Anssi Kuutti, Chief Delivery Officer (Talent & Delivery), and Niklas Wasenius, CFO.

Vincit Solutions Oy operates as an independent product unit and its CEO is Juuso Jankama, who reports directly to the chairperson of Vincit's Board of Directors, Mikko Kuitunen.

Vincit Plc's Board of Directors comprises Mikko Kuitunen (Chairperson), Mervi Airaksinen, Frank Korsström, Arto Martonen and Pekka Vähähyppä.

General Meeting

Vincit Plc's Annual General Meeting was held on April 26, 2023, in Helsinki. The Annual General Meeting adopted the financial statements for 2022 and discharged the members of the Board of Directors and the CEO of liability for the financial year 2022. The Annual General Meeting decided, based on a proposal from the Board of Directors, that a dividend of EUR 0.15 per share be paid on the distributable profits of the company for the financial year 2022.

The Annual General Meeting resolved that the number of members of the Board of Directors be confirmed as five (5). Current Board members Mervi Airaksinen, Frank Korsström, Mikko Kuitunen, Arto Martonen and Pekka Vähähyppä were re-elected to the Board of Directors. At the organizing meeting the Board of Directors elected Mikko Kuitunen as its Chairperson.

KPMG Oy Ab, member of the Finnish Institute of Authorized Public Accountants, was appointed as auditor of the company. The chief auditor is Miika Karkulahti, APA.

The Annual General Meeting authorized the Board of Directors to resolve on the issuance of shares, option rights and other special rights entitling to shares as referred to in Chapter 10 Section 1 of the Finnish Limited Liability Companies Act in one or several tranches as follows:

A maximum of 2,500,000 shares (including shares issued based on special rights) may be issued based on the authorization, which corresponds to approximately 15% of the company's share capital at the time of the decision.

The Board of Directors will decide on the issuance of shares, option rights and other special rights entitling to shares. The authorization includes the right to resolve to issue new shares or to transfer own shares held by the company. Shares, option rights and other special rights entitling to shares can be issued deviating from the shareholders' pre-emptive subscription right (directed issue).

The authorization revokes all previous unused authorizations to resolve on the issuance of shares, option rights and other special rights entitling to shares. The authorization is effective until the next Annual General Meeting, however, no longer than June 30, 2024.

The Annual General Meeting authorized the Board of Directors to decide on repurchasing and/or accepting the company's own shares as pledge under the following conditions:

A maximum of 1,000,000 shares may be repurchased and/or pledged. The shares will be purchased through trading on the Nasdaq First North Growth Market Finland marketplace maintained by Nasdaq Helsinki Ltd, at the market price at the time of purchase. Own shares may be repurchased deviating from the pro rata holdings of shareholders. The repurchase of shares reduces the company's distributable unrestricted equity. The Board of Directors decides how the shares will be repurchased and/or accepted as a pledge.

The authorization remains valid until the closing of the next AGM, but no longer than until June 30, 2024. The authorization revokes all previous unused authorizations.

The Annual General Meeting decided to amend Section 9 of the Articles of Association of the company so that, in accordance with Chapter 5, Section 16, Subsection 3 of the Finnish Limited Liability Companies Act, the General Meeting can also be held without a physical meeting venue, provided that the shareholders exercise their decision-making power in real-time using telecommunication connections and technical aids during the meeting.

Shares and shareholders

The number of Vincit Plc shares at the end of the review period was 16,907,381 (Dec. 31, 2022: 16,907,381). At the end of the review period, the company held 395,080 treasury shares (Dec. 31, 2022: 404,124). The average number of shares during the review period was 16,907,381 (12,625,889).

At the end of the review period, the company had 10,498 shareholders (Dec. 31, 2022: 10,235). Nominee-registered holdings accounted for 0.96% of the share capital (Dec. 31, 2022: 1.19%).

Summary of trading on Nasdaq Helsinki, Jan. 1-Dec. 31, 2023

January-June 2023	Traded shares, volume	Total value EUR	Highest, EUR	Lowest, EUR	Weighted average price, EUR	Latest, EUR
VINCIT	1,741,067	7,902,007	5.15	3.55	4.54	3.87

	Jun. 30, 2023	Dec. 31, 2022
Market cap, EUR	65,431,564	70,334,705
Shareholders	10,498	10,235

Short-term risks and uncertainties

There are still uncertainties on the horizon, which are related to the macroeconomic outlook and reflected this year in companies' willingness to invest, especially when it comes to new digital services. Despite the general uncertainty of the global economy, demand for Vincit's services is expected to remain positive in

the long term, but the competitive landscape will toughen and customers' purchasing behavior is changing. In the United States, the start-up-oriented customer portfolio constitutes a higher credit loss risk for this year.

The Bilot merger has been completed with a successful integration project, and Vincit continues to develop a more international management system. Success in acquisitions and subsequent integrations continue to be important for Vincit's growth.

Vincit continues to invest in organization culture development and a employer image. This is to ensure employee engagement in the future and the company's ability to continue successful recruitment. Wage inflation still puts pressure on transferring increased wage costs to customer prices, although the worst wage competition in the market has calmed down for the time being.

Russia's military aggression in Ukraine can affect our customers' business and thus their customer projects, but so far, the war has had no direct impact on Vincit's business. Vincit does not have own staff in Russia, Ukraine or Belarus.

In the future, various market disruptions, including potential external disruptions in the IT market are not excluded. As a result, Vincit also aims to be prepared for rapid changes in its operations.

Vincit will continue to invest in the product business, where commercialization in addition to opportunities also involves uncertainties.

Events after the reporting period

On July 6, 2023, Vincit announced that Kimmo Kärkkäinen (M.Sc. (Econ)) has been appointed CFO of Vincit Plc and a Member of the Leadership Team as of August 1, 2023. He reports to CEO Julius Manni.

Financial reporting

Vincit will publish a business review for January-September on October 26, 2023.

Press and analyst conference

A conference for analysts and the media will be arranged on July 27, 2023, starting at 10 am EEST. The conference will be streamed live and can be watched at <https://vincit.videosync.fi/h1-2023>. A recording of the conference can be viewed at the same address later on the same day.

Vincit's CEO Julius Manni will review the result of the period and the outlook for the rest of the year. The event is arranged in Finnish. It will also be possible to ask the management questions in writing during the event. Questions will be answered after the presentation.

The presentation material is available on the company's website at <https://investors.vincit.com/> after the conference is over.

Table section

Accounting principles for the half-year review

The half-year report has been prepared in accordance with good accounting practice and Finnish legislation. The information is presented to the extent required by paragraph 4.4.6 of the Nasdaq First North Growth Market rules. The figures presented are rounded from the exact figures, which may result in the sum of individual figures differing from the amount shown. The figures of the half-year review are unaudited.

Consolidated Income Statement (FAS)

EUR 1,000	1-6/2023	1-6/2022	2022
Revenue	52,805	35,797	84,789
Other operating income	111	24	519
Materials and services			
Purchases during the period	-910	-473	-1,522
External services	-6,990	-3,047	-8,780
Personnel costs			
Salaries and fees	-28,215	-20,142	-46,228
Indirect employee costs			
Pension costs	-4,447	-3,068	-7,448
Other indirect employee costs	-1,076	-685	-1,748
Depreciation, amortization and impairment			
Depreciation according to plan	-277	-206	-484
Goodwill amortization	-1,783	-1,041	-2,901
Other operating expenses	-8,939	-5,560	-15,962
EBIT	278	1,599	235
Financial income and expenses		-73	-74
Interest income and other financial income	92	303	276
Interest expenses and other financial expenses	-235	-32	-190
Profit after financial items	136	1,797	247
Income taxes	-427	-384	-388
Minority interests	7	-222	-136
Profit for the period	-284	1,191	-277

EBITDA and adjusted EBIT (operating profit before goodwill amortization)

EUR 1,000	1-6/2023	1-6/2022	2022
EBIT	278	1,599	235
Goodwill amortization	1,783	1,041	2,901
Adjusted EBIT (operating profit before goodwill amortization)	2,061	2,640	3,136
Depreciation according to plan	277	206	484
EBITDA	2,339	2,846	3,619

Consolidated balance sheet (FAS)

EUR 1,000	Jun. 30, 2023	Jun. 30, 2022	Dec. 31, 2022
ASSETS			
Non-current assets			
Intangible assets			
Development expenditure	814	338	583
Goodwill	22,414	13,577	24,242
Other capitalized long-term expenditure	432	560	517
Tangible assets			
Machinery and equipment	641	489	653
Other tangible assets	4	3	4
Investments			
Other shares and holdings	20	10	15
Other non-current loan receivables	281	284	282
Total non-current assets	24,606	15,259	26,298

Current assets			
Non-current receivables			
Deferred tax assets	142		142
Receivables from affiliates	290	100	100
Loan receivables	1,407	876	1,469
Current receivables			
Trade receivables	16,971	15,186	19,530
Receivables from affiliates	118	96	118
Loan receivables	9	12	10
Other receivables	779	558	1,966
Accrued income	2,809	2,197	2,007
Total receivables	22,526	19,024	25,342
Cash in hand and in banks	11,163	4,886	10,320
Total current assets	33,690	23,911	35,662
TOTAL ASSETS	58,296	39,169	61,960

EUR 1,000	Jun. 30, 2023	Jun. 30, 2022	Dec. 31, 2022
LIABILITIES			
Equity			
Share capital	545	295	545
Reserve for invested unrestricted equity	33,139	16,083	33,139
Retained earnings/loss	5,056	7,588	7,857
Profit for the period	-284	1,191	-277
Total equity	38,457	25,157	41,264
Minority interests	283	759	292

Liabilities			
Non-current liabilities			
Loans from financial institutions	118	0	152
Total non-current liabilities	118	0	152
Current liabilities			
Trade payables	2,694	2,052	3,709
Liabilities to affiliates	8	8	8
Other liabilities	3,991	2,879	3,977
Accrued expenses and deferred income	12,744	8,314	12,557
Total current liabilities	19,437	13,254	20,252
Total liabilities	19,555	13,254	20,404
TOTAL LIABILITIES	58,296	39,169	61,960

Consolidated cash flow statement (FAS)

EUR 1,000	1-6/2023	1-6/2022	2022
Cash flow from operating activities			
EBIT	278	1,599	235
Depreciation	2,060	1,247	3,385
Other items	27	-28	132
Cash flow from operating activities before change in working capital	2,366	2,818	3,752
Change in working capital:			
Increase/decrease of trade receivables and other receivables	2,443	-3,630	-2,521
Increase/decrease of trade payables and other non-interest-bearing liabilities	-917	1,944	2,769

Total change in working capital	1,525	-1,686	248
Paid interest and payments from other operational financing costs	-29	-31	-18
Interest from operations	24	50	1
Direct tax paid	-30	-1,149	-1,527
Cash flow from operating activities (A)	3,855	2	2,455
Cash flow from investment activities			
Investments in tangible and intangible assets	-415	-618	-1,107
Loans granted/repayments of loan receivables	-148	61	44
Other investments	-5		-15
Interest received on investments	17		-1
Shares purchased in subsidiaries			-82
Gains on the sale of other investments	89		
Other items		-10	0
Cash flow from investment activities (B)	-462	-567	-1,162
Cash flow from financing activities			
Proceeds from issuance of equity			297
Changes in equity		-316	-306
Changes in non-current loans	-32		34
Dividends paid	-2,475	-2,759	-2,844
Cash flow from financing activities (C)	-2,508	-3,075	-2,819
Change in cash and cash equivalents (A+B+C) increase (+) / decrease (-)	885	-3,639	-1,526

Liquid assets at beginning of fiscal period	10,320	8,659	8,659
Exchange rate differences	-41	-133	74
Cash transferred in mergers			3,113
Group's total cash and cash equivalents at the end of the financial year	11,163	4,886	10,320

Group's changes in equity

EUR 1,000	1-6/2023	1-6/2022	2022
Restricted equity			
Share capital at the start of the period	545	295	295
Share issue			250
Share capital at the end of the period	545	295	545
Total restricted equity	545	295	545
Unrestricted equity			
Reserve for invested unrestricted equity at the start of the period	33,139	16,083	16,083
Share issue			17,087
Transfers to other equity items			-31
Other items			
Reserve for invested unrestricted equity at the end of the period	33,139	16,083	33,139
Translation difference	143	125	190
Retained earnings at the start of the period	7,390	10,200	10,200
Dividends paid	-2,475	-2,439	-2,439
Repurchase of shares		-306	-306
Other adjustments		8	

Change in accounting policy for minority interest calculation			212
Retained earnings at the end of the period	4,915	7,463	7,667
Total retained earnings	5,057	7,588	7,857
Profit for the period	-284	1,191	-277
Total unrestricted equity	37,913	24,682	40,719
Total equity	38,457	25,157	41,264

Group liabilities

EUR 1,000	Jun. 30, 2023	Jun. 30, 2022	Dec. 31, 2022
Lease liabilities of premises			
Maturing in the next 12 months	1,358	1,685	1,553
Maturing later	2,621	2,107	635
Total	3,979	3,793	2,188
Leasing liabilities			
Maturing in the next 12 months	490	29	170
Maturing later	236	24	161
Total	726	53	331
Residual value liabilities	0	0	0
Other contingent liabilities			
Corporate cards	66	39	60
Enterprise mortgages	6,300	6,300	6,300
Bank's rent guarantee	107	107	107

EUR 1,000	Jun. 30, 2023	Jun. 30, 2022	Dec. 31, 2022
Security deposits	0	0	12
Total	6,473	6,446	6,479

Formulas for key indicator calculation

EBITDA	=	Operating profit + depreciation, amortization and impairment	
Adjusted EBIT (operating profit before goodwill amortization)	=	Operating profit + goodwill amortization	
Adjusted EBIT (operating profit before goodwill amortization) before non-recurring items	=	Operating profit + goodwill amortization + non-recurring items	
EBIT	=	Revenue+ Other operating income - Materials and services - Personnel expenses - Other operating expenses - Depreciation, amortization and impairment	
Return on investment (ROI), %	=	$\frac{\text{Profit after financial items + Interest and other financial expenses}}{\text{Balance sheet total - Non-interest-bearing liabilities (average over one year)}} \times 100$	x 100
Return on equity (ROE), %	=	$\frac{\text{Profit after financial items - Income taxes}}{\text{Equity + minority interest (average over the year)}} \times 100$	x 100
Gearing ratio, %	=	$\frac{\text{interest-bearing liabilities - Cash in hand and in banks}}{\text{Balance sheet total - Non-interest-bearing liabilities (average over one year)}} \times 100$	x 100

Equity + Minority interest

Equity + Minority interest

Equity ratio, % = _____ x 100

Balance sheet total - advances received

Profit or loss for the financial year excluding minority interest

Earnings per share (EPS)

=

Average number of shares adjusted for share issues excluding own shares

Helsinki, June 27, 2023

VINCIT PLC

Board of Directors

Additional information:

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Vincit Plc in brief:

Vincit is a digital business agency that helps customers accelerate digital development and transform their business to make Mondays better for us all. Vincit Plc's shares are listed on the Nasdaq First North Growth Market Finland marketplace maintained by Nasdaq Helsinki Ltd, trading code VINCIT. www.vincit.com