

Wulff Group Plc's Interim Report for January 1 – March 31, 2023

Wulff's fine Q1: profitability remained good - turnover decreased slightly

1.1.-31.3.2023 BRIEFLY

- Net sales totalled EUR 25.3 million (25.6), decreased by 1.4 %.
- EBITDA and comparable EBITDA were EUR 1.4 million (1.8).
- Operating profit and comparable operating profit (EBIT) amounted to EUR 0.9 million (1.2).
- Earnings and comparable earnings per share (EPS) were EUR 0.08 (0.13).
- Equity-to-assets ratio improved to 41.6 % (39.8).
- Kari Juutilainen, Lauri Sipponen, Jussi Vienola, and Kristina Vienola were elected as members to the Board of Directors. Kari Juutilainen was elected as the Chairman of the Board by the Board of Directors.
- The outlook remains the same; Wulff estimates that net sales and comparable operating profit 2023 will increase compared to 2022.

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WULFF GROUP'S CEO ELINA RAHKONEN

Although our turnover decreased slightly, we are satisfied that the number of customers is increasing in all our operating countries and our position as a partner in selected industries, for example in the care industry has strengthened. The integration of Staples Finland which was purchased in spring 2021, into our workplace product and service business is progressing as planned, and we will achieve more synergies in operations during 2023.

At the beginning of the year, turnover was affected by the comparison period's brisk sales of products related to the coronavirus pandemic in both the Contract Customer and Expert Sales segments, and profitability by widespread price inflation. Our growth continued strongly in the Nordic countries, in account and financial management services, and in the sale of Wulff Entre's international exhibition services and remote meeting solutions. We have a good business strategy, we are committed to our guidelines, and we expect our turnover and comparable operating profit to increase compared to 2022. I'm proud of how important it is for every Wulff resident to influence the development of our operations to become more and more responsible and to offer the best customer experience in the industry. Wulff's strong sales culture is also appreciated by our customers and partners: we are trusted as the best and most expert distribution channel in the industry.

GROUP'S NET SALES AND RESULT PERFORMANCE

In January-March 2023 net sales totalled EUR 25.6 million (25.6). Net sales decreased by 1.4 % (67.2). Sales growth in the Contract Customers Segment continued, especially in Scandinavia, while in the domestic market the segment's sales decreased. The turnover of Contract Customers Segment in Finland was affected by the emphasis on profitability and the resulting policies in customer selection, as well as the expected continued contraction of sales of protective products. In Q1, the Wulff Solutions acquisition on May 3, 2021, had an impact on net sales of EUR 9.2 million (10.6). Wulff's accounting and financial services took a significant growth step in the beginning of year 2022 by acquisition Carpentum Oy. Due to the acquisition, the sales of the financial administration services business have grown in line with expectations. Sales of Wulff Entre's international exhibition services and remote meeting solutions increased clearly during the reporting period. In Expertise Sales Segment, the decrease in demand for hygiene and protective products was reflected in a contraction in turnover, as expected.

The gross margin amounted to EUR 7.8 million (8.2) being 30.7% (32.0) of net sales in January-March 2023. The company's integration into Wulff's Contract Customers Segment progressed as planned during the reporting period. The development of the relative sales margin was influenced by changes in the priority areas of demand for the products sold by Wulff. After the pandemic, the share of sales of more traditional workplace products and services is returning towards the previous level. The sales margin of workplace products is strongly affected by widespread price inflation. In particular, the price inflation of the products in most demand was significantly more prominent in the review period. During the reporting period, the availability of products has normalized and the development of logistics costs has leveling off. The Contract Customers Segment share of

turnover and gross margin increased slowly during the reporting period than the comparison period. The sales of the Expertise Sales Segment decreased from the comparison period, e.g., with the decrease in sales of hygiene and protective products.

In January-March 2023 employee expenses amounted to EUR 4.6 million (4.5) being 18.1% (17.4) of net sales. Personnel costs increased in relation to turnover by 0.5 % units.

Other operating expenses amounted to EUR 1.8 million (2.0) in January-March 2023 being 7.1% (7.7) of net sales. As planned, the group used fewer external services than in the comparison period.

In January-March 2023 EBITDA and the comparable EBITDA amounted to EUR 1.4 million (1.8), 5.6 % (7.0) of net sales. The operating profit (EBIT) and the comparable operating profit (EBIT) amounted to EUR 0.9 million (1.2), 3,6 % (4.7) of net sales. The first quarters of 2023 and 2022 did not include items affecting comparability.

In January-March 2023 the financial income and expenses totalled (net) EUR -0.2 million (-0.2) including interest expenses of EUR -0.2 million (-0.2) and mainly currency-related other financial items and bank expenses EUR -0.1 million (-0.1). The Financial expenses were EUR 0.03 million higher than the comparison period due to the rise in interest rates.

In January-March 2023 the result before taxes was EUR 0.7 million (1.0), and the net profit EUR 0.6 million (0.9).

Earnings per share and comparable earnings-per-share (EPS) were EUR 0.08 (0.13) in January-March 2023.

CONTRACT CUSTOMERS SEGMENT

Wulff's Contract Customers Segment is the customer's expert partner in the field of workplace services and products, Canon printing and data management solutions, financial management services as well as international exhibition services in Finland and Scandinavia. For the company it is important to better the customer experience constantly and to develop its operations to be as efficient and sustainable as possible. The Contract Customers Segment invests in the best customer experience in the industry.

In January-March 2023 the segment's net sales totaled EUR 23.4 million (24.1) and the operating profit (EBIT) was EUR 0.9 million (1.3). Scandinavian Contract Customers company Wulff Supplies grew strongly and profitably in Sweden and Denmark and carried out its business strongly in Norway. In Finland, the unification and streamlining of the organizations, operating models and systems of Wulff Oy Ab and Wulff Solutions Oy's Contract Customers has been continued. The reorganization achieved a saving of approximately EUR 0.2 million in personnel, information system and premises costs for the first quarter of 2023.

Wulff's Contract Customers in Finland will also be legally unified when the companies Wulff Oy Ab and Wulff Solutions Oy will merge into Wulff Finland Oy. On December 30, 2022, the boards of the companies decided on the implementation of the merger plans they approved in June 2022. The mergers will take place at the end of May 2023. The name off the company containing the merged operations is Wulff Oy Ab.

During the reporting period, Wulff Entre sold and implemented both traditional in-person fairs and remote meeting services for its customers. Net sales increased significantly compared to the corresponding time of the previous year. The growth was influenced by the invigoration of the international exhibition market, our own active sales work, and the restrictions related to curbing the coronavirus pandemic that had an effect during the comparison period. From the point of view of Wulff Entre's traditional exhibition sales, it is positive that face-to-face meetings are perceived as valuable and meaningful after the pandemic. When you attend to an exhibitions, you invest in it. At Wulff, we feel that companies that boldly innovate the industry succeed in the trade fair and event market, and that is why Wulff Entre will continue to invest heavily in the sale of its own remote meeting service, My Remote Studio. The studio services can be viewed remotely and it is easy to experience also in Wulff House in Espoo, Finland. Developing new, especially responsible solutions for exhibitions is also important.

Wulff's Contract Customers are a large number of companies and groups whose purchases of workplace products, for example cafeteria and property maintenance products and office supplies, for offices and multi-location work increased after the coronavirus pandemic gradually receded. People have been excited to return to the offices and work in person, and Wulff has once again been able to serve its customers with the entire breadth of its product portfolio. At the same time, less hygiene and protective products were sold to workplaces and work environments than in the comparison period. Although sales of pandemic management products have declined, they have remained a part of people's daily lives and working lives. A responsible employer takes care of employees' safety and ability to work, offering, for example, face masks and hand sanitizers to protect against the seasonal flu. Companies invest in meeting people at workplaces, and many employers take care of their attractiveness with, for example, smoothies, high-quality coffee, tea and soft drinks, energy drinks and snack bars offered to employees. You can get all of these from Wulff - and in the metropolitan area of Helsinki Finland Wulff also offers Catering service.

In Finland, Wulff is the market leader, and in Scandinavia it is one of the top operators in the industry, with an exceptional number of large companies in the Nordics trusting its services. One of the most popular cost and time-saving supply solutions in Finland is Wulff's MiniBar, and in Scandinavia, the Cabinet Service, which can be found in hundreds of large organizations and corporations. The refill and shelving services, MiniBar, operate like its namesake in a hotel. The automated refilling services house ready-to-use current and traditional workplace products on their shelves. In different industries, the filling service product range and MiniBar can look very different: in the IT sector, you can find energy bars on the shelves, and in the care sector, important healthcare supplies.

The share of knowledge work, remote and mobile work among working environment has been increasing for a long time. A significant share of work will be done in multiple locations and in different changing environments in the future. Wulff is therefore investing in a product portfolio that enables safe, ergonomic, and pleasant ways of working not just on business premises, but also multi-locally: in home offices, secondary residences, public spaces like cafes or office hotels, and while moving from place to place. As knowledge work increases, the population ages and careers are getting longer, more and more attention is paid to work ergonomics. Wulff sees strong opportunities for growth in this development, as expertise in workstation ergonomics and the best, sustainable solutions have been Wulff's strong expertise for decades.

Wulff Entre is a brave innovator in the international exhibition and event industry and, in addition to Finland, it serves customers in Germany, Sweden, Norway and the United States, among others. The remote meeting services developed by Wulff Entre enable exhibition-like and inspiring meetings and, for example, popular webinars produced by the client company itself, easily and virtually. Traditionally, Wulff Entre has annually exported the know-how of Finnish companies to more than 30 countries and has held more than 100 in-person events with its customers. The industry is still recovering from global exceptional conditions, moderate growth continues compared to the pandemic period.

Printing services are increasingly being outsourced nowadays. Wulff Group's Canon Business Center offers high quality solutions for office and professional printing and database handling. The printing services business was stable despite the pandemic. Canon Business Center serves customers in the Helsinki metropolitan area and plays an important role in serving the Group's customers in the region.

Wulff's strategy drives us to be even more responsible and growth oriented. We're looking for growth especially in new service and product areas, as well as through business acquisitions. Financial management services complement our service offering very well, and we've been investing into the industry by growing organically and through acquisitions where the latest example is the acquisition of Carpentum Oy on January 4, 2022. 24 top professionals work in our financial management operations. The annual net sales of these services are around EUR 2 million. For its customers, Wulff and Carpentum are a reputable, digital-capable, and responsible financial management partner.

Wulff's open webshop Wulffinkulma.fi is constantly being developed. Lately, the webshop, which is geared towards small companies and self-employed people has focused on also serving consumers and small business owners operating in a consumer-like manner. The webshop, which serves a wider selection than its competitors in the workplace product and supplies sector, is constantly increasing its selection according to customers' wishes. There is always something new, up-to-date and responsible in the store. Popular (and well-designed) products are Wulff's own and exclusively sold brands, for example Q-Connect and Stabilo.

The Wulffinkulma.fi webshop is known for its fast and reliable deliveries. This versatile and mobile-friendly webshop's advantages are secure and accurate deliveries. Whether it is to business premises, the home, remote office or a self-employed person's desk in a co-working space, Wulffinkulma.fi webshop delivers products where and when the customer wants. The same daily products are in use in home offices as in traditional office spaces: soft tissue papers, hand towels, soap, coffee, and snacks. Wulff is appreciated for its local, sustainable, and environmentally sound range. What the customers appreciate will show in the assortment when it is developed in the future. The webshop is continuously being developed to offer even more sustainable options and information on the environmental impact of its products.

EXPERTISE SALES SEGMENT

The Expertise Sales segment makes everyday life at the workplace easier by offering the best workplace products and novelties in the market with the most professional, personal, and local service.

In January-March 2023 the Expertise Sales Segment's net sales totaled EUR 2.1 million (2.2) and the operating profit was EUR -0.0 million (-0.0). The sales of hygiene and protective equipment in the specialist sales segment shrank from the comparison period experienced during the coronavirus pandemic. The average sales price and turnover of these products shrank as expected, while the margin developed positively thanks to the development of product availability and purchase prices. The Expertise Sales Segment's strength has been taking hold of the sales of topical products fast and contacting regional customers quickly to offer exactly the products they need. Wulff's sales expert is a trusted contact, whose knowledge and expertise are highly valued. Expertise Sales provide personal and local service, identifying the specific characteristics of the customer's

operations. The sale of cleaning, protection and hygiene products is higher in Expertise Sales than in the period before the pandemic, and Wulff believes that their demand will be greater than before in the future as well. Experts in Expertise Sales reach locally and personally the decision-makers of medium-sized and small companies, so it is effective to launch current novelties to customers in Expertise Sales. At the moment, for example, good indoor air is perceived as an important part of safe working conditions. At Wulff Expertise Sales, you can find solutions for indoor air cleaning that are used even in demanding hospital conditions.

Expertise Sales is an expert service that requires knowledge of the customer, the customer's business, and operating environment, and it emphasizes the importance of personal contact. Wulff stands out from the competition for its locality and domestic nature. The Expertise Sales Segment offers customers the latest products and favorites, as well as a broad range of wellbeing and ergonomic products for the workplace, first aid, and products improving work safety. Sustainability, locality and eco friendliness are important grounds for choices. Safe ways of working and ensuring hygiene and protection will remain a part of the work environment even as the pandemic gradually subsides. Due to the aging workforce, Nordic companies are increasingly investing in ergonomics and first aid products for the workplace. Knowledge work will continue to account for an ever-increasing part of all labour so companies are also proactively investing in good workplace ergonomics. With good workplace ergonomics, it is possible to achieve significant savings due to the decrease in sick leaves. The Expertise Sales Segment offers personal service to its clients and the product concept is always tailored together with the customers to meet their needs. Expertise Sales actively raises customer's awareness of solutions that make workdays better.

Wulff is known for being the workplace for successful salespeople. An increasing number of executive leaders and company managers have a background in sales, and there is growing appreciation of sales skills in our society today. Successful recruiting and the number of sales personnel have a significant effect on the performance of the Expertise Sales Segment in particular. New talent and future sales experts are always welcome at Wulff! Wulff's own introduction and training programs ensure that not only does every salesperson get a comprehensive training and an exciting start to their career, but also further education on how to improve their expertise.

FINANCING, INVESTMENTS AND FINANCIAL POSITION

In January-March 2023 the cash flow from operating activities was EUR -1.4 million (-0.3). The accumulation of cash flow was affected by changes in working capital, especially the reduction of non-interest-bearing short-term liabilities. In the industry, it is typical that the result and cash flow are generated in the last quarter.

Long-term loans were repaid in total of EUR 0.5 million (0.5). Short-term loans were withdrawn amounting to EUR 2.0 million (2.1).

Lease agreement payments were EUR 0.2 million (0.3). Recognition of lease agreements within the balance sheet increased group assets EUR 1.0 million (1.6) and liabilities EUR 1.2 million (1.6) at the end of reporting period.

Investments during the reporting period were EUR 0.5 million (0.5). During the reporting period, Wulff invested more in its information systems than in the comparison period as part of the integration of the Wulff Solutions acquisition and to the completed solar power project in the Tuusula logistics center. During the comparison period, the company used a cash flow of EUR 0.4 million to purchase subsidiary shares as payment for the share of the cash purchase price of the stock transaction of Carpentum Oy that took place on January 4, 2022.

The cash flow from financing activities was EUR 1.3 million (1.3) in January-March 2023.

In total, the Group's cash balance increased by EUR -0.6 million (0.2). The Group's bank and cash funds totalled EUR 1.0 million (0.8) at the beginning of the year and EUR 0.4 million (1.0) at the end of the reporting period.

Equity attributable to the equity holders of the parent company was EUR 3.08 per share (2.89).

SHARES AND SHARE CAPITAL

Wulff Group Plc's share is listed on Nasdaq Helsinki in the Small Cap segment under the Industrial Goods and Services sector. The company's trading code is WUF1V. At the end of the reporting period, the share was valued at EUR 3.99 (4.50) and the market capitalization of the outstanding shares totalled EUR 27.1 million (30.9).

The Board of Directors decided to establish a short- and long-term incentive scheme for CEO Elina Rahkonen on February 22, 2021. The remuneration to be paid through the scheme excluding indirect wage costs is equal to the value of a maximum of 40,000 shares in Wulff Group Plc from financial years 2021-2023.

On February 21, 2022, the Board of Directors decided to transfer 10,000 treasury shares held by the company to CEO Elina Rahkonen, as a result of the short-term incentive plan decided on February 22, 2021. The transfer of the shares was based on

the authorization given to the Board of Directors by the Annual General Meeting on April 8, 2021. On February 21, 2022, the Board of Directors decided that the CEO is entitled to a short-term incentive bonus for 2022, depending on the development of adjusted operating profit and share price in 2022. The bonus is a maximum of 10,000 Wulff-Group Plc shares.

At the end of March 2023, the Group held 111,624 (44,812) own shares representing 1.6% (0.6) of the total number and voting rights of Wulff shares.

DECISIONS OF THE ANNUAL GENERAL MEETING AND BOARD OF DIRECTORS

Wulff Group Plc's Annual General Meeting was held in the Wulff house in Espoo on April 5, 2023. The Annual General Meeting adopted the financial statements for the financial year 2022 and discharged the members of the Board of Directors and CEO from liability for the financial period 1.1.–31.12.2022. The Annual General meeting decided to pay a dividend of EUR 0.14 per share for the financial year 2022. The Annual General Meeting adopted the remuneration report presented by the Board of Directors.

Kari Juutilainen, Lauri Sipponen, Jussi Vienola and Kristina Vienola were re-elected as members of the Board. The organizing meeting of Wulff Group Plc's Board of Directors, held after the Annual General Meeting, decided that the Chairman of the Board is Kari Juutilainen. It was confirmed that the members of the Board of Directors will receive a monthly fee of EUR 1,250.

BDO Oy, a company of Authorized Public Accountants, with Authorized Public Accountant Juha Selänne as the lead audit partner, was chosen as the auditor of Wulff Group Plc.

The Annual General Meeting authorised the Board of Directors to resolve on the acquisition of maximum 300,000 own shares. The authorization is effective until April 30, 2024. The Board of Directors decided to continue buying back own shares in accordance with the authorization granted by the Annual General Meeting on April 5, 2023.

The Annual General Meeting authorised the Board to decide on the issue of new shares, disposal of treasury shares and/or the issue of special rights. The authorisation entitles the Board to issue a maximum of 1,300,000 shares, representing approximately 20% of the company's currently outstanding stock, based on a single decision or several decisions. The authorisation remains in force until April 30, 2024.

PERSONNEL

In January-March 2023 the Group's personnel totalled 275 (288) employees on average. At the end of March, the Group had 271 (285) employees of which 71 (67) persons were employed in Sweden, Norway, or Denmark. Of the Group's personnel 42 % (41) work in sales operations and 58% (59) of the employees work in sales support, logistics and administration. Of the personnel, 52% (54) are women and 48% (46) are men.

RISKS AND UNCERTAINTIES IN THE NEAR FUTURE

The general economic and market development and the employment rate have a significant impact on the demand for workplace products and services. The intensity of the inflation trend has been affected by the increase in the cost of energy commodities and logistics-related costs, e.g. as a result of Russia's invasion of Ukraine. The development of global and local economies is affected by rising prices and monetary policy decisions aimed at combating inflation. These also affect Wulff's operations. In addition, megatrends in the global economy, for example responsibility, digitalization, the sharing economy, and the aging of the population, affect the market change. The development of a product and service selection in line with changing markets and needs involves both risks and opportunities. Usual business risks include the successful implementation of Wulff's strategy, for example the integration of operations related to a company acquisition, as well as operational risks arising from the personnel, logistics and IT environment. Tight competition in the workplace product and service industry can affect business profitability. Changes in exchange rates affect the Group's net profit and balance sheet.

SUBSEQUENT EVENTS

The Group has not had any significant subsequent events.

MARKET SITUATION AND FUTURE OUTLOOK

Among the global megatrends, Wulff's operating environment is positively affected by the increase in the share of knowledge work in all work performed. The demographic development is currently reducing the number of people actively working, although at the same time working careers are getting longer, e.g. as the average retirement age rises. The integration of

technology into products and services is an opportunity for Wulff. Digitalization brings new ways for an already multi-channel company to reach and serve customers and streamline its own operations. Of all megatrends, the most significant for Wulff's operations are responsible operations and consideration for the environment is the environment treated as a resource or is the goal to improve the state of the environment. Future success is strongly built on these themes and their importance is growing in business and consumer decision-making. Wulff has chosen responsibility, particularly positive climate action, increasing equality and decent work and economic growth (UN Sustainable Development Goals 2030) as important elements of its strategy.

Demand for products and services is significantly affected by general economic and market developments as well as the employment rate. The market for workplace products and services has developed stably in the Nordic countries, except for fluctuations caused by the Coronavirus pandemic during the comparison period and the previous period. Wulff estimates that the overall market for workplace products and services will remain stable, even when there are rapid changes in work environments. Safe face-to-face meetings are taken care of even after the Coronavirus pandemic, and that is why Wulff estimates that the demand for hygiene, cleaning, sanitation, and protection products will remain livelier in the future than it was before the pandemic. The pandemic has accelerated the upheaval on how we work; the growth of multi-local teleworking has increased the number of workstations and the demand for products needed at workstations. Demand for IT supplies, printing products and traditional office supplies continues to develop post-pandemic. This is due to the return to work and the increased number of new workstations. The Group's net sales and operating profit are affected by the development of the international exhibition services industry, as the industry is gradually recovering from the Coronavirus pandemic.

The on-going geopolitical crisis, the Russian invasion to Ukraine and the coercive measures against Russia do not directly affect Wulff's activities as Wulff has not had any activities or partnerships in the countries involved in the crisis. The crisis is having an impact on global supply chains, the changes to which may also indirectly affect Wulff's business. Changes into global supply chains have intensified and broadened the recent price inflation development. The availability challenges of many product groups have eased with the reorganization of global supply chains and the leveling off, of the demand peak that followed the pandemic. Especially in Europe, the uncertainty related to the availability of energy commodities has caused an increase in logistics costs. Continued inflation makes it necessary to secure the development of gross margin. The uncertainty concerning the intensity and broadening of inflation sets a restraint into predictability.

The reorganisation of Wulff's contract sales organisation in Finland along with the cooperation negotiations conducted with Wulff Oy Ab and Wulff Solutions Oy in August–September 2021 caused functions in sales, administration, and support functions to be merged. As a result of the cooperation negotiations, the company will achieve annual cost savings of approximately EUR 1.9 million in personnel costs. In the same context, Group announced that they believed in annual cost synergy benefits totalling at least EUR 3 million to be realized in stages and a significant part of which was expected to be realized already in 2022. Wulff announced that during the 2022 fiscal year, it has achieved a total of approximately 2.5 million euros in annual cost synergy benefits thanks to reorganization measures, for example the unification of information systems and logistics and operational processes, as well as office space changes.

Thanks to the reorganization measures implemented, Wulff achieved a cost synergy benefit of approximately 0.2 million euros in the review period.

Wulff's goal is to grow profitably, and it is constantly ready to be a more active player in business arrangements than its competitors.

Wulff estimates that net sales and comparable operating profit 2023 will increase compared to 2022.

WULFF GROUP PLC'S FINANCIAL REPORTING

Wulff Group Plc will release the following financial reports in 2023:

Half-Year Report January-June 2023	Monday July 17, 2023
Interim Report January-September 2023	Monday October 23, 2023

In Espoo on April 24, 2023

WULFF GROUP PLC
BOARD OF DIRECTORS

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DISTRIBUTION

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Key media

www.wulff.fi/en

A better world - one workplace at a time. We enable better and more sustainable work environments and a perfect working day. We make the workplace where you do your work. Here you can find today's workplace products: e.g. cafe supplies, real estate and cleaning maintenance products, office and IT supplies, ergonomics, first aid, hygiene, protection and safety products, air purification and innovative products for construction sites. Our selection also includes high-quality Canon printing and document management services as well as financial management services. Our customers also purchase international exhibition services and solutions for remote meetings from us. It is important for us to constantly develop our product range to be more and more sustainable and our customer experience to be the best in the field. In addition to Finland, Wulff Group operates in Sweden, Norway and Denmark. Read more at wulff.fi/en.

INTERIM REPORT, TABLE PART 1.1.–31.3.2023

The information presented in the Interim Report has not been audited.

CONSOLIDATED STATEMENT OF INCOME (IFRS)	I	I	I-IV
EUR 1 000	2023	2022	2022
Net sales	25 252	25 610	102 171
Other operating income	33	38	359
Materials and services	-17 499	-17 419	-71 185
Employee benefit expenses	-4 579	-4 463	-17 361
Other operating expenses	-1 791	-1 967	-7 772
EBITDA	1 417	1 799	6 213
Depreciation and amortization	-508	-592	-2 224
Operating profit/loss	909	1 207	3 988
Financial income	10	24	20
Financial expenses	-244	-230	-735
Profit/Loss before taxes	676	1 001	3 273
Income taxes	-84	-64	-129
Net profit/loss for the period	592	937	3 144
Attributable to:			
Equity holders of the parent company	561	914	3 052
Non-controlling interest	31	23	92
Earnings per share for profit attributable to the equity holders of the parent company:			
(diluted = non-diluted)	0,08	0,13	0,45
CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (IFRS)			
EUR 1 000			
Net profit/loss for the period	592	937	3 144
Other comprehensive income which may be reclassified to profit or loss subsequently (net of tax)			
Change in translation differences	-202	-33	-414
Total other comprehensive income	-202	-33	-414
Total comprehensive income for the period	390	904	2 730
Total comprehensive income attributable to:			
Equity holders of the parent company	383	884	2 697
Non-controlling interest	8	20	33

CONSOLIDATED STATEMENT OF FINANCIAL POSITION (IFRS)			
EUR 1 000	31.3.2023	31.3.2022	31.12.2022
ASSETS			
Non-current assets			
Goodwill	8 801	8 930	8 821
Other intangible assets	1 829	1 510	1 663
Property, plant and equipment	9 828	9 773	10 037
Non-current financial assets			
Non-interest-bearing financial assets	382	193	382
Deferred tax assets	1 248	1 050	1 248
Total non-current assets	22 087	21 457	22 151
Current assets			
Inventories	13 904	13 457	14 140
Current receivables			
Interest-bearing receivables	11	13	13
Non-interest-bearing receivables	17 208	17 149	16 787
Cash and cash equivalents	430	982	1 028
Total current assets	31 553	31 600	31 968
TOTAL ASSETS	53 641	53 057	54 119
EQUITY AND LIABILITIES			
Equity			
Equity attributable to the equity holders of the parent company:			
Share capital	2 650	2 650	2 650
Share premium fund	7 662	7 662	7 662
Invested unrestricted equity fund	676	676	676
Retained earnings	9 936	8 853	9 554
Non-controlling interest	781	850	774
Total equity	21 706	20 692	21 316
Non-current liabilities			
Interest-bearing liabilities	9 389	8 468	9 931
Leasing liabilities	543	868	674
Non-interest-bearing liabilities	-	225	-
Deferred tax liabilities	242	155	244
Total non-current liabilities	10 174	9 715	10 849
Current liabilities			
Interest-bearing liabilities	4 732	4 157	2 752
Leasing liabilities	628	772	601
Non-interest-bearing liabilities	16 401	17 722	18 601
Total current liabilities	21 761	22 650	21 954
TOTAL EQUITY AND LIABILITIES	53 641	53 057	54 119

CONSOLIDATED STATEMENT OF CASH FLOW (IFRS)	I	I	I-IV
EUR 1 000	2023	2022	2022
Cash flow from operating activities:			
Cash received from sales	24 831	25 658	102 580
Cash received from other operating income	33	24	302
Cash paid for operating expenses	-25 940	-25 517	-97 962
Cash flow from operating activities before financial items and income taxes	-1 075	165	4 920
Interest paid	-183	-154	-445
Interest received	7	2	15
Income taxes paid	-153	-272	-501
Net cash flow from operating activities	-1 405	-259	3 990
Cash flow from investing activities:			
Investments in intangible and tangible assets	-451	-512	-2 479
Acquisition of subsidiary company shares	0	-388	-595
Short-term investments in other shares			-251
Proceeds from sales of intangible and tangible assets	0	14	57
Repayments of loans receivable	2		53
Net cash flow from investing activities	-450	-887	-3 215
Cash flow from financing activities:			
Acquisition of own shares			-220
Dividends paid			-982
Repayments of finance lease liabilities	-166	-293	-1 008
Withdrawals and repayments of short-term loans	1 958	2 098	-164
Withdrawals of long-term loans			4 000
Repayments of long-term loans	-521	-479	-2 158
Net cash flow from financing activities	1 271	1 326	-531
Change in cash and cash equivalents	180	180	245
Cash and cash equivalents at the beginning of the period	1 028	797	797
Translation difference of cash	-14	4	-14
Cash and cash equivalents at the end of the period	430	982	1 028

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY (IFRS)

EUR 1 000	Equity attributable to equity holders of the parent company								
	Share capital	Share premium fund	Fund for invested non-restricted equity	Own shares	Translation differences	Retained earnings	Total	Non-controlling interest	TOTAL
Equity on Jan 1, 2023	2 650	7 662	676	-332	-766	10 651	20 542	774	21 316
Net profit / loss for the period						561	561	31	592
Net profit / loss for the period Total						561	561	31	592
Other comprehensive income (net of taxes):									
Change in translation difference					-178		-178	-24	-202
Comprehensive income					-178	561	383	8	390
Equity on Mar 31, 2023	2 650	7 662	676	-332	-945	11 213	20 925	781	21 706
Equity on Jan 1, 2022	2 650	7 662	676	-343	-411	8 277	18 512	830	19 343
Net profit / loss for the period						914	914	23	937
Net profit / loss for the period Total						914	914	23	937
Other comprehensive income (net of taxes):									
Change in translation difference					-30		-30	-3	-33
Comprehensive income					-30	914	884	20	904
Transfer of own shares				231		215	446		446
Equity on Mar 31, 2022	2 650	7 662	676	-112	-441	9 406	19 842	850	20 692

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

1. BASIS OF PREPARATION

This Interim Report has been prepared in accordance with IAS 34 Interim Financial Reporting. The accounting principles used in the preparation of this report are consistent with those used in the 2022 financial statements and taking into account the IFRS standard changes adopted as of Jan 1, 2022.

The Group complies with the Guidelines on Alternative Performance Measures (APM) issued by the European Securities and Markets Authority (ESMA) in its statutory reporting. These alternative performance measures, such as the gross margin, comparable EBITDA and comparable operating profit, are used to present the underlying business performance and to enhance comparability between financial periods. The comparable EBITDA and comparable operating profit do not include items affecting comparability. Items affecting comparability are income and expenses that are not included in normal business activities, such as results from sales and acquisitions of subsidiaries, and non-recurring costs related to their implementation affect comparability as the acquisition of Wulff Solutions on 3 May 2021 and write-downs of goodwill and significant one-time expenses. The Alternative Performance Measures should not be taken as substitutes for the standards presented in the Generally Accepted Accounting Principles for IFRS.

In the industry, it is typical that the result and cash flow are generated in the last quarter. School sales will have an impact on working capital and cash flow, especially in the second and third quarters. The seasonality of the international exhibition business and the timing of the same exhibitions arranged yearly have an impact on accumulation of the net sales and operating profit.

The IFRS principles require the management to make estimates and assumptions when preparing financial statements. As a result of intensified inflation, operational risks in business increased. Due to the market change, the valuation of inventories and trade receivables have been monitored very closely. Although these estimates and assumptions are based on management's best knowledge of today, the outcome may differ from the estimated values presented in the financial statements. The current European geopolitical crisis is not expected to have a direct impact on Wulff's business. Russia's assault on Ukraine and the sanctions imposed on Russia are having an impact on global supply chains, and the changes may also indirectly affect Wulff's activities. The rise in energy prices, which has affected supply chains, has partly strengthened, and widened the recent price inflation trend, both through direct effects and indirectly through the rise in logistics costs. Wulff estimates that the inflation trend will continue, although more moderate than the fiercest phase, and will cause the need for measures to secure the development of the sales margin.

Wulff Solutions Oy and Wulff Finland Oy have received special dispensations for the deduction of business losses in previous financial years following a change in ownership. The established losses of Wulff Solutions Oy and Wulff Finland Oy for previous financial years as of December 31, 2022, total approximately EUR 12.4 million. The established losses constitute a total deferred tax asset of approximately EUR 2.5 million. The deferred tax asset of these established losses has not been noted in the reporting period's results and balance in accordance with the precautionary principle.

The Group has no knowledge of any significant events after the end of the reporting period that would have had a material impact on this report in any other way that has already been presented in this financial report.

All figures in the tables have been rounded to the nearest thousand euros.

The information presented in the Interim Report has not been audited.

This Report has been translated from the Finnish equivalent. In case of any differences, the Finnish Interim Report is the official one.

2. CHANGES IN GROUP STRUCTURE

Acquisitions

Wulff Group Plc and the owner of Carpentum Oy signed an agreement of sale on January 4, 2022, by which Wulff Group Plc acquired the share capital of Carpentum Oy. The transaction entered into force on the day of the agreement's signing. The purchase price was EUR 0.9 million, EUR 0.4 million of which was paid by transferring 82,448 Wulff's own shares to the owner of Carpentum Oy. The remaining EUR 0.5 million was paid in cash.

Founded in 1997, Carpentum Oy's net sales from July 1, 2020 to June 30, 2021, were approximately EUR 1.2 million and adjusted operating profit was approximately EUR 0.2 million. Carpentum Oy's balance sheet total to be transferred in the transaction is approximately EUR 250 thousand, equity EUR 120 thousand, and cash and cash equivalents EUR 108 thousand. The balance sheet does not include interest-bearing liabilities.

During Wulff's strategy update, financial management services were found to complement our service offering very well, and we've been investing in that industry by growing organically and through minor acquisitions. After the acquisition of Carpentum, 24 top professionals will be working in our financial management operations. The annual net sales of these services are around EUR 2.2 million.

Mergers

Wulff Solutions AB merged with its parent company Wulff Belton AB on February 21, 2023.

Changes in the shares of minority shareholders

There were no changes in the shares of minority shareholders during the reporting period in 2023 or 2022.

3. SEGMENT INFORMATION

	I	I	I-IV
EUR 1 000	2023	2022	2022
Net sales by operating segments			
Contract Customers Segment	23 376	24 108	95 019
Expertise Sales Segment	2 142	2 207	8 512
Group Services	424	342	1 281
Intersegment eliminations	-690	-1 046	-2 640
TOTAL NET SALES	25 252	25 610	102 171
Operating profit/loss by segments			
Contract Customers Segment	933	1 282	4 233
Expertise Sales Segment	-3	-40	-142
Group Services and non-allocated items	-21	-35	-102
TOTAL OPERATING PROFIT/LOSS	909	1 207	3 988

4. KEY FIGURES

	I	I	I-IV
EUR 1 000	2023	2022	2022
Net sales	25 252	25 610	102 171
Change in net sales, %	-1.4 %	67.2 %	13.0 %
Gross profit	7 753	8 191	30 986
Gross profit, %	30.7 %	32.0 %	30.3 %
EBITDA	1 417	1 799	6 213
EBITDA margin, %	5,6 %	7.0 %	6.1 %
Operating profit/loss	909	1 207	3 988
Operating profit/loss margin, %	3.6 %	4.7 %	3.9 %
Profit/Loss before taxes	676	1 001	3 273
Profit/Loss before taxes margin, %	2.7 %	3.9 %	3.2 %
Net profit/loss for the period attributable to equity holders of the parent company	561	914	3 052
Net profit/loss for the period, %	2.2 %	3.6 %	3.0 %
Earnings per share, EUR (diluted = non-diluted)	0.08	0.13	0.45
Return on equity (ROE), %	2.8 %	4.7 %	15.5 %
Return on investment (ROI), %	2.4 %	3.5 %	11.2 %
Equity-to-assets ratio at the end of period, %	41.6 %	39.8 %	40.5 %
Debt-to-equity ratio at the end of period	68.4 %	64.1 %	60.6 %
Equity per share at the end of period, EUR *	3.08	2.89	3.02
Investments in non-current assets	451	512	2 479
Investments in non-current assets, % of net sales	1.8 %	2.0 %	2.4 %
Treasury shares held by the Group at the end of period	111 624	44 812	111 624
Treasury shares, % of total share capital and votes	1.6 %	0.6 %	1.6 %
Average number of outstanding shares	6 796 004	6 857 623	6 852 051
Number of total issued shares at the end of period	6 907 628	6 907 628	6 907 628
Personnel on average during the period	275	288	286
Personnel at the end of period	271	285	280

* Equity attributable to the equity holders of the parent company / Number of shares excluding the acquired own shares.

CALCULATION OF KEY FIGURES

Gross profit	Net sales – Materials and services
Gross profit-%	$(\text{Net sales} - \text{Material and services}) / \text{Net sales} \times 100$
EBITDA	Operating profit before interest, taxes, depreciation, and amortization
EBITDA-%	$\text{Operating profit before interest, taxes, depreciation, and amortization} / \text{Net sales} \times 100$
Operating margin, EBIT-%	$\text{Operating profit} / \text{Net sales} \times 100$
Return on Equity (ROE), %	$\frac{\text{Net profit/loss for the period (total including the non-controlling interest of the result)} \times 100}{\text{Shareholders' equity total on average during the period (including non-controlling interest)}}$
Return on Investment (ROI), %	$\frac{(\text{Profit/loss before taxes} + \text{Interest expenses}) \times 100}{\text{Balance sheet total} - \text{Non-interest-bearing liabilities on average during the period}}$
Equity-to-assets, %	$\frac{(\text{Shareholders' equity} + \text{Non-controlling interest at the end of the period}) \times 100}{\text{Balance sheet total} - \text{Advances received at the end of the period}}$
Net interest-bearing debt	Interest-bearing liabilities - Interest-bearing receivables - Cash and cash equivalents
Gearing, %	$\frac{\text{Net interest-bearing debt} \times 100}{\text{Shareholders' equity} + \text{Non-controlling interest at the end of the period}}$
Earnings per share (EPS), EUR	$\frac{\text{Net profit attributable to the equity holders of the parent company}}{\text{Share issue adjusted number of outstanding shares on average during the period (without own shares)}}$
Equity per share, EUR	$\frac{\text{Equity attributable to equity holders of the parent company at the end of the period}}{\text{Share issue-adjusted number of outstanding shares at the end of period (without own shares)}}$
Market capitalisation	Share issue-adjusted number of outstanding shares at the end of the reporting period (without own shares) x the closing price at the end of the reporting period