

ADMINISTER

Insider information: Administer Group renews its strategy to ensure profitable growth - new financial targets and dividend policy

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The Board of Directors of Administer Group has confirmed the company's renewed strategy and financial targets for 2024 – 2026. The company aims to ensure growth, improve long-term profitability, and develop its business in a sustainable way.

"The foundations of our renewed strategy are profitable growth and efficient utilization of business synergies with customers and internal processes. We have grown significantly in recent years, and our service offering has expanded considerably. Our businesses include HR services, financial services, and software services. In the payroll service business, we are the market leader in Finland. Our offering forms a unique portfolio where different services and technologies support each other, creating a firm foundation for us to build a profitable business in both Finland and selected markets in the Baltic Sea region. We will continue to seek growth through acquisitions and organically. Corporate responsibility is an important competitive factor for us. We are, for example, the leader in anti-grey economy services in Finland. We want to be the best partner for our customers and the best employer for our personnel," says Kimmo Herranen, CEO of Administer Group.

Administer Group's strategic focus areas for 2024 - 2026

We grow profitably in Finland and selected markets in the Baltic region.

We believe in partnerships. Everything we do is profitable and based on responsible business.

We invest in customer experience

We understand our customers' service and technology needs, enabling us to offer the most suitable solutions from our unique portfolio. We invest in the well-being of our personnel and customer experience.

We train our experts and develop our leadership

We help and support each other, regardless of our business or position. We train our personnel and improve ways of operation so that we learn to identify and solve challenges and produce better services. We develop our leadership according to the jointly created leadership vision.

We integrate, clarify and streamline our processes

We are actively seeking synergies between our business operations. Our target is to decrease the environmental impact of our services and use resources responsibly.

Our targets for 2026:

- Net sales of EUR 100 million
- Profitability of 15% EBITDA
- The company aims to distribute a dividend amounting to a minimum of 30% of its profit, adjusted by the amortisation of goodwill for each year

The renewed strategy will be introduced in more detail in the financial results' webinar, starting today, 6 March 2024, at 11:00 am.

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About Administer Oyj

Administer Group is a multi-talent in payroll and financial management services, software services, consulting, personnel and international services. We are the largest salary outsourcing partner in Finland and the leading expert in the fight against the grey economy. Our services are used by more than 5,000 customers, from SMEs to large companies, as well as municipalities and other public sector actors. Founded in 1985, the company is listed on the First North list of Nasdaq Helsinki.

Administer Group consists of payroll management service company Silta Oy, accounting firm Administer, business service and employment expert Econia Oy and software company EmCe Solution Partner Oy. In addition, the Group includes, for example, Adner Oy and Kuntalaskenta Oy.

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Attachments

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