

# YES! - A publisher's perspective

12 November 2021



# Short intro to Brill

- Founded in 1683 in Leiden (NL)
- HSS, International Law, Biology
- Offices in 6 countries on 3 continents with 250 staff
- 2,000+ books, 360+ journals
- 75% of publications in English
- Primary source collections, bibliographies, encyclopedias, dictionaries, text editions
- Strong commitment to OA



# Brill's Mission Statement

We operate from a strong belief that the Humanities, Social Sciences and International Law are areas of scholarship **vital for addressing today's global challenges**. This belief motivates us to offer our authors the **best possible service** and infrastructure to disseminate their research. In order to **advance discovery and learning** we are keen to support scholars by providing them with access to the finest research tools and reference works in their fields. The **relevance and high quality** of the works we publish is key to the **sustainability** of our business.



# SUSTAINABLE DEVELOPMENT GOALS

<b>1</b> NO POVERTY 	<b>2</b> ZERO HUNGER 	<b>3</b> GOOD HEALTH AND WELL-BEING 	<b>4</b> QUALITY EDUCATION 	<b>5</b> GENDER EQUALITY 	<b>6</b> CLEAN WATER AND SANITATION 
<b>7</b> AFFORDABLE AND CLEAN ENERGY 	<b>8</b> DECENT WORK AND ECONOMIC GROWTH 	<b>9</b> INDUSTRY, INNOVATION AND INFRASTRUCTURE 	<b>10</b> REDUCED INEQUALITIES 	<b>11</b> SUSTAINABLE CITIES AND COMMUNITIES 	<b>12</b> RESPONSIBLE CONSUMPTION AND PRODUCTION 
<b>13</b> CLIMATE ACTION 	<b>14</b> LIFE BELOW WATER 	<b>15</b> LIFE ON LAND 	<b>16</b> PEACE, JUSTICE AND STRONG INSTITUTIONS 	<b>17</b> PARTNERSHIPS FOR THE GOALS 	 <b>SUSTAINABLE DEVELOPMENT GOALS</b>

## Full year results 2019

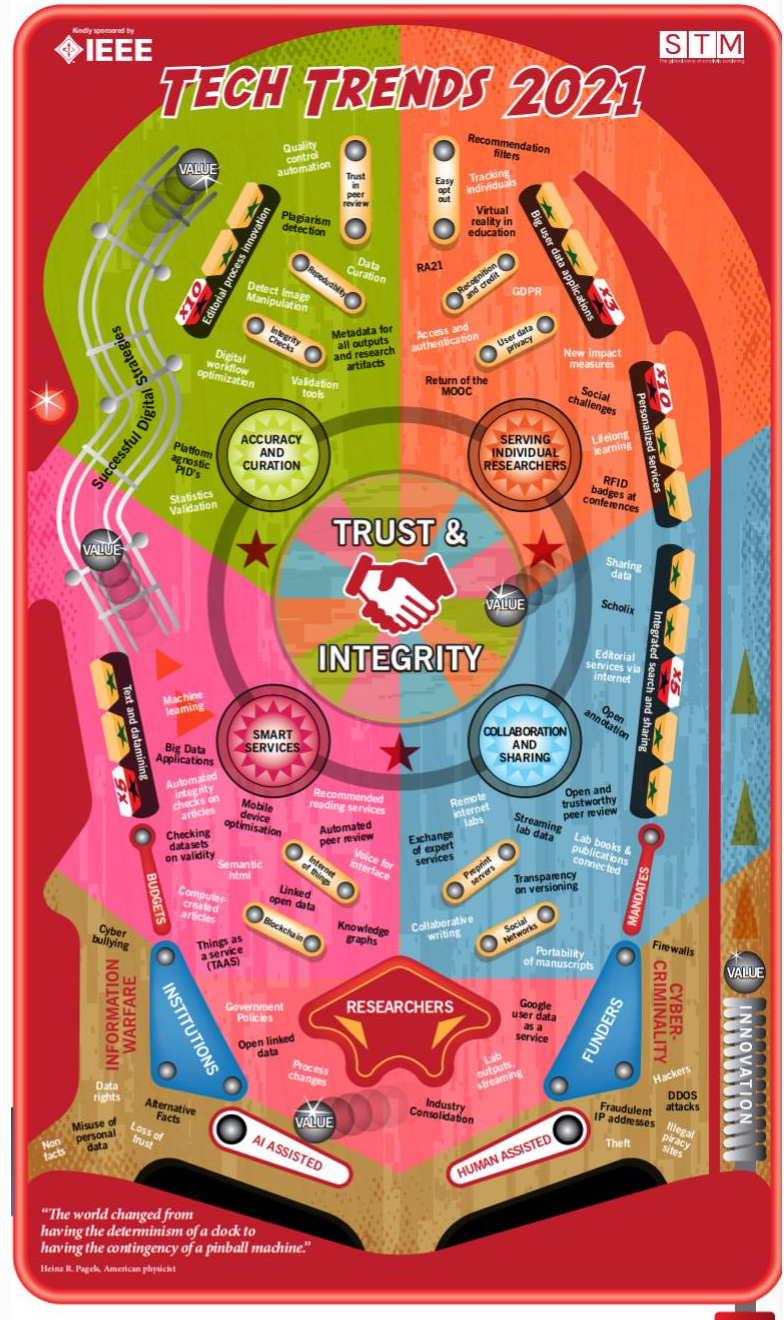
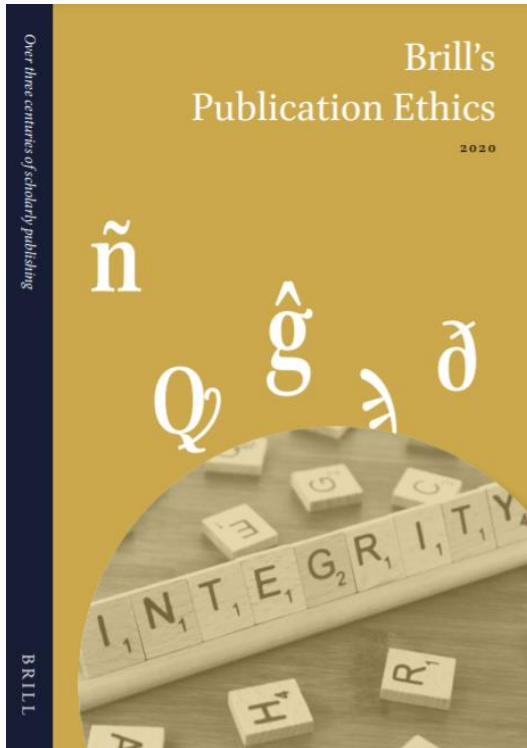
### Brill reports improved revenue and EBITDA in 2019

Key figures (in EUR million)	2019	2018
Revenue	37.3	36.0
EBITDA*)	5.3	4.3
Operating profit	3.4	2.4
Free cashflow	2.1	0.8
Profit, attributable to shareholders of Koninklijke Brill nv	2.1	2.3
Profit per share in EUR	1.10	1.23
Underlying profit	2.5	1.8
Underlying profit per share in EUR	1.34	0.96
Dividend (proposed 2019)	0.50	0.85
<b>Key Financial Performance Indicators</b>		
Organic growth	2.9%	-0.1%
ROIC	10.5%	7.8%
EBITDA Margin*)	14.2%	11.9%

\*) 2018 EBITDA and EBITDA margin restated for comparative reasons to adjust for the impact of IFRS 16.  
These figures are unaudited. The audited financial statements will be published on our website [www.brill.nl](http://www.brill.nl)

# Our role as publisher

“To advance trusted research worldwide.”



# Diverse market asks for a variety of business models

- STM market / HSS market
- Journals / books / reference material
- Authors / librarians / funders
- Global and local market
- Funding / no funding
- Broad audience / niche audience

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