

The background of the cover is a photograph of a modern building's facade. It features large, light-brown wooden panels with a vertical grain, separated by thin dark lines. A prominent diagonal line runs from the top left towards the bottom right. In the upper right corner, a portion of a glass window is visible, showing a reflection of a person. The overall aesthetic is clean and architectural.

EVLI

EVLI PLC INTERIM REPORT 1–3/2023

APRIL 25, 2023

MAUNU LEHTIMÄKI, CEO
JUHO MIKOLA, CFO

Table of content

01 EVLI IN BRIEF

02 STRATEGY HIGHLIGHTS

03 FINANCIAL HIGHLIGHTS

04 FOCUS & OUTLOOK

01

EVLI IN BRIEF

AMBITION

"We want to be the forerunner in responsible wealth management in the Nordics, and in this way help our clients in managing their wealth to support a sustainable future"

Evli in brief

We see wealth as an engine to drive progress. We draw on our heritage, broad expertise and Nordic values to grow and manage wealth for institutions, corporations and private persons in a responsible way.

Two client segments supported by
Group Operations

Wealth Management
and Investor Clients

+

Advisory and
Corporate Clients

FOUNDED IN

1985

LISTED ON NASDAQ HELSINKI MAIN
LIST

2015

SALES IN NUMBER OF COUNTRIES

15

ASSETS UNDER MANAGEMENT EUR
(BILLION) MARCH 31, 2023

16.7

FINLAND THIRD LARGEST FUND
MANAGEMENT COMPANY

3

EMPLOYEES

~300

Finland's leading asset manager



Investment
products

Finland's best fund management
company 2023¹

Wealth
Management

Top-positions 10 years in a row in
institutional asset management survey²
Finland's most widely used institutional
asset manager²

Remuneration
services

Finland's largest designer and administrator of
reward and incentive plans

02

STRATEGY HIGHLIGHTS

A favorable start to the year – Outlook unchanged

Market Environment

Market fluctuation increased driven by uncertainty in the financial market

Persistently high core-inflation

Central banks tightening monetary policy

Elevated geopolitical risks

Financial Performance

The prevailing market uncertainty also reflected on Evli's performance and result

Net revenue EUR 25.7 million
(EUR 23.3 million)

Operating profit EUR 9.4 million
(EUR 9.7 million)

Earnings per Share (EPS)
EUR 0.26
(EUR 0.28)

Strategy

The merger with EAB finalized according to plan, and planned synergies achieved

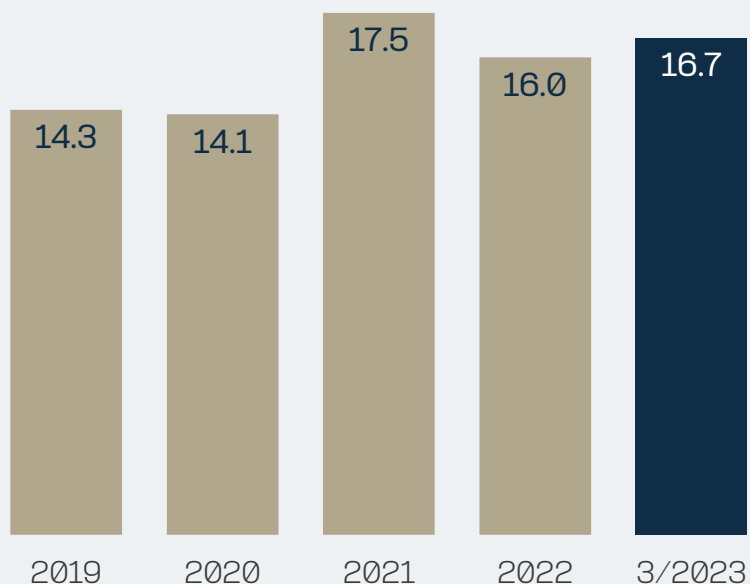
Alternative sales continued to increase

International sales turned positive

Continued growth within design and administration of incentive systems

Assets under management increased driven by positive market developments and net subscriptions

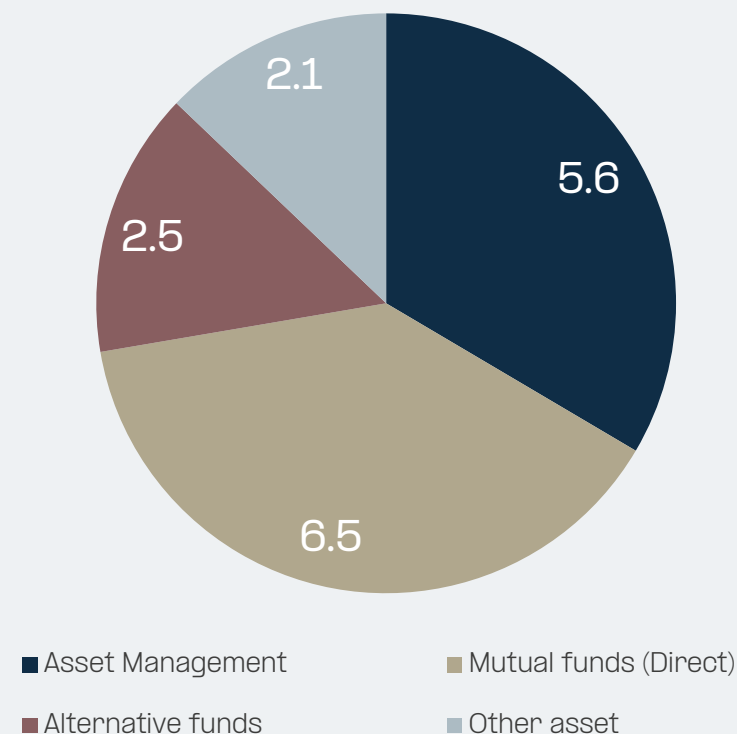
Development of Assets under management, (bn. €)



4.9%

compounded annual growth
(CAGR, since 31.12.2019)

Split of Assets under management 3/2023
(bn. €)

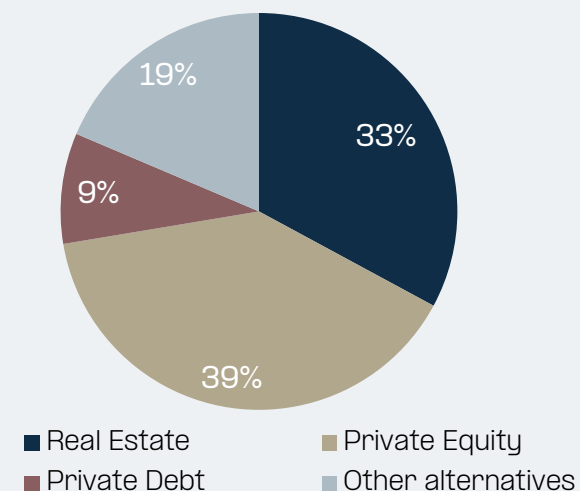


Alternative funds continued to grow, driven by strong client demand

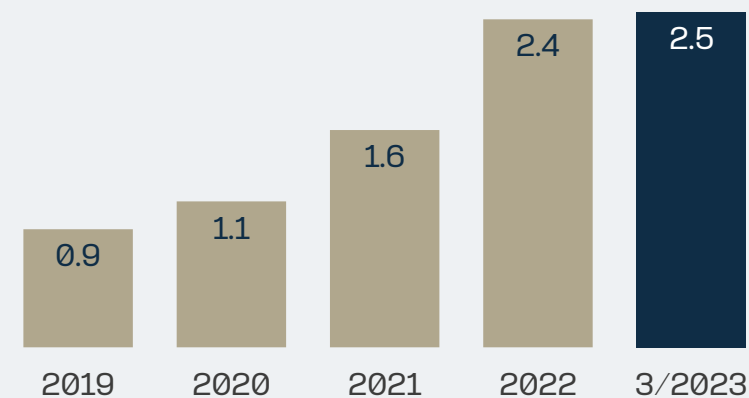
Q1 Fundraising to alternatives EUR 83 million

- Evli Private Equity I and III raised EUR 47 million
- Evli Infrastructure II raised EUR 16 million
- Evli Leverage Loan raised EUR 13 million
- Evli Renewable Energy Infrastructure II raised EUR 7 million
- Other funds combined raised EUR 1 million

Assets under management in alternative funds (bn. €)



Development of Assets under management in alternative funds (bn. €)



Recovery in International Sales



Fund subscriptions turned positive after a challenging year

Incentive business continued to grow
— new clients from both Finland and Sweden

Corporate Finance advisory fees decreased to EUR 0.1 million (EUR 0.7 million)

- Acted as advisor in 1 transaction during first quarter
- Signs of slowdown in client activity as uncertainty in the market remains
- Mandate base on a good level

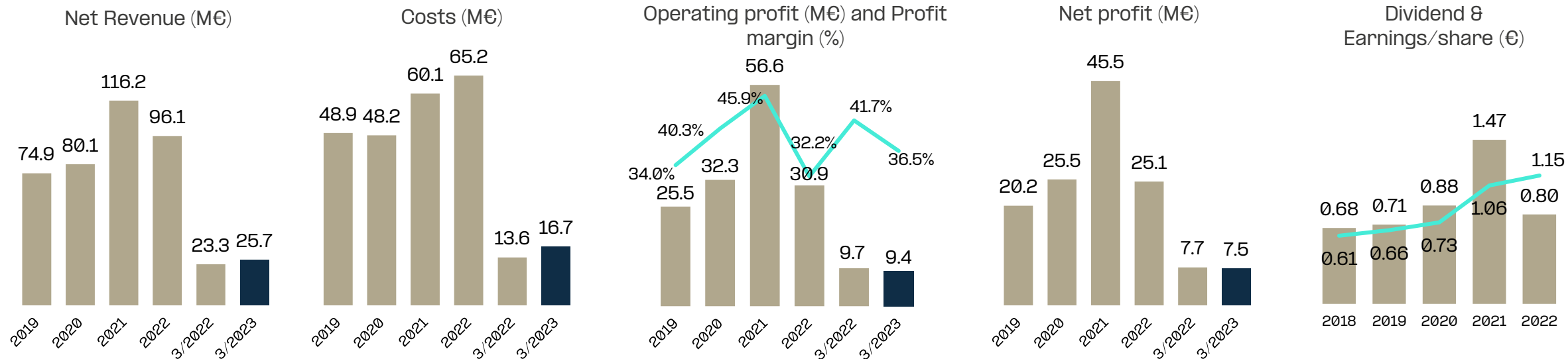
Revenues from remuneration services increased to EUR 3.2 million (EUR 2.8 million)

- Positive development driven by:
 - Increase in number of client companies
 - Cross-selling of design and administration
- Strategic drive to grow among non-listed and Swedish companies progressing well
- Incentive plans or personnel funds of some 220 companies under administration
- Advisor to about 150 companies in incentive planning

03

FINANCIAL HIGHLIGHTS

Financial development 2019–3/2023



RETURN ON EQUITY
(TARGET >25%)

22,7%
(33,8%)

RECURRING REVENUE RATIO
(TARGET >130%)

128%
(132%)

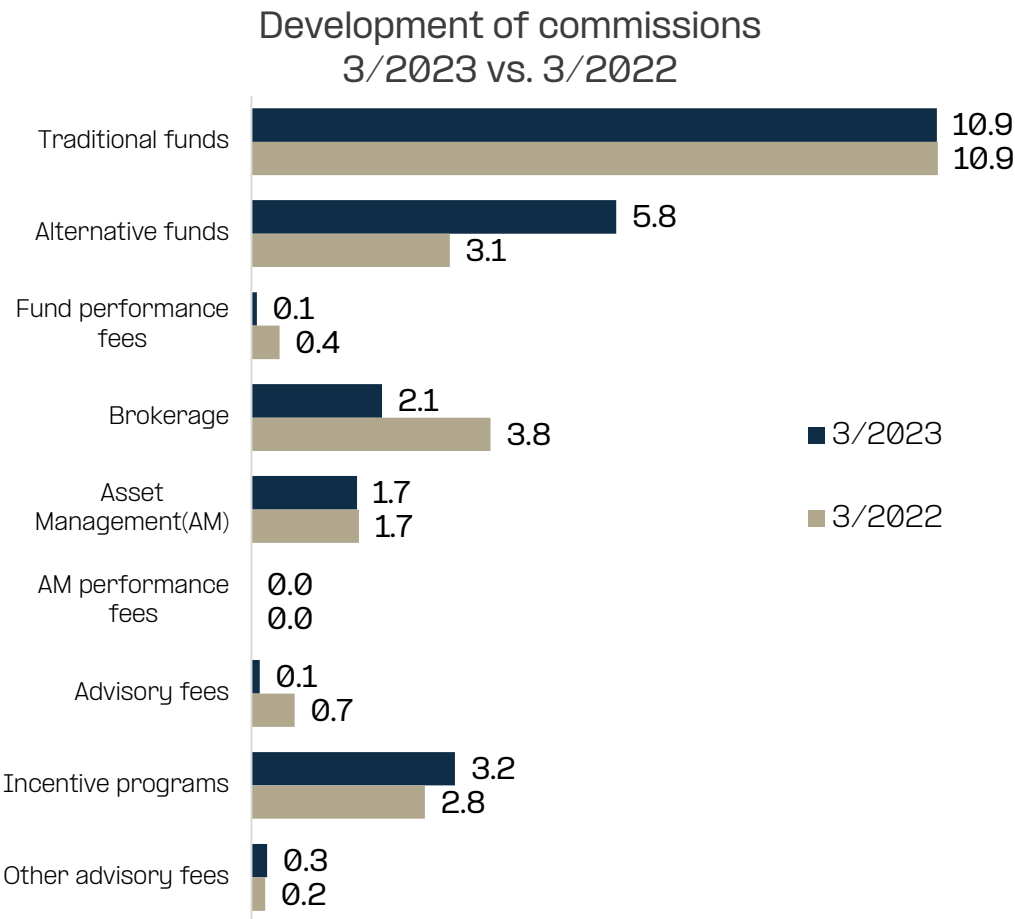
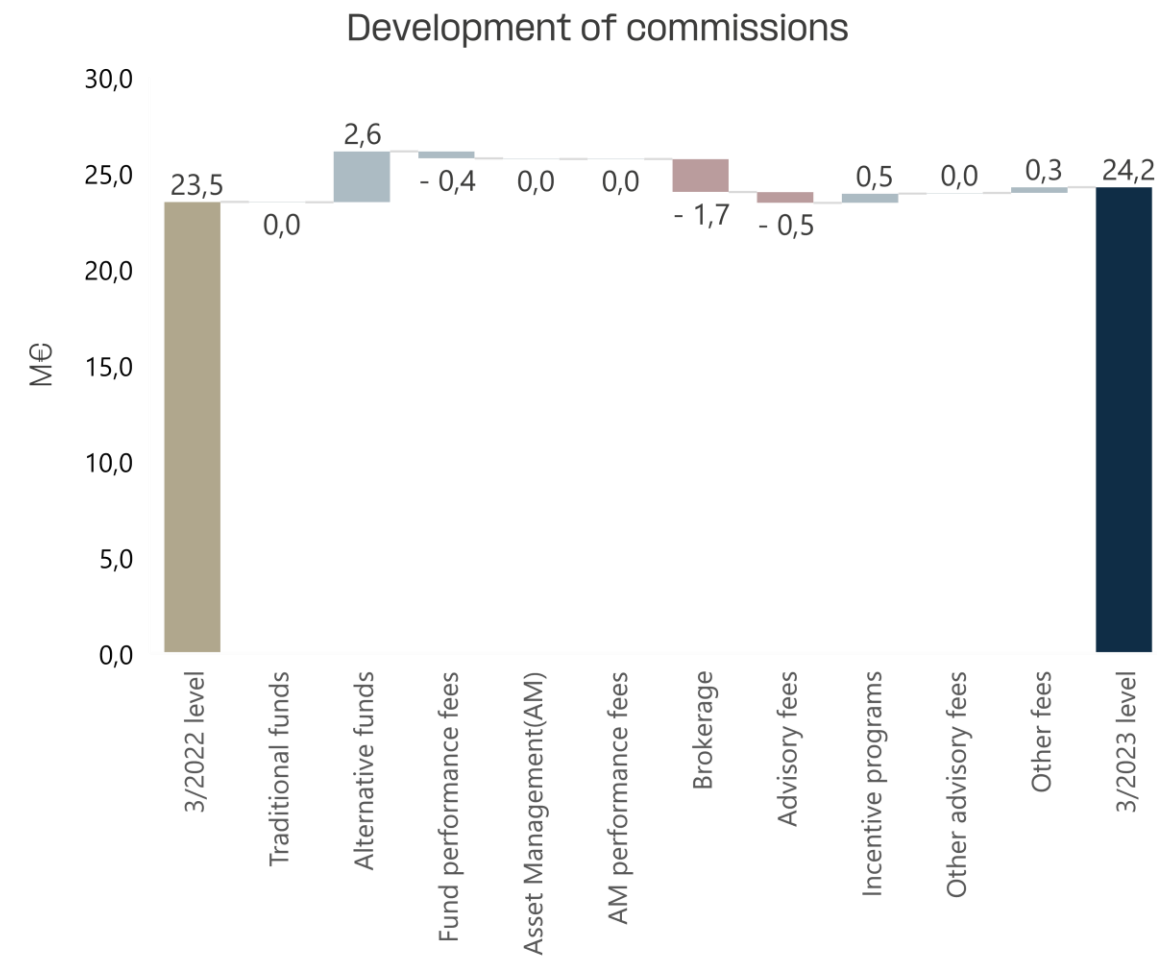
ASSETS UNDER MANAGEMENT (BN. €)

16.7
(15.8)

NET COMMISSIONS (M€)

24.2
(23.5)

Revenue Development



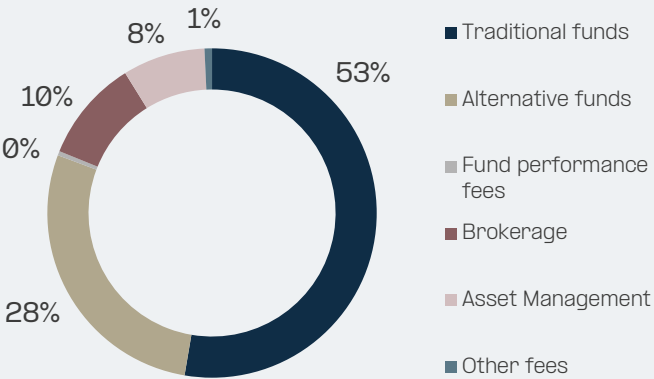
Development of Operative Segments

FINANCIAL HIGHLIGHTS

SPLIT OF FEES

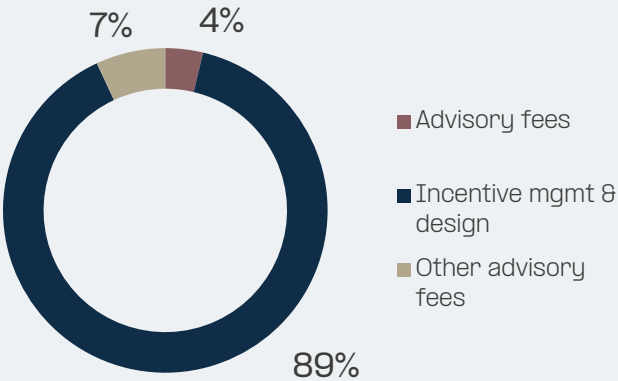
WEALTH MANAGEMENT & INVESTOR CLIENTS

- Net revenues increased to EUR 20.9 million (EUR 19.9 million)
- Operating profit decreased to EUR 8.9 million (EUR 9.6 million)



ADVISORY & CORPORATE CLIENTS

- Net revenues decreased to EUR 3.4 million (EUR 3.6 million)
- Operating profit decreased to EUR 0.2 million (EUR 0.8 million)



Balance Sheet solid

ASSETS. M€	31.3.2023	31.3.2022	LIABILITIES. M€	31.3.2023	31.3.2022
Claims on credit institutions	104.3	82.7	Liabilities to credit institutions and central banks	1.5	0.0
Claims on the public and public sector entities	29.8	47.2	Debt securities issued to the public	108.5	100.0
Debt securities	2.6	0.8	Derivative contracts and other liabilities held for trading	1.3	0.9
Shares and participations	44.7	20.7	Other liabilities	118.9	95.6
Derivative contracts	1.3	0.9	Accrued expenses and deferred income	26.4	26.2
Shares and participations in associates	6.0	4.1	Direct income tax liability	0.9	3.8
Intangible assets and goodwill	49.3	13.7	Deferred tax liabilities	0.0	0.0
Property, plant and equipment	1.0	1.0	TOTAL LIABILITIES	257.6	226.5
Right-of-use assets	12.3	7.2			
Other assets	118.4	117.1	EQUITY		
Accrued income and prepayments	2.4	11.4	Equity to holders of parent company	116.0	78.8
Income Tax receivables	1.2	0.5	Non-controlling interest in capital	3.6	2.2
Deferred tax assets	3.7	0.1	TOTAL EQUITY	377.2	307.4
TOTAL ASSETS	377.2	307.4			

Balance sheet highlights

- Liquidity remained solid
- Outstanding loans have developed according to plan
- Own funds to minimum capital ratio high (257%)

04

FOCUS & OUTLOOK

Focus for 2023

1. Operational efficiency

- One Evli (finalizing integration of EAB)
- Fine tuning of processes
- System upgrades and improvements

2. Customer acquisition and cross sales

- Domestic HNWI, Institutional and Corporates
- Nordic and Europe

3. Fund sales

- Continued alternative growth
- Fixed income and value back in vogue



Outlook for 2023 remains unchanged

CURRENT YEAR TARGET:

Evli has managed to strengthen its market position as a result of the corporate transactions made during 2022. With synergies from the arrangements and the non-recurring costs allocated to 2022, we expect the operating result to be well above the comparison period (EUR 30.9 million in 2022).

LONG TERM TARGETS:

- Significant growth of AUM (EUR 30 billion) over the long-term
- EBIT margin of 30%
- High return on equity (25%)
- Recurring revenue ratio in excess of 130%.



EVLI

THANK YOU



INVESTOR RELATIONS CONTACTS

MIKAELA HERRALA
HEAD OF MARKETING, COMMUNICATIONS & IR
IR@EVLI.COM

EVLI



[Twitter — Evli Funds](#)



[Facebook — Evli Funds](#)



[LinkedIn — Evli Funds](#)



evli.com



Disclaimer

Information set above is not intended as investment recommendation.

This report is based on sources that Evli Plc considers to be correct and reliable. Evli Plc nor its employees give any guarantee concerning the correctness, accuracy or completeness of any information, views, opinions, estimates or forecasts presented in this review, nor are they liable for any damage caused by the use of this publication. Evli is not responsible for any material or information produced or published by a third party that may be contained in this review.

This publication, or any part thereof, may not be copied, distributed or published in any form without Evli Plc's prior written consent.

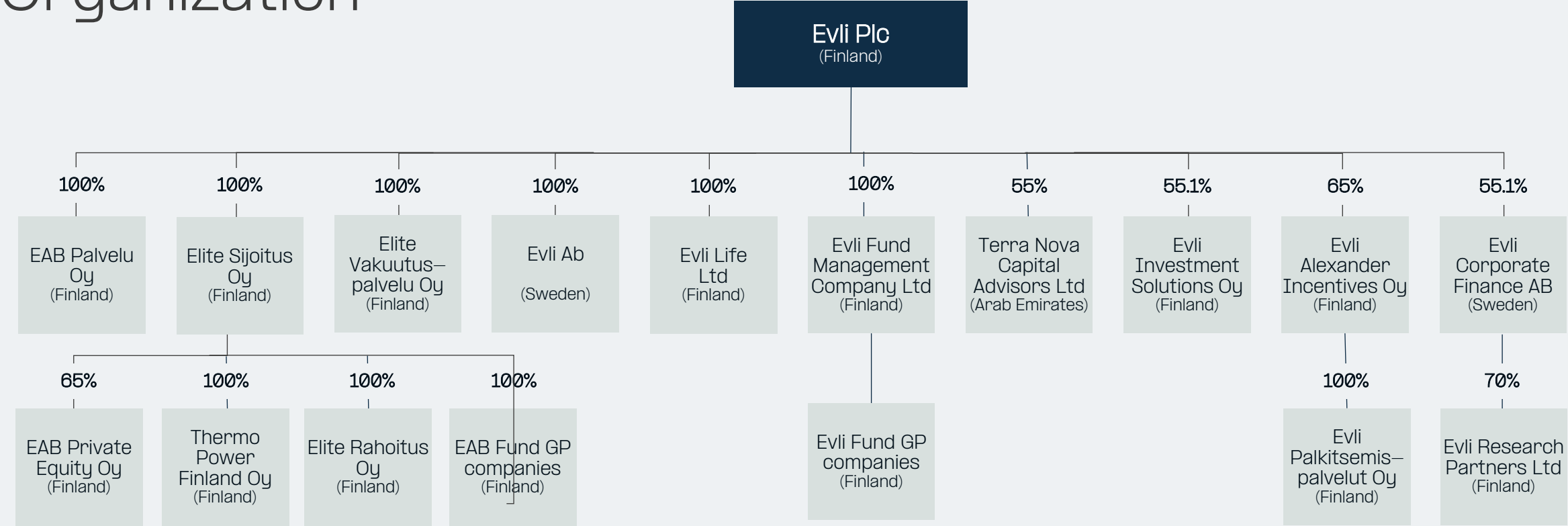
All rights reserved.

APPENDICES

Consolidated Comprehensive Income Statement

M€	1-3/2023	Carve-out 1-3/2022	1-12/2022
Fee and commission income	24.9	24.5	95.4
Net income from securities transactions	1.0	-0.3	3.7
Income from equity investments	0.0	0.0	0.0
Interest income	1.2	0.3	1.6
Other operating income	0.0	0.0	0.1
INCOME TOTAL	27.1	24.5	100.9
Fee and commission expenses	-0.6	-1.0	-3.3
Interest expenses	-0.7	-0.2	-1.5
NET INCOME	25.7	23.3	96.1
Administrative expenses			
Personnel expenses	-10.2	-8.1	-39.2
Other administrative expenses	-4.9	-3.8	-19.6
Depreciation and amortization on tangible and intangible assets	-1.3	-1.3	-5.1
Other operating expenses	-0.3	-0.3	-0.8
Expected credit losses on loans and other receivables	0.0	0.0	-0.7
Share of profit or loss of associates	0.0	0.0	0.3
OPERATING PROFIT/LOSS	9.4	9.7	30.9
Income taxes	-1.9	-2.0	-5.8
PROFIT / LOSS FOR THE FINANCIAL YEAR	7.5	7.7	25.1
Attributable to			
Minority interest	0.4	0.8	4.3
Shareholders of parent company	7.0	6.9	20.7
PROFIT / LOSS FOR THE FINANCIAL YEAR	7.5	7.7	25.1

Organization



Group associated companies

COMPANY	COUNTRY	OWNER-SHIP
Northern Horizon Capital A/S	Denmark	50%
Ahti Invest Oy	Finland	30%
SAV-Rahoitus Oyj	Finland	46.3%

Executive Group



Maunu Lehtimäki

CEO
M.SC. (ECON.)
JOINED EVLI IN 1996



Mari Etholén

HR AND LEGAL AFFAIRS
LLM
JOINED EVLI IN 2001



Panu Jousimies

EXECUTION &
OPERATIONS
M.SC. (ECON.)
JOINED EVLI IN 1997



Kim Pessala

INSTITUTIONAL
CLIENTS
M.SC. (ECON.)
JOINED EVLI IN 1995



Juho Mikola

CFO,
DEPUTY TO THE CEO
M.SC. (ECON.)
JOINED EVLI IN 2004



Esa Pensala

PRIVATE CLIENTS
M.SC. (TECH.)
JOINED EVLI IN 2001



Mikael Thunved

CORPORATE FINANCE
B.SC. (ECON.)
JOINED EVLI IN 2002

Board of Directors 1/2



Henrik Andersin

CHAIRMAN OF THE BOARD OF
DIRECTORS
BORN 1960

- Member of the Board of Directors of Evli Plc since April 2, 2022 (Evli Bank Plc 1985–April 1, 2022 (excluding 2002–2006))
- Chairman of the Board of Directors of Oy Scripo Ab
- Not independent of the company and of significant shareholders.



Christina Dahlblom

MEMBER OF THE BOARD OF
DIRECTORS
BORN 1978

- Member of the Board of Directors of Evli Plc since March 14, 2023 (Evli Bank Plc 2010–April 1, 2022)
- Main occupation: Entrepreneur, Flo Co
- Professor of Practice, Hanken School of Economics
- Chair of the Board of Directors at Nuori Yrittäjyys Ry, and Member of the Boards at Viking Line Oyj and Hive Helsinki Sr
- Independent of the company and of significant shareholders.



Fredrik Hacklin

MEMBER OF THE BOARD OF
DIRECTORS
BORN 1978

- Member of the Board of Directors of Evli Plc since April 2, 2022 (Evli Bank Plc 2019–April 1, 2022)
- Professor, Director and Member of Executive Committee at ZHAW School of Management and Law, Zurich. Associate professor at ETH Zurich
- Independent of the company and of significant shareholders.

Board of Directors 2/2



Sari Helander

MEMBER OF THE BOARD OF
DIRECTORS
BORN 1967

- Member of the Board of Directors of Evli Plc since April 2, 2022 (Evli Bank Plc 2019–April 1, 2022)
- CFO, Ramirent Group
- Member of the Boards of Directors of Enersense International Plc and Netum Group Plc
- Independent of the company and of significant shareholders.



Robert Ingman

MEMBER OF THE BOARD OF
DIRECTORS
BORN 1961

- Member of the Board of Directors of Evli Plc since April 2, 2022 (Evli Bank Plc 2010–April 1, 2022)
- Chairman of the Boards of Directors of Ingman Group Oy Ab, Ingman Finance Oy Ab, Ingman Development Oy Ab, Digia Oyj, Etteplan Oy, Halti Oy and Qt Group Ltd
- Independent of the company.



Antti Kuljukka

MEMBER OF THE BOARD OF
DIRECTORS
BORN 1961

- Member of the Board of Directors of Evli Plc since April 2, 2022
- Member of the Boards of Directors of Finnish Figure Skating Association, Elo Mutual Pension Insurance Company, Turvallisuuden tukisäätiö, Jääkärisäätiö and Finance Finland. Vice–Chairman of the delegation of the Finnish Orienteering Federation
- Independent of the company and of significant shareholders