Diversified Financial Services/Finland, October 27, 2023 Company update

Near-term softness persists

CapMan's Q3 was below estimates mainly due to carry and FV changes. Potential appears to remain high but near-term market conditions remain uncertain.

Below expectations mainly through carry and FV changes

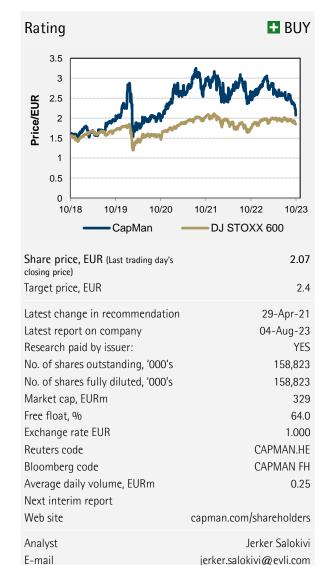
CapMan reported Q3 results somewhat below our expectations. Revenue amounted to EUR 13.7m (EUR 17.3m/17.3m Evli/Cons.) while operating profit amounted to EUR 4.8m (EUR 7.0m/7.2m Evli/cons.). The main difference to our estimates came from the Management Company business, with limited carried interest and management fees also on the softer side due to limited new fundraising. Fair value changes were further slightly below our expectations. Assets under management amounted to EUR 5.0bn, on par with previous year levels. CapMan updated it distribution policy, aiming to 70% of profits attributable to equity holders excl. FV change impact and may additionally pay out distributions accrued from investment operations. The BoD is expected to propose a DPS of EUR 8–12 cents to the 2024 AGM, a notable decrease from a DPS of EUR 17 cents in 2023.

Near-term still appears slow

Performance remains weakened by low carried interest and FV changes and signs of significant near-term improvement in that regard are limited. Our revised 2023e estimates for revenue and operating profit are EUR 61.2m (68.7m) and EUR 13.7m (22.5m) respectively, and our 2024 operating profit estimate is down by ~20%, anticipating a slower start to the year. Although not visible in the financial performance, near-term activity appears reasonably high through the fundraising pipeline and carry potential, with the Services business also continuing solid performance. We also interpret management comments as likely M&A activity in the near-term. The main uncertainties remain the timing uncertainty and investor demand.

BUY with a target price of EUR 2.4 (2.8)

With our lowered estimates and the reduced distribution outlook, we lower our TP to EUR 2.4 (2.8). CapMan is clearly gearing up for growth and the current valuation in our view does not reflect the earnings potential in coming years.



■ BUY □ HOLD ■ SELL

KEY FIGUR	TES									
	Sales EURm	EBIT EURm	EBIT %	FCF EURm	EPS EUR	P/E (x)	EV/Sales (x)	EV/EBIT (x)	FCF yield	DPS EUR
2021	52.8	44.6	84.6%	11.1	0.22	13.9	9.5	11.2	2.3	0.15
2022	67.5	53.1	78.6%	3.0	0.25	10.8	7.0	8.9	0.7	0.17
2023E	61.2	13.7	22.4%	9.8	0.06	33.5	6.3	28.3	3.0	0.09
2024E	75.3	37.3	49.6%	30.2	0.19	10.7	4.9	10.0	9.2	0.11
2025E	85.6	52.8	61.7%	44.8	0.28	7.3	4.0	6.5	13.6	0.13
Market cap	, EURm		329 G	earing 2023E,	0/0		43.6 CAGR	EPS 2022-2	5, %	4.2
Net debt 20	23E, EURm		54 Pr	rice/book 2023	E		2.7 CAGR	sales 2022-	25, %	8.2
Enterprise v	/alue, EURm		389 D	ividend yield 2	023E, %		4.3 ROE 2	023E, %		7.5
Total assets	2023E, EURn	n	263 Ta	ıx rate 2023E,	%		6.4 ROCE	2023E, %		5.9
Goodwill 20	023E, EURm		8 Ec	quity ratio 202	3E, %		47.6 PEG, P	P/E 23/CAGR		0.4

All the important disclosures can be found on the last pages of this report.

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CAPMAN

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CapMan	2021	Q1/'22	02/'22	03/'22	Q4/'22	2022	Q1/'23	02/'23	03/'23	Q4/'23E	2023E	2024E	2025E
Revenue	52.8	14.2	17.7	15.9	19.7	67.5	15.1	16.5	13.7	15.9	61.2	75.3	85.6
change, %	22.8%	25.7%	48.8%	6.9%	34.1%	27.9%	6.4%	-6.8%	-13.8%	-19.3%	-9.3%	23.0%	13.6%
Other operating income	0.1	0.0	0.0	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.1	0.1	0.1
Materials and services	0.0	-0.1	-0.3	-0.3	-0.3	-1.0	-0.3	-0.5	-0.5	-0.5	-1.8	-2.0	-2.2
Personnel expenses	-30.6	-7.3	-10.0	-7.7	-9.7	-34.7	-8.9	-8.1	-7.0	-8.9	-33.8	-38.1	-42.1
Other operating expenses	-10.0	-2.3	-2.6	-2.9	-3.4	-11.2	-2.6	-3.0	-2.0	-3.2	-10.8	-11.4	-11.9
Depreciation and amortisation	-1.6	-0.4	-0.4	-0.4	-3.0	-4.1	-0.4	-0.4	-0.4	-0.4	-1.5	-1.6	-1.6
Fair value changes	33.9	14.7	9.8	8.0	4.1	36.5	-2.4	-0.3	0.9	2.2	0.4	15.0	25.0
Operating profit	44.6	18.9	14.1	12.7	7.5	53.1	0.5	4.2	3.9	5.1	13.7	37.3	52.8
Operating profit margin, %	84.6%	>100 %	79.8%	79.7%	37.8%	78.6%	3.3%	25.3%	28.6%	32.2%	22.4%	49.6%	61.7%
Items affecting comparability	0.0	0.0	0.0	0.0	2.6	2.6	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Adj. operating profit	44.6	18.9	14.1	12.7	10.1	55.7	0.5	4.2	3.9	5.1	13.7	37.3	52.8
Net financials	-4.0	-2.6	-1.1	-0.5	-1.3	-5.5	-0.5	-0.3	-0.1	-0.3	-1.2	-2.1	-1.8
Pre-tax profit	40.6	16.3	13.0	12.2	6.1	47.6	0.0	3.8	3.8	4.8	12.5	35.3	50.9
Income taxes	-5.2	-2.9	-1.2	-1.4	-1.1	-6.6	0.8	0.2	-1.1	-0.6	-0.8	-2.3	-3.3
Minority interest	-1.0	-0.1	-0.2	-0.5	-0.6	-1.4	-0.5	-0.7	-0.2	-0.5	-1.9	-2.4	-2.6
Profit for the period	34.3	13.3	11.6	10.2	4.5	39.6	0.3	3.3	2.5	3.7	9.9	30.6	45.1
EPS, EUR	0.22	0.09	0.07	0.07	0.03	0.25	0.00	0.02	0.02	0.02	0.06	0.19	0.28
Assets under management	4908	5060				5039	5070	5010	5021		5050	5800	7300
Management Company business	2021	Q1/'22	02/'22	03/'22	04/'22	2022	Q1/'23	02/'23	03/'23	Q4/'23E	2023E	2024E	2025E
Revenue	43.6	11.7	14.5	12.6	17.1	55.9	12.5	13.7	11.1	12.7	49.9	62.6	71.5
-Fee income	40.8	10.4	11.4	11.6	12.9	46.2	12.5	10.9	10.8	12.2	46.4	<i>52.0</i>	59.7
-Carried interest	2.9	1.3	3.2	1.0	4.1	9.6	0.0	2.8	0.3	0.5	3.5	10.6	11.7
Operating profit	13.2	4.4	6.1	4.2	7.6	22.3	3.2	5.0	3.6	3.5	15.2	23.7	28.7
Investment business	2021	01/'22	02/'22	03/'22	04/'22	2022	01/'23	02/'23	03/'23	Q4/'23E	2023E	2024E	2025E
Revenue	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Operating profit	32.7	14.5	9.6	7.9	3.7	35.7	-2.6	-0.4	0.9	1.8	-0.3	14.2	24.2
Services business	2021	Q1/'22	02/'22	03/'22	04/'22	2022	Q1/'23	02/'23	03/'23	Q4/'23E	2023E	2024E	2025E
Revenue	8.6	2.5	3.2	3.1	2.4	11.1	2.6	2.7	2.5	2.9	10.7	12.1	13.5
Operating profit	4.2	1.4	1.7	1.8	-1.9	3.0	1.5	1.5	1.4	1.7	6.1	7.1	8.0
Other	2021	01/'22	02/'22	03/'22	Q4/'22	2022	01/'23	02/'23	03/'23	Q4/'23E	2023E	2024E	2025E
Revenue	0.5	0.0	0.0	0.2	0.3	0.6	0.0	0.1	0.1	0.3	0.6	0.6	0.6
Operating profit	-5.4	-1.4	-3.3	-1.3	-1.9	-7.9	-1.6	-1.9	-1.9	-1.9	-7.3	-7.7	-8.1

Source: CapMan, Evli Research estimates

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VALUATION RESULTS	BASE CASE DETAILS	VALUATION ASSUMPTIONS	ASSUMPTIONS FOR WACC	
Current share price	2.07 PV of Free Cash Flow	369 Long-term growth, %	2.0 Risk-free interest rate, %	2.25
DCF share value	5.57 PV of Horizon value	586 WACC, %	7.9 Market risk premium, %	5.8
Share price potential, %	169.2 Unconsolidated equity	-6 Spread, %	0.5 Debt risk premium, %	2.8
Maximum value	6.1 Marketable securities	56 Minimum WACC, %	7.4 Equity beta coefficient	1.10
Minimum value	5.1 Debt - dividend	-120 Maximum WACC, %	8.4 Target debt ratio, %	30
Horizon value, %	61.4 Value of stock	885 Nr of shares, Mn	158.8 Effective tax rate, %	20

DCF valuation, EURm	2022	2023E	2024E	2025E	2026E	2027E	2028E	2029E	2030E	2031E	2032E	Horizon
Net sales	68	61	75	86	88	90	92	94	97	99	101	103
Sales growth, %	27.9	<i>-9.3</i>	23.0	13.6	2.5	2.5	2.5	2.5	2.5	2.5	2.0	2.0
Operating income (EBIT)	53	14	37	53	61	63	64	66	68	69	71	72
Operating income margin, %	<i>78.6</i>	22.4	49.6	61.7	70.0	70.0	70.0	70.0	70.0	70.0	70.0	70.0
+ Depreciation+amort.	4	1	1	2	2	2	2	2	2	2	2	
EBITDA	57	15	39	54	63	65	66	68	70	72	73	
- Paid taxes	-4	-1	-2	-3	-4	-4	-4	-4	-4	-4	-5	
- Change in NWC	-10	0	0	0	0	0	0	0	0	0	0	
NWC / Sales, %	7.6	8.3	6.9	6.1	6.0	5.9	<i>5.7</i>	5.6	5.5	5.4	5.3	
+ Change in other liabs	2	0	0	0	0	0	0	0	0	0	0	
- Operative CAPEX	0	0	0	0	0	0	0	0	0	0	0	
opCAPEX / Sales, %	4.9	2.5	2.4	2.2	2.2	2.2	2.2	2.3	2.3	2.4	2.3	
- Acquisitions	0	0	0	0	0	0	0	0	0	0	0	
+ Divestments	0	0	0	0	0	0	0	0	0	0	0	
- Other items	-32	0	0	0	0	0	0	0	0	0	0	
= FCFF	13	14	36	51	59	60	62	63	65	67	68	1,178
= Discounted FCFF		14	33	43	46	44	42	40	38	36	34	586
= DFCF min WACC		14	33	43	47	45	43	41	39	37	35	668
= DFCF max WACC		14	33	42	46	43	41	39	36	35	33	518

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INTERIM FIGURES

Net sales	INTERNIVITIOURES									1			
BBITDA	EVLI ESTIMATES, EURm	2022Q1	202202	2022Q3	2022Q4		2023Q1	2023Q2	2023Q3	2023Q4E	2023E	2024E	2025E
EBITOA margin (%) 135.5 82.2 81.9 53.0 84.8 5.9 27.6 31.2 34.5 24.8 51.6 63.6 EBIT 189 14.1 12.7 7.5 53.1 0.5 4.2 3.9 5.1 13.7 37.3 52.8 EBIT margin (%) 132.7 7.98 7.97 37.8 7.86 3.3 25.2 28.6 32.2 22.4 49.6 61.7 Net financial items -2.6 -1.1 -0.5 -1.3 -5.5 -0.5 -0.3 -0.1 -0.3 -1.2 -2.1 -1.8 Pre-tax profit 16.3 13.0 12.2 61.1 47.6 0.0 3.8 3.8 4.8 12.5 35.3 50.9 Tax -2.9 -1.2 -1.4 -1.1 -6.6 0.7 0.2 -1.1 -0.6 0.8 -2.3 -3.3 7.8 xate (%) 17.7 9.2 11.9 12.1 13.1 -18.4500 -3.9 27.9 13.0 6.4 6.4 6.4 6.4 Net profit 13.3 11.6 10.2 4.5 39.6 0.3 3.3 3.2 5.3 3.7 9.8 30.6 45.1 EPS 60.8 0.07 0.06 0.03 0.25 0.00 0.02 0.02 0.02 0.00 0.00 0.09 0.19 0.28 PS 60.9 10.9 0.00 0.00 0.00 0.00 0.00 0.00 0	Net sales	14.2	17.7	15.9	19.7	67.5	15.1	16.5	13.7		61.2	75.3	85.6
EBIT 189 141 12,7 7,5 53,1 0.5 4,2 3.9 5,1 13,7 37,3 52.8 EBIT margin (%) 132,7 79,8 79,7 37,8 78,6 33,3 25,3 26,0 32,2 24,4 49,6 61,7 -1.3 -5,5 -0.5 -0.3 -0.1 -0.3 -1,2 -2,1 -1.8 -1.8 -1.8 -1.8 1.8 3.8 3.8 3.8 1,2 2,2 1.1 -0.6 0.7 0.0 3.8 3.8 3.8 1,2 1.2 1.3 -1.8 1.2 1.3 -1.6 0.0 0.0 3.8 3.8 3.8 3.8 1.2 2.2 3.3 3.3 2.5 3.3 3.0 4.2 2.2 1.3 -1.8 1.2 4.2 3.9 2.2 1.1 1.8 2.2 1.3 1.1 1.8 2.2 1.1 1.2 4.2 2.2 3.3 3.3 2.2 2.0<	EBITDA	19.3	14.5	13.0	10.5	57.3	0.9	4.5	4.3	5.5	15.2	38.8	54.4
BBIT margin (Not)	=	135.5	82.2	81.9		84.8	5.9	27.6		34.5	24.8	51.6	63.6
Net financial items		18.9	14.1	12.7	7.5	53.1	0.5	4.2	3.9	5.1	13.7	37.3	52.8
Pre-tax profit 16.3 13.0 12.2 6.1 47.6 0.0 3.8 3.8 4.8 12.5 35.3 50.9 Tax 2.9 -1.2 -1.4 -1.1 -6.6 0.7 0.2 -1.1 -0.6 -0.8 2.3 -3.3 Tax sate (%)	=		79.8	79.7		78.6	3.3			32.2	22.4	49.6	61.7
Tax at e fθθ	Net financial items		-1.1		-1.3								-1.8
Tax rate (%)	Pre-tax profit					-							
Net profit	Tax									-0.6	-0.8		-3.3
EPS 0.08 0.07 0.06 0.03 0.25 0.00 0.02 0.02 0.02 0.06 0.19 0.28 EPS adjusted (diluted no. of shares) 0.08 0.07 0.06 0.03 0.25 0.00 0.02 0.02 0.06 0.19 0.28 Dividend per share 0.00				11.9							6.4	6.4	6.4
EPS adjusted (diluted no. of shares) 0.08 0.07 0.06 0.03 0.25 0.00 0.02 0.02 0.02 0.06 0.19 0.28	•									3.7	9.8	30.6	45.1
Dividend per share 0.00 0.00 0.00 0.00 0.01 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.00 0.01 0.13	=: *				0.03							0.19	0.28
SALES, EURm Management Company business 11.7 14.5 12.6 17.1 55.9 12.5 13.7 11.1 12.7 49.9 62.6 71.5 Service business 2.5 3.2 3.1 2.3 11.1 55.9 12.5 13.7 11.1 12.7 49.9 62.6 71.5 55.9 12.5 13.7 11.1 12.7 49.9 62.6 71.5 55.9 12.5 13.7 11.1 12.7 49.9 62.6 71.5 15.1 16.5 2.7 2.5 2.9 10.7 12.1 13.5 55.6 56.0 66.0 0.6 0.9 1.1 1													
Management Company business 11.7 14.5 12.6 17.1 55.9 12.5 13.7 11.1 12.7 49.9 62.6 71.5 Service business 2.5 3.2 3.1 2.3 11.1 2.6 2.7 2.5 2.9 10.7 12.1 13.5 Other R climinations 0.0 0.0 0.2 0.3 0.6 0.0 0.1 0.1 0.3 0.6 0.6 0.6 SALES GROWTH, Y/Y % The service business 29.3 46.8 -2.6 44.9 28.0 6.8 -5.9 -11.9 -25.6 -10.6 25.4 14.1 Service business 11.3 59.1 59.7 -3.5 29.0 4.0 -14.1 -19.3 23.5 -3.5 13.0 11.0 Other & climinations -36.4 -9.1 2,040.0 -36.1 3.2 242.9 1,030.0 -44.9 0.3 4.5 5.7 5.0 Total 25.7 48.8 6.9 <td></td> <td>0.00</td> <td>0.00</td> <td>0.00</td> <td>0.00</td> <td>0.17</td> <td>0.00</td> <td>0.00</td> <td>0.00</td> <td>0.00</td> <td>0.09</td> <td>0.11</td> <td>0.13</td>		0.00	0.00	0.00	0.00	0.17	0.00	0.00	0.00	0.00	0.09	0.11	0.13
Service business 2.5 3.2 3.1 2.3 11.1 2.6 2.7 2.5 2.9 10.7 12.1 13.5													
Other Et eliminations 0.0 0.0 0.2 0.3 0.6 0.0 0.1 0.1 0.3 0.6 0.6 0.6 Total 14.2 17.7 15.9 19.7 67.5 15.1 16.5 13.7 15.9 61.2 75.3 85.6 SALES GROWTH, Y/Y % Management Company business 29.3 46.8 -2.6 44.9 28.0 6.8 -5.9 -11.9 -25.6 -10.6 25.4 14.1 Service business 11.3 59.1 59.7 -3.5 29.0 4.0 -14.1 -19.3 23.5 -3.5 13.0 11.0 Other Et eliminations -36.4 -9.1 20400 -36.1 3.2 242.9 1,0300 -44.9 0.3 4.5 5.7 5.0 Total 25.7 48.8 6.9 34.1 27.9 6.4 -6.8 -13.8 -19.3 -9.3 23.0 13.6 EBIT, EURm Management Company business 14.5 <td>Management Company business</td> <td></td> <td></td> <td></td> <td></td> <td>55.9</td> <td></td> <td></td> <td></td> <td></td> <td></td> <td></td> <td>71.5</td>	Management Company business					55.9							71.5
Total 14.2 17.7 15.9 19.7 67.5 15.1 16.5 13.7 15.9 61.2 75.3 85.6 SALES GROWTH, Y/Y % Management Company business 29.3 46.8 -2.6 44.9 28.0 6.8 -5.9 -11.9 -25.6 -10.6 25.4 14.1 Service business 11.3 59.1 59.7 -3.5 29.0 4.0 -14.1 -19.3 23.5 -3.5 13.0 11.0 Other & eliminations -36.4 -9.1 20400 -36.1 3.2 242.9 1,030.0 -44.9 0.3 4.5 5.7 5.0 Total 25.7 48.8 6.9 34.1 27.9 6.4 -6.8 -13.8 -19.3 -9.3 23.0 13.6 BBIT, EURm Management Company business 14.4 6.1 4.2 7.6 22.3 3.2 5.0 3.6 3.5 15.2 23.7 28.7 Investment business 1.4			3.2	3.1	2.3		2.6	2.7	2.5		10.7	12.1	13.5
SALES GROWTH, Y/Y % Management Company business 29.3 46.8 -2.6 44.9 28.0 6.8 -5.9 -11.9 -25.6 -10.6 25.4 14.1 Service business 11.3 59.1 59.7 -3.5 29.0 4.0 -14.1 -19.3 23.5 -3.5 13.0 11.0 Other & eliminations -36.4 -9.1 2,040.0 -36.1 3.2 242.9 1,030.0 -44.9 0.3 4.5 5.7 5.0 Total 25.7 48.8 6.9 34.1 27.9 6.4 -6.8 -13.8 -19.3 -9.3 23.0 13.6 EBIT, EURm 8 6.9 34.1 27.9 6.4 -6.8 -13.8 -19.3 -9.3 23.0 13.6 BEIT, EURm 8 6.9 7.9 3.7 35.7 -2.6 -0.4 0.9 1.8 -0.3 14.2 24.2 Service business 1.4 1.7 1.8 -1.9 <t< td=""><td>Other & eliminations</td><td></td><td>0.0</td><td></td><td>0.3</td><td></td><td>0.0</td><td></td><td></td><td></td><td>0.6</td><td>0.6</td><td>0.6</td></t<>	Other & eliminations		0.0		0.3		0.0				0.6	0.6	0.6
Management Company business 29.3 46.8 -2.6 44.9 28.0 6.8 -5.9 -11.9 -25.6 -10.6 25.4 14.1 Service business 11.3 59.1 59.7 -3.5 29.0 4.0 -14.1 -19.3 23.5 -3.5 13.0 11.0 Other & eliminations -36.4 -9.1 2,040.0 -36.1 3.2 242.9 1,030.0 -44.9 0.3 4.5 5.7 5.0 Total 25.7 48.8 6.9 34.1 27.9 6.4 -6.8 -13.8 -19.3 -9.3 23.0 13.6 EBIT, EURm 8 6.9 3.1 27.9 6.4 -6.8 -13.8 -19.3 -9.3 23.0 13.6 EBIT, EURm 8 6.9 7.9 3.7 35.7 -2.6 -0.4 0.9 1.8 -0.3 14.2 24.2 5ervice business 1.4 1.7 1.8 -1.9 -1.9 -1.9 -1.9	Total	14.2	17.7	15.9	19.7	67.5	15.1	16.5	13.7	15.9	61.2	75.3	85.6
Service business 11.3 59.1 59.7 -3.5 29.0 4.0 -14.1 -19.3 23.5 -3.5 13.0 11.0 Other & eliminations -36.4 -9.1 2,040.0 -36.1 3.2 242.9 1,030.0 -44.9 0.3 4.5 5.7 5.0 Total 25.7 48.8 6.9 34.1 27.9 6.4 -6.8 -13.8 -19.3 -9.3 23.0 13.6 EBIT, EURm Management Company business 4.4 6.1 4.2 7.6 22.3 3.2 5.0 3.6 3.5 15.2 23.7 28.7 Investment business 14.5 9.6 7.9 3.7 35.7 -2.6 -0.4 0.9 1.8 -0.3 14.2 24.2 Service business 1.4 1.7 1.8 -1.9 3.0 1.5 1.5 1.4 1.7 6.1 7.1 8.0 Other & eliminations -1.4 -3.3 -1.3	SALES GROWTH, Y/Y %												
Other & eliminations -36.4 -9.1 2,040.0 -36.1 3.2 242.9 1,030.0 -44.9 0.3 4.5 5.7 5.0 Total 25.7 48.8 6.9 34.1 27.9 6.4 -6.8 -13.8 -19.3 -9.3 23.0 13.6 EBIT, EURm Management Company business 4.4 6.1 4.2 7.6 22.3 3.2 5.0 3.6 3.5 15.2 23.7 28.7 Investment business 14.5 9.6 7.9 3.7 35.7 -2.6 -0.4 0.9 1.8 -0.3 14.2 24.2 Service business 1.4 1.7 1.8 -1.9 3.0 1.5 1.5 1.4 1.7 6.1 7.1 8.0 Other & eliminations -1.4 -3.3 -1.3 -1.9 -7.9 -1.6 -1.9 -1.9 -1.9 -7.3 -7.7 -8.1 Total 18.9 14.1 12.7	Management Company business	29.3	46.8	-2.6	44.9	28.0	6.8	-5.9	-11.9	-25.6	-10.6	25.4	14.1
Total 25.7 48.8 6.9 34.1 27.9 6.4 -6.8 -13.8 -19.3 -9.3 23.0 13.6 EBIT, EURM Management Company business 4.4 6.1 4.2 7.6 22.3 3.2 5.0 3.6 3.5 15.2 23.7 28.7 Investment business 14.5 9.6 7.9 3.7 35.7 -2.6 -0.4 0.9 1.8 -0.3 14.2 24.2 Service business 1.4 1.7 1.8 -1.9 3.0 1.5 1.5 1.4 1.7 6.1 7.1 8.0 Other & eliminations -1.4 -3.3 -1.3 -1.9 -7.9 -1.6 -1.9 -1.9 -1.9 -1.9 -7.3 -7.7 -8.1 Total 18.9 14.1 12.7 7.5 53.1 0.5 4.2 3.9 5.1 13.7 37.3 52.8 EBIT margin, % Management Company business 37.6 42.0 33.7 44.4 39.9 25.3 36.3 32.3 27.6 30.5 37.9 40.1 Investment business Service business 54.4 52.9 59.6 -79.6 27.1 56.2 56.9 57.1 58.6 57.3 58.4 59.1 Other & eliminations -19,814.3 -32,780.0 -630.4 -595.7 -1,434.4 -6,533.3 -1,714.2 -1,641.5 -581.1 -1,266.3 -1,257.6 -1,257.6 57.5 57.5 57.1 57.5 57.1 57.5 57.1 57.5 57.1 57.5 57.1 57.5 57.1 57.5 57.1 57.5 57.1 57.5 57.1 57.5 57.1 57.5 57.1 57.5 57.5	Service business	11.3	59.1	59.7	-3.5	29.0	4.0	-14.1	-19.3	23.5	-3.5	13.0	11.0
EBIT, EURM Management Company business 4.4 6.1 4.2 7.6 22.3 3.2 5.0 3.6 3.5 15.2 23.7 28.7 Investment business 14.5 9.6 7.9 3.7 35.7 -2.6 -0.4 0.9 1.8 -0.3 14.2 24.2 Service business 1.4 1.7 1.8 -1.9 3.0 1.5 1.5 1.4 1.7 6.1 7.1 8.0 Other & eliminations -1.4 -3.3 -1.3 -1.9 -7.9 -1.6 -1.9 -1.9 -1.9 -1.9 -7.3 -7.7 -8.1 Total 18.9 14.1 12.7 7.5 53.1 0.5 4.2 3.9 5.1 13.7 37.3 52.8 EBIT margin, % Management Company business 37.6 42.0 33.7 44.4 39.9 25.3 36.3 32.3 27.6 30.5 37.9 40.1 Investment business Service business 54.4 52.9 59.6 -79.6 27.1 56.2 56.9 57.1 58.6 57.3 58.4 59.1 Other & eliminations -19,814.3 -32,780.0 -630.4 -595.7 -1,434.4 -6,533.3 -1,714.2 -1,641.5 -581.1 -1,266.3 -1,257.6 -1,257.6 57.5 57.5 57.5 57.1 57.5 57.5 57.5 57.5	Other & eliminations	-36.4	-9.1	2,040.0	-36.1	3.2	242.9	1,030.0	-44.9	0.3	4.5	5.7	5.0
Management Company business 4.4 6.1 4.2 7.6 22.3 3.2 5.0 3.6 3.5 15.2 23.7 28.7 Investment business 14.5 9.6 7.9 3.7 35.7 -2.6 -0.4 0.9 1.8 -0.3 14.2 24.2 Service business 1.4 1.7 1.8 -1.9 3.0 1.5 1.5 1.4 1.7 6.1 7.1 8.0 Other & eliminations -1.4 -3.3 -1.3 -1.9 -7.9 -1.6 -1.9 -1.9 -1.9 -7.3 -7.7 -8.1 Total 18.9 14.1 12.7 7.5 53.1 0.5 4.2 3.9 5.1 13.7 37.3 52.8 EBIT margin, %	Total	25.7	48.8	6.9	34.1	27.9	6.4	-6.8	-13.8	-19.3	-9.3	23.0	13.6
Investment business	EBIT, EURm												
Service business 1.4 1.7 1.8 -1.9 3.0 1.5 1.5 1.4 1.7 6.1 7.1 8.0 Other & eliminations -1.4 -3.3 -1.3 -1.9 -7.9 -1.6 -1.9 -1.9 -1.9 -1.9 -1.9 -1.9 -1.9 -1.9 -1.9 -1.9 -1.9 -1.9 -1.9 -1.0 -1.2 -1.2 -8.1 Total 18.9 14.1 12.7 7.5 53.1 0.5 4.2 3.9 5.1 13.7 37.3 52.8 EBIT margin, % ***	Management Company business	4.4	6.1	4.2	7.6	22.3	3.2	5.0	3.6	3.5	15.2	23.7	28.7
Other & eliminations -1.4 -3.3 -1.3 -1.9 -7.9 -1.6 -1.9 -1.9 -1.9 -7.3 -7.7 -8.1 Total 18.9 14.1 12.7 7.5 53.1 0.5 4.2 3.9 5.1 13.7 37.3 52.8 EBIT margin, % Management Company business 37.6 42.0 33.7 44.4 39.9 25.3 36.3 32.3 27.6 30.5 37.9 40.1 Investment business 54.4 52.9 59.6 -79.6 27.1 56.2 56.9 57.1 58.6 57.3 58.4 59.1 Other & eliminations -19.814.3 -32,780.0 -630.4 -595.7 -1,434.4 -6,533.3 -1,714.2 -1,641.5 -581.1 -1,266.3 -1,257.6 -1,257.6	Investment business	14.5	9.6	7.9	3.7	35.7	-2.6	-0.4	0.9	1.8	-0.3	14.2	24.2
Total 18.9 14.1 12.7 7.5 53.1 0.5 4.2 3.9 5.1 13.7 37.3 52.8 ### EBIT margin, % Management Company business 37.6 42.0 33.7 44.4 39.9 25.3 36.3 32.3 27.6 30.5 37.9 40.1 Investment business **Total 18.9 14.1 12.7 7.5 53.1 0.5 4.2 3.9 5.1 13.7 37.3 52.8 ### EBIT margin, % Management Company business 37.6 42.0 33.7 44.4 39.9 25.3 36.3 32.3 27.6 30.5 37.9 40.1 Investment business **Total 18.9 14.1 12.7 7.5 53.1 0.5 4.2 3.9 5.1 13.7 37.3 52.8 ### EBIT margin, % **Total 18.9 14.1 12.7 7.5 53.1 0.5 4.2 3.9 5.1 13.7 37.3 52.8 ### EBIT margin, % **Total 18.9 14.1 12.7 7.5 53.1 0.5 4.2 3.9 5.1 13.7 37.3 52.8 ### EBIT margin, % **Total 18.9 14.1 12.7 7.5 53.1 0.5 4.2 3.9 5.1 13.7 37.3 52.8 ### EBIT margin, % **Total 18.9 14.1 12.7 7.5 53.1 0.5 4.2 3.9 5.1 13.7 37.3 52.8 ### EBIT margin, % **Total 18.9 14.1 12.7 7.5 53.1 0.5 4.2 3.9 5.1 13.7 37.3 52.8 ### EBIT margin, % **Total 18.9 14.1 12.7 7.5 53.1 0.5 4.2 3.9 5.1 13.7 37.3 52.8 ### EBIT margin, % **Total 18.9 14.1 12.7 7.5 53.1 0.5 4.2 3.9 5.1 13.7 37.3 52.8 ### EBIT margin, % **Total 18.9 14.1 12.7 7.5 53.1 0.5 4.2 3.9 5.1 13.7 37.3 52.8 ### EBIT margin, % **Total 18.9 14.1 12.7 7.5 53.1 13.7 37.3 52.8 ### EBIT margin, % **Total 18.9 14.1 12.7 7.5 53.1 13.7 37.3 52.8 ### EBIT margin, % **Total 18.9 14.1 12.7 7.5 53.1 13.7 37.3 52.8 ### EBIT margin, % **Total 18.9 14.1 12.7 7.5 53.1 13.7 37.3 52.8 ### EBIT margin, % **Total 18.9 14.1 12.7 12.7 12.1 12.1 12.1 12.1 12.1 12	Service business	1.4	1.7	1.8	-1.9	3.0	1.5	1.5	1.4	1.7	6.1	7.1	8.0
EBIT margin, % Management Company business 37.6 42.0 33.7 44.4 39.9 25.3 36.3 32.3 27.6 30.5 37.9 40.1 Investment business - - 76,250.0 - 76,250.0 - - 76,250.0 - - - 76,250.0 - - 76,250.0 - - - 76,250.0 -	Other & eliminations	-1.4	-3.3	-1.3	-1.9	-7.9	-1.6	-1.9	-1.9	-1.9	-7.3	-7.7	-8.1
Management Company business 37.6 42.0 33.7 44.4 39.9 25.3 36.3 32.3 27.6 30.5 37.9 40.1 Investment business - - - - 76,250.0 Service business 54.4 52.9 59.6 -79.6 27.1 56.2 56.9 57.1 58.6 57.3 58.4 59.1 Other & eliminations -19,814.3 -32,780.0 -630.4 -595.7 -1,434.4 -6,533.3 -1,714.2 -1,641.5 -581.1 -1,266.3 -1,257.6 -1,257.6	Total	18.9	14.1	12.7	7.5	53.1	0.5	4.2	3.9	5.1	13.7	37.3	52.8
Investment business	EBIT margin, %												
Service business 54.4 52.9 59.6 -79.6 27.1 56.2 56.9 57.1 58.6 57.3 58.4 59.1 Other & eliminations -19,814.3 -32,780.0 -630.4 -595.7 -1,434.4 -6,533.3 -1,714.2 -1,641.5 -581.1 -1,266.3 -1,257.6 -1,257.6	Management Company business	37.6	42.0	33.7	44.4	39.9	25.3	36.3	32.3	27.6	30.5	37.9	40.1
Service business 54.4 52.9 59.6 -79.6 27.1 56.2 56.9 57.1 58.6 57.3 58.4 59.1 Other & eliminations -19,814.3 -32,780.0 -630.4 -595.7 -1,434.4 -6,533.3 -1,714.2 -1,641.5 -581.1 -1,266.3 -1,257.6 -1,257.6	Investment business										-		
Other & eliminations -19,814.3 -32,780.0 -630.4 -595.7 -1,434.4 -6,533.3 -1,714.2 -1,641.5 -581.1 -1,266.3 -1,257.6 -1,257.6													
	Service business			59.6	-79.6	27.1	56.2	56.9	57.1	58.6	57.3	58.4	59.1
Total 132.7 79.8 79.7 37.8 78.6 3.3 25.3 28.6 32.2 22.4 49.6 61.7	Other & eliminations	-19,814.3	-32,780.0	-630.4	-595.7	-1,434.4	-6,533.3	-1,714.2	-1,641.5	-581.1	-1,266.3	-1,257.6	-1,257.6
	Total	132.7	79.8	79.7	37.8	78.6	3.3	25.3	28.6	32.2	22.4	49.6	61.7

CAPMAN

Diversified Financial Services/Finland, October 27, 2023 Company update

INCOME STATEMENT, EURm	2018	2019	2020	2021	2022	2023E	2024E	2025E
Sales	36.0	49.0	43.0	52.8	67.5	61.2	75.3	85.6
Sales growth (%)	3.3	36.1	-12.2	22.8	27.9	-9.3	23.0	13.6
EBITDA	12.2	25.0	13.9	46.2	57.3	15.2	38.8	54.4
EBITDA margin (%)	33.8	51.0	32.2	87.4	84.8	24.8	51.6	63.6
Depreciation	-0.2	-1.4	-1.5	-1.5	-1.6	-1.5	-1.5	-1.6
EBITA	12.0	23.6	12.3	44.6	55.7	13.7	37.3	52.8
Goodwill amortization / writedown	0.0	-4.2	0.0	0.0	-2.6	0.0	0.0	0.0
EBIT	12.0	19.4	12.3	44.6	53.1	13.7	37.3	52.8
EBIT margin (%)	33.2	39.6	28.7	84.6	78.6	22.4	49.6	61.7
Reported EBIT	12.0	19.4	12.3	44.6	53.1	13.7	37.3	52.8
EBIT margin (reported) (%)	33.2	39.6	28.7	84.6	<i>78.6</i>	22.4	49.6	61.7
Net financials	-2.7	-1.8	-3.1	-4.0	-5.5	-1.2	-2.1	-1.8
Pre-tax profit	9.3	17.6	9.2	40.6	47.6	12.5	35.3	50.9
Taxes	-0.8	-1.7	-2.9	-5.2	-6.6	-0.8	-2.3	-3.3
Minority shares	-0.4	-1.9	-1.1	-1.0	-1.4	-1.9	-2.4	-2.6
Net profit	8.1	14.0	5.1	34.3	39.6	9.8	30.6	45.1
Cash NRIs	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Non-cash NRIs	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
BALANCE SHEET, EURm								
Assets								
Fixed assets	88	120	117	131	170	170	170	170
Goodwill	5	15	15	15	8	8	8	8
Right of use assets	3	3	2	1	3	3	3	4
Inventory	0	0	0	0	0	0	0	0
Receivables	57	31	23	25	32	30	35	39
Liquid funds	55	44	58	65	56	50	62	70
Total assets	209	217	219	240	271	263	280	293
Liabilities								
Shareholder's equity	121	127	113	126	140	123	139	167
Minority interest	0	2	1	2	2	2	2	2
Convertibles	0	0	0	0	0	0	0	0
Lease liabilities	3	3	2	1	3	3	3	4
Deferred taxes	3	2	3	5	8	8	8	8
Interest bearing debt	60	57	81	82	90	102	97	78
Non-interest bearing current liabilities	17	20	18	24	26	23	29	33
Other interest-free debt	5	5	1	1	1	1	1	1
Total liabilities	209	217	219	240	271	263	280	293
CASH FLOW, EURm								
+ EBITDA	12	25	14	46	57	15	39	54
- Net financial items	-3	-2	-3	-4	-5	-1	-2	-2
- Taxes	-3	-5	-4	-3	-3	-1	-2	-3
- Increase in Net Working Capital	-7	-3	-16	5	-10	0	0	0
+/- Other	-4	-16	-3	-33	-32	-2	-2	-3
= Cash flow from operations	-5	0	-12	11	6	11	32	47
- Capex	2	-6	-3	0	-3	-2	-2	-2
- Acquisitions	-8	-1	0	0	0	0	0	0
+ Divestments	0	6	0	0	0	0	0	0
= Free cash flow	-11	-1	-16	11	3	10	30	45
+/- New issues/buybacks	2	12	-1	2	-1	0	0	0
- Paid dividend	-16	-18	-20	-22	-23	-27	-14	-17
+/- Other	56	-5	51	16	12	12	-4	-19
Change in cash	31	-11	14	7	-10	-5	12	8

EVLI EQUITY RESEARCH

CAPMAN

Diversified Financial Services/Finland, October 27, 2023 Company update

KEY FIGURES	2019	2020	2021	2022	2023E	2024E	2025E
M-cap	354	363	476	428	329	329	329
Net debt (excl. convertibles)	16	26	18	37	54	39	11
Enterprise value	377	391	500	472	389	372	344
Sales	49	43	53	68	61	75	86
EBITDA	25	14	46	57	15	39	54
EBIT	19	12	45	53	14	37	53
Pre-tax	18	9	41	48	12	35	51
Earnings	14	5	34	40	10	31	45
Equity book value (excl. minorities)	127	113	126	140	123	139	167
Valuation multiples			-	-	-		
EV/sales	7.7	9.1	9.5	7.0	6.3	4.9	4.0
EV/EBITDA	15.1	28.2	10.8	8.2	25.6	9.6	6.3
EV/EBITA	15.9	31.7	11.2	8.5	28.3	10.0	6.5
EV/EBIT	19.4	31.7	11.2	8.9	28.3	10.0	6.5
EV/OCF	-1,037.5	-32.8	45.4	78.1	34.3	11.6	7.4
EV/FCFF	23.7	70.9	14.7	35.5	27.4	10.3	6.8
P/FCFE	-404.4	-23.2	42.9	140.8	33.6	10.9	7.3
P/E	25.4	70.6	13.9	10.8	33.5	10.7	7.3
P/B	2.8	3.2	3.8	3.1	2.7	2.4	2.0
Target EV/EBITDA	0.0	0.0	0.0	0.0	28.8	10.9	7.3
Target EV/EBIT	0.0	0.0	0.0	0.0	31.9	11.3	7.5
Target EV/FCF	0.0	0.0	0.0	0.0	44.7	14.0	8.8
Target P/B	0.0	0.0	0.0	0.0	3.1	2.7	2.3
Target P/E	0.0	0.0	0.0	0.0	38.8	12.5	2.5 8.5
Per share measures	0.0	0.0	0.0	0.0	30.0	12.3	0.5
Number of shares	153,755	156,459	156,617	158,055	158,823	158,823	158,823
Number of shares (diluted)	153,755	156,459	156,617	158,055	158,823	158,823	158,823
EPS	0.09	0.03	0.22	0.25	0.06	0.19	0.28
Operating cash flow per share	0.00	-0.08	0.22	0.23	0.07	0.13	0.29
Free cash flow per share	-0.01	-0.10	0.07	0.02	0.06	0.19	0.28
Book value per share	0.83	0.72	0.80	0.89	0.77	0.13	1.05
Dividend per share	0.13	0.14	0.15	0.03	0.09	0.11	0.13
Dividend payout ratio, %	143.1	426.1	68.5	67.8	145.6	57.1	45.8
Dividend yield, %	5.6	6.0	4.9	6.3	4.3	5.3	6.3
FCF yield, %	-0.2	-4.3	2.3	0.7	3.0	9.2	13.6
Efficiency measures	-0.2	-4.5	2.5	0.7	3.0	5.2	13.0
ROE	11.3	4.3	28.8	29.8	7.5	23.3	29.4
ROCE	10.4	6.4	21.9	23.8	7.5 5.9		
Financial ratios	10.4	0.4	21.3	23.0	5.5	15.8	21.4
Inventories as % of sales	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Receivables as % of sales	63.2	54.5	47.9	47.5	48.4	46.6	45.7
Non-interest bearing liabilities as % of sales	41.2	41.9	46.0	38.2	38.2	38.2	38.2
NWC/sales, %	12.9	9.6	0.1	7.6	8.3	6.9	6.1
Operative CAPEX/sales, %	12.0	8.0	0.7	4.9	2.5	2.4	2.2
CAPEX/sales (incl. acquisitions), %	10.9	7.4	0.7	4.9	2.5	2.4	2.2
FCFF/EBITDA	0.6	0.4	0.7	0.2	0.9	0.9	0.9
Net debt/EBITDA, book-weighted	0.7	1.8	0.4	0.7	3.6	1.0	0.2
Debt/equity, market-weighted	0.2	0.2	0.2	0.2	0.3	0.3	0.2
Equity ratio, book-weighted Gearing, %	59.8 12.6	51.8 22.5	53.0 14.0	52.5 26.3	47.6 43.6	50.4 27.3	57.7 6.6

Diversified Financial Services/Finland, October 27, 2023 Company update

COMPANY DESCRIPTION: CapMan is a leading Nordic asset management and investment company. CapMan manages over EUR 5 billion in assets. The company mainly manages investors' assets but also makes direct investments from its balance sheet, mainly into own funds. Current investments strategies cover Buyout, Growth Equity, Real Estate, Infra, Credit and Special situations. CapMan also has a growing service business consisting of procurement activities provider CaPs.

INVESTMENT CASE: CapMan is set to continue to grow its earnings and increase earnings stability, but current market conditions have posted chalenges. An important driver is the increase in fee-based profitability through growth in capital under management, while still being able to maintain a sound cost structure. Additional earnings potential in the upcoming years is offered by the outlook of several of CapMans funds in an approaching carry. Good cash flows and a healthy balance sheet support continued high dividend payouts.

OWNERSHIP STRUCTURE	SHARES	EURm	0/0
Silvertärnan Ab	21,280,519	44.051	13.4%
Ilmarinen Mutual Pension Insurance Company	8,722,689	18.056	5.5%
Laakkonen Mikko Kalervo	6,489,788	13.434	4.1%
Varma Mutual Pension Insurance Company	3,675,215	7.608	2.3%
Joensuun Kauppa ja Kone Oy	3,289,502	6.809	2.1%
Vesasco Oy	3,088,469	6.393	1.9%
The State Pension Fund	2,500,000	5.175	1.6%
Momea Invest Oy	2,150,000	4.451	1.4%
Laakkonen Hannu	1,992,742	4.125	1.3%
Danske Invest Finnish Equity Fund	1,734,107	3.590	1.1%
Ten largest	54,923,031	113.691	35%
Residual	103,900,057	215.073	65%
Total	158,823,088	328.764	100%

EARNINGS CALENDAR		
OTHER EVENTS		

COMPANY MISCELLANEOUS		
CEO: Pia Kåll	Ludviginkatu 6, 4 fl. 01300 Helsinki	
CFO: Atte Rissanen	Tel: +358 207 207 500	
IR: Linda Tierala		

EVLI EQUITY RESEARCH

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DEFINITIONS

Price per share Earnings per share P/BV Price per share Shareholders' equity + taxed provisions per share	Profit before extraord. items and taxes- income taxes + minority interest Number of shares DPS
Price per share	DPS
	Dividend for the financial period per share
Market cap	OCF (Operating cash flow)
Price per share * Number of shares	EBITDA – Net financial items – Taxes – Increase in working capital – Cash NRIs ± Other adjustments
EV (Enterprise value)	FCF (Free cash flow)
Market cap + net debt + minority interest at market value – share of associated companies at market value	Operating cash flow – operative CAPEX – acquisitions + divestments
EV/Sales	FCF yield, %
Enterprise value Sales	Free cash flow Market cap
EV/EBITDA	Operative CAPEX/sales
Enterprise value Earnings before interest, tax, depreciation and amortization	Capital expenditure – divestments – acquisitions Sales
EV/EBIT	Net working capital
Enterprise value Operating profit	Current assets – current liabilities
Net debt	Capital employed/Share
Interest bearing debt – financial assets	Total assets – non-interest bearing debt Number of shares
Total assets	Gearing
Balance sheet total	Net debt Equity
Div yield, %	Debt/Equity, %
<u>Dividend per share</u> Price per share	Interest bearing debt Shareholders' equity + minority interest + taxed provisions
Payout ratio, %	Equity ratio, %
Total dividends Earnings before extraordinary items and taxes – income taxes + minority interest	Shareholders' equity + minority interest + taxed provisions Total assets – interest-free loans
ROCE, %	CAGR, %
Profit before extraordinary items + interest expenses+ other financial costs Balance sheet total - non-interest bearing debt (average)	Cumulative annual growth rate = Average growth per year
ROE, %	
Profit before extraordinary items and taxes – income taxes Shareholder's equity + minority interest + taxed provisions (average)	

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Important Disclosures

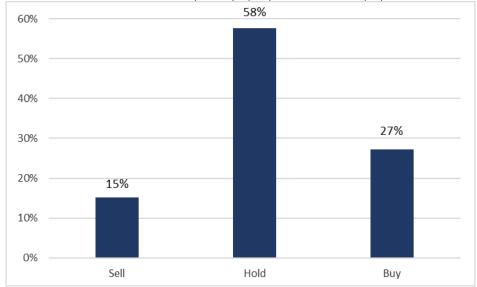
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Investment recommendations are defined as follows:

Target price compared to share price Recommendation

< -10 % SELL -10 - (+10) % HOLD > 10 % BUY

ERP's investment recommendation of the analyzed company is updated at least 2 times per year.



The graph above shows the distribution of ERP's recommendations of companies under coverage in 11th of May 2020. If recommendation is not given, it is not mentioned here.

Name(s) of the analyst(s): Salokivi

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