

EVLI

Evli Bank Plc

Review of the financial year 2015

Maunu Lehtimäki, CEO
Juho Mikola, CFO

26.1.2016

Evli in brief

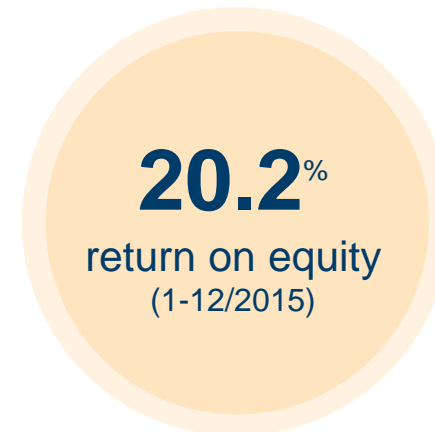
3 business areas

WEALTH MANAGEMENT

MARKETS

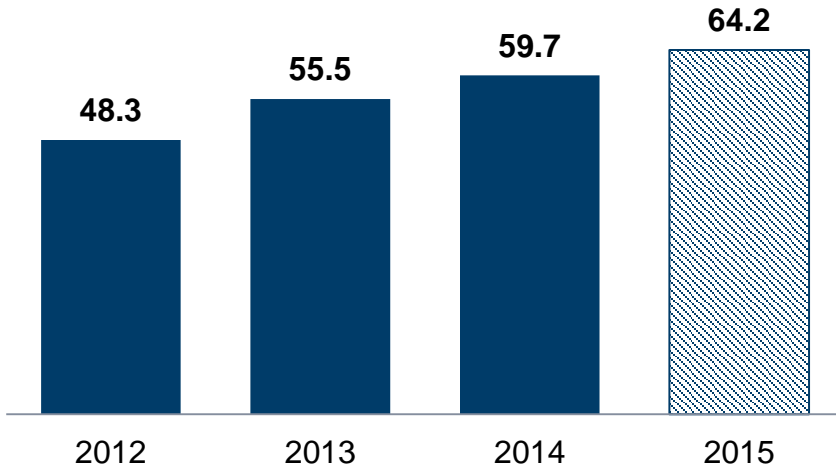
CORPORATE FINANCE

over **200** investment specialists

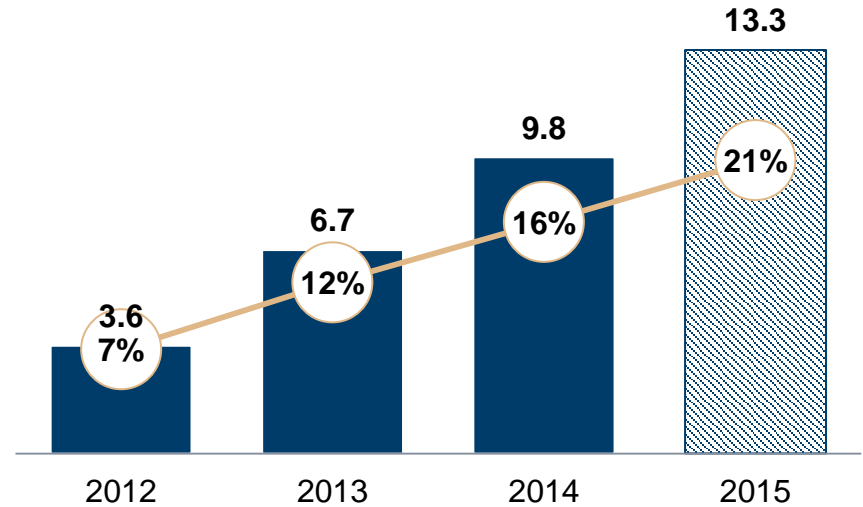


Evli's key figures

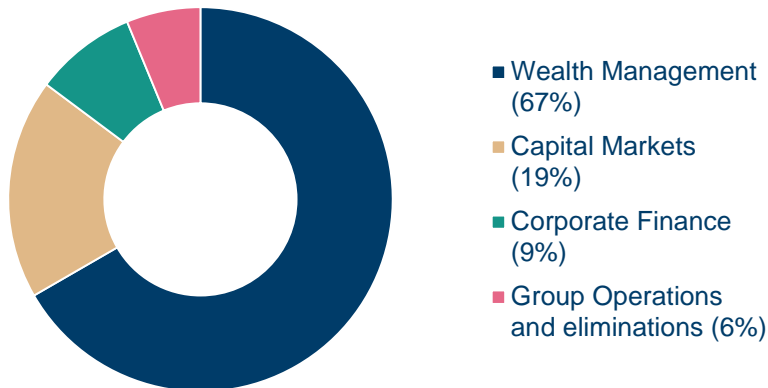
Revenue (EURm)



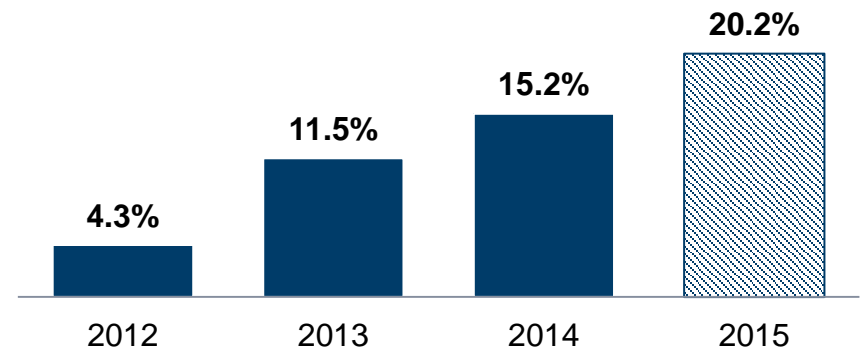
Operating profit (EURm) & profit margin



Revenue split, 2015

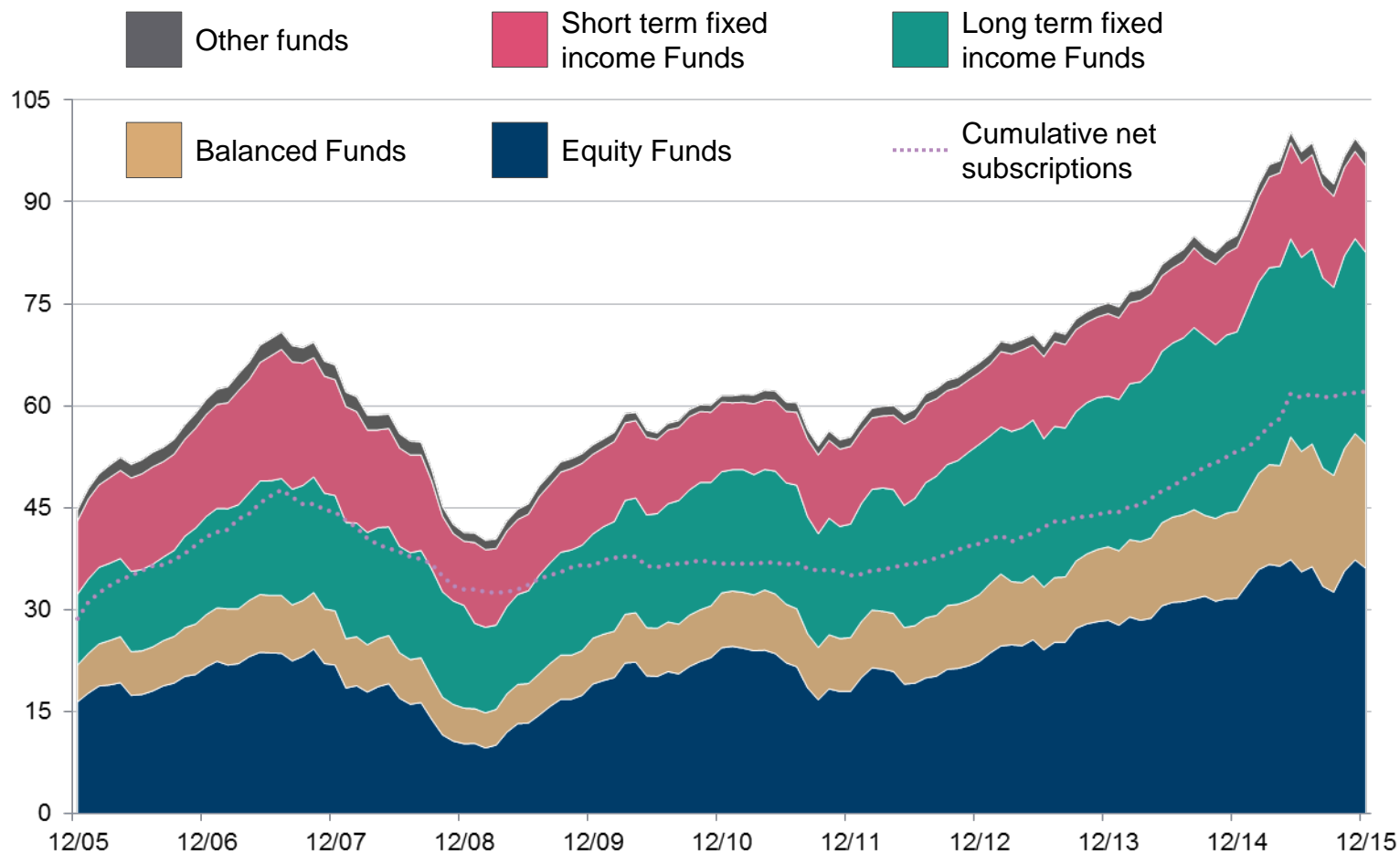


Return on Equity % (ROE)



Market development 2005–2015

Growth in fund assets in Finland 12/2005–12/2015 (EUR billion)



Growth p.a.

12/05-12/15

+8,1%

+1,9%

+1,7%

+10,4%

+13,0%

+8,2%

+8,0%

Cumulative net subscriptions

Acclaimed products and services

Recognition received during 2015

TNS Sifo Prospera

Finland's best and most widely used institutional asset manager



Highest rated short corporate bond manager globally



Most widely used and best institutional asset manager in Finland



Platinum rating in European equities



Silver rating in global equities



Bronze rating in European corporate bonds



Best wealth manager for super-affluent clients in Finland

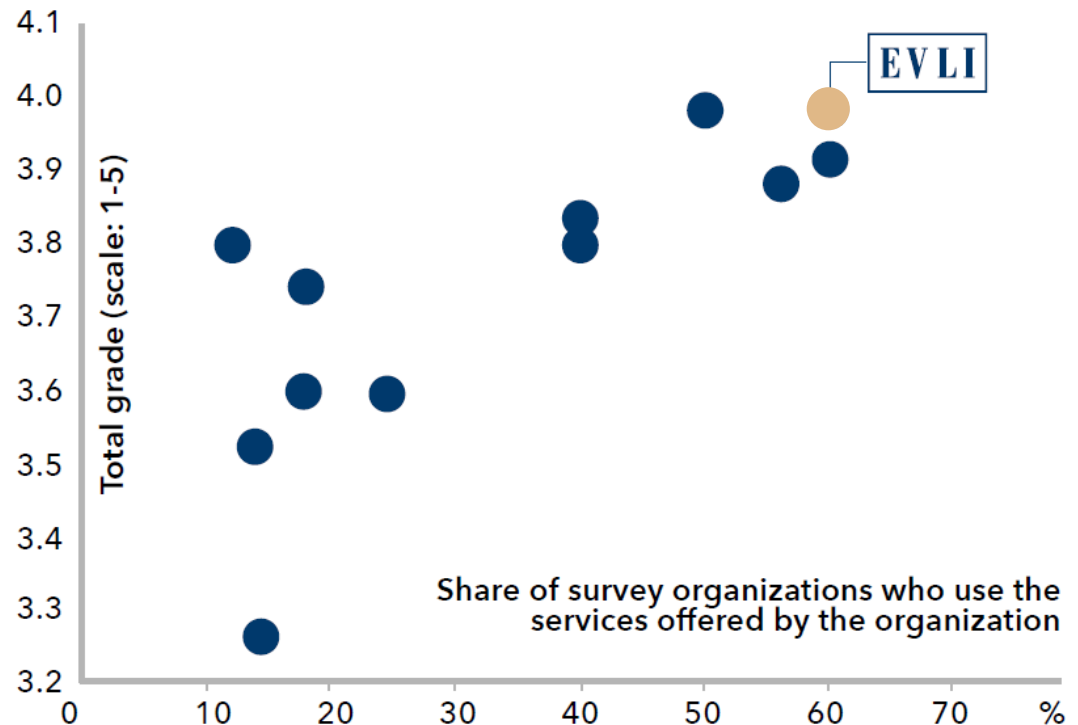
High-quality and comprehensive services

Finland's most widely used asset manager among institutional investors

- Evli was ranked as the best and most used asset manager in Finland* in TNS Sifo Prospera's "External Asset Management Institutions 2015, Finland" – institutional client survey
- Also SFR ranked Evli as the best wealth manager in Finland in 2015 in a client survey**. According to the survey, Evli was also the most used wealth manager among Finnish institutions

Finnish institutional asset managers' success 2015

TNS Sifo Prospera 2015



SFR Investment Services Programme, Finland 2015; Competitive Positioning Report

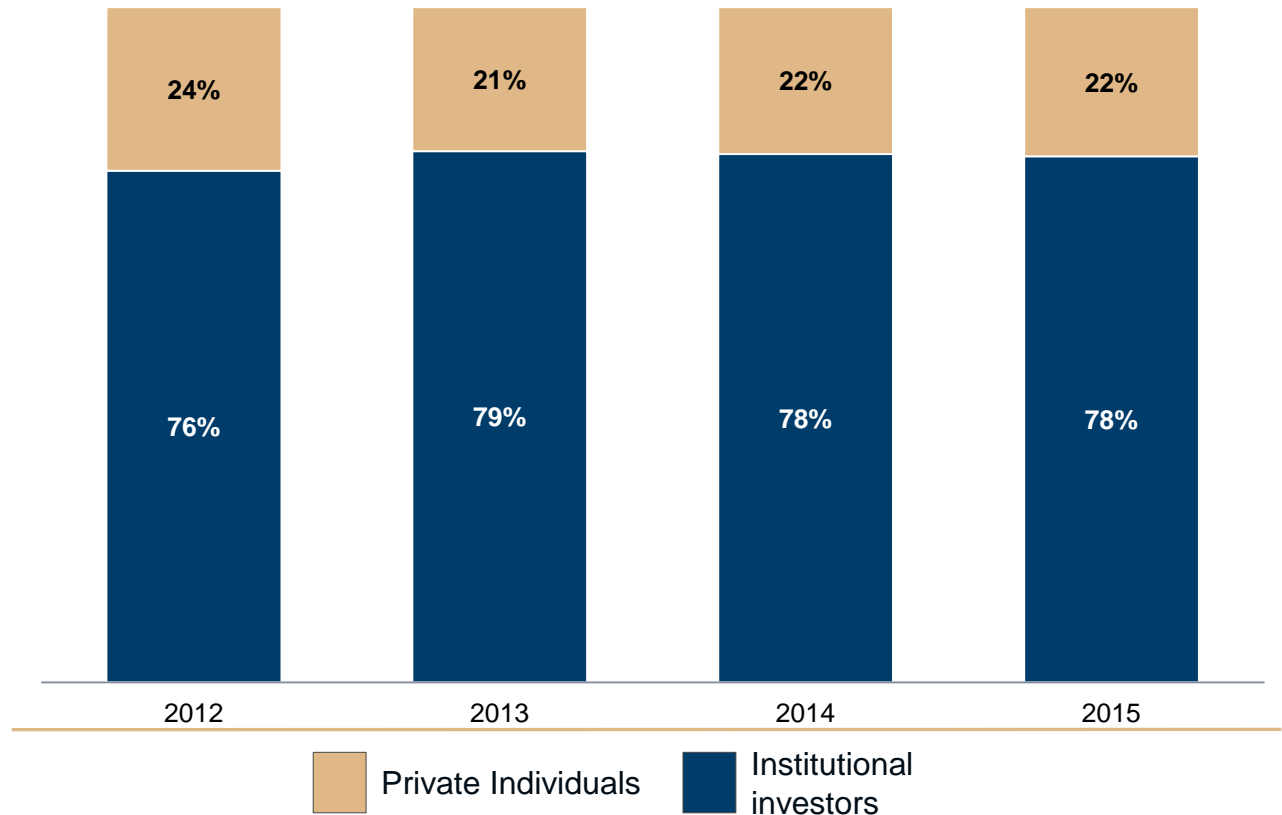
*Shared first place (Finland's most used institutional asset manager)

5 **Shared first place (individual/personal asset management + funds, total quality)

Clientele development

Split of Evli's clients based on the assets under management**
2012 – 2015

- Evli has a strong presence among institutional investors
- A majority of Evli's assets under management are from institutional investors
- Evli's clientele is focused on institutional investors, other professional investors and present and future high net worth individuals which makes this clientele unique compared to Evli's competitors



Largest owners in Evli

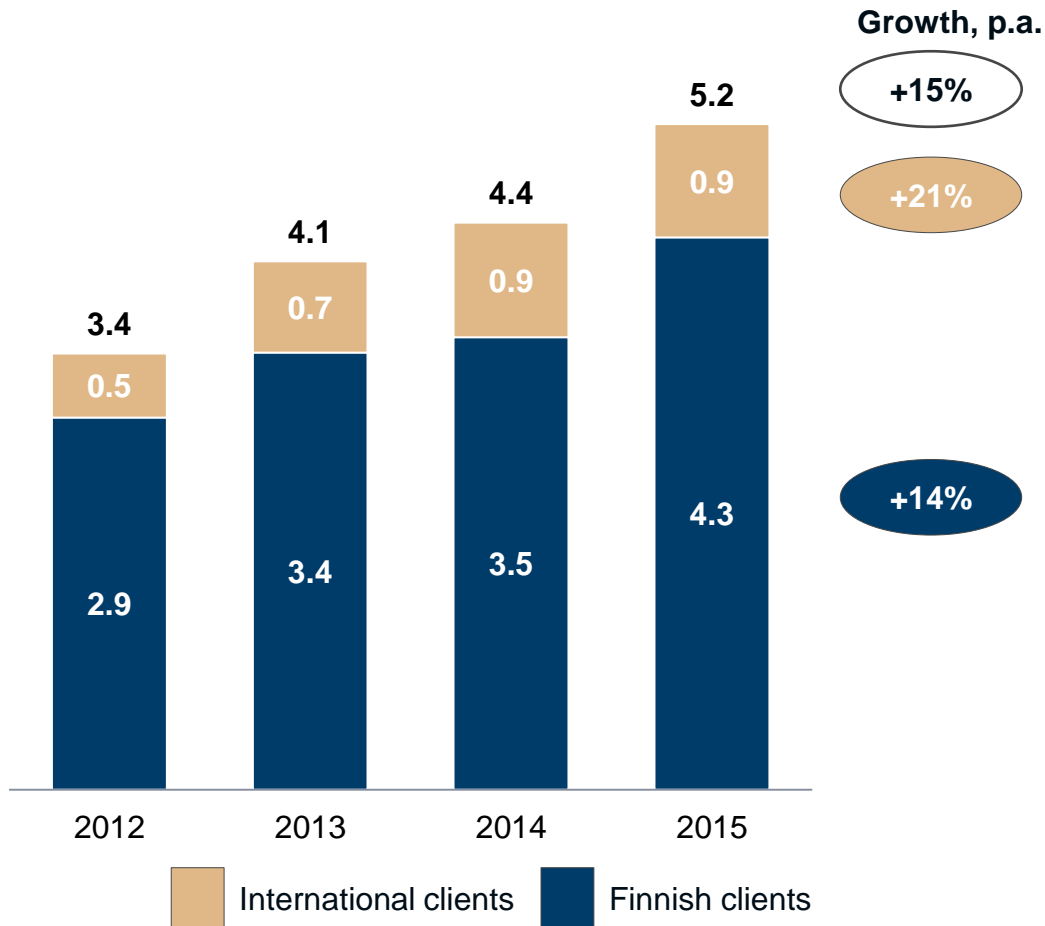
Shareholders	A Shares	B Shares	Shares total	% of all shares	% of votes
1. Oy Prandium Ab	3 803 280	950 820	4 754 100	20.39	22,27
2. Oy Scripo Ab	3 803 280	950 820	4 754 100	20,39	22,27
3. Oy Fincorp Ab	2 319 780	579 945	2 899 725	12,44	13,59
4. Ingman Group Oy Ab	1 860 000	500 000	2 360 000	10,12	10,90
5. Maunu Lehtimäki	433 728	108 432	542 160	2,33	2,54
6. Tallberg Claes	369 756	92 439	462 195	1,98	2,17
7. Hollfast John Erik	328 320	82 080	410 400	1,76	1,92
8. Thunekov AB	224 000	56 000	280 000	1,20	1,31
9. Ridgeback Advisory AB	210 000	52 500	262 500	1,13	1,23
10. Dudarev Grigory	201 540	50 385	251 925	1,08	1,18



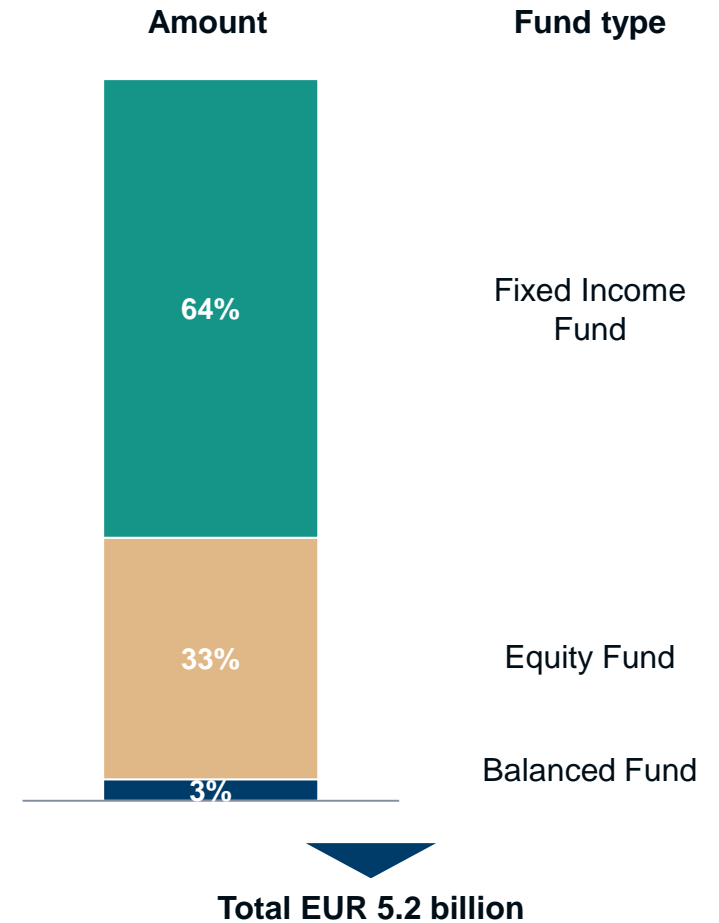
Products and services

Development of assets in Evli funds

Development of assets in Evli's mutual funds, 2012–December 31, 2015 (EUR billion)



Division of assets in Evli's mutual funds, December 31, 2015



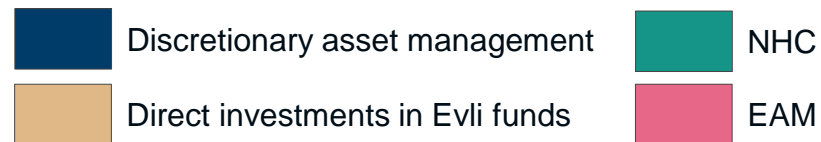
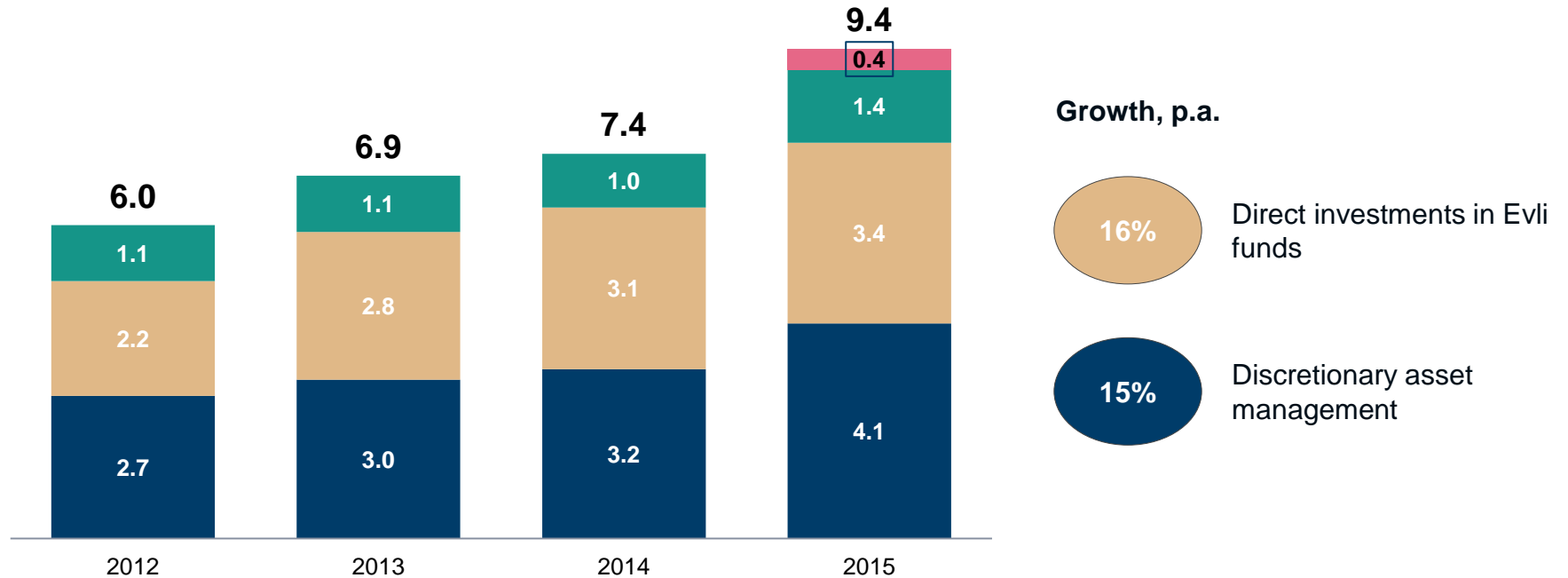
Performance of Evli's funds*

Fund	fund size, m€	net subscriptions, m€	1 year performance (p.a.)	3 year performance (p.a.)	10 year performance (p.a.)	Morningstar-rating*
Fixed-income funds	3 313,0	240,9				
Evi Taktinen Alfa-Korko	97,3	-91,2	0,8 %	2,6 %	-	★★★
Evi Yrityslaina	267,8	-11,7	0,1 %	3,6 %	4,3 %	★★★★
Evi Kehittyvät Markkinat Yrityslaina	141,0	24,2	0,0 %	-	-	-
Evi Likvidi	952,9	233,7	0,6 %	0,9 %	2,4 %	★★★★★
Evi Valtionobligaatio	144,8	-19,6	0,9 %	3,9 %	3,6 %	★★★
Evi High Yield Yrityslaina	801,9	-50,5	3,3 %	5,6 %	6,5 %	★★★★
Evi Investment Grade Yrityslaina	291,1	83,4	-0,6 %	3,3 %	3,7 %	★★★★
Evi Lyhyt Yrityslaina	616,3	72,7	1,5 %	2,2 %	2,0 %	★★★★
Equity funds	1 743,9	255,0				
Evi Emerging Frontier	42,6	15,3	8,0 %	-	-	-
Evi Eurooppa	708,4	192,9	20,0 %	17,3 %	5,7 %	★★★★
Evi Suomi Select	105,9	7,5	16,3 %	13,5 %	5,0 %	★★
Evi Suomi Pienyhtiöt	150,2	16,3	28,0 %	22,0 %	9,1 %	★★★★★
Evi Maailma	116,2	3,1	14,8 %	19,3 %	5,0 %	★★★★★
Evi Japani	35,4	-4,1	24,7 %	16,2 %	0,8 %	★★★★
Evi Osakefaktori	104,0	101,8	-	-	-	-
Evi Pohjoismaat	52,9	-2,6	30,5 %	21,3 %	-	★★★★
Evi Pohjois-Amerikka	83,6	-29,3	4,8 %	17,9 %	5,6 %	★★★
Evi Venäjä	8,6	-3,0	20,5 %	-16,4 %	-4,8 %	★
Evi Ruotsi Pienyhtiöt	159,7	26,8	33,8 %	28,8 %	-	★★★★★
Evi Ruotsi Osakeindeksi	167,5	-70,0	3,5 %	-	-	-
Evi Ruotsi Select	8,9	0,3	15,5 %	-	-	-
Balanced funds	156,3	0,4				
Evi Suomi Mix	18,5	-2,3	10,5 %	8,6 %	5,3 %	★★★★★
Evi Taktinen Allokaatio	3,3	0,7	-5,0 %	-0,9 %	-	★
Evi Varainhoito 40	19,5	-2,4	-0,7 %	5,6 %	2,9 %	★★★
Evi Varainhoito 75	20,5	4,5	3,6 %	10,2 %	2,9 %	★★★
Evi Wealth Manager	94,6					-

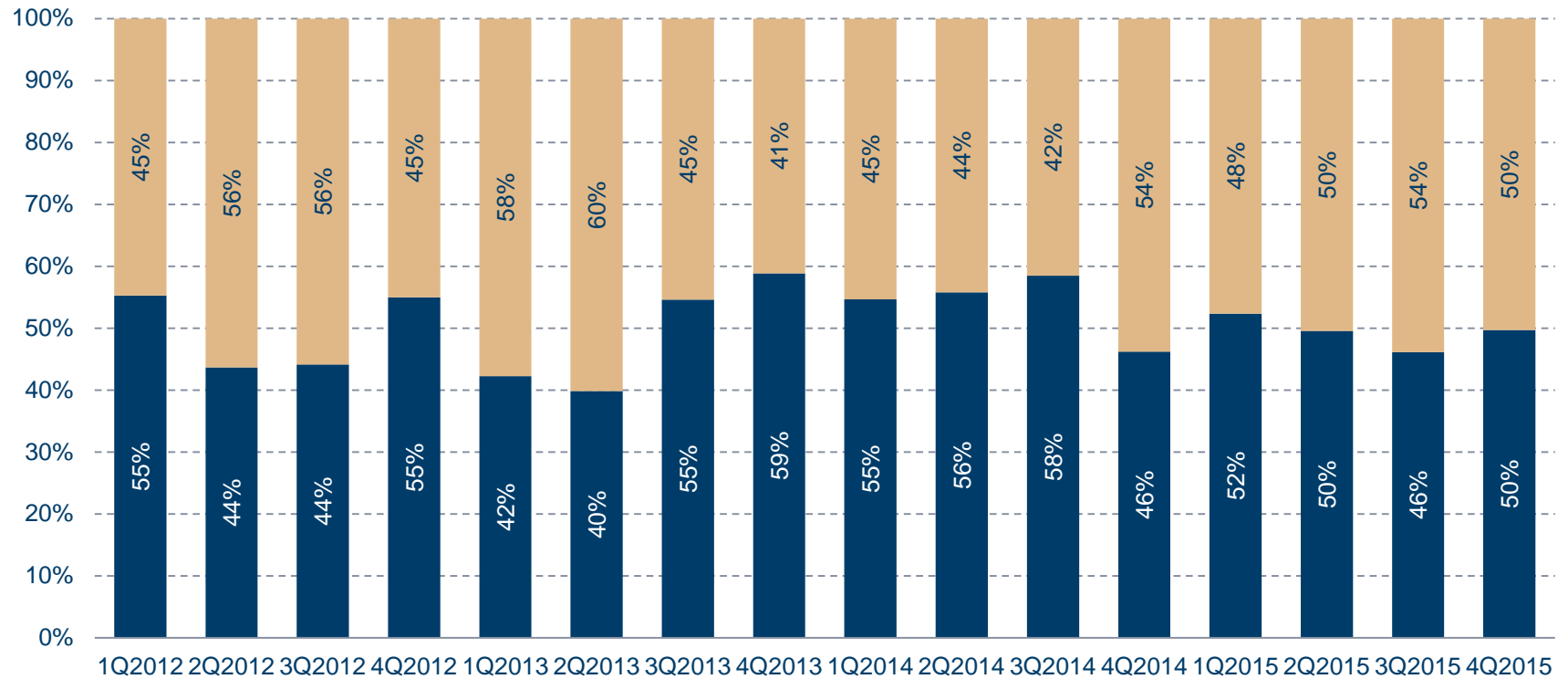
Evli's market share in mutual funds*


Company	Total Assets MEUR	Market Share	Rank	Change YTD	Unit holders	Net Subscriptions YTD MEUR
Nordea Funds Oy	36 754,98	37,8 %	1	0,5 %	1 341 735	3 638,37
OP-Rahastoyhtiö Oy	21 609,08	22,2 %	2	1,8 %	634 214	3 676,16
Danske Invest Rahastoyhtiö Oy	11 546,65	11,9 %	3	-1,0 %	310 673	98,86
FIM Varainhoito Oy	5 252,49	5,4 %	4	-0,3 %	202 058	226,38
Evli-Rahastoyhtiö Oy	5 118,56	5,3 %	5	0,1 %	22 444	496,32
Aktia Rahastoyhtiö Oy	3 636,31	3,7 %	6	-0,2 %	166 454	162,77
SEB Rahastoyhtiö Suomi Oy	3 553,27	3,7 %	7	-0,5 %	41 445	20,25
Seligson & Co	1 612,00	1,7 %	8	-0,1 %	94 853	5,27
eQ Rahastoyhtiö Oy	1 581,95	1,6 %	9	0,0 %	10 277	124,40
Sp-Rahastoyhtiö Oy	1 566,99	1,6 %	10	0,2 %	142 606	271,02
Ålandsbanken Rahastoyhtiö Oy	1 228,09	1,3 %	11	0,3 %	24 283	323,76
Fondita Rahastoyhtiö Oy	699,88	0,7 %	12	0,0 %	2 247	-56,57
UB Rahastoyhtiö Oy	583,25	0,6 %	13	0,0 %	3 055	66,64
Taaleritehtaan Rahastoyhtiö Oy	568,07	0,6 %	14	-0,3 %	2 211	27,00
Fourton Oy	522,00	0,5 %	15	-0,2 %	794	-125,29
PYN Rahastoyhtiö Oy	275,00	0,3 %	16	-0,1 %	2 650	-5,50
Alfred Berg Rahastoyhtiö Oy	272,19	0,3 %	17	-0,2 %	4 352	-124,33
Alexandria Rahastoyhtiö Oy	246,27	0,3 %	18	0,0 %	5 558	49,37
Elite Rahastohallinto Oy	226,55	0,2 %	19	0,0 %	3 226	19,86
Handelsbanken Rahastoyhtiö Oy	158,75	0,2 %	20	-0,1 %	32 235	-76,35
Estlander & Partners Oy	100,88	0,1 %	21	0,0 %	1 140	9,82
Front Varainhoito Oy	88,33	0,1 %	22	0,0 %	369	1,74
JOM Rahastoyhtiö	60,85	0,1 %	23	0,0 %	678	-0,76
Aurejärvi Varainhoito Oy	8,38	0,0 %	24	0,0 %	161	-0,06
AJ Rahastoyhtiö Oy	8,05	0,0 %	25	0,0 %	276	0,57
Quorum Rahastoyhtiö Oy						-7,46


Composition of Evli's Assets under management



Brokerage revenues



 Non-equity broking

 Equity broking

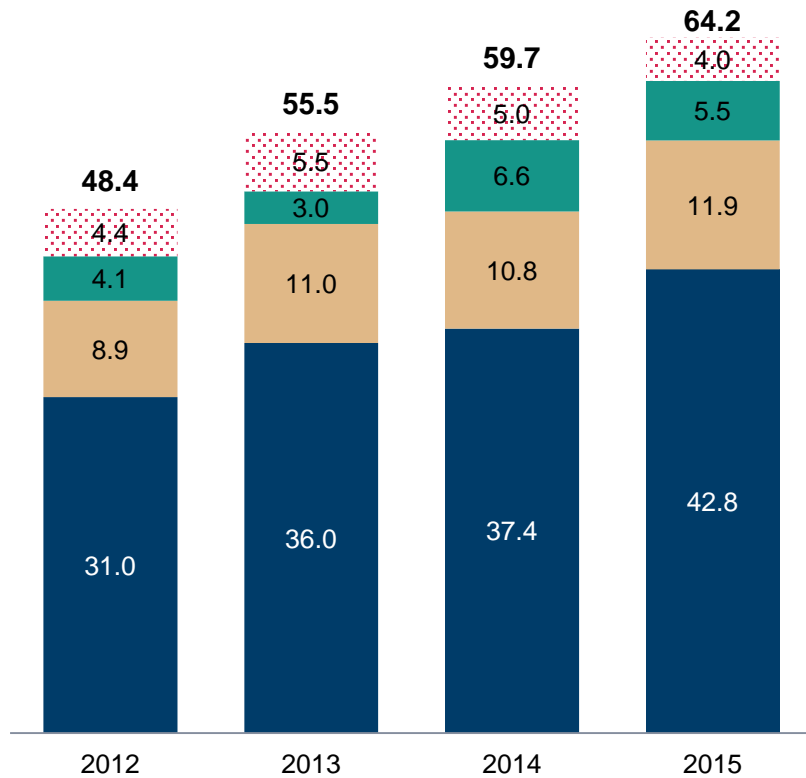
Evli Corporate Finance References - 2015

<p>Pending</p> <p>ambea:</p> <p>Has successfully completed the acquisition of</p> <p>Solhaga gruppen</p> <p>The undersigned acted as financial advisor to Ambea</p> <p>EVLI</p>	<p>December 2015</p> <p>Visiometrics</p> <p>has successfully been sold to</p> <p>HALMA</p> <p>The undersigned acted as advisor to the Sellers</p> <p>EVLI</p>	<p>Pending</p> <p>STOCKMANN</p> <p>has agreed to sell sale department store business in Russia to Reviva holdings (Russian franchisee of Debenhams)</p> <p>DEBENHAMS</p> <p>The undersigned acted as advisor to the Sellers</p> <p>EVLI</p>	<p>December 2015</p> <p>NORDIC MINES</p> <p>has successfully completed rights issue</p> <p>SEK 80 million</p> <p>The undersigned acted as Advisor to Nordic Mines</p> <p>EVLI</p>	<p>December 2015</p> <p>Seamless</p> <p>has successfully completed a private placement</p> <p>SEK 32 million</p> <p>The undersigned acted as Joint Advisor</p> <p>EVLI</p>
<p>November 2015</p> <p>Vittor public tender offer for all shares of</p> <p>CYBERCOM GROUP</p> <p>The undersigned acted as advisor to the Board of Cybercom and provided a fairness opinion</p> <p>EVLI</p>	<p>October 2015</p> <p>Finnlines</p> <p>Grimaldi has acquired Ilmarinen's minority stake in Finnlines Oyj</p> <p>EUR 97 million</p> <p>The undersigned acted as financial advisor and arranger in the block trade</p> <p>EVLI</p>	<p>October 2015</p> <p>INTERA PARTNERS</p> <p>Intera Partners has successfully completed the acquisition of HopLop.</p> <p>HopLop</p> <p>The undersigned acted as advisor to Intera Partners</p> <p>EVLI</p>	<p>October 2015</p> <p>bpt</p> <p>Northern Horizon Capital has agreed to sell BPT Real Estate to Baltcap</p> <p>BALTCAP</p> <p>The undersigned acted as advisors to Sellers</p> <p>PORTA / Finance EVLI</p>	<p>July 2015</p> <p>Seamless</p> <p>has successfully issued convertible debentures of</p> <p>SEK 29 million</p> <p>The undersigned acted as Joint Advisor</p> <p>EVLI</p>
<p>July 2015</p> <p>MEDI PLAST</p> <p>has successfully been sold to</p> <p>ADDTECH</p> <p>The undersigned acted as advisor to the Sellers</p> <p>EVLI</p>	<p>June 2015</p> <p>MEDI PLAST</p> <p>Has successfully completed the acquisition of</p> <p>FENNO MEDICAL OY</p> <p>The undersigned acted as advisor to Mediplast</p> <p>EVLI</p>	<p>June 2015</p> <p>Lantmännen</p> <p>Has successfully completed the acquisition of</p> <p>Vaasan</p> <p>The undersigned acted as advisor to Lantmännen</p> <p>EVLI</p>	<p>April 2015</p> <p>DEDICARE</p> <p>has successfully sold its Norwegian personal assistance business to</p> <p>Humana</p> <p>The undersigned acted as advisor to Dedicare</p> <p>EVLI</p>	<p>March 2015</p> <p>ssh</p> <p>has successfully completed a convertible hybrid bond issue</p> <p>EUR 12 million</p> <p>The undersigned acted as Sole Lead Manager</p> <p>EVLI</p>

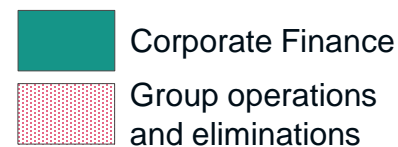
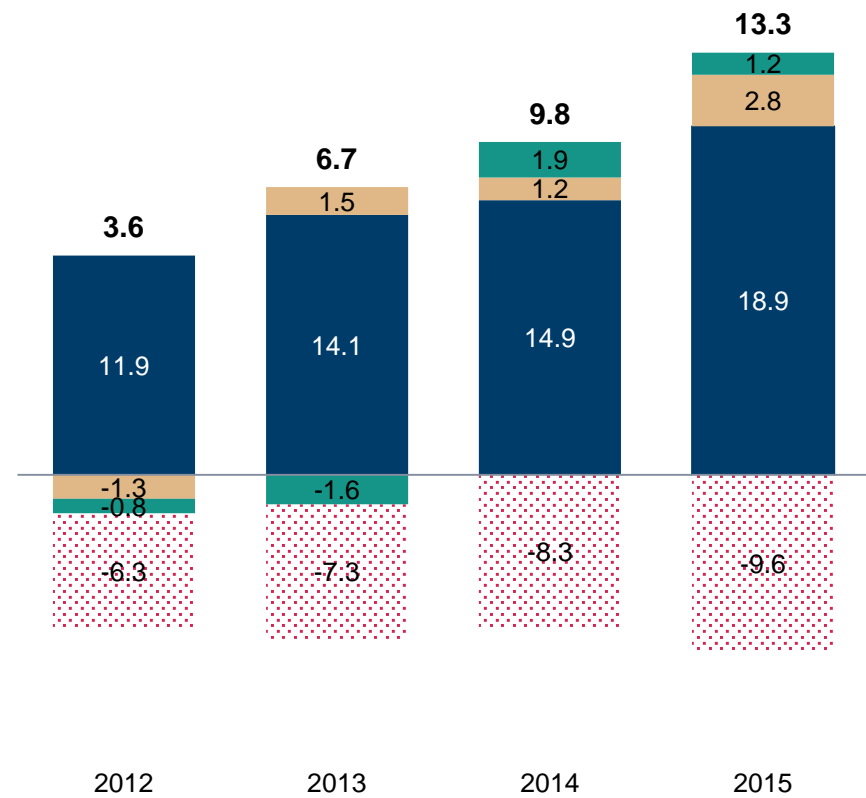
Financial data

Segment profitability

Net revenue



Profit before allocations



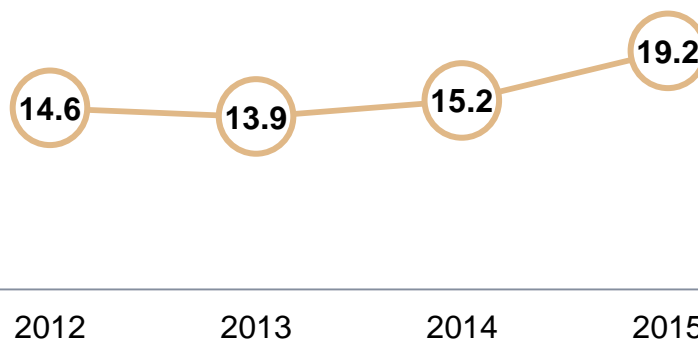
Profit and loss statement

EURm	2015	2014	2013	2012
Net interest	1,4	1,0	0,5	3,1
Net commissions	57,2	53,1	49,5	43,3
Net income from securities trading and FX	5,4	5,2	5,2	1,2
Other operative income	0,2	0,4	0,4	0,7
NET REVENUE	64,2	59,7	55,5	48,3
Administrative expenses				
<i>Personnel expenses</i>	(27,5)	(26,7)	(26,0)	(21,5)
<i>Other administrative expenses</i>	(15,8)	(14,0)	(13,9)	(14,3)
Depreciations and amortizations	(3,9)	(5,3)	(4,7)	(4,4)
Other operative expenses	(3,8)	(4,0)	(4,2)	(4,5)
Impairment losses	-	-	-	(0,1)
NET OPERATING PROFIT/LOSS	13,3	9,8	6,7	3,6
Share of profit/loss of associates	2,1	0,3	0,2	(0,2)
PROFIT BEFORE TAXES	15,4	10,0	6,9	3,3
Taxes	(3,0)	(2,4)	(1,2)	(1,2)
PROFIT/LOSS FOR THE PERIOD	12,3	7,7	5,6	2,1
Attributable to				
<i>Non-controlling interest</i>	0,9	0,9	0,6	0,5
<i>Equity holders of parent company</i>	11,5	6,8	5,0	1,6

Balance sheet

ASSETS, EURm	31.12.2015	31.12.2014	LIABILITIES, EURm	31.12.2015	31.12.2014
Liquid assets	128,0	104,0	Liabilities to credit institutions and central banks	5,5	8,0
Debt securities eligible for refinancing with central banks	38,5	74,2	Liabilities to the public and public sector entities	352,4	297,1
Claims on credit institutions	119,4	108,9	Debt securities issued to the public	35,7	33,1
Claims on the public and public sector entities	56,0	56,9	Derivative contracts and other trading liabilities	36,5	40,7
Debt securities	133,0	32,8	Other liabilities	131,9	58,9
Shares and participations	38,0	35,7	Liabilities	562,0	437,8
Participating interests	5,0	3,5	Equity to holders of parent company	69,0	51,0
Derivative contracts	21,6	32,0	Non-controlling interest in capital	1,2	1,2
Intangible and tangible assets	11,9	9,9	Equity	70,2	52,2
Other assets	80,9	32,1	Total liabilities and equity	632,2	490,0
Total assets	632,2	490,0			

BIS adequacy, %

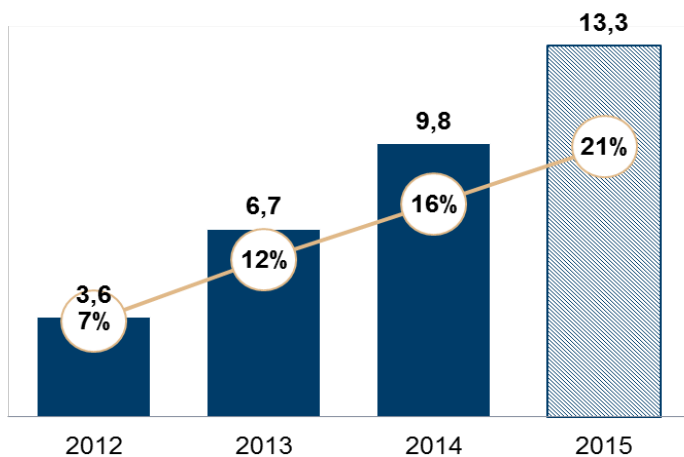


Key ratios

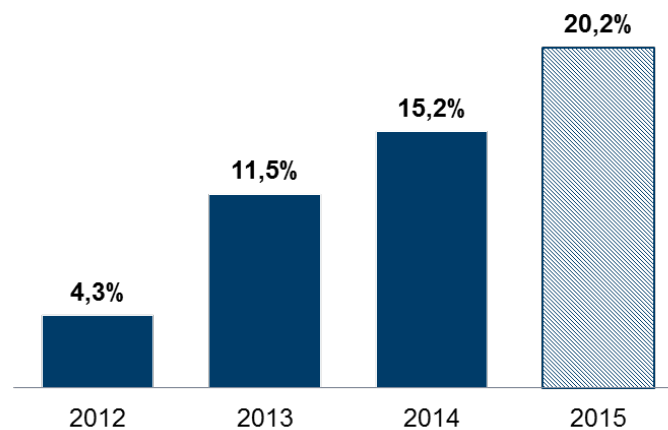
	un-audited 2015	2014	audited 2013	2012
Return on equity-% (ROE)	20,2 %	15,2 %	11,5 %	4,3 %
Cost-income ratio	0,79	0,84	0,88	0,93
Core BIS capital adequacy, %	19,2 %	15,2 %	13,9 %	14,6 %
Earnings/Share, diluted (IFRS)*	0,53	0,31	0,24	0,08
Paid dividend/share*	0,21	0,21	0,24	0,12
Paid Capital distribution/share*	0,20	-	-	-
Personnel, at the end of period	248	242	245	243
Return on assets-% (ROA)	2,2 %	1,4 %	0,9 %	0,4 %
Equity ratio	11,1 %	10,7 %	8,5 %	8,3 %

*Split corrected sharecount

Operating profit for the period (M€)

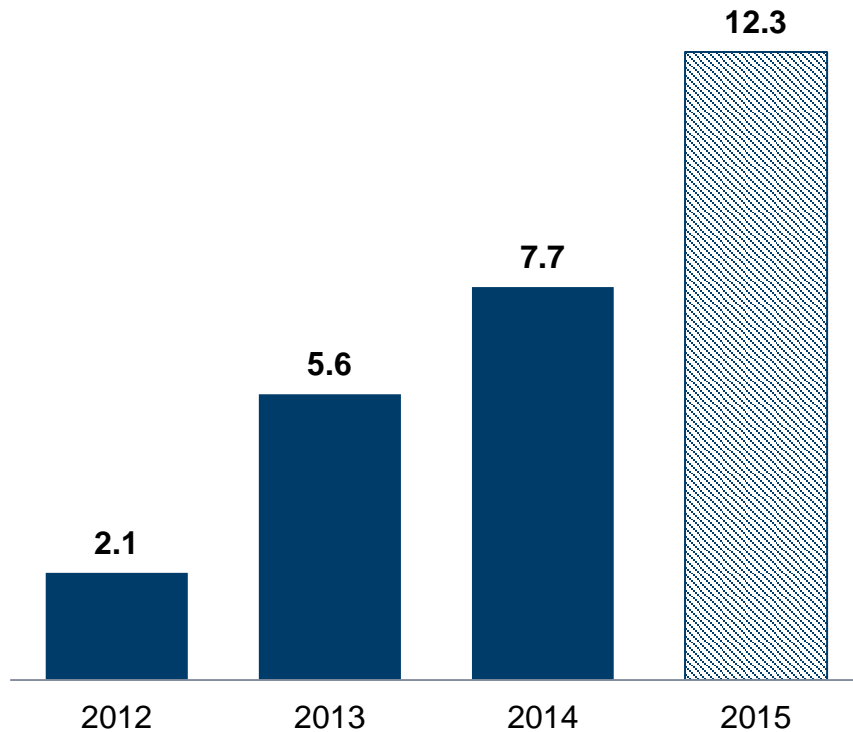


Return on equity, %

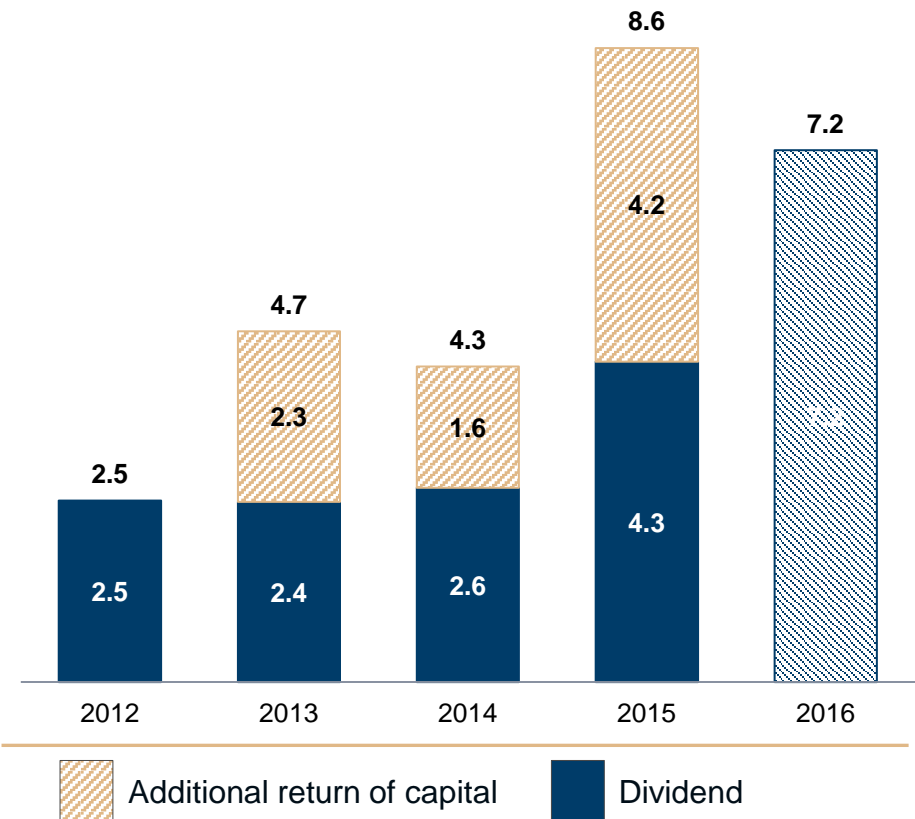


Strong financial performance

Profit for the period (M€)

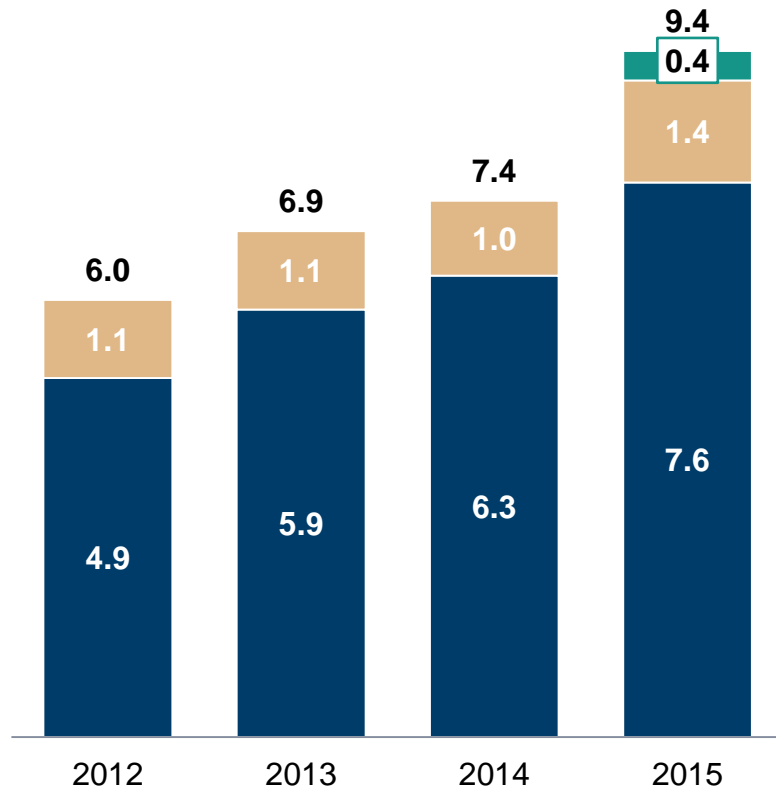


Dividend (M€)



Strategic KPI figures in line with targets

Assets under Management (Billion €)

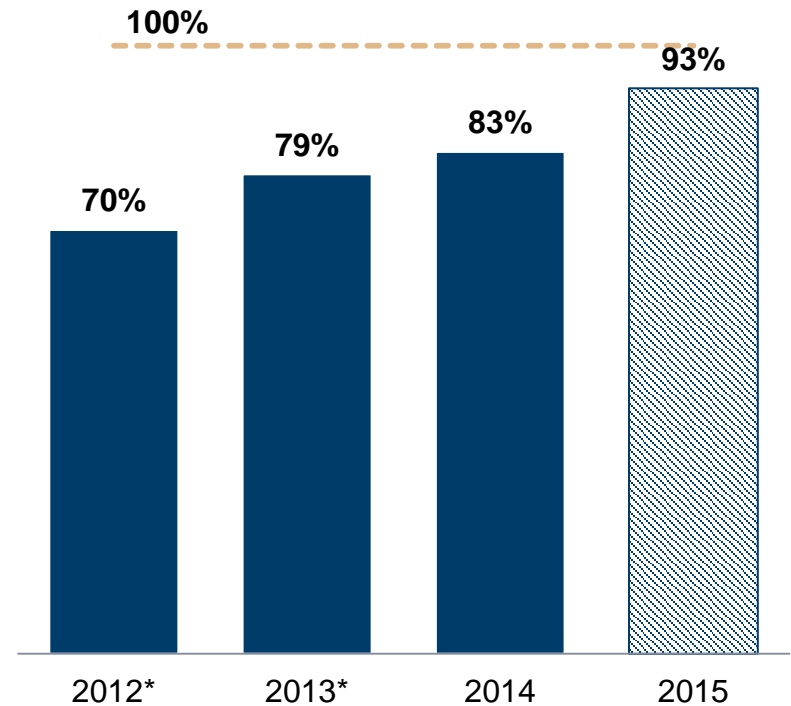


Evli Alexander Management AUM

Northern Horizon Capital AUM

Evli Group's AUM

Recurring revenues to operational costs

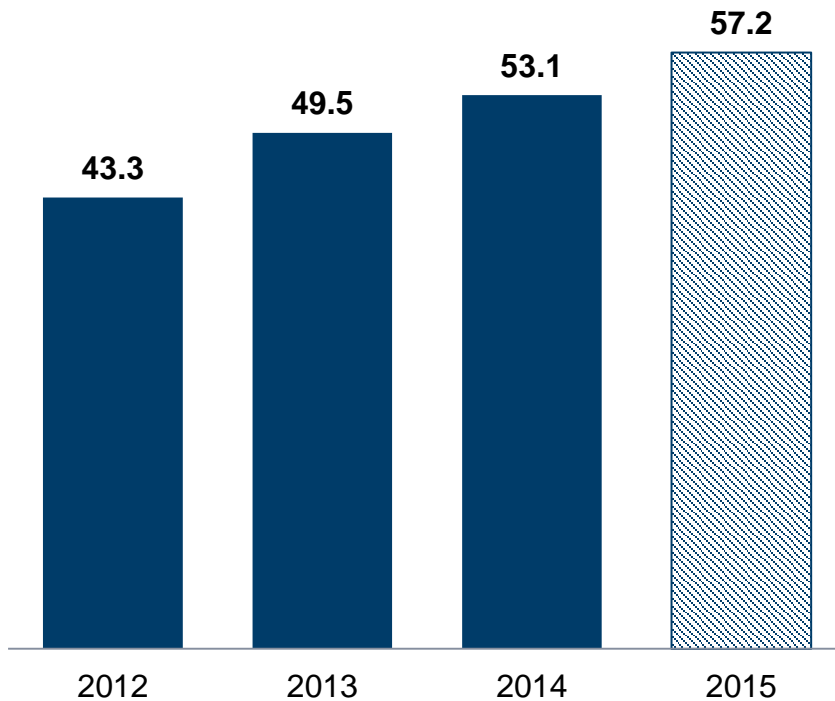


Recurring revenues to operational costs, target

Recurring revenue ratio

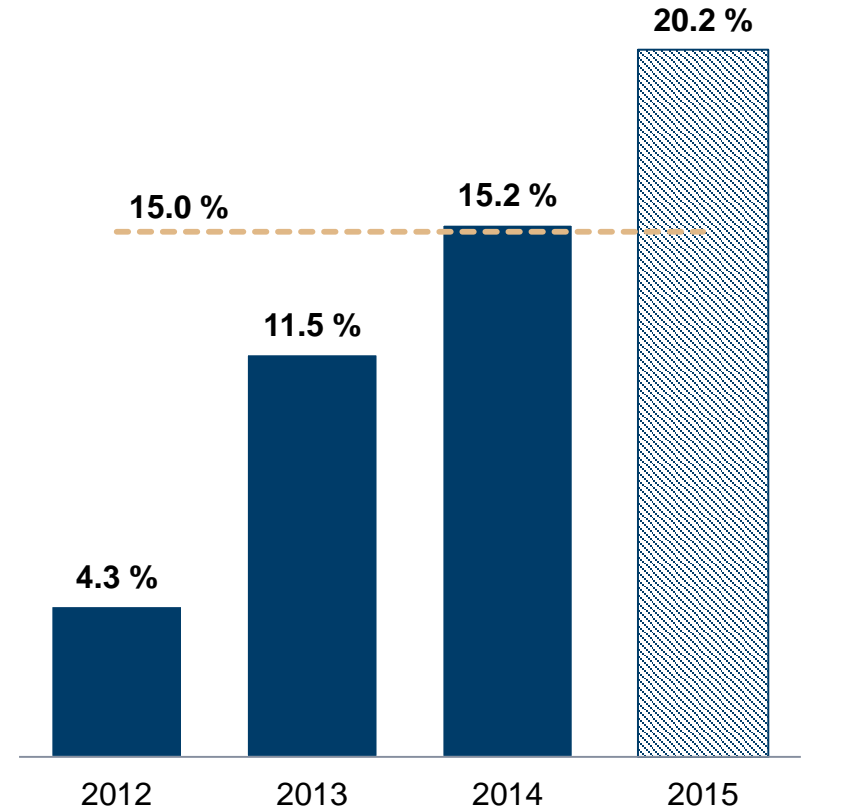
Strategic KPI figures in line with targets

Net fee income (M€)



■ Net fee income (M€)

Return on Equity % (ROE)



----- Target rate for return on Equity - %

■ Return on Equity - %

Themes for 2016

- We want to enhance our market position as leading private bank in Finland
 - Holistic approach to Wealth management
 - Goal based advisory
 - All asset classes
 - All preferences
 - Improved client service through digitalization – full service offering digitally

- Strengthen position in Nordics
 - Direct fund sales to Swedish and Nordic institutional customers

- Improve international footprint
 - Leverage existing agent network to export leading funds to Europe

Outlook for 2016

“The performance of the asset management and capital markets has been strong in recent years, and interest in Evli’s services and products is expected to remain stable. In the Corporate Finance business, substantial fluctuations in annual profits are possible. The unit’s mandate base was good at the turn of the year. The ratio of Evli’s recurring income to expenses improved during 2015, and the income almost covered fixed operating expenses in full. We believe that the result for 2016 will be clearly positive.”

Contact information

Evli Bank Plc

Aleksanterinkatu 19, 4th floor

P.O. Box 1081

00101 Helsinki

www.evli.com

Investor contacts

Juho Mikola, CFO

juho.mikola@evli.com

Tel. +358 9 4766 9871

Sari Paronen, IR Manager

sari.paronen@evli.com

Tel. +358 9 4766 9515

 areena.evli.com/blogi

 [Evli - Sijoittajan Pankki](#)

 [Evli Bank Plc](#)

 [@EvliTweet](#)

 [Evli Pankki](#)