



EVLI

EVLI PLC
FINANCIAL STATEMENTS
BULLETIN 1–12/2023

JANUARY 25, 2024

MAUNU LEHTIMÄKI, CEO
JUHO MIKOLA, CFO

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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 (BN. €)
DECEMBER 31, 2023

18.0

FINLAND'S THIRD LARGEST FUND
MANAGEMENT COMPANY

3

EMPLOYEES

~300

Finland's leading asset manager



INVESTMENT
PRODUCTS

Finland's best fund management company 2023¹

Best Nordic fund house in the category Small Fund Companies²

WEALTH
MANAGEMENT

Top-positions 11 years in a row in institutional
asset management survey³

Finland's most widely used institutional asset
manager³

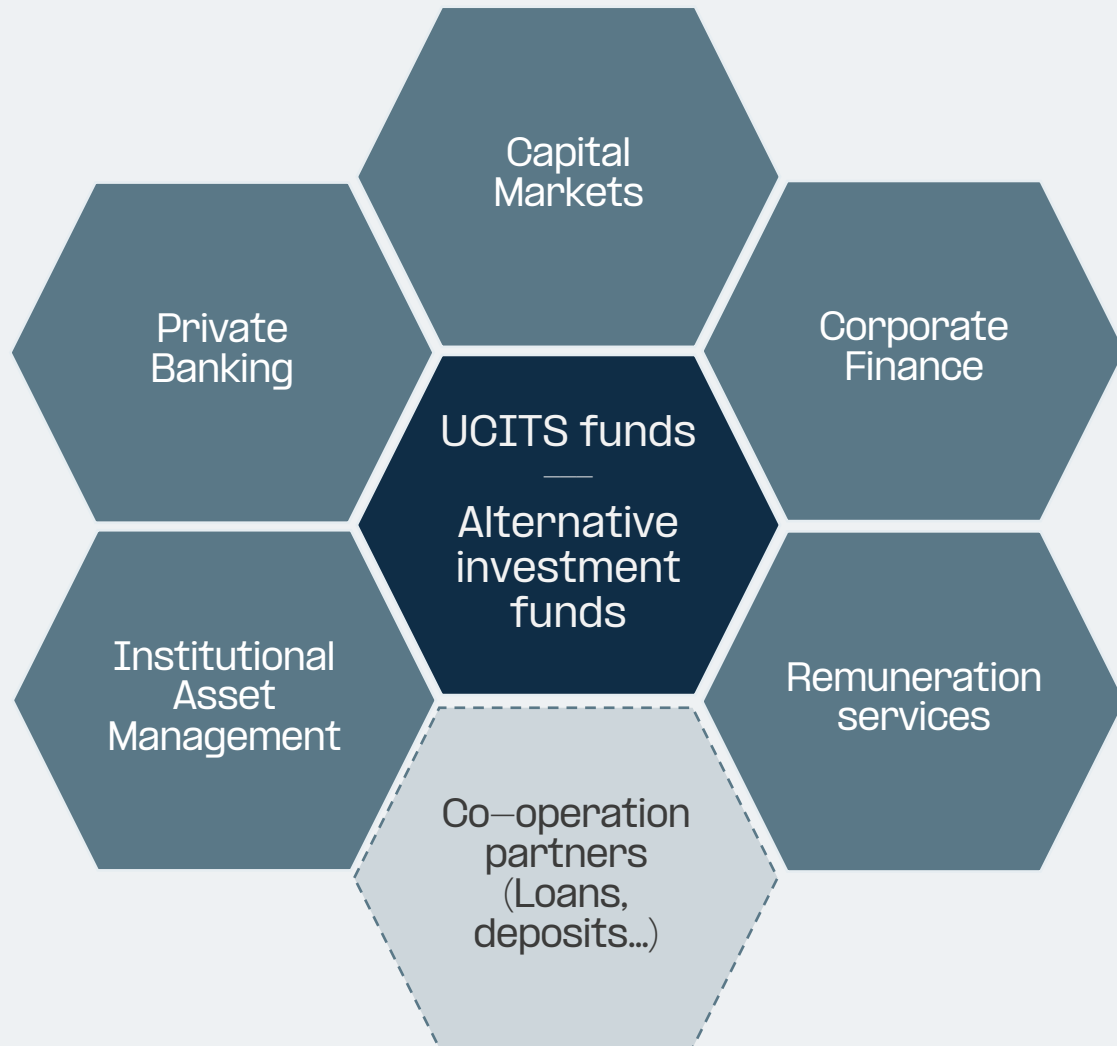
REMUNERATION
SERVICES

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

02

STRATEGY HIGHLIGHTS

Evli's business model proved its strength in a difficult market



SCALABILITY

Growth in AUM translated into excellent Operating profit, ROE and High scalability

STRATEGIC POSITIONING

Evli succeeded in strengthening its position among institutional and private banking clients

BRANDING

A strong brand enabled growth and EAB integration implemented successfully

Good year

– Operating profit up 30 percent

Market Environment

Economic growth in the US remained strong, in Europe growth was sluggish

Increased expectations for cuts in key interest rates

Increased equity and bond prices stimulated by interest rate optimism

Geopolitical risks still elevated

Financial Performance

Despite the uncertainty in the operating environment, Evli's revenue developed strongly

Net revenue EUR 108.7 million (EUR 96.1 million)

Operating profit EUR 40.2 million (EUR 30.9 million)

Earnings per Share (EPS) EUR 1.05 (EUR 0.81)

Strategy

Share of alternative funds continued to grow

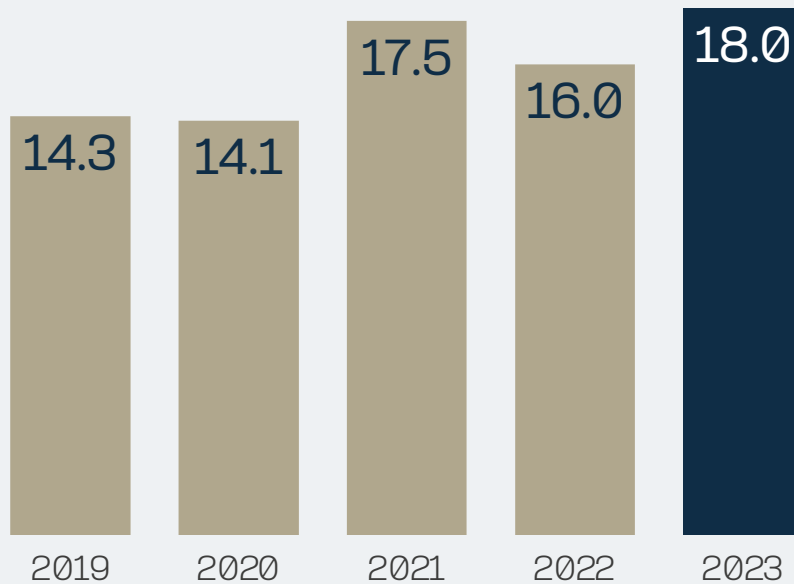
Increased sales of traditional funds; fixed income funds gathering investor interest

Continued growth within design and administration of incentive systems

EAB transaction successfully finalized, and synergies received

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

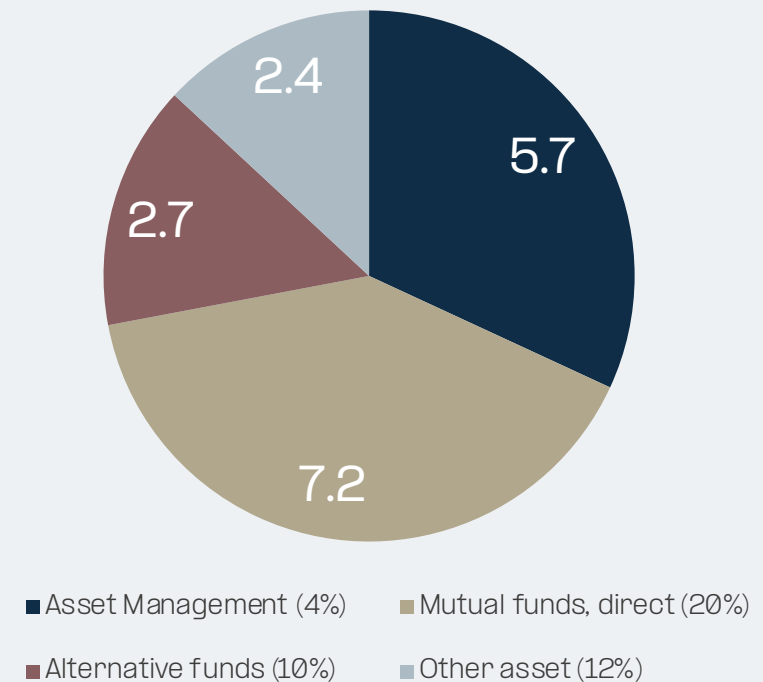
Development of Assets under management 2019–2023, (bn. €)



5.9%

compounded annual growth
(CAGR, since 31.12.2019)

Split of Assets under management (bn. €)



Alternative funds continued to grow, but slowing demand H2 onwards

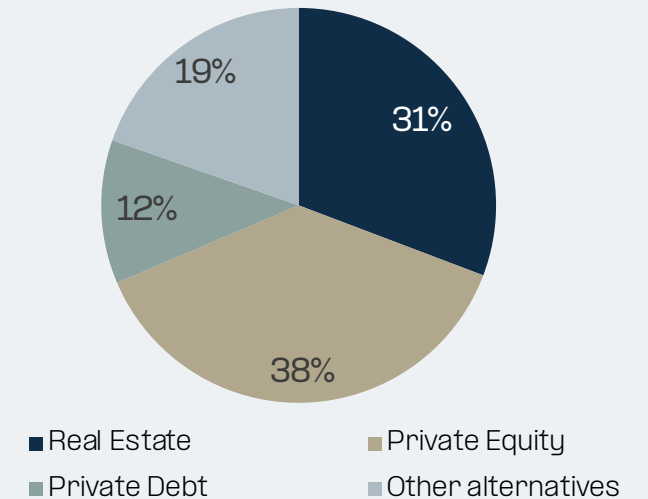
Q4 fundraising to alternatives around EUR 32 million

- Evli Renewable Energy Infrastructure II raised EUR ~11 million
- Evli Private Debt Fund II raised EUR ~11 million
- Evli Leverage Loan fund raised EUR ~8 million
- Evli Private Equity I raised EUR ~5.5 million

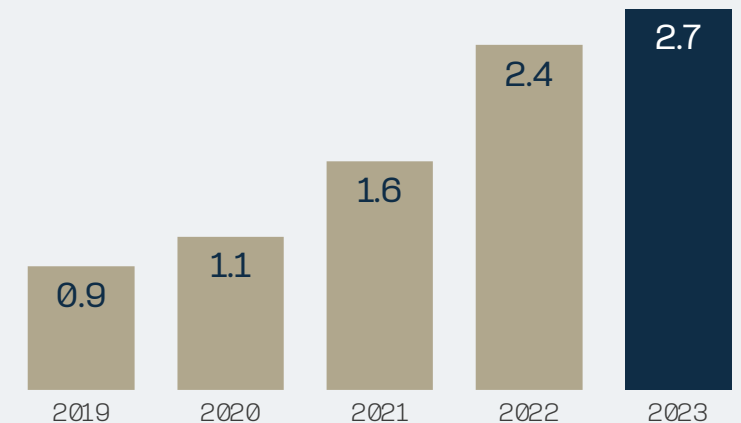
Q1–Q4 fundraising to alternatives around EUR 225 million

- Evli Private Equity I raised EUR ~56 million
- Evli Private Debt Fund II raised EUR ~54 million
- Evli Leverage Loan fund raised EUR ~39 million
- Evli Infrastructure II raised EUR ~29 million
- Evli Private Equity III raised EUR ~18 million

Split of Assets under management in alternative funds 31.12.2023

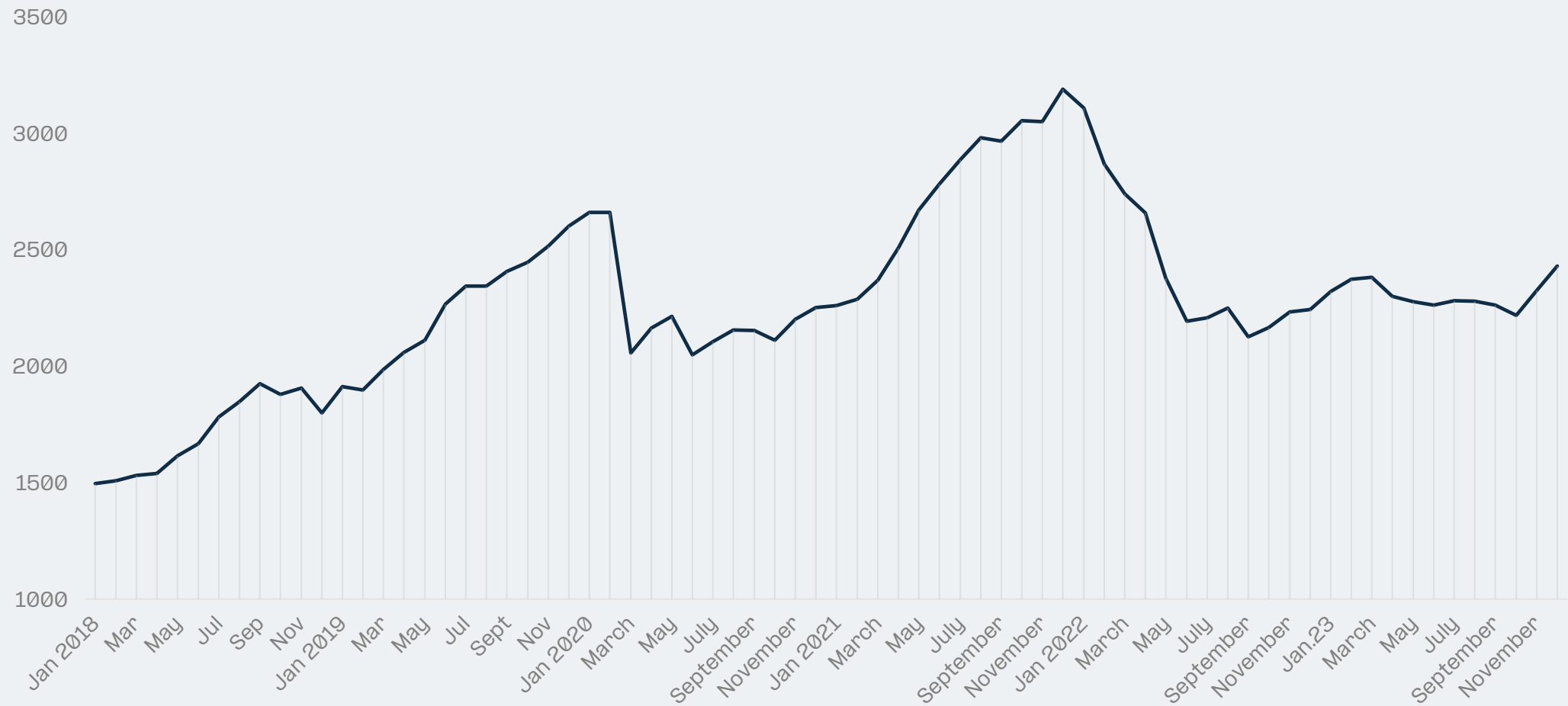


Assets under management in alternative funds (bn. €)



Signs of recovery towards the end of the year in international sales

Development of international sales 2018–



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

Corporate Finance advisory fees decreased to EUR 3.7 million (EUR 5.8 million)

- Market uncertainty and higher financing costs weighed on the M&A market, but the situation improved towards the end of the year and several transactions were completed
- 4 completed transactions during the fourth quarter
- Mandate base is stable and the outlook for 2024 is favorable

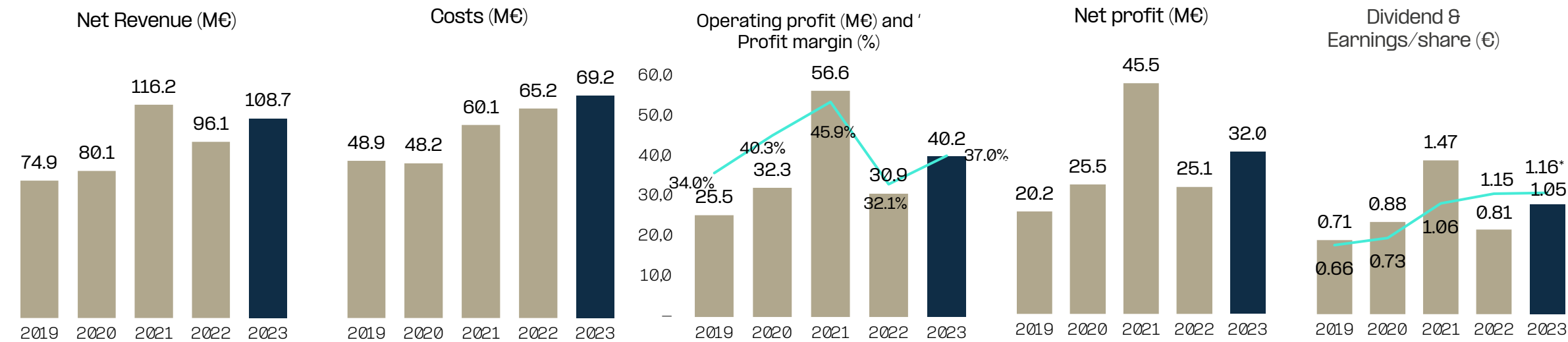
Revenues from remuneration services increased to EUR 12.2 million (EUR 10.2 million)

- High client activity in the home market, especially driven by share programs for the whole personnel and incentive communication services
- Strategic drive to grow among non-listed and Swedish companies progressing well
- Over 220 incentive programs or personnel funds under management
- Advisor to about 150 companies in incentive planning

03

FINANCIAL HIGHLIGHTS

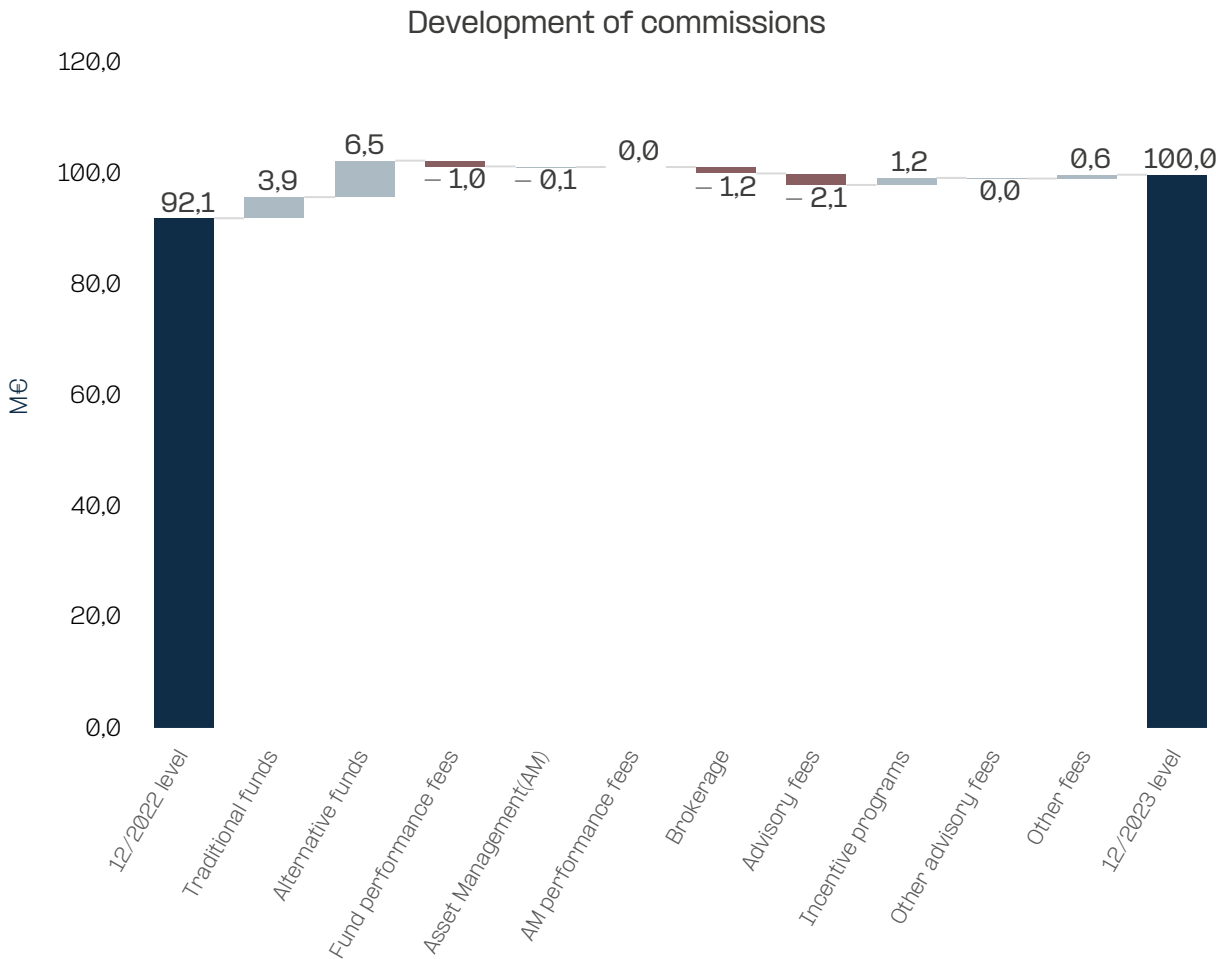
Financial development 2019–2023



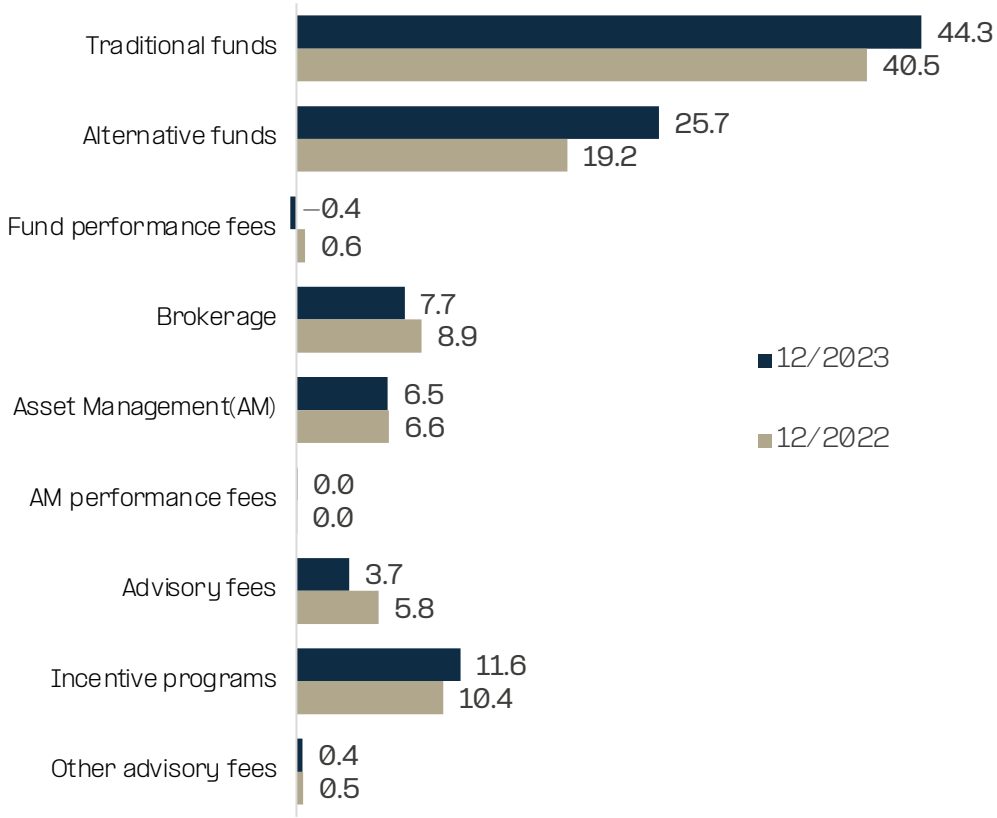
* Board of Directors proposal to the Annual General Meeting

RETURN ON EQUITY	RECURRING REVENUE RATIO	ASSETS UNDER MANAGEMENT (BN. €)	NET COMMISSIONS (M€)
22.8%	130%	18.0	100.0
(20.4%)	(123%)	(16.0)	(92.1)

Revenue Development



Development of commission income
2022 vs. 2023 (M€)



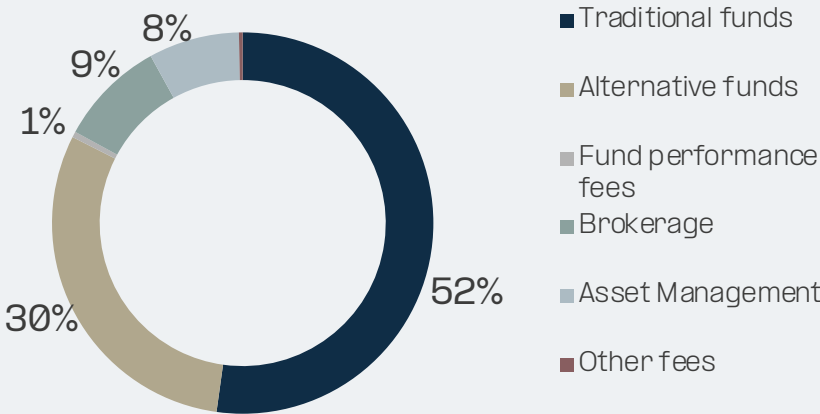
Development of Operative Segments

FINANCIAL HIGHLIGHTS

WEALTH MANAGEMENT & INVESTOR CLIENTS

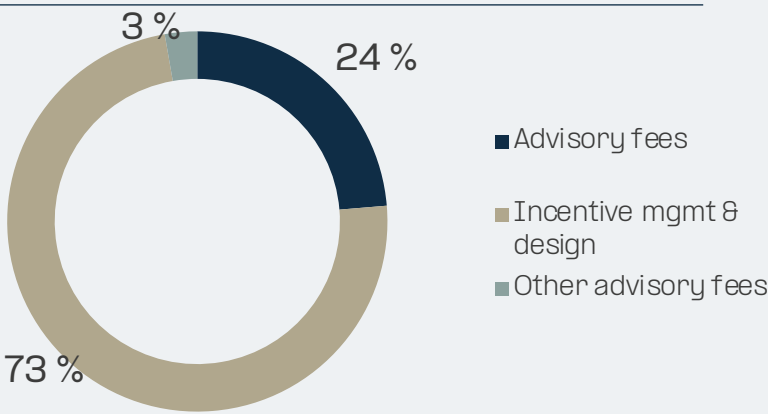
- Net revenues increased to EUR 84.2 million (EUR 75.7 million)
- Operating profit increased to EUR 33.0 million (EUR 27.4 million)

SPLIT OF FEES



ADVISORY & CORPORATE CLIENTS

- Net revenues decreased to EUR 15.8 million (EUR 16.4 million)
- Operating profit decreased to EUR 2.7 million (EUR 4.2 million)



Balance Sheet solid

ASSETS, M€	31.12.2023	31.12.2022	LIABILITIES, M€	31.12.2023	31.12.2022
Cash	0.0	0.0	Liabilities to credit institutions and central banks	3.4	0.0
Claims on credit institutions	126.0	115.4	Debts to institutions	0.0	0.5
Claims on the public and public sector entities	19.2	34.8	Debt securities issued to the public	106.7	106.3
Debt securities	2.0	2.0	Derivative contracts and other liabilities held for trading	6.0	0.4
Shares and participations	42.5	41.3	Other liabilities	61.8	81.6
Derivative contracts	5.9	0.4	Accrued expenses and deferred income	27.3	32.1
Shares and participations in associates	5.2	5.7	Income tax liabilities	2.4	2.1
Intangible assets and goodwill	48.7	49.6	Deferred tax liabilities	0.0	0.0
Property, plant and equipment	1.1	1.1	TOTAL LIABILITIES	207.6	223.2
Right-of-use assets	11.3	12.9			
Other assets	74.4	95.7	EQUITY		
Accrued income and prepayments	3.4	3.3	Equity to holders of parent company	133.0	138.7
Income Tax receivables	1.3	1.0	Non-controlling interest in capital	4.1	4.7
Deferred tax assets	3.6	3.4	TOTAL EQUITY	137.2	143.4
TOTAL ASSETS	344.7	366.6	TOTAL LIABILITIES & EQUITY	344.7	366.6

Balance sheet highlights

- Solid liquidity
- Outstanding loans have decreased according to plan
- Own funds to minimum capital ratio high (258%)

04

FOCUS & OUTLOOK

Focus for 2024

1. Increasing our fund sales

- Traditional funds (fixed income and equities)
- Continuous development of alternatives offering

2. Growing our customer base

- Domestic HNWI
- Institutional and Corporates

3. Developing our operational capabilities

- Process improvements
- System upgrades



Outlook for 2024

The business environment is expected to remain uncertain and difficult to predict in 2024. The expansion of geopolitical risks, fears of inflation and interest rates, and concerns about the sustainability of economic growth increase uncertainty in the markets.

Despite the challenging market environment, Evli has succeeded in strengthening its position in the market. Growth has been supported by a wide product range and customer base. Due to our strong position and growth prospects, we estimate that the operating result will be at or above the comparison period.

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

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evli.com



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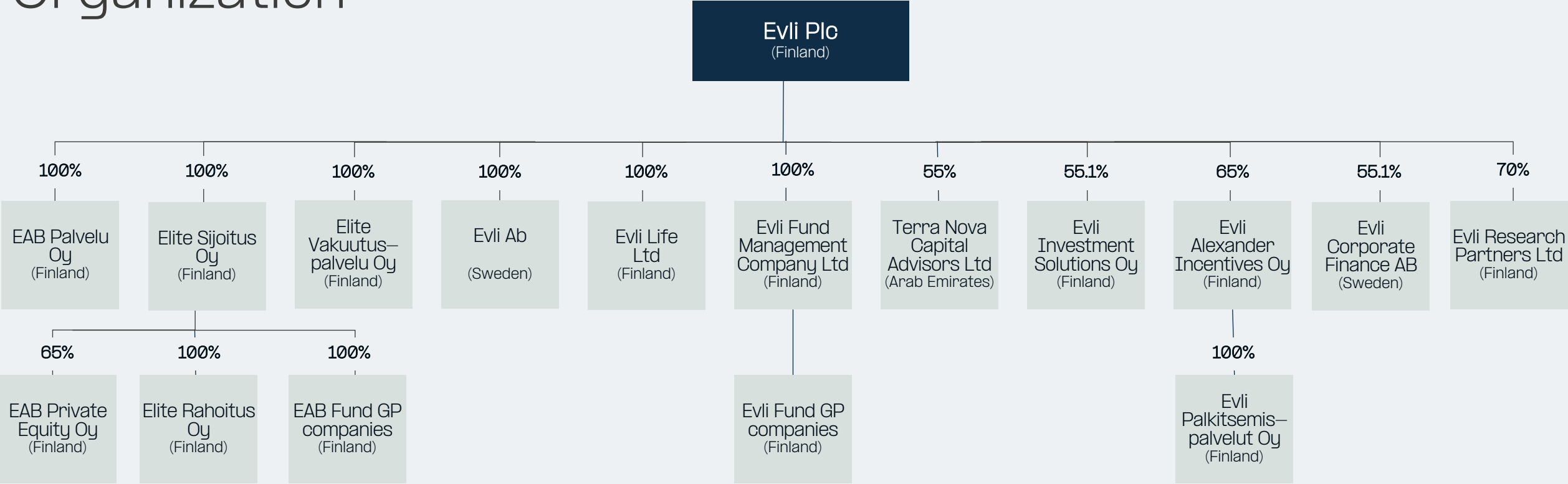
APPENDICES

Consolidated Comprehensive Income Statement

M€	10-12/2023	10-12/2022	1-12/2023	1-12/2022*
Fee and commission income	26.8	27.7	102.9	95.4
Net income from securities transactions	1.0	2.3	3.0	3.7
Income from equity investments	0.1	0.0	0.1	0.0
Interest income	4.5	0.9	8.8	1.6
Other operating income	0.1	0.1	0.8	0.1
INCOME TOTAL	32.5	31.0	115.7	100.9
Fee and commission expenses	-0.6	-1.0	-2.9	-3.3
Interest expenses	-1.2	-0.6	-4.1	-1.5
NET INCOME	30.7	29.4	108.7	96.1
Administrative expenses				
Personnel expenses	-11.6	-15.0	-41.0	-39.2
Other administrative expenses	-6.1	-6.9	-21.0	-19.6
Depreciation and amortization on tangible and intangible assets	-1.3	-1.5	-4.8	-5.1
Other operating expenses	-0.3	-0.4	-1.6	-0.8
Expected credit losses on loans and other receivables	0.0	0.0	0.0	0.0
Impairment losses on other financial assets	-0.8	-0.7	-0.8	-0.7
Share of profit or loss of associates	0.2	0.0	0.7	0.3
OPERATING PROFIT/LOSS	10.9	5.0	40.2	30.9
Income taxes	-2.4	-0.7	-8.2	-5.8
PROFIT / LOSS FOR THE FINANCIAL YEAR	8.5	4.3	32.0	25.1
Attributable to				
Minority interest	1.4	1.1	3.3	4.3
Shareholders of parent company	7.1	3.2	28.8	20.7
PROFIT / LOSS FOR THE FINANCIAL YEAR	8.5	4.3	32.0	25.1

* Includes carve-out figures for 1-3/2022

Organization



Group associated companies

COMPANY	COUNTRY	OWNER-SHIP
Northern Horizon Capital A/S	Denmark	47%
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

INVESTMENT PRODUCTS
AND SERVICES
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



Mona von Weissenberg

INSTITUTIONAL
CLIENTS
M.SC. (ECON.)
JOINED EVLI IN 2022

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
- Entrepreneur, Flo Co
- Professor of Practice, Hanken School of Economics
- Vice–Chairman of the Board at Nuorten yrittäjyys ja talous NYT ry, Chair of the Board 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 Board of Directors of Enersense International 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

VICE-CHAIRMAN OF THE BOARD
OF DIRECTORS
BORN 1961

- Member of the Board of Directors of Evli Plc since April 2, 2022
- CEO, Fennia Group
- Member of the Boards of Directors of Turvallisouden tukisäätiö and Jääkärisäätiö, and Vice-Chairman of the delegation of the Finnish Orienteering Federation
- Independent of the company and of significant shareholders