Diversified Financial Services/Finland, November 2, 2018
Spot comment

# On a healthy development track

CapMan's Q3 results were good and the EBIT of EUR 4.8m beat our estimates (Evli EUR 4.1m). In our view the Q3 progress continued to show a move towards realizing built up long-term potential and developing into a healthier business in terms of earnings stability. We retain our BUY-rating with a target price of EUR 1.75.

#### Q3 EBIT beat, first closing of Infra fund

CapMan's Q3 earnings beat our expectations, with EBIT at EUR 4.8m (Evli EUR 4.1m). The earnings were driven by CapMan Growth Fund's successful exit from Fluido. Revenue in Q3 was EUR 7.2m, below our estimates of EUR 8.6m, as no major carried interest was booked. CapMan further announced the first closing of CapMan Infra's Nordic midcap infrastructure fund, with committed funds of EUR 115m.

### Showing continued healthy development

CapMan in our view is nearing a point were some of the long-term potential is starting to realize and the business is becoming healthier in terms of recurring earnings, as opposed to high quarterly variability witnessed in previous years. Management comments regarding the NRE I-fund were positive, with foreign investor interest remaining good and on-going discussions regarding properties. The BVK mandate is set to reach full utilization in 2019 along with the Infra fund expected to reach the target of raising EUR 300+m, which along with growth in other on-going newer ventures will benefit fee income. The NPI-fund saw slower growth amid internal sales focus on the Infra-Fund, with investor demand still remaining good. Although predictability of materialization of carried interest is low, we continue to see good potential for 2019.

## BUY with a target price of EUR 1.75

It is worth noting that the recent stock market uncertainty, were it to increase further, would undoubtedly also affect CapMan. In our view the risks due to the PE exposure are smaller and mainly long-term, as market uncertainty could affect ability to raise funds and exit timing and valuations. We retain our BUY-rating with a target price of EUR 1.75



■ BUY ☐ HOLD ■ SELL

KEY FIGU	RES									
	Sales EURm	EBIT EURm	EBIT %	Ptx profit EURm	EPS EUR	P/E (x)	EV/Sales (x)	P/CF (x)	EV/EBIT (x)	DPS EUR
2016	27	19	70.0%	16	0.16	10.9	5.5	-35.4	7.9	0.09
2017	35	19	55.9%	16	0.10	13.1	8.1	9.1	14.5	0.11
2018E	37	20	53.6%	17	0.10	15.7	6.8	5.7	12.6	0.12
2019E	42	24	57.2%	21	0.12	13.4	6.0	6.0	10.5	0.13
2020E	43	25	57.5%	22	0.12	12.9	5.8	10.9	10.1	0.13
Market cap	o, EURm		231 E	3V per share 201	8E, EUR		0.9 CAGR	EPS 2017-2	0, %	-3.4
Net debt 2	018E, EURm		20 F	Price/book 2018l	Ξ		1.8 CAGR	sales 2017-	20, %	7.5
Enterprise	value, EURm		251 [	Dividend yield 20	)18E, %		7.6 ROE 20	)18E, %		11.6
Total asset	s 2018E, EURn	n	217 T	ax rate 2018E, o	/o		11.0 ROCE 2	2018E, %		11.5
Goodwill 2	018E, EURm		5 E	quity ratio 2018	3E, %		57.7 PEG, P	/E 18/CAGR		1.3

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

## **EVLI EQUITY RESEARCH CAPMAN**

VALUATION RESULTS	BASE CASE DETAILS	VALUATION ASSUMPTIONS	ASSUMPTIONS FOR WACC	2
Current share price	1.57 PV of Free Cash Flow	173 Long-term growth, %	2.0 Risk-free interest rate, %	2.25
DCF share value	2.45 PV of Horizon value	228 WACC, %	7.9 Market risk premium, %	5.8
Share price potential, %	55.8 Unconsolidated equity	O Spread, %	0.5 Debt risk premium, %	2.8
Maximum value	2.7 Marketable securities	23 Minimum WACC, %	7.4 Equity beta coefficient	1.10
Minimum value	2.2 Debt - dividend	-64 Maximum WACC, %	8.4 Target debt ratio, %	30
Horizon value, %	56.8 Value of stock	359 Nr of shares, Mn	146.9 Effective tax rate, %	20

DCF valuation, EURm	2017	2018E	2019E	2020E	2021E	2022E	2023E	2024E	2025E	2026E	2027E	Horizon
Net sales	35	37	42	43	44	45	47	48	49	50	51	52
Sales growth, %	30.6	6.4	12.3	3.9	2.5	2.5	2.5	2.5	2.5	2.5	2.0	2.0
Operating income (EBIT)	19	20	24	25	28	29	30	30	31	32	32	33
EBIT margin, %	55.9	53.6	<i>57.2</i>	<i>57.5</i>	64.0	64.0	64.0	63.0	63.0	63.0	63.0	63.0
+ Depreciation+amort.	2	0	0	0	0	0	0	0	0	0	0	
- Income taxes	1	-2	<b>-</b> 5	-5	-6	-6	-6	-6	-6	-6	-6	
- Change in NWC	6	23	19	1	1	1	1	1	1	1	1	
NWC / Sales, %	<i>176.1</i>	104.0	47.0	42.7	40.0	37.4	34.9	32.5	30.1	27.7	25.9	
+ Change in other liabs	0	0	0	0	0	0	0	0	0	0	0	
- Capital Expenditure	2	-22	-18	0	0	0	0	0	0	0	0	0
Investments / Sales, %	-6.0	59.8	43.6	0.3	0.4	0.4	0.3	0.3	0.3	0.3	0.3	0.3
- Other items	-6	7	2	0	0	0	0	0	0	0	0	
= Unlevered Free CF (FCF)	24	25	22	21	23	24	25	25	25	26	26	457
= Discounted FCF (DFCF)		25	20	18	18	17	17	16	15	14	13	228
	•		•	•	•	•	•			•	•	
= DFCF min WACC		25	20	18	19	18	17	16	15	15	14	259
= DFCF max WACC		25	20	18	18	17	16	15	14	13	13	201

EVLI EQUITY RESEARCH CAPMAN

NTER	M	FIGI	IRFS

INTERNIWI FIGURES									· ·			
EVLI ESTIMATES, EURm	2017Q1	2017Q2	2017Q3	2017Q4	2017	2018Q1	2018Q2	2018Q3	2018Q4E	2018E	2019E	2020E
Net sales	8	9	9	9	35	8	11	7	10	37	42	43
EBITDA	11	7	5	-2	21	4	6	5	5	20	24	25
EBITDA margin (%)	141.3	80.7	55.2	-21.4	61.0	48.7	53.2	67.5	50.5	54.2	57.5	57.8
EBIT	11	7	5	-3	19	4	6	5	5	20	24	25
EBIT margin (%)	140.6	80.0	54.4	-39.0	55.9	48.0	52.6	66.8	49.8	53.6	57.2	57.5
Net financial items	-1	-1	-1	-1	-3	-1	-1	-1	-1	-3	-2	-2
Pre-tax profit	10	6	4	-4	16	4	5	4	4	17	21	22
Tax	-1	-1	-1	1	-1	0	-1	0	-1	-2	-4	-4
Tax rate (%)	6.1	9.7	14.5	40.6	4.3	5.7	15.9	5.5	15.0	11.0	20.0	20.0
Net profit	9	6	4	-3	15	3	4	4	4	15	17	18
EPS	0.06	0.04	0.03	-0.02	0.10	0.02	0.03	0.03	0.02	0.10	0.12	0.12
EPS adjusted (diluted no. of shares)	0.06	0.04	0.03	0.00	0.14	0.02	0.03	0.03	0.02	0.10	0.12	0.12
Dividend per share	0.00	0.00	0.00	0.00	0.11	0.00	0.00	0.00	0.00	0.12	0.13	0.13
SALES, EURm												
Management Company business	5	5	8	7	25	6	7	6	7	25	30	32
Investment business	1	2	0	0	4	1	1	0	0	2	1	1
Service business	1	2	1	2	6	1	4	1	3	9	10	11
Other & eliminations	0	0	0	0	0	0	0	0	0	0	0	0
Total	8	9	9	9	35	8	11	7	10	37	42	43
SALES GROWTH, Y/Y %											·	
Management Company business	-29.7	-35.7	20.7	44.6	-6.0	11.7	28.8	-30.7	6.3	0.2	18.6	5.8
Investment business	0.0	0.0	0.0	0.0	0.0	-3.0	-55.9	21.8	-34.8	-35.3	-42.1	-42.9
Service business	0.0	0.0	0.0	0.0	0.0	35.1	112.6	17.8	66.0	64.2	10.0	5.0
Other & eliminations	0.0	0.0	0.0	0.0	0.0	32.1	416.7	64.7	-50.7	-12.7	-4.8	0.0
Total	-0.5	15.2	42.2	90.8	30.6	12.7	25.8	-23.3	12.8	6.4	12.3	3.9
EBIT, EURm										, i	Ÿ	
Management Company business	0	0	4	-2	3	1	1	1	1	3	7	7
Investment business	10	7	1	-1	17	3	3	4	3	14	13	14
Service business	0	1	0	1	2	1	2	1	2	5	6	7
Other & eliminations	0	-1	0	-1	-3	0	-1	0	-1	-2	-3	-3
Total	11	7	5	-3	19	4	6	5	5	20	24	25
EBIT margin, %										·		
Management Company business	8.1	2.7	46.2	-23.7	10.7	12.8	11.4	14.5	11.5	12.4	22.8	23.4
Investment business	895.1	316.4	827.2	-533.9	462.2	285.0	350.5	2,130.2	2,233.3	568.9	957.1	1,712.5
Service business	24.5	42.1	33.9	55.4	40.6	41.0	64.8	38.0	72.0	58.8	62.2	62.2
Other & eliminations	-1,500.0	-2,046.7	-1,270.6	-361.1	-564.7	-1,205.4	-375.5	-1,250.0	-500.0	-566.2	-650.0	-687.5
Total	140.6	80.0	54.4	-39.0	55.9	48.0	52.6	66.8	49.8	53.6	57.2	57.5
			- '									

INCOME STATEMENT, EURm	2013	2014	2015	2016	2017	2018E	2019E	2020E
Sales	30	39	32	27	35	37	42	43
Sales growth (%)	9.0	32.6	-19.5	-16.0	30.6	6.4	12.3	3.9
Costs	-26	-33	-22	-8	-14	-17	-18	-18
Reported EBITDA	4	7	10	19	21	20	24	25
Extraordinary items in EBITDA	0	0	0	0	0	0	0	0
EBITDA margin (%)	13.5	17.2	30.2	71.0	61.0	54.2	57.5	57.8
Depreciation	-1	0	0	0	0	0	0	0
EBITA	3	6	9	19	21	20	24	25
Goodwill amortization / writedown	0	0	0	0	-1	0	0	0
Reported EBIT	3	6	9	19	19	20	24	25
EBIT margin (%)	11.2	16.2	29.2	70.0	55.9	53.6	57.2	57.5
Net financials	-1	-1	-3	-3	-3	-3	-2	-2
Pre-tax profit	2	5	6	16	16	17	21	22
Extraordinary items	0	0	0	0	0	0	0	0
Taxes	-1	-1	0	0	-1	-2	-4	-4
Minority shares	0	0	0	0	0	-1	0	0
Net profit	-1	3	5	14	15	15	17	18
BALANCE SHEET, EURm		-	-		-			
Assets								
Fixed assets	75	65	104	95	93	110	128	128
% of sales	252	166	329	357	266	295	306	295
Goodwill	6	6	6	6	5	2 <i>93</i> 5	5	5
% of sales	21	16	20	23	13	12		
							11	11
Inventory	0	0	0	0	0	0	0	0
% of sales	0	0	0	0	0	0	0	0
Receivables	8	10	13	101	89	76	61	62
% of sales	27	24	41	380	255	204	147	143
Liquid funds	17	29	22	45	23	26	29	30
% of sales	57	73	68	169	67	70	70	70
Total assets Liabilities	110	114	150	253	211	217	224	226
Equity	50	50	50	128	127	125	125	124
% of sales	167	128	158	480	364	338	300	286
Deferred taxes	2	2	2	10	9	9	9	9
% of sales	6	5	6	37	25	23	21	20
Interest bearing debt	47	47	84	81	48	46	49	50
% of sales	<i>157</i>	120	266	304	138	125	118	116
Non-interest bearing current liabilities	11	14	13	33	27	37	42	43
% of sales	38	35	41	125	77	100	100	100
Other interest free debt	1	0	0	0	1	0	0	0
% of sales	2	1	0	2	3	0	0	0
Total liabilities	110	114	150	253	211	217	224	226
CASH FLOW, EURm								
+ EBITDA	4	7	10	19	21	20	24	25
- Net financial items	-1	-1	-3	-3	-3	-3	-2	-2
- Taxes	-1	-1	-1	0	1	-2	-4	-4
- Increase in Net Working Capital	1	2	-3	5	6	23	19	1
+/- Other	-6	5	-2	-23	-6	6	2	0
= Cash flow from operations	-3	12	1	-3	17	45	38	19
- Capex	5	0	47	-51	2	-22	-18	0
- Acquisitions	0	0	0	-51	0	-22	-10	0
+ Divestments	0	0	0	0	0	0	0	0
= Net cash flow	17	6						
			-5 27	47	19	23	20	19
+/- Change in interest-bearing debt	-15	0	37	-3 70	-33	-2	3	1
+/- New issues/buybacks	1	1	0	70	-9	0	0	0
- Paid dividend	0	-3	-5	-6	-8	-16	-18	-19
	4	^	^					
+/- Change in loan receivables Change in cash	-1 3	0 4	0 27	0 107	0 -30	0 5	0 5	0 1

## **EVLI EQUITY RESEARCH CAPMAN**

KEY FIGURES	2014	2015	2016	2017	2018E	2019E	2020E
M-cap	72	86	111	258	231	231	231
Net debt	19	63	36	25	20	20	20
Enterprise value	90	149	147	283	251	251	251
Sales	39	32	27	35	37	42	43
EBITDA	7	10	19	21	20	24	25
EBIT	6	9	19	19	20	24	25
Pre-tax	5	6	16	16	17	21	22
Earnings	3	5	14	15	15	17	18
Book value	50	50	128	127	125	125	124
Valuation multiples			-		-	-	
EV/sales	2.3	4.7	5.5	8.1	6.8	6.0	5.8
EV/EBITDA	13.2	15.5	7.7	13.3	12.5	10.5	10.0
EV/EBITA	14.1	16.1	7.9	13.5	12.6	10.5	10.1
EV/EBIT	14.1	16.1	7.9	14.5	12.6	10.5	10.1
EV/operating cash flow	7.7	260.7	-46.9	9.9	6.2	6.6	11.9
EV/cash earnings	19.9	24.6	6.4	14.8	16.2	14.5	13.9
P/E	23.8	14.7	10.9	13.1	15.7	13.4	12.9
P/E excl. goodwill	23.8	14.7	10.9	12.2	15.7	13.4	12.9
P/B	1.4	1.7	0.9	2.0	1.8	1.8	1.9
P/sales	1.4	2.7	4.1	7.4	6.2	5.5	5.3
P/CF	6.1	150.9	-35.4	9.1	5.7	6.0	10.9
Target EV/EBIT	0.0	0.0	-35.4 0.0	0.0	5.7 14.0	11.6	10.9
9							
Target P/E	0.0	0.0	0.0	0.0	17.5	15.0	14.4
Target P/B	0.0	0.0	0.0	0.0	2.1	2.1	2.1
Per share measures	00.104	00.047	00.400	1.15.000	140,000	110,000	1.10.000
Number of shares	86,164	86,317	88,409	145,626	146,923	146,923	146,923
Number of shares (diluted)	86,164	86,317	88,409	145,626	146,923	146,923	146,923
EPS	0.03	0.06	0.16	0.10	0.10	0.12	0.12
EPS excl. goodwill	0.03	0.07	0.12	0.15	0.10	0.12	0.12
Cash EPS	0.05	0.07	0.26	0.13	0.11	0.12	0.12
Operating cash flow per share	0.14	0.01	-0.04	0.20	0.28	0.26	0.14
Capital employed per share	0.70	0.66	1.79	1.01	0.99	0.99	0.98
Book value per share	0.59	0.58	1.45	0.87	0.85	0.85	0.84
Book value excl. goodwill	0.51	0.51	1.38	0.84	0.82	0.82	0.81
Dividend per share	0.06	0.07	0.09	0.11	0.12	0.13	0.13
Dividend payout ratio, %	172.0	118.6	55.5	104.9	120.2	111.3	105.0
Dividend yield, %	7.2	7.0	7.2	6.2	7.6	8.3	8.2
Efficiency measures							
ROE							
	6.0	10.1	16.1	12.0	11.6	13.7	14.4
ROCE	6.0 6.5	10.1 8.0	16.1 10.9	12.0 10.1	11.6 11.5	13.7 13.8	14.4 14.3
ROCE Financial ratios							
Financial ratios	6.5	8.0	10.9	10.1	11.5	13.8	14.3
Financial ratios Capex/sales, %	6.5	-148.7	10.9	10.1 -6.0	11.5 59.8	13.8	0.3
Financial ratios Capex/sales, % Capex/depreciation excl. goodwill,%	1.2 116.2	-148.7 -14,671.1	10.9 190.8 19,726.7	-6.0 -753.1	59.8 9,352.9	13.8 43.6 15,997.1	0.3 102.4
Financial ratios Capex/sales, % Capex/depreciation excl. goodwill,% Net debt/EBITDA, book-weighted	1.2 116.2 2.7	-148.7 -14,671.1 6.5	190.8 19,726.7 1.9	-6.0 -753.1 1.2	59.8 9,352.9 1.0	43.6 15,997.1 0.8	0.3 102.4 0.8
Financial ratios Capex/sales, % Capex/depreciation excl. goodwill,% Net debt/EBITDA, book-weighted Debt/equity, market-weighted	1.2 116.2 2.7 0.7	-148.7 -14,671.1 6.5 1.0	190.8 19,726.7 1.9 0.7	-6.0 -753.1 1.2 0.2	59.8 9,352.9 1.0 0.2	43.6 15,997.1 0.8 0.2	0.3 102.4 0.8 0.2
Financial ratios  Capex/sales, %  Capex/depreciation excl. goodwill,%  Net debt/EBITDA, book-weighted  Debt/equity, market-weighted  Equity ratio, book-weighted  Gearing	1.2 116.2 2.7 0.7 44.3	-148.7 -14,671.1 -6.5 1.0 33.5	190.8 197.26.7 1.9 0.7 50.6	-6.0 -753.1 1.2 0.2 60.0	59.8 9,352.9 1.0 0.2 57.7	13.8 43.6 15,997.1 0.8 0.2 55.7	0.3 102.4 0.8 0.2 54.8
Financial ratios  Capex/sales, %  Capex/depreciation excl. goodwill,%  Net debt/EBITDA, book-weighted  Debt/equity, market-weighted  Equity ratio, book-weighted	1.2 116.2 2.7 0.7 44.3 0.37	-148.7 -14,671.1 6.5 1.0 33.5 1.25	190.8 19,726.7 1.9 0.7 50.6 0.28	-6.0 -753.1 1.2 0.2 60.0 0.20	59.8 9,352.9 1.0 0.2 57.7 0.16	13.8 43.6 15,997.1 0.8 0.2 55.7 0.16	0.3 102.4 0.8 0.2 54.8 0.16

**EVLI EQUITY RESEARCH CAPMAN** 

## Diversified Financial Services/Finland, November 2, 2018 Spot comment

COMPANY DESCRIPTION: CapMan is a leading Nordic investment and specialised asset management company. CapMan has over 100 private equity professionals and manages over EUR 2.7 billion in assets. The company mainly manages the assets of its customers, the investors, but also makes direct investments from balance sheet in areas without an active fund. Current investments strategies cover Buyout, Growth Equity, Real Estate, Russia, Credit, Infrastructure and Tactical Opportunities. CapMan has also a growing service business that includes fundraising advisory, procurement activities and fund management.

### INVESTMENT CASE:

OWNERSHIP STRUCTURE	SHARES	EURm	0/0
Mandatum Life Insurance Company	10,737,228	16.857	7.3%
Ilmarinen Mutual Pension Insurance Company	10,464,415	16.429	7.1%
Oy Inventiainvest AB (Ari Tolppanen)	7,024,794	11.029	4.8%
Laakkonen Mikko Kalervo	6,378,320	10.014	4.3%
Varma Mutual Pension Insurance Company	3,675,215	5.770	2.5%
Joensuun Kauppa ja Kone Oy	3,511,853	5.514	2.4%
Vesasco Oy	3,088,469	4.849	2.1%
The State Pension Fund	2,500,000	3.925	1.7%
Winsome Oy + Tuomo Raasio	2,130,043	3.344	1.4%
Heiwes Oy	2,094,480	3.288	1.4%
Ten largest	51,604,817	81.020	35%
Residual	95,317,951	149.649	65%
Total	146,922,768	230.669	100%

EARNINGS CALENDAR	
January 31, 2019	FY 2018 Results
April 25, 2019	Q1 report
August 08, 2019	Q2 report
OTHER EVENTS	
March 13, 2019	AGM

COMPANY MISCELLANEOUS

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EVLI EQUITY RESEARCH CAPMAN

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## **DEFINITIONS**

P/E	EPS
Price per share	Profit before extraordinary items and taxes
Earnings per share	– income taxes + minority interest
- ·	Number of shares
P/Sales	DPS
Market cap	Dividend for the financial period pershare
Sales	, , , , , , , , , , , , , , , , , , ,
P/BV	CEPS
Price per share	Gross cash flow from operations
Shareholders' equity + taxed provisionsper share	Number of shares
Dior	D. (C.
P/CF Price per share	EV/Share Enterprise value
Operating cash flow per share	Number of shares
operating cash now per share	Name: or shares
EV (Enterprise value)	Sales/Share
Market cap + net debt + minority interest at market value	Sales
<ul> <li>share of associated companies at market value</li> </ul>	Number of shares
Net debt	EBITDA/Share
Interest bearing debt – financial assets	Earnings before interest, tax, depreciation and amortisation
	Number of shares
EV/Sales	EBIT/Share
Enterprise value	Operating profit
Sales	Number of shares
EV/EBITDA	EAFI/Share
Enterprise value	Pretax profit
Earnings before interest, tax, depreciation and amortisation	Number of shares
EV/EBIT	Capital employed/Share
Enterprise value	Total assets – non interest bearing debt
Operating profit	Number of shares
- '	
Div yield, %	Total assets
Dividend per share	Balance sheet total
Price per share	
Payout ratio, %	Interest coverage (x)
Total dividends	Operating profit
Earningsbeforeextraordinaryitemsandtaxes-incometaxes+minority interest	Financial items
Net cash/Share	Asset turnover (x)
Financial assets — interest bearing debt	Turnover
Number of shares	Balance sheet total (average)
ROA, %	Debt/Equity, %
Operating profit + financial income + extraordinary items	Interest bearing debt
Balancesheet total — interest free short term debt	Shareholders' equity + minority interest + taxed provisions
<ul> <li>long term advances received and accounts payable (average)</li> </ul>	·
ROCE, %	Equity ratio, %
Profitbefore extraordinary items + interest expenses + other financial costs	Shareholders' equity + minority interest + taxed provisions
Balancesheet total — noninterest bearing debt(average)	Total assets – interest free loans
DOE 0	OAOD O
ROE, %  Profit before extraordinary items and taxes – income taxes	CAGR, % Cumulativeannual growthrate = Average growthper year
	J
Shareholders' equity + minority interest + taxed provisions (average)	

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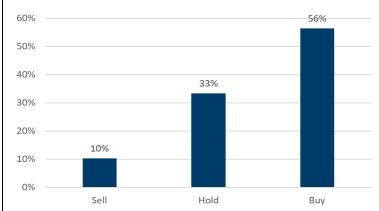
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Target price compared to share price Recommendation

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

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# Diversified Financial Services/Finland, November 2, 2018 Spot comment

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