

CAPMAN

Diversified Financial Services/Finland, November 29, 2018 Company update

CMD notes

CapMan's CMD revolved around the strategic changes that have taken place during the past few years and CapMan's position going forward. Key emphasis will, based on our take on the CMD, lie on earnings stability, asset diversification, and broadening of the investor base.

Multi-asset manager

CapMan's CMD clearly signaled the continued strive towards an increasing Nordic presence and to a larger extent becoming a multi-asset manager. In our view key areas of interest will be the fairly recently established areas of Growth equity and Infra. The presented performance metrics for exits in CapMan Growth are impressive, with significant further potential going forward. The Infra fund has had a good start and a second mandate, still subject to approval, has been signed.

Broadening of investor base

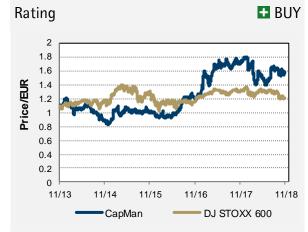
Another strategic area of focus lies in the broadening of the investor base. Currently some 85 % of AUM stems from local tier 1 investors. CapMan is seeking to increase the share of tier 2 and 3 investors along with international tier 1 investors. Targeting investors with smaller ticket sizes could likely be reflected in new product launches similar to the open-ended NPI fund.

Seeking earnings stability, carry potential remains

CapMan's financial objective remain unchanged. Currently the average ROE of 20 % in our view remains the most challenging. Realization of mid- to long-term carry potential remains a key factor but CapMan is also seeking to increase the share of fee income to achieve more stability in earnings.

BUY with a target price of EUR 1.75

Our estimates remain unchanged, with earnings expected to improve in the coming years. The effect of recent market uncertainty on CapMan is in our view currently mostly neutral. We expect several new products to be launched during 2019 and the uncertainty could impact on fundraising, although fund track records remain supportive. We retain our BUY-rating and target price of EUR 1.75.



Share price, EUR (Last trading day's closing price)	1.58
Target price, EUR	1.75
Latest change in recommendation	27-Apr-18
Latest report on company	29-Nov-18
Research paid by issuer:	YES
No. of shares outstanding, '000's	146,923
No. of shares fully diluted, '000's	146,923
Market cap, EURm	232
Free float, %	75.0
Exchange rate EUR	1.000
Reuters code	CAPMAN.HE
Bloomberg code	CAPMAN FH
Average daily volume, EURm	0.2
Next interim report	31-Jan-19
Web site	www.capman.com
Analyst	Jerker Salokivi
E-mail	jerker.salokivi@evli.com
Telephone	+358 9 4766 9149

🗈 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	15.8	6.8	5.7	12.7	0.12
2019E	42	24	57.2%	21	0.12	13.5	6.1	6.1	10.6	0.13
2020E	43	25	57.5%	22	0.12	13.0	5.8	11.0	10.1	0.13
Market cap	, EURm		232 E	3V per share 201	18E, EUR		0.9 CAGR	EPS 2017-2	0, %	-3.4
Net debt 2	018E, EURm		20 F	Price/book 2018	E		1.9 CAGR	sales 2017-	20, %	7.5
Enterprise	value, EURm		253 [Dividend yield 20	D18E, %		7.6 ROE 20	018E, %		11.6
Total asset	s 2018E, EURn	n	217 1	ax rate 2018E, o	Vo		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.

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VALUATION RESULTS	BASE CASE DETAILS	VALUATION ASSUMPTIONS	ASSUMPTIONS FOR WACC	
Current share price	1.58 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, %	54.8 Unconsolidated equity	0 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	57.2	57.5	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	-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, %	176.1	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	<i>59.8</i>	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

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INTERIM 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										·	·	
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

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Sales growth (%) 9.0 32.6 -19.5 -16.0 30.6 6.4 17 Costs -26 -33 -22 -8 -14 -17 - Reported EBITDA 4 7 10 19 21 20 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 55 Depreciation -1 0 0 0 0 0 0 0 Goodwill amorization / writedown 0 0 0 0 -1 0 Reported EBIT 3 6 9 19 19 20 -1 Edit Imargin (%) 11.2 162.2 29.2 70.0 55.9 5.6 5 Ret financials -1 -1 -3 5 14 15 5 Edit Imargin (%b) 10 0 <t< th=""><th>42 43 2.3 3.9 18 -18 24 25 0 0 7.5 57.8 0 0 24 25 0 0 24 25 0 0 24 25 7.2 57.5 -2 -2 21 22 0 0 -4 -4 0 0 17 18 28 128</th></t<>	42 43 2.3 3.9 18 -18 24 25 0 0 7.5 57.8 0 0 24 25 0 0 24 25 0 0 24 25 7.2 57.5 -2 -2 21 22 0 0 -4 -4 0 0 17 18 28 128
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CASH FLOW, EURm	
+ EBITDA 4 7 10 19 21 20	24 25
- Net financial items -1 -1 -3 -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
	18 0
- Acquisitions 0 0 0 0 0 0	
+ Divestments 0 0 0 0 0 0 0	0 0
= Net cash flow 17 6 -5 47 19 23	
+/- Change in interest-bearing debt -15 0 37 -3 -33 -2	0 0
+/- New issues/buybacks 1 1 0 70 -9 0	0 0 0 0
	0 0 0 0 20 19
+/- Change in loan receivables -1 0 0 0 0 0	0 0 0 0 20 19 3 1
Change in cash 3 4 27 107 -30 5	0 0 0 0 20 19 3 1 0 0

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KEY FIGURES	2014	2015	2016	2017	2018E	2019E	2020E
M-cap	72	86	111	258	232	232	232
Net debt	19	63	36	25	20	20	20
Enterprise value	90	149	147	283	253	252	252
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	6.1	5.8
EV/EBITDA	13.2	15.5	7.7	13.3	12.6	10.5	10.1
EV/EBITA	14.1	16.1	7.9	13.5	12.7	10.6	10.1
EV/EBIT	14.1	16.1	7.9	14.5	12.7	10.6	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	16.3	14.6	14.0
P/E	23.8	14.7	10.9	13.1	15.8	13.5	13.0
P/E excl. goodwill	23.8	14.7	10.9	12.2	15.8	13.5	13.0
P/B	1.4	1.7	0.9	2.0	1.9	1.9	1.9
P/sales	1.8	2.7	4.1	7.4	6.3	5.6	5.4
P/CF	6.1	150.9	-35.4	9.1	5.7	6.1	11.0
Target EV/EBIT	0.0	0.0	0.0	0.0	14.0	11.6	11.1
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							
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	8.2	8.1
Efficiency measures							
		10.1	16.1	12.0	11.6	13.7	14.4
ROE	6.0	10.1	10.1				
ROE ROCE	6.0 6.5	8.0	10.9	10.1	11.5	13.8	14.3
					11.5	13.8	14.3
ROCE					59.8	13.8 43.6	0.3
ROCE Financial ratios	6.5	8.0	10.9	10.1			
ROCE Financial ratios Capex/sales, %	6.5	-148.7	10.9	-6.0	59.8	43.6	0.3
ROCE Financial ratios Capex/sales, % Capex/depreciation excl. goodwill,% Net debt/EBITDA, book-weighted	6.5 1.2 116.2	-148.7 -14,671.1	10.9 190.8 19,726.7	10.1 -6.0 -753.1	59.8 9,352.9	43.6 15,997.1	0.3 102.4 0.8
ROCE Financial ratios Capex/sales, % Capex/depreciation excl. goodwill,% Net debt/EBITDA, book-weighted Debt/equity, market-weighted	6.5 1.2 116.2 2.7	8.0 -148.7 -14,671.1 6.5	10.9 190.8 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 0.2
ROCE Financial ratios Capex/sales, % Capex/depreciation excl. goodwill,% Net debt/EBITDA, book-weighted Debt/equity, market-weighted Equity ratio, book-weighted	6.5 1.2 116.2 2.7 0.7 44.3	8.0 -148.7 -14,671.1 6.5 1.0 33.5	10.9 190.8 19,726.7 1.9 0.7 50.6	10.1 -6.0 -753.1 1.2 0.2 60.0	59.8 9,352.9 1.0 0.2 57.7	43.6 15,997.1 0.8 0.2 55.7	0.3 102.4 0.8 0.2 54.8
ROCE Financial ratios Capex/sales, % Capex/depreciation excl. goodwill,% Net debt/EBITDA, book-weighted Debt/equity, market-weighted Equity ratio, book-weighted Gearing	6.5 1.2 116.2 2.7 0.7 44.3 0.37	8.0 -148.7 -14,671.1 6.5 1.0 33.5 1.25	10.9 190.8 19,726.7 1.9 0.7 50.6 0.28	10.1 -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	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
ROCE Financial ratios Capex/sales, % Capex/depreciation excl. goodwill,% Net debt/EBITDA, book-weighted Debt/equity, market-weighted Equity ratio, book-weighted	6.5 1.2 116.2 2.7 0.7 44.3	8.0 -148.7 -14,671.1 6.5 1.0 33.5	10.9 190.8 19,726.7 1.9 0.7 50.6	10.1 -6.0 -753.1 1.2 0.2 60.0	59.8 9,352.9 1.0 0.2 57.7	43.6 15,997.1 0.8 0.2 55.7	0.3 102.4 0.8 0.2 54.8

CAPMAN Diversified Financial Services/Finland, November 29, 2018 Company update

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:

IR: Linda Tierala

OWNERSHIP STRUCTURE	SHARES	EURm	0/0
Mandatum Life Insurance Company	10,737,228	16.965	7.3%
Ilmarinen Mutual Pension Insurance Company	10,464,415	16.534	7.1%
Oy Inventiainvest AB (Ari Tolppanen)	7,024,794	11.099	4.8%
Laakkonen Mikko Kalervo	6,378,320	10.078	4.3%
Varma Mutual Pension Insurance Company	3,675,215	5.807	2.5%
Joensuun Kauppa ja Kone Oy	3,511,853	5.549	2.4%
Vesasco Oy	3,088,469	4.880	2.1%
The State Pension Fund	2,500,000	3.950	1.7%
Winsome Oy + Tuomo Raasio	2,130,043	3.365	1.4%
Heiwes Oy	2,094,480	3.309	1.4%
Ten largest	51,604,817	81.536	35%
Residual	95,317,951	150.602	65%
Total	146,922,768	232.138	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	· · · · · · · · · · · · · · · · · · ·	
CEO: Joakim Frimodig	Ludviginkatu 6, 4 fl. 01300 Helsinki	
CFO: Niko Haavisto	Tel: +358 207 207 500	

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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	Drs Dividend for the financial period per share
<u>_</u>	Dividenti foi the infancial period per share
Sales	
	CEPS
P/BV	
Priceper share	Gross cash flow from operations
Shareholders' equity + taxed provisionsper share	Number of shares
	EV/Share
P/CF	
Priceper share	Enterprise value
Operating cash flow per share	Number of shares
EV (Enterprise value)	Sales/Share
Market cap + net debt + minority interest at market value	Sales
 – share of associated companies at market value 	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
Jaics	Number of shares
EV/EBITDA	EAFI/Share
Enterprise value	Pretax profit
Earnings before interest, tax, depreciation and amortisation	Number of shares
	Number of Shares
EV/EBIT	Capital employed/Share
Enterprise value	Total assets – non interest bearing debt
Operating profit	Number of shares
operating prome	Humber of Shares
Div yield, %	Total assets
Dividend per share	Balance sheet total
Price per share	
i neepei share	
Payout ratio, %	Interest coverage (x)
Total dividends	Operating profit
Earnings before extraordinary items and taxes – income taxes + 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
Balance sheet total – interest free short term debt	Shareholders' equity + minority interest + taxed provisions
 – long term advances received and accounts payable (average) 	
iong termativances received and accounts payaore (average)	
ROCE, %	Equity ratio, %
Profit before extraordinary items + interest expenses + other financial costs	Shareholders' equity + minority interest + taxed provisions
Balance sheet total – noninterest bearing debt(average)	Total assets – interest free loans
	וטנמו מספרנס – ווונכולסג ווכל וטמווס
ROE, %	CAGR, %
Profit before extraordinary items and taxes – income taxes	Cumulativeannual growthrate = Average growthper year
Shareholders' equity + minority interest + taxed provisions (average)	5 · · · · · · · · · · · · · · · · · · ·
Shareholdes equity + minority merest + takeu provisions (average)	

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

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Contact information					
SALES AND TRADING HELSIN	IKI				
Equity Sales		Trading		ETFs and Derivatives	
Ari Laine Lauri Ahokanto Niclas Henelius	+358 9 4766 9115 +358 9 4766 9117 +358 9 4766 9116	Lauri Vehkaluoto (Head) Pasi Väisänen Antti Kässi	+358 9 4766 9130 +358 9 4766 9120 +358 9 4766 9120	Tobias Björk (Head) Joachim Dannberg Kimmo Lilja	+358 9 4766 9130 +358 9 4766 9123 +358 9 4766 9130
Structured Investments		Corporate Bonds sales a	nd trading	Derivatives Trading	
Heikki Savijoki Aki Lakkisto	+358 9 4766 9726 +358 9 4766 9123	Jukka Hyvönen Thomas Kaukonen	+46 8 407 8138 +358 9 4766 9542	Sami Järvinen	+358 9 4766 9110
Evli Investment Solutions					
Johannes Asuja Markku Reinikainen	+358 9 4766 9205 +358 9 4766 9669				
SALES AND TRADING STOCK	HOLM				
Urban Lawesson (Head) Thomas Kåhrström	+46 8 407 8021 +46 8 407 8018				
EQUITY RESEARCH					
Joonas Häyhä Jonas Forslund Olli Pöyhönen Jerker Salokivi	+358 9 4766 9662 +358 9 4766 9314 +358 9 4766 9643 +358 9 4766 9149				



Aleksanterinkatu 19 A P.O. Box 1081 FIN-00101 Helsinki, FINLAND Phone +358 9 476 690 Fax +358 9 634 382 Internet www.evli.com E-mail firstname.lastname@evli.com

EVLI BANK PLC, STOCKHOLMSFILIAL Kungsgatan 27, P.O. Box 16354 SE-111 56 Stockholm Sverige stockholm@evli.com Tel +46 (0)8 407 8000 Fax +46 (0)8 407 8001