EVLI

TAALERI

Diversified Financial Services/Finland, August 17, 2018 Spot comment

Good outlook for 2018

Taaleri's H1 results exceeded our estimates following higher than expected investment income and performance fees in in Wealth Management, while Financing saw lower profits following weaker investment income. The outlook for 2018E looks promising following the H1 results. We retain our BUY-rating with a target price of EUR 11.4 (11.0)

Wealth Management drives profits

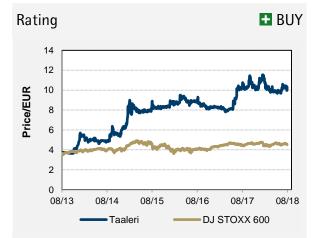
Taaleri's operating profit in H1 amounted to EUR 12.4m. Wealth Management's operating profit was EUR 14.1m, driven by performance fees and investment income of EUR 5.6m and EUR 4.9m respectively. Performance fees were higher than anticipated, as the mutual funds continued to contribute significantly despite a weaker first half of the year in comparison to the previous year. Financing's operating profit was below previous year levels, at EUR 2.4m compared to EUR 7.9m in H1/17. The operating profit was affected by investment income, with return on investment at fair value of -0.1%, as high-yield bonds saw a shaky first half of the year. Energy's operating profit remained negative as expected, at EUR -0.9m, due to ramp up of the business. A new product launch remains likely in H2/18.

Good 2018E outlook following solid Q2 results

We have revised our full-year estimates upwards following the good H1 results. While our H2 estimates remain mostly without significant changes we have adjusted downward our estimates for Financing to reflect an expected lower investment income also in H2. AUM growth was stronger than expected, despite stagnating PE funds development due to slower commitment calls, and we expect to see AUM growth in PE funds during H2. Our 2018E sales and EBIT estimates are EUR 73.2m and EUR 23.1m respectively.

BUY with a target price of EUR 11.4 (11.0)

Following our revised estimates and a stronger than previously expected result in 2018E we adjust our target price to EUR 11.4 (11.0) and retain our BUY-rating.



Share price, EUR (Last trading day's closing price)	10.30
Target price, EUR	11.4
Latest change in recommendation Latest report on company Research paid by issuer: No. of shares outstanding, '000's No. of shares fully diluted, '000's Market cap, EURm Free float, % Exchange rate Reuters code Bloomberg code Average daily volume, EURm Next interim report Web site	29-May-18 29-May-18 YES 28,351 28,351 292 45.0 0.000 TAALA.HE TAALA FH 0.07 -
Analyst E-mail Telephone	Jerker Salokivi jerker.salokivi@evli.com +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	61	16	26.7%	16	0.45	18.3	4.2	8.2	15.6	0.22
2017	81	27	33.4%	28	0.77	13.5	4.0	10.2	11.9	0.26
2018E	73	23	31.6%	23	0.64	16.2	4.3	14.7	13.7	0.29
2019E	83	29	35.6%	29	0.83	12.4	3.7	12.9	10.5	0.32
2020E	91	36	39.5%	36	1.02	10.1	3.3	10.4	8.3	0.34
Market cap	, EURm		292 l	BV per share 201	8E, EUR		4.1 CAGR I	EPS 2017-2	0,%	9.7
Net debt 20	018E, EURm		23 I	Price/book 2018	1		2.5 CAGR	ales 2017-	20, %	4.0
Enterprise	value, EURm		316 I	Dividend yield 20)18E, %		2.8 ROE 20)18E, %		16.2
Total assets	s 2018E, EURn	า	230	նax rate 2018E, Չ	/o		22.2 ROCE 2	2018E, %		13.7
Goodwill 20	018E, EURm		1	Equity ratio 2018	3E, %		50.8 PEG, P/	'E 18/CAGR		0.9

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	2
Current share price	10.30 PV of Free Cash Flow	170 Long-term growth, %	2.0 Risk-free interest rate, %	2.25
DCF share value	11.72 PV of Horizon value	199 WACC, %	8.7 Market risk premium, %	5.8
Share price potential, %	13.8 Unconsolidated equity	-1 Spread, %	0.5 Debt risk premium, %	2.8
Maximum value	12.8 Marketable securities	35 Minimum WACC, %	8.2 Equity beta coefficient	1.10
Minimum value	10.8 Debt - dividend	-70 Maximum WACC, %	9.2 Target debt ratio, %	20
Horizon value, %	53.8 Value of stock	332 Nr of shares, Mn	28.4 Effective tax rate, %	20

DCF valuation, EURm	2017	2018E	2019E	2020E	2021E	2022E	2023E	2024E	2025E	2026E	2027E	Horizon
Net sales	81	73	83	91	96	100	105	110	114	118	120	122
Sales growth, %	33.7	-9.6	13.0	10.1	5.0	5.0	5.0	4.0	4.0	3.0	2.0	2.0
Operating income (EBIT)	27	23	29	36	38	33	32	33	34	35	36	37
EBIT margin, %	33.4	31.6	35.6	39.5	39.5	32.5	30.0	30.0	30.0	30.0	30.0	30.0
+ Depreciation+amort.	1	1	1	1	1	1	1	1	1	1	1	
- Income taxes	-7	-5	-6	-7	-8	-7	-6	-7	-7	-7	-7	
- Change in NWC	5	1	-2	-2	-1	-1	-1	-1	-1	-1	0	
NWC / Sales, %	1.2	0.6	2.8	4.4	5.2	5.9	6.5	7.1	7.6	7.9	8.2	
+ Change in other liabs	5	0	0	0	0	0	0	0	0	0	0	
- Capital Expenditure	-10	-1	-1	-1	-1	-1	-1	-1	-1	-1	-1	-1
Investments / Sales, %	12.0	1.5	1.5	1.3	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2
- Other items	-1	0	0	0	0	0	0	0	0	0	0	
= Unlevered Free CF (FCF)	21	19	21	27	29	25	24	25	26	27	28	433
= Discounted FCF (DFCF)		18	19	22	22	17	15	15	14	14	13	199
= DFCF min WACC		18	19	22	22	18	16	15	15	14	14	224
= DFCF max WACC		18	19	22	22	17	15	15	14	13	12	177

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Net sales EBITDA	2017Q1 0 0	201702	2017Q3	2017Q4	2017	2018Q1	201002	2018Q3E	0040045	00105	00105	
EBITDA				2017 41	2017	201801	2018Q2	2018U3E	2018Q4E	2018E	2019E	2020E
	0	39	0	42	81	0	35	0	38	73	83	91
	0	16	0	12	28	0	13	0	12	25	30	37
EBITDA margin (%)	0.0	41.3	0.0	29.2	35.0	0.0	36.9	0.0	30.4	33.5	36.8	40.6
EBIT	0	15	0	12	27	0	12	0	11	23	29	36
EBIT margin (%)	0.0	39.8	0.0	27.5	33.4	0.0	35.2	0.0	28.3	31.6	35.6	39.5
Net financial items	0	0	0	0	1	0	0	0	0	0	0	0
Pre-tax profit	0	16	0	12	28	0	12	0	11	23	29	36
Tax	0	-3	0	-3	-6	0	-3	0	-2	-5	-6	-7
Tax rate (%)	0.0	19.9	0.0	23.7	21.5	0.0	24.1	0.0	20.0	22.2	20.0	20.0
Net profit	0	13	0	9	22	0	9	0	9	18	24	29
EPS	0.00	0.44	0.00	0.33	0.77	0.00	0.33	0.00	0.30	0.64	0.83	1.02
EPS adjusted (diluted no. of shares)	0.00	0.44	0.00	0.33	0.77	0.00	0.33	0.00	0.30	0.64	0.83	1.02
Dividend per share	0.00	0.00	0.00	0.00	0.26	0.00	0.00	0.00	0.00	0.29	0.32	0.34
SALES, EURm												
Wealth management	0	24	0	31	55	0	30	0	28	58	59	64
Financing	0	12	0	10	22	0	6	0	7	14	17	19
Energy	0	1	0	1	2	0	1	0	2	3	5	7
Other & share of associates	0	2	0	1	3	0	-2	0	1	-1	2	2
Total	0	39	0	42	81	0	35	0	38	73	83	91
SALES GROWTH, Y/Y %												
Wealth management	0.0	36.0	0.0	57.5	47.3	0.0	24.4	0.0	-7.4	6.5	1.3	9.0
Financing	0.0	101.3	0.0	54.3	76.4	0.0	-47.2	0.0	-27.0	-37.9	25.0	9.9
Energy	0.0	0.0	0.0	200.6	431.5	0.0	40.4	0.0	58.4	50.6	100.1	26.4
Other & share of associates	0.0	-77.6	0.0	2.2	-73.7	0.0	-175.6	0.0	9.7	-140.0	-240.4	0.0
Total	0.0	14.8	0.0	57.4	33.7	0.0	-8.9	0.0	-10.3	-9.6	13.0	10.1
EBIT, EURm												
Wealth management	0	8	0	9	17	0	14	0	9	24	23	27
Financing	0	8	0	6	14	0	2	0	3	5	8	10
Energy	0	-1	0	-1	-2	0	-1	0	-1	-1	1	1
Other & share of associates	0	0	0	-2	-2	0	-3	0	-1	-4	-2	-2
Total	0	15	0	12	27	0	12	0	11	23	29	36
EBIT margin, %												
Wealth management	0.0	32.9	0.0	28.6	30.5	0.0	47.6	0.0	33.2	40.6	39.0	41.6
Financing	0.0	67.6	0.0	59.6	63.9	0.0	39.0	0.0	41.4	40.3	48.4	51.6
Energy	0.0	-87.3	0.0	-85.9	-86.5	0.0	-84.3	0.0	-33.1	-53.8	12.6	21.0
Other & share of associates	0.0	13.0	0.0	-415.8	-69.3	0.0	187.1	0.0	-199.2	390.4	-150.0	-106.2
Total	0.0	39.8	0.0	27.5	33.4	0.0	35.2	0.0	28.3	31.6	35.6	39.5

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INCOME STATEMENT, EURm	2013	2014	2015	2016	2017	2018E	2019E	2020E
Sales	27	54	59	61	81	73	83	91
Sales growth (%)	35.1	95.7	9.5	3.3	33.7	-9.6	13.0	10.1
Costs	-22	-32	-39	-43	-53	-49	-52	-54
Reported EBITDA	5	21	20	18	28	25	30	37
Extraordinary items in EBITDA	0	0	20	0	20	25	0	0
EBITDA margin (%)	18.2	39.9	33.6	29.0	35.0	33.5	36.8	40.6
Depreciation	0	-1	-1	-1	-1	-1	-1	-1
EBITA	5	21	19	16	27	23	29	36
Goodwill amortization / writedown	0	0	0	0	0	0	0	0
Reported EBIT	5	21	19	16	27	23	29	36
EBIT margin (%)	16.5	38.9	32.1	26.7	33.4	31.6	35.6	39.5
Net financials	0	0	0	0	1	0	0	0
Pre-tax profit	5	21	19	16	28	23	29	36
Extraordinary items	0	0	29	4	-4	0	0	0
Taxes	-1	-4	-3	-4	-6	-5	-6	-7
Minority shares	0	0	0	0	0	0	0	0
Net profit	3	17	44	17	18	18	24	29
BALANCE SHEET, EURm								
Assets								
Fixed assets	4	86	164	137	168	174	181	189
% of sales	14	160	280	227	207	238	219	207
Goodwill	1	1	200	1	1	1	1	207
% of sales	3	1	1	1	1	1	1	1
Inventory	0	0	0	0	0	0	0	0
% of sales	0	0	0	0	0	0	0	0
Receivables	12	35	23	20	25	25	27	28
% of sales	43	65	40	32	31	34	32	31
Liquid funds	12	32	28	55	35	29	33	36
% of sales	42	59	48	91	43	40	40	40
Total assets	28	153	217	213	229	230	243	255
Liabilities								
Equity	23	38	97	94	106	117	132	152
% of sales	83	71	165	155	131	159	160	166
Deferred taxes	0	3	18	17	16	16	16	16
% of sales	0	5	30	28	20	22	19	17
Interest bearing debt	0	100	75	74	63	53	50	43
% of sales	0	187	128	122	77	72	61	47
Non-interest bearing current liabilities	0	0	0	0	0	0	0	0
% of sales	0	0	0	0	0	0	0	0
Other interest free debt	5	12	27	29	45	45	45	45
% of sales	20	23	46	48	55	61	54	49
Total liabilities	28	153	217	213	229	230	243	255
CASH FLOW, EURm	20	155	217	215	223	230	243	233
+ EBITDA	5	21	20	18	28	25	30	37
- Net financial items	0	0	0	0	1	0	0	0
- Taxes	-1	-2	12	-5	-7	-5	-6	-7
- Increase in Net Working Capital	-9	-16	13	4	5	1	-2	-2
+/- Other	0	-13	-26	11	3	0	0	0
= Cash flow from operations	-6	-9	19	28	29	20	23	28
- Capex	-1	0	-115	-11	-10	-1	-1	-1
- Acquisitions	0	0	0	0	0	0	0	0
+ Divestments	0	0	0	0	0	0	0	0
= Net cash flow	-7	1	-57	11	14	19	21	27
+/- Change in interest-bearing debt	0	100	-25	-1	-11	-10	-2	-7
+/- New issues/buybacks	13	-1	15	-17	0	0	0	0
- Paid dividend	0	0	0	-3	-6	-7	-8	-9
+/- Change in loan receivables	0	0	13	2	5	0	0	0
Change in cash	6	100	-54	-8	3	1	11	10
	0	.00	01	0	5			10

TAALERI Diversified Financial Services/Finland, August 17, 2018 Spot comment

KEY FIGURES	2014	2015	2016	2017	2018E	2019E	2020E
M-cap	56	123	233	293	292	292	292
Net debt	69	47	19	28	23	17	6
Enterprise value	127	173	253	323	316	310	299
Sales	54	59	61	81	73	83	91
EBITDA	21	20	18	28	25	30	37
EBIT	21	19	16	27	23	29	36
Pre-tax	21	19	16	28	23	29	36
Earnings	17	16	13	22	18	24	29
Book value	36	95	93	106	116	132	151
Valuation multiples							
EV/sales	2.4	3.0	4.2	4.0	4.3	3.7	3.3
EV/EBITDA	5.9	8.8	14.4	11.4	12.9	10.2	8.1
EV/EBITA	6.1	9.2	15.6	11.9	13.7	10.5	8.3
EV/EBIT	6.1	9.2	15.6	11.9	13.7	10.5	8.3
EV/operating cash flow	-13.8	9.1	8.9	11.2	15.9	13.7	10.7
EV/cash earnings	6.5	5.5	19.5	14.9	16.3	12.6	10.1
P/E	9.7	15.0	18.3	13.5	16.2	12.4	10.1
P/E excl. goodwill	9.7	15.0	18.3	13.5	16.2	12.4	10.1
P/B	1.5	1.3	2.5	2.8	2.5	2.2	1.9
P/sales	3.0	4.0	3.9	3.6	4.0	3.5	3.2
P/CF	-17.4	12.5	8.2	10.2	14.7	12.9	10.4
Target EV/EBIT	0.0	0.0	0.0	0.0	15.0	11.6	9.2
Target P/E	0.0	0.0	0.0	0.0	18.0	13.7	11.2
Target P/B	0.0	0.0	0.0	0.0	2.8	2.5	2.1
Per share measures							
Number of shares	25,172	28,306	28,306	28,351	28,351	28,351	28,351
Number of shares (diluted)	25,172	28,306	28,306	28,351	28,351	28,351	28,351
EPS	0.66	0.56	0.45	0.77	0.64	0.83	1.02
EPS excl. goodwill	0.66	0.56	0.45	0.77	0.64	0.83	1.02
Cash EPS	0.78	1.12	0.46	0.76	0.68	0.87	1.05
Operating cash flow per share	-0.37	0.67	1.01	1.02	0.70	0.80	0.99
Capital employed per share	0.92	3.40	3.56	3.55	3.53	3.60	3.67
Book value per share	1.45	3.35	3.30	3.73	4.10	4.64	5.34
Book value excl. goodwill	1.42	3.33	3.28	3.71	4.08	4.62	5.32
Dividend per share	0.01	0.10	0.22	0.26	0.29	0.32	0.34
Dividend payout ratio, %	1.2	18.6	48.8	33.8	45.7	38.5	33.5
Dividend yield, %	0.1	1.2	2.7	2.5	2.8	3.1	3.3
Efficiency measures							
ROE	56.4	24.1	13.6	21.9	16.2	19.0	20.3
ROCE	25.9	12.1	9.6	16.4	13.7	16.7	19.1
Financial ratios	20.0	12.1	0.0	10.1	10.7	10.7	10.1
Capex/sales, %	-0.2	195.9	17.9	12.0	1.5	1.5	1.3
Capex/depreciation excl. goodwill,%	-30.2	13,207.7	782.9	738.5	80.7	1.5	1.3
	-30.2	2.4	1.1	1.0	1.0	0.6	0.2
		2.4					
Net debt/EBITDA, book-weighted		0.6	0.3	0.2	∩ ว	0.0	
Net debt/EBITDA, book-weighted Debt/equity, market-weighted	1.8	0.6 44.8	0.3 44.0	0.2 46.3	0.2	0.2 54.4	0.1
Net debt/EBITDA, book-weighted Debt/equity, market-weighted Equity ratio, book-weighted	1.8 24.8	44.8	44.0	46.3	50.8	54.4	59.5
Net debt/EBITDA, book-weighted Debt/equity, market-weighted Equity ratio, book-weighted Gearing	1.8 24.8 1.82	44.8 0.49	44.0 0.20	46.3 0.27	50.8 0.20	54.4 0.13	59.5 0.04
Net debt/EBITDA, book-weighted Debt/equity, market-weighted Equity ratio, book-weighted Gearing Number of employees, average	1.8 24.8 1.82 153	44.8 0.49 175	44.0 0.20 179	46.3 0.27 184	50.8 0.20 189	54.4 0.13 194	59.5 0.04 200
Net debt/EBITDA, book-weighted Debt/equity, market-weighted Equity ratio, book-weighted Gearing Number of employees, average Sales per employee, EUR	1.8 24.8 1.82 153 350,085	44.8 0.49 175 335,200	44.0 0.20 179 338,374	46.3 0.27 184 440,158	50.8 0.20 189 387,331	54.4 0.13 194 426,497	59.5 0.04 200 455,669
Net debt/EBITDA, book-weighted Debt/equity, market-weighted Equity ratio, book-weighted Gearing Number of employees, average	1.8 24.8 1.82 153	44.8 0.49 175	44.0 0.20 179	46.3 0.27 184	50.8 0.20 189	54.4 0.13 194	59.5 0.04 200

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COMPANY DESCRIPTION: Taaleri is a Finnish company operating in wealth management, financing and investments. Taaleri operates through three segments; Wealth Management, Financing, and Energy, and its clients are wealthy private individuals, institutional investors and companies. Taaleri is headquartered in Finland and was founded in 2007. The company listed on Helsinki First North in 2013 and moved to the Nasdaq Helsinki main list in 2016.

INVESTMENT CASE:

OWNERSHIP STRUCTURE	SHARES	EURm	%
Oy Hermitage Ab	2,503,128	25.782	8.8%
Veikko Laine Oy	2,430,694	25.036	8.6%
Elomaa Heikki Juhani	1,717,562	17.691	6.1%
Lombard International Assurance S.A.	1,485,695	15.303	5.2%
Haaparinne Karri Erik	1,450,213	14.937	5.1%
Fennia Life Insurance Company Ltd	1,229,313	12.662	4.3%
Swiss Life Luxembourg Sa	1,103,825	11.369	3.9%
Berling Capital Ltd	724,033	7.458	2.6%
Lampinen Petri	508,844	5.241	1.8%
Mathur Ranjit Juhani C.	430,000	4.429	1.5%
Ten largest	13,583,307	139.908	48%
Residual	14,767,313	152.103	52%
Total	28,350,620	292.011	100%

EARNINGS CALENDAR

OTHER EVENTS

COMPANY MISCELLANEOUS CEO: Juhani Elomaa CFO: Minna Smedsten IR: Sophie Jolly

Kasarmikatu 21B, FI-00130 Helsinki Tel: +358 46 714 7100 DEFINITIONS

P/E Price per share Earnings per share	EPS Profit before extraordinary items and taxes — income taxes + minority interest Number of shares
P/Sales <u>Market cap</u> Sales	DPS Dividend for the financial period pershare
P/BV	CEPS
Priceper share	Gross cash flow from operations
Shareholders' equity + taxed provisionsper share	Number of shares
P/CF	EV/Share
Price per share	Enterprise value
Operating cash flow per share	Number of shares
EV (Enterprise value) Market cap + net debt + minorityinterest at market value – share of associated companiesat market value	Sales/Share Sales Number of shares
Net debt Interest bearing debt – financial assets	EBITDA/Share 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, % Dividend per share Priceper share	Total assets Balance sheet total
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, % Operating profit + financial income + extraordinary items Balance sheet total - interest free short term debt - long term advances received and accounts payable (average)	Debt/Equity, % Interest bearing debt Shareholders' equity + minority interest + taxed provisions
ROCE, %	Equity ratio, %
<u>Profit before extraordinary items + interest</u> expenses + other financial costs	Shareholders' equity + minority interest + taxed provisions
Balance sheet total – noninterest bearing debt(average)	Total assets – interest free loans
ROE, % Profit before extraordinary items and taxes – income taxes Shareholders' equity + minority interest + taxed provisions (average)	CAGR, % Cumulativeannual growthrate = Average growthper year

TAALERI Diversified Financial Services/Finland, August 17, 2018 Spot comment

Important Disclosures

including (but not limited to) discounted circumstances. Target prices may be alter changes in foreign exchange rates, other conditions of financial markets. Recommentity://research.evli.com/JasperAllModels	cash flow analysis and comp ed on the basis of new infor securities prices or market ir endations and changes by ar action?authParam=key;461 or methodology and the un	prices are defined by utilizing analytical techniques based on financial theory barative valuation. The selection of valuation methods depends on different mation coming to light in the underlying company or changes in interest rates, ndices or outlook for the aforementioned factors or other factors that may change the nalysts are available at <u>EtauthParam=x;G3rNagWrtf7KEtauthType=3</u> derlying assumptions is accessible via ERP:
Target price compared to share price	Recommendation	
< -10 %	SELL	
-10 - (+10) %	HOLD	
> 10 %	BUY	
ERP's investment recommendation of the	analyzed company is in gen	ieral updated 2 – 4 per year.
60%		5.04
60%		56%
50%		
40%	33%	
30%		
20%	_	
10%		
10%		
0%		
Sell	Hold	Buy
The graph above shows the distribution o	f ERP's recommendations of	companies under coverage in 16th of April 2018. If recommendation is not given, it is
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Name(s) of the analyst(s): Salokivi

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Contact information SALES AND TRADING HELSING	(1				
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 STOCKH	IOLM				
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