

EVLI

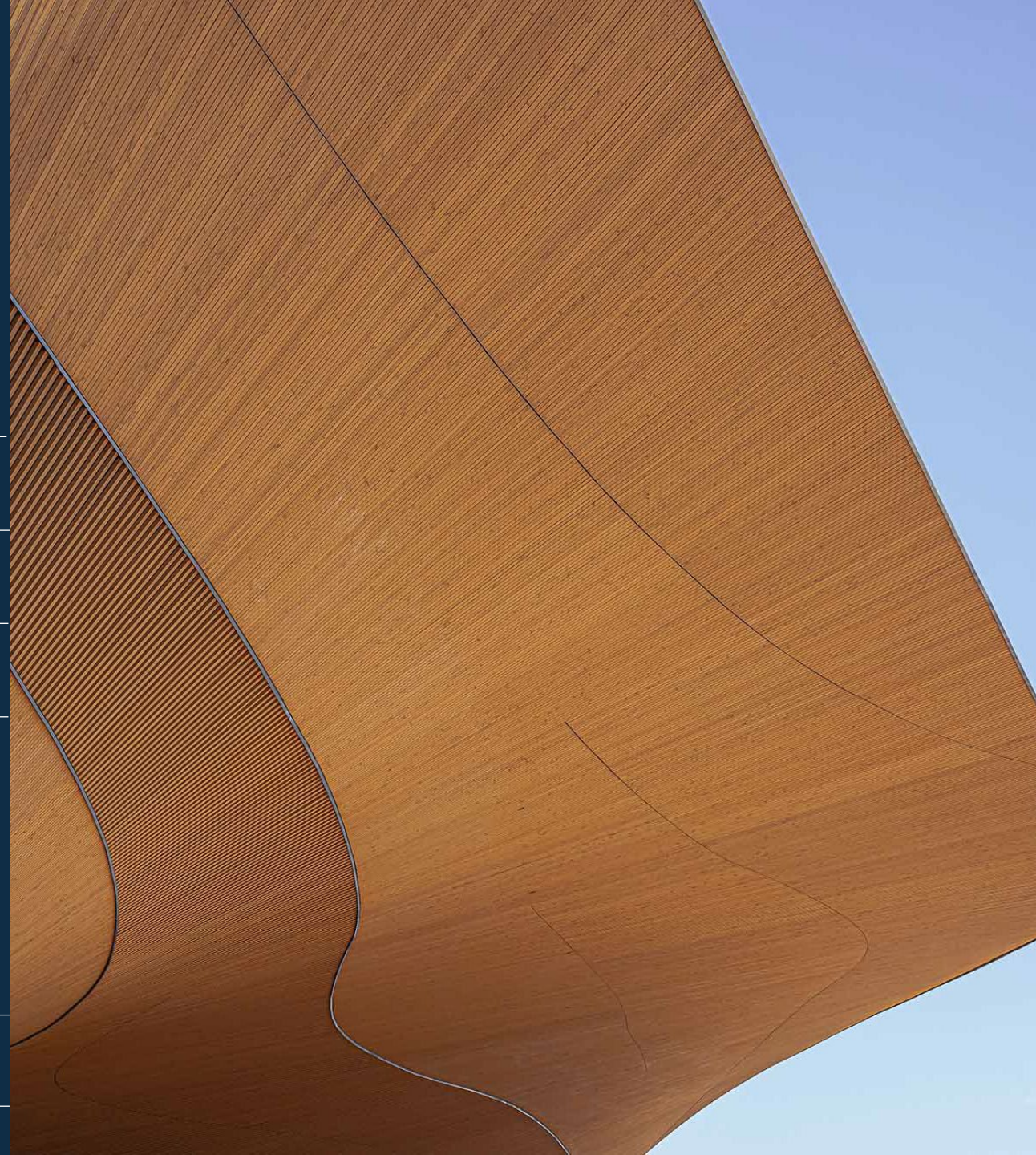
EVLI PLC

HALF YEAR FINANCIAL REPORT 1–6/2024



JULY 15, 2024

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Agenda

01 STRATEGY HIGHLIGHTS

02 FINANCIAL HIGHLIGHTS

03 FOCUS & OUTLOOK

01

STRATEGY HIGHLIGHTS

Positive development in all business areas

Market Environment

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

Rate cuts began in Europe, US likely to follow later this year

Share prices continued to rise globally, driven mainly by tech and AI

Geopolitical risks still elevated

Financial Performance

Despite the uncertainty in the operating environment, positive business and financial development

Net revenue EUR 72.2 million (EUR 52.2 million), net revenue excluding items affecting comparability EUR 55.5 million

Operating profit EUR 37.2 million (EUR 19.1 million), operating profit excluding items affecting comparability EUR 22.2 million

Earnings per Share (EPS) EUR 1.10 (EUR 0.52)

Strategy

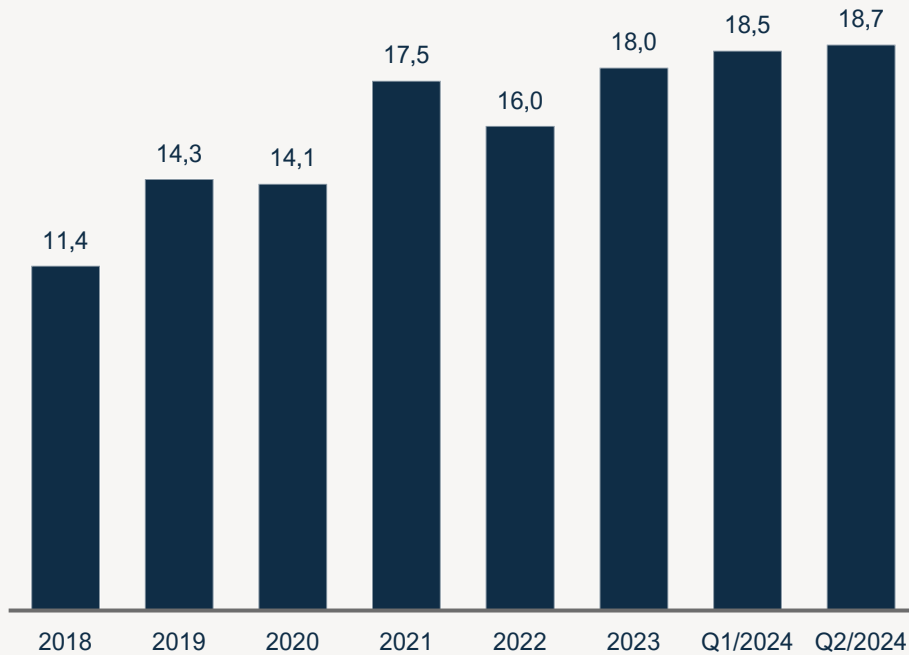
Slight improvement in demand towards alternative products, market environment still very challenging

Notable increase in activity in advisory services

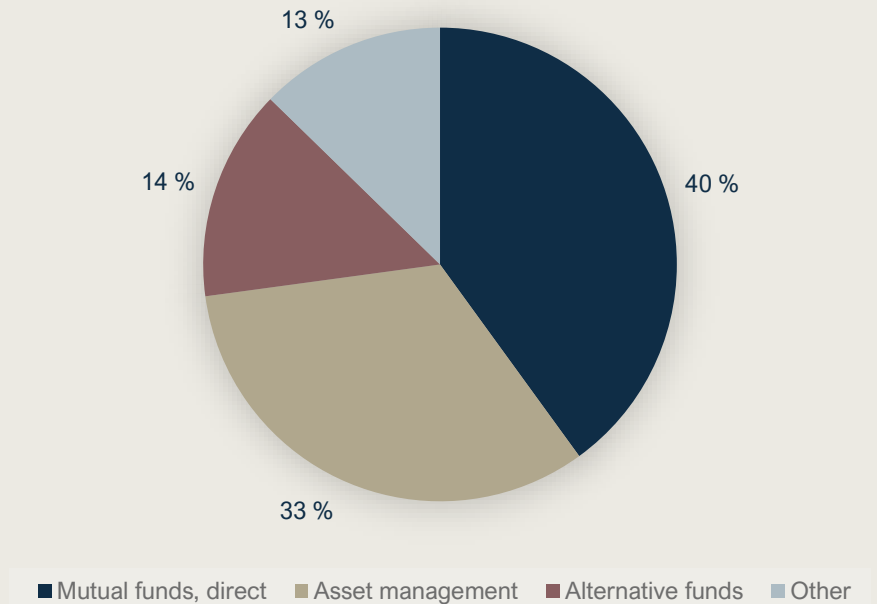
Partnership with Bregal Milestone progressing well, joint venture Allshares made first acquisitions in Sweden

Assets under management at an all-time high

DEVELOPMENT OF ASSETS UNDER MANAGEMENT

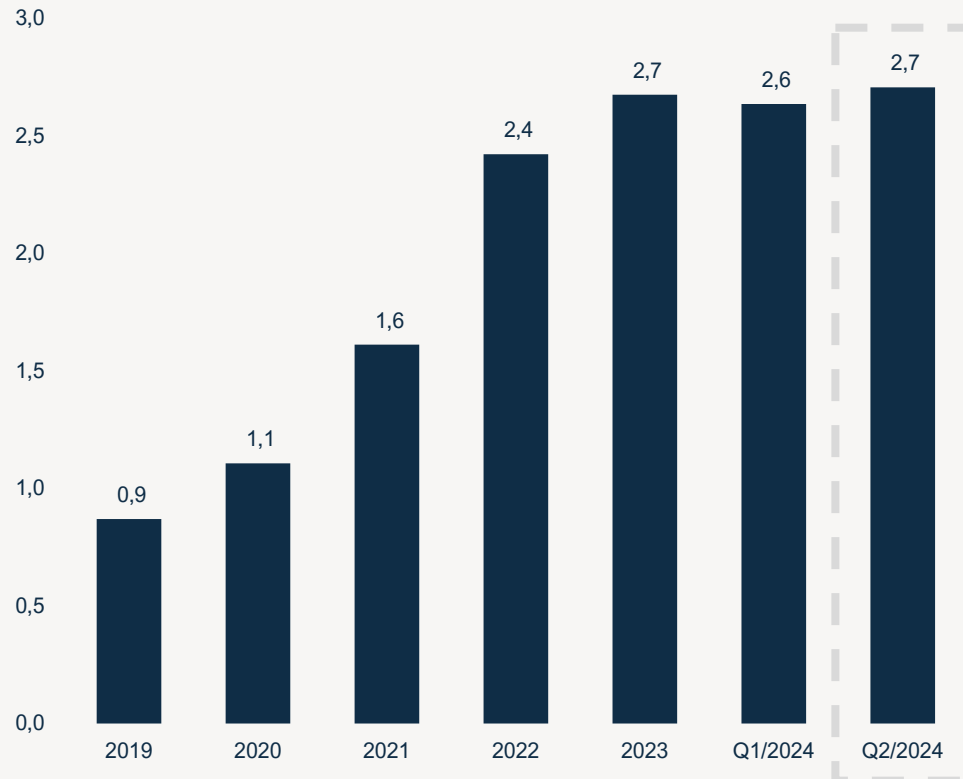


SPLIT OF ASSETS UNDER MANAGEMENT (BN. €)

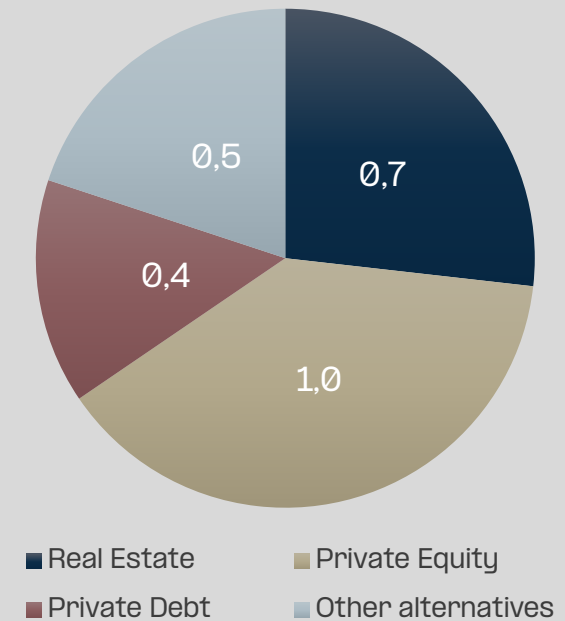


Positive net sales drove alternative assets under management up

DEVELOPMENT OF ASSETS UNDER MANAGEMENT
IN ALTERNATIVE FUNDS (BN. €)

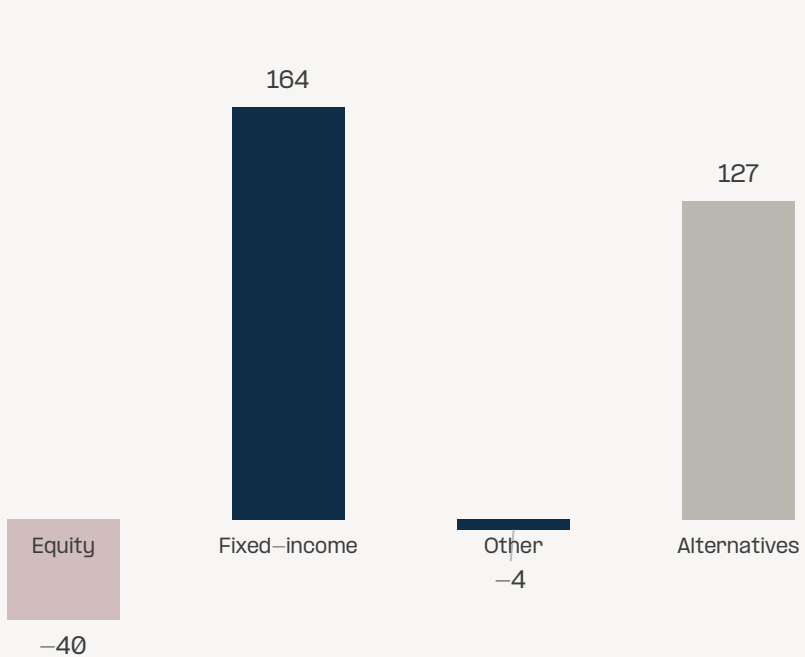


SPLIT OF ASSETS UNDER MANAGEMENT IN
ALTERNATIVE INVESTMENT FUNDS

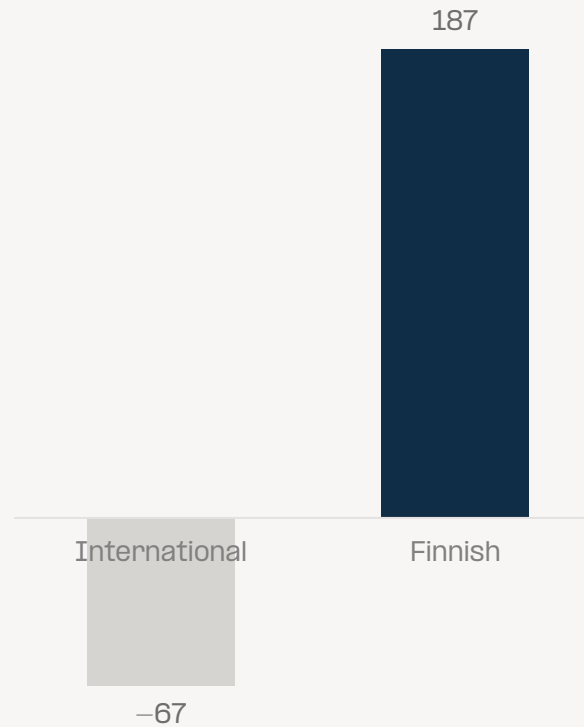


Evli awarded best fund house in Finland and Sweden*

NET SALES BY FUND TYPE (M€)



NET FUND SALES BY AREA (M€)



- Fund sales weighted towards fixed income funds
- Domestic sales strong, international sales negative

M&A business developed favorably

Corporate Finance advisory fees increased to EUR 3.3 million (EUR 1.8 million)

- Operating environment developed positively, and customer activity increased
- 4 completed transactions during the second quarter
- Mandate base developed favorably

Participation shares – development in Allshares and NHC good

Allshares developing according to plan

- During the first quarter, Evli and Bregal Milestone announced a strategic co-operation to grow Evli's incentive business, Allshares, internationally. In the transaction, Bregal became a shareholder in Allshares and Evli's ownership dropped to approximately 40 per cent, thus making the company Evli's participation share.
- Activity has picked up sharply and first acquisitions have already been made in Q2, when Allshares announced acquisition of Sweden's leading incentive design boutiques, Novare Pay Consulting, and a local administrator of incentive plans, Aktie Invest.
- Made acquisitions strengthen company's presence in Sweden and enforce its role as a leading provider of services around equity-based incentive plans in the Nordics.

Northern Horizon Capital has taken significant steps

- In the second quarter, the company completed a significant strategic project by converting the previously closed Nordic Age Care fund into an open-ended fund.
- Current assets under management in NHC is roughly EUR 1.5 billion.

02

FINANCIAL HIGHLIGHTS

Revenue development

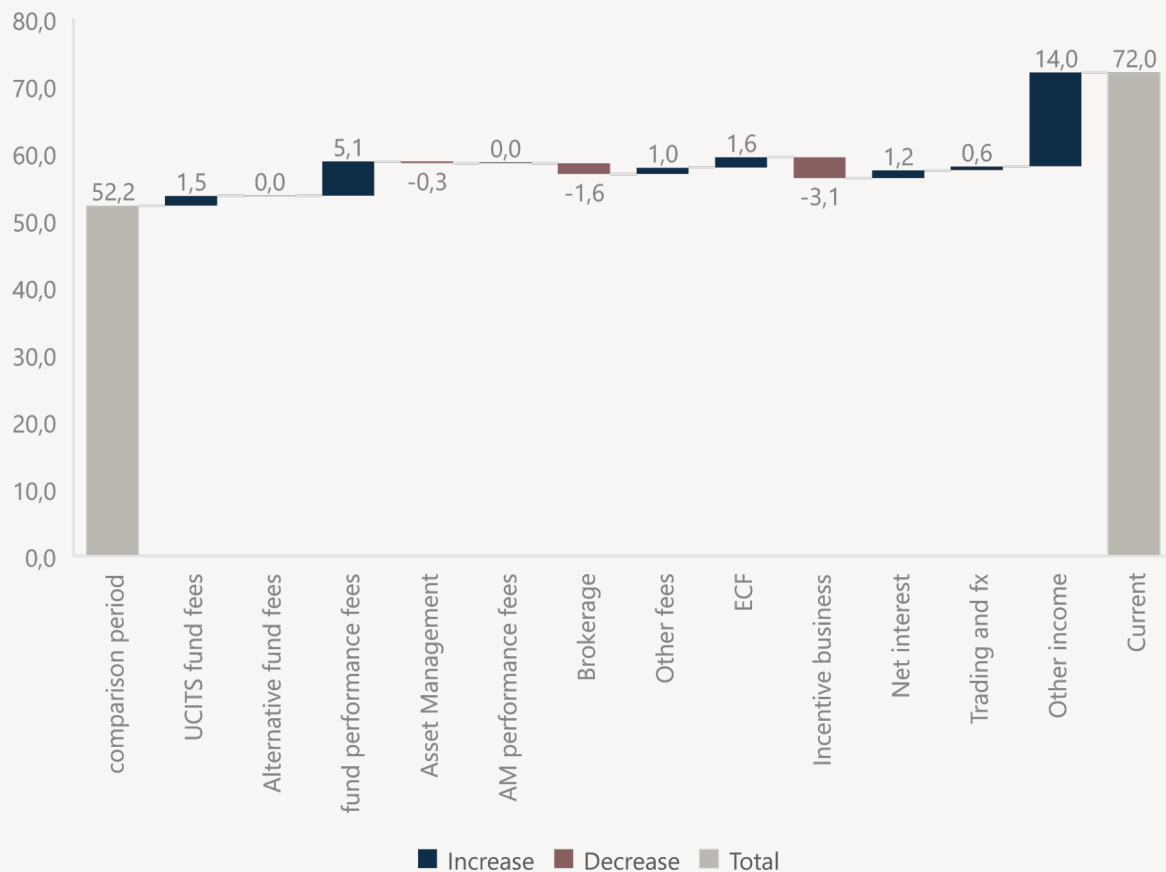
| M€ | 1-6/ 2024 | 1-6/ 2023 | 1-12/ 2023 |
|---|--------------|--------------|---------------|
| Fee and commission income | 56.3 | 51.2 | 102.9 |
| Net income from securities transactions | 1.5 | 1.1 | 3.0 |
| Income from equity investments | 0.1 | 0.0 | 0.1 |
| Interest income | 4.6 | 2.7 | 8.8 |
| Other operating income | 14.1 | 0.1 | 0.8 |
| INCOME TOTAL | 76.6 | 55.1 | 115.7 |
| Fee and commission expenses | -1.9 | -1.1 | -2.9 |
| Interest expenses | -2.5 | -1.8 | -4.1 |
| NET INCOME | 72.2 | 52.2 | 108.7 |
| Administrative expenses | | | |
| Personnel expenses | -20.9 | -20.2 | -41.0 |
| Other administrative expenses | -11.8 | -9.8 | -21.0 |
| Depreciation and amortization on tangible and intangible assets | -2.0 | -2.4 | -4.8 |
| Other operating expenses | -0.4 | -1.0 | -1.6 |
| Expected credit losses on loans and other receivables | 0.0 | 0.0 | 0.0 |
| Impairment losses on other financial assets | 0.0 | 0.0 | -0.8 |
| Share of profit or loss of associates | 0.0 | 0.4 | 0.7 |
| OPERATING PROFIT/LOSS | 37.2 | 19.1 | 40.2 |
| Income taxes | -4.3 | -3.9 | -8.2 |
| PROFIT / LOSS FOR THE FINANCIAL YEAR | 32.9 | 15.3 | 32.0 |

REVENUE DEVELOPMENT HIGHLIGHTS

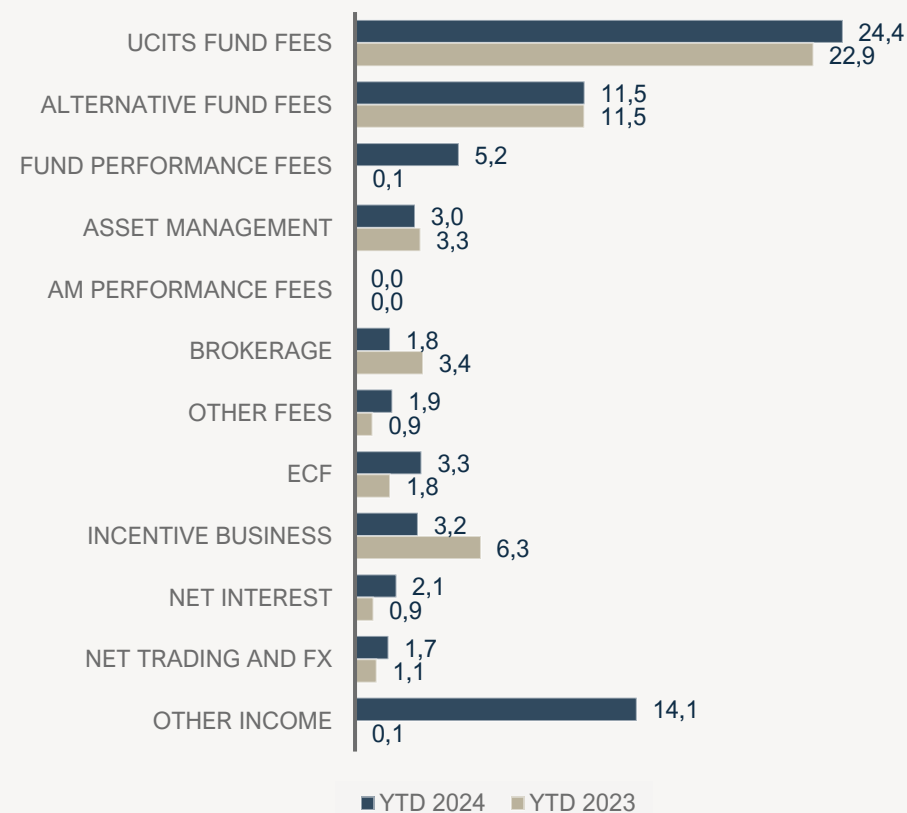
- Net revenue excluding items affecting comparability EUR 55.0 million (EUR 45.7 million)
- Operating profit excluding items affecting comparability EUR 22.2 million (EUR 16.9 million)

Revenue development

REVENUE DEVELOPMENT (current vs. last year)

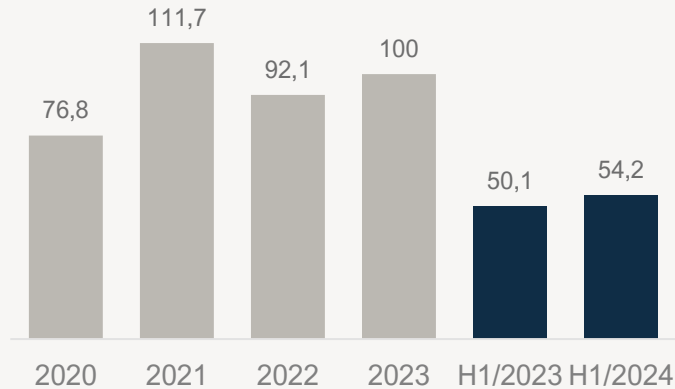


DEVELOPMENT OF COMMISSIONS (current vs. last year)

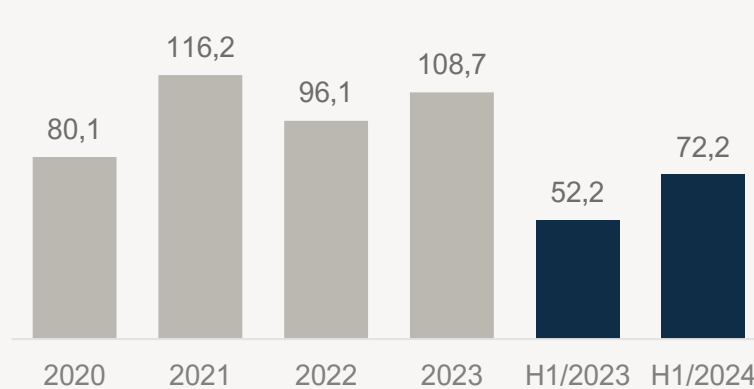


Financial development 2020–Q2/2024

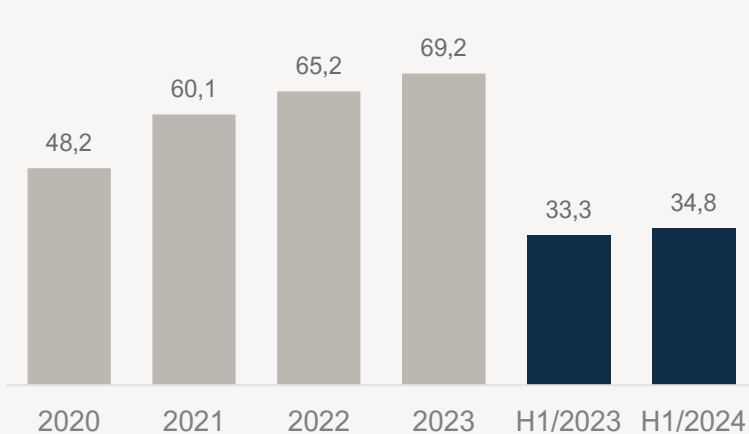
NET COMMISSIONS (EUR million)



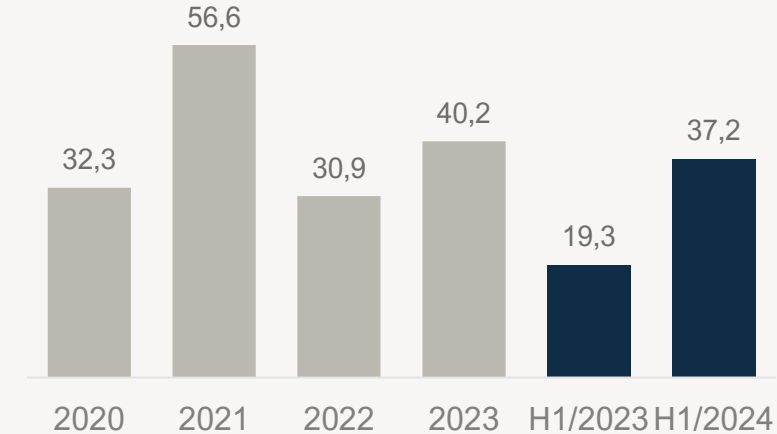
NET REVENUE (EUR million)



OPERATING EXPENSES (EUR million)



OPERATING PROFIT (EUR million)



RETURN ON EQUITY (%)

37.9 (22.6)

RECURRING REVENUE RATIO (%)

125 (128)

ASSETS UNDER MANAGEMENT (BN. €)

18.7 (16.8)

NET COMMISSIONS (M€)

54.3 (50.1)

Consolidated Balance Sheet

| M€ | 30.6.2024 | 30.6.2023 | 31.12.2023 |
|---|--------------|--------------|--------------|
| ASSETS | | | |
| Cash | 0.0 | 0.2 | 0.0 |
| Claims on credit institutions | 110.3 | 97.9 | 126.0 |
| Claims on the public and public sector entities | 14.5 | 28.1 | 19.2 |
| Debt securities | 2.2 | 2.1 | 2.0 |
| Shares and participations | 44.0 | 46.4 | 42.5 |
| Derivative contracts | 2.3 | 2.6 | 5.9 |
| Shares and participations in associates | 25.1 | 5.7 | 5.2 |
| Intangible assets and goodwill | 44.8 | 49.1 | 48.7 |
| Property, plant and equipment | 1.0 | 1.0 | 1.1 |
| Right-of-use assets | 10.8 | 12.0 | 11.3 |
| Other assets | 147.1 | 105.1 | 74.4 |
| Accrued income and prepayments | 4.1 | 3.6 | 3.4 |
| Income Tax receivables | 2.0 | 1.4 | 1.3 |
| Deferred tax assets | 3.7 | 3.8 | 3.6 |
| TOTAL ASSETS | 412.1 | 359.0 | 344.7 |

| M€ | 30.6.2024 | 30.6.2023 | 31.12.2023 |
|---|--------------|--------------|--------------|
| LIABILITIES AND EQUITY | | | |
| LIABILITIES | | | |
| Liabilities to credit institutions and central banks | 2.6 | 0.0 | 3.4 |
| Debts to institutions | 0.0 | 1.5 | 0.0 |
| Debt securities issued to the public | 104.7 | 111.7 | 106.7 |
| Derivative contracts and other liabilities held for trading | 2.4 | 2.6 | 6.0 |
| Other liabilities | 137.8 | 89.1 | 61.8 |
| Accrued expenses and deferred income | 24.5 | 25.0 | 27.3 |
| Income tax liabilities | 2.8 | 2.1 | 2.4 |
| Deferred tax liabilities | 0.2 | 0.0 | 0.0 |
| TOTAL LIABILITIES | 274.9 | 232.0 | 207.6 |
| EQUITY | | | |
| Equity to holders of parent company | 134.5 | 123.5 | 133.0 |
| Non-controlling interest in capital | 2.6 | 3.4 | 4.1 |
| TOTAL EQUITY | 137.1 | 126.9 | 137.2 |
| TOTAL LIABILITIES AND EQUITY | 412.1 | 359.0 | 344.7 |

BALANCE SHEET HIGHLIGHTS

Solvency **154.7%**

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

- Continuous process improvements
- System upgrades
- Integration of Zenito Oy
- Supporting the growth strategy of Allshares



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 the one-off impact from the corporate arrangement, the strong position and growth prospects, we estimate that the operating profit will significantly exceed the level of 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



ADDITIONAL INFORMATION
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