



Still more yield left to bite

Cibus' Q2 rental income of EUR 12.6m was a little soft (we expected EUR 12.8m) due to a change in tenancy, while EUR 0.3m in accruals also had a negative impact. However, the fundamentals remain as before, strategy is on track and there is further room for yield compression. We update our TP to SEK 135 (125); rating remains HOLD.

Cibus is well ahead of its EUR 50m annual acquisition goal

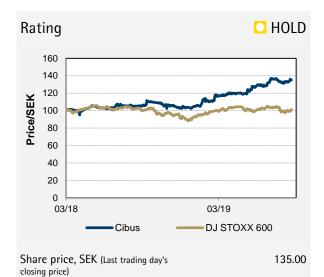
Cibus completed the acquisition of five properties during the quarter (the total number now stands at 139), meaning Cibus has already acquired EUR 45m worth of properties this year, thus bringing the portfolio gross asset value to EUR 862m. The net debt LTV ratio increased to 59.0% during the quarter, up from the previous 56.7%, however Cibus' average interest rate on borrowings declined by ca. 30bps, to 2.6%. Adjusted EPRA NAV increased slightly to EUR 11.3 (11.2) per share.

Occupancy temporarily lowish due to a tenancy change

Cibus reported a little soft Q2 net rental income due to a change in tenancy as occupancy rate dropped to 94.3% (has typically been above 95%). Another one-off was a EUR 0.3m accruals charge, and thus net rental income stood at EUR 11.5m vs our EUR 12.0m estimate. The most important forward-looking metric, namely net rental income less central administration costs, increased by EUR 2.0m to EUR 46.2m. We see the current portfolio posting EUR 46.7m next year, which translates to a 5.2% yield.

Cibus trades above GAV and NAV, but yield still attractive

Cibus' shares have rerated during the last year, now trading at a premium on book value. In early 2019 Cibus was trading at ca. 0.95x EV/GAV and 0.85x P/NAV, whereas the respective multiples now stand at 1.05x and 1.10x. We estimate the corresponding yield compression at 75bps. Meanwhile major Nordic Real Estate companies' yields have also compressed, and Cibus' absolute yield spread has stayed largely unchanged at ca. 100bps. The high underlying portfolio yield, as well as the resulting 7% dividend yield (itself a function of the property yield, leverage and dividend payout ratio), means Cibus' shares have further potential. We update our TP to SEK 135 (125), valuing Cibus at a 1.10x P/NAV multiple (1.05x EV/GAV). Our rating stays HOLD.



Target price, SEK	135.0
Latest change in recommendation	27-Feb-19
Latest report on company	16-May-19
Research paid by issuer:	YES
No. of shares outstanding, '000's	31,100
No. of shares fully diluted, '000's	31,100
Market cap, EURm	387
Free float, %	90.0
Exchange rate EUR/SEK	10.8
Reuters code	CIBUS.ST
Bloomberg code	CIBUS SS
Average daily volume, EURm	0.4
Next interim report	15-Nov-19
Web site	www.cibusnordic.com
Analyst	Joonas Ilvonen

■ BUY □ HOLD ■ SELL

joonas.ilvonen@evli.com

+358 44 430 9071

KEY FIGU	IRES									
	Sales EURm	EBIT EURm	EBIT %	Ptx profit EURm	EPS EUR	P/E (x)	EV/Sales (x)	P/CF (x)	EV/EBIT (x)	DPS EUR
2017	0	0	0.0%	0	0.00	0.0	n/m	0.0	0.0	0.80
2018	40	34	84.7%	24	0.54	19.6	19.4	13.8	23.0	0.84
2019E	52	45	86.2%	31	0.79	15.8	16.8	11.0	19.5	0.88
2020E	54	47	86.7%	34	0.87	14.3	16.2	10.4	18.7	0.92
2021E	55	47	86.7%	35	0.89	14.0	16.0	10.2	18.5	0.97
Market ca	p, EURm		387 E	BV per share 20	19E, EUR		11.0 CAGR	EPS 2018-2	21, %	18.4
Net debt 2	.019E, EURm		486 F	Price/book 2019	E		1.1 CAGR	sales 2018-	21, %	11.1
Enterprise	value, EURm		873 [Dividend yield 2	019E, %		7.1 ROE 20	D19E, %		7.2
Total asset	s 2019E, EURn	n	868 1	ax rate 2019E,	2/0			5.4		
Goodwill 2	2019E, EURm		0 E	Equity ratio 201	9E, %		2.7			

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Cibus continues to grow the portfolio, attracts new investors

So far this year Cibus has announced EUR 45m in Finnish daily-goods property acquisitions, meaning the company is now well ahead of its stated annual EUR 50m investment target for the year. The portfolio is now worth EUR 862m in terms of gross asset value, comprising of 139 properties located around Finland and with a total lettable area of some 500,000 sqm. Central portfolio metrics such as occupancy rate (94.3%), weighted average unexpired lease term (5.0 years) and net debt LTV ratio (59.0%) have remained steady. The tenant mix stays anchored to Kesko (54%) and Tokmanni (28%), with S-Group (7%) and others (11%) making up the rest. During the last twelve months the company has been able to improve its cost of borrowing by around 60bps as the interest-bearing liabilities' average interest rate now stands at ca. 2.6%.

Cibus has also continued developing its own organization with the help of few recruits, and in the long-term may eventually enter the Swedish property market. Funds managed by Sirius Capital Partners sold three quarters of their stake in May, which we see as a positive development as it widens Cibus' institutional investor base and so makes it easier to arrange e.g. an equity issue in connection with a major portfolio acquisition.

Estimates summary

Cibus	Q2'18	Q3'18	Q4'18	Q1'19	Q2'19	Q3'19e	Q4'19e	2019e	2020e
Rental income	11.7	12.6	12.4	12.7	12.6	13.3	13.3	51.9	53.9
Net rental income 1)	11.2	12.1	11.4	12.1	11.5	12.4	12.5	48.5	50.5
Operating income 2)	10.0	11.1	10.7	11.2	10.5	11.5	11.6	44.7	46.7
Net operating income 3)	6.5	7.2	7.5	7.6	6.8	8.5	8.5	31.4	34.3

¹⁾ Rental income less Property expenses

Source: Evli Research

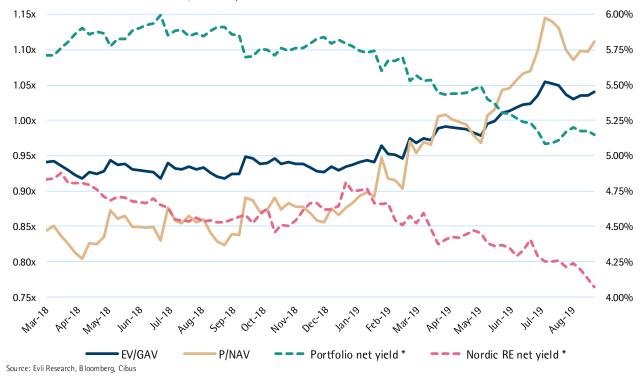
²⁾ Net rental income less Central administration expenses

³⁾ Operating income less Net financial costs

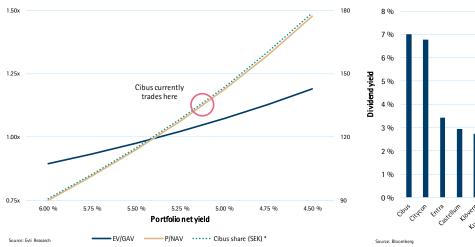


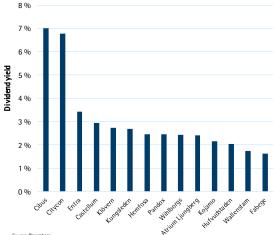
Cibus' valuation and yield development

Cibus continues to trade at around a 100bps yield spread compared to the median NTM EBITDA/EV of the 15 largest listed Nordic Real Estate companies. In other words, while we see Cibus' current 1.05x EV/GAV and 1.10x P/NAV multiples limiting the share's upside potential from present levels, we note there is further room for gain in terms of possible yield compression.



^{*} Cibus' portfolio net yield (according to the NTM earnings capacity) = [Rental income - Property expenses - Central administration]/EV Nordic Real Estate net yield = the median NTM EBITDA/EV of the 15 largest listed Nordic Real Estate companies





^{*} Assuming EURSEK exchange rate at 10.70



VALUATION RESULTS	BASE CASE DETAILS	VALUATION ASSUMPTIONS	ASSUMPTIONS FOR WACC	2
Current share price	135.00 PV of Free Cash Flow	262 Long-term growth, %	1.2 Risk-free interest rate, %	2.25
DCF share value	10.79 PV of Horizon value	547 WACC, %	5.7 Market risk premium, %	5.8
Share price potential, %	-13.3 Unconsolidated equity	0 Spread, %	0.5 Debt risk premium, %	3.3
Maximum value	14.1 Marketable securities	18 Minimum WACC, %	5.2 Equity beta coefficient	0.75
Minimum value	8.2 Debt - dividend	-491 Maximum WACC, %	6.2 Target debt ratio, %	40
Horizon value, %	67.6 Value of stock	336 Nr of shares, Mn	31.1 Effective tax rate, %	20

DCF valuation, EURm	2018	2019E	2020E	2021E	2022E	2023E	2024E	2025E	2026E	2027E	2028E	Horizon
Net sales	40	52	54	55	55	56	57	57	58	59	59	60
Sales growth, %	994,900.0	30.3	4.0	1.4	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2
Operating income (EBIT)	34	45	47	47	48	48	49	49	50	51	51	52
EBIT margin, %	84.7	86.2	86.7	86.7	86.3	86.3	86.3	86.3	86.3	86.3	86.3	86.3
+ Depreciation+amort.	0	0	0	0	0	0	0	0	0	0	0	
- Income taxes	-10	-9	-9	-9	-10	-10	-10	-10	-10	-10	-10	
- Change in NWC	0	0	0	0	0	0	0	0	0	0	0	
NWC / Sales, %	-11.5	-8.8	-8.5	-8.4	-8.3	-8.2	-8.1	-8.0	-7.9	-7.8	<i>-7.7</i>	
+ Change in other liabs	0	0	0	0	0	0	0	0	0	0	0	
- Capital Expenditure	-25	-45	0	0	0	0	0	0	0	0	0	0
Investments / Sales, %	62.9	86.8	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
- Other items	32	8	0	0	0	0	0	0	0	0	0	
= Unlevered Free CF (FCF)	31	-2	37	38	38	39	39	40	40	40	41	918
= Discounted FCF (DFCF)		-2	35	33	32	30	29	28	27	26	24	547
		•	•	•		•	•				•	
= DFCF min WACC		-2	35	34	32	31	30	29	28	27	26	643
= DFCF max WACC		-2	35	33	31	30	28	27	26	25	23	471

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INTERIM FIGURES

EVLI ESTIMATES, EURm	2018Q1	2018Q2	2018Q3	2018Q4	2018	2019Q1	2019Q2	2019Q3E	2019Q4E	2019E	2020E	2021E
Net sales	3	12	13	13	40	13	13	13	13	52	54	55
EBITDA	3	9	11	11	34	11	10	12	12	45	47	47
EBITDA margin (%)	83.9	78.1	87.7	88.0	84.7	88.5	82.9	86.5	86.9	86.2	86.7	86.7
EBIT	3	9	11	11	34	11	10	12	12	45	47	47
EBIT margin (%)	83.9	78.1	87.7	88.0	84.7	88.5	82.9	86.5	86.9	86.2	86.7	86.7
Net financial items	-2	-2	-2	-2	-10	-4	-4	-3	-3	-14	-13	-13
Pre-tax profit	0	7	9	9	24	8	7	8	8	31	34	35
Tax	-2	-2	-2	-2	-7	-1	-2	-2	-2	-7	-7	-7
Tax rate (%)	1,750.0	26.5	20.6	20.6	29.5	13.9	31.1	20.6	20.4	21.2	20.0	20.0
Net profit	-2	5	7	7	17	7	5	7	7	24	27	28
EPS	-0.05	0.16	0.22	0.22	0.54	0.21	0.15	0.21	0.21	0.79	0.87	0.89
EPS adjusted (diluted no. of shares)	-0.05	0.16	0.22	0.22	0.54	0.21	0.15	0.21	0.21	0.79	0.87	0.89
Dividend per share	0.00	0.00	0.00	0.00	0.84	0.00	0.00	0.00	0.00	0.88	0.92	0.97
SALES, EURm												
Finnish daily-goods properties	3	12	13	13	40	13	13	13	13	52	54	55
Total	3	12	13	13	40	13	13	13	13	52	54	55
SALES GROWTH, Y/Y %												
Finnish daily-goods properties	0.0	0.0	0.0	0.0	0.0	308.2	7.6	6.0	6.8	30.3	4.0	1.4
Total	0.0	0.0	0.0	0.0	n/m	308.2	7.6	6.0	6.8	30.3	4.0	1.4
EBIT, EURm												
Finnish daily-goods properties	3	9	11	11	34	11	10	12	12	45	47	47
Total	3	9	11	11	34	11	10	12	12	45	47	47
EBIT margin, %										Ÿ	Ÿ	
Finnish daily-goods properties	83.9	78.1	87.7	88.0	84.7	88.5	82.9	86.5	86.9	86.2	86.7	86.7
Total	83.9	78.1	87.7	88.0	84.7	88.5	82.9	86.5	86.9	86.2	86.7	86.7

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INCOME STATEMENT, EURm	2014	2015	2016	2017	2018	2019E	2020E	2021E
Sales	0	0	0	0	40	52	54	55
Sales growth (%)	0.0	0.0	0.0	0.0	n/m	30.3	4.0	1.4
Costs	0	0	0	0	-6	-7	-7	-7
Reported EBITDA	0	0	0	0	34	45	47	47
Extraordinary items in EBITDA	0	0	0	0	0	0	0	0
EBITDA margin (%)	0.0	0.0	0.0	0.0	84.7	86.2	86.7	86.7
Depreciation	0	0	0	0	0	0	0	0
EBITA	0	0	0	0	34	45	47	47
Goodwill amortization / writedown	0	0	0	0	0	0	0	0
Reported EBIT	0	0	0	0	34	45	47	47
EBIT margin (%)	0.0	0.0	0.0	0.0	84.7	86.2	86.7	86.7
Net financials	0	0	0	0	-10	-14	-13	-13
Pre-tax profit	0	0	0	0	24	31	34	35
Extraordinary items	0	0	0	0	32	8	0	0
Taxes	0	0	0	0	-7	-7	-7	-7
Minority shares	0	0	0	0	0	0	0	0
Net profit	0	0	0	0	49	32	27	28
BALANCE SHEET, EURm								
Assets								
Fixed assets	0	0	0	768	793	838	838	838
% of sales	0	0	0	n/m	1,993	1,616	1,555	1,533
Goodwill	0	0	0	0	0	0	0	0
% of sales	0	0	0	0	0	0	0	0
Inventory	0	0	0	0	0	0	0	0
% of sales	0	0	0	0	0	0	0	0
Receivables	0	0	0	5	5	5	5	5
% of sales	0	0	0	n/m	11	9	8	8
Liquid funds	0	0	0	17	18	23	24	25
% of sales	0	0	0	n/m	45	45	45	45
Total assets	0	0	0	792	817	868	869	869
Liabilities	ŭ	· ·	Ü	, 52	0.7	000	000	000
Equity	0	0	0	334	334	341	340	339
% of sales	0	0	0	n/m	840	<i>657</i>	631	621
Deferred taxes	0	0	0	7	7	7	7	7
% of sales	0	0	0	181,300	18	14	13	13
Interest bearing debt	0	0	0	440	465	509	510	512
% of sales	0	0	0	n/m	1,168	982	947	937
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	0	0	0	11	11	11	11	11
% of sales	0	0	0	n/m	27	21	20	19
Total liabilities	0	0	0	792	817	868	869	869
CASH FLOW, EURm	<u> </u>							
+ EBITDA	0	0	0	0	34	45	47	47
- Net financial items	0	0	0	0	-10	-14	-13	-13
- Taxes	0	0	0	5	-7	-7	-7	-7
- Increase in Net Working Capital	0	0	0	5	0	0	0	0
+/- Other	0	0	0	0	32	8	0	0
= Cash flow from operations	0	0	0	5	49	32	27	28
- Capex	0	0	0	-768	-25	-45	0	0
- Acquisitions	0	0	0	0	0	0	0	0
+ Divestments	0	0	0	0	0	0	0	0
= Net cash flow	0	0	0	-763	24	-13	27	28
+/- Change in interest-bearing debt	0	0	0	440	25	44	1	1
+/- New issues/buybacks	0	0	0	334	-23	0	0	0
- Paid dividend	0	0	0	0	-25	-26	-27	-29
+/- Change in loan receivables	0	0	0	2	0	0	0	0
Change in cash	0	0	0	12	0	5	1	0
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KEY FIGURES	2015	2016	2017	2018	2019E	2020E	2021E
M-cap	0	0	0	327	387	387	387
Net debt	0	0	423	447	486	486	487
Enterprise value	0	0	423	774	873	874	875
Sales	0	0	0	40	52	54	55
EBITDA	0	0	0	34	45	47	47
EBIT	0	0	0	34	45	47	47
Pre-tax	0	0	0	24	31	34	35
Earnings	0	0	0	17	24	27	28
Book value	0	0	334	334	341	340	339
Valuation multiples							
EV/sales	0.0	0.0	n/m	19.4	16.8	16.2	16.0
EV/EBITDA	0.0	0.0	0.0	23.0	19.5	18.7	18.5
EV/EBITA	0.0	0.0	0.0	23.0	19.5	18.7	18.5
EV/EBIT	0.0	0.0	0.0	23.0	19.5	18.7	18.5
EV/operating cash flow	0.0	0.0	42.7	32.6	24.8	23.4	23.1
EV/cash earnings	0.0	0.0	79.3	46.3	35.7	32.4	31.6
P/E	0.0	0.0	0.0	19.6	15.8	14.3	14.0
P/E excl. goodwill	0.0	0.0	0.0	19.6	15.8	14.3	14.0
P/B	0.0	0.0	0.0	1.0	1.1	1.1	1.1
P/sales	0.0	0.0	0.0	8.2	7.5	7.2	7.1
P/CF	0.0	0.0	0.0	13.8	11.0	10.4	10.2
Target EV/EBIT	0.0	0.0	0.0	0.0	104.8	100.2	98.9
Target P/E	0.0	0.0	0.0	136.9	171.8	155.5	151.6
Target P/B	0.0	0.0	0.0	0.0	12.3	12.3	12.4
Per share measures	0.0	0.0	0.0	0.0	12.5	12.5	12.7
Number of shares	31,100	31,100	31,100	31,100	31,100	31,100	31,100
Number of shares (diluted)	31,100	31,100	31,100	31,100	31,100	31,100	31,100
EPS	0.00	0.00	0.00	0.54	0.79	0.87	0.89
EPS excl. goodwill	0.00	0.00	0.00	0.54	0.79	0.87	0.89
Cash EPS	0.00	0.00	0.17	0.54	0.79	0.87	0.89
Operating cash flow per share	0.00	0.00	0.17	0.76	1.13	1.20	1.22
Capital employed per share	0.00	0.00	24.33	25.13	26.58	26.58	26.58
Book value per share	0.00	0.00	10.74	10.75	10.95	10.94	10.91
Book value excl. goodwill	0.00	0.00	10.74	10.75	10.95	10.94	10.91
Dividend per share	0.00	0.00	0.80	0.84	0.88	0.92	0.97
Dividend payout ratio, %	0.00	0.00	0.00	156.4	112.0	106.4	108.9
Dividend yield, %	0.0	0.0	0.0	8.0	7.1	7.4	7.8
	0.0	0.0	0.0	6.0	7.1	7.4	7.0
ROE	0.0	0.0	0.0	5.0	7.2	7.9	8.2
ROCE	0.0	0.0	0.0	4.3	5.4	7.9 5.5	6.2 5.6
Financial ratios	0.0	0.0	0.0	7.5	5.т	3.3	3.0
Capex/sales, %	0.0	0.0	19,200,375.0	62.9	86.8	0.0	0.0
Capex/depreciation excl. goodwill,%	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net debt/EBITDA, book-weighted	0.0	0.0	0.0	13.3	10.9	10.4	10.3
Debt/equity, market-weighted	0.0	0.0	0.0	13.3	1.3	1.3	1.3
Equity ratio, book-weighted	0.0	0.0	42.2	40.9	39.3	39.2	39.0
Gearing	0.00	0.00	1.27	1.34	1.43	1.43	1.44
3	0.00	0.00	0	0	0	0	0
Number of employees, average			0				
Sales per employee, EUR	0	0		0	0	0	0
EBIT per employee, EUR	0	0	0	0	0	0	0

CIBUS

Real Estate/Sweden, September 2, 2019 Spot comment

COMPANY DESCRIPTION: Cibus Nordic Real Estate is a Swedish property company, founded in late 2017, focusing on the daily-goods sector. Cibus owns 139 daily-goods retail properties located across Finland. The company has adopted an anchoring tenant leasing strategy, and consequently properties leased to the anchor tenants Kesko, Tokmanni and S-Group make up more than 90% of the portfolio's rental income.

INVESTMENT CASE:

OWNERSHIP STRUCTURE	SHARES	EURm	%
SFC Holding S.à r.l.	3,200,000	39.854	10.3%
Amiral Gestion	3,070,707	38.244	9.9%
Talomon Capital	2,628,000	32.730	8.5%
Fjärde AP-Fonden	2,383,202	29.681	7.7%
Carnegie Strategifond	1,288,993	16.054	4.1%
Oy Sirius Capital Partners Ab	830,000	10.337	2.7%
Nuveen Asset Management	800,000	9.964	2.6%
Marjan Dragicevic	775,000	9.652	2.5%
Norron Fonder	606,492	7.554	2.0%
Svenska Handelsbanken	563,776	7.022	1.8%
Ten largest	16,146,170	201.092	52%
Residual	14,953,830	186.242	48%
Total	31,100,000	387.333	100%

Q3 report	
	Q3 report

COMPANY MISCELLANEOUS	
CEO: Sverker Källgården	Berzelii Park 9, 111 47 Stockholm
CFO: Pia-Lena Olofsson	Tel:
IR:	

CIBUS

Real Estate/Sweden, September 2, 2019 Spot comment

DEFINITIONS

P/E	EPS
Price per share	Profit before extraordinary items and taxes
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Earnings per share	- income taxes + minority interest
	Number of shares
P/Sales	DPS
Market cap	Dividend for the financial period per share
Sales	
Sales	
P/BV	CEPS
Price per 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)	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
E.//EDITO	EAELE:
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
operating profit	Trainer of Shares
Div yield, %	Total assets
Dividend per share	Balance sheet total
Price per 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) 	
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
ROE, %	CAGR, %
Profit before extraordinary items and taxes – income taxes	$Cumulative annual\ growth rate = Average\ growth per\ year$
Shareholders' equity + minority interest + taxed provisions (average)	

Important Disclosures

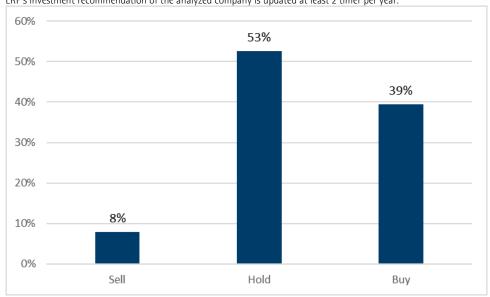
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Investment recommendations are defined as follows:

Target price compared to share price Recommendation

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

ERP's investment recommendation of the analyzed company is updated at least 2 timer per year.



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

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Contact information SALES, TRADING AND RESEARCH

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 Sami Järvinen	+358 9 4766 9130 +358 9 4766 9123 +358 9 4766 9130 +358 9 4766 9110
Structured Investments		Equity Research			
Heikki Savijoki Aki Lakkisto	+358 9 4766 9726 +358 9 4766 9123	Jonas Forslund Joonas Ilvonen Jerker Salokivi Anna-Liisa Rissanen	+358 9 4766 9314 +358 44 430 9071 +358 9 4766 9149 +358 40 157 9919		
Evli Investment Solutions					
Johannes Asuja Markku Reinikainen	+358 9 4766 9205 +358 9 4766 9669				



EVLI BANK PLC
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 Regeringsgatan 67 P.O. Box 16354 SE-103 26 Stockholm Sverige stockholm@evli.com Tel +46 (0)8 407 8000 Fax +46 (0)8 407 8001