

CAPMAN GROUP'S INTERIM REPORT 1 JANUARY – 31 MARCH 2014



CAPMAN GROUP'S INTERIM REPORT FOR 1 JANUARY–31 MARCH 2014

Performance and main events during the review period:

- Group turnover totalled MEUR 7.0 (January–March 2013: MEUR 6.8).
- Operating profit was MEUR 1.7 (MEUR 2.0).
- Profit before taxes was MEUR 1.2 (MEUR 2.7) and profit after taxes was MEUR 1.2 (MEUR 2.6).
- Earnings per share for the review period were 1.1 cents (2.3 cents).
- Capital under management as of 31 March 2014 totalled MEUR 3,084.6 (31 March 2013: MEUR 3,250.1).
- CapMan's financing position remained strong.
- The size of the CapMan Buyout X and CapMan Nordic Real Estate funds increased by approx. 14% due to new fund commitments.

CapMan maintains its outlook estimate for 2014:

We estimate our earnings per share to improve significantly from the level achieved in 2013 primarily due to increasing operating profit.

Basis for outlook:

Our fees will cover our expenses before possible non-recurring expenses related to acquisitions or larger development projects.

CapMan receives carried interest income from funds as a result of a completed exit in the event that the fund already is in carry or will enter carry due to the exit. Our current portfolio holds several investments, which we are ready to exit during 2014.

The fair value development of our own fund investments will have a substantial impact on our overall result in 2014. We expect disparity in the development of individual portfolio companies and real estate also during 2014 depending on their industry and geographical location. In addition, our portfolio companies and real estate are also influenced by various other factors, among others the general development of industries and local economies, valuation multiples of peer companies, and exchange rates.

Heikki Westerlund, CEO:

” Our development was positive in the early part of 2014. Slower than anticipated growth in Europe, however, is still reflected as caution in many sectors. There are also clear differences in the market mood between the Nordic countries, as Finland continues to develop at a slower pace than Sweden and Norway. The crisis in the Ukraine has slowed down some projects in our Russia investment area. However, interesting opportunities are created by decreasing competition. Investors' interest in real estate and debt investments generating a steady cash flow based return has increased.

We continued active value creation work in our portfolio companies. We successfully achieved our goal of developing the Norwegian-based Espira to become a market leader in its sector. Our exit from the company, when complete, will bring a good cash flow to the fund investors, including CapMan itself. Action programmes in the more challenging portfolio companies have slowly started to bear fruit, and we are expecting a clear improvement in their performance in the next 12 months.

There are currently many interesting investment opportunities in the market that we have already been monitoring for a long time, and our funds have been active on the investment front in the beginning of the year. Our latest Buyout investment Harvia is a good example of cooperation between family-owned companies and private equity investors that generates growth opportunities. Our Nordic Real Estate fund has also continued investment activities in line with its strategy, especially in Sweden and Denmark.

Our strong financial position creates a good basis for strategy implementation.”

Business operations

CapMan Group is a private equity fund manager operating in the Nordic countries and Russia. The Group also makes investments in its own funds. The Group operates through two segments: a Management Company business and a Fund Investment business.

In its Management Company business, CapMan raises capital from Nordic and international institutions for the funds that it manages. The investment teams invest this capital in Nordic and Russian companies and Nordic real estate. The Management Company business has two main sources of income: fees and carried interest from funds.

Through its Fund Investment business, CapMan makes investments from its own balance sheet in the funds that it manages. Income in this business is generated by increases in the fair value of investments and realised returns.

Please see Appendix 3 for additional details about CapMan's business model.

Group turnover and result for January–March 2014

The Group's turnover grew by 2.5% from the corresponding quarter last year and totalled MEUR 7.0 (Q1 2013: MEUR 6.8). The increase in turnover was mainly due to higher fee income compared to 2013.

Operating expenses decreased and totalled MEUR 6.7 (MEUR 8.4). Expenses during the comparable period were higher due to non-recurring expenses related to CapMan's CEO change and the establishment of the CapMan Nordic Real Estate fund.

The Group recorded an operating profit of MEUR 1.7 (MEUR 2.0), which represented a decrease of 14.8% from the comparable period last year as a result of lower carried interest income and fair value changes in CapMan's own fund investments.

Financial income and expenses amounted to MEUR -0.4 (MEUR 0.2). The decrease from the comparable period was due to the partial sale of Maneq receivables in June 2013. CapMan's share of the profit of its associated companies was MEUR -0.2 (MEUR 0.5). The decrease was mainly due to the fair value change in Maneq investments. The return profile of Maneq investments is largely consistent with that of our own fund investments.

Profit before taxes was MEUR 1.2 (MEUR 2.7) and profit after taxes was MEUR 1.2 (MEUR 2.6). Earnings per share were 1.1 cents (2.3 cents) after deducting the (net of tax) interest on the hybrid bond for the review period.

A quarterly breakdown of turnover and profit, together with turnover, operating profit/loss, and profit/loss by segment for the review period, can be found in the Tables section of this report.

Management Company business

Turnover generated by the Management Company business during the review period totalled MEUR 7.0 (MEUR 6.8). Fees increased by 9.4% compared to the corresponding quarter and totalled MEUR 7.0 (MEUR 6.4). The growth in fees resulted, among others, from management fees accrued from new CapMan Buyout X and CapMan Nordic Real Estate fund commitments, as well as from management fees for new commitments received during the review period that were recorded retroactively from the time the funds were established. Fees also included fees generated by CapMan's purchasing scheme (CaPS) and accounting services.

There was no carried interest generated during the review period because no exits were made from portfolio companies in the funds already generating carried interest. Carried interest during the comparable period in 2013 totalled MEUR 0.4.



The operating profit of Management Company business improved and was MEUR 0.4 (MEUR -1.4) and the profit for the quarter was MEUR 0.4 (MEUR -1.2). The status of the funds managed by CapMan is presented in more detail in Appendix 1.

Fund Investment business

Fair value changes of fund investments in January-March 2014 were MEUR 1.5 (MEUR 3.6) and represented a 2.2% increase during the review period (4.7% increase in value during the first quarter of 2013). In addition to developments in individual portfolio companies, fair value changes were also influenced by developments in the market value of the listed peers of our portfolio companies and changes in exchange rates. The aggregate fair value of fund investments as of 31 March 2014 was MEUR 66.4 (31 March 2013: MEUR 79.2).

Operating profit for the Fund Investment business was MEUR 1.3 (MEUR 3.5) and profit for the review period was MEUR 0.8 (profit of MEUR 3.8). The Fund Investment business includes the results of Maneq companies remaining in the CapMan portfolio.

CapMan invested a total of MEUR 3.2 (MEUR 2.9) in its funds during the review period. The majority of this was allocated to the CapMan Buyout X fund. CapMan received distributions from funds totalling MEUR 2.2 (MEUR 1.3). The majority of the distributions came from the CapMan Public Market fund as a result of exits.

The amount of remaining commitments that have not yet been called totalled MEUR 30.6 as of 31 March 2014 (31 March 2013: MEUR 24.3). The aggregate fair value of existing investments and remaining commitments was MEUR 97.0 (MEUR 103.5). CapMan invests 1-5% of the original capital in the new funds that it manages, depending on fund size.

Investments in portfolio companies are valued at fair value in accordance with the International Private Equity and Venture Capital Valuation Guidelines (IPEVG), where fair value is defined as the price that would be received to sell an asset in an orderly transaction between market participants at the measurement date. Real estate assets are valued in accordance with the value appraisals of external experts, as detailed in Appendix 1.

Investments at fair value and remaining investment capacity by investment area are presented in the Tables section of this report.

Balance sheet and financial position as of 31 March 2014

CapMan's balance sheet totalled MEUR 116.8 as of 31 March 2014 (31 March 2013: MEUR 136.4). Non-current assets amounted to MEUR 90.1 (MEUR 117.5), of which goodwill totalled MEUR 6.2 (MEUR 6.2).

Fund investments booked at fair value totalled MEUR 66.4 (MEUR 79.2). Long-term receivables amounted to MEUR 2.6 (MEUR 20.0). The decrease from the comparable period was due to the partial sale of Maneq receivables in June 2013.

In June 2013, CapMan transferred its ownership in 2005-2011 Maneq funds and long-term receivables from the funds to a Luxembourg company founded by CapMan, Maneq Investments Luxembourg, and sold part of that company to an external investor for a cash consideration of MEUR 14. CapMan's share of Maneq Investments Luxembourg and that company's loan are shown as investments in associated companies. As of 31 March 2014, investments in associated companies were MEUR 9.4 at fair value (31 March 2013: MEUR 5.8).

Current assets amounted to MEUR 26.7 (MEUR 18.2). Liquid assets (cash in hand and at banks, plus other financial assets at fair value through profit and loss) amounted to MEUR 20.8 (MEUR 10.6). The increase in liquid assets was due to exits completed after the comparable period and the partial sale of Maneq assets in June 2013.



CapMan Plc's MEUR 30 debt securities consist of a MEUR 15 senior bond and a MEUR 15 hybrid bond. The senior bond has an annual coupon rate of 5.5% and a maturity of four years. The annual coupon rate of the hybrid bond is 8.0%. The interest on the hybrid bond is deducted from equity as interest is paid, which is annually. The hybrid bond has no maturity, but CapMan has the right to call it in four years from the issue date and the option to call it in earlier, under certain terms and conditions, two years after the issue date. The current MEUR 30 debt securities replaced CapMan's previous MEUR 29 hybrid bond that CapMan redeemed on 18 December 2013 in accordance with the terms of the bond.

As of March 2014, CapMan Plc had a bank financing package totalling MEUR 45.0 (MEUR 45.0) available, of which MEUR 16.9 (MEUR 32.2) was utilised. Trade and other payables totalled MEUR 19.2 (MEUR 18.7). The Group's interest-bearing net debt amounted to MEUR 27.9 (MEUR 22.7).

CapMan Plc's bank loans include financing covenants, which are conditional on the company's equity ratio and the ratio of interest-bearing bank loans to fund investments on the balance sheet. CapMan honoured all covenants as of 31 March 2014.

The Group's cash flow from operations totalled MEUR 3.7 for the review period (MEUR 4.4). Income from fund management fees is paid semi-annually, in January and July, and is shown under working capital in the cash flow statement. Cash flow from investments totalled MEUR -1.1 (MEUR -0.8) and includes, *inter alia*, fund investments and repaid capital received by the Group. Cash flow before financing totalled MEUR 2.6 (MEUR 3.6), while cash flow from financing was MEUR 0.9 (MEUR 0.0).

Key figures 31 March 2014

CapMan's equity ratio was 56.8% as of 31 March 2014 (31 March 2013: 63.0%), its return on equity 7.3% (12.6%), and its return on investment 6.9% (10.7%). The target levels for the company's equity ratio and return on equity are at least 60% and over 20%, respectively.

	31.3.14	31.3.13	31.12.13
Earnings per share, cents	1.1	2.3	-1.2
Diluted, cents	1.1	2.3	-1.2
Shareholders' equity / share, cents *	74.1	97.1	77.0
Share issue adjusted number of shares	85,777,244	84,255,467	84,268,963
Number of shares at the end of period	86,316,766	84,281,766	85,266,991
Number of shares outstanding	86,290,467	84,255,467	85,240,692
Company's possession of its own shares, end of period	26,299	26,299	26,299
Return on equity, %	7.3	12.6	2.0
Return on investment, %	6.9	10.7	3.5
Equity ratio, %	56.8	63.0	58.9
Net gearing, %	17.3	26.7	22.3

*) In line with IFRS standards, the MEUR 15 (31 March: 2013: MEUR 29) hybrid bond has been included in equity, also when calculating equity per share. The interest on the hybrid bond (net of tax) for the review period has been deducted when calculating earnings per share.



Fundraising during the review period and capital under management as of 31 March 2014

Capital under management refers to the remaining investment capacity of funds and capital already invested at acquisition cost. Capital increases as fundraising for new funds progresses and declines as exits are made.

The size of the CapMan Buyout X fund grew to MEUR 220.1 and that of the CapMan Nordic Real Estate fund to MEUR 72.5 in February 2014. Fundraising for these two funds and for the CapMan Russia II fund continues, and the aim is to raise substantial amounts by the end of the current fundraising cycle. CapMan exploits its geographically extended network and aims to gain new fund commitments from investor groups that have not previously invested in private equity funds. Increased interest in private equity also creates opportunities for new competitive products.

Capital under management was MEUR 3,084.6 as of 31 March 2014 (31 March 2013: MEUR 3,250.1). The decrease was due to exits completed after the comparable period. Of the total capital under management, MEUR 1,572.2 (MEUR 1,760.1) was held in funds making investments in portfolio companies and MEUR 1,512.4 (MEUR 1,490.1) in real estate funds.

Funds under management, together with their investment activities, are presented in more detail in Appendices 1 and 2.

Decisions taken by the Annual General Meeting

The Annual General Meeting (AGM) of CapMan Plc was held in Helsinki on 19 March 2014. The AGM approved the annual accounts for the 2013 financial year and discharged the company's Board of Directors and Chief Executive Officers from liability. The AGM approved all the proposals presented by the Board of Directors to the AGM. The AGM decided, in accordance with the proposal of the Board of Directors, that a dividend of EUR 0.04 per share should be paid to shareholders, and this was paid to shareholders on 1 April 2014.

The AGM elected five members to the Board of Directors for a term of office expiring at the end of the next AGM. Koen Dejonckheere, Karri Kaitue, Nora Kerppola, Claes de Neergaard, and Ari Tolppanen were re-elected to the Board.

PricewaterhouseCoopers Oy, authorized public accountants, was re-elected as the company's auditor, with Mikko Nieminen as responsible auditor.

More details on the decisions taken at the AGM can be found in the stock exchange release issued on 19 March 2014.

Authorisations given to the Board by the AGM

The Annual General Meeting authorised the Board of Directors to decide on the repurchase and/or on the acceptance as pledges of the company's B shares. The number of B shares concerned shall not exceed 8,000,000, and the authorisation shall remain in force until the end of the following AGM and 30 June 2015 at the latest. The AGM also authorised the Board to decide on the issuance of shares and other special rights entitling to shares. The number of shares to be issued shall not exceed 15,000,000 B shares and the authorization shall remain in force until the end of the following AGM and 30 June 2015 at the latest.

Further details on these authorisations can be found in the stock exchange release on the decisions taken by the AGM issued on 19 March 2014.



Organisation of the Board of Directors

At its organising meeting held on 19 March 2014, the Board of Directors elected Karri Kaitue as Chairman and Nora Kerppola as Vice Chairman. The Board established an Audit Committee comprising Nora Kerppola (Chairman) and Karri Kaitue, a Remuneration Committee comprising Karri Kaitue (Chairman), Koen Dejonckheere, and Claes de Neergaard, and a Nomination Committee comprising Karri Kaitue (Chairman), Koen Dejonckheere, and Ari Tolppanen.

Personnel

CapMan employed a total of 106 people as of 31 March 2014 (31 March 2013: 105), of whom 66 (67) worked in Finland and the remainder in the other Nordic countries, Russia, and Luxembourg. A breakdown of personnel by country is presented in the Tables section of this report.

Shares and share capital

There were no changes in CapMan Plc's share capital during the review period. Share capital totalled EUR 771,586.98 as of 31 March 2014. Between 30 November and 31 December 2013, a total of 1,049,775 new CapMan Plc series B shares were subscribed for under the company's stock options program 2008B, which expired in the end of 2013. The new shares were registered on 14 February 2014 and listed on 17 February 2014. As a result, the number of B shares increased to 80,566,766. The number of A shares was 5,750,000 as of 31 March 2014.

B shares entitle holders to one vote per share and A shares to 10 votes per share.

Shareholders

The number of CapMan Plc shareholders increased by 7.6% during the review period and totalled 7,073 as of 31 March 2014 (31 March 2013: 6,043).

Company shares

As of 31 March 2014, CapMan Plc held a total of 26,299 CapMan Plc B shares, representing 0.03% of both classes of shares and 0.02% of voting rights. The market value of own shares held by CapMan was EUR 27,614 as of 31 March 2014 (31 March 2013: EUR 20,776). No changes occurred in the number of own shares held by CapMan Plc during the review period.

Compensation schemes

CapMan revised its compensation scheme during 2013 and the updated scheme came fully into force at the beginning of 2014. CapMan's new compensation scheme consists of short-term and long-term compensation schemes.

The short-term scheme covers all CapMan employees and its central objective is earnings per share, for which the Board of Directors has set a minimum target. Short-term bonuses for investment teams are based on the result of



the Management Company business for their respective investment partnership, and the minimum level of earnings per share provides the basis for receiving bonuses.

The long-term scheme consists of carried interest payable to investment teams and stock option programmes for CapMan's Executive Management Group. The carried interest payable to investment teams is based on the success of investments made in the corresponding funds. This arrangement is in line with international industry practice. As of 31 March 2014, CapMan Plc had one stock option programme – Option Programme 2013 – in place as part of its incentive and commitment arrangements for key personnel. The Board of Directors decides annually on the distribution of stock options to the key personnel employed or recruited by the Group.

The maximum number of stock options issued under Option Programme 2013 will be 4,230,000, which will carry an entitlement to subscribe to a maximum of 4,230,000 new B shares. The programme is divided into A, B, and C series, each of which covers a maximum of 1,410,000 option entitlements. The share subscription price of the 2013A options is EUR 0.92 (the trade volume-weighted average quotation of the share during 1 April–31 May 2013 with an addition of 10%), that of the 2013B options the trade volume-weighted average quotation of the share during 1 April–31 May 2014 with an addition of 10%, and that of the 2013C options the trade volume-weighted average quotation of the share during 1 April–31 May 2015 with an addition of 10%. The subscription period for 2013A options will begin on 1 May 2016, that for 2013B options on 1 May 2017, and that for 2013C options on 1 May 2018. Receivables from shares subscribed to under these options will be entered in the company's unrestricted shareholders' equity. A total of 1,125,000 stock option entitlements under the Option Programme 2013A had been allocated by the end of March 2014.

The terms of the option programmes can be found on CapMan's website.

Trading and market capitalisation

CapMan Plc's B shares closed at EUR 1.05 on 31 March 2014 (31 March 2013: EUR 0.79). The trade-weighted average price during the review period was EUR 1.11 (EUR 0.85). The highest price paid was EUR 1.23 (EUR 0.94) and the lowest EUR 0.90 (EUR 0.79). The number of CapMan Plc B shares traded totalled 8.0 million (2.8 million), valued at MEUR 8.9 (MEUR 2.3).

The market capitalisation of CapMan Plc B shares as of 31 March 2014 was MEUR 84.6 (31 March 2013: MEUR 62.0). The market capitalisation of all company shares, including A shares valued at the closing price of B shares, was MEUR 90.6 (MEUR 66.6).

Other events during the review period

Funds managed by CapMan signed an agreement to exit Espira Gruppen AS in March. The transaction will contribute some EUR 5 million in cash flow to the CapMan Group in 2014. The transaction is expected to be finalised in May 2014.

Funds managed by CapMan made a number of investments during the review period. The CapMan Buyout X fund acquired a majority holding in The North Alliance Group (NOA), a network focused on digital communication in the Nordic markets, and Kämp Group, a luxury and lifestyle hotel chain in Finland. The fund also acquired a majority holding in Suomen Lämpöikkuna Oy (LämpöLux), a provider of turnkey window and door renovation solutions in Finland. In addition, the fund made an agreement to acquire a majority holding in the Finnish Harvia Oy, which operates in the sauna industry. The transaction was finalised in April 2014.

The CapMan Mezzanine V fund also invested in the Kämp Group and Suomen Lämpöikkuna Oy.



Events after the close of the review period

Renideo Group Oy, a company controlled by funds managed by CapMan Plc, and Renideo Holding Oy, a company wholly owned by Renideo Group Oy announced a public tender offer on 14 April 2014 for all the shares issued by Oral Hammaslääkärit Plc.

In addition, the CapMan Nordic Real Estate fund signed an agreement to acquire an office building in Northern Stockholm.

Significant risks and short-term uncertainties

Weak economic development in CapMan's key markets and structural changes in industries central to CapMan's portfolio companies may affect CapMan's operations by delaying exits and reducing the fair value of the Group's fund investments. Fluctuations in exchange rates could also affect the valuation of CapMan's portfolio companies.

The market situation may also impact fundraising conditions by reducing fund investors' willingness and ability to make new commitments to CapMan's funds. Fundraising markets are expected to remain crowded over the short term, which could possibly affect the outcome of the on-going fundraising. A successful fundraising effort will impact the total amount of capital under management, hence resulting in new management fees.

The projections related to the profitability of the Management Company business involve significant uncertainty especially related to timing of exits. Due to limitations in forecasting the timing of carried interest and the change in fair value developments, providing financial guidance remains challenging over the short term.

The CapMan Real Estate I fund transferred into carry in 2007. At the end of 2013, a total of MEUR 42.3 in paid-in capital, together with the preferred return to be paid on that capital, had yet to be returned to investors. In light of the current market situation, it is considered unlikely that any further carried interest would be paid from the CapMan Real Estate I fund. Of the 2007 carried interest, some MEUR 6.4 was not entered in CapMan's profit in 2007 but instead left in a reserve in case that some of the carried interest would have to be returned to investors in future. It is possible that the required return of carried interest will exceed the reserved amount at the time of terminating the fund.

The company's financing agreements include financing covenants, which, if breached, may result in increased financing costs for the company or stipulate partial or full repayment of outstanding bank loans.

The EU's Basel III and Solvency II regulatory initiatives limit the ability of European banks and insurance companies to invest in private equity funds, and could therefore impact CapMan's fundraising activity. The entering into force of the Alternative Investment Fund Managers' Directive (AIFMD) may have an impact on the operations and marketing of the funds.



Business environment

The Nordic buyout and M&A markets developed positively and the value of acquisitions made during the first quarter of 2014 tripled compared to the same period last year.¹ However, the deal value reached in Europe overall lagged behind accelerating global developments. Competition for investment opportunities remained stiff, as the value of unspent commitments to private equity funds, known as 'dry powder', surged to record levels in the beginning of the year.² Also funds managed by CapMan have been active on the investment front and made in total five new investments during and after the review period.

Private equity has long been one of the best-performing asset classes for institutional investors over the long term. According to Bain's report, mid-market and growth-capital funds in Europe will continue to dominate investors' interest and the Nordic countries are seen as one of the most interesting markets to invest in Europe.³ According to a survey by Preqin, 95% of investors interviewed in Q1 2014 will be looking for Europe-focused fund opportunities in the year ahead.⁴

The year began with the largest amount of new investment commitments raised globally in the first quarter of any year since the financial crisis in 2008. Commitments to European Buyout funds, however, remained slightly below the level achieved in the comparable period. Large and established fund managers raised the majority of new investment commitments during the review period, but investors also favoured small and mid-sized fund managers with excellent track record and specific investment focus. Although fewer new funds were established than during the comparable period, the number of funds in the market increased in the beginning of the year, making competition even tougher.⁵ Exit activity, however, is expected to continue at least at the same level as in 2013, enabling investors to re-allocate the capital distributions from exits into new funds.⁶

The availability of bank financing varies in Europe. In the beginning of 2014, financing was still available for solid companies and deals, while smaller businesses had difficulties in accessing the capital markets due to tightening credit conditions.⁷ Increased interest in alternative financing sources creates opportunities for private debt financiers.

The crisis in the Ukraine and the consequent sanctions imposed on Russia have reduced growth forecasts for the Russian economy.⁸ A weaker rouble and stock market could have a negative impact on the fair value development of portfolio companies in Russia, but could also create better investment opportunities due to lower valuations. Russia is still considered an important growth region, and sectors such as IT, B2B services, and healthcare that are the investment focus of CapMan Russia are still expected to continue their growth.

The volume of real estate transactions in Finland during the first quarter of 2014 increased to over BEUR 0.5, which is the highest first-quarter volume reached since 2008. International investors represented approximately 75% of the transaction volume in Finland.⁹ During the same period in Sweden, transaction volume increased by nearly 55% from the previous year, to approx. BEUR 2.9. Investors in Finland and Sweden continued to focus on prime real estate with stable rents, although there has been increasing demand for better properties outside prime areas, particularly in Sweden. The yield gap between prime and secondary assets continued to be high, although there has been downward pressure on secondary asset yields in Sweden.¹⁰ Rental levels remained generally stable in the

¹ Merger Market: Nordics M&A Trend Report: Q1 2014

² Preqin Quarterly update: Private Equity Q1 2014

³ Bain Global Private Equity report 2014

⁴ Preqin Quarterly update: Private Equity Q1 2014

⁵ Preqin Private Equity Fundraising Q1 2014

⁶ Bain Global Private Equity report 2014

⁷ ECB The Euro Area Bank Lending Survey April 2014

⁸ Reuters 16.4.2014

⁹ KTI Transactions information service – April 2014

¹⁰ Savills Market report Sweden Investment April 2014



Nordic countries also during the first quarter of the year. At the same time, the availability of traditional senior financing has shown some signs of recovery compared to the same period last year.¹¹

Regulatory environment

The law implementing the European Directive on Alternative Investment Fund Managers (AIFM directive) came into force in Finland on 15 March 2014. The directive stipulates, among other things, an operating license or registration for alternative investment fund managers, as well as other significant requirements, including fund investor and authority reporting. CapMan has already taken action to comply with the directive and evaluates that its organisation and operating model enables it to comply with the requirements of these new regulations, where applicable.

CapMan actively monitors other regulatory developments affecting the industry, including the Basel III and Solvency II initiatives, which will have an impact on capital requirements for European banks and insurance companies.

CapMan maintains its outlook estimate for 2014:

We estimate our earnings per share to improve significantly from the level achieved in 2013 primarily due to increasing operating profit.

Basis for outlook:

Our fees will cover our expenses before possible non-recurring expenses related to acquisitions or larger development projects.

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The fair value development of our own fund investments will have a substantial impact on our overall result in 2014. We expect disparity in the development of individual portfolio companies and real estate also during 2014 depending on their industry and geographical location. In addition, our portfolio companies and real estate are also influenced by various other factors, among others the general development of industries and local economies, valuation multiples of peer companies, and exchange rates.

¹¹ Hufvudstaden February 2013



The CapMan Group will publish its Interim Report for 1 January – 30 June 2014 on Thursday, 7 August 2014.

Helsinki, 8 May 2014

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Appendices (after the Tables section):

Appendix 1: The CapMan Group's funds under management as of 31 March 2014, MEUR

Appendix 2: Operations of CapMan's funds under management in January–March 2014

Appendix 3: Description of CapMan's business operations



Accounting principles

The Interim Report has been prepared in accordance with the International Financial Reporting Standards (IFRS). The information presented in the Interim Report is un-audited.

GROUP STATEMENT OF COMPREHENSIVE INCOME (IFRS)

€ ('000)	1-3/14	1-3/13	1-12/13
Turnover	6,975	6,806	29,774
Other operating income	25	0	187
Personnel expenses	-3,889	-4,635	-15,560
Depreciation and amortisation	-101	-179	-664
Other operating expenses	-2,740	-3,595	-11,630
Fair value gains of investments	1,468	3,643	1,240
Operating profit	1,738	2,040	3,347
Financial income and expenses	-349	179	-747
Share of associated companies' result	-171	522	-610
Profit before taxes	1,218	2,741	1,990
Income taxes	-54	-152	-531
Profit for the period	1,164	2,589	1,459
Other comprehensive income:			
Translation differences	6	111	83
Remeasurements of post-employment benefit obligations	0	0	-103
Total comprehensive income	1,170	2,700	1,439
Profit attributable to:			
Equity holders of the company	1,164	2,589	1,459
Total comprehensive income attributable to			
Equity holders of the company	1,170	2,700	1,439
Earnings per share for profit attributable to the equity holders of the Company:			
Earnings per share, cents	1.1	2.3	-1.2
Diluted, cents	1.1	2.3	-1.2

Accrued interest payable on the hybrid bond has been taken into consideration for the review period when calculating earnings per share.



GROUP BALANCE SHEET (IFRS)

€ ('000)	31.3.14	31.3.13	31.12.13
ASSETS			
Non-current assets			
Tangible assets	272	331	282
Goodwill	6,204	6,204	6,204
Other intangible assets	981	1,372	1,047
Investments in associated companies	9,412	5,776	9,583
Investments at fair value through profit and loss			
Investments in funds	66,416	79,166	64,122
Other financial assets	113	99	94
Receivables	2,554	20,007	2,432
Deferred income tax assets	4,111	4,526	4,111
	90,063	117,481	87,875
Current assets			
Trade and other receivables	5,891	7,602	5,199
Other financial assets at fair value through profit and loss	319	365	361
Cash and bank	20,519	10,223	17,004
	26,729	18,190	22,564
Non-current assets held for sale	0	748	0
Total assets	116,792	136,419	110,439
€ ('000)	31.3.14	31.3.13	31.12.13
EQUITY AND LIABILITIES			
Capital attributable to the Company's equity holders			
Share capital	772	772	772
Share premium account	38,968	38,968	38,968
Other reserves	27,041	38,814	26,107
Translation difference	132	154	126
Retained earnings	-3,358	3,142	-1,112
Total equity	63,555	81,850	64,861
Non-current liabilities			
Deferred income tax liabilities	1,817	2,336	1,820



Interest-bearing loans and borrowings	27,854	22,678	25,854
Other liabilities	0	930	0
Post-employment benefits	299	169	299
	29,970	26,113	27,973
Current liabilities			
Trade and other payables	19,232	18,671	11,344
Interest-bearing loans and borrowings	4,000	9,785	6,000
Current income tax liabilities	35	0	261
	23,267	28,456	17,605
Total liabilities	53,237	54,569	45,578
Total equity and liabilities	116,792	136,419	110,439

GROUP STATEMENT OF CHANGES IN EQUITY

	Attributable to the Company's equity holders					
	Share capital	Share premium account	Other reserves	Translation differences	Retained earnings	Total
€ ('000)						
Equity on 1 January 2013	772	38,968	38,814	43	553	79,150
Profit for the year					2,589	2,589
Other comprehensive income for the year						
Currency translation differences				111		111
Total comprehensive income for the year				111	2,589	2,700
Equity on 31 March 2013	772	38,968	38,814	154	3,142	81,850
Equity on 1 January 2014	772	38,968	26,107	126	-1,112	64,861
Profit for the year					1,164	1,164
Other comprehensive income for the year						
Currency translation differences				6		6
Total comprehensive income for the year				6	1,164	1,170
Share issue			934			934
Options					42	42
Dividends					-3,452	-3,452
Equity on 31 March 2014	772	38,968	27,041	132	-3,358	63,555



STATEMENT OF CASH FLOW (IFRS)

€ ('000)	1-3/14	1-3/13	1-12/13
Cash flow from operations			
Profit for the financial year	1,164	2,589	1,459
Adjustments	-634	-3,349	363
Cash flow before change in working capital	530	-760	1,822
Change in working capital	3,500	5,739	921
Financing items and taxes	-331	-541	-5,708
Cash flow from operations	3,699	4,438	-2,965
Cash flow from investments	-1,118	-840	26,792
Cash flow before financing	2,581	3,598	23,827
Other net cash flow	934	0	-13,448
Financial cash flow	934	0	-13,448
Change in cash funds	3,515	3,598	10,379
Cash funds at start of the period	17,004	6,625	6,625
Cash funds at end of the period	20,519	10,223	17,004



SEGMENT INFORMATION

The Group reports two segments: Management Company business and Fund Investment business.

1-3/2014	Management Company business			Fund Investment business	Total
	CapMan Private Equity	CapMan Real Estate	Total		
€ ('000)					
Turnover	4,805	2,170	6,975	0	6,975
Operating profit/loss	-48	469	421	1,317	1,738
Profit/loss for the financial year	-48	416	368	796	1,164
Assets	7,256	314	7,570	82,493	90,063
Total assets includes:					
Investments in associated companies	0	0	0	9,412	9,412

1-3/2013	Management Company business			Fund Investment business	Total
	CapMan Private Equity	CapMan Real Estate	Total		
€ ('000)					
Turnover	5,141	1,665	6,806	0	6,806
Operating profit/loss	-1,031	-399	-1,430	3,470	2,040
Profit/loss for the financial year	-803	-399	-1,202	3,791	2,589
Assets	7,628	378	8,006	109,475	117,481
Total assets includes:					
Investments in associated companies	0	0	0	5,776	5,776
Non-current assets held for sale	748	0	748	0	748



1-12/2013	Management Company business			Fund Investment business	Total
	CapMan Private Equity	CapMan Real Estate	Total		
€ ('000)					
Turnover	22,628	7,146	29,774	0	29,774
Operating profit/loss	2,951	-150	2,801	546	3,347
Profit/loss for the financial year	1,673	-150	1,523	-64	1,459
Assets	7,326	301	7,627	80,248	87,875
Total assets includes:					
Investments in associated companies	0	0	0	9,583	9,583

INCOME TAXES

The Group's income taxes in the Income Statements are calculated on the basis of current taxes on taxable income and deferred taxes. Deferred taxes are calculated on the basis of all temporary differences between book value and fiscal value.

DIVIDENDS

A dividend of €0.04 per share, totalling MEUR 3.5 million in all, was paid for 2013. The dividend was paid to shareholders on 1 April 2014. No dividend was paid for 2012.



NON-CURRENT ASSETS

€ ('000)	31.3.14	31.3.13	31.12.13
Investments in funds at fair value through profit and loss at Jan 1	64,122	74,465	74,465
Additions	3,151	2,902	5,496
Distributions	-2,207	-1,280	-14,098
Fair value gains/losses on investments	1,350	3,079	-1,741
Investments in funds at fair value through profit and loss at end of the period	66,416	79,166	64,122
Investments in funds at fair value through profit and loss at the end of period	31.3.14	31.3.13	31.12.13
Buyout	36,847	42,908	33,897
Credit	3,747	3,583	2,660
Russia	4,378	4,464	4,036
Public Market	3,506	4,866	5,296
Real Estate	7,452	7,005	7,345
Other	8,018	12,232	8,153
Access	2,468	4,108	2,735
In total	66,416	79,166	64,122



THE GROUP'S ASSETS AT FAIR VALUE AS OF 31 MARCH 2014

The different levels have been defined as follows:

Level 1 Quoted (unadjusted) prices in active markets for identical assets

Level 2 Other than quoted prices included within Level 1 that are observable for the asset, either directly (that is, as price) or indirectly (that is, derived from prices)

Level 3 The asset is not based on observable market data

	Level 1	Level 2	Level 3	Total
Investments at fair value through profit and loss				
investments in funds				
at Jan 1		5,296	58,826	64,122
Additions		31	3,120	3,151
Distributions		-1,896	-311	-2,207
Fair value gains/losses on investments		75	1,275	1,350
at the end of period		3,506	62,910	66,416

Level 3 fund investments mainly include investments in unlisted companies that have no quoted market value.

The valuation of CapMan funds' investment is based on international valuation guidelines that are widely used and accepted within the industry and among investors. CapMan always aims at valuing funds' investments at their actual value. Fair value is the best estimate of the price that would be received by selling an asset in an orderly transaction between market participants on the measurement date.

Determining the fair value of fund investments for funds investing in portfolio companies is carried out using International Private Equity and Venture Capital Valuation Guidelines (IPEVG). In estimating fair value for an investment, CapMan applies a technique or techniques that is/are appropriate in light of the nature, facts, and circumstances of the investment in the context of the total investment portfolio. In doing this, current market data and several inputs, including the price at which an investment was acquired, the nature of the investment, local market conditions, trading values on public exchanges for comparable securities, current and projected operating performance, and financing transactions subsequent to the acquisition of the investment, are evaluated and combined with market participant assumptions. In selecting the appropriate valuation technique for each particular investment, consideration of those specific terms of the investment that may impact its fair value is required.

Different methodologies may be considered. The most applied methodologies at CapMan include the price of recent investments, which is typically applied in the case of new investments, and the earnings multiple valuation technique, whereby public peer group multiples are used to estimate the value of a particular investment. Due to qualitative nature of the valuation methodologies, they are mainly based on CapMan's judgment.

Investments in real estate are valued at fair value based on appraisals made by independent external experts, who follow International Valuation Standards (IVS). The method most appropriate to the use of the property is always applied, or a combination of such methods.

Because there is significant uncertainty in the valuation of, or in the stability of, the value of illiquid investments, the fair values of such investments as reflected in a fund's net asset value do not necessarily reflect the prices that would actually be obtained when such investments are realised.



TRANSACTIONS WITH RELATED PARTIES (ASSOCIATED COMPANIES)

€ ('000)	31.3.14	31.3.13	31.12.13
Receivables - non-current at end of review period	0	18,157	0
Receivables - current at end of review period	0	337	51

NON-CURRENT LIABILITIES

€ ('000)	31.3.14	31.3.13	31.12.13
Interest bearing loans at end of review period	27,854	22,678	25,854

Seasonal nature of business

Carried interest income is accrued on an irregular schedule depending on the timing of exits. An exit may have an appreciable impact on the Group's result for the full financial year.

PERSONNEL

By country	31.3.14	31.3.13	31.12.13
Finland	66	67	65
Sweden	20	17	18
Norway	8	8	8
Russia	11	12	11
Luxembourg	1	1	1
In total	106	105	103



CONTINGENT LIABILITIES

€ ('000)	31.3.14	31.3.13	31.12.13
Leasing agreements	5,826	6,446	5,131
Securities and other contingent liabilities	64,313	65,095	64,326
Remaining commitments to funds	30,567	24,322	30,305
Remaining commitments by investment area			
Buyout	15,869	9,070	14,929
Credit	3,508	4,401	4,257
Russia	2,379	2,960	2,500
Public Market	1,386	1,029	1,349
Real Estate	2,904	3,153	2,664
Other	3,342	2,462	3,410
Access	1,179	1,247	1,196
In total	30,567	24,322	30,305

Commitments to funds are typically made for ten years. The majority of the commitments are paid in during fund's investment period, 3–5 years from the establishment of each fund.



TURNOVER AND PROFIT QUARTERLY

2014

MEUR	1-3/14
Turnover	7.0
Fees	7.0
Carried interest	0.0
Other operating income	0.0
Operating expenses	-6.7
Fair value gains of investments	1.5
Operating profit	1.7
Financial income and expenses	-0.3
Share of associated companies' result	-0.2
Profit before taxes	1.2
Profit for the period	1.2

2013

MEUR	1-3/13	4-6/13	7-9/13	10-12/13	1-12/13
Turnover	6.8	9.7	6.7	6.6	29.8
Fees	6.4	7.3	6.6	6.6	26.9
Carried interest	0.4	2.4	0.1	0.0	2.9
Other operating income	0.0	0.0	0.0	0.2	0.2
Operating expenses	-8.4	-8.0	-6.5	-5.0	-27.9
Fair value gains / losses of investments	3.6	0.3	-0.1	-2.6	1.2
Operating profit / loss	2.0	2.0	0.2	-0.9	3.3
Financial income and expenses	0.2	-0.1	-0.2	-0.6	-0.7
Share of associated companies' result	0.5	-0.3	-0.4	-0.4	-0.6
Profit / loss before taxes	2.7	1.6	-0.5	-1.8	2.0
Profit / loss for the period	2.6	1.7	-0.4	-2.4	1.5



APPENDIX 1: THE CAPMAN GROUP'S FUNDS UNDER MANAGEMENT AS OF 31 MARCH 2014, MEUR

The tables below show the status of the funds managed by CapMan as of 31 March 2014. CapMan groups its funds into four categories in terms of their life cycle as follows: 1) Funds generating carried interest; 2) Funds in the exit and value creation phase; 3) Funds in the active investment phase; and 4) Funds with no carried interest potential for CapMan.

Exits made by funds generating carried interest provide CapMan with immediate carry income, while those in the exit and value creation phase can be expected to start generating carried interest within the next 1-5 years. The carry potential of funds in the active investment phase is likely to be realised over the next 5-10 years. The final category comprises funds that do not offer any carried interest potential for CapMan, either because CapMan's share of carry in the funds concerned is small or because the funds are not expected to transfer to carry.

When analysing the projected timetable within which a fund could transfer to carry, the cumulative cash flow that investors have already received should be compared to the fund's paid-in capital. In order for a fund to enter carry, it must first return its paid-in capital and pay an annual preferential return to investors. In the case of funds in the exit or value creation phase, the table shows the cash flow that must be returned to investors to enable a fund to transfer to carry. The carry potential of each fund can be evaluated by comparing this figure to the fair value of the fund's portfolio. A portfolio's fair value, including its possible net cash flows, provides an indication of the distributable capital available as of the end of the reporting period. Any uncalled capital in a fund (particularly relevant for funds in the active investment phase) should be taken into account when evaluating the cash flow that will be needed to enable a fund to transfer to carry.

The percentage shown in the last column indicates the share of each fund's cash flow due to CapMan as and when the fund transfers to carry. Following a previous distribution of carried interest, any new paid-in capital, together with the annual preferential return payable on it, must be returned to investors before any further distribution of carried interest can take place.

Definitions of the column headings are shown below the table.



FUNDS INVESTING IN PORTFOLIO COMPANIES

	Size	Paid-in capital	Fund's current portfolio		Net cash assets	Distributed cash flow		Amount of cash flow needed to transfer the fund to carry as of 31.3.2014	CapMan's share of cash flow if the fund generates carried interest
			At cost	At fair value		To investors	To mgmt company		
Funds generating carried interest									
Fenno Program ¹⁾ , FM II B, FV V, FM IIIB, CME VII B ⁶⁾									
Total	314.5	308.8	25.4	15.9	4.0	504.8	22.1		10-20%
Funds in exit and value creation phase									
FM III A	101.4	100.6	18.4	19.5	0.4	128.2		2.8	20 %
CME VII A ⁶⁾	156.7	156.7	44.2	24.1	6.6	204.5		14.6	15 %
CME Sweden ⁶⁾	67.0	67.0	18.9	10.3	2.8	86.9		7.8	15 %
CMB VIII ^{2) 6)}	440.0	398.2	174.0	249.9	1.1	228.3		358.7	12 %
CMLS IV	54.1	61.1	36.4	25.3	2.9	18.1		65.6	10 %
CMT 2007 ²⁾	99.6	77.6	33.5	32.8	0.8	44.6		65.4	10 %
CMPM	138.0	133.4	71.1	99.8	0.4	133.0		73.7	10 %
CMR	118.1	105.3	62.3	83.9	3.5	18.9		118.0	3.4 %
CMB IX	294.6	276.7	207.9	277.6	1.9	42.5		298.9	10 %
Total	1,469.5	1,376.6	666.7	823.2	20.4	905.0			
Funds in active investment phase									
CMM V	95.0	48.6	36.8	44.1	0.6	13.1			10 %
CMB X ²⁾	220.1	49.6	31.9	31.9	7.9	0.8			8 %
CMR II	97.2	14.6	11.3	11.3	0.6	0.0			8 %
Total	412.3	112.8	80.0	87.3	9.1	13.9			
Fund with no carried interest potential- for CapMan									
FV IV, FV VET, SWE LS ³⁾ , SWE Tech ^{2), 3)} , CME VII C ⁶⁾ , FM II A, C, D ²⁾ , FM III C, CMM IV ⁴⁾									
Total	578.9	554.7	70.8	64.7	33.0	445.3			
Total-private equity funds	2,775.2	2,352.9	842.9	991.1	66.5	1,869.0	22.1		



REAL ESTATE FUNDS

	Investment capacity	Paid-in capital	Fund's current portfolio		Net cash assets	Distributed cash flow		Amount of cash flow needed to transfer the fund to carry as of 31.3.2014	CapMan's share of cash flow if the fund generates carried interest
			At cost	At fair value		To investors	To mgmt-company		
Funds in exit and value creation phase									
CMRE I ⁵⁾									
Equity and bonds	200.0	188.5	64.0	40.0		207.8	27.4	79.0	26%
Debt-financing	300.0	276.6	70.5	70.5					
Total	500.0	465.1	134.5	110.5	1.6	207.8	27.4		
CMRE II									
Equity and bonds	150.0	120.0	114.9	115.1		30.9		161.2	12%
Debt-financing	450.0	289.2	223.8	223.8					
Total	600.0	409.2	338.7	338.9	-0.6	30.9			
CMRHE									
Equity and bonds	332.5	319.9	389.8	320.1		56.7		428.1	12%
Debt-financing	617.5	542.6	491.0	491.0					
Total	950.0	862.5	880.8	811.1	5.7	56.7			
PSH Fund									
Equity and bonds	5.0	3.5	3.6	9.6		1.5		2.8	10%
Debt-financing	8.0	8.0	7.7	7.7					
Total	13.0	11.5	11.3	17.3	0.2	1.5			
Total	2,063.0	1,748.3	1,365.3	1,277.8	6.9	296.9	27.4		
Funds in active investment phase									
CMNRE									
Equity and bonds	72.5	11.8	6.5	8.9		0.0			0%
Debt financing	52.5	0.0	0.0	0.0		0.0			
Total	125.0	11.8	6.5	8.9	-10.2	0.0			
Real Estate funds total	2,188.0	1,760.1	1,371.8	1,286.7	-3.3	296.9	27.4		



Abbreviations used to refer to funds:

CMB	= CapMan Buyout	CMRE	= CapMan Real Estate
CME	= CapMan Equity	CMT 2007	= CapMan Technology 2007
CMLS	= CapMan Life Science	FM	= Finnmezzanine Fund
CMM	= CapMan Mezzanine	FV	= Finnventure Fund
CMHRE	= CapMan Hotels RE	PSH Fund	= Project Specific Hotel Fund
CMNRE	= CapMan Nordic Real Estate	SWE LS	= Swedestart Life Science
CMPM	= CapMan Public Market Fund	SWE Tech	= Swedestart Tech
CMR	= CapMan Russia Fund		

Explanation of the terminology used in the fund tables

Size/Original investment capacity:

Total capital committed to a fund by investors, i.e. the original size of a fund. For real estate funds, investment capacity also includes the share of debt financing used by a fund.

Paid-in capital:

Total capital paid into a fund by investors as of the end of the review period.

Fund's current portfolio at fair value:

The determination of the fair value of fund investments for funds investing in portfolio companies is carried out using the International Private Equity and Venture Capital Valuation Guidelines (IPEVG, www.privateequityvaluation.com).

In estimating fair value for an investment, CapMan applies a technique or techniques that is/are appropriate in light of the nature, facts, and circumstances of the investment in the context of the total investment portfolio. In doing this, current market data and several inputs, including the price at which an investment was acquired, the nature of the investment, local market conditions, trading values on public exchanges for comparable securities, current and projected operating performance, and financing transactions subsequent to the acquisition of the investment, are evaluated and combined with market participant assumptions. In selecting the appropriate valuation technique for each particular investment, consideration of those specific terms of the investment that may impact its fair value is required.

Different methodologies may be considered. The most applied methodologies at CapMan include the price of recent investments, which is typically applied in the case of new investments, and the earnings multiple valuation technique, whereby public peer group multiples are used to estimate the value of a particular investment. Due to qualitative nature of the valuation methodologies, they are mainly based on CapMan's judgment.

Investments in real estate are valued at fair value based on appraisals made by independent external experts, who follow International Valuation Standards (IVS). The method most appropriate to the use of the property is always applied, or a combination of such methods.

Fair value is the amount for which an asset could be exchanged between knowledgeable, willing parties in an arm's length transaction. Due to the nature of private equity investment activities, fund portfolios contain investments with a fair value that exceeds their acquisition cost, as well as investments with a fair value less than the acquisition cost.



Net cash assets:

When calculating the investors' share, a fund's net cash assets must be taken into account in addition to the portfolio at fair value. The proportion of debt financing in real estate funds is presented separately in the table.

Amount of cash flow needed to transfer the fund to carry

This cash flow refers to the profit distributed by funds and the capital they pay back to investors. The figure indicates the size of the cash flow that must be returned to investors as of the end of the reporting period to enable a fund to transfer to carry. A fund's carry potential can be evaluated by comparing this figure to the fair value of its portfolio.

CapMan's share of cash flow if a fund generates carried interest:

When a fund has generated the cumulative preferential return for investors specified in the fund agreements, the management company is entitled to an agreed share of future cash flows from the fund, known as carried interest.

After the previous distribution of profits, any new capital called in, as well as any annual preferential returns on it, must be returned to investors before any new distribution of profits can be paid.

Footnotes to the tables

- 1) Fenno Fund and Skandia I together form the Fenno Program, which is jointly managed with Fenno Management Oy.
- 2) The fund is comprised of two or more legal entities (parallel funds are presented separately only if their investment focuses or portfolios differ significantly).
- 3) Currency items are valued at the average exchange rates quoted at 31 March 2014.
- 4) CapMan Mezzanine IV: The paid-in capital includes a MEUR 192 bond issued by Leverator Plc Distributed cash flow includes payments to both bond subscribers and to the fund's partners.
- 5) CapMan Real Estate I: Distributed cash flow includes repayment of the bonds and cash flow to the fund's partners. Following the previous payment of carried interest, a total of MEUR 42.3 in paid-in capital had not yet been returned to investors. This capital, together with the annual income entitlement payable on it, must be paid to investors before further carried interest can be distributed.

CapMan's management considers it unlikely, in the light of the market situation, that further carried interest will be provided by the CapMan Real Estate I fund. As a result, the fund has been transferred from those funds in carry. A total of some MEUR 6 of carried interest was not entered in CapMan's profit in 2007 but instead left in reserve in case that some of the carried interest would have to be returned to investors in future.

- 6) CapMan Group's Board of Directors made a decision in early 2012 to increase the Buyout investment teams' share of carried interest to better reflect prevailing industry practices. In CapMan Buyout VIII fund the investment team's share is approximately 40%, and in CapMan Equity VII funds the investment team's share is approximately 25%.



APPENDIX 2: OPERATIONS OF CAPMAN'S FUNDS UNDER MANAGEMENT, JANUARY – MARCH 2014

The operations of the private equity funds managed by CapMan during the review period comprised direct investments in portfolio companies in the Nordic countries and Russia (CapMan Private Equity), as well as real estate investments (CapMan Real Estate). Investments by CapMan funds investing in portfolio companies focus on three key investment areas in the Nordic countries and one in Russia. These take the form of mid-size buyouts (CapMan Buyout), investments in mid-sized companies operating in Russia (CapMan Russia), mezzanine investments (CapMan Credit), and significant minority shareholdings in listed small and mid-cap companies (CapMan Public Market¹²). The investment focus of CapMan's real estate funds is on properties in Finland and the other Nordic countries. CapMan also has two other investment areas (CapMan Technology and CapMan Life Science), which do not make new investments, but concentrate instead on developing the value of their existing portfolio companies. These two latter investment areas are reported under "Other" in Private Equity.

CapMan separated its mezzanine investments from CapMan Buyout during the review period and the investments are reported under "Credit." Due to the change in classification, fund investment activities for the quarter are not comparable with previous quarters where the reclassification has not been made.

¹²The Public Market Fund is continuing exit and value creation activities in line with its strategy. CapMan participates in the fundraising of a new fund focusing on publicly listed companies, and the fund will pay management fees and carried interests to CapMan based on the commitments to the fund made through CapMan. As a result of the arrangement, Public Market will be reported together with investment areas categorised as "Others" going forward.



CAPMAN PRIVATE EQUITY

Investments in portfolio companies in January–March 2014

During the review period, CapMan funds invested in three new companies and made a number of add-on investments in existing portfolio companies, totalling MEUR 62.2. The new investments were made by the CapMan Buyout X fund in The North Alliance, Suomen Lämpöikkuna Oy (LämpöLux), and the Kämp Group. The CapMan Mezzanine V fund also invested in Suomen Lämpöikkuna Oy and the Kämp Group. In addition, the CapMan Buyout X fund announced an investment in the Finnish sauna industry company Harvia Oy in March, which closed in April 2014. Add-on investments were largely concentrated in portfolio companies held by CapMan's Buyout funds. Funds made one new investment and several add-on investments valued at a total of MEUR 36.1 during the corresponding period last year.

Exits from portfolio companies in January–March 2014

During the review period, funds exited Intrum Justitia completely and made a partial exit from Cederroth AB. These exits had a combined acquisition cost of MEUR 49.4. In addition, the CapMan Buyout VIII A and B and Maneq 2007 and 2008 funds exited Espira Gruppen AS in March 2014. The cash flow impact from the transaction will be approx. MEUR 5 for 2014, and the transaction is expected to close in May 2014.

In the corresponding quarter last year, funds made three complete exits from portfolio companies, with a combined acquisition cost of MEUR 23.2.

Events after the close of the review period

Renideo Group Oy, a company controlled by funds managed by CapMan Plc, and Renideo Holding Oy, a company wholly owned by Renideo Group Oy, announced a public tender offer on 14 April 2014 for all the shares issued by Oral Hammaslääkärit Plc.

CAPMAN REAL ESTATE

Investments in and commitments to real estate acquisitions and projects, January–March 2014

No new investments were made by CapMan's real estate funds during the review period. Add-on investments were made in a number of existing developments, totalling MEUR 1.6. In addition, real estate funds were committed to provide financing for real estate acquisitions and projects totalling MEUR 15.5 as of 31 March 2014. During the comparable period last year, CapMan's real estate funds did not make any new investments, but funds made a number of add-on investments totalling MEUR 1.6, while commitments to finance new projects totalled MEUR 12.0 as of 31 March 2013.

Exits from real estate investments in January–March 2014

Funds did not exit from any real estate investments during the review period. Real estate funds made one exit with an acquisition cost of MEUR 0.3 during the comparable period in 2013.



Events after the close of the review period

The CapMan Nordic Real Estate fund signed an agreement to acquire an office building in Northern Stockholm.

FUND INVESTMENT ACTIVITIES IN FIGURES

Investments and exits made by funds at acquisition cost, MEUR

	1-3/2014	1-3/2013	1-12/2013
New and add-on investments			
Funds investing in portfolio companies	62.2	36.1	66.0
Buyout	42.3	30.4	39.2
Credit	19.0	2.5	2.5
Russia	0.0	1.3	15.0
Public Market	0.0	0.0	0.0
+ Other	0.9	1.9	9.3
Real Estate funds	1.6	1.6	16.9
Total	63.8	37.7	82.9

Exits*			
Funds investing in portfolio companies	49.4	25.4	229.0
Buyout	28.8	14.2	169.4
Credit	0.0	0.0	9.0
Russia	0.2	0.4	10.6
Public Market	20.4	1.6	8.9
Others	0.0	9.2	31.1
Real Estate funds	0.0	0.3	0.3
Total	49.4	25.7	229.3

* including partial exits and repayments of mezzanine loans.

In addition, real estate funds had made commitments to finance real estate acquisitions and projects valued at MEUR 15.5 as of 31 March 2014.



Funds' combined portfolio* as of 31 March 2014, MEUR

	Portfolio at acquisition cost	Portfolio at fair value	Share of portfolio (fair value) %
Funds investing in portfolio companies	842.7	991.5	43.5
Real estate funds	1,371.7	1,286.7	56.5
Total	2,214.4	2,278.2	100.0

Funds investing in portfolio companies			
Buyout	531.0	667.6	67.3
Credit	36.8	44.1	4.4
Russia	73.6	95.2	9.6
Public Market	71.1	99.8	10.1
Other	130.2	84.8	8.6
Total	842.7	991.5	100.0

* Total of all investments of funds under management.

Remaining investment capacity

After deducting actual and estimated expenses, funds investing in portfolio companies had a remaining investment capacity amounting to some MEUR 692 for new and add-on investments as of 31 March 2014. Of their remaining capital, approx. MEUR 419 was earmarked for buyout investments (incl. mezzanine investments), approx. MEUR 49 for investments by the Credit team, approx. MEUR 62 for technology investments, approx. MEUR 5 for life science investments, approx. MEUR 121 for investments by the CapMan Russia team, and approx. MEUR 36 for investments by the CapMan Public Market team. Real estate funds had a remaining investment capacity of approx. MEUR 173, which has been reserved for new investments and for the development of funds' existing investments.



APPENDIX 3: DESCRIPTION OF BUSINESS OPERATIONS

CapMan Group is a private equity fund manager operating in the Nordic countries and Russia. The Group also makes investments in its own funds.

Private equity investment means making direct equity investments in companies and real estate. Investments are made through funds, which raise their capital primarily from institutional investors such as pension funds and foundations. Private equity investors actively develop their portfolio companies and real estate by working closely with management and tenants. Value creation is based on promoting companies' sustainable growth and strengthening their strategic position. Private equity investment is of a long-term nature – investments are held for an average of four to six years and the entire life cycle of a fund is typically around 10 years. Over the long term, private equity funds have generated significantly higher levels of returns compared to other investment classes¹³, and the industry's long-term prospects are favourable. By investing in CapMan, institutional and private investors can benefit from the profit potential of the private equity industry while diversifying their exposure.

The Group has two operating segments: 1) a Management Company business and 2) a Fund Investment business.

1) Management Company business

In its Management Company business, CapMan raises capital from Nordic and international institutions for the funds that it manages. The investment teams invest this capital in Nordic and Russian companies and Nordic real estate.

The Management Company business has two main sources of income, fee income and carried interest income. Fund investors pay a management fee to CapMan (typically 0.5-2.0% p.a.) during the life cycle of each fund. The management fee is based on fund size less realised exits during the fund's investment period (typically 5 years), after which the management fee is based on the remaining invested portfolio valued at cost. Other services, such as the Purchasing Scheme (CaPS) and accounting services, also generate fees for CapMan. Fees normally cover CapMan's operating costs and generally represent a steady and highly predictable source of income.

The second source of income of the Management Company business is carried interest received from funds. Carried interest denotes the Management Company's share of each fund's cash flow after paid-in capital has been distributed to fund investors and the latter have received their annual preferential return (so-called hurdle rate (IRR), typically 8% p.a.). The amount of carried interest generated depends on the timing of exits and the stage at which funds are in their life cycle, which makes advance prediction difficult.

2) Fund Investment business

Through its Fund Investment business, CapMan makes investments from its own balance sheet in the funds that it manages. Income in this business is generated by increases in the fair value of investments and realised returns. Fair value is determined by the development of portfolio companies and real estate held by the funds, in addition to general market developments. Revenue from CapMan's fund investments can sometimes be negative.

As there may be considerable quarterly fluctuations in carried interest and the fair value of fund investments, the Group's financial performance should be analysed over a longer time span than the quarterly cycle.

¹³ Bain & Company, Global Private Equity Report 2014

