

# Active ownership for sustainable value creation and and growth

Carnegie Micro Cap Seminar

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CEO

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CapMan



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This presentation contains forward-looking statements that reflect management's current views with respect to certain future events and potential financial performance. The material set forth herein is not and should not be construed as an offer to sell or a solicitation of an offer to subscribe or purchase Company's securities ("Securities"), or a part of such offer. Nothing in this material shall form the basis of any contract and nothing in this should be relied upon in connection with any contract or commitment, and nothing in this constitutes a recommendation regarding the Securities.

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These factors include the overall economic conditions, including currency and interest rate fluctuations impacting the operating environment and profitability of clients and thereby the orders and margins on them received by the CapMan Group; competition; the CapMan Group's business conditions and continuous development and improvement thereof; and the success of possible future acquisitions. Forward-looking statements are further based on numerous assumptions concerning the Company's current and future strategy and the Company's future business environment.

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## CapMan in brief

Recent performance

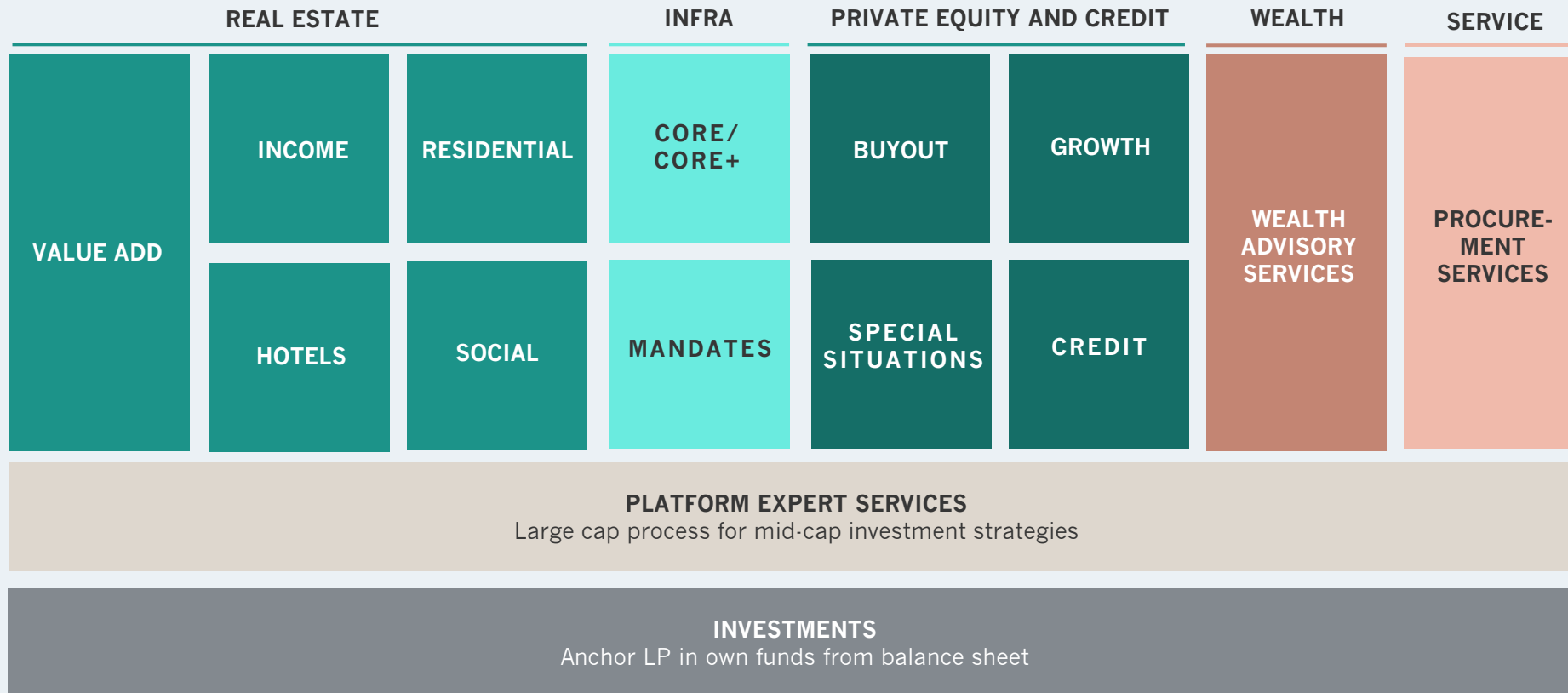
Looking ahead



# CapMan is a mid-market private asset specialist

CapMan

Home for specialized, entrepreneurial mid-market investment teams



1989

Foundation of  
CapMan

€5.1bn

AUM

22

funds

~300

LPs as customers

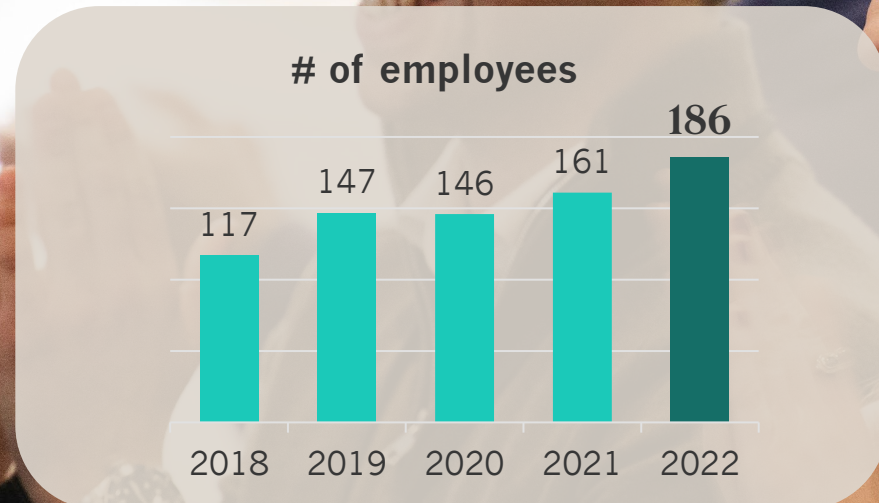
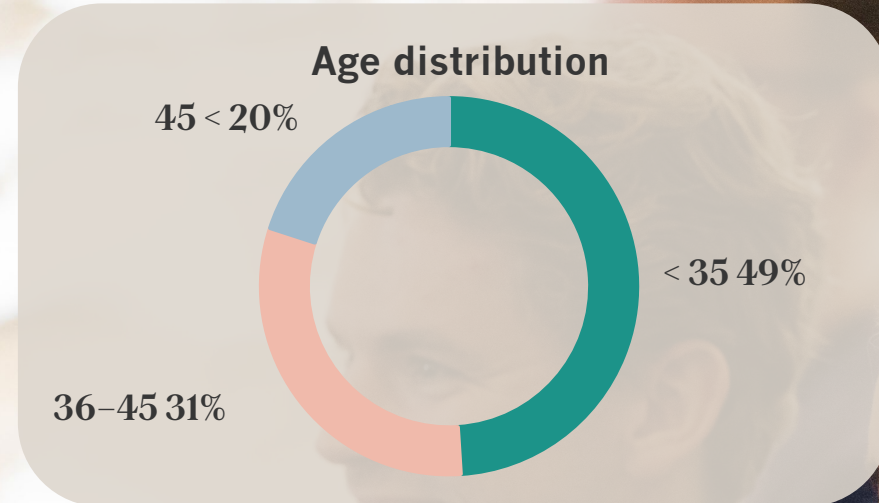
30,000+

Shareholders, listed  
on Nasdaq Helsinki

CapMan



# CapMan is an increasingly diverse work environment



# CapMan's portfolio companies and properties in brief



## Portfolio companies



AUM



## Properties



AUM



## Aggregate employees



## Aggregate tenants

## Aggergate turnover

## Aggregate gross area

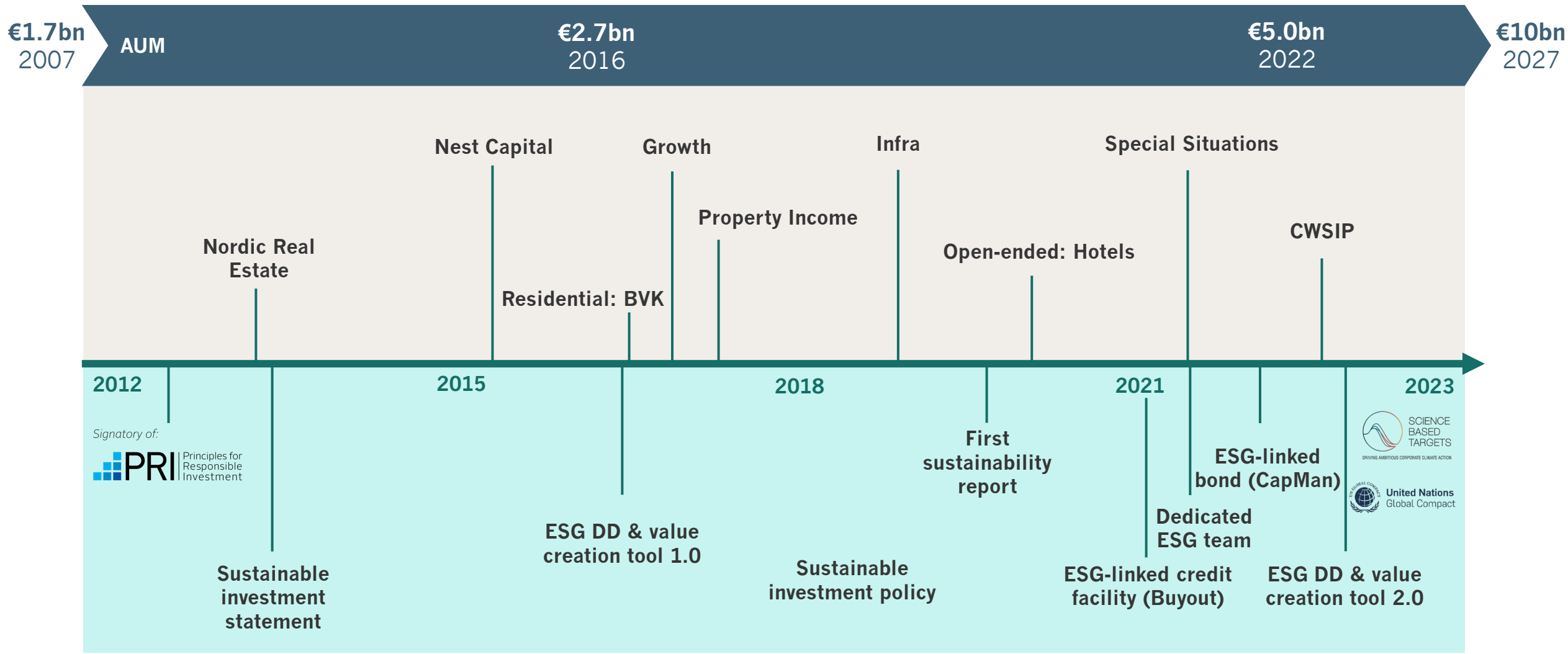


The background of the slide is a teal-toned photograph of a desert landscape. In the foreground, there are rolling sand dunes with distinct wind-swept ridges and valleys. The dunes extend towards the horizon, creating a sense of depth. The sky is a solid, deep teal color, providing a high-contrast background for the white text.

# We build sustainable value for the enrichment of society through active ownership

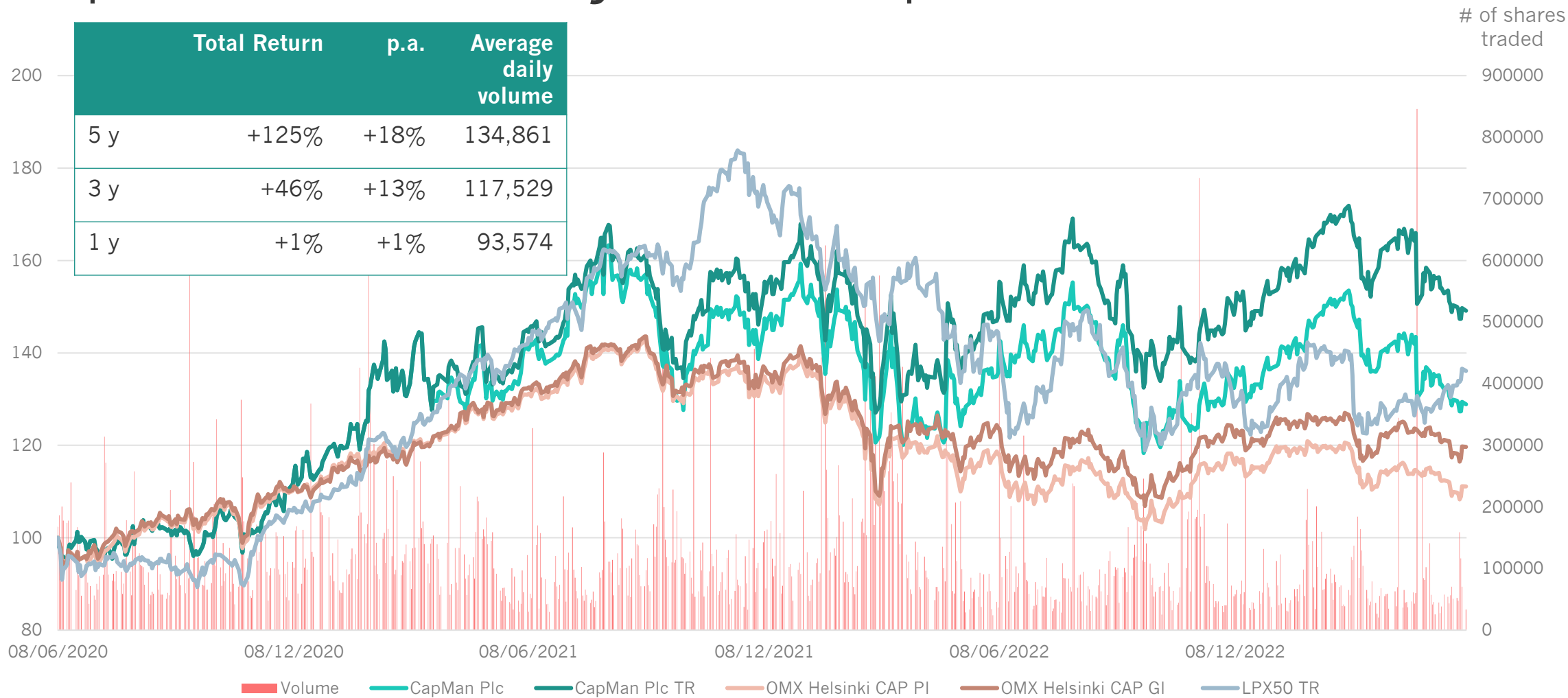
We build better organised, managed, and financially stable companies to contribute to overall economic well-being. More jobs and innovations equal better conditions for society. Similarly, we invest in real estate and infrastructure. Functional high-quality environments and utilities are cornerstones for functioning societies.

# CapMan grows by introducing new private asset strategies and integrated sustainability approaches





# CapMan Plc share 3-year development



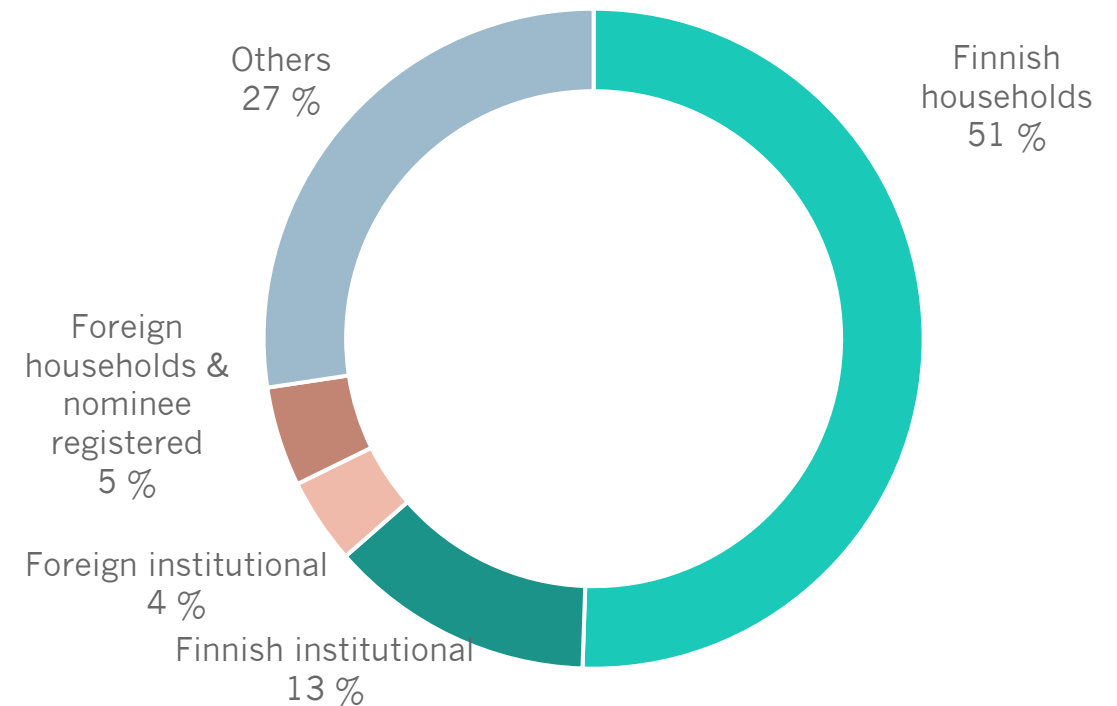
06.06.2020-05.06.2023  
 Excluding ownership arrangement 1.12.2022



# Largest shareholders and ownership distribution

	Shareholder	# shares	% shares
1	Silvertärnan Ab	21,280,519	13.40%
2	Ilmarinen Mutual Pension Insurance Company	9,283,308	5.84%
3	Laakkonen Mikko Kalervo	6,478,320	4.08%
4	Varma Mutual Pension Insurance Company	3,675,215	2.31%
5	Joensuun Kauppa ja Kone Oy	3,289,502	2.07%
6	Vesasco Oy	3,088,469	1.94%
7	The State Pension Fund	2,500,000	1.57%
8	Momea Invest Oy	2,150,000	1.35%
9	Laakkonen Hannu	1,992,742	1.25%
10	Danske Invest Finnish Equity Fund	1,698,390	1.07%
	<b>Total shareholders</b>	<b>158,849,387</b>	<b>100.00%</b>

## Shareholder composition



**CapMan Board of Directors and management own approx. 4.1% of shares\***

Source: EuroClear Finland Ltd, as at 31 May 2023. Figures are based on the total number of shares 158,849,387 and total number of shareholders 31,337. Data as of 31 May 2023

\*) Includes direct ownership and excludes indirect ownership through Silvertärnan Ab.

**CapMan**

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# Achievements over the past 12 months

## Business milestones

### Successful fundraisings



PRIVATE EQUITY

CapMan Special Situations (**€78m**)

Nest Capital III (**€82m**)

**€118m** invested in CWS IP



INFRASTRUCTURE

Nordic Infrastructure II

(**€237m raised**, open for new commitments)



REAL ESTATE

Residential (**€819m raised**)

Hotels II (**€398m NAV**)

Nordic Property Income (**€117m NAV**)

Social Real Estate preparations

**23** New investments  
across strategies

**13** Successful exits

## Sustainability milestones



### Targets validated and linked to performance

- CapMan's GHG emission **SBTi** targets validated
- **€40m** CapMan sustainability-linked bond
- ESG-targets included in long-term and variable remuneration



### Proprietary tools in investment process

- Restriction list adopted
- Real Estate ESG strategy
- Cross-strategy due diligence and value creation tool
- Onboarding process & ownership guidelines for portfolio companies
- Comprehensive ESG data collection



### Capability building

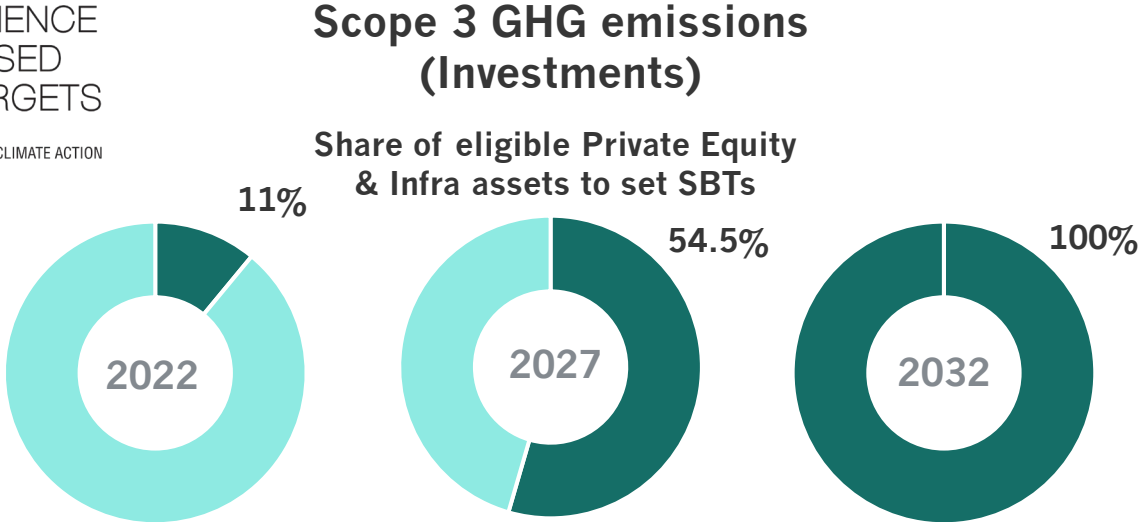
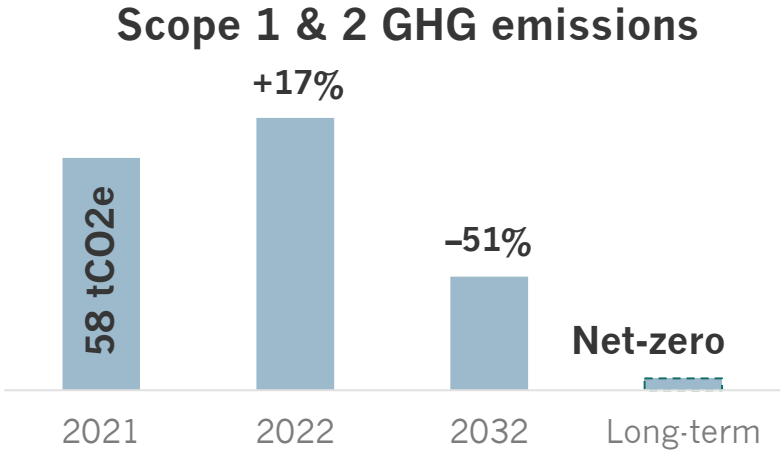
- ESG Academy
- Training sessions for portfolio companies



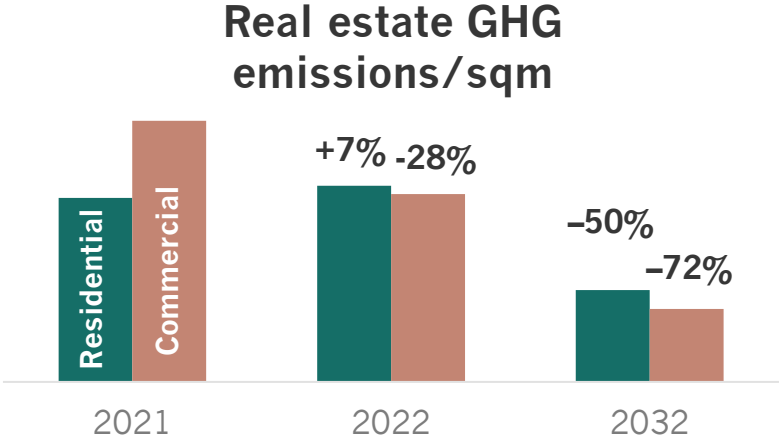
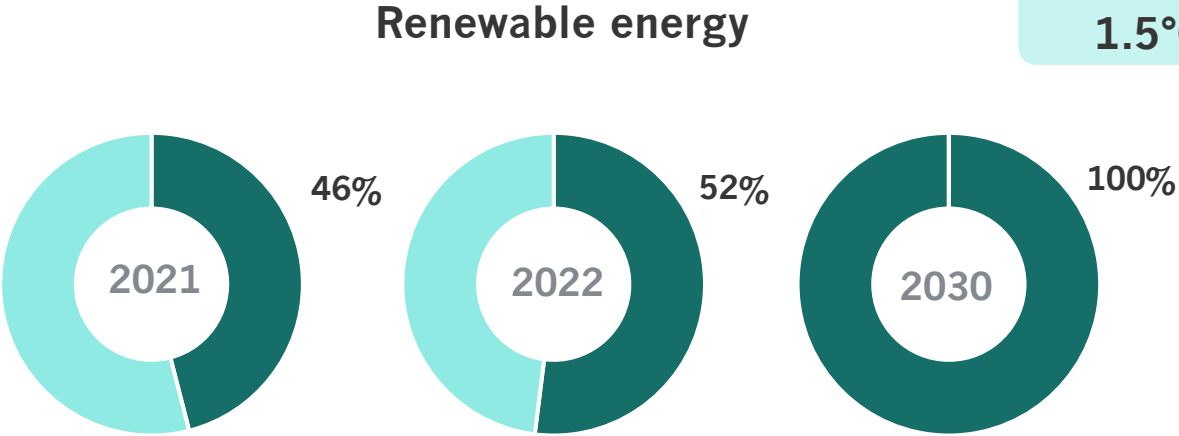
### Societal contribution

Tukikummit  
foundation powered  
by CapMan for Good

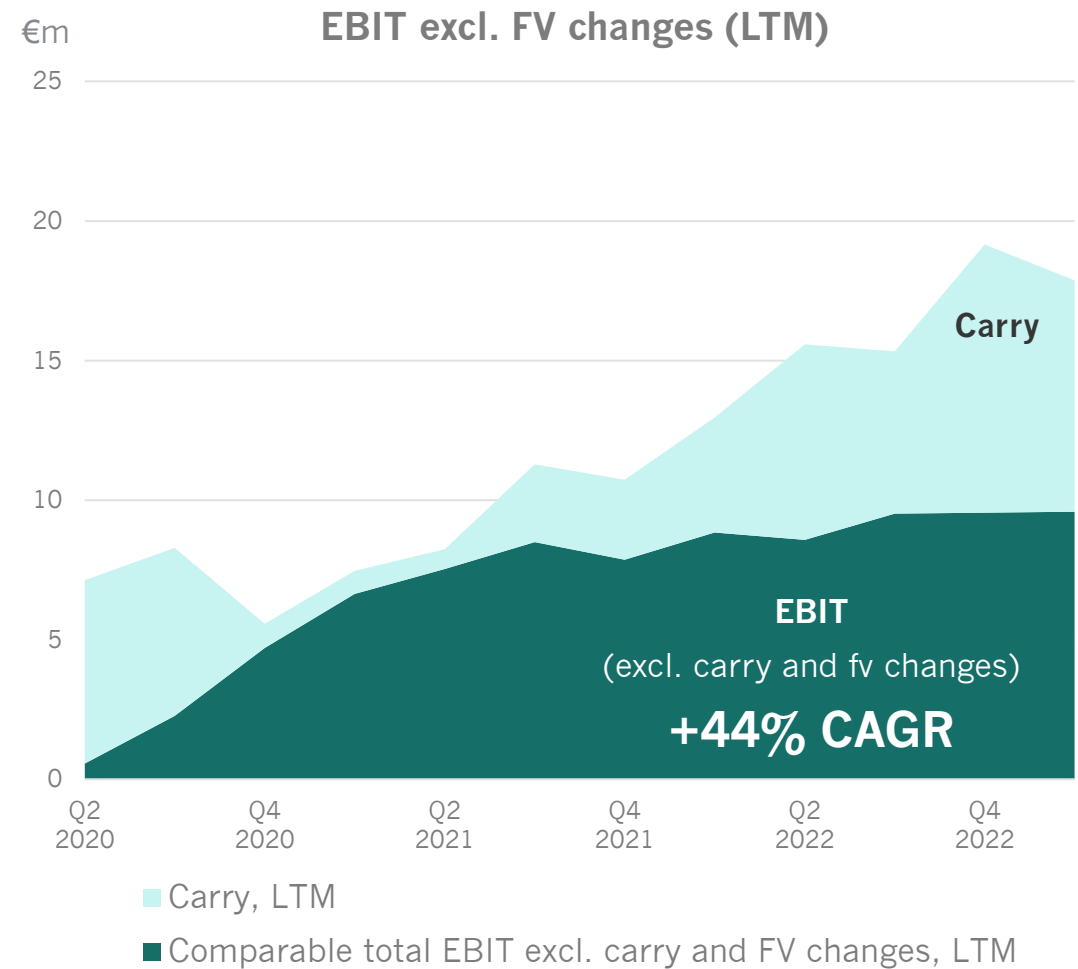
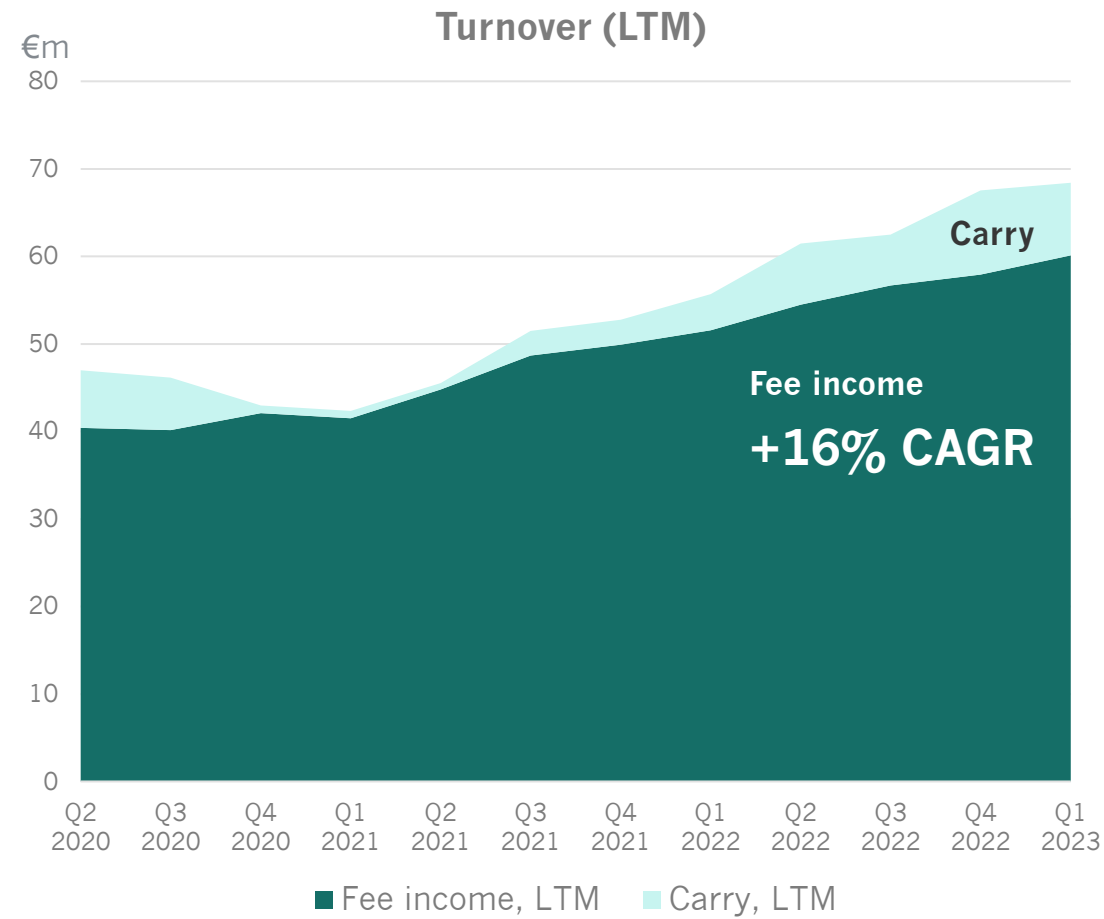
# CapMan's GHG emission reduction targets are validated by SBTi



Near-term  
**1.5°C** aligned

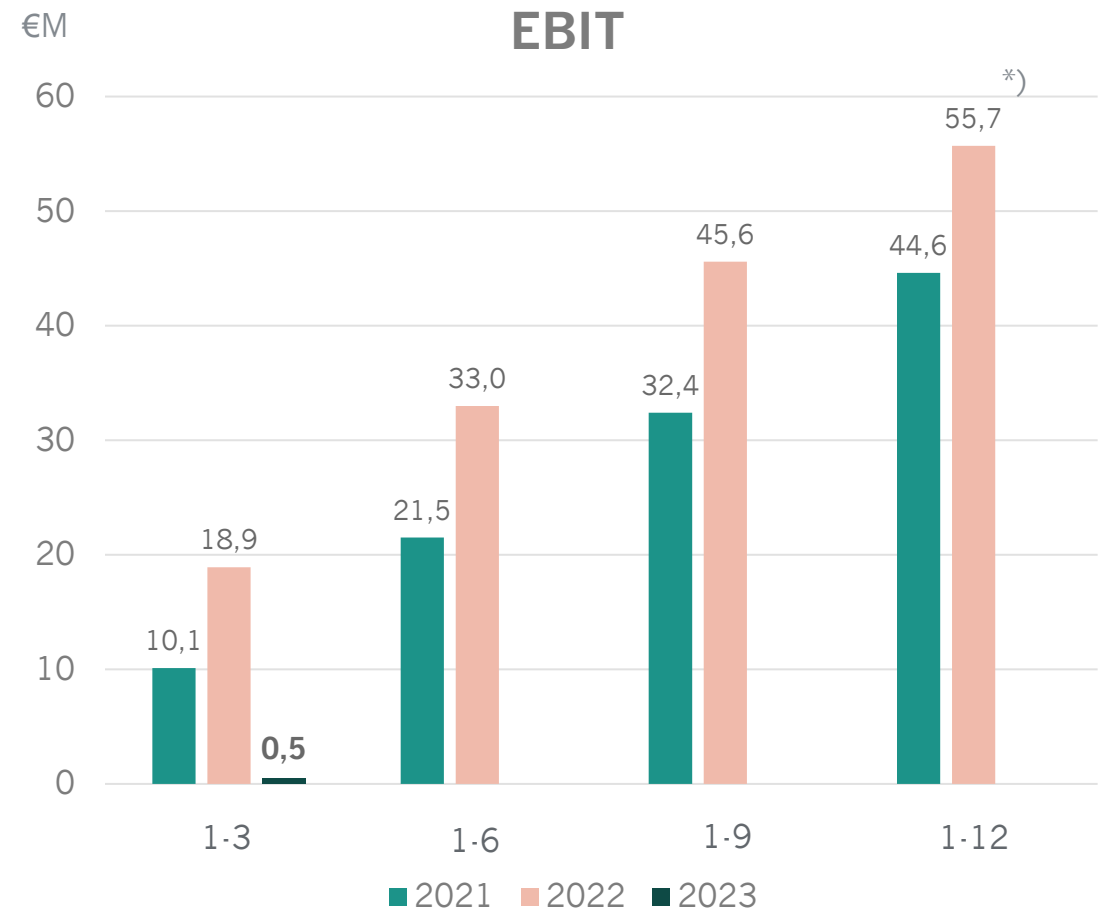
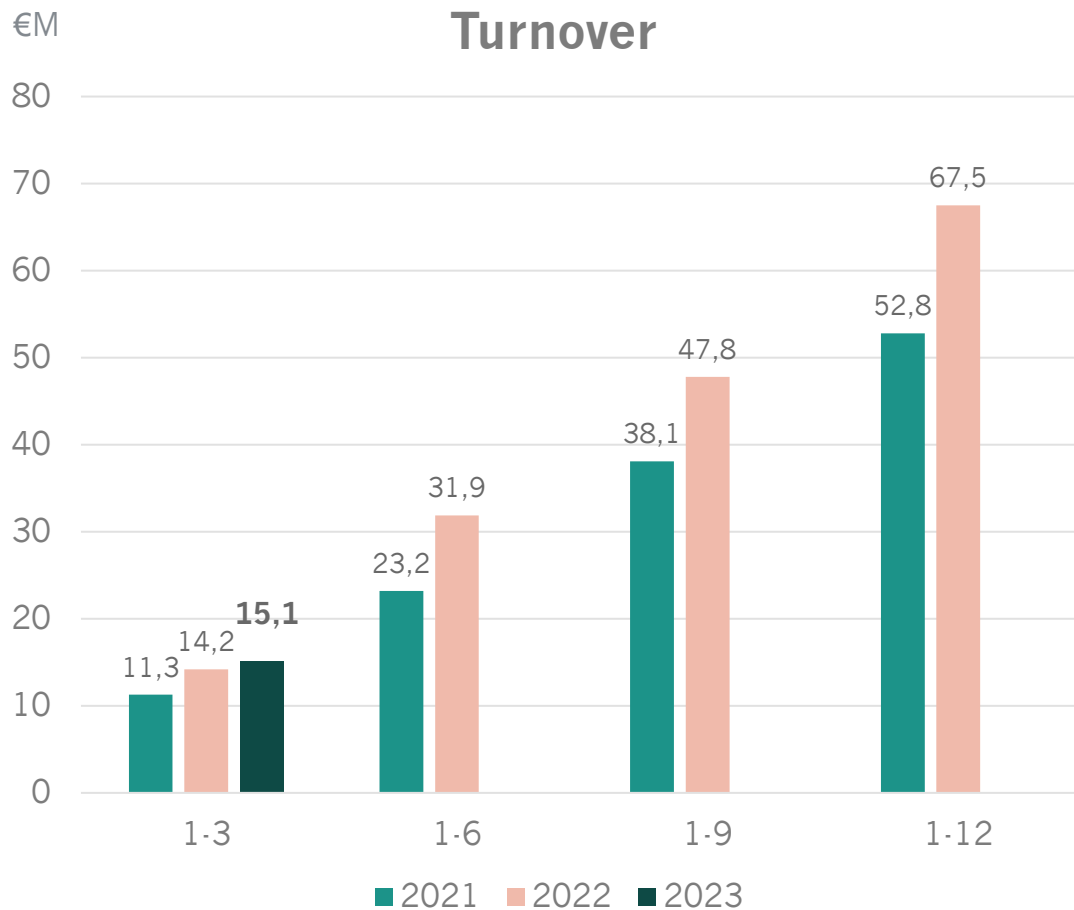


# Turnover and EBIT less carry and fair value changes at record levels

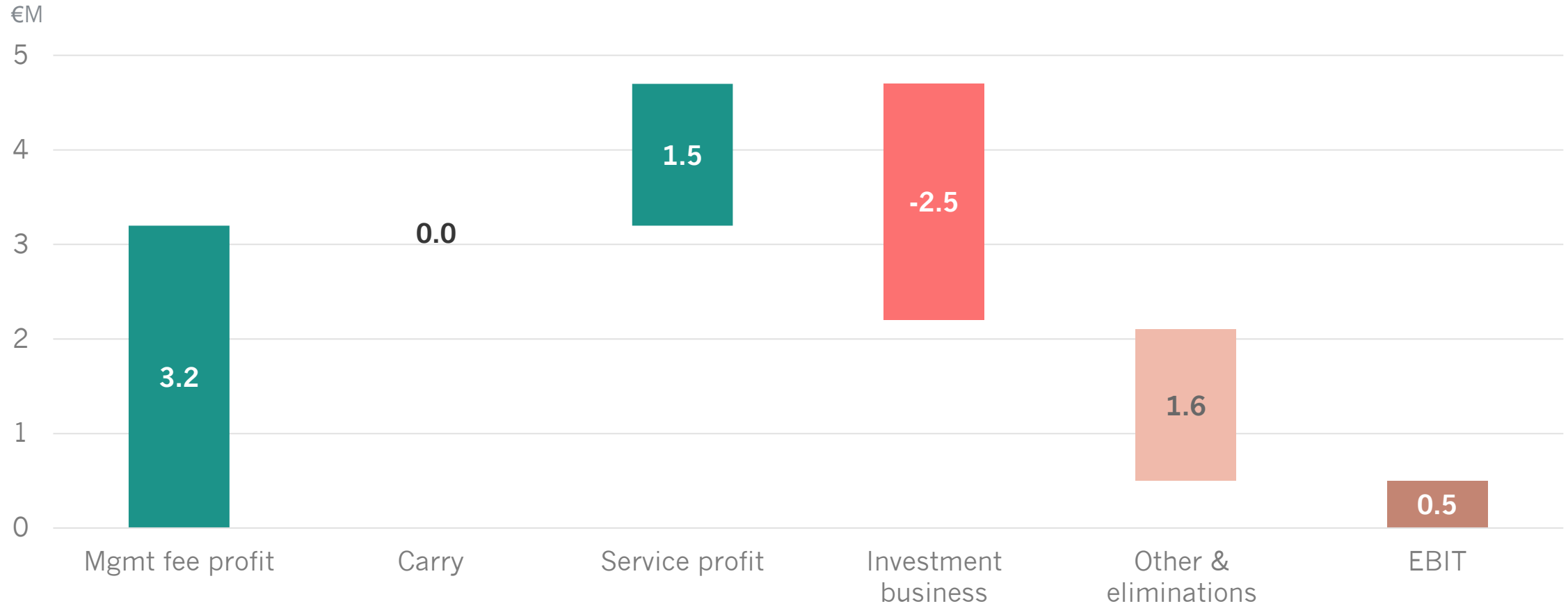




# Turnover and profitability development since 2021



# 1–3 2023 EBIT breakdown: Strong fee profit offset by negative fair value changes



1-3/22

€3.1m

€1.3m

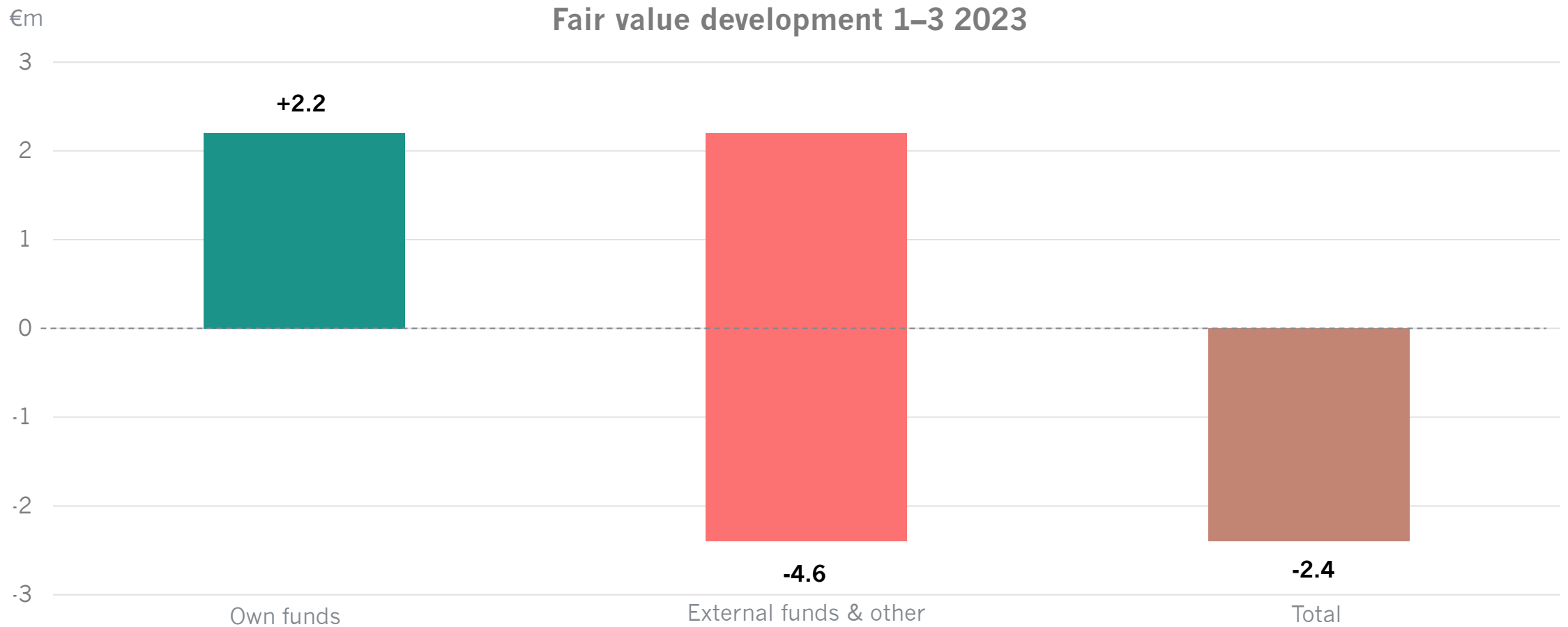
€1.4m

€14.5m

-€1.4m

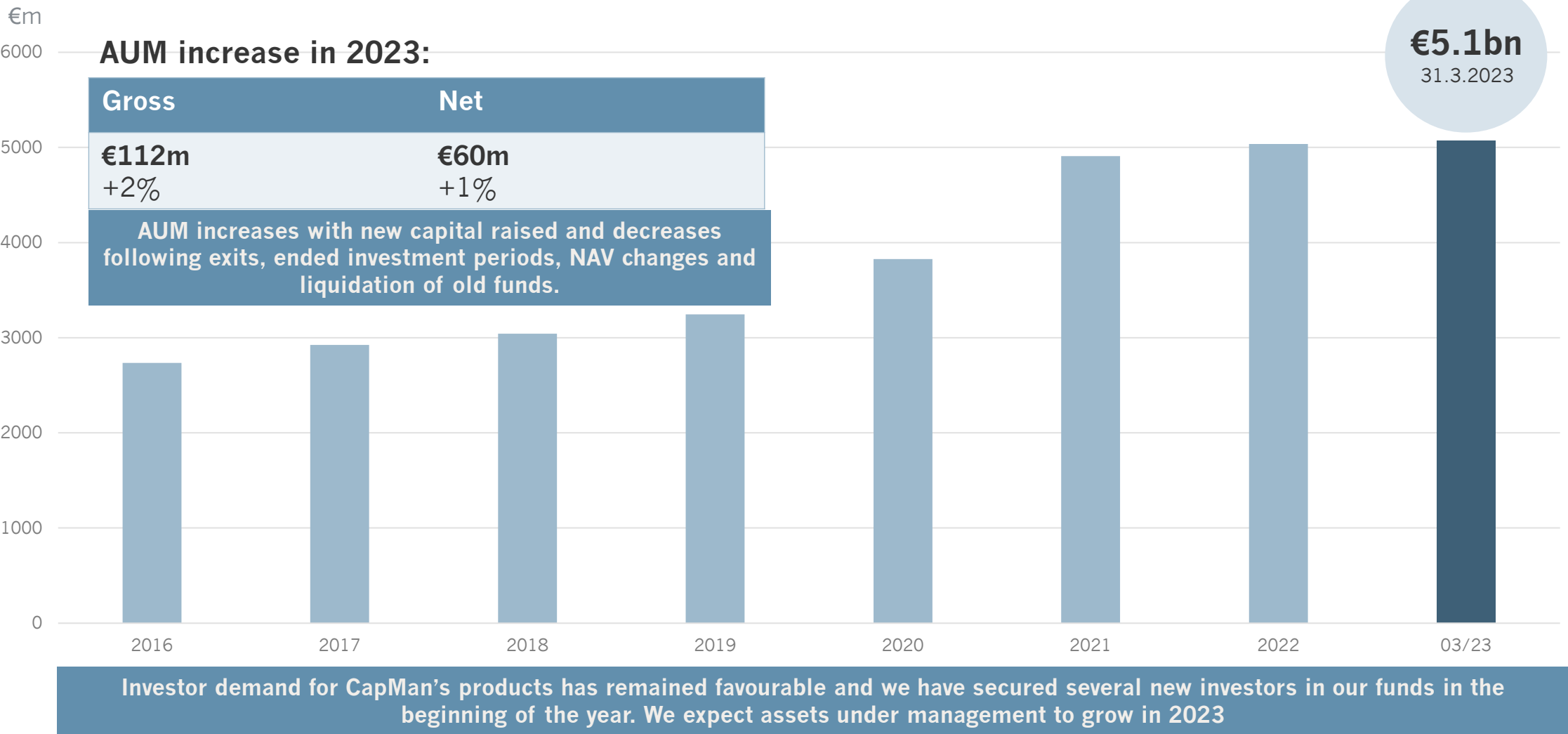
€18.9m

# Own funds continued strong performance, negative fair value in external funds driven mainly by USD FX rate





# AUM growth expected to continue in 2023



# Agenda

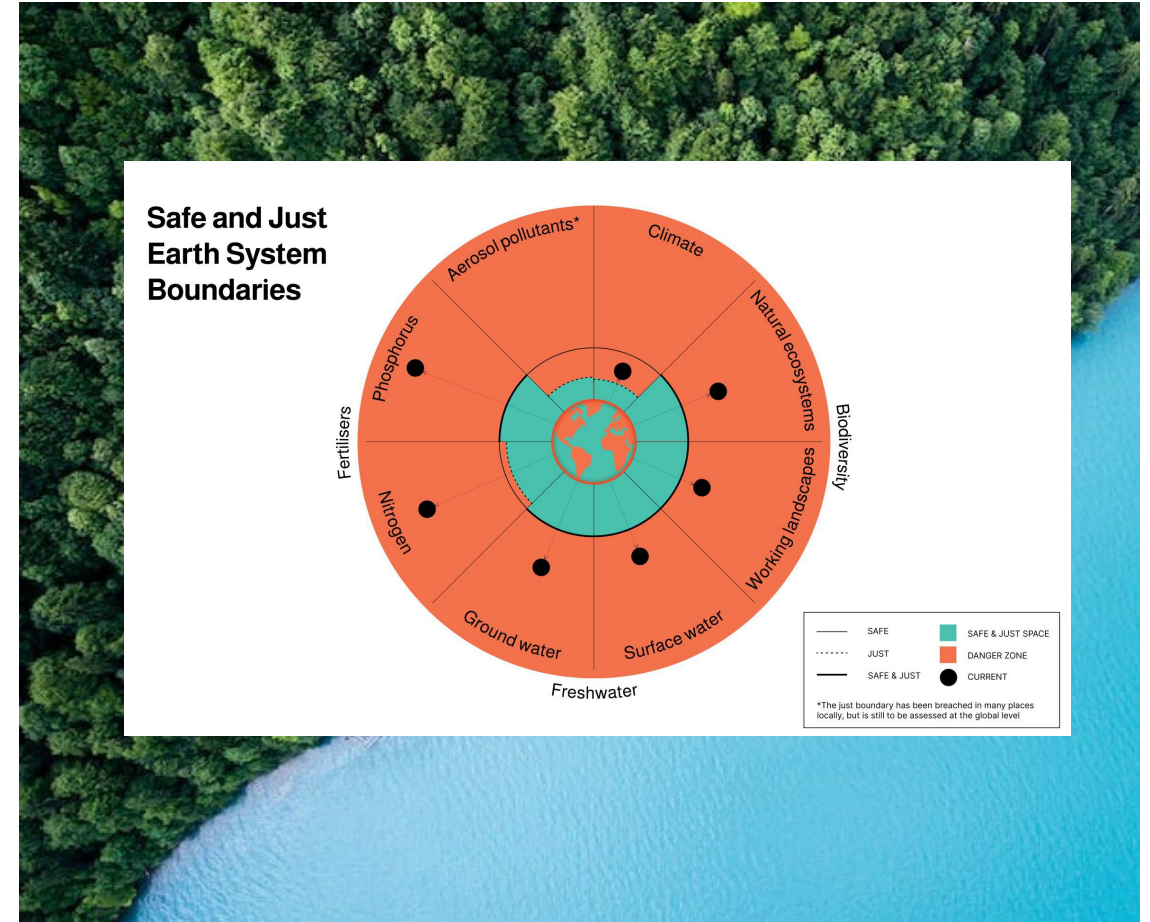
CapMan in brief

Recent performance

**Looking ahead**



# Changing economic environment and sustainability actions beyond climate – challenge and opportunity for private assets



CapMan's active ownership model and diversified strategies provide a solid foundation to capture market opportunities and continue sustainable value creation and growth



# The most responsible Nordic private asset company

Active ownership in today's economic and regulatory environment...



**...in small- and mid-cap companies**

accelerate growth with sustainable business models



**...in mid-cap infrastructure**

support green transition and sustainable operating models



**...in opportunistic & value-add real estate**

transform assets and extended lifespan with energy efficiency and green building practices



**...in core+ real estate**

improve asset utilization and efficiency

**...creates sustainable value for investors, shareholders and broader society**

# CapMan's long-term financial objectives

Growth of the Management Company and Services business*	Return on equity	Equity ratio	Dividend distribution objective
<b>&gt;15%</b> Average annual growth objective	<b>&gt;20%</b>	<b>&gt;50%</b>	The company's objective is to pay an annually increasing dividend to its shareholders.
2017-2022 CAGR: <b>17%</b>	2017-2022 average: <b>17%**</b>	2017-2022 average: <b>56%***</b>	Distribution of <b>17 cents/share</b> for 2022  Distribution per share has <b>grown every year since 2012</b>
1-3/23: <b>17%</b>	1-3/23: <b>2%**</b>	1-3/23 : <b>44%</b>	

\*) Management Company and Service business excluding carried interest income and items affecting comparability. \*\*) Excluding items affecting comparability, average calculated as average return divided by average equity \*\*\*) Average calculated as average of annual ratios.  
 Financial objectives are excluding items affecting comparability.



# CapMan



HELSINKI



STOCKHOLM



COPENHAGEN



OSLO



LONDON



LUXEMBOURG