



Sievi Capital

Results presentation 2020

24 February 2021



Year 2020 as a whole was good for Sievi Capital

*2 initial investments and
1 follow-on investment*

1 exit

*12.7%
return on equity*

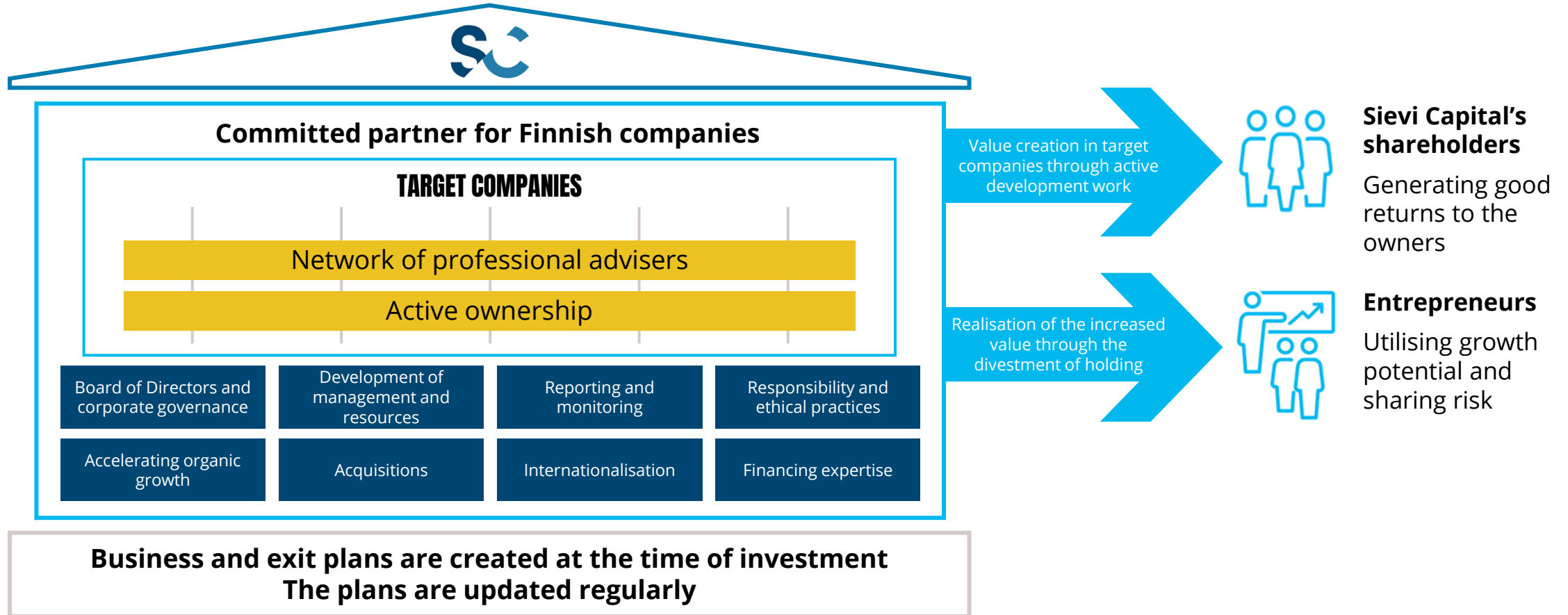
Strong balance sheet

***-11.1%**
gearing*

*Active development of target
companies and fast
reactions to changing
circumstances*

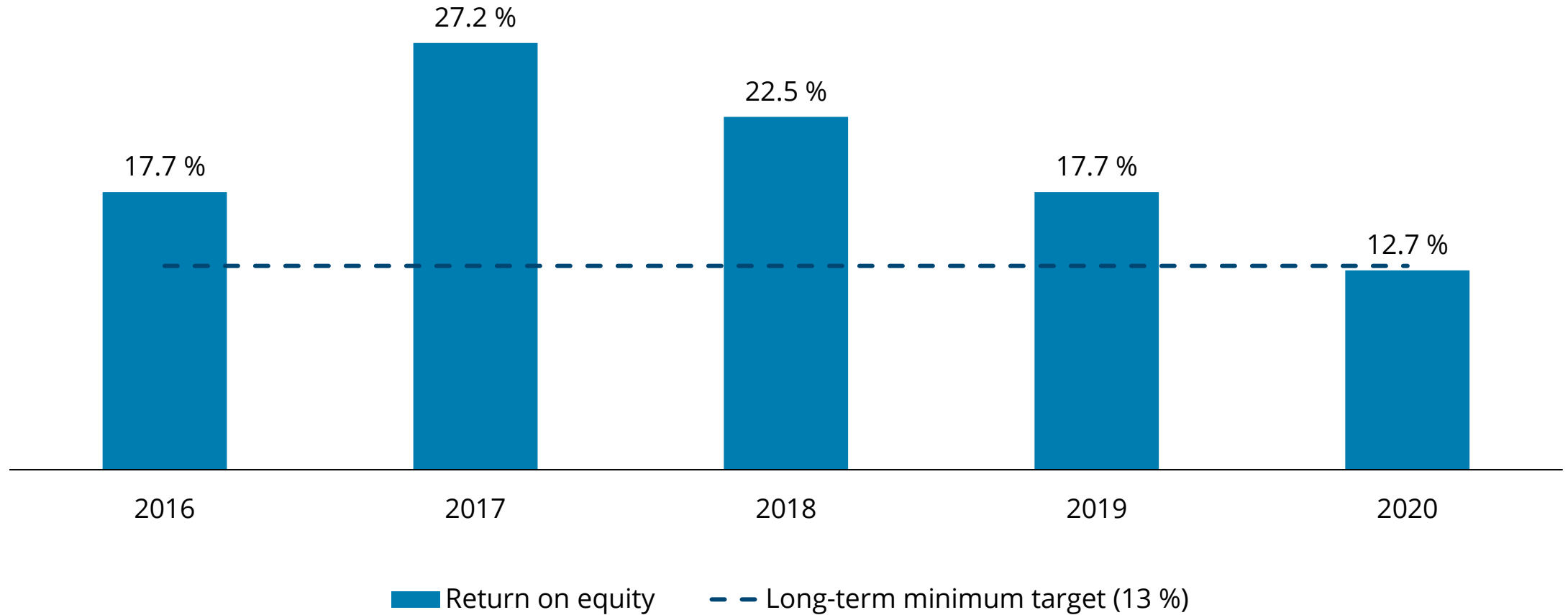
*Number of shareholders
~4x*

We offer a growth platform for Finnish SMEs



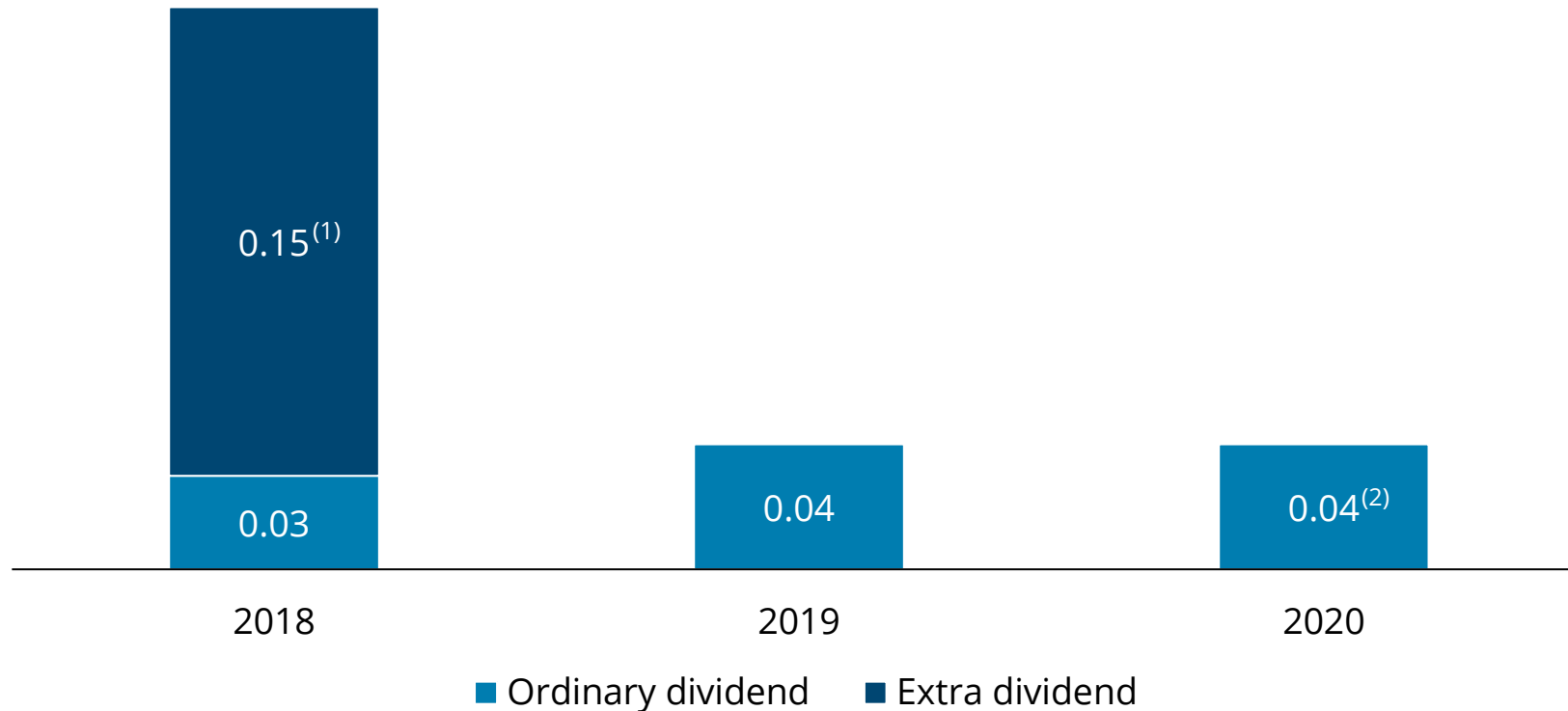
Strong track record of value creation over several years

Return on equity



Reliable dividend payer

Dividend per share, EUR



Dividend policy:

- The aim is to distribute annually an ordinary dividend of approximately 3% of the net asset value per share
- In addition, an extra dividend can be distributed after significant exits

(1) An extra dividend of € 0.15 per share was paid for the financial period ended on 31 December 2018. The dividend payment date was 12 February 2020

(2) The Board of Directors' proposal for the distribution of profit

Active year in M&A transactions

Overview of M&A transactions

- Sievi Capital made two new initial investments:
 - The rescue vehicle group Nordic Rescue Group in February
 - The logistics service company Logistikas in December
- Total investments in new and existing target companies: 14.8 m€
- Exit from the investment in Suvanto Trucks in December

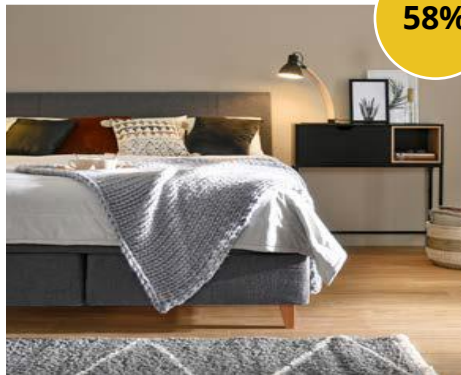


Current private equity investments

Strong, growing companies

Target companies and holdings⁽¹⁾

INDOOR GROUP



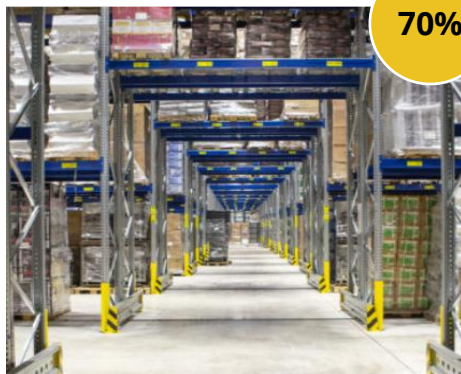
58%

KH-KONEET GROUP



66%

LOGISTIKAS



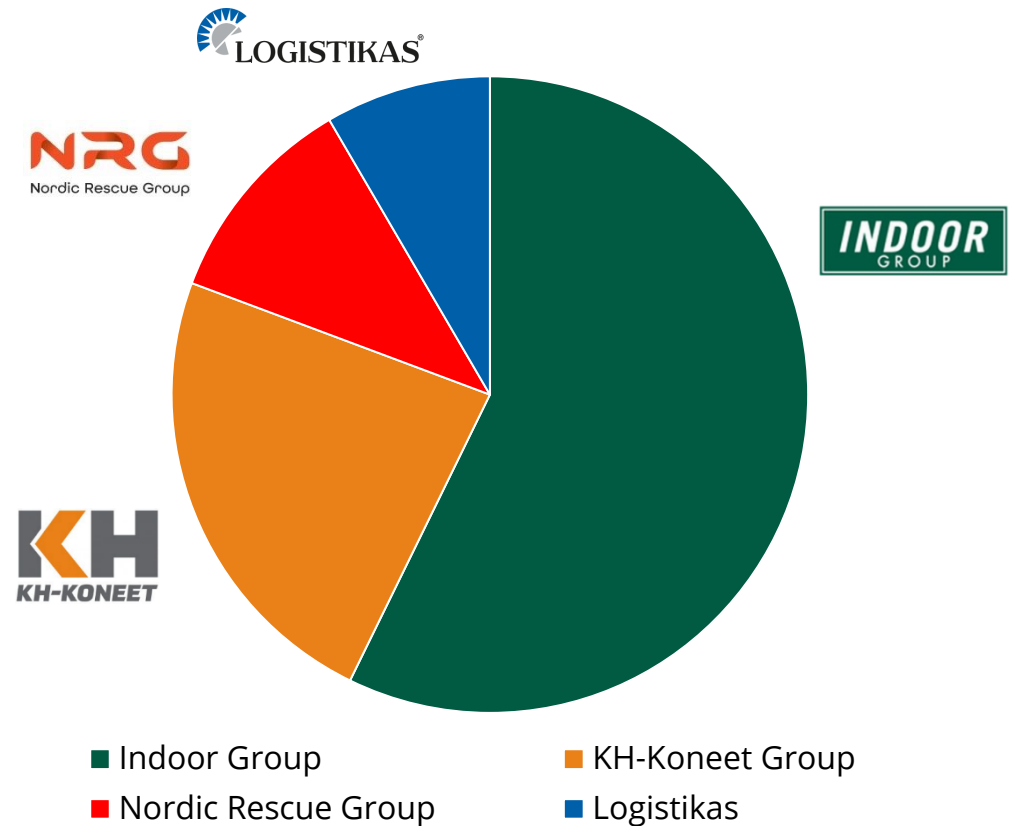
70%

NORDIC RESCUE GROUP



70%

Distribution of the fair values of the investments⁽¹⁾



(1) On 31 December 2020

Indoor Group

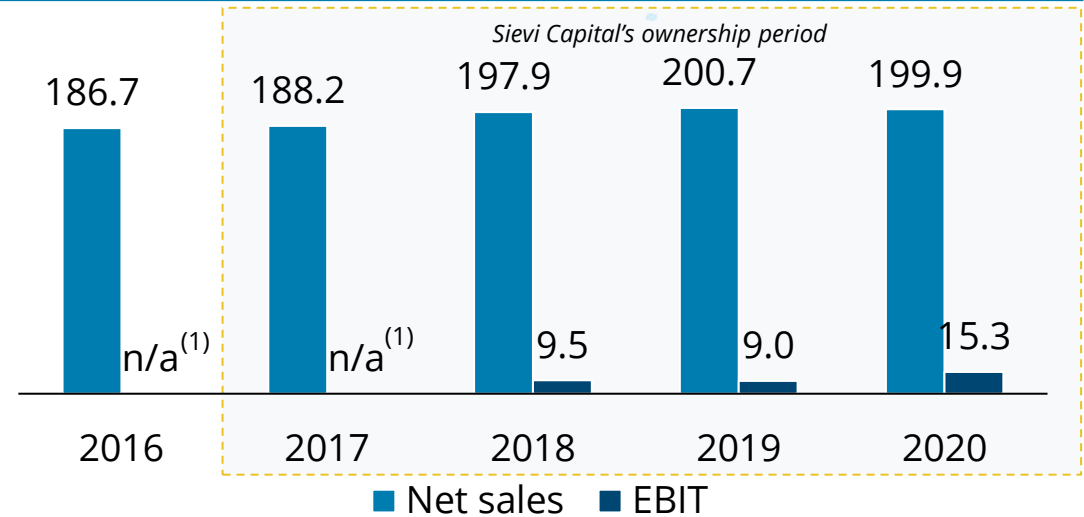
Year of significant profit improvement

Highlights

- Operating environment varied considerably
- Net sales on a par with the previous year
 - Online sales grew strongly
- Profitability developed very positively and operating profit grew by approx. 70 %
- Cash flow at a very good level
- Strategy was updated and its implementation began



Financial figures (IFRS), EUR million



(1) Indoor Group made transition to IFRS reporting in the financial period 2019. The data for the financial periods 2016-2017 are FAS figures and there is no comparable EBIT available

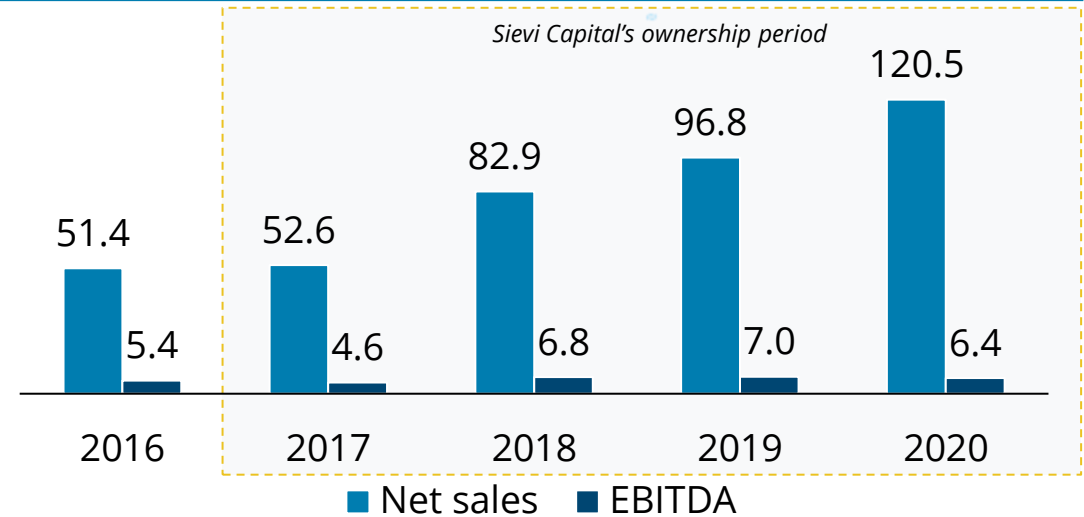
KH-Koneet Group

Nordic growth continued despite tighter market

Highlights

- Operating environment more challenging than in the previous year
- Net sales increased by almost 25 % from the previous year as a result of acquisitions
- EBITDA decreased somewhat
 - Swedish business operations were in a ramp-up phase and the result in Finland decreased
- Swedish business operations were expanded with an acquisition and new dealership agreements

Financial figures (FAS), EUR million

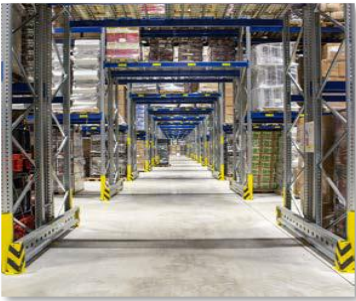


Logistikas

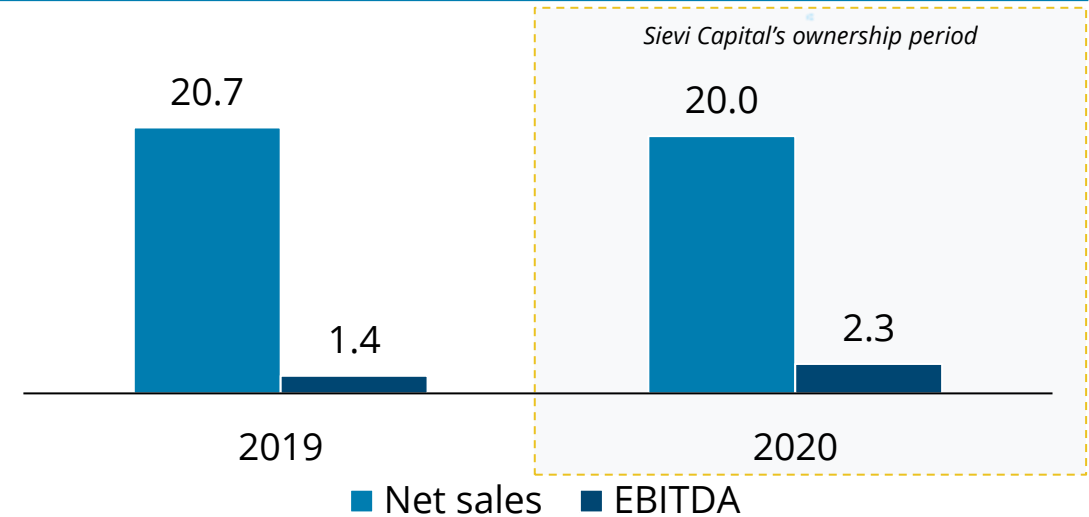
Strong year for logistics services

Highlights

- Pro forma net sales decreased slightly but EBITDA improved clearly
 - Strong development in logistics services
 - Procurement service business declined
- Sievi Capital became the majority owner in December 2020
 - The aim is to expand the business to new areas
 - Inorganic growth opportunities are also explored



Financial figures (FAS), EUR million⁽¹⁾



(1) Unaudited pro forma figures

Nordic Rescue Group

Laying the foundation for new business

Highlights

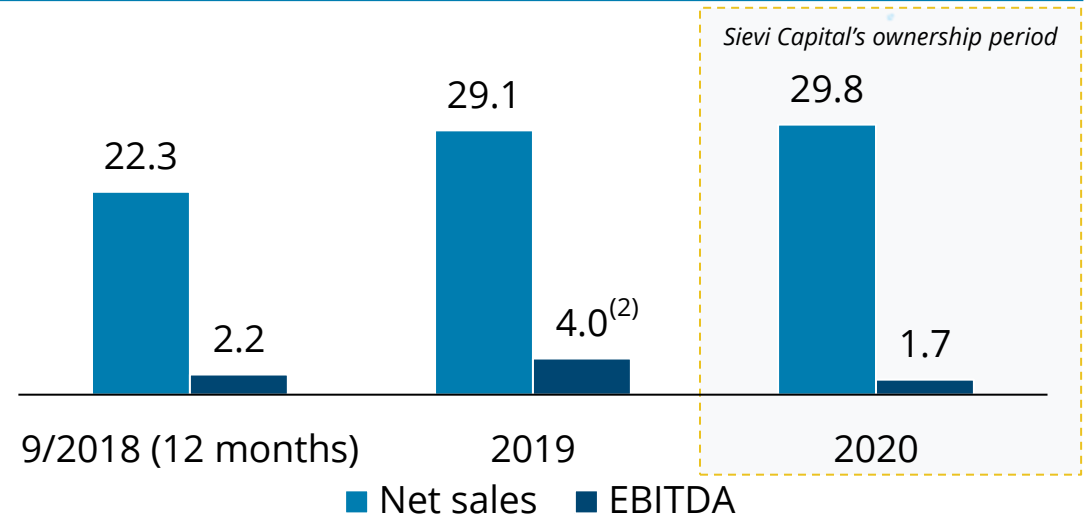
- Market situation varied but returned to normal in H2
- Pro forma net sales grew slightly
- Comparable EBITDA decreased due to production arrangements and an increase in fixed costs
- The year consisted of laying the foundation for future growth:
 - Business takeover and management recruitment
 - Increasing production capacity and improving production efficiency



(1) Unaudited pro forma figures

(2) Includes 1.0 m€ extraordinary income

Financial figures (FAS), EUR million⁽¹⁾



Income statement

Strong result considering the circumstances

Income statement (EUR million)	2019	2020	
Interest and dividend income, total	0.5	3.2	Dividend income: Indoor Group 2.5 m€ and Suvanto Trucks 0.7 m€
Realised profits/losses & expenses of investments	11.0	-2.9	Divestment of Suvanto Trucks
Unrealised changes in fair values of investments	5.7	13.0	
Changes in value of investments, total	16.7	10.1	Fair value of the Indoor Group investment +14.6 m€
Operating expenses	-1.2	-1.6	Team was strengthened in 2019-2020
Operating profit	16.0	11.7	
Financial income	0.0	0.0	
Financial expenses	-0.1	-0.1	
Profit before taxes	15.9	11.6	
Income taxes	-3.1	-1.7	
Net profit for the period	12.8	9.9	

Net asset value

The total value of PE investments and investment rate increased

Investments and net asset value (EUR million)	12/2019	%	12/2020	%
Private equity investments				
Indoor Group Holding Oy	26.9	34.4%	41.5	53.6%
KH-Koneet Group Oy	17.8	22.8%	17.0	22.0%
Logistikas Oy	-	-	6.1	7.9%
Nordic Rescue Group Oy	-	-	7.9	10.2%
Suvanto Trucks Oy	3.8	4.9%	-	-
Private equity investments, total	48.5	62.1%	72.4	93.7%
Cash and cash equivalents and other financial assets	32.3	41.3%	8.6	11.1%
Deferred tax liabilities and assets, total	-2.7	-3.5%	-4.4	-5.7%
Other liabilities, receivables and assets, total	0.0	0.0%	0.7	0.9%
Total net asset value	78.1	100.0%	77.3	100.0%
Net asset value per share	1.35		1.33	

Private equity investments up by nearly 50%

- New investments 14.8 m€
- Unrealised changes in fair values +13.0 m€
- Divestment of Suvanto Trucks

Investment rate 62% → 94%⁽¹⁾

Strong financial position enables new investments

Dividends paid in the financial period totalled € 0.19 per share

(1) Investment rate = private equity investments / net asset value

The good year renewed and strengthened the company for the coming year

- The target companies responded well to the varying operating environments and continued to implement the value creation plans despite the exceptional year
- The investment portfolio was significantly renewed
- The target companies are well-placed for the predicted economic recovery
- Sievi Capital's return on equity was at a good level considering the situation at the beginning of the year
- Sievi Capital's financial position is strong, enabling investments in line with the strategy

