



Sievi Capital

Results presentation 2021

3 March 2022



2021 was an active year and earnings were record-high

1 initial investment and
2 follow-on investments

452 m€
total net sales of the target
companies

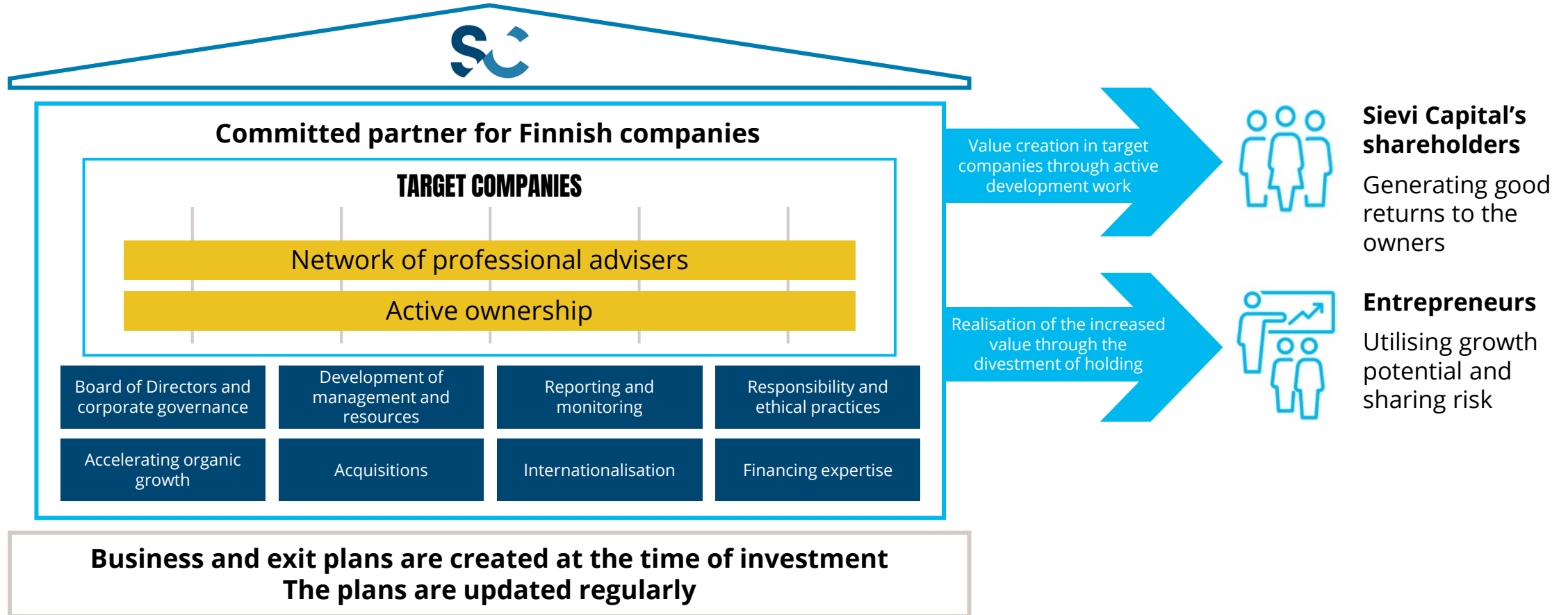
21.6%
return on equity

8.6%
gearing

11.5 m€
dividend received from
Indoor Group

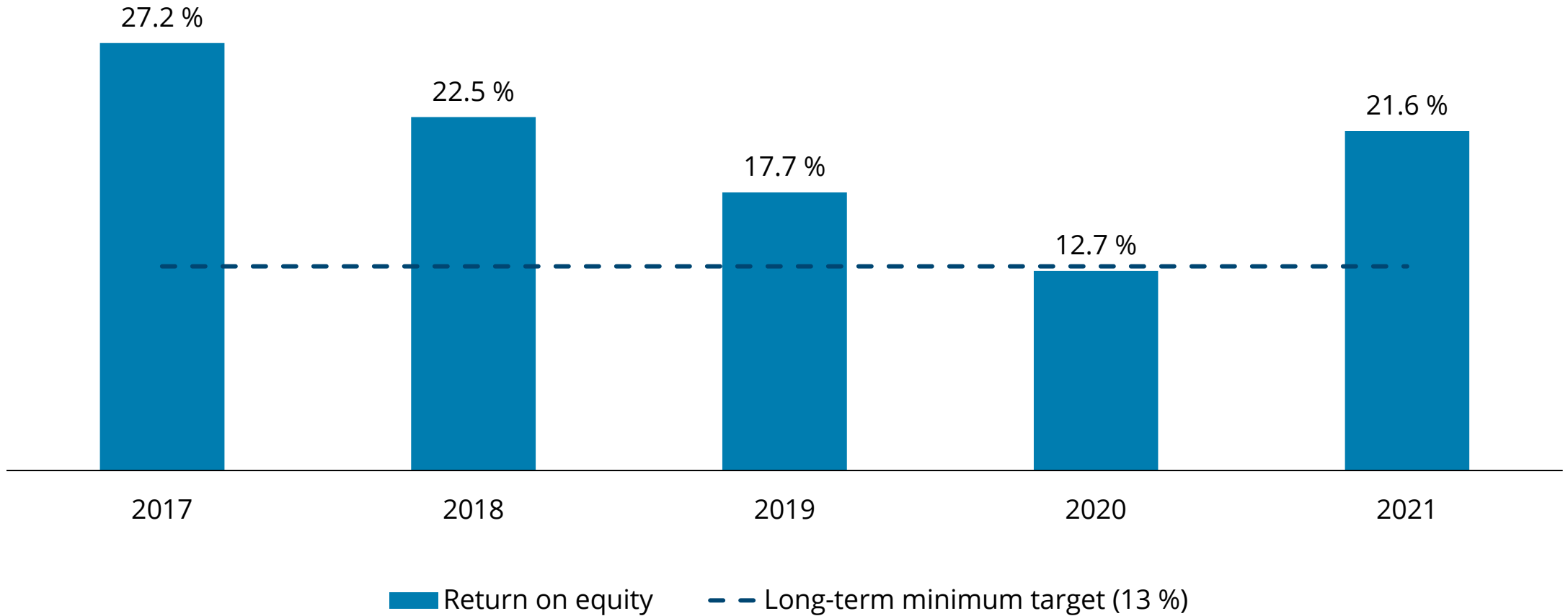
Record-high
18.4 m€
net profit for the period

We offer a growth platform for Finnish SMEs



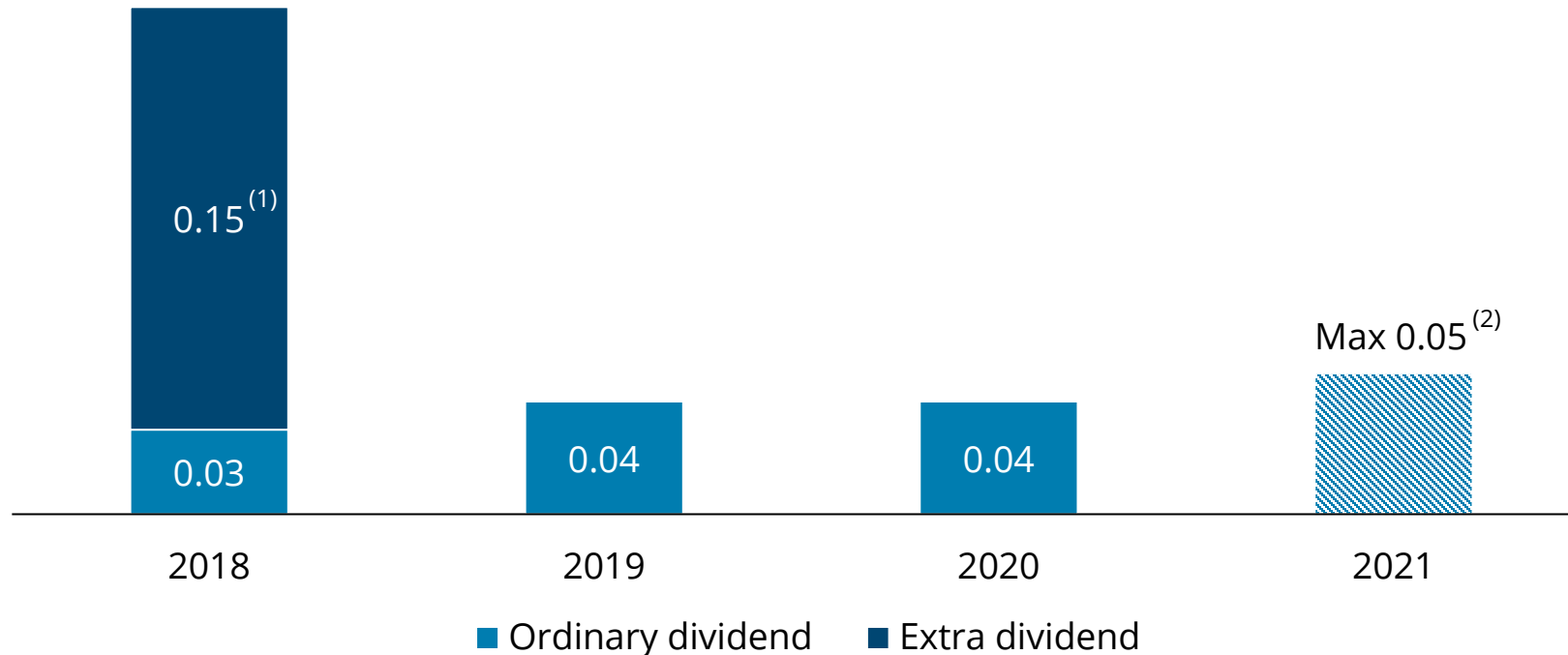
Strong track record of value creation over several years

Return on equity



The aim is to be a good dividend payer

Dividend per share, €



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 is that no dividend for the past financial period be distributed by resolution of the Annual General Meeting, but that the Annual General Meeting authorise the Board of Directors to decide later, at its discretion, on the distribution of a dividend of a total maximum of € 0.05 per share.

Sievi Capital and target companies active in M&A transactions

Overview of M&A transactions

- Nordic Rescue Group acquired the Swedish company Sala Brand in June
- Logistikas completed the acquisition of Piccolo companies in July
- An initial investment in Rakennuttajatoimisto HTJ was made in October
- Sievi Capital increased its holding in KH-Koneet Group in November
- The contemplated combination of Sievi Capital and Boreo was cancelled in December



Current private equity investments

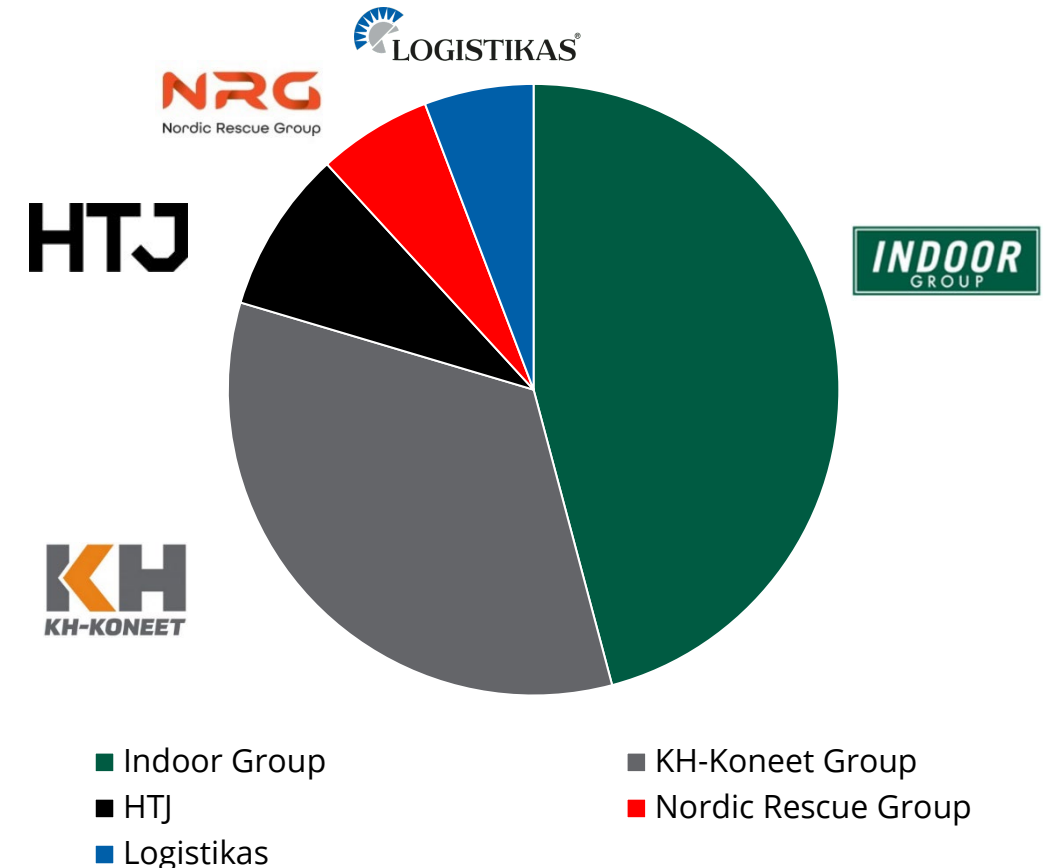
Strong, growing companies

Target companies and holdings⁽¹⁾



(1) On 31 December 2021

Distribution of the fair values of the investments⁽¹⁾



Indoor Group

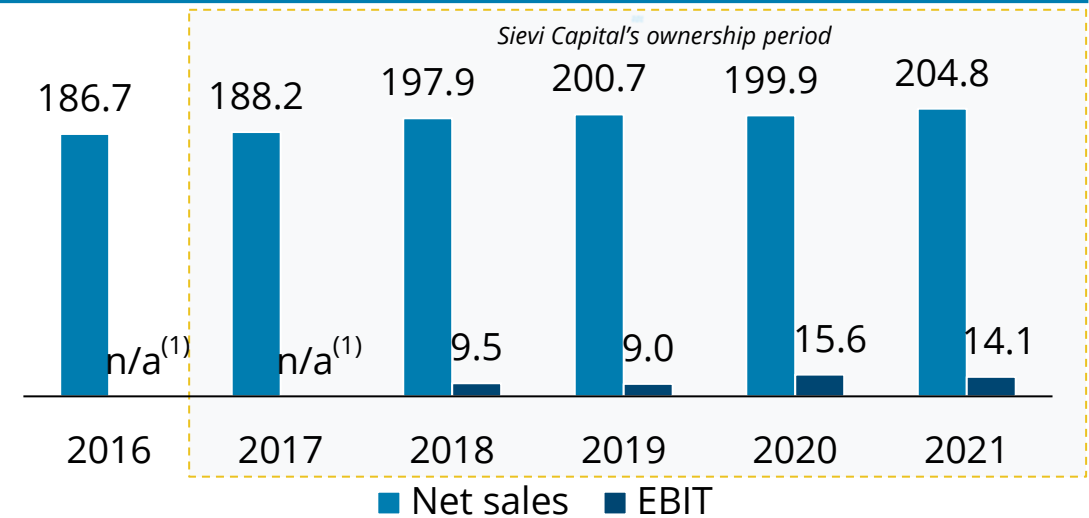
Another strong year

Highlights

- Demand in general at a good level
- Net sales grew supported by online sales
- Operating profit at a good level
 - Operating profit decreased from the previous year due to growth in fixed costs, of which a change in accounting for cloud service expenses played a major role
- ERP system renewal project in progress



Financial figures (IFRS), m€



(1) Indoor Group started using 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

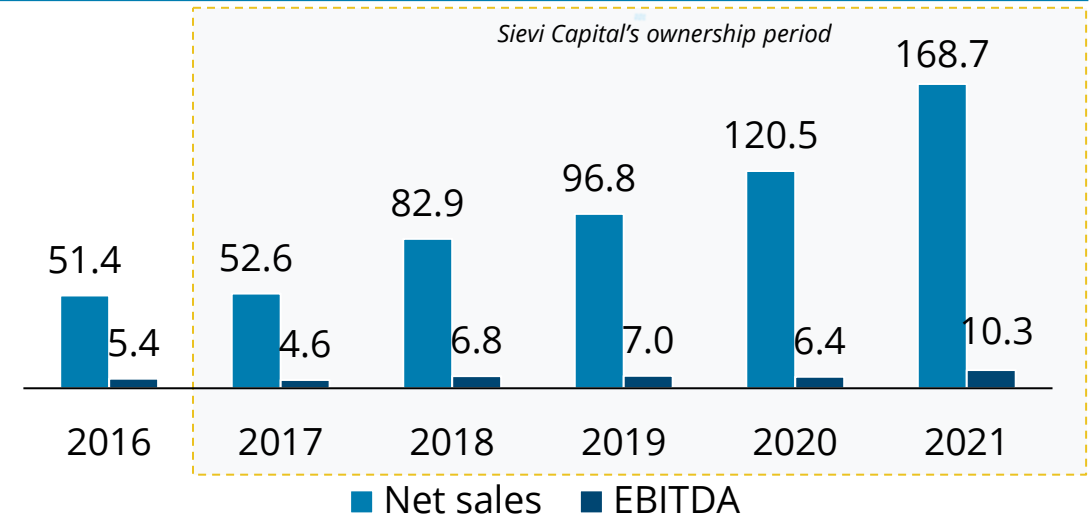
KH-Koneet Group

Year of strong profit growth

Highlights

- Demand generally at a good level
- Net sales increased by 40% year-on-year
 - Growth driven by Sweden, good development in Finland as well
- Improved EBITDA driven by strong net sales development
- Availability of machines weakened during the year
 - Strong inventories as the company's advantage

Financial figures (FAS), m€

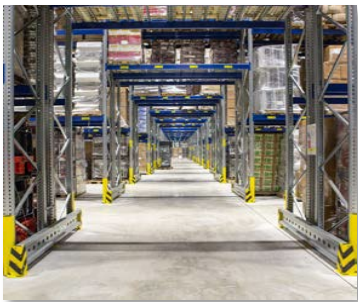


Logistikas

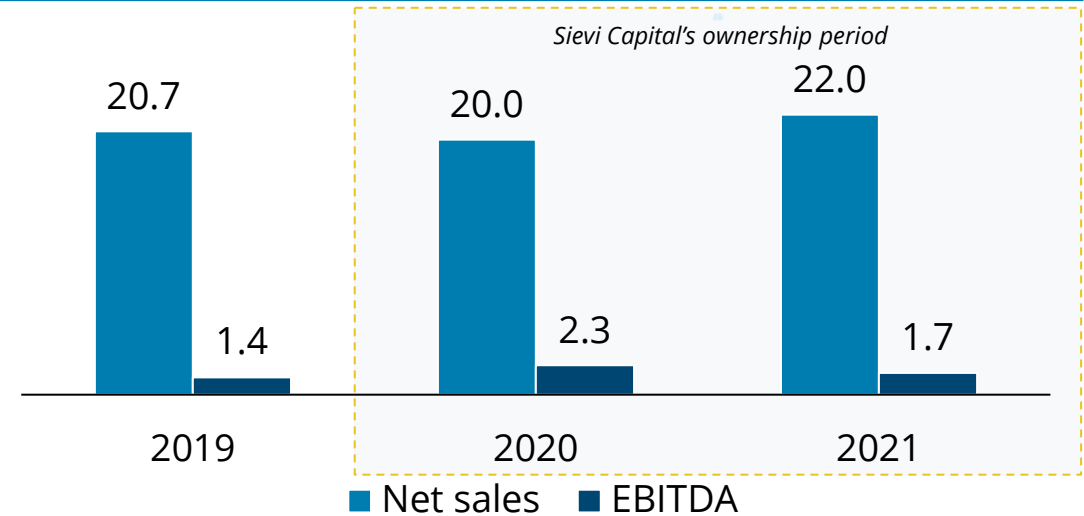
Business operations have been strengthened

Highlights

- Global supply chain challenges and the coronavirus pandemic affected demand
 - However, the market situation developed positively in H2
- Net sales increased as a result of the Piccolo acquisition
- EBITDA fell short of previous year's pro forma level due to the sales structure and increase in fixed costs
- Acquisition takeover has gone very well



Financial figures (FAS), m€ ⁽¹⁾



(1) The figures for 2020 and 2019 are unaudited pro forma figures

Nordic Rescue Group

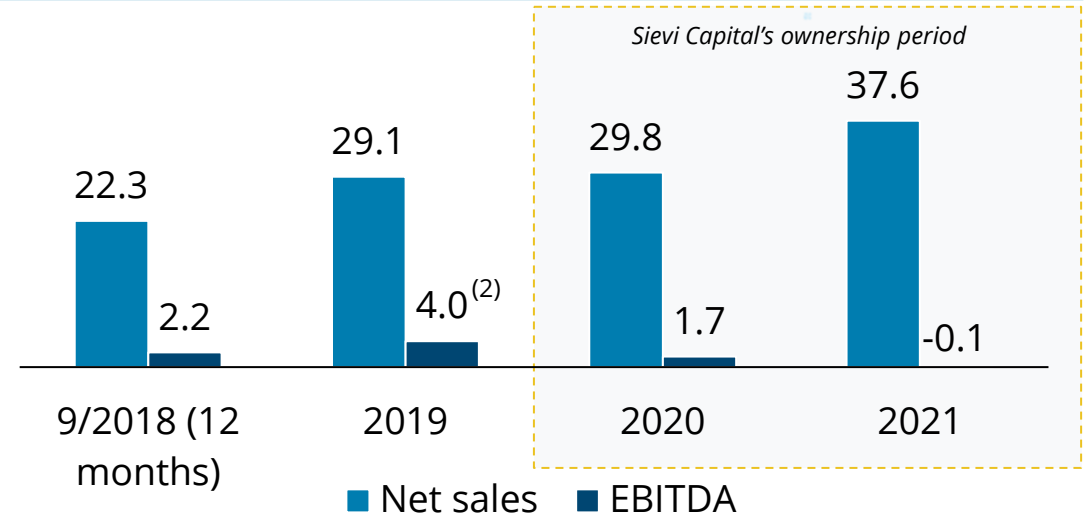
Challenging year

Highlights

- The operating environment caused challenges in production and deliveries
- Net sales grew as the result of an acquisition
- EBITDA decreased considerably
- Measures taken to grow business and improve profitability:
 - Move of Vema Lift to new premises and acquisition of Sala Brand
 - A new CEO started in the company



Financial figures (FAS), m€ ⁽¹⁾



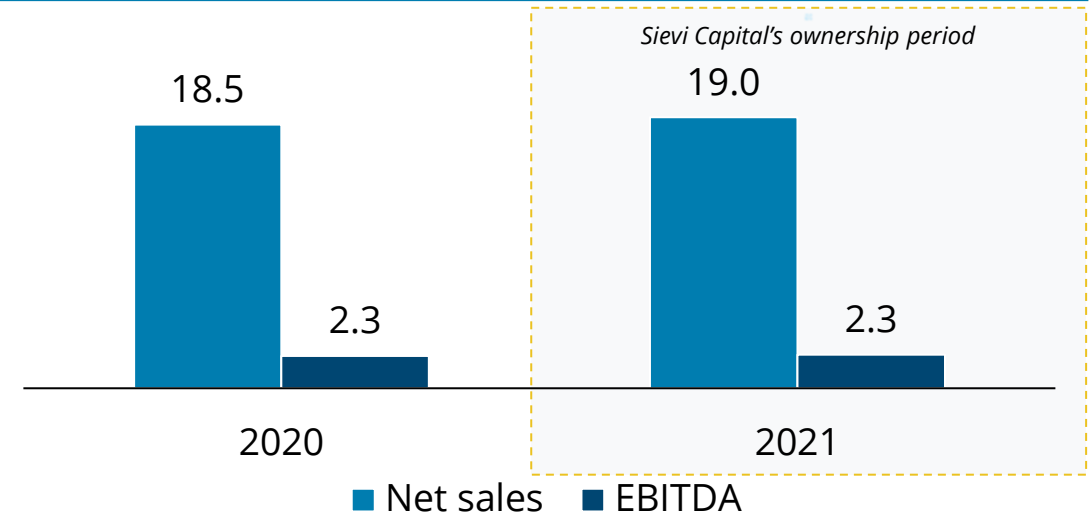
(1) The figures for 2020, 2019 and 9/2018 (12 months) are unaudited pro forma figures
 (2) Includes 1.0 m€ extraordinary income

HTJ

Development improved in H2

Highlights

- Pro forma net sales and EBITDA increased slightly from the comparison period
 - The development was supported by the improved market situation
- Sievi Capital became the main owner in October 2021
 - Cooperation with the company has started well
 - The aim is to grow the business across all sectors
 - Acquisition opportunities assessed as part of the strategy

Financial figures (FAS), m€ ⁽¹⁾

(1) The figures for 2021 are unaudited pro forma figures



Income statement

Record-high result

Income statement (m€)	2020	2021	
Interest and dividend income, total	3.2	11.5	Dividend income from Indoor Group 11.5 m€
Realised profits/losses & expenses of investments	-2.9	0.0	
Unrealised changes in fair values of investments	13.0	12.9	Key items in unrealised changes in fair values:
Changes in value of investments, total	10.1	12.9	<ul style="list-style-type: none"> - Indoor Group +8.2 m€ - KH-Koneet Group +7.7 m€ - Nordic Rescue Group -3.9 m€
Operating expenses	-1.6	-4.2	
Operating profit	11.7	20.2	Includes 1.7 m€ costs related to the cancelled combination of Sievi Capital and Boreo
Financial income	0.0	0.0	
Financial expenses	-0.1	0.0	
Profit before taxes	11.6	20.2	
Income taxes	-1.7	-1.8	Record-high net profit
Net profit for the period	9.9	18.4	

Net asset value

The total value of private equity investments increased clearly

Investments and net asset value (m€)	12/2020	%	12/2021	%
Private equity investments				
Indoor Group Holding Oy	41.5	53.6 %	49.7	53.2 %
KH-Koneet Group Oy ⁽¹⁾	17.0	22.0 %	36.5	39.1 %
Logistikas Oy	6.1	7.9 %	6.3	6.7 %
Nordic Rescue Group Oy	7.9	10.2 %	6.5	7.0 %
HTJ Holding Oy ⁽¹⁾	-	-	9.3	10.0 %
Private equity investments, total	72.4	93.7 %	108.3	115.9 %
Cash and cash equivalents and other financial assets	8.6	11.1 %	1.8	2.0 %
Loans from financial institutions	-	-	-5.5	-5.9 %
Deferred tax liabilities and assets, total	-4.4	-5.7 %	-6.2	-6.6 %
Other liabilities, receivables and assets, total ⁽¹⁾	0.7	0.9 %	-5.0	-5.4 %
Total net asset value	77.3	100.0 %	93.5	100.0 %
Net asset value per share	1.33		1.61	

Private equity investments +50 %

- New investments and follow-on investments 18.8 m€

- Accounting treatment of investments in KH-Koneet Group and HTJ +4.0 m€⁽¹⁾

- Changes in the value of private equity investments +13.1 m€

Financial liabilities increased due to a new loan drawn for the financing of the HTJ investment and due to arising of contingent liabilities

Net asset value per share increased by 21 %

(1) Sievi Capital and the minority shareholders of KH-Koneet Group and HTJ Holding have agreed on a mutual right to complete a transaction concerning all of the shares in the companies held by the minority shareholders if certain conditions are met. Therefore, the investment in said companies is presented as if Sievi Capital had a 100% holding and the non-controlling interests are presented as contingent liabilities at fair value through profit or loss in other liabilities.

The aim is to continue active operations after the exceptional and financially strong year

- The year was not easy for the target companies' business operations
- The net sales of all target companies grew either organically or inorganically, while there was more variation in profit performance
- Sievi Capital continued active investment operations
- Profit for the period at a historically high level and strong return on equity
- The target companies' development work and active investment operations continue, Sievi Capital is assessing its strategy and options
- The Ukrainian crisis and the resulting sanctions are not expected to have significant direct impacts on Sievi Capital at this point

