



Sievi Capital

Results presentation H1/2022

17 August 2022



Highlights in H1/2022

Strong results
by KH-Koneet Group and Logistikas

Target companies active in
add-on acquisitions

Four out of five target
companies increased their
net sales in exceptional
circumstances

Sievi Capital's strategy
process is well under way

€1.53
net asset value per share

13.0%
gearing

Sievi Capital in brief

Current investments



5

Majority investments
in unlisted
SMEs



452

Combined net sales of
our target companies in
2021 (€m)

The goal is to make 1-2 new investments per year



15-100

Net sales of a typical target
company (€m)

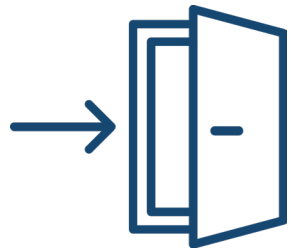


5-15

Our one-time investment (€m)

Why invest in Sievi Capital?

Clear focus in attractive market



13,158

Private equity accessible for all investors*



+3,000

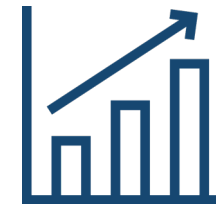
Growth oriented and profitable Finnish SMEs

Transparent structure and good investment track record



+2%

Agile and cost effective organisation**

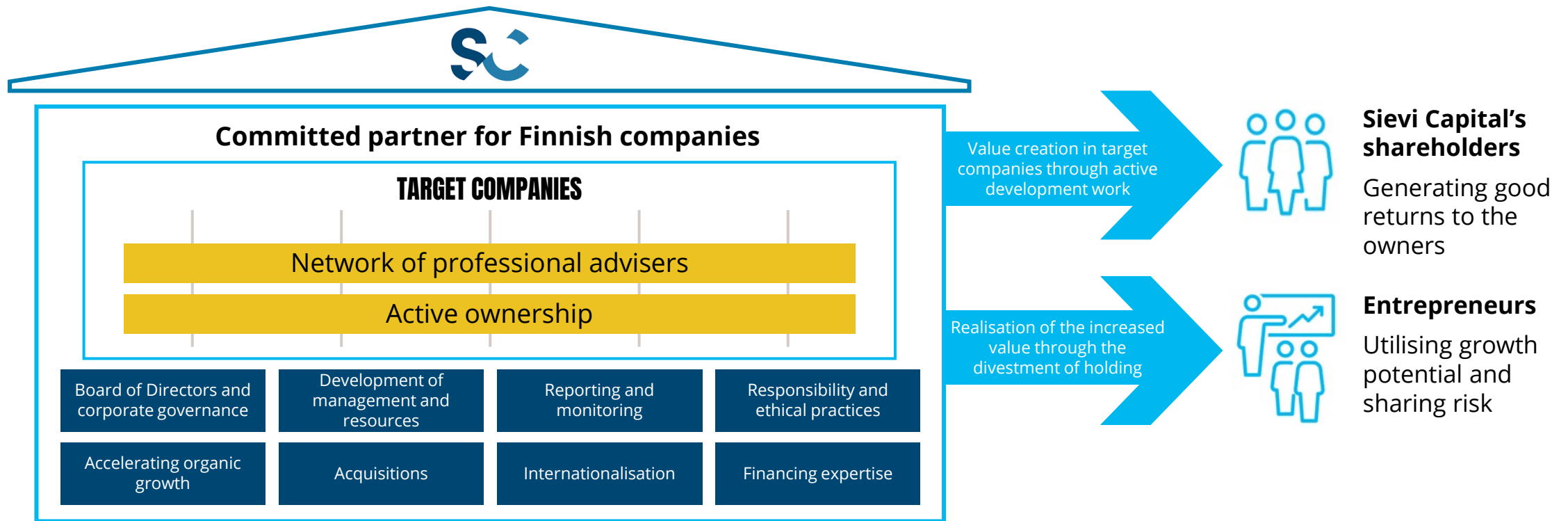


+19%

Annual return on net asset value 2016-2022***

* Number of Sievi Capital shareholders 30 June 2022. ** Annualized H1/2022 operating expenses / total value of private equity investments 31 December 2021. *** For period 31 December 2016 – 30 June 2022 (CAGR) including dividends. Past success does not guarantee future investment performance.

We offer a growth platform for Finnish SMEs



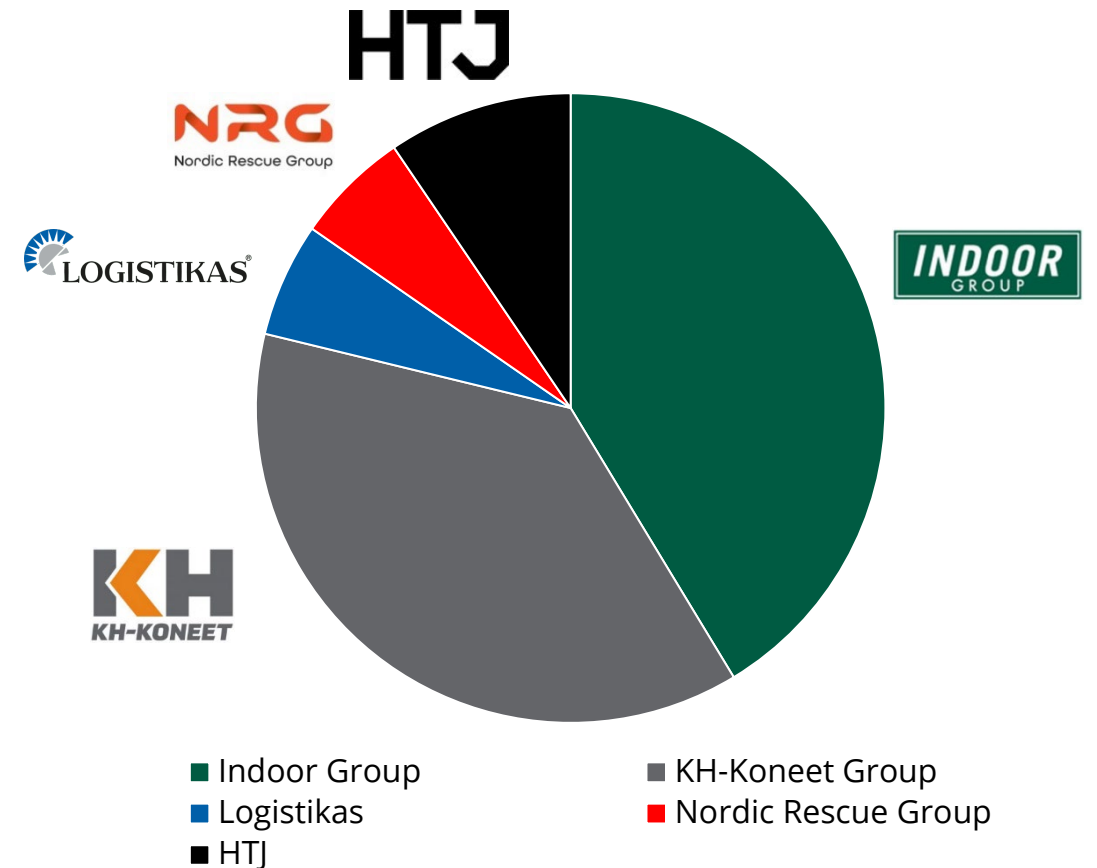
Current private equity investments

Target companies and holdings⁽¹⁾

58.3%	INDOOR GROUP <i>Net sales in 2021: €205m</i>	
90.5%	KH-KONEET GROUP <i>Net sales in 2021: €169m</i>	
65.9%	LOGISTIKAS <i>Net sales in 2021: €22m</i>	
67.9%	NORDIC RESCUE GROUP <i>Net sales in 2021: €38m</i>	
91.7%	HTJ <i>Net sales in 2021: €19m</i>	

(1) The situation on 30 June 2022

Distribution of the fair values of the investments⁽¹⁾



Indoor Group

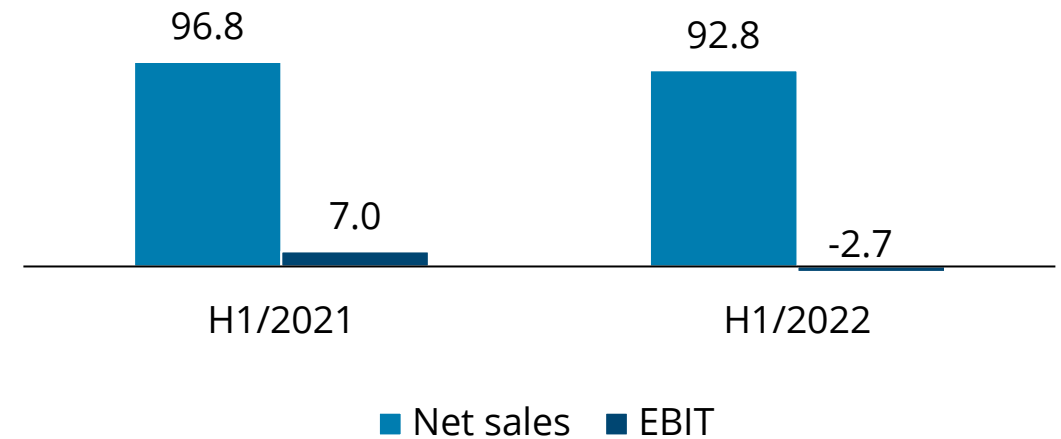
Weaker result due to a decline in consumer demand

Highlights

- The operating environment was challenging
- Net sales decreased by 4% and EBIT declined by €9.7m
 - Consumer demand declined and the sales period for seasonal products was shorter than last year
 - The company has initiated efficiency improvement and cost saving measures to improve profitability
- Inventory grew and cash flow was negative
- The company agreed on the acquisition of 10 franchisee-operated stores



Financial figures (IFRS), €m



KH-Koneet Group

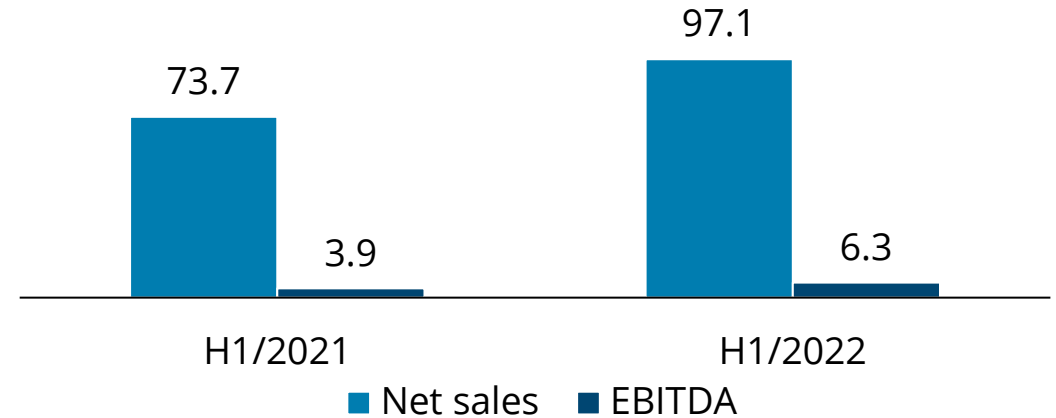
Continued growth in Sweden

Highlights

- The operating environment was better than expected
- Net sales grew by 32% and EBITDA improved by over 60%
 - The focus of growth was in Sweden, which accounted for nearly half of net sales
- Market position in Sweden was strengthened by the acquisition of the machinery rental company Törnells Maskinuthyrning
 - The integration of the acquired company went according to plan



Financial figures (FAS), €m

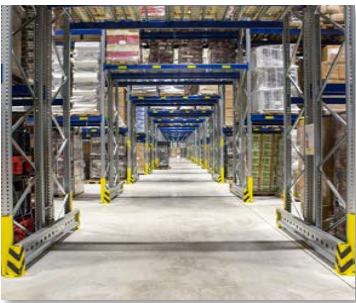


Logistikas

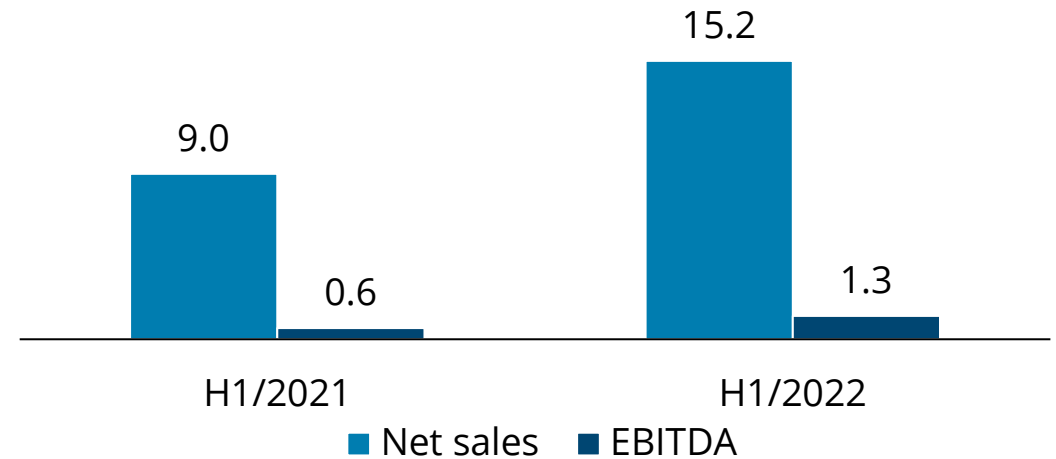
The company's operational efficiency improved

Highlights

- The operating environment developed positively
- Net sales grew by 68% and EBITDA improved by €0.7m
 - Flows of customers' goods are growing and the demand for the company's value-added services increased
 - The company improved its operational efficiency
- New customer acquisition developed favourably
- The company strengthened its organization to support the development of operations



Financial figures (FAS), €m



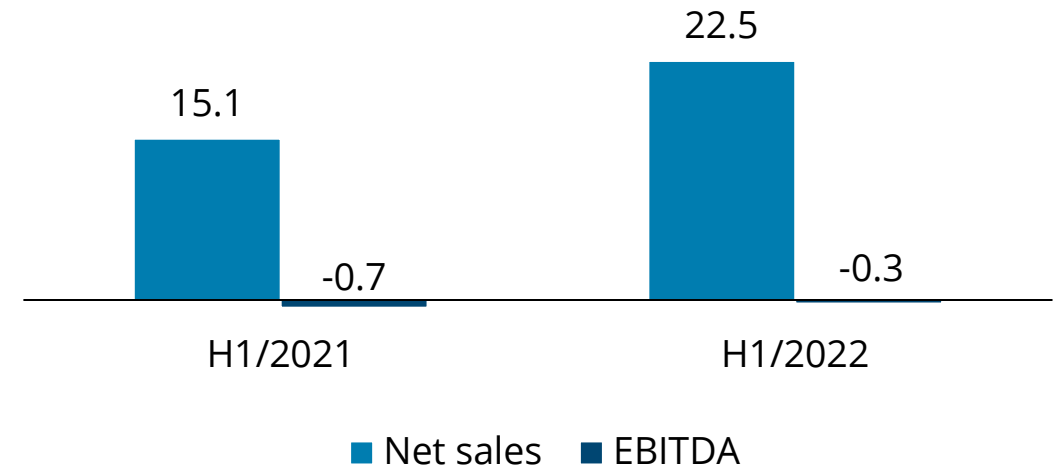
Nordic Rescue Group

Continued challenges in the operating environment

Highlights

- The operating environment remained challenging
 - Demand in the company's home markets has been relatively stable, challenges particularly in China
- Net sales grew by 48% and EBITDA improved by €0.4m
- The company was financed by a junior loan, of which Sievi Capital's share was €1.3m
 - The loan was granted for the payment of a deferred purchase price to the seller of Saurus and Vema Lift
- The company has successfully opened new markets

Financial figures (FAS), €m



HTJ

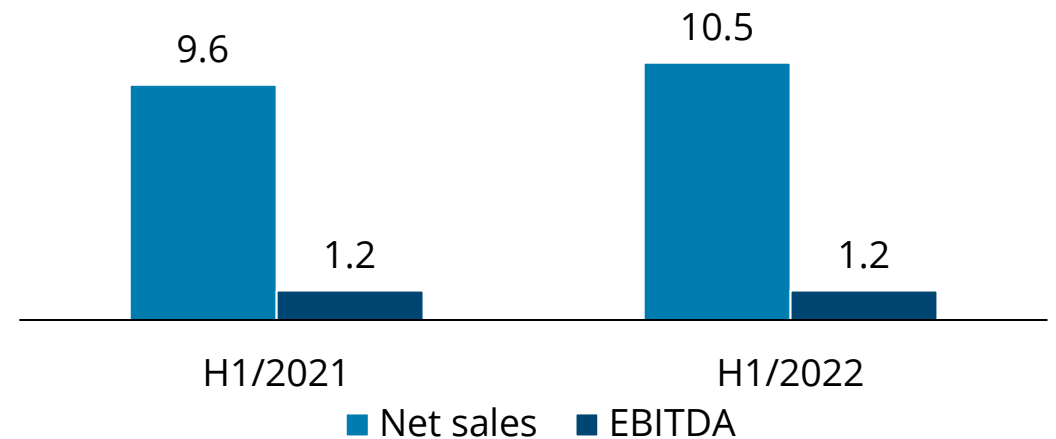
Infrastructure and industrial expertise strengthened by M&A

Highlights

- Increased uncertainty in the operating environment
- Demand for the company's services has nevertheless remained stable and the order book has grown
- Net sales grew by 10% and EBITDA was on a par with the comparison period
 - Relative profitability decreased slightly due to sickness-related absences
- The company strengthened its infrastructure and industrial expertise by acquiring Infracap



Financial figures (FAS), €m ⁽¹⁾



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

Income statement

The result was weighed down by unrealised changes in fair values

Income statement, IFRS (€m)	1-12/2021	1-6/2021	1-6/2022
Interest and dividend income, total	11.5	2.8	0.0
Realised profits/losses & expenses of investments	0.0	0.0	0.0
Unrealised changes in fair values of investments	12.9	11.6	-4.2
Changes in value of investments, total	12.9	11.6	-4.2
Operating expenses	-4.2	-1.2	-1.1
Operating profit	20.2	13.1	-5.3
Financial income	0.0	0.0	0.0
Financial expenses	0.0	0.0	-0.1
Profit before taxes	20.2	13.1	-5.4
Income taxes	-1.8	-2.1	1.1
Net profit for the period	18.4	11.0	-4.3

No interest or dividend income during the review period

Key items in unrealised changes in fair values:

- Indoor Group -€5.9m
- KH-Koneet Group +€3.1m
- Nordic Rescue Group -€1.6m

Net asset value

Net asset value per share decreased from the turn of the year

Distribution of investments and net asset value (€m)	6/2021	%	12/2021	%	6/2022	%
Private equity investments						
Indoor Group Holding Oy	52.1	60.6%	49.7	53.2%	43.7	49.1%
KH-Koneet Group Oy ⁽¹⁾	18.8	21.9%	36.5	39.1%	39.7	44.5%
Logistikas Oy	6.3	7.4%	6.3	6.7%	6.2	7.0%
Nordic Rescue Group Oy ⁽²⁾	9.2	10.8%	6.5	7.0%	6.2	7.0%
HTJ Holding Oy ⁽¹⁾	-	-	9.3	10.0%	10.0	11.3%
Private equity investments, total	86.5	100.6%	108.3	115.9%	105.8	118.7%
Cash and cash equivalents and other financial assets	5.2	6.0%	1.8	2.0%	3.2	3.6%
Loans from financial institutions	-	-	-5.5	-5.9%	-10.0	-11.2%
Deferred tax liabilities and assets, total	-6.5	-7.5%	-6.2	-6.6%	-5.1	-5.7%
Other liabilities, receivables and assets, total ⁽¹⁾	0.8	0.9%	-5.0	-5.4%	-4.8	-5.4%
Total net asset value	86.0	100.0%	93.5	100.0%	89.1	100.0%
Net asset value per share	1.48		1.61		1.53	

Private equity investments
-2% from the turn of the year

- Changes in the value of private equity investments -€3.8m

- €1.3m follow-on investment in Nordic Rescue Group

Financial liabilities increased due to a loan of €4.5m

Net asset value per share -5% from the turn of the year

(1) Sievi Capital and all of the minority shareholders of KH-Koneet Group and HTJ Holding agreed on a mutual right to complete a transaction concerning all of the shares held by the minority shareholders. 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.

(2) Includes Sievi Capital's loan and interest receivables from the company (totalling €1.3m on 30 June 2022)

Summary of H1/2022

Net sales mostly increased under exceptional circumstances

- **Continued purposeful development and growth of the target companies**
 - KH-Koneet Group continued its growth, with the focus being on Sweden
 - Logistikas improved its operational efficiency
 - HTJ strengthened its infrastructure and industrial expertise through an acquisition
 - Nordic Rescue Group successfully opened new markets
 - Indoor Group agreed on the acquisition of 10 franchisee-operated stores
- **Some of the target companies have challenges related to the market conditions and operational efficiency**
 - Nordic Rescue Group continued to suffer from the difficult operating environment
 - Indoor Group's demand has declined and inventories have increased
- **Sievi Capital's result was weighed down by unrealised changes in values**
 - Return on equity for rolling 12 months: 3.5%
- **The objective of Sievi Capital's strategy work is to increase shareholder value**
 - The goal is to complete the strategy process during this autumn



Sievi Capital

