



# eQ Plc – Result Q1 2024

Result presentation 23<sup>rd</sup> of April 2024

# eQ Group – Key figures

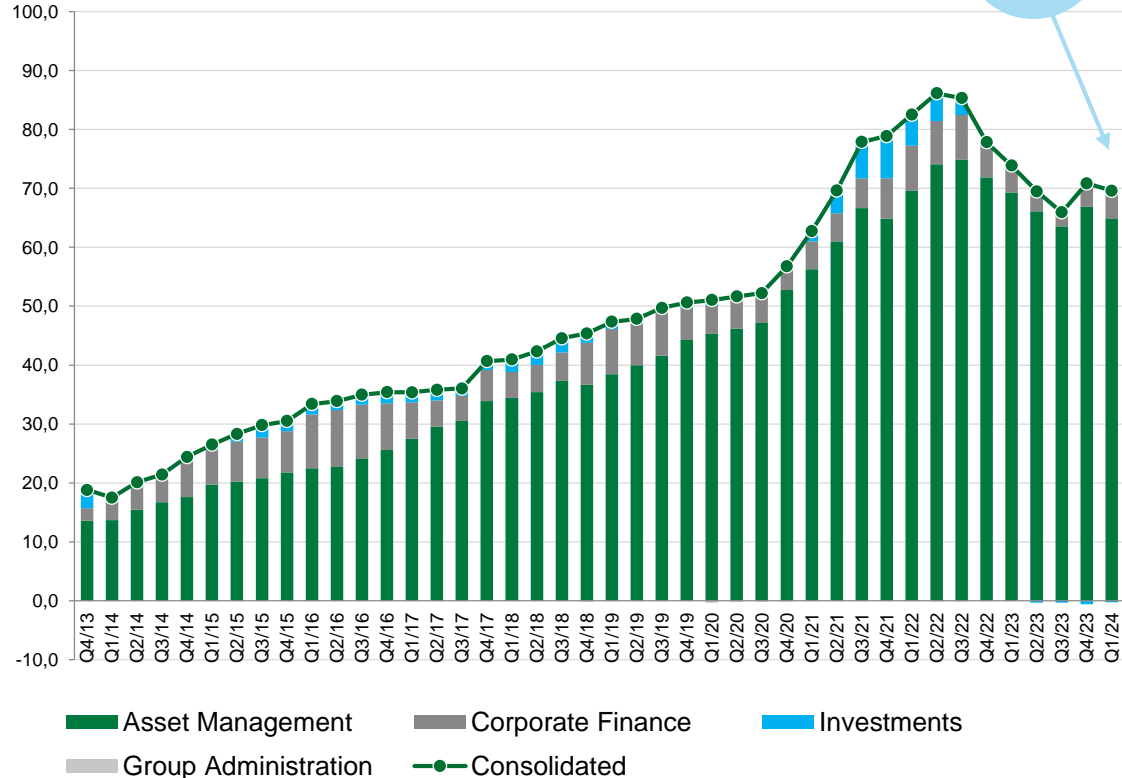


MEUR	1-3/24	1-3/23	Change	1-12/23
Net revenue	16.5	17.7	-7 %	70.9
Operating profit	8.8	10.0	-12 %	39.7
Profit for the period	7.0	7.9	-12 %	31.5
Earnings per share (EUR)	0.17	0.20	-12 %	0.78
Cost/income-ratio. %	46.6	43.6	7 %	43.8
Liquid assets	34.9	51.6	-32 %	33.4
Investments in PE and RE funds	16.7	16.5	1 %	16.6

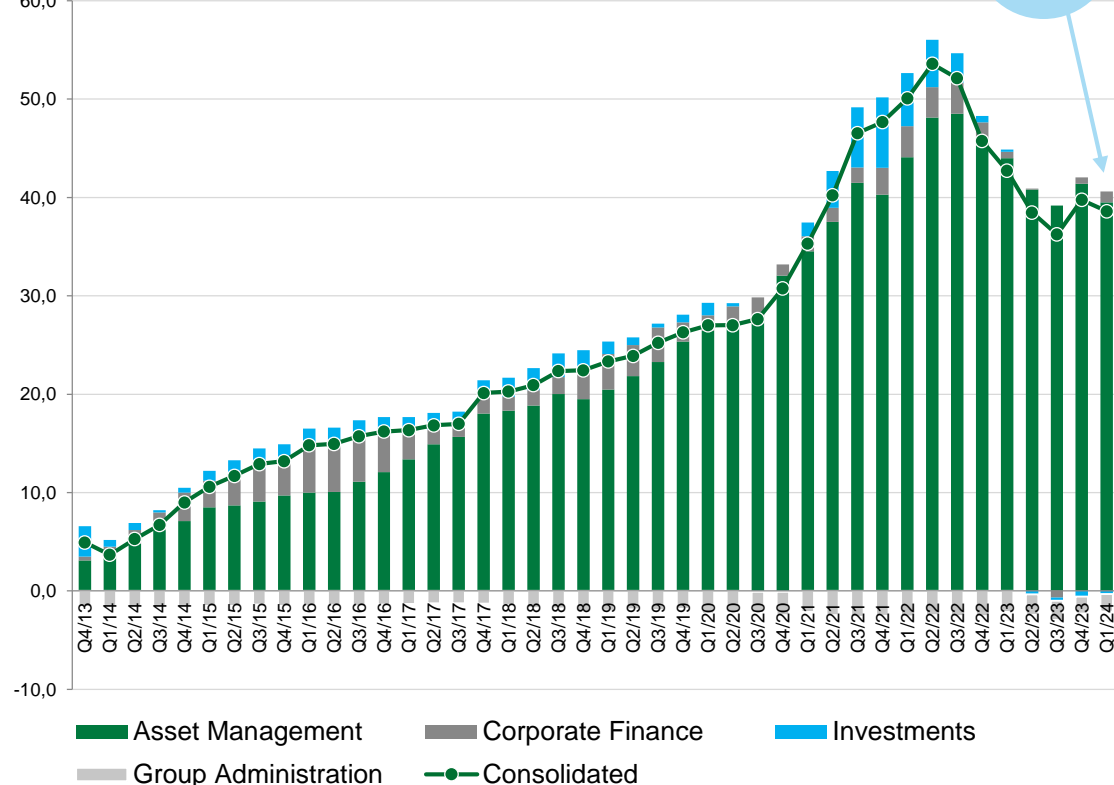
# eQ Group – Rolling 12 months



**Net revenue development, rolling 12 months, MEUR**



**Operating profit development, rolling 12 months, MEUR**



# eQ Group – Balance sheet



ASSETS (MEUR)			LIABILITIES AND EQUITY (MEUR)		
	3/2024	12/2023		3/2024	12/2023
Liquid assets	0.1	0.1	Other liabilities	44.0	6.9
Claims on credit institutions	24.2	22.8	Accruals and deferred income	7.2	12.9
Financial assets			Lease liabilities	4.7	5.0
Financial securities	10.7	10.6	Income tax liabilities	0.0	0.0
PE and real estate fund investments	16.8	16.6	<b>TOTAL LIABILITIES</b>	<b>56.0</b>	<b>24.8</b>
Intangible assets	29.2	29.2	Share capital	11.4	11.4
Tangible assets	4.4	4.6	Reserve for invested unrestricted equity	26.6	24.7
Other assets	20.9	15.7	Retained earnings	6.6	7.8
Accruals and prepaid expenditure	0.8	0.4	Profit (loss) for the period	7.0	31.5
Income tax receivables	0.4	0.1	<b>TOTAL SHAREHOLDERS' EQUITY</b>	<b>51.6</b>	<b>75.4</b>
Deferred tax assets	0.2	0.2			
<b>TOTAL ASSETS</b>	<b>107.6</b>	<b>100.3</b>	<b>TOTAL LIABILITIES AND EQUITY</b>	<b>107.6</b>	<b>100.3</b>

Liquid assets

**34.9**

MEUR

Private equity and real estate fund investments

**16.7**

MEUR

Interest-bearing loans

**0.0**

MEUR

Total capital and the capital requirement ratio

**286.2 %**



# Asset Management

# Asset Management – Income statement

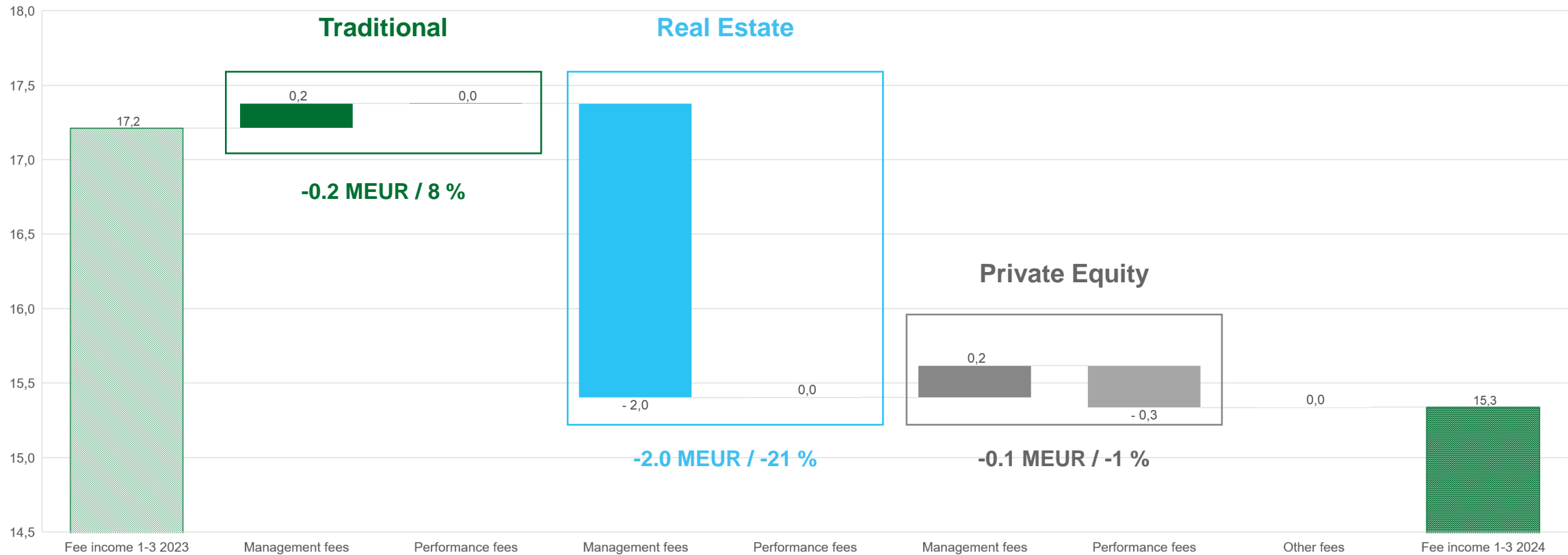


MEUR	1-3/24	1-3/23	Change	1-12/23
<b>NET REVENUE</b>	<b>15.1</b>	<b>17.1</b>	<b>-11 %</b>	<b>66.9</b>
Personnel expenses	-5.2	-5.2	0 %	-21.1
Other administrative expenses	-0.5	-0.5	1 %	-1.9
Depreciation	-0.2	-0.3	-10 %	-1.0
Other operating expenses	-0.4	-0.3	2 %	-1.4
<b>OPERATING PROFIT</b>	<b>8.9</b>	<b>10.7</b>	<b>-18 %</b>	<b>41.4</b>
Cost/income -ratio, %	41.4	36.8	13 %	37.9

# Asset Management – Fee income change



## Asset management fee income change -1.9 MEUR / -11 %

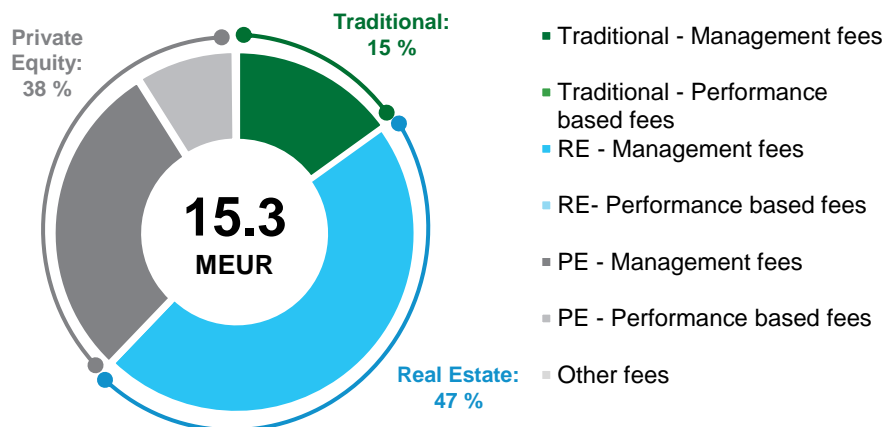


# Asset Management – Fee income

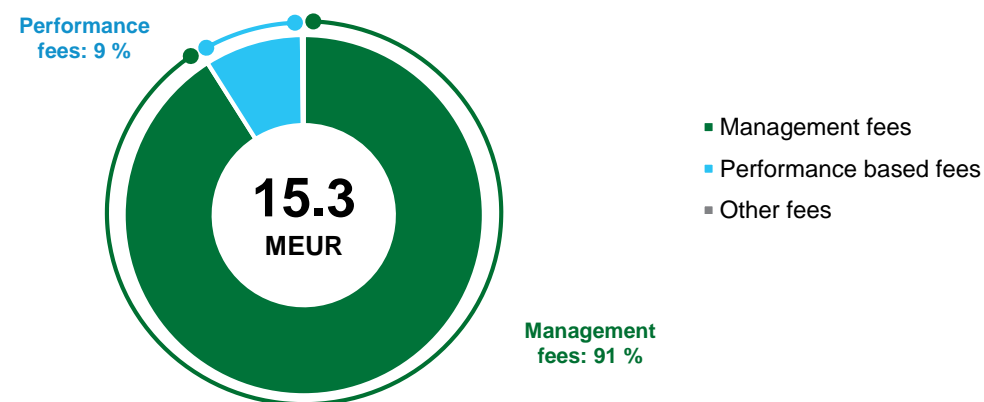


MEUR	1-3/2024	1-3/2023	Change	1-12/2023
<b>Management fees</b>				
Traditional asset management	2.3	2.1	10 %	8.8
Real estate asset management	7.2	9.2	-21 %	35.6
Private equity asset management	4.4	4.2	5 %	17.6
<b>Management fees total</b>	<b>14.0</b>	<b>15.6</b>	<b>-10 %</b>	<b>62.0</b>
<b>Performance based fees</b>				
Traditional asset management	0.0	0.0	35 %	0.0
Real estate asset management	-	-	-	-0.7
Private equity asset management	1.3	1.6	-17 %	6.1
<b>Performance based fees total</b>	<b>1.4</b>	<b>1.6</b>	<b>-17 %</b>	<b>5.4</b>
<b>Other fees</b>	<b>0.0</b>	<b>0.0</b>	<b>8 %</b>	<b>0.1</b>
<b>Fee income total</b>	<b>15.3</b>	<b>17.2</b>	<b>-11 %</b>	<b>67.5</b>

Fee income by investment area 1-3/2024



Fee income by type 1-3/2024

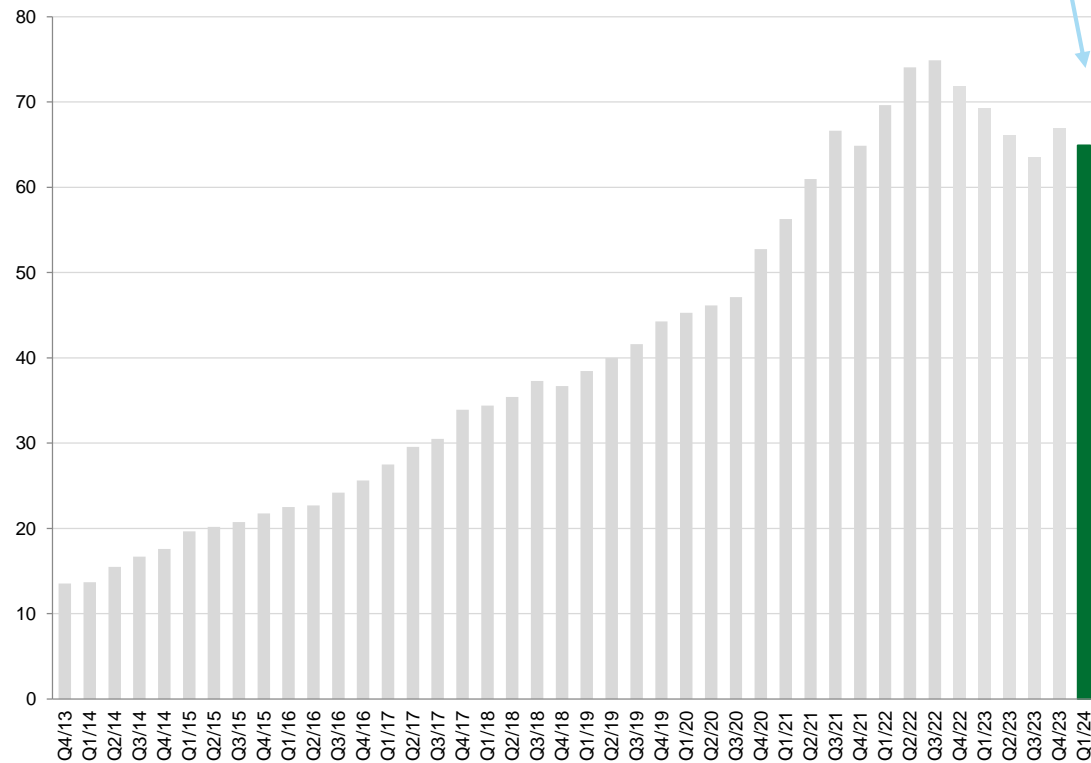




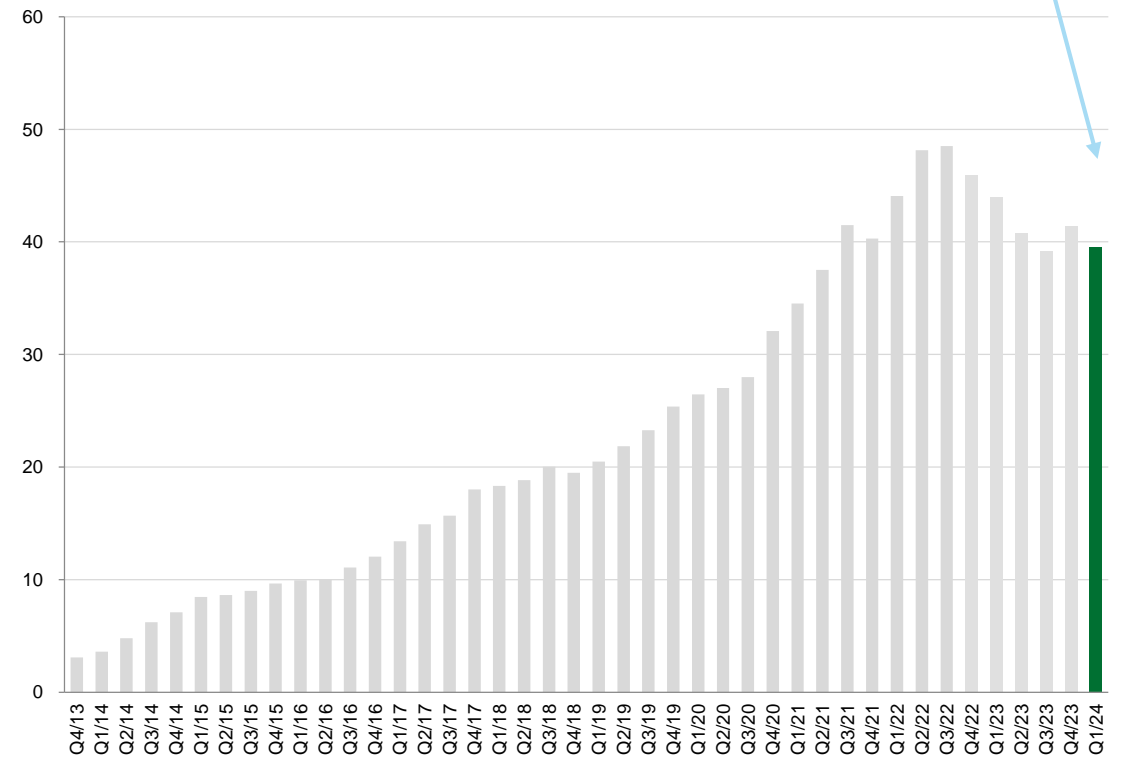
# Asset Management – Rolling 12 months



**Net revenue development,  
rolling 12 months, MEUR**



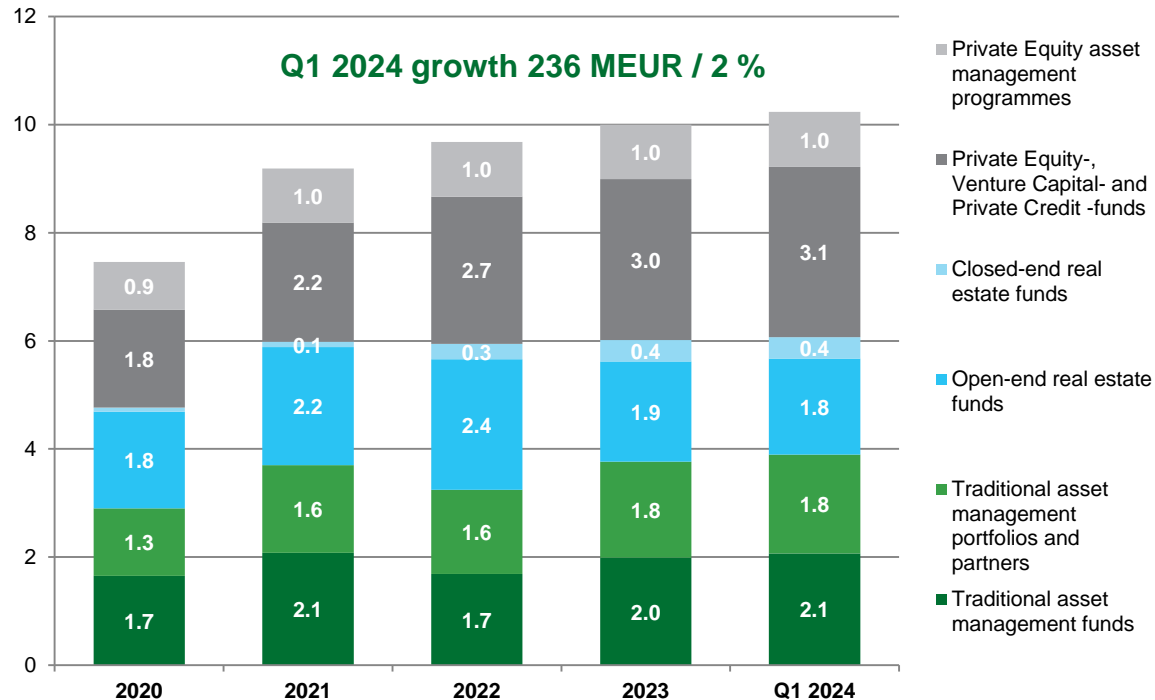
**Operating profit development,  
rolling 12 months, MEUR**



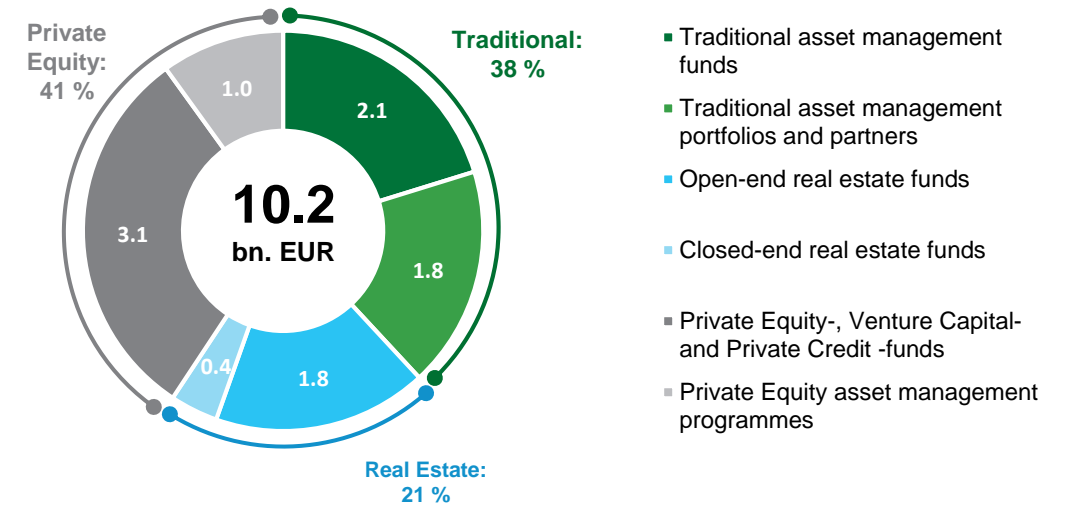
# Assets under management



## Assets under management development, bn. EUR



## Assets under management split 3/2024



Aum excluding reporting services, in addition eQ has 3.0 billion of assets in private equity reporting services, total Aum is EUR 13.2 billion

# Asset Management – Traditional funds



Gross Return 28.3.2024 Funds	3 months			3 years p.a.			5 years p.a.			Morning- star
	Return	Comp.	Diff.	Return	Comp.	Diff.	Return	Comp.	Diff.	
<b>Fixed income Funds</b>										
eQ Euro Short Term	0,94 %			1,44 %			0,80 %			
eQ Floating Rate	1,31 %	0,98 %	0,33 %	1,88 %	1,07 %	0,81 %	1,36 %	0,48 %	0,88 %	no rating
eQ Euro Government Bond	-0,45 %	-0,68 %	0,23 %	-4,04 %	-5,01 %	0,97 %	-1,53 %	-1,75 %	0,22 %	☆☆☆☆☆
eQ Euro Investment Grade	1,67 %	0,39 %	1,27 %	-2,19 %	-2,38 %	0,19 %	0,08 %	-0,47 %	0,55 %	☆☆☆☆☆
eQ High Yield	2,32 %	1,72 %	0,60 %	1,20 %	0,81 %	0,39 %	2,32 %	2,41 %	-0,09 %	☆☆☆☆☆
eQ Emerging markets Corporate Bond HC	2,05 %	1,13 %	0,92 %	-1,01 %	-3,97 %	2,96 %	1,35 %	-0,75 %	2,10 %	☆☆☆☆☆
eQ Emerging Markets Corporate Bond Local Currency	2,07 %			4,42 %			3,34 %			☆☆☆☆☆
<b>Equity Funds</b>										
eQ Finland	0,97 %	0,27 %	0,70 %	2,14 %	-0,01 %	2,15 %	10,22 %	6,30 %	3,92 %	☆☆☆☆☆
eQ Nordic Small Cap	0,69 %	4,05 %	-3,37 %	-7,98 %	-1,19 %	-6,79 %	12,45 %	7,64 %	4,81 %	☆☆☆☆☆
eQ Europe Small Cap Fund	5,49 %	3,48 %	2,00 %	-3,48 %	0,70 %	-4,18 %	7,94 %	6,15 %	1,80 %	☆☆☆☆☆
eQ Europe Dividend	2,53 %	7,63 %	-5,10 %	6,80 %	9,22 %	-2,42 %	11,21 %	8,80 %	2,41 %	☆☆☆☆☆
eQ Frontier Markets	12,40 %	7,78 %	4,63 %	10,70 %	3,85 %	6,85 %	7,91 %	3,85 %	4,07 %	☆☆☆☆☆
eQ Blue Planet	7,30 %	11,33 %	-4,03 %	6,53 %	11,70 %	-5,17 %	11,05 %	12,94 %	-1,89 %	☆☆☆☆☆
eQ Emerging Markets Dividend	8,24 %	4,42 %	3,82 %	2,03 %	-2,42 %	4,45 %	7,90 %	2,96 %	4,94 %	☆☆☆☆☆
eQ Emerging Markets Small Cap	6,54 %	3,34 %	3,20 %	4,13 %	7,20 %	-3,07 %	7,35 %	9,36 %	-2,01 %	☆☆☆☆☆
eQ Global Fund	7,68 %			5,54 %			9,18 %			☆☆☆☆☆
<b>Balanced Funds</b>										
eQ Mandate	4,53 %			2,59 %			4,98 %			☆☆☆☆☆
<b>Average</b>	3,20 %	2,55 %	0,29 %	1,67 %	1,09 %	-0,16 %	5,64 %	3,22 %	1,20 %	☆☆☆☆☆
<b>Funds that have exceeded the comparison index</b>			77 %			62 %			77 %	3,1 stars

eQ Finland -fund received the award for the best fund from Morningstar in 2024 Awards for Investing Excellence.

The gross returns are calculated without the fund's management fee, but after the fund's other running costs and trading costs. The management fee during this period has been 0.2 - 2.5% per year, depending on the fund.

# Asset Management – Real estate funds



## eQ Community Properties

- Invests in modern care properties and social infrastructure properties
- Avg. lease maturity 9 years, vacancy 4 %, initial rental yield 5.9 %
- Invested capital: 1 815 MEUR
- Equity (NAV): 1 167 MEUR
- 1-3/2024 net subscriptions: 22 MEUR
- Return 1-3/2024: -0.3 %
- Return from start: 6.5 % p.a.

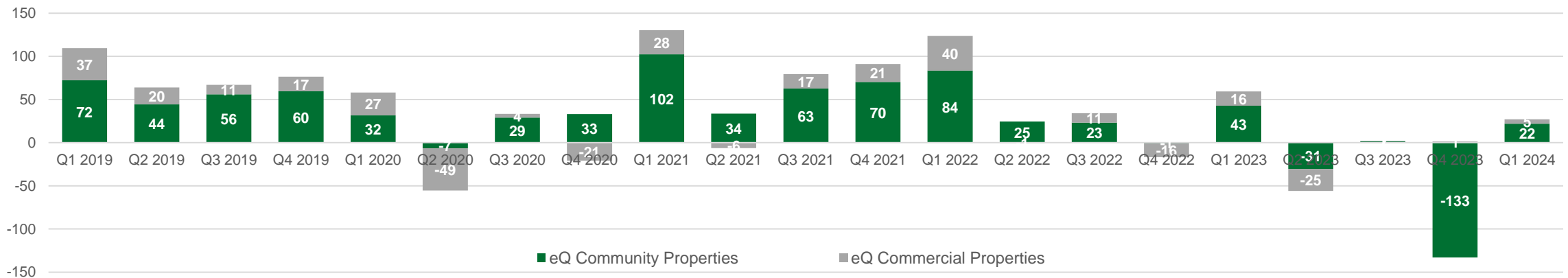
## eQ Commercial Properties

- Invests in commercial real estate
- Avg. lease maturity 5 years, vacancy 11 %, initial rental yield 6.3 %
- Invested capital: 1 033 MEUR
- Equity (NAV): 611 MEUR
- 1-3/2024 net subscriptions: 5 MEUR, postponed 31 December 2023 redemptions 32 MEUR will be paid 4/2024
- Return 1-3/2024: -4.9 %
- Return from start: 5.0 % p.a.

## eQ Residential

- Closed-end fund only for professional investors – invests in residential properties
- eQ Residential I:
  - Established 5/2020, closed 5/2021
  - Equity (NAV) 100 MEUR, the fund invests about 300 million in residential properties
- eQ Residential II
  - Established 2/2022, closed 12/2022
  - Equity (NAV): 53 MEUR, the fund invests about 150 million in residential properties

## eQ's open-end real estate funds – net subscriptions, MEUR



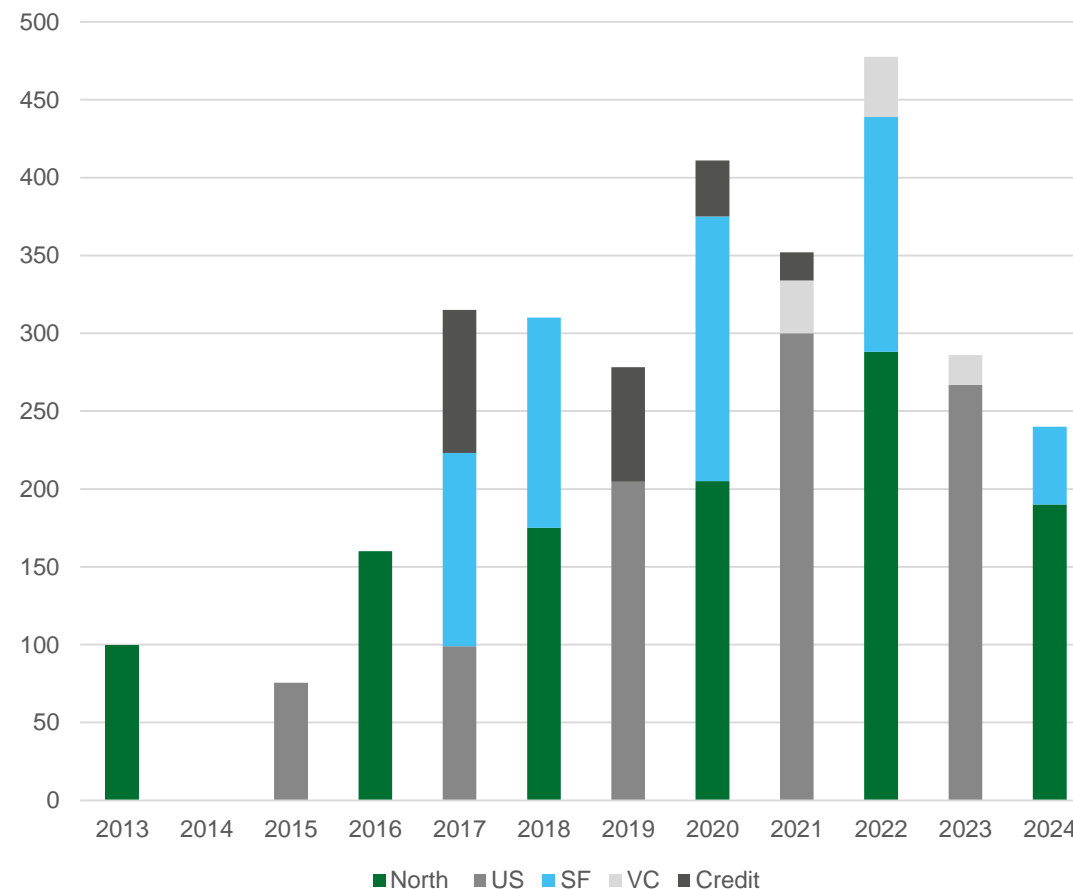
# Asset Management – Private Equity



AUM total 3.1 bn. EUR

Vintage	Fund	Size	Stage
<b>Fund of funds – Northern Europe</b>			
2024	eQ PE XVI North	190 MEUR	2 <sup>nd</sup> close
2022	eQ PE XIV North	288 MEUR	Fully invested
2020	eQ PE XII North	205 MEUR	Fully invested
2018	eQ PE X North	175 MEUR	Fully invested
2016	eQ PE VIII North	160 MEUR	Fully invested
2013	eQ PE VI North	100 MEUR	Fully invested
2007	Amanda IV West	90 MEUR	Fully invested
<b>Fund of funds – North America</b>			
2023	eQ PE XV US	283 MUSD	Investing
2021	eQ PE XIII US	318 MUSD	Fully invested
2019	eQ PE XI US	217 MUSD	Fully invested
2017	eQ PE IX US	105 MUSD	Fully invested
2015	eQ PE VII US	80 MUSD	Fully invested
<b>Fund of funds – Secondary</b>			
2024	eQ PE SF V	50 MEUR	2 <sup>nd</sup> close
2022	eQ PE SF IV	151 MEUR	Fully invested
2020	eQ PE SF III	170 MEUR	Fully invested
2018	eQ PE SF II	135 MEUR	Fully invested
2017	eQ PE SF	124 MEUR	Fully invested
<b>Fund of funds – Eastern Europe</b>			
2011	Amanda V East	50 MEUR	Fully invested
2006	Amanda III Eastern PE	110 MEUR	Fully invested
<b>Fund of funds - Venture Capital</b>			
2023	eQ VC II	20 MUSD	1 <sup>st</sup> close
2021	eQ VC	77 MUSD	Investing
<b>Private Credit</b>			
2020	eQ Private Credit III	54 MEUR	Fully invested
2019	eQ Private Credit II	74 MEUR	Fully invested
2017	eQ Private Credit	92 MEUR	Fully invested

Fundraising, MEUR





# Corporate Finance

# Corporate Finance – Latest transactions



## M&A Transactions and Equity markets





invested EUR 45 million for a 21.43% stake in


**ESL Shipping**


a subsidiary of


**ASPO**

Advisor to Aspo  
February 2024



voluntary public cash tender offer for all shares


**Musti GROUP**

EUR 868 million

Fairness Opinion to Musti Group's Board of Directors  
November 2023

**Fennogens Investments S.A. and Corbis S.A.**

sold their ownership in


**Caverion**

to

**Crayfish BidCo Oy**

Advisor to the Sellers  
October 2023


**OTAVA**

mandatory public cash tender offer for all shares



EUR 749 million

Advisor to the Buyer  
July 2023


**Oalixis**

voluntary public cash tender offer for all shares


**uponor**

EUR 1,875 million

Advisor to the Buyer  
Cancelled

**TRILL IMPACT**

acquired



**RAKSYSTEMS**

from


**MB FUNDS**

Advisor to the Buyer  
September 2022


## Real estate transactions



sold

**Retail park Bredis**

to


**SwissLife Asset Managers**

Advisor to the Seller  
March 2024

**Schroders**

sold

**an office property**

to


**NIAM**

Advisor to the Seller  
August 2023




sold

**a fire station portfolio**

for EUR 31 million to


**LÄHTAPIOLA**


Advisor to the Seller  
December 2022


**Kymsote KIINTEISTÖT**

sold

**a hospital property**

to


**HEMSÖ**

Advisor to the Seller  
October 2022


**CROMWELL EUROPEAN REIT**

sold

**an office property in Helsinki**

to


**TALLBERG**

Advisor to the Seller  
July 2022


**ILMARINEN**

**YIT**


**HGR**

formed a

**Joint Venture to develop the Keilaniemi area**

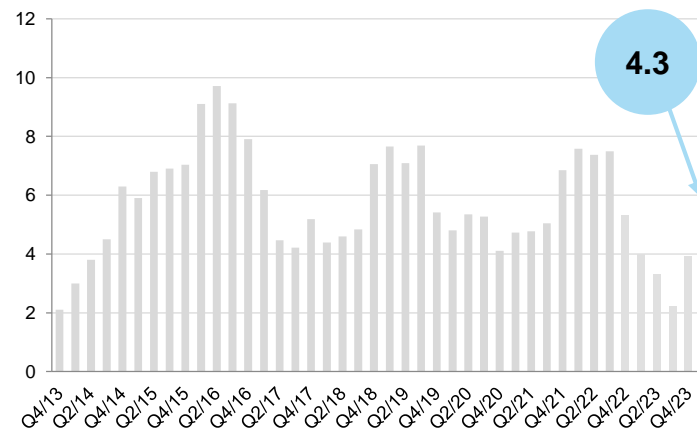
Advisor to the Parties  
June 2022

# Corporate Finance – Key figures

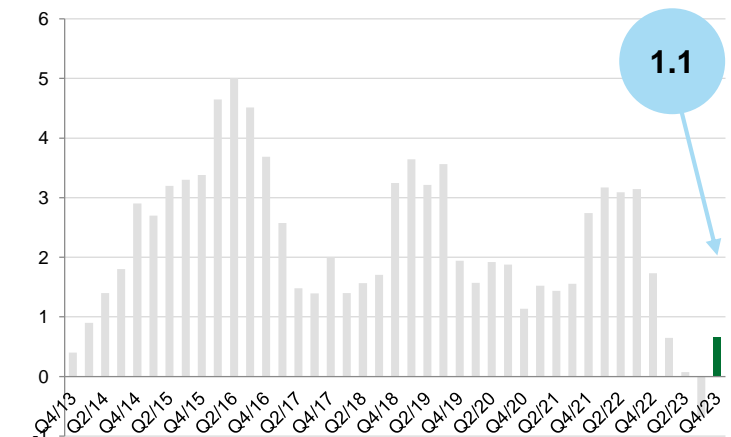


MEUR	1-3/24	1-3/23	Change	1-12/23
<b>NET REVENUE</b>	<b>0.8</b>	<b>0.5</b>	<b>79%</b>	<b>3.9</b>
Personnel expenses	-0.5	-0.6	-15 %	-2.6
Other administrative expenses	-0.1	-0.1	-1 %	-0.3
Depreciation	-0.0	-0.0	-5 %	-0.2
Other operating expenses	-0.0	-0.0	17 %	-0.1
<b>OPERATING PROFIT</b>	<b>0.1</b>	<b>-0.4</b>	<b>119%</b>	<b>0.7</b>
Cost/income -ratio. %	91.1	183.7	-50 %	83.0

Net revenue development, rolling 12 months, MEUR



Operating profit development, rolling 12 months, MEUR







# Investments

# Investments – Key figures



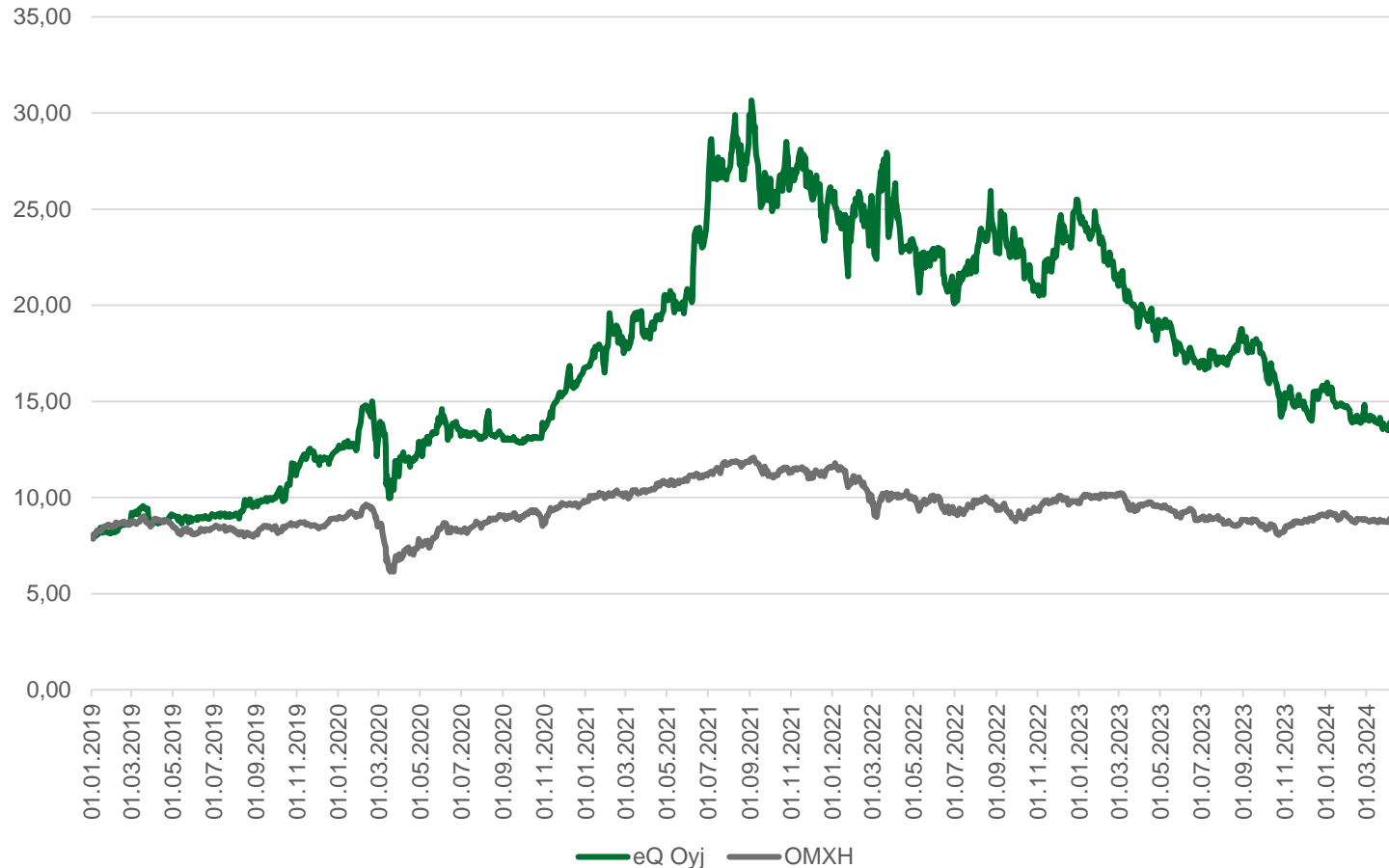
MEUR	1-3/24	1-3/23	1-12/23
Returned capital (excl. profit)	0.2	0.4	1.4
Distribution of profits	0.0	0.3	0.8
Capital calls	0.1	0.4	-2.3
<b>Net cash flow</b>	<b>0.1</b>	<b>0.3</b>	<b>-0.2</b>
<b>Market value</b>	<b>16.7</b>	<b>16.5</b>	<b>16.6</b>
<b>Investment commitments</b>	<b>8.1</b>	<b>8.0</b>	<b>7.2</b>
<b>Profit and loss</b>			
Distribution of profits	0.0	0.3	0.8
Value changes recognized through p&l	0.2	-0.3	-1.2
Group internal management fee	-0.0	-0.0	-0.2
<b>Profit of the Investments-segment</b>	<b>0.2</b>	<b>-0.1</b>	<b>-0.6</b>

- During the period under review eQ Plc made a EUR 1.0 million investment commitment in the eQ PE XVI North fund.



# eQ's share, outlook and summary

# Share price development and market cap



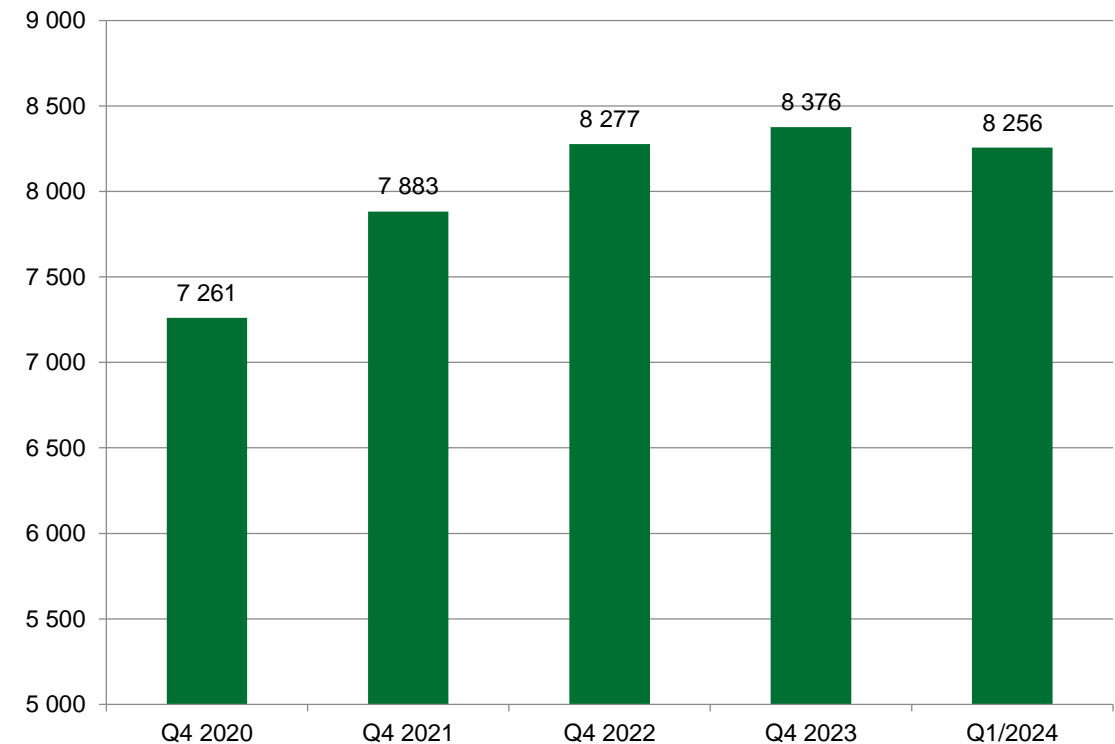
- The closing price of eQ Plc's share on 31.3.2024 was EUR 13.70 (EUR 15.58 on 31 Dec. 2023). The market capitalization of the company was EUR 564.8 million (EUR 634.8 million).
- During the period, 269 931 shares were traded on Nasdaq Helsinki (473 164 shares from 1 Jan. to 31 Mar. 2023). In euros, the turnover was EUR 3.9 million (EUR 10.5 million).

# Shareholders 31 March 2024



	Shares	% of shares
1 Fennogens Investments S.A.	8 087 605	19.62
2 Rettig Group Oy Ab	6 331 706	15.36
3 Chilla Capital S.A.	6 215 904	15.08
4 Teamet Oy	4 250 000	10.31
5 Oy Cevante Ab	1 419 063	3.44
6 Fazer Jan	1 314 185	3.19
7 Procurator Oy	793 892	1.93
8 Lavventura Oy	700 000	1.70
9 Keskinäinen Eläkevakuutusyhtiö Ilmarinen	697 500	1.69
10 Linnalex Ab	631 652	1.53
10 largest shareholders total	30 441 507	73.84
Nominee registered	369 075	0.90
Other shares	10 414 116	25.26
In total	41 224 698	100.00

## The number of shareholders



# Outlook (unchanged)



The asset management market in Finland has grown strongly, and eQ's growth has outpaced the market. We estimate that the long-term outlook for growth in the asset management market and for eQ in Finland is still good.

For eQ's real estate funds, 2023 was a difficult year due to an increase of the yields resulting from a strong rise in the interest rate level. As yields rose, values of properties clearly declined. Also, net subscriptions in funds were negative. The limited availability of real estate financing also contributed to a significant decrease in real estate transactions. With regard to the real estate funds, we expect 2024 to be a challenging year, although the long-term outlook for growth is good. Sales of eQ's Private Equity products has continued to be strong, and the desire of Finnish asset management clients to increase Private Equity allocations in their portfolios will continue to support the growth of eQ's Private Equity products. We also anticipate a growth in performance fees from 2025 onwards, due to the predicted transfer of several Private Equity products to a performance fee stage. eQ's competitive position in traditional asset management products and discretionary asset management is good thanks to excellent returns on investments. We believe that traditional asset management has great potential for growth in future years, considering however its characteristic short-term variation according to market conditions.

# Summary



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