

A black and white photograph of a grand, classical building facade. The building features ornate architectural details, including arched windows, decorative moldings, and a prominent corner structure. The image is used as a background for the text overlay.

**eQ Plc – result 2020
result presentation 5 February 2021**

2020 highlights



Asset Management

- eQ is the leading Finnish institutional asset manager. According to the 2020 SFR research, 66% of the largest Finnish institutional investors used eQ's services and eQ has been ranked as No.1 in overall quality by the institutional investors for the second time in a row.
- Traditional asset management:
 - Performances of the funds are strong, during 2020 71 % of the funds managed by eQ have surpassed their benchmark indices.
 - eQ Asset Management received "Best Equity Fund House" award from Morningstar
- Real estate:
 - eQ established Residential Fund - 75 million euros has been raised to the fund and the fundraising continues during spring 2021.
 - Real estate funds' net subscriptions almost 125 million euros in total.
 - Excellent returns considering the operating environment – eQ Care 9.0 % and eQ Finnish Real Estate 4.6 %.
- Private Equity:
 - eQ PE XII North -fund 205 million euros.
 - eQ PE SF III -fund 170 million euros.
 - eQ Private Credit III -fund 36 million euros. Fundraising of the Credit -fund continues during spring 2021.
 - Several new private equity asset management program clients.

Corporate Finance

- 9 finalised transactions – 5 M&A –transactions and 4 real estate transactions
- For instance Advium acted as advisor to Cargotec in the largest Finnish M&A arrangement of the year, when Cargotec and Konecranes were merged creating a global leader in sustainable material flow. This arrangement is subject to approval by competition authorities.

eQ Group

- The Group personnel's commitment and satisfaction are still at an excellent level. On a scale from 1 to 5, job satisfaction and well-being at work received the score 4.3 in the annual personnel survey.

eQ Group – Key figures

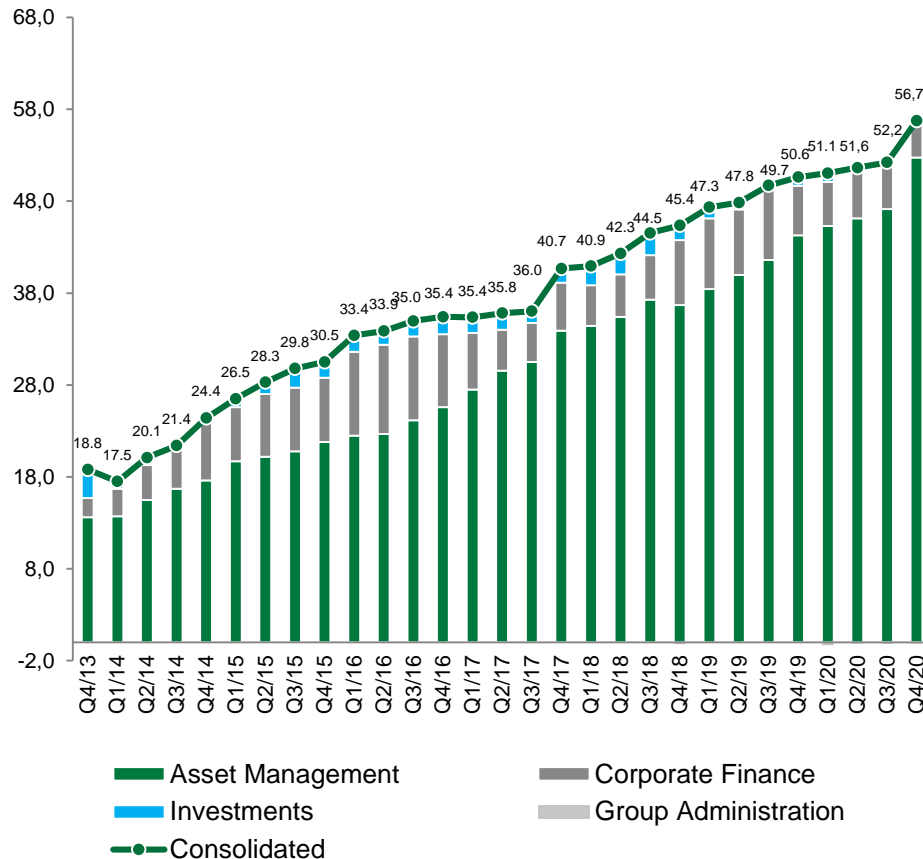


EUR million	1-12/2020	1-12/2019	Change%
Net revenue	56.7	50.6	12%
Operating profit	30.8	26.3	17%
Profit for the period	24.6	21.0	17%
Earnings per share (EUR)	0.64	0.55	16%
Cost income -ratio, %	45.6	48.1	-5%
Liquid assets	36.3	32.3	12%
Investments in PE and real estate funds	15.7	16.2	-3%
Proposal for dividend per share (EUR)	0.64	0.55	16%
Equity repayment per share (EUR)	0.06	0.07	-14%

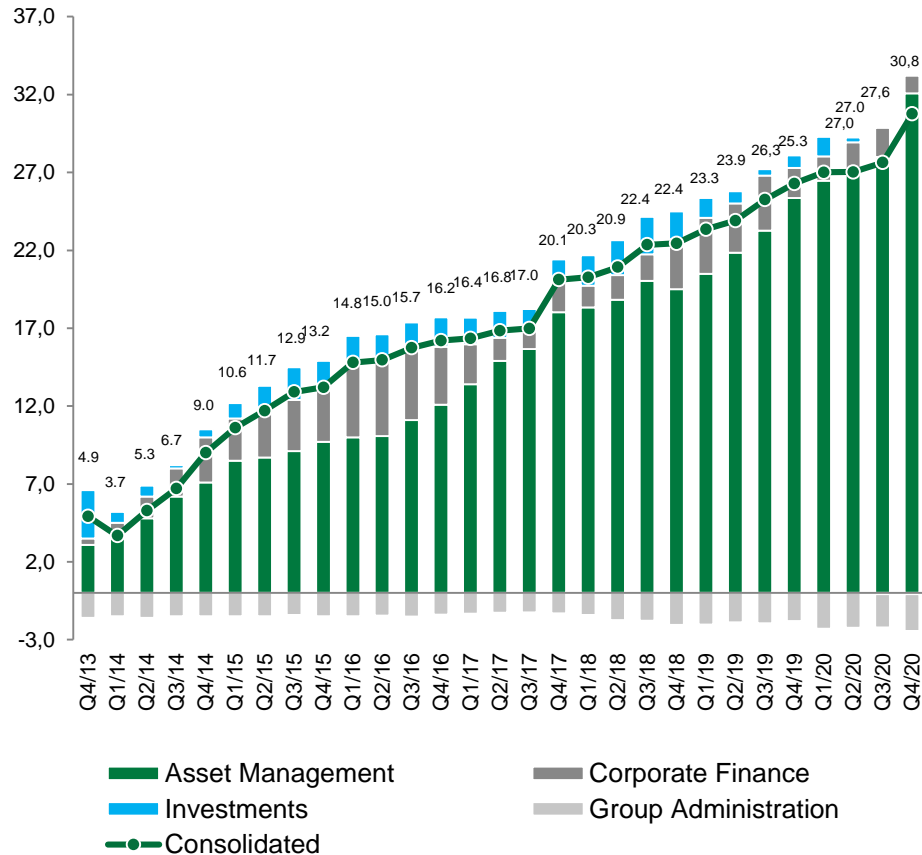
eQ Group – Rolling 12 months



Net revenue development, rolling 12 months (€'m)



Operating profit development, rolling 12 months (€'m)



- eQ Group's rolling 12-month operating profit has already grown for 27 consecutive quarters.

eQ Group – Balance sheet



ASSETS			LIABILITIES AND EQUITY		
(EUR million)	12/2020	12/2019	(EUR million)	12/2020	12/2019
Liquid assets	0.1	0.1	Other liabilities	5.2	4.8
Claims on credit institutions	21.4	22.3	Accruals and deferred income	15.0	12.1
Financial assets			Lease liabilities	2.0	2.6
Financial securities	15.0	10.0	Income tax liabilities	1.7	0.8
PE and real estate fund investments	15.7	16.2	Deferred tax liabilities	-	0.0
Intangible assets	29.8	29.5	TOTAL LIABILITIES	23.9	20.3
Tangible assets	2.1	2.7	Share capital	11.4	11.4
Other assets	7.0	4.2	Reserve for invested unrestricted equity	25.2	26.5
Accruals and prepaid expenditure	0.5	0.5	Retained earnings	6.4	6.2
Income tax receivables	0.1	0.1	Profit (loss) for the period	24.6	21.0
Deferred tax assets	0.1	0.0	TOTAL SHAREHOLDERS' EQUITY	67.5	65.1
TOTAL ASSETS	91.5	85.4	TOTAL LIABILITIES AND EQUITY	91.5	85.4

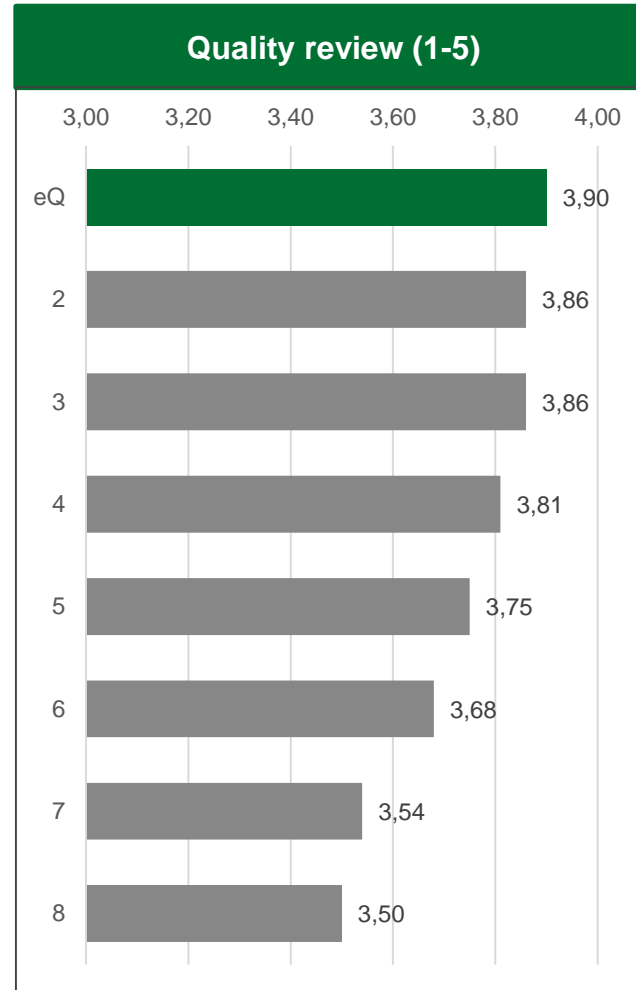
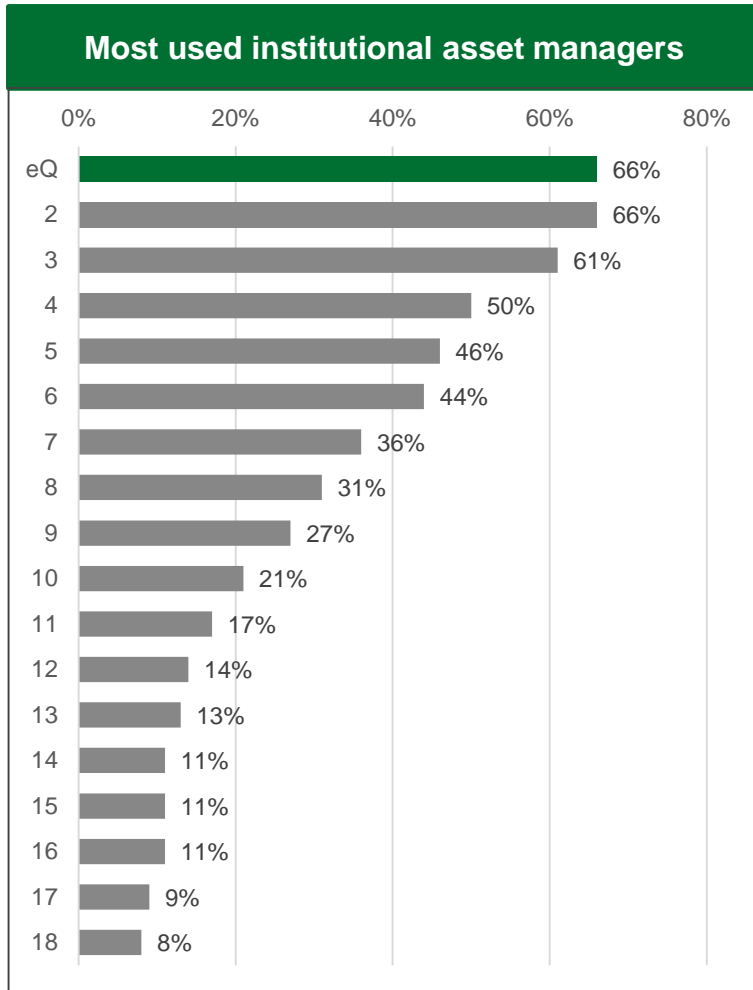
- **Liquid assets 36.3 M€**
- **Private equity and real estate fund investments 16.2 M€**
- **Interest-bearing loans 0.0 €**
- **Capital adequacy ratio 18.0%**



Asset Management



SFR-research 2020



Source: SFR 2020

Asset Management – Income statement



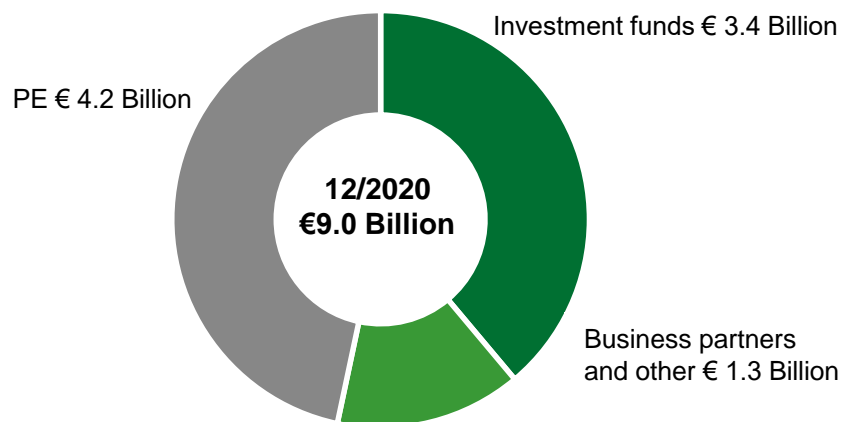
EUR million	1-12/2020	1-12/2019	Change %
NET REVENUE	52.8	44.3	19%
Personnel expenses	-17.4	-15.6	12%
Other administrative expenses	-1.5	-1.7	-10%
Depreciation	-0.8	-0.7	18%
Other operating expenses	-1.0	-1.0	1%
OPERATING PROFIT	32.1	25.4	26%
Cost-income ratio, %	39.0	42.7	-9%

Asset Management – Fee income and Aum

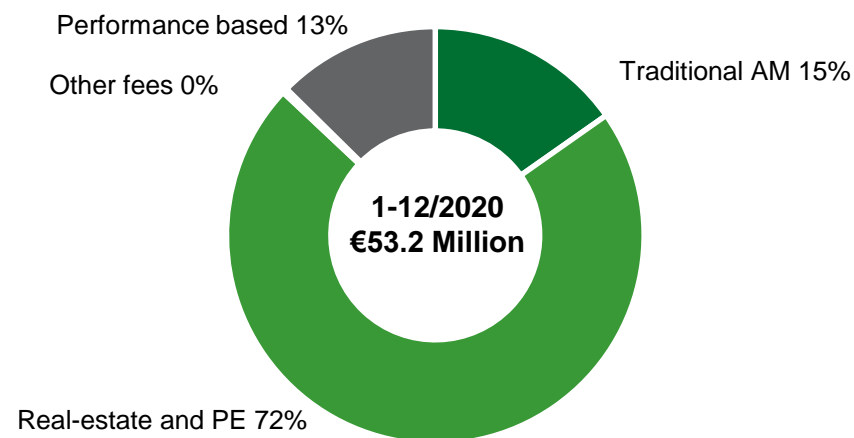


EUR million	1-12/2020	1-12/2019	Change %
Management fees – Traditional AM	8.1	8.0	1%
Management fees – Real-estate and PE	38.1	32.1	19%
Other fees	0.2	0.3	-15%
Performance based fees	6.7	4.4	54%
TOTAL	53.2	44.7	19%

Assets under management 12/2020



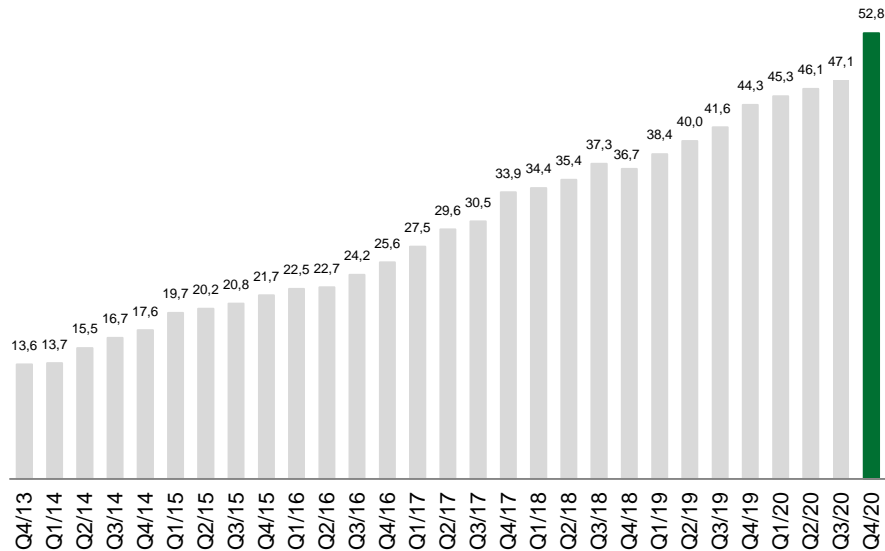
Fee income 1-12/2020



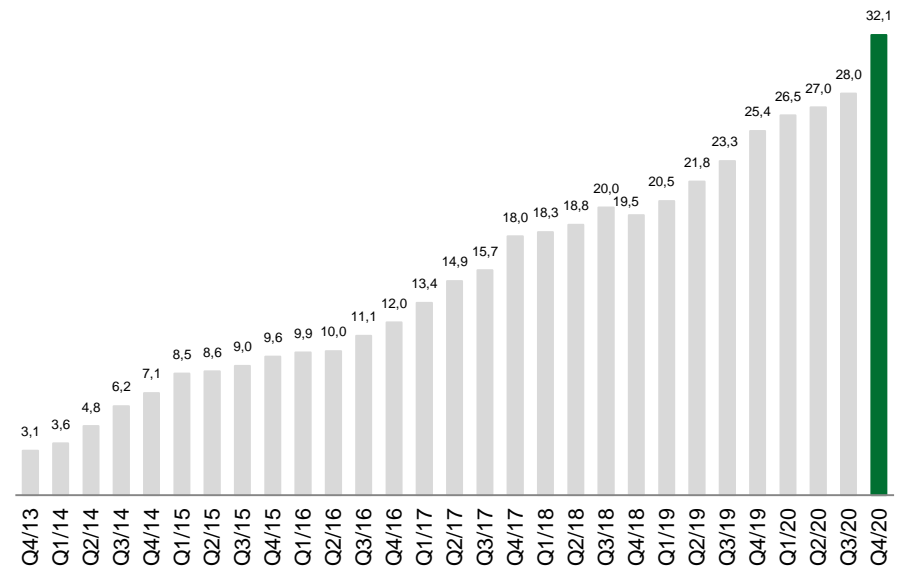
Asset Management – Rolling 12 months



Net revenue development, rolling 12 months (€'m)



Operating profit development, rolling 12 months (€'m)



Asset Management – Mutual funds



Fund	3 months			12 months			3 years p.a.			5 years p.a.			Morningstar
	Return*	Comparison	Diff.	Return*	Comparison	Diff.	Return*	Comparison	Diff.	Return*	Comparison	Diff.	
Fixed Income Funds													
eQ Euro Short Term	-0,05 %			-0,11 %			-0,13 %			-0,04 %			
eQ Floating Rate	0,48 %	-0,12 %	0,60 %	0,34 %	-0,39 %	0,73 %	-0,14 %	-0,36 %	0,22 %	0,69 %	-0,32 %	1,01 %	no rating
eQ Euro Government Bond	1,23 %	1,22 %	0,01 %	4,06 %	4,94 %	-0,88 %	2,71 %	4,23 %	-1,52 %	2,42 %	3,21 %	-0,79 %	★★★★☆
eQ Euro Investment Grade 1 K	3,24 %	1,95 %	1,28 %	2,84 %	2,65 %	0,19 %	2,78 %	2,55 %	0,23 %	3,94 %	2,96 %	0,98 %	★★★★☆
eQ High Yield 1 K	6,17 %	5,59 %	0,58 %	-0,29 %	2,85 %	-3,14 %	2,53 %	3,22 %	-0,69 %	5,22 %	5,15 %	0,07 %	★★★★☆
eQ Emerging Markets Corporate Bond HC	4,31 %	3,66 %	0,64 %	5,64 %	5,54 %	0,11 %	3,90 %	3,54 %	0,36 %	4,93 %	4,70 %	0,23 %	★★★★☆
eQ Emerging Markets Corporate Bond LC	5,65 %			-5,40 %			3,10 %			5,00 %			★★★★☆
Equity Funds													
eQ Finland	12,68 %	9,48 %	3,20 %	20,49 %	15,65 %	4,84 %	13,88 %	10,21 %	3,67 %	12,91 %	11,09 %	1,83 %	★★★★☆
eQ Nordic Small Cap	33,87 %	14,58 %	19,29 %	59,01 %	24,46 %	34,55 %	26,43 %	13,10 %	13,33 %	17,72 %	11,34 %	6,38 %	★★★★☆
eQ Europe Property	10,33 %	12,03 %	-1,71 %	-8,72 %	-10,74 %	2,02 %	12,09 %	1,63 %	10,46 %	9,18 %	2,25 %	6,93 %	★★★★☆
eQ Europe Small Cap Fund	28,00 %	16,62 %	11,37 %	39,12 %	15,73 %	23,40 %							★★★★☆
eQ Europe Stock Index	18,93 %	10,80 %	8,13 %	2,88 %	-3,32 %	6,20 %	6,52 %	2,91 %	3,61 %	6,01 %	3,90 %	2,11 %	★★★★☆
eQ Frontier Markets	13,91 %	6,57 %	7,34 %	-4,26 %	-6,95 %	2,69 %	-2,38 %	-0,61 %	-1,77 %	3,17 %	3,75 %	-0,58 %	★★★★☆
eQ Blue Planet	7,88 %	9,22 %	-1,34 %	18,77 %	6,33 %	12,44 %	16,75 %	9,85 %	6,90 %	15,18 %	9,55 %	5,62 %	★★★★☆
eQ Emerging Markets Stock Index	18,84 %	14,72 %	4,13 %	5,28 %	8,54 %	-3,25 %	7,92 %	5,51 %	2,41 %	13,38 %	10,16 %	3,22 %	★★★★☆
eQ Emerging Markets Small Cap	12,10 %	17,14 %	-5,03 %	3,43 %	9,43 %	-6,01 %	8,07 %	2,05 %	6,03 %				★★★★☆
eQ Global Fund	12,24 %												★★★★☆
Real Estate Funds													
eQ Care	4,12 %			11,18 %			11,27 %			11,59 %			no rating
eQ Finnish Real Estate	2,08 %			6,70 %			8,61 %			10,27 %			no rating
Balanced Funds													
eQ Mandate	7,97 %			4,11 %			4,75 %						★★★★☆
Funds managed by business partners													
eQ Euro Investment Grade Index	1,48 %	1,46 %	0,03 %	2,81 %	2,77 %	0,04 %	2,54 %	2,46 %	0,08 %	2,64 %	2,56 %	0,08 %	★★★★☆
eQ Europe Active	2,13 %	10,80 %	-8,67 %	4,40 %	-3,32 %	7,72 %	12,40 %	2,91 %	9,49 %				no rating
eQ Europe Stock Index	10,85 %	10,80 %	0,05 %	-3,00 %	-3,32 %	0,32 %	3,35 %	2,91 %	0,44 %	4,68 %	4,27 %	0,41 %	★★★★☆
eQ Japan Stock Index	10,45 %	10,47 %	-0,02 %	5,03 %	5,03 %	-0,00 %	5,42 %	5,40 %	0,02 %	6,09 %	6,10 %	-0,00 %	★★★★☆
eQ Emerging Markets Stock Index	14,55 %	14,72 %	-0,16 %	8,46 %	8,54 %	-0,07 %	5,51 %	5,51 %	-0,00 %	10,18 %	10,16 %	0,02 %	★★★★☆
eQ US Stock Index	7,35 %	7,35 %	0,00 %	8,00 %	8,03 %	-0,03 %	12,81 %	12,81 %	-0,00 %	11,85 %	11,84 %	0,01 %	★★★★☆
Average (funds managed by eQ)													
Funds that have exceeded the comparison index (Funds managed by eQ)	10,32 %	6,50 %	2,55 %	8,47 %	3,93 %	3,89 %	6,52 %	3,04 %	2,28 %	6,40 %	3,57 %	1,42 %	★★★★☆
* gross return before management fees			79 %			71 %				77 %		83 %	(3,5 stars)

Morningstar – eQ is the Best Equity Fund House 2020

eQ Asset Management won a major Morningstar award in 2020. The Best Equity Fund House Award, announced 11 March 2020, recognizes eQ's equity fund range based on five-year risk-adjusted.



- eQ Euro Investment Grade fund was awarded as the best fund measured with a five-year return in this year's Lipper Scandinavian "Bond EUR Corporates" series.
- At the beginning of 2020 eQ Asset Management acquired the business of two Aurejärvi Asset Management funds. The new funds are eQ Global and eQ Europe Small Cap.

Asset Management – eQ Real Estate funds



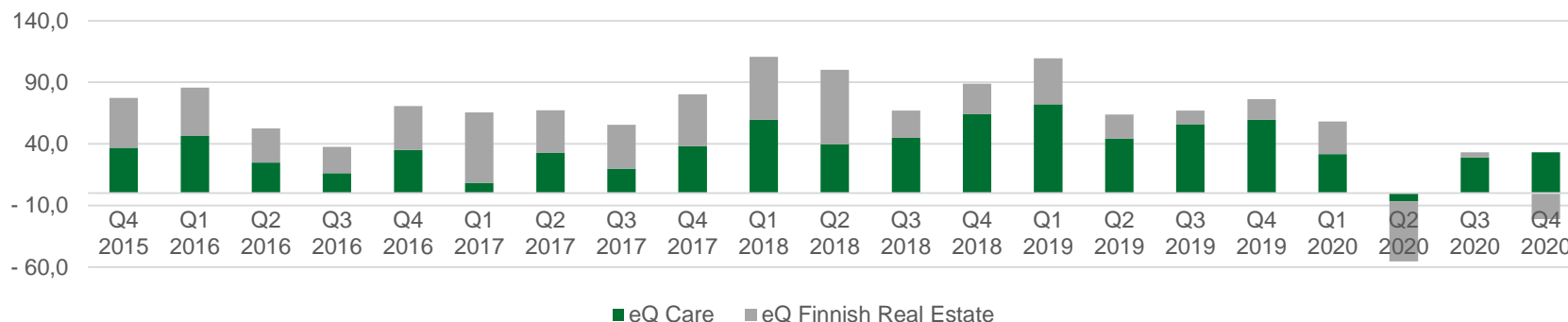
eQ Care

- Invests in modern care properties
- Avg. lease maturity: 9 years, vacancy 1%
- Invested capital: € 1 255m
- Equity (NAV): € 1 126m
- 1-12/2020 net subscriptions: € 87m
- Return 1-12/2020: 9.0%
- Return from start: 9.0 % p.a.

eQ Finnish Real Estate

- Invests in commercial real estate
- Avg. lease maturity: 6 years, vacancy 7%
- Invested capital: € 985m
- Equity (NAV): € 660m
- 1-12/2020 net subscriptions: € -39m
- Return 1-12/2020: 4.6 %
- Return from start: 8.4 % p.a.

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



- At the end of the year 2020 eQ Care Fund divested 55 properties for EUR 222 million and eQ Finnish Real Estate 7 properties for EUR 100 million.
- In May 2020 eQ established a new real estate fund eQ Residential. The fund has raised EUR 75 million of subscription commitments and its target size is EUR 100 million. Fundraising will continue during spring 2021. The eQ Residential Fund is intended for professional investor and it is a closed-end fund. eQ Residential will make investments in the Helsinki metropolitan area, Tampere, and Turku.

Asset Management – Private Equity



Private Equity - Fund of funds

Founded	Fund	Size	Stage	Investors
2021	eQ PE XIII US	\$131m	1st close	41
2020	eQ PE SF III	€170m	Investing	49
2020	eQ PE XII North	€205m	Investing	84
2019	eQ PE XI US	\$217m	Fully invested	90
2018	eQ PE SF II	€135m	Fully invested	23
2018	eQ PE X North	€175m	Fully invested	85
2017	eQ PE SF	€124m	Fully invested	10
2017	eQ PE IX US	\$105m	Fully invested	70
2016	eQ PE VIII North	€160m	Fully invested	78
2015	eQ PE VII US	\$80m	Fully invested	34
2013	eQ PE VI North	€130m	Fully invested	42
2011	Amanda V East	€50m	Fully invested	24
2007	Amanda IV West	€90m	Fully invested	8
2006	Amanda III Eastern PE	€110m	Fully invested	34

The goal is to set up at least one new fund every year

Private Credit

Founded	Fund	Size	Stage	Investors
2020	eQ Private Credit III	€36m	1st close	14
2019	eQ Private Credit II	€74m	Investing	30
2017	eQ Private Credit	€92m	Fully invested	38

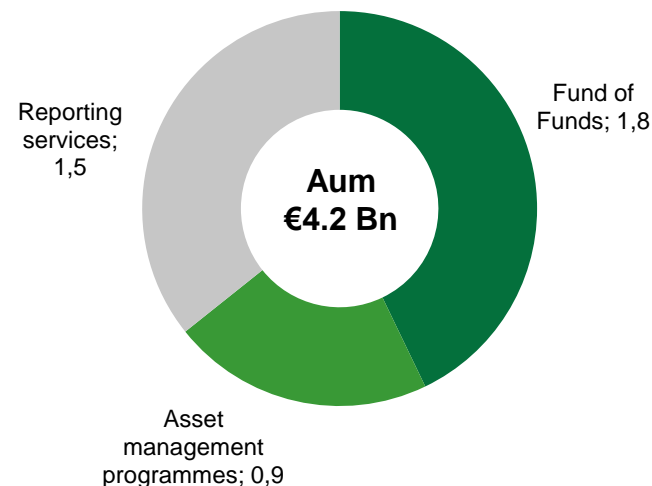
Private equity asset management programmes

Manages private equity operations of clients

Example of clients

- Church of Finland
- Finnish Cultural Foundation
- Technology Industries of Finland and foundations within the field of technology

4 new private equity asset management program clients during 2020.



Performance fees of eQ's private equity funds



Fund	Size of the fund	Vintage year	Hurdle rate	Performance fee	eQ's share of performance fee	Estimate on reaching the hurdle rate (cash flow)			
						Will not be reached	2021-2022	2023-2027	After 2017
Amanda III	MEUR 110	2006	6.0%	10.0%	100%	x			
Amanda IV 1)	MEUR 90	2007	8.0%	7.5%	100%		x		
Amanda V	MEUR 50	2011	6.0%	10.0%	100%	x			
eQ PE VI	MEUR 100	2013	7.0%	7.5%	100%			x	
eQ PE VII	MUSD 80	2015	7.0%	7.5%	45%			x	
eQ PE VIII	MEUR 160	2016	7.0%	7.5%	100%			x	
eQ PE IX	MUSD 105	2017	7.0%	7.5%	45%			x	
eQ PE SF II	MEUR 135 2)	2018	10.0%	10.0%	100%			x	
eQ PE X	MEUR 175	2018	7.0%	7.5%	100%				x
eQ PE XI	MUSD 217	2019	7.0%	7.5%	45%				x
eQ PE SF III	MEUR 170 3)	2020	10.0%	10.0%	100%			x	
eQ PE XII	MEUR 205	2020	7.0%	7.5%	100%				x
eQ Residential	75 MEUR 4)	2020	7.0%	20.0%	100%				x

In addition to the above mentioned funds, eQ Group may receive a performance fee from the private equity fund mandates in fund form that it manages.

1) eQ estimates that the final IRR of the Amanda IV Fund will be about 10% and the return multiple about 1.5x-1.6x (net), provided that the entire present portfolio is held to the end of the period

2) Capital covered by performance fee MEUR 75

3) Capital covered by performance fee MEUR 104

4) eQ Residential is a closed-end real estate fund. Its size was MEUR 75 on 31 December 2020. The raising of means to the fund will continue during the spring of 2021, and the target size is MEUR 100. Deviating from private equity funds, the catch up share of the eQ Residential Fund is 35%.

The background of the slide is a blurred photograph of a financial document. It features a bar chart with several bars of varying heights. A silver pen is lying diagonally across the bottom left of the chart. The text 'Corporate Finance' is overlaid on a semi-transparent white rectangular box in the center-right of the image.

Corporate Finance

Advium Corporate Finance

- Leading Finnish Corporate Finance advisor
- Over 200 transactions with value of approx. EUR 20 billion
- 15 professionals with experience from Corporate Finance, Private Equity and Real Estate transactions

Mergers & acquisitions

Leading Finnish M&A advisor

- Divestments, acquisitions
- Mergers
- Public tender offers
- Other services

**Over 100 completed transactions since 2000 –
value of approx. EUR 12 billion**

Real estate transactions

Leading real estate advisor

- Portfolio and large single-asset transactions
- Sale and leaseback transactions
- Other services

**Approx. 100 transactions
for a value of over EUR 9 billion**

Corporate Finance – Latest transactions





M&A Transactions and Equity capital markets


AHLSTRÖM CAPITAL
acquired 25 % in



Avain


Advisor to Avain Yhtiöt
February 2021


ALMA
acquired 35 % in
Alma Mediapartners Oy
for € 53 million from


arena
PARTNERS

Advisor to the Buyer
December 2020


CARGOTEC
merged with



KONECRANES
€ 5.6 billion


Lead advisor to Cargotec
Pending


Lakka
sold
its factory in Forssa
to


Kiilto

Advisor to the Seller
September 2020


SOLIDIUM
sold 14.9 % in
NELES
for € 179 million to


Valmet

Advisor to the Seller
July 2020


SULZER
made a strategic
investment in


Tampubor

Advisor to Tampubor
May 2020

Real estate transactions

Undisclosed Seller
sold
a 15,200 sqm office
property in Espoo
to


Regenero

Advisor to the Seller
December 2020

eQ Finnish Real Estate
sold
a major retail portfolio
for € 100 million to



Cibus
Converting food into yield


Advisor to the Seller
December 2020

ICON Corporation Oy
bankruptcy estate
sold
a 13,500 sqm conversion
asset in Helsinki
to


SAMLA
CAPITAL

Advisor to the Seller
July 2020


elo
sold
Verkkokauppa.com HQ
to


CORUM

Advisor to the Seller
February 2020


Salico
A PART OF GREENFOOD
sold
a production facility
in Helsinki
to


OP

Advisor to the Seller
October 2019


SPONDA
sold
the KONE Hissit HQ
property in Helsinki
to

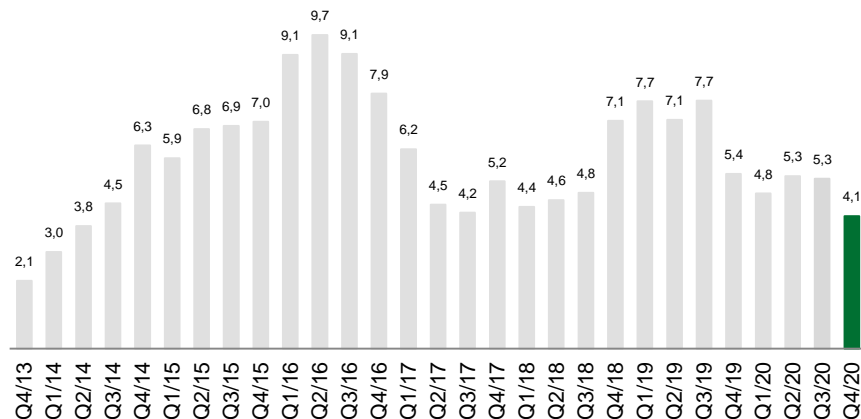

SwissLife

Advisor to the Seller
October 2019

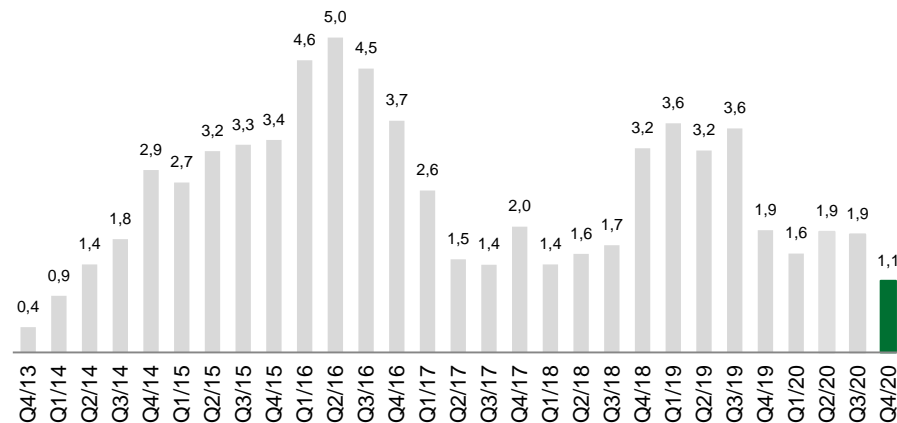
Corporate Finance – Key figures



Net revenue development, rolling 12 months (€'m)



Operating profit development, rolling 12 months (€'m)



EUR million

NET REVENUE

Personnel expenses

Other administrative expenses

Depreciation

Other operating expenses

OPERATING PROFIT

Cost-income ratio, %

1-12/2020

1-12/2019

Change %

NET REVENUE	4.1	5.4	-24%
Personnel expenses	-2.4	-2.7	-14%
Other administrative expenses	-0.3	-0.4	-22%
Depreciation	-0.2	-0.2	3%
Other operating expenses	-0.1	-0.2	-16%
OPERATING PROFIT	1.1	1.9	-41%

Cost-income ratio, %	72.3	64.1	13%
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Investments

Investments – Key figures



EUR million	1-12/2020	1-12/2019
Returned capital (excl. profit)	1.8	2.3
Distribution of profits	0.3	1.8
Capital calls	-1.6	-2.4
Net cash flow	0.6	1.7
Market value	15.7	16.2
Investment commitments	7.1	6.7
<i>Profit and loss</i>		
Distribution of profits	3.0	1.8
Value changes recognized through p&l	-0.3	-0.8
Group internal management fee	-0.2	-0.2
Profit of the Investments –segment	-0.1	0.8

- eQ Plc made during the 2020 financial year an EUR 1.0 million investment commitment to the eQ PE XII North Fund and EUR 1.0 million commitment to eQ Residential Fund.
- After the 2021 financial year eQ Plc made an USD 1.0 million investment commitment to the eQ PE XIII US Fund.



eQ's share, outlook and summary



Share price development and trading volume

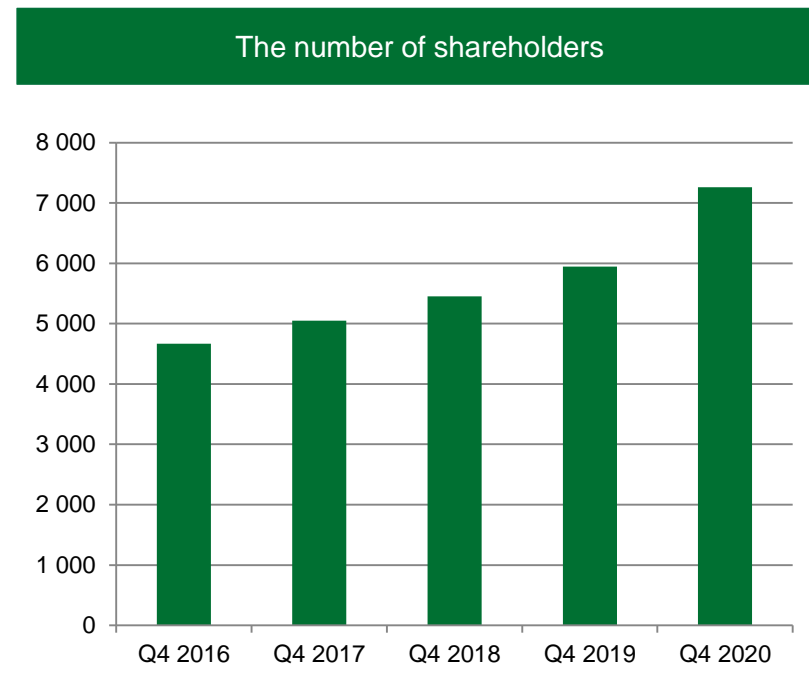


- The Market value of eQ Plc was 651.1 million euro on 31 Dec 2020 (476.9 M€ 31 Dec 2019).
- During the reporting period, 2 721 819 shares were traded on Nasdaq Helsinki (1 615 771 shares from 1 Jan. to 31 Dec 2019). In euros, the turnover was EUR 35.8 million (EUR 15.9 million).

Shareholders 31 December 2020



		Shares	% of shares
1	Fennogens Investments S.A.	7 943 137	20,43
2	Anchor Oy Ab	6 058 963	15,59
3	Chilla Capital S.A.	6 045 275	15,55
4	Teamet Oy	4 100 000	10,55
5	Oy Cevante Ab	1 419 063	3,65
6	Fazer Jan Peter	1 298 306	3,34
7	Procurator-Holding Oy	793 892	2,04
8	Lavventura Oy	650 000	1,67
9	Linnalex Ab	631 652	1,62
10	Pinomonte Ab	529 981	1,36
	10 largest shareholders total	29 470 269	75,81
	Nominee registered	360 753	0,93
	Other shares	9 041 176	23,26
	In total	38 872 198	100,00



- eQ Group's personnel owns about 40% of the shares.
- eQ Plc had 7 261 shareholders on 31 December 2020 (5 945 shareholders on 31 December 2019).

Outlook



The year 2021 started off in a positive tone in the equity market. The eQ PE XIII US private equity fund raised a record amount of USD 131 million in its first closing in January. This only strengthens our view that the demand for alternative investment products continues to be strong. With regard to the above, we expect the net revenue and operating profit of the Asset Management segment to grow in 2021.

In accordance with our disclosure policy, we do not issue profit guidance for the Corporate Finance and Investments segments. The results of these segments are highly dependent on factors that are not dependent on the company. Consequently, their operating profits may vary considerably and are difficult to foresee.

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Summary and next financial reporting



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Net revenue	56.7	50.6	12%
Operating profit	30.8	26.3	17%
Profit for the period	24.6	21.0	17%
Earnings per share (EUR)	0.64	0.55	16%
Cost income -ratio, %	45.6	48.1	-5%
Liquid assets	36.3	32.3	12%
Investments in PE and real estate funds	15.7	16.2	-3%
Proposal for dividend per share (EUR)	0.64	0.55	16%
Equity repayment per share (EUR)	0.06	0.07	-14%

- The Q1/2021 Interim Report of eQ Plc will be published on Tuesday April 27th, 2021.