

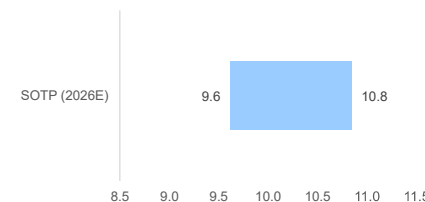
KEY DATA

| | |
|---------------------|-------------------|
| Stock country | Finland |
| Bloomberg | TAALA.FH |
| Reuters | TAALA.HE |
| Share price (close) | EUR 7.97 |
| Free float | 72% |
| Market cap. (bn) | EUR 0.22/EUR 0.22 |
| Website | taaleri.com |
| Next report date | 29 Apr 2025 |

PERFORMANCE



VALUATION APPROACH (EUR)



ESTIMATE CHANGES

| Year | 2025E | 2026E | 2027E |
|------------|-------|-------|-------|
| Sales | 1% | -1% | -1% |
| EBIT (adj) | -4% | -11% | -21% |

Source: Nordea estimates

Nordea IB & Equity - Analysts

Jukka-Pekka Pesonen
AnalystJoni Sandvall
Analyst

Solid end to a turbulent year

Taaleri delivered a solid Q4, with continued earnings growth of 6% y/y and EBIT of EUR 9.4m, further boosted by investment income. Both operational segments continued their solid performance, with the main deviations from our estimates coming from investments and carry bookings. Garantia's performance remained solid, with a 26% combined ratio and a EUR 15m dividend announced for 2024, which covers Taaleri's EUR 0.50 DPS fully, both of which were in line with our estimates. We calculate a lower SOTP-based fair value range of EUR 9.6-10.8 (9.7-11.0), based on 2026E.

Solid underlying Q4 boosted by investment income

Taaleri's Q4 continuing earnings of EUR 10.4m grew 6% y/y and were similarly 6% above our estimate. The beat came from both operational segments, mainly from Private Asset Management (AM) and more specifically Renewable Energy, due to fee income timing. EBIT from reporting segments of EUR 9.4m also beat our estimate by ~9% and was boosted by EUR 5.5m in investment income within AM, while carry bookings of EUR 1.8m were lower than our EUR 5.0m estimate. AuM grew 2.2% y/y, to EUR 2.7bn. Garantia continued its solid performance despite a sluggish real estate market, with continuing earnings growing by 11% y/y, fairly in line with our expectation, while a positive fair value of EUR 2.2m in changes boosted EBIT to EUR 4.8m, ~56% above our estimate. The combined ratio remained excellent at 26.2% (25.8% in Q3). Garantia proposed a dividend of EUR 15m for 2024, in line with our expectation, which covers Taaleri's entire dividend of EUR 0.50 per share.

SolarWind III to set the course for 2025

Taaleri's 2025 outlook for AM will depend on the final size of SolarWind III and the Wind II and III exits and their timings. The SolarWind III target size has been EUR 700m, which contains some uncertainty, but we continue to model the full size, owing to potentially large single commitments from international investors. We thus adjust our AM estimates only for costs. For Garantia, we trim continuing earnings by 3-4% for 2025E-26E and now expect a 2% decline for 2025. On an underlying EBIT level, the revisions translate to 6-17% cuts for 2025E-27E (4-21% in consolidated reporting). We note that we do not model any unannounced funds.

SOTP-based fair value range of EUR 9.6-10.8 (9.7-11.0)

We base our fair value on a SOTP valuation. We calculate a slightly lower fair value range of EUR 9.6-10.8 per Taaleri share based on 2026 estimates.

SUMMARY TABLE - KEY FIGURES

| EURm | 2021 | 2022 | 2023 | 2024 | 2025E | 2026E | 2027E |
|--------------------------|--------|--------|-------|-------|--------|--------|--------|
| Total revenue | 73 | 57 | 66 | 73 | 66 | 59 | 49 |
| EBITDA (adj) | 32 | 28 | 33 | 39 | 30 | 22 | 11 |
| EBIT (adj) | 32 | 27 | 33 | 38 | 29 | 21 | 10 |
| EBIT (adj) margin | 43.6% | 47.9% | 49.5% | 52.3% | 43.9% | 35.6% | 21.1% |
| EPS (adj, EUR) | 4.81 | 0.73 | 0.81 | 1.09 | 0.85 | 0.61 | 0.30 |
| EPS (adj) growth | 947.1% | -84.9% | 11.5% | 34.0% | -21.9% | -28.0% | -50.7% |
| DPS (ord, EUR) | 0.40 | 0.45 | 1.00 | 0.50 | 0.40 | 0.45 | 0.50 |
| EV/Sales | 3.8 | 4.9 | 3.5 | 2.9 | 3.0 | 3.3 | 4.1 |
| EV/EBIT (adj) | 8.3 | 11.9 | 7.7 | 5.5 | 6.8 | 9.2 | 19.3 |
| P/E (adj) | 2.3 | 15.4 | 11.1 | 7.4 | 9.4 | 13.0 | 26.4 |
| P/BV | 1.4 | 1.6 | 1.2 | 1.1 | 1.0 | 1.0 | 1.0 |
| Dividend yield (ord) | 3.6% | 4.0% | 11.1% | 6.2% | 5.0% | 5.6% | 6.3% |
| FCF Yield bef A&D, lease | 40.3% | 11.5% | 3.2% | 0.0% | 11.6% | 8.8% | 5.4% |
| Net debt | -44 | -38 | -29 | -25 | -34 | -38 | -33 |
| Net debt/EBITDA | -1.4 | -1.3 | -0.9 | -0.7 | -1.1 | -1.8 | -2.9 |
| ROIC after tax | 10.5% | 8.7% | 10.2% | 11.4% | 8.7% | 6.1% | 3.0% |

Source: Company data and Nordea estimates

Q4 results and revisions

Q4 2024 DEVIATION TABLE (EPS AND DPS IN EUR)

| EURm | Actual | NDA est. | Deviation | | Consensus | Deviation | | Actual | Actual | | |
|----------------------------|---------|----------|------------|------|-----------|------------|------|---------|---------|---------|--------|
| | Q4 2024 | Q4 2024E | vs. actual | | Q4 2024E | vs. actual | | Q3 2024 | q/q | Q4 2023 | y/y |
| Sales | 20.6 | 18.7 | 1.9 | 10% | 24.0 | -3.4 | -14% | 22.3 | -8% | 18.2 | 13% |
| EBIT | 9.4 | 9.3 | 0.1 | 1% | 8.5 | 0.9 | 11% | 14.5 | -35% | 7.5 | 26% |
| EBIT margin | 45.7% | 49.8% | -4.1pp | | 35.4% | 10.3pp | | 65.1% | -19.4pp | 41.1% | 4.6pp |
| PTP | 9.2 | 9.1 | 0.0 | 0% | n.a. | n.a. | n.a. | 14.1 | -35% | 6.7 | 37% |
| PTP margin | 44.5% | 48.8% | -4.3pp | | n.a. | n.a. | | 63.5% | -19.0pp | 36.6% | 7.9pp |
| Adj. EPS | 0.23 | 0.29 | -0.06 | -19% | 0.15 | 0.14 | 59% | 0.41 | -44% | 0.14 | 59% |
| EPS | 0.23 | 0.29 | -0.06 | -19% | 0.15 | 0.14 | 59% | 0.41 | -44% | 0.14 | 59% |
| DPS (FY) | 0.50 | 0.50 | 0.00 | 0% | 0.54 | -0.04 | -7% | | | 1.00 | -50% |
| Segment reporting | | | | | | | | | | | |
| Continuing earnings | | | | | | | | | | | |
| Private asset management | 7.1 | 6.3 | 0.8 | 12% | | | | 6.1 | 16% | 6.7 | 6% |
| Garantia | 3.1 | 2.9 | 0.2 | 6% | | | | 3.3 | -6% | 2.8 | 11% |
| Other | 0.2 | 0.6 | -0.3 | -57% | | | | 0.3 | -1% | 0.4 | -39% |
| TOTAL | 10.4 | 9.8 | 0.6 | 6% | | | | 9.7 | 8% | 9.9 | 6% |
| Total income | | | | | | | | | | | |
| Private asset management | 14.4 | 13.2 | 1.3 | 10% | | | | 14.4 | 0% | 12.7 | 14% |
| Garantia | 5.3 | 3.4 | 1.9 | 56% | | | | 6.8 | -22% | 4.2 | 26% |
| Other | 0.3 | 0.9 | -0.7 | -73% | | | | 0.4 | -39% | 0.8 | -69% |
| TOTAL | 20.0 | 17.5 | 2.5 | 14% | | | | 21.6 | -8% | 17.7 | 13% |
| EBIT | | | | | | | | | | | |
| Private asset management | 6.0 | 6.2 | -0.2 | -3% | | | | 9.2 | -35% | 4.0 | 51% |
| Garantia | 4.8 | 3.4 | 1.4 | 43% | | | | 6.3 | -24% | 3.7 | 30% |
| Other | -1.5 | -1.0 | -0.5 | 50% | | | | -0.9 | 65% | -0.8 | 81% |
| TOTAL | 9.4 | 8.6 | 0.8 | 9% | | | | 14.7 | -36% | 6.9 | 36% |
| EBIT margin | | | | | | | | | | | |
| Private asset management | 41.9% | 47.2% | -5.3pp | | | | | 64.0% | -22.1pp | 31.7% | 10.2pp |
| Garantia | 90.2% | 98.7% | -8pp | | | | | 93.2% | -2.9pp | 87.3% | 3pp |
| Other | -581.6% | -102.8% | -479pp | | | | | -214.4% | -367pp | -98.0% | -484pp |
| TOTAL | 47.0% | 49.1% | -2.2pp | | | | | 67.9% | -20.9pp | 38.9% | 8.0pp |

Source: Company data, LSEG Data & Analytics and Nordea estimates

ESTIMATE REVISIONS AFTER THE Q4 2024 REPORT (EPS AND DPS IN EUR)

| EURm | New estimates | | | | Old estimates | | | | Difference % | | | |
|--------------------------------|-----------------|--------------|--------------|--------------|-----------------|--------------|--------------|--------------|-----------------|---------------|---------------|---------------|
| | Q1 2025E | 2025E | 2026E | 2027E | Q1 2025E | 2025E | 2026E | 2027E | Q1 2025E | 2025E | 2026E | 2027E |
| Sales | 12.3 | 66.0 | 58.7 | 48.8 | 11.9 | 65.7 | 58.4 | 48.6 | 3% | 1% | 0% | 0% |
| EBIT | 3.0 | 29.0 | 20.9 | 10.3 | 3.1 | 30.5 | 22.6 | 12.0 | -3% | -5% | -8% | -14% |
| EBIT margin | 25% | 43.9% | 35.6% | 21.1% | 26.2% | 46.5% | 38.6% | 24.8% | -1.6pp | -2.5pp | -3.0pp | -3.7pp |
| PTP | 3.0 | 29.0 | 20.9 | 10.3 | 2.9 | 29.6 | 21.7 | 11.1 | 5% | -2% | -4% | -7% |
| PTP margin | 25% | 43.9% | 35.6% | 21.1% | 24.3% | 45.1% | 37.1% | 22.9% | 0.3pp | -1.2pp | -1.5pp | -1.8pp |
| Adj. EPS | 0.06 | 0.85 | 0.61 | 0.30 | 0.05 | 0.87 | 0.63 | 0.33 | 8% | -2% | -4% | -7% |
| EPS | 0.06 | 0.85 | 0.61 | 0.30 | 0.05 | 0.9 | 0.63 | 0.33 | 8% | -2% | -4% | -7% |
| DPS | | 0.40 | 0.45 | 0.50 | | 0.40 | 0.45 | 0.50 | | 0% | 0% | 0% |
| Segment reporting | Q1 2025E | 2025E | 2026E | 2027E | Q1 2025E | 2025E | 2026E | 2027E | Q1 2025E | 2025E | 2026E | 2027E |
| Recurring revenues | | | | | | | | | | | | |
| Private asset management | 6.4 | 28.3 | 28.6 | 23.1 | 6.3 | 28.3 | 28.6 | 23.1 | 2% | 0% | 0% | 0% |
| Garantia | 3.1 | 13.4 | 13.8 | 14.4 | 3.1 | 14.0 | 14.6 | 15.2 | 1% | -4% | -5% | -5% |
| Other | 0.4 | 1.7 | 1.7 | 1.7 | 0.5 | 2.0 | 2.0 | 2.0 | -16% | -16% | -16% | -16% |
| TOTAL | 9.9 | 43.4 | 44.1 | 39.2 | 9.9 | 44.3 | 45.2 | 40.3 | 1% | -2% | -2% | -3% |
| Total income | | | | | | | | | | | | |
| Private asset management | 6.7 | 42.4 | 34.5 | 24.1 | 6.6 | 42.4 | 34.5 | 24.1 | 2% | 0% | 0% | 0% |
| Garantia | 4.2 | 17.9 | 18.4 | 19.0 | 4.2 | 18.5 | 19.1 | 19.7 | 1% | -3% | -4% | -4% |
| Other | 0.4 | 1.7 | 1.7 | 1.7 | 0.5 | 2.0 | 2.0 | 2.0 | -16% | -16% | -16% | -16% |
| TOTAL | 11.3 | 62.0 | 54.6 | 44.7 | 11.2 | 62.9 | 55.7 | 45.8 | 1% | -1% | -2% | -2% |
| Operating profit | | | | | | | | | | | | |
| Private asset management | 0.3 | 16.9 | 8.4 | -2.6 | 0.3 | 17.5 | 9.1 | -2.0 | -15% | -3% | -7% | 32% |
| Garantia | 3.9 | 16.6 | 17.1 | 17.6 | 4.0 | 17.7 | 18.3 | 18.9 | -2% | -6% | -7% | -7% |
| Other | -1.0 | -3.9 | -4.0 | -4.1 | -0.9 | -3.6 | -3.7 | -3.8 | 8% | 8% | 8% | 8% |
| TOTAL | 3.2 | 29.6 | 21.5 | 10.9 | 3.4 | 31.6 | 23.7 | 13.1 | -6% | -6% | -9% | -17% |
| Operating profit margin | | | | | | | | | | | | |
| Private asset management | 4.1% | 39.9% | 24.4% | -11.0% | 4.9% | 41.3% | 26.2% | -8.3% | -0.8pp | -1pp | -2pp | -3pp |
| Garantia | 92.5% | 93.0% | 93.0% | 93.0% | 95.4% | 95.8% | 95.9% | 95.9% | -2.9pp | -2.9pp | -2.9pp | -2.9pp |
| Other | -231.2% | -231.2% | -236.0% | -240.9% | -179.0% | -179.0% | -183.0% | -187.0% | -52.2pp | -52pp | -53pp | -54pp |
| TOTAL | 28.3% | 47.8% | 39.4% | 24.4% | 30.2% | 50.2% | 42.5% | 28.6% | -2.0pp | -2.4pp | -3.1pp | -4.3pp |

Source: Nordea estimates

Valuation

We calculate a slightly lower SOTP-derived fair value range of EUR 9.6-10.8 (9.7-11.0) per Taaleri share. We use peer group multiples to value Taaleri's private equity business. Owing to the solid and stable outlook for Garantia, we also use a dividend discount model to value the guarantee insurance part of Taaleri. We derive two different peer groups: one for renewable energy and another for private asset management.

SOTP valuation yields a EUR 9.6-10.8 fair value range

We think a SOTP valuation is most relevant for Taaleri. We use different valuation methods for the company's asset management business and Garantia, however, owing to their different characteristics. We believe peer multiples are the logical means of valuing the company's private asset management business despite it being in a ramp-up phase; meanwhile, we are inclined to use a dividend discount model to value Garantia, owing to its stable business model and fairly stable dividend outlook. We do not believe a traditional DCF-based valuation is suitable for Taaleri, owing to its high dependence on unannounced funds.

Two peer groups for Taaleri: renewable energy and private asset management

We use two different peer groups for Taaleri – one for renewable energy and another for other private asset management. Although Taaleri has multiple Finnish peers, we are hesitant to use a broad peer group, as there is insufficient coverage of these names. Hence, our peer group for other private asset management consists of three companies. For renewable energy, we use a broader peer group of European asset managers and companies exposed to renewable energy infrastructure. Our peer group for renewable energy consists of nine European companies.

RENEWABLE ENERGY PEER GROUP

| Renewable energy peers | Country | Price | | Mcap Net Debt | | EV/EBIT | | | P/E | | | Div yield % | |
|--------------------------|----------------|------------|------------|---------------|-------------|-------------|-------------|-------------|-------------|-------------|--------------|--------------|--|
| | | Local | EURm | 2023 | 2024E | 2025E | 2026E | 2024E | 2025E | 2026E | 2024E | 2025E | |
| Ox2 Ab (Publ) | Sweden | 59.6 | 1,422 | -265 | | | | | | | | | |
| Abo Energy Gmbh & Co Kga | Germany | 34.9 | 336 | 263 | 15.0 | 10.8 | 8.8 | 13.4 | 11.1 | 8.5 | 1.7 % | 1.8 % | |
| Capman Oyj | Finland | 1.8 | 311 | 65 | 19.8 | 12.0 | 10.5 | 4.5 | 17.6 | 14.3 | 8.0 % | 8.5 % | |
| Eq2 Ab | Sweden | 359.9 | 39,715 | | 25.3 | 23.9 | 17.9 | 34.0 | 25.7 | 19.7 | 1.1 % | 1.3 % | |
| Acciona Sa | UK | 109.0 | 5,979 | 10,056 | 15.1 | 10.1 | 12.1 | 15.8 | 9.5 | 11.8 | 4.6 % | 4.7 % | |
| Energiekontor Ag | UK | 41.9 | 586 | 261 | 16.1 | 6.9 | 6.8 | 32.6 | 9.4 | 7.8 | 2.9 % | 3.1 % | |
| Eolus Vind Ab (Publ) | UK | 55.0 | 116 | 154 | 10.5 | 6.8 | 7.1 | 7.2 | 4.0 | 4.2 | 4.4 % | 4.9 % | |
| Pne Ag | UK | 12.0 | 922 | 894 | 91.3 | 50.6 | 48.1 | | | | 0.3 % | 0.3 % | |
| Scatec Asa | Norway | 76.9 | 1,054 | 2,248 | 9.5 | 11.9 | 13.1 | 9.4 | 22.1 | 30.0 | 0.0 % | 0.0 % | |
| Median | | | 922 | 262 | 15.6 | 11.3 | 11.3 | 13.4 | 11.1 | 11.8 | 2.3 % | 2.5 % | |
| Average | | | 5,605 | 1,709 | 25.3 | 16.6 | 15.5 | 16.7 | 14.2 | 13.8 | 2.9 % | 3.1 % | |
| Nordea | | | | | | | | | | | | | |
| Taaleri Oyj | Finland | 8.0 | 225 | -29 | 5.3 | 6.6 | 8.9 | 7.4 | 9.4 | 13.0 | 6.2 % | 5.0 % | |
| Difference | | | | | -66% | -42% | -21% | -45% | -15% | 10% | 3.9pp | 2.6pp | |

Source: LSEG Data & Analytics and Nordea estimates

OTHER PRIVATE ASSET MANAGEMENT PEERS

| Finnish peers | Country | Price | | Mcap Net Debt | | EV/EBIT | | | P/E | | | Div yield % | |
|--------------------|----------------|------------|------------|---------------|-------------|-------------|-------------|------------|-------------|-------------|--------------|--------------|--|
| | | Local | EURm | 2023 | 2024E | 2025E | 2026E | 2024E | 2025E | 2026E | 2024E | 2025E | |
| Capman Oyj | Finland | 1.8 | 311 | 65 | 19.8 | 12.0 | 10.5 | 4.5 | 17.6 | 14.3 | 8.0 % | 8.5 % | |
| Eq Oyj | Finland | 11.0 | 455 | 4 | 13.3 | 10.4 | 9.9 | 16.9 | 13.1 | 12.4 | 6.7 % | 8.0 % | |
| Aktia Bank Abp | Finland | 9.8 | 718 | | | | | 9.5 | 7.9 | 8.4 | 7.8 % | 8.1 % | |
| Median | | | 455 | 34 | 16.5 | 11.2 | 10.2 | 9.5 | 13.1 | 12.4 | 7.8 % | 8.1 % | |
| Average | | | 495 | 34 | 16.5 | 11.2 | 10.2 | 10.3 | 12.9 | 11.7 | 7.5 % | 8.2 % | |
| Nordea | | | | | | | | | | | | | |
| Taaleri Oyj | Finland | 8.0 | 225 | -29 | 5.3 | 6.6 | 8.9 | 7.4 | 9.4 | 13.0 | 6.2 % | 5.0 % | |
| Difference | | | | | -68% | -41% | -12% | -22% | -28% | 5% | -1.6pp | -3.1pp | |

Source: LSEG Data & Analytics and Nordea estimates

SOTP valuation

Below is a summary of our SOTP valuation. We use peer multiples for renewable energy and other private asset management EBIT (excluding performance fees and investments) and 4-6x multiples for performance fees. We use book value to assess the direct investments for both segments in private asset management, as well as non-strategic investments. We note that we exclude companies that are consolidated using the equity method from the book value in our valuation.

Owing to the stable outlook for Garantia, we use a DDM model and assume that Garantia could pay all of its profits to Taaleri. We model EUR 15m in dividend from Garantia to Taaleri for 2025 and 2026, after which we expect a 1.5-3.0% annual dividend increase in the terminal value. We use a 10.3% cost of equity as a discount factor. Based on this approach, we calculate a fair value range of EUR 170-193m for Garantia. Garantia proposed a dividend of EUR 15m for 2024.

We deduct group costs and add 2025E net cash to derive our equity fair value range of EUR 9.6-10.8 (9.7-11.0).

SOTP VALUATION FOR TAALERI (EURm AND EUR)

| Based on 2026 estimates | Share | Sales | EBIT | Valuation method | EV Range |
|--|-------------|-------------|-------------|-----------------------------|-------------------|
| Private asset management | | 34.5 | 8.4 | EV/EBIT 8.5x - 10.5x | 72 - 88 |
| Renewable energy (excl. performance fees and investments) | 76% | 29.0 | 7.1 | EV/EBIT 10x - 13x | 54 - 70 |
| Performance fees | 76% | | 5.0 | EV/EBIT 4x - 6x | 15 - 23 |
| Renewable direct investments (excl. assoc. companies) | 100% | | | Book value Q4 24 | 8 |
| Other private asset management (ex. performance fees) | 100% | 5.5 | -3.7 | EV/EBIT 5x - 7x | -18 - -26 |
| Performance fees | 100% | | 0.0 | EV/EBIT 4x - 6x | 0 - 0 |
| Other private am direct investments (excl. assoc. companies) | 100% | | | Book value Q4 24 | 13 |
| Garantia | 100% | 18.4 | 17.1 | DDM | 170 - 193 |
| Other excl. investment operations | 100% | 1.7 | -4.0 | EV/EBIT 6.2x - 7.4x | -25 to -30 |
| Non-strategic investments (excl. Turun Toriparkki Oy) | 100% | | | Book value Q4 24 | 20 |
| TOTAL | | | 21.5 | EV/EBIT 11x - 12.6x | 237 - 272 |
| Net cash 2025E | | | | | 33 |
| Equity value | | | | | 271 - 305 |
| Number of shares (m) | | | | | 28 |
| Equity per share, EUR | | | | | 9.6 - 10.8 |

Source: Nordea estimates

Detailed estimates

DETAILED ESTIMATES: SEGMENT REPORTING

| Segment reporting, EURm | Q1 24 | Q2 24 | Q3 24 | Q4 24 | Q1 25E | Q2 25E | Q3 25E | Q4 25E | 2023 | 2024 | 2025E | 2026E | 2027E |
|--|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Income | | | | | | | | | | | | | |
| Recurring revenues | | | | | | | | | | | | | |
| Private asset management | 5.9 | 6.1 | 6.1 | 7.1 | 6.4 | 6.8 | 6.8 | 8.3 | 24.4 | 25.2 | 28.3 | 28.6 | 23.1 |
| Renewable energy | 4.6 | 4.8 | 5.0 | 5.6 | 5.1 | 5.5 | 5.5 | 6.8 | 18.1 | 20.0 | 22.9 | 24.0 | 18.3 |
| Other private asset management | 1.3 | 1.2 | 1.2 | 1.5 | 1.3 | 1.3 | 1.3 | 1.6 | 6.2 | 5.2 | 5.5 | 4.5 | 4.8 |
| Garantia | 3.9 | 3.3 | 3.3 | 3.1 | 3.1 | 3.1 | 3.4 | 3.8 | 13.6 | 13.6 | 13.4 | 13.8 | 14.4 |
| Other | 0.5 | 0.7 | 0.3 | 0.2 | 0.4 | 0.4 | 0.4 | 0.4 | 1.9 | 1.7 | 1.7 | 1.7 | 1.7 |
| TOTAL | 10.3 | 10.1 | 9.7 | 10.4 | 9.9 | 10.4 | 10.6 | 12.5 | 39.9 | 40.5 | 43.4 | 44.1 | 39.2 |
| Recurring revenues growth y/y | | | | | | | | | | | | | |
| Private asset management | 6% | 7% | -5% | 6% | 9% | 12% | 11% | 17% | 18% | 3% | 12% | 1% | -19% |
| Renewable energy | 16% | 22% | -2% | 8% | 12% | 13% | 11% | 21% | 25% | 10% | 15% | 5% | -24% |
| Other private asset management | -18% | -28% | -19% | -1% | -2% | 8% | 12% | 2% | 2% | -17% | 5% | -17% | 5% |
| Garantia | 1% | -5% | -4% | 11% | -20% | -6% | 3% | 22% | -1% | 0% | -2% | 3% | 4% |
| Other | 14% | 0% | -34% | -39% | -10% | -42% | 70% | 71% | -19% | -12% | 0% | 0% | 0% |
| TOTAL | 4% | 3% | -6% | 6% | -3% | 2% | 10% | 20% | 8% | 2% | 7% | 2% | -11% |
| Total income | | | | | | | | | | | | | |
| Private asset management | 6.7 | 6.4 | 14.4 | 14.4 | 6.7 | 7.1 | 7.1 | 21.7 | 42.3 | 42.0 | 42.4 | 34.5 | 24.1 |
| Renewable energy | 5.3 | 5.5 | 13.2 | 14.4 | 5.1 | 5.5 | 5.5 | 19.5 | 35.4 | 38.4 | 35.6 | 29.0 | 18.3 |
| Other private asset management | 1.4 | 0.9 | 1.2 | 0.0 | 1.6 | 1.6 | 1.6 | 2.2 | 7.0 | 3.6 | 6.8 | 5.5 | 5.8 |
| Garantia | 8.7 | 4.7 | 6.8 | 5.3 | 4.2 | 4.2 | 4.5 | 5.0 | 18.3 | 25.5 | 17.9 | 18.4 | 19.0 |
| Other | 1.7 | 0.7 | 0.4 | 0.2 | 0.4 | 0.4 | 0.4 | 0.4 | 5.7 | 3.1 | 1.7 | 1.7 | 1.7 |
| TOTAL | 17.0 | 11.9 | 21.6 | 20.0 | 11.3 | 11.7 | 12.0 | 27.1 | 66.3 | 70.5 | 62.0 | 54.6 | 44.7 |
| Income growth y/y | | | | | | | | | | | | | |
| Private asset management | 28% | -60% | 72% | 14% | -1% | 9% | -51% | 50% | -1% | -1% | 1% | -19% | -30% |
| Renewable energy | 47% | -57% | 90% | 21% | -4% | 0% | -58% | 36% | 37% | 9% | -7% | -19% | -37% |
| Other private asset management | -15% | -70% | -14% | -94% | 15% | 64% | 26% | 4530% | -58% | -49% | 91% | -19% | 4% |
| Garantia | 82% | -9% | 65% | 26% | -52% | -10% | -34% | -6% | 383% | 39% | -30% | 3% | 3% |
| Other | n.m. | -85% | -31% | -70% | n.m. | -43% | 4% | 71% | -55% | -46% | -44% | 0% | 0% |
| TOTAL | 84% | -55% | 65% | 13% | -34% | -2% | -45% | 36% | 13% | 6% | -12% | -12% | -18% |
| EBIT | | | | | | | | | | | | | |
| Private asset management | 0.5 | 0.3 | 9.2 | 6.0 | 0.3 | 0.7 | 0.7 | 15.3 | 14.9 | 16.1 | 16.9 | 8.4 | -2.6 |
| Renewable energy | 1.4 | 1.6 | 9.7 | 8.6 | 0.9 | 1.3 | 1.3 | 15.4 | 16.3 | 21.3 | 19.0 | 12.1 | 1.1 |
| Other private asset management | -0.9 | -1.3 | -0.5 | -2.6 | -0.7 | -0.7 | -0.7 | 0.0 | -1.4 | -5.2 | -2.0 | -3.7 | -3.8 |
| Garantia | 8.5 | 4.7 | 6.3 | 4.8 | 3.9 | 3.9 | 4.2 | 4.7 | 16.8 | 24.3 | 16.6 | 17.1 | 17.6 |
| Other | 0.6 | -0.6 | -0.9 | -1.5 | -1.0 | -1.0 | -1.0 | -1.0 | 0.1 | -2.3 | -3.9 | -4.0 | -4.1 |
| TOTAL | 9.6 | 4.4 | 14.7 | 9.4 | 3.2 | 3.6 | 3.9 | 19.0 | 31.9 | 38.0 | 29.6 | 21.5 | 10.9 |
| EBIT margin | | | | | | | | | | | | | |
| Private asset management | 7.0% | 4.9% | 64.0% | 41.9% | 4.1% | 9.5% | 9.5% | 70.6% | 35.2% | 38.2% | 39.9% | 24.4% | -11.0% |
| Renewable energy | 25.6% | 29.1% | 73.6% | 59.9% | 18.4% | 24.4% | 24.4% | 78.7% | 46.2% | 55.4% | 53.3% | 41.7% | 6.1% |
| Other private asset management | -66.3% | -136% | -38.7% | n.m. | -43.1% | -43% | -43.1% | -1.9% | -20.1% | -146% | -30.0% | -66.1% | -65.3% |
| Garantia | 97.5% | 99.5% | 93.2% | 90.2% | 92.5% | 92.6% | 93.0% | 93.7% | 91.9% | 95.2% | 93.0% | 93.0% | 93.0% |
| Other | 38.2% | -82% | -214% | -585% | -231% | -231% | -231% | -231% | 2.5% | -75.7% | -231% | -236% | -241% |
| TOTAL | 56.2% | 36.9% | 67.9% | 46.9% | 28.3% | 30.8% | 32.3% | 70.1% | 48.1% | 53.9% | 47.8% | 39.4% | 24.4% |
| EBIT excluding investments and performance fees | | | | | | | | | | | | | |
| Private asset management | -0.3 | -0.1 | 1.0 | -1.3 | 0.0 | 0.4 | 0.4 | 1.9 | -3.0 | -0.7 | 2.8 | 2.4 | -3.6 |
| Renewable energy | 0.6 | 0.9 | 1.5 | -0.2 | 0.9 | 1.3 | 1.3 | 2.6 | -0.9 | 2.9 | 6.2 | 7.1 | 1.1 |
| Other private asset management | -0.9 | -1.0 | -0.5 | -1.1 | -0.9 | -0.9 | -0.9 | -0.7 | -2.1 | -3.6 | -3.4 | -4.7 | -4.8 |
| Garantia | 3.7 | 3.3 | 2.8 | 2.6 | 2.8 | 2.8 | 3.1 | 3.4 | 12.1 | 12.4 | 12.1 | 12.5 | 13.1 |
| Other | -0.5 | -0.6 | -1.0 | -1.5 | -1.0 | -1.0 | -1.0 | -1.0 | -3.6 | -3.7 | -3.9 | -4.0 | -4.1 |
| TOTAL | 2.8 | 2.6 | 2.7 | -0.2 | 1.8 | 2.3 | 2.5 | 4.4 | 5.4 | 8.0 | 11.0 | 11.0 | 5.4 |

Source: Company data and Nordea estimates

DETAILED ESTIMATES: IFRS REPORTING (EURm; EPS AND DPS IN EUR)

| IFRS reporting, EURm | Q1 24 | Q2 24 | Q3 24 | Q4 24 | Q1 25E | Q2 25E | Q3 25E | Q4 25E | 2023 | 2024 | 2025E | 2026E | 2027E |
|----------------------------------|-------|-------|-------|-------|--------|--------|--------|--------|-------|-------|-------|-------|-------|
| Total income | 17.2 | 12.6 | 22.2 | 20.6 | 12.3 | 12.7 | 13.0 | 28.1 | 65.6 | 72.6 | 66.0 | 58.7 | 48.8 |
| growth y/y | 69% | -47% | 65% | 13% | -28% | 1% | -42% | 37% | 16% | 11% | -9% | -11% | -17% |
| Costs | -7.8 | -8.5 | -7.8 | -11.4 | -9.3 | -9.3 | -9.3 | -9.3 | -35.0 | -35.4 | -37.0 | -37.8 | -38.5 |
| growth y/y | -12% | 29% | -3% | -1% | 19% | 9% | 19% | -19% | 15% | 1% | 5% | 2% | 2% |
| Operating profit | 9.4 | 4.2 | 14.5 | 9.2 | 3.0 | 3.4 | 3.7 | 18.8 | 30.7 | 37.2 | 29.0 | 20.9 | 10.3 |
| margin % | 55% | 33% | 65% | 44% | 25% | 27% | 29% | 67% | 47% | 51% | 44% | 36% | 21% |
| Taxes | -1.9 | -0.8 | -1.4 | -0.7 | -0.5 | -0.5 | -0.6 | -3.5 | -4.1 | -6.5 | -5.1 | -3.7 | -1.8 |
| Profit (continuing operations) | 7.4 | 3.1 | 10.9 | 6.6 | 1.6 | 0.9 | 0.1 | 15.3 | 23.0 | 30.7 | 23.9 | 17.2 | 8.5 |
| Profit (discontinued operations) | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 |
| Profit for the period | 7.4 | 3.1 | 10.9 | 6.6 | 1.6 | 0.9 | 0.1 | 15.3 | 23.0 | 30.7 | 23.9 | 17.2 | 8.5 |
| EPS (continuing operations), EUR | 0.26 | 0.11 | 0.39 | 0.23 | 0.06 | 0.03 | 0.01 | 0.54 | 0.81 | 1.09 | 0.85 | 0.61 | 0.30 |
| EPS, EUR | 0.27 | 0.12 | 0.46 | 0.30 | 0.09 | 0.10 | 0.11 | 0.54 | 0.81 | 1.09 | 0.85 | 0.61 | 0.30 |
| DPS (ordinary) | | | | | | | | | 1.00 | 0.50 | 0.40 | 0.45 | 0.50 |
| DPS (extra) | | | | | | | | | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| DPS (total) | | | | | | | | | 1.00 | 0.50 | 0.40 | 0.45 | 0.50 |

Source: Company data and Nordea estimates

Main risks

Below, we list the main risk factors that we find relevant for Taaleri. The purpose of this is not to provide a comprehensive list of all the risks that the company may be subject to but instead to highlight those that we find most relevant. The main risks we identify relate to the overall economic situation, as this will have implications both for the funds and for Garantia.

| | |
|---|---|
| <p>A slowdown in economic activity could hamper Taaleri's performance</p> | <p>General economy Taaleri has benefitted from a favourable macroeconomic environment, which, combined with low interest rates, has supported housing prices and hence Garantia's business. Demand for alternative investments has also fared well in the positive market environment. In the event of an economic slowdown, performances of both Garantia and fund companies could be negatively affected. Changes in the market environment could affect Taaleri's ability to raise fund commitments, and a slowing transaction market could hinder its ability to make new investments and exit assets.</p> |
| <p>A cooling of the housing market could affect the real estate operations negatively</p> | <p>Housing market The positive development in the Finnish housing market has benefitted Garantia through high housing market activity, while Taaleri's housing funds have benefitted from lower yield requirements. If the housing transaction market were to cool down, Taaleri's operations in Garantia and real estate funds could be negatively affected.</p> |
| <p>Low interest rates have supported alternative investments</p> | <p>Interest rates Low interest rates have supported Taaleri's business through low financing costs and easy funding access. If interest rates were to rise, the availability of funding could become more difficult. Higher interest rates could also hamper the valuation of investments and the project pipeline.</p> |
| <p>Key personnel are important for customer relationships</p> | <p>Key personnel As Taaleri is a financial player, key personnel play a crucial role in its customer relationships. If any key personnel were to leave the company, there could be a risk of customer outflow from Taaleri's funds.</p> |
| <p>Cooperation with Aktia plays a crucial role for Taaleri</p> | <p>Sales channels Taaleri cooperates with Aktia on the sale of its funds. To reach targeted fund sizes, the recently announced cooperation plays a crucial role. Taaleri is also ramping up its institutional sales channel. If the company cannot ramp up its institutional sales channel or if it fails in its cooperation with Aktia, the funds' performance could be negatively affected through lower AuM.</p> |
| <p>Overall economic activity could affect investment values</p> | <p>Investments Taaleri has around EUR 30m of non-strategic investments that it aims to divest. The market value of these investments could vary greatly depending on the general economic situation.</p> |
| <p>If not executed well, M&A activity may increase costs</p> | <p>Potential M&A After divesting its wealth management arm, Taaleri has an overcapitalised balance sheet. M&A could increase costs temporarily, or even longer term in a worst-case scenario if acquisitions were to fail or integration were to be executed poorly. It is therefore important for the company to maintain good cost control and clear M&A execution plans, so as not to hamper earnings.</p> |
| <p>A tightening competitive environment could hamper Taaleri's growth prospects</p> | <p>Competitive environment If the competitive environment regarding alternative investments were to intensify, it could hamper Taaleri's growth and earnings through lower management fees and hinder the company's ability to find investments.</p> |

Reported numbers and forecasts

INCOME STATEMENT

| EURm | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025E | 2026E | 2027E |
|--------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
| Total revenue | n.a. | n.a. | 67 | 69 | 73 | 57 | 66 | 73 | 66 | 59 | 49 |
| Revenue growth | n.a. | n.a. | n.a. | 3.3% | 4.6% | -21.9% | 15.6% | 10.6% | -9.0% | -11.2% | -16.8% |
| of which organic | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. |
| of which FX | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. |
| EBITDA | 0 | 0 | 23 | 24 | 32 | 28 | 33 | 39 | 30 | 22 | 11 |
| Depreciation and impairments PPE | 0 | 0 | -3 | -3 | -1 | -1 | -1 | -1 | -1 | -1 | -1 |
| of which leased assets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EBITA | 0 | 0 | 21 | 21 | 32 | 27 | 33 | 38 | 29 | 21 | 10 |
| Amortisation and impairments | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| EBIT | n.a. | n.a. | 21 | 21 | 32 | 27 | 33 | 38 | 29 | 21 | 10 |
| of which associates | 0 | 0 | 0 | 0 | -1 | 4 | 3 | 0 | 0 | 0 | 0 |
| Associates excluded from EBIT | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net financials | 0 | 0 | -3 | -3 | -2 | -1 | -1 | -1 | 0 | 0 | 0 |
| of which lease interest | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Changes in value, net | 0 | 0 | -1 | 0 | -3 | 0 | -1 | 0 | 0 | 0 | 0 |
| Pre-tax profit | 0 | 0 | 17 | 18 | 26 | 26 | 31 | 37 | 29 | 21 | 10 |
| Reported taxes | 0 | 0 | -5 | -4 | -5 | -5 | -4 | -7 | -5 | -4 | -2 |
| Net profit from continued operations | 0 | 0 | 12 | 13 | 21 | 21 | 27 | 31 | 24 | 17 | 8 |
| Discontinued operations | 0 | 0 | 0 | 0 | 115 | 0 | 0 | 0 | 0 | 0 | 0 |
| Minority interests | 0 | 0 | 0 | 0 | 0 | -1 | -4 | 0 | 0 | 0 | 0 |
| Net profit to equity | 0 | 0 | 12 | 13 | 136 | 21 | 23 | 31 | 24 | 17 | 8 |
| EPS, EUR | n.a. | n.a. | 0.41 | 0.46 | 4.81 | 0.73 | 0.81 | 1.09 | 0.85 | 0.61 | 0.30 |
| DPS, EUR | 0.00 | 0.00 | 0.16 | 1.32 | 1.20 | 0.70 | 1.00 | 0.50 | 0.40 | 0.45 | 0.50 |
| of which ordinary | 0.00 | 0.00 | 0.16 | 1.32 | 0.40 | 0.45 | 1.00 | 0.50 | 0.40 | 0.45 | 0.50 |
| of which extraordinary | 0.00 | 0.00 | 0.00 | 0.00 | 0.80 | 0.25 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |

Profit margin in percent

| | | | | | | | | | | | |
|--------|------|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| EBITDA | n.a. | n.a. | 34.8% | 34.0% | 44.7% | 50.0% | 50.3% | 53.6% | 45.1% | 37.0% | 22.7% |
| EBITA | n.a. | n.a. | 30.8% | 30.3% | 43.6% | 47.9% | 49.5% | 52.3% | 43.9% | 35.6% | 21.1% |
| EBIT | n.a. | n.a. | 30.8% | 30.3% | 43.6% | 47.9% | 49.5% | 52.3% | 43.9% | 35.6% | 21.1% |

Adjusted earnings

| | | | | | | | | | | | |
|----------------|------|------|------|------|------|------|------|------|------|------|------|
| EBITDA (adj) | 0 | 0 | 23 | 24 | 32 | 28 | 33 | 39 | 30 | 22 | 11 |
| EBITA (adj) | 0 | 0 | 21 | 21 | 32 | 27 | 33 | 38 | 29 | 21 | 10 |
| EBIT (adj) | 0 | 0 | 21 | 21 | 32 | 27 | 33 | 38 | 29 | 21 | 10 |
| EPS (adj, EUR) | n.a. | n.a. | 0.41 | 0.46 | 4.81 | 0.73 | 0.81 | 1.09 | 0.85 | 0.61 | 0.30 |

Adjusted profit margins in percent

| | | | | | | | | | | | |
|--------------|------|------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| EBITDA (adj) | n.a. | n.a. | 34.8% | 34.0% | 44.7% | 50.0% | 50.3% | 53.6% | 45.1% | 37.0% | 22.7% |
| EBITA (adj) | n.a. | n.a. | 30.8% | 30.3% | 43.6% | 47.9% | 49.5% | 52.3% | 43.9% | 35.6% | 21.1% |
| EBIT (adj) | n.a. | n.a. | 30.8% | 30.3% | 43.6% | 47.9% | 49.5% | 52.3% | 43.9% | 35.6% | 21.1% |

Performance metrics

| | | | | | | | | | | | |
|-----------------------|------|------|------|------|------|------|------|-------|--------|--------|--------|
| CAGR last 5 years | | | | | | | | | | | |
| Net revenue | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 1.5% | -1.0% | -4.2% | -3.0% |
| EBITDA | n.m. | n.m. | n.m. | n.m. | n.m. | n.m. | n.m. | 10.7% | 4.8% | -7.7% | -17.1% |
| EBIT | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 12.9% | 6.6% | -8.0% | -17.6% |
| EPS | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 21.5% | 13.0% | -33.8% | -16.2% |
| DPS | n.m. | n.m. | n.m. | n.m. | n.m. | n.m. | n.m. | 25.6% | -21.2% | 2.4% | 2.1% |
| Average last 5 years | | | | | | | | | | | |
| Average EBIT margin | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 40.1% | 44.6% | 47.5% | 46.2% |
| Average EBITDA margin | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | n.a. | 42.4% | 46.4% | 48.7% | 43.1% |

VALUATION RATIOS - ADJUSTED EARNINGS

| EURm | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025E | 2026E | 2027E |
|-----------------|------|------|------|------|------|------|------|------|-------|-------|-------|
| P/E (adj) | n.a. | n.a. | n.a. | n.a. | 2.3 | 15.4 | 11.1 | 7.4 | 9.4 | 13.0 | 26.4 |
| EV/EBITDA (adj) | n.a. | n.a. | n.a. | n.a. | 8.4 | 9.8 | 6.9 | 5.3 | 6.6 | 8.9 | 17.9 |
| EV/EBITA (adj) | n.a. | n.a. | n.a. | n.a. | 8.6 | 10.3 | 7.0 | 5.5 | 6.8 | 9.2 | 19.3 |
| EV/EBIT (adj) | n.a. | n.a. | n.a. | n.a. | 8.3 | 11.9 | 7.7 | 5.5 | 6.8 | 9.2 | 19.3 |

VALUATION RATIOS - REPORTED EARNINGS

| EURm | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025E | 2026E | 2027E |
|------------------------------|------|------|-------|--------|-------|-------|--------|-------|-------|-------|--------|
| P/E | n.a. | n.a. | n.a. | n.a. | 2.3 | 15.4 | 11.1 | 7.4 | 9.4 | 13.0 | 26.4 |
| EV/Sales | n.a. | n.a. | n.a. | n.a. | 3.76 | 4.92 | 3.48 | 2.86 | 2.99 | 3.29 | 4.07 |
| EV/EBITDA | n.a. | n.a. | n.a. | n.a. | 8.1 | 11.4 | 7.6 | 5.3 | 6.6 | 8.9 | 17.9 |
| EV/EBITA | n.a. | n.a. | n.a. | n.a. | 8.3 | 11.9 | 7.7 | 5.5 | 6.8 | 9.2 | 19.3 |
| EV/EBIT | n.a. | n.a. | n.a. | n.a. | 8.3 | 11.9 | 7.7 | 5.5 | 6.8 | 9.2 | 19.3 |
| Dividend yield (ord.) | n.a. | n.a. | n.a. | n.a. | 3.6% | 4.0% | 11.1% | 6.2% | 5.0% | 5.6% | 6.3% |
| FCF yield | n.a. | n.a. | n.a. | n.a. | 36.9% | 8.6% | 5.5% | 2.8% | 9.3% | 6.2% | 2.4% |
| FCF Yield bef A&D, lease adj | n.a. | n.a. | n.a. | n.a. | 40.3% | 11.5% | 3.2% | 0.0% | 11.6% | 8.8% | 5.4% |
| Payout ratio | n.a. | n.a. | 38.9% | 287.1% | 24.9% | 96.3% | 123.3% | 46.0% | 47.1% | 73.6% | 165.9% |

Source: Company data and Nordea estimates

BALANCE SHEET

| EURm | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025E | 2026E | 2027E |
|---------------------------------------|----------|----------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Intangible assets | 0 | 0 | 7 | 7 | 1 | 0 | 1 | 1 | 1 | 1 | 1 |
| of which R&D | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| of which other intangibles | 0 | 0 | 1 | 2 | 0 | 0 | 0 | 0 | 0 | 0 | 1 |
| of which goodwill | 0 | 0 | 5 | 5 | 1 | 0 | 0 | 0 | 0 | 0 | 0 |
| Tangible assets | 0 | 0 | 4 | 3 | 1 | 0 | 2 | 2 | 2 | 1 | 1 |
| of which leased assets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shares associates | 0 | 0 | 16 | 31 | 50 | 48 | 52 | 50 | 55 | 61 | 68 |
| Interest bearing assets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Deferred tax assets | 0 | 0 | 2 | 2 | 2 | 3 | 5 | 8 | 8 | 8 | 8 |
| Other non-IB non-current assets | 0 | 0 | 155 | 162 | 167 | 153 | 161 | 159 | 160 | 162 | 164 |
| Other non-current assets | 0 | 0 | 18 | 14 | 14 | 13 | 17 | 12 | 12 | 12 | 12 |
| Total non-current assets | 0 | 0 | 202 | 219 | 235 | 218 | 238 | 231 | 237 | 245 | 253 |
| Inventory | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Accounts receivable | 0 | 0 | 23 | 11 | 17 | 28 | 27 | 36 | 33 | 29 | 24 |
| Short-term leased assets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other current assets | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Cash and bank | 0 | 0 | 37 | 32 | 59 | 53 | 43 | 25 | 34 | 38 | 33 |
| Total current assets | 0 | 0 | 60 | 44 | 76 | 82 | 70 | 61 | 66 | 67 | 57 |
| Assets held for sale | n.a. | n.a. | 8 | 5 | 5 | 0 | n.a. | n.a. | n.a. | n.a. | n.a. |
| Total assets | 0 | 0 | 270 | 268 | 317 | 300 | 308 | 292 | 304 | 312 | 310 |
| Shareholders equity | 0 | 0 | 126 | 132 | 227 | 200 | 206 | 209 | 220 | 228 | 225 |
| Of which preferred stocks | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Of which equity part of hybrid debt | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Minority interest | 0 | 0 | 0 | 1 | 1 | 0 | 3 | 7 | 7 | 7 | 7 |
| Total Equity | 0 | 0 | 126 | 133 | 228 | 201 | 209 | 215 | 227 | 235 | 232 |
| Deferred tax | 0 | 0 | 16 | 15 | 16 | 17 | 16 | 12 | 12 | 12 | 12 |
| Long term interest bearing debt | 0 | 0 | 76 | 65 | 15 | 15 | 15 | 0 | 0 | 0 | 0 |
| Pension provisions | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other long-term provisions | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other long-term liabilities | 0 | 0 | 20 | 20 | 17 | 21 | 22 | 22 | 22 | 22 | 22 |
| Non-current lease debt | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Convertible debt | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Shareholder debt | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Hybrid debt | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total non-current liabilities | 0 | 0 | 144 | 135 | 89 | 99 | 99 | 77 | 77 | 78 | 78 |
| Short-term provisions | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Accounts payable | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Current lease debt | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other current liabilities | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Short term interest bearing debt | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total current liabilities | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Liabilities for assets held for sale | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Total liabilities and equity | 0 | 0 | 270 | 268 | 317 | 300 | 308 | 292 | 304 | 312 | 310 |
| Balance sheet and debt metrics | | | | | | | | | | | |
| Net debt | 0 | 0 | 38 | 32 | -44 | -38 | -29 | -25 | -34 | -38 | -33 |
| of which lease debt | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Working capital | 0 | 0 | 23 | 11 | 17 | 28 | 27 | 36 | 33 | 29 | 24 |
| Invested capital | 0 | 0 | 225 | 230 | 252 | 247 | 264 | 266 | 270 | 274 | 277 |
| Capital employed | 0 | 0 | 201 | 198 | 242 | 216 | 224 | 215 | 227 | 235 | 232 |
| ROE | n.m. | n.m. | 18.5% | 10.1% | 75.9% | 9.6% | 11.3% | 14.8% | 11.2% | 7.7% | 3.7% |
| ROIC | n.m. | n.m. | 14.8% | 7.4% | 10.5% | 8.7% | 10.2% | 11.4% | 8.7% | 6.1% | 3.0% |
| ROCE | n.m. | n.m. | 20.6% | 10.6% | 14.4% | 11.9% | 14.8% | 17.3% | 13.1% | 9.1% | 4.4% |
| Net debt/EBITDA | n.m. | n.m. | 1.6 | 1.4 | -1.4 | -1.3 | -0.9 | -0.7 | -1.1 | -1.8 | -2.9 |
| Interest coverage | n.a. | n.a. | 6.6 | 6.2 | 13.4 | 28.5 | 26.6 | 40.7 | n.m. | n.m. | n.m. |
| Equity ratio | n.m. | n.m. | 46.6% | 49.3% | 71.6% | 66.7% | 66.9% | 71.5% | 72.5% | 73.0% | 72.7% |
| Net gearing | n.m. | n.m. | 30.4% | 24.2% | -19.5% | -18.8% | -13.7% | -11.8% | -14.9% | -16.3% | -14.1% |

Source: Company data and Nordea estimates

CASH FLOW STATEMENT

| EURm | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 | 2023 | 2024 | 2025E | 2026E | 2027E |
|--|----------|----------|-----------|-----------|------------|-----------|-----------|-----------|-----------|-----------|-----------|
| EBITDA (adj) for associates | 0 | 0 | 23 | 23 | 34 | 25 | 30 | 39 | 30 | 22 | 11 |
| Paid taxes | 0 | 0 | -3 | 0 | -4 | -2 | -4 | 0 | -5 | -4 | -2 |
| Net financials | 0 | 0 | 0 | 0 | -2 | -1 | -1 | 0 | 0 | 0 | 0 |
| Change in provisions | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Change in other LT non-IB | 0 | 0 | -122 | -1 | -1 | 22 | -13 | 1 | -1 | -1 | -1 |
| Cash flow to/from associates | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Dividends paid to minorities | 0 | 0 | -1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other adj to reconcile to cash flow | 0 | 0 | 118 | -23 | 104 | -8 | 6 | -40 | 0 | 0 | 0 |
| Funds from operations (FFO) | 0 | 0 | 15 | 0 | 130 | 36 | 18 | 0 | 24 | 17 | 8 |
| Change in NWC | 0 | 0 | -7 | 0 | -1 | -8 | -11 | 0 | 3 | 4 | 5 |
| Cash flow from operations (CFO) | 0 | 0 | 9 | 0 | 129 | 28 | 6 | 0 | 27 | 20 | 13 |
| Capital expenditure | 0 | 0 | -2 | 0 | -2 | 8 | 2 | 0 | -1 | -1 | -1 |
| Free cash flow before A&D | 0 | 0 | 7 | 0 | 128 | 36 | 8 | 0 | 26 | 20 | 12 |
| Proceeds from sale of assets | 0 | 0 | 0 | 0 | 0 | 0 | 3 | 6 | 0 | 0 | 0 |
| Acquisitions | 0 | 0 | -10 | 0 | -11 | -9 | 3 | 0 | -5 | -6 | -7 |
| Free cash flow | 0 | 0 | -3 | 0 | 117 | 27 | 14 | 6 | 21 | 14 | 5 |
| Free cash flow bef A&D, lease adj | 0 | 0 | 7 | 0 | 128 | 36 | 8 | 0 | 26 | 20 | 12 |
| Dividends paid | 0 | 0 | -8 | 0 | -37 | -34 | -20 | 0 | -14 | -11 | -13 |
| Equity issues / buybacks | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Net change in debt | 0 | 0 | 14 | 0 | -50 | 0 | 0 | 0 | 0 | 0 | 0 |
| Other financing adjustments | 0 | 0 | 0 | 0 | 0 | 0 | 2 | -6 | 2 | 2 | 2 |
| Other non-cash adjustments | 0 | 0 | 35 | -5 | -3 | 1 | -5 | -19 | 0 | 0 | 0 |
| Change in cash | 0 | 0 | 37 | -5 | 27 | -6 | -10 | -18 | 9 | 4 | -5 |
| Cash flow metrics | | | | | | | | | | | |
| Capex/D&A | n.m. | n.m. | 62.0% | 0.0% | n.m. | n.m. | n.m. | 0.0% | 87.5% | 87.5% | 87.5% |
| Capex/Sales | n.a. | n.a. | 2.5% | 0.0% | 2.1% | -13.8% | -2.6% | 0.0% | 1.1% | 1.2% | 1.4% |
| Key information | | | | | | | | | | | |
| Share price year end (/current) | n.a. | n.a. | n.a. | n.a. | 11 | 11 | 9 | 8 | 8 | 8 | 8 |
| Market cap. | n.a. | n.a. | n.a. | n.a. | 317 | 316 | 254 | 226 | 225 | 225 | 225 |
| Enterprise value | n.a. | n.a. | n.a. | n.a. | 273 | 279 | 228 | 208 | 197 | 193 | 199 |
| Diluted no. of shares, year-end (m) | 0.0 | 0.0 | 28.3 | 28.3 | 28.3 | 28.3 | 28.3 | 28.2 | 28.2 | 28.2 | 28.2 |

Source: Company data and Nordea estimates

Disclaimer and legal disclosures

Origin of the report

This publication or report originates from: Nordea Bank Abp, including its branches Nordea Danmark, Filial af Nordea Bank Abp, Finland, Nordea Bank Abp, filial i Norge and Nordea Bank Abp, filial i Sverige (together "Nordea") acting through their units Nordea Markets and Equity Sales & Research.

Nordea Bank Abp is supervised by the European Central Bank and the Finnish Financial Supervisory Authority and the branches are supervised by the European Central Bank and the Finnish Financial Supervisory Authority and the Financial Supervisory Authorities in their respective countries.

Content of report

This report has been prepared solely by Nordea Markets or Equity Sales & Research.

Opinions or suggestions from Nordea Markets credit and equity research may deviate from one another or from opinions presented by other departments in Nordea. This may typically be the result of differing time horizons, methodologies, contexts or other factors.

The information provided herein is not intended to constitute and does not constitute investment advice nor is the information intended as an offer or solicitation for the purchase or sale of any financial instrument. The information contained herein has no regard to the specific investment objectives, the financial situation or particular needs of any particular recipient. Relevant and specific professional advice should always be obtained before making any investment or credit decision.

Opinions or ratings are based on one or more methods of valuation, for instance cash flow analysis, use of multiples, behavioural technical analyses of underlying market movements in combination with considerations of the market situation and the time horizon. Key assumptions of forecasts or ratings in research cited or reproduced appear in the research material from the named sources. The date of publication appears from the research material cited or reproduced. Opinions and estimates may be updated in subsequent versions of the report, provided that the relevant company/issuer is treated anew in such later versions of the report.

Validity of the report

All opinions and estimates in this report are, regardless of source, given in good faith, and may only be valid as of the stated date of this report and are subject to change without notice.

No individual investment or tax advice

The report is intended only to provide general and preliminary information to investors and shall not be construed as the basis for any investment decision. This report has been prepared by Nordea Markets or Equity Sales & Research as general information for private use of investors to whom the report has been distributed, but it is not intended as a personal recommendation of particular financial instruments or strategies and thus it does not provide individually tailored investment advice, and does not take into account the individual investor's particular financial situation, existing holdings or liabilities, investment knowledge and experience, investment objective and horizon or risk profile and preferences. The investor must particularly ensure the suitability of an investment as regards his/her financial and fiscal situation and investment objectives. The investor bears the risk of losses in connection with an investment.

Before acting on any information in this report, it is recommendable to consult (without being limited to) one's financial, legal, tax, accounting, or regulatory advisor in any relevant jurisdiction.

The information contained in this report does not constitute advice on the tax consequences of making any particular investment decision. Each investor shall make his/her own appraisal of the tax and other financial merits of his/her investment.

Sources

This report may be based on or contain information, such as opinions, estimates and valuations which emanate from: Nordea Markets' or Equity Sales & Research analysts or representatives, publicly available information, information from other units of Nordea, or other named sources.

To the extent this publication or report is based on or contain information emanating from other sources ("Other Sources") than Nordea Markets or Equity Sales & Research ("External Information"), Nordea Markets or Equity Sales & Research has deemed the Other Sources to be reliable but neither Nordea, others associated or affiliated with Nordea nor any other person, do guarantee the accuracy, adequacy or completeness of the External Information.

Limitation of liability

Nordea or other associated and affiliated companies assume no liability as regards to any investment, divestment or retention decision taken by the investor on the basis of this report. In no event will Nordea or other associated and affiliated companies be liable for direct, indirect or incidental, special or consequential damages (regardless of whether being considered as foreseeable or not) resulting from the information in this report.

Risk information

The risk of investing in certain financial instruments, including those mentioned in this report, is generally high, as their market value is exposed to a lot of different factors such as the operational and financial conditions of the relevant company, growth prospects, change in interest rates, the economic and political environment, foreign exchange rates, shifts in market sentiments etc. Where an investment or security is denominated in a different currency to the investor's currency of reference, changes in rates of exchange may have an adverse effect on the value, price or income of or from that investment to the investor. Past performance is not a guide to future performance. Estimates of future performance are based on assumptions that may not be realized. When investing in individual shares, the investor may lose all or part of the investments.

Conflicts of interest

Readers of this document should note that Nordea Markets or Equity Sales & Research has received remuneration from the company mentioned in this document for the production of the report. The remuneration is not dependent on the content of the report. Nordea, affiliates or staff in Nordea, may perform services for, solicit business from, hold long or short positions in, or otherwise be interested in the investments (including derivatives) of any company mentioned in the report.

To limit possible conflicts of interest and counter the abuse of inside knowledge, the analysts of Nordea Markets and Equity Sales & Research are subject to internal rules on sound ethical conduct, the management of inside information, handling of unpublished research material, contact with other units of Nordea and personal account dealing. The internal rules have been prepared in accordance with applicable legislation and relevant industry standards. The object of the internal rules is for example to ensure that no analyst will abuse or cause others to abuse confidential information. It is the policy of Nordea that no link exists between revenues from capital markets activities and individual analyst remuneration. Nordea and the branches are members of national stockbrokers' associations in each of the countries in which Nordea has head offices. Internal rules have been developed in accordance with recommendations issued by the stockbrokers associations. This material has been prepared following the Nordea Conflict of Interest Policy, which may be viewed at www.nordea.com/mifid.

Please find a list of all recommendations disseminated by Nordea Equities during the preceding 12-month period here: <https://research.nordea.com/compliance>

Distribution restrictions

The securities referred to in this report may not be eligible for sale in some jurisdictions. This report is not intended for, and must not be distributed to private customers in the UK or the US or to customers in any other jurisdiction where restrictions may apply.

This research report has not been prepared for distribution outside the EU, the UK or the US. The content of this research report is not a product disclosure statement or other regulated document for the purposes of the Australian Corporations Act 2001 (CTH). The distribution of this research report in Australia has not been authorised by any regulatory authority in Australia, and Nordea bank Abp is not licensed by the Australian Securities and Investment Commission to provide financial services in Australia.

This publication or report may be distributed in the UK to institutional investors by Nordea Bank Abp London Branch of 6th Floor, 5 Aldermanbury Square, London, EC2V 7AZ, which is under supervision of the European Central Bank, Finanssivalvonta (Financial Supervisory Authority) in Finland and subject to limited regulation by the Financial Conduct Authority and Prudential Regulation Authority in the United Kingdom. Details about the extent of our regulation by the Financial Conduct Authority and Prudential Regulation Authority are available upon request.

Nordea Bank Abp ("Nordea") research is not "globally branded" research. Nordea research reports are intended for distribution in the United States solely to "major U.S. institutional investors," as defined in Rule 15a-6 under the Securities Exchange Act of 1934. Any transactions in securities discussed within the research reports will be chaperoned by Nordea Securities LLC ("Nordea Securities"), an affiliate of Nordea and a SEC registered broker dealer and member of FINRA. Nordea Securities does not employ research analysts and has no contractual relationship with Nordea that is reasonably likely to inform the content of Nordea research reports. Nordea makes all research content determinations without any input from Nordea Securities.

The research analyst(s) named on this report are not registered/qualified as research analysts with FINRA. Such research analyst(s) are also not registered with Nordea Securities and therefore may not be subject to FINRA Rule 2241 or FINRA Rule 2242 restrictions on communications with a subject company, public appearances and trading securities held by a research analyst account.

This report may not be mechanically duplicated, photocopied or otherwise reproduced, in full or in part, under applicable copyright laws.

Analyst Shareholding

Nordea analysts do not hold shares in the companies that they cover. No holdings or other affiliations by analysts or associates.

Fair value and sensitivity

We calculate our fair values by weighting DCF, DDM, SOTP, asset-based and other standard valuation methods. Our fair values are sensitive to changes in valuation assumptions, of which growth, margins, tax rates, working capital ratios, investment-to-sales ratios and cost of capital are typically the most sensitive. It should be noted that our fair values would change by a disproportionate factor if changes are made to any or all valuation assumptions, owing to the non-linear nature of the standard valuation models applied (mentioned above). As a consequence of the standard valuation models we apply, changes of 1-2 percentage points in any single valuation assumption can change the derived fair value by as much as 30% or more. All research is produced on an ad hoc basis and will be updated when the circumstances require it.

Marketing Material

This research report should be considered marketing material, as it has been commissioned and paid for by the subject company, and has not been prepared in accordance with the regulations designed to promote the independence of investment research and it is not subject to any legal prohibition on dealing ahead of the dissemination of the report. However, Nordea Markets analysts are according to internal policies not allowed to hold shares in the companies/sectors that they cover.

Market-making obligations and other significant financial interest

Nordea has no market-making obligations in Taaleri shares.

As of 12/02/2025, Nordea Abp holds no positions of 0.5% or more of shares issued by Taaleri.

As of the publication of this report, the issuer does not hold a position exceeding 5% of the total shares issued in Nordea Abp.

Investment banking transactions and/or services

In view of Nordea's position in its markets, readers should assume that the bank may currently or may in the coming three months and beyond be providing or seeking to provide confidential investment banking and/or ancillary services to the company/ companies.

Issuer Review

This report has not been reviewed by the Issuer prior to publication.

Completion Date

13 Feb 2025, 02:15 CET

| Nordea Bank Abp | Nordea Bank Abp, filial i Sverige | Nordea Danmark, Filial af Nordea Bank Abp, Finland | Nordea Bank Abp, filial i Norge |
|--|---|---|---|
| Nordea IB & Equity Division, Equity Research Visiting address: Aleksis Kiven katu 7, Helsinki FI-00020 Nordea Finland | Nordea IB & Equity Division, Equity Research Visiting address: Smålandsgatan 17 SE-105 71 Stockholm Sweden | Nordea IB & Equity Division, Equity Research Visiting address: Grønjobsvej 10 DK-2300 Copenhagen S Denmark | Nordea IB & Equity Division, Equity Research Visiting address: Essendropsgate 7 N-0107 Oslo Norway |
| Tel: +358 9 1651 Fax: +358 9 165 59710 | Tel: +46 8 614 7000 Fax: +46 8 534 911 60 | Tel: +45 3333 3333 Fax: +45 3333 1520 | Tel: +47 2248 5000 Fax: +47 2256 8650 |
| Reg.no. 2858394-9 Satamaradankatu 5 Helsinki | | | |