

29 April 2025

Commissioned research: Taaleri – Good result in a tough market - investment income behind the miss versus our estimates

Marketing material commissioned by Taaleri

Taaleri's continuing earnings of EUR 9.3m declined 9% y/y and were 6% below our estimate. The decline is almost entirely attributable to Garantia, where continuing earnings declined 23% y/y (insurance revenue -7.5% y/y), although missing our estimate by only 4%. Private Asset Management continuing earnings grew 4% y/y. Total segment reporting income of EUR 8.6m declined 49.5% y/y, driven by EUR -1.2m net income from investment operations (EUR 6.3m in Q1 2024), which also explains the majority of the 20% miss to our estimates. Segment reporting EBIT of EUR 0.5m was below our EUR 2.7m estimate, explained by the above factors. SolarWind III fundraising continues, but falling short of the EUR 700m target is likely due to the current market conditions, which could lead to some slightly negative consensus estimate revisions. Wind II & III and SW funds are in exit phase and sales negotiations are ongoing. We view the underlying results good in the current market environment and we believe the weak market commentary affecting SW III fundraising, among others, was to be expected.

Result notes

We find the results good on an underlying level, as majority of the misses can be explained by investment income and a slightly higher cost level than we expected in the Other-group, on the other hand we note slightly lower level in the Private Asset Management segment than we expected.

Private Asset Management continuing earnings grew 4% y/y, coming merely 3% below our estimate. Total income of EUR 6.5m was flat y/y and fairly in line with our estimate. Private Asset Management EBIT of EUR 1.4m was slightly above our EUR 1.2m estimate due to slightly lower cost level than we anticipated

Garantia's continuing earnings of EUR 3.0m declined 23% y/y coming 4% below our estimate. Insurance Revenue of EUR 4.7m declined 7.5% y/y, versus our EUR 4.6m estimate. Garantia's total income of EUR 2.4m declined from EUR 8.7m in Q1 2024, due to EUR -0.6m income from investment operations (our estimate: EUR +0.5m), versus EUR +4.8m in Q1 2024, which also explains the majority of the miss to our estimates. Same applies for Garantia's operating profit of EUR 2.1m. Housing market's potential recovery is visible in Garantia's result with a delay. Garantia's market position became stronger in Q1, which we believe is encouraging against the potentially looming market recovery.

TAALERI Q1 2025 DEVIATION TABLE

EURm	Actual	NDA est.	Deviation		Consensus	Deviation			Actual	Actual	
	Q1 2025	Q1 2025E	vs. actual		Q1 2025E	vs. actual		Q4 2024	q/q	Q1 2024	y/y
Sales	9.3	11.7	-2.4	-21%	11.5	-2.2	-19%	20.6	-55%	17.2	-46%
EBIT	0.5	2.5	-2.0	-80%	3.0	-2.5	-84%	9.4	-95%	9.5	-95%
EBIT margin	5.2%	21.0%	-15.8pp		26.1%	-20.9pp		45.7%	-40.5pp	55.2%	-49.9pp
PTP	0.4	2.5	-2.1	-84%	n.a.	n.a.	n.a.	9.2	-96%	9.4	-96%
PTP margin	4.2%	21.0%	-16.8pp		n.a.	n.a.	n.a.	44.5%	-40.3pp	54.7%	-50.5pp
Adj. EPS	0.02	0.04	-0.02	-48%	0.08	-0.04	-75%	0.23	-91%	0.26	-92%
EPS	0.02	0.04	-0.02	-48%	0.08	-0.04	-75%	0.23	-91%	0.26	-92%
Segment reporting											
Continuing earnings											
Private asset management	6.2	6.4	-0.2	-3%				7.2	-14%	6.0	4%
Investments	0.0	0.0	0.0	-80%				0.0	-43%	0.1	-85%
Garantia	3.0	3.1	-0.1	-4%				3.1	-2%	3.9	-23%
Other	0.1	0.3	-0.2	-74%				0.1	-44%	0.3	-72%
TOTAL	9.3	9.9	-0.6	-6%				10.4	-11%	10.2	-9%
Total income											
Private asset management	6.5	6.6	-0.1	-1%				9.5	-31%	6.5	0%
Investments	-0.6	0.2	-0.8	-479%				5.0	-113%	0.9	-167%
Garantia	2.4	3.7	-1.3	-35%				5.3	-55%	8.7	-73%
Other	0.3	0.3	0.1	18%				0.2	51%	0.9	-61%
TOTAL	8.6	10.7	-2.1	-20%				20.0	-57%	17.0	-49%
EBIT											
Private asset management	1.4	1.2	0.2	13%				3.1	-54%	1.1	28%
Investments	-0.9	-0.3	-0.6	202%				3.6	-124%	0.9	-197%
Garantia	2.1	3.3	-1.2	-37%				4.8	-56%	8.5	-75%
Other	-2.1	-1.6	-0.6	35%				-2.1	2%	-0.9	135%
TOTAL	0.5	2.7	-2.2	-83%				9.4	-95%	9.6	-95%
EBIT margin											
Private asset management	21.4%	18.8%	2.7pp					32.3%	-10.8pp	16.8%	4.7pp
Investments	141.7%	-177.8%	320pp					73.1%	68.6pp	98.7%	43pp
Garantia	88.5%	91.4%	-3pp					90.2%	-1.7pp	97.5%	-9pp
Other	-633.6%	-556.1%	-77pp					-934.2%	301pp	-106.0%	-528pp
TOTAL	5.3%	25.1%	-19.7pp					46.9%	-41.6pp	56.2%	-50.9pp

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

SUMMARY TABLE - KEY FIGURES

EURm	2022	2023	2024	2025E	2026E	2027E
Total revenue	56.7	65.6	72.6	64.6	58.7	57.9
EBITDA (adj)	28.4	33.0	38.9	28.4	21.7	20.0
EBIT (adj)	27.2	32.5	38.0	27.6	20.9	19.2
EBIT (adj) margin	47.9%	49.5%	52.3%	42.6%	35.5%	33.2%
EPS (adj. EUR)	0.73	0.81	1.09	0.81	0.61	0.56
EPS (adj) growth	-84.9%	11.5%	34.0%	-25.8%	-24.3%	-7.83%
DPS (ord. EUR)	0.45	1.00	0.50	0.40	0.45	0.50
EV/Sales	4.92	3.48	2.86	2.85	3.08	3.16
EV/EBIT (adj)	11.9	7.73	5.47	6.69	8.66	9.54
P/E (adj)	15.4	11.1	7.39	9.29	12.3	13.3
P/BV	1.58	1.23	1.08	0.96	0.93	0.91
Divident yield (ord)	4.03%	11.1%	6.23%	5.34%	6.01%	6.68%
FCF Yield bef A&D, lease adj	11.5%	3.15%	4.69%	12.1%	9.01%	7.15%
Net debt	-37.8	-28.6	-25.4	-33.4	-37.0	-34.4
Net debt/EBITDA	-1.33	-0.87	-0.65	-1.18	-1.71	-1.72
ROIC after tax	8.71%	10.2%	11.4%	8.23%	6.15%	5.54%

Source: Company data and Nordea estimates

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