

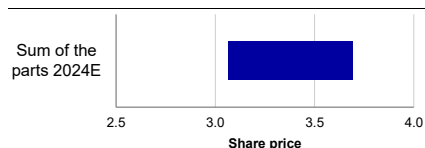
KEY DATA

Stock country	Finland
Bloomberg	CAPMAN FH
Reuters	CAPMAN.HE
Share price (close)	EUR 2.78
Free Float	75%
Market cap. (bn)	EUR 0.44/EUR 0.44
Website	www.capman.com
Next report date	02 Feb 2023

PERFORMANCE



VALUATION APPROACH (EUR/SHARE)



ESTIMATE CHANGES

Year	2022E	2023E	2024E
Sales	-4%	-8%	1%
EBIT (adj)	-5%	-14%	3%
EPS (adj.)	-5%	-14%	4%

Source: Nordea estimates

More challenging fundraising year

CapMan will report its Q4 on 2 February. We expect solid underlying performance, while a quiet transaction market could be visible in low carry and fair value changes. Fundraising was successful in 2022, but we expect a more challenging 2023. However, Infra II could benefit relatively from the market situation. Given the continued strong increase in assets under management (AuM) in 2022, we model management fees up 14% for 2023 and expect carry to remain solid for 2023-24. Despite a challenging market environment, we expect fair value changes to remain positive in Q4 and 2023. We derive a SOTP-based fair value range of EUR 3.1-3.7.

We expect a solid Q4

We model Q4 management fees to be EUR 10.4m, down 1% y/y, owing to strong comparison due to the timing of fees. Although the company has not yet exited the NRE fund, we model EUR 2m in carry for Q4 2022E (EUR 1m in Q3 and EUR 0.3m in Q4 2021). A slowdown in the transaction market has likely caused some postponement to exit processes, but we expect the NRE exit in 2023. Infra II fundraising has likely continued favourably, even as we might be seeing the first signs of a more challenging fundraising environment within real estate funds. We model the management company cost base to be down 6% y/y for Q4 2022E. For 2023E, we model a 14% management fee uplift and a 2% cost base increase, driven by stabilising personnel expenses. Despite the market turbulence, we expect fair value changes to remain positive in Q4 and 2023, and we believe that the service business will continue to show strong performance in 2023, too.

We lower underlying EBIT by 3-5% for 2023E-24E

We make minor estimate revisions to our management company underlying estimates and push forward carry expectations from Q4 to 2023 and from 2023 to 2024 owing to slowdown in the market. In addition, we trim our service business growth assumption to 8% for 2023E (previous: 10%). On the whole, we lower underlying EBIT estimates by 3-5% for 2023-24 and leave 2022 estimates intact. We continue to expect EUR 0.16 in DPS for 2022.

Fair value range of EUR 3.1-3.7

We derive a SOTP-based fair value range of EUR 3.1-3.7. We use 12-14x EV/EBIT for 2024E operating EBIT (excluding carry forwards), and 4-6x EV/EBIT for 2024E carry forwards and CapMan's book value for investments. We note the high uncertainty related to fair value changes in particular, while fee-based income should continue to develop favourably, we believe.

Nordea IB & Equity - Analysts

Joni Sandvall
AnalystSvante Krokfors
Director

SUMMARY TABLE - KEY FIGURES

	2016	2017	2018	2019	2020	2021E	2022E	2023E	2024E
EURm									
Total revenue	26.7	34.8	36.0	49.0	43.0	52.8	65.0	78.8	79.0
EBIT (adj)	18.7	19.5	12.0	25.1	12.3	44.6	54.0	41.5	46.2
EBIT (adj) margin	70.0%	55.9%	33.2%	51.1%	28.7%	84.6%	83.1%	52.7%	58.5%
EPS (adj), EUR	0.16	0.10	0.05	0.12	0.03	0.22	0.26	0.19	0.22
EPS (adj) growth	174.6%	-35.8%	-49.7%	127.1%	-72.2%	564.4%	17.2%	-25.0%	12.6%
DPS (ord), EUR	0.09	0.11	0.12	0.13	0.14	0.15	0.16	0.17	0.18
EV/Sales	7.5	8.1	6.2	7.7	9.0	9.4	6.5	5.0	4.5
EV/EBIT (adj)	10.7	14.5	18.6	15.0	31.3	11.1	7.9	9.5	7.7
P/E (adj)	7.7	17.0	28.2	19.8	70.2	13.8	11.1	14.8	13.1
P/BV	1.3	2.2	1.9	2.8	3.2	3.7	3.1	3.0	2.8
Dividend yield (ord)	7.2%	6.2%	8.2%	5.5%	6.0%	4.9%	5.6%	6.0%	6.3%
Net debt	21	25	5	16	25	18	0	-6	-13
Net debt/EBITDA	1.1	1.2	0.4	0.8	2.7	1.5	0.0	-0.2	-0.3

Source: Company data and Nordea estimates

Valuation

Using a sum-of-the-parts valuation, we derive a fair value range of EUR 3.1-3.7 per CapMan share.

SOTP valuation of EUR 3.1-3.7 per share

We use a 2024E EV/EBIT range of 12-14x to value the Management Company business (excluding carry), EV/EBIT of 4-6x for our 2024 carry valuation and 12-14x EV/EBIT to value the Services business. From this, we derive a fair value range of EUR 3.1-3.7 per CapMan share. We use CapMan's book value as a proxy for the investment fair value, deduct 2022E net debt and add 2022E dividends.

SUM-OF-THE-PARTS VALUATION BASED ON 2024 ESTIMATES (EURm AND EUR)

Based on 2024 estimates	Sales	EBIT	Valuation method	EV Range
Management company business	64.3	30.7	EV/EBIT 9.5x - 11.5x	293 - 354
excluding carried interest	54.8	21.2	EV/EBIT 12x - 14x	255 - 297
carried interest	9.5	9.5	EV/EBIT 4x - 6x	38 - 57
Services business	14.1	7.9	EV/EBIT 12x - 14x	95 - 111
Investment business	-	14.1	Book value Jun 2022	154 - 188
Other	0.6	-6.6	EV/EBIT 13x - 15x	-85 to -99
Total	79.0	46.2		456 - 554
Net debt 2022E				0
2022E dividends				25
Equity value				481 - 580
Number of shares (m)				157.1
Equity per share, EUR				3.1 - 3.7

Source: Company data and Nordea estimates

DCF valuation suggests EUR 3.5-4.2 per share

In our DCF model, we assume a sales CAGR of 5.5% for 2022-27, followed by a 2.5% growth in perpetuity, meaning organic growth is roughly the same as the average rate of inflation. We also assume CapMan will have a long-term adjusted EBIT margin of 50%. We use a 4% cost of debt in our DCF model. We also assign a long-term equity weight of 70% in our DCF model.

WACC COMPONENTS

WACC components	
Risk-free interest rate	3.0%
Market risk premium	4.0%
Forward looking asset beta	nm
Beta debt	0.1
Forward looking equity beta	1.3-1.8
Cost of equity	8.2-10.2%
Cost of debt	4.0%
Tax-rate used in WACC	20%
Equity weight	70%
WACC	6.7-8.1%

Source: Nordea estimates

DCF VALUE (EURm AND EUR)

DCF value	Value Per share	
NPV FCFF	512-634	3.3-4
(Net debt)	-18	-0.1
Time value	54	0.3
Market value of associates	0	0.0
(Market value of minorities)	-2	0.0
Surplus values	0	0.0
(Market value preference shares)	0	0.0
Share based adjustments	0	0.0
Other adjustments	0	0.0
DCF Value	546-667	3.5-4.2

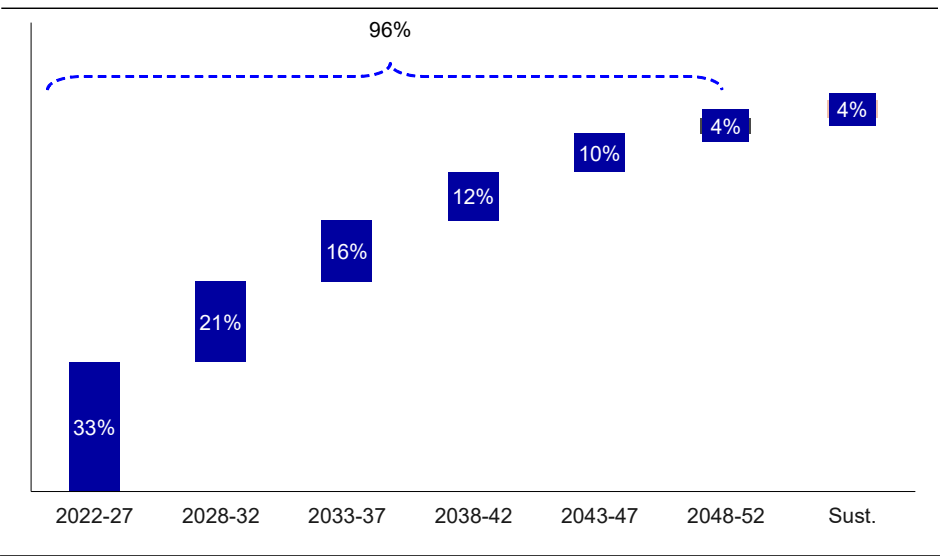
Source: Nordea estimates

DCF ASSUMPTIONS

Averages and assumptions	2022-27	2028-32	2033-37	2038-42	2043-47	2048-52	Sust.
Sales growth, CAGR	6.4%	2.5%	2.5%	2.5%	2.5%	2.5%	
EBIT-margin, excluding associates	60.8%	50.0%	50.0%	50.0%	50.0%	7.0%	
Capex/depreciation, x	1.2	1.0	1.0	1.0	1.0	1.0	
Capex/sales	2.6%	2.6%	2.6%	2.6%	2.6%	2.6%	
NWC/sales	-5%	-5%	-5%	-5%	-5%	-5%	
FCFF, CAGR	-2.1%	0.2%	2.5%	2.5%	2.5%	-34.1%	2.5%

Source: Nordea estimates

DCF VALUATION DISTRIBUTION



Source: Nordea estimates

Main risks

We believe the greatest risks for CapMan's operations are macroeconomic and market-related, as an economic slowdown could hamper the performance of fund companies and thus affect its valuations. Changes in interest rates could affect the company's ability to raise funds, and a slowing transaction market could hinder CapMan's ability to make new investments or exit assets. The performance of its existing funds will materially affect CapMan's ability to raise money for its subsequent funds.

Detailed estimates

ESTIMATES BY SEGMENT (EURm)

Net sales	2018	2019	2020	2021	2022E	2023E	2024E
Management Company business	24.2	32.8	30.9	43.6	52.6	65.4	64.3
-Management fees	22.1	24.7	28.9	36.6	38.8	44.3	47.9
-Service fees	1.1	1.2	1.2	4.2	6.3	6.6	6.9
-Carried interest	1.0	6.9	0.9	2.9	7.5	14.5	9.5
Service business	8.7	15.7	11.4	8.6	11.9	12.8	14.1
Other	0.6	0.5	0.7	0.5	0.6	0.6	0.6
Group	36.0	49.0	43.0	52.8	65.0	78.8	79.0
Sales growth							
Management Company business	-4%	35%	-6%	41%	20%	24%	-2%
Service business	56%	81%	-28%	-24%	38%	8%	10%
Group	3%	36%	-12%	23%	23%	21%	0%
Adj. EBIT							
Management Company business	2.8	10.2	9.1	13.2	20.3	32.5	30.7
-Without carried interest	1.8	3.3	8.2	10.3	12.8	18.0	21.2
Service business	4.4	9.1	4.9	4.2	6.3	7.0	7.9
Investment business	6.5	10.2	4.0	32.7	34.8	7.7	14.1
Other	-1.7	-5.9	-5.7	-5.4	-7.4	-5.7	-6.6
Group	12.0	25.1	12.3	44.6	54.0	41.5	46.2
-Without fair value changes	6.9	12.8	7.9	10.7	18.3	32.9	31.1
-Without FV changes and carried interest	5.8	5.9	7.1	7.9	10.8	18.4	21.6
Adj. EBIT growth							
Management Company business	6%	260%	-11%	45%	54%	61%	-6%
Service business	94%	109%	-46%	-15%	52%	11%	13%
Investment business	-63%	58%	n.a.	n.a.	6%	-78%	84%
Group	-39%	110%	-51%	262%	21%	-23%	11%
Adj. EBIT margin							
Management Company business	12%	31%	29%	30%	39%	50%	48%
-without carried interest	8%	10%	27%	24%	24%	28%	33%
Service business	50%	58%	43%	48%	53%	55%	56%
Management fee and service fee together	20%	31%	33%	32%	38%	44%	47%
Group	33%	51%	29%	85%	83%	53%	59%
Investment business							
Invested capital	126.6	129.4	116.6	130.4	171.9	167.5	168.6
Fair value changes	5.1	12.2	4.4	33.9	35.7	8.6	15.1
-Return on invested capital	4%	9%	4%	28%	22%	5%	9%
Expenses	-1.2	-2.0	-0.4	-1.2	-0.9	-0.9	-0.9
EBIT	6.5	10.2	4.0	32.7	34.8	7.7	14.1
Capital under management (EURbn)	3.0	3.2	3.8	4.5	5.0	5.6	5.9
-growth y/y	9%	7%	18%	18%	12%	11%	5%

Source: Company data and Nordea estimates

Reported numbers and forecasts

ANNUAL ESTIMATES

EURm	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022E	2023E	2024E
Management fees	26.9	28.7	27.4	26.6	19.6	22.1	24.7	28.9	36.6	38.8	44.3	47.9
Carried interest	2.9	10.8	4.4	0.0	4.4	1.0	6.9	0.9	2.9	7.5	14.5	9.5
Sale of services	0.0	0.0	0.0	0.0	7.1	10.3	17.4	13.3	13.3	18.7	20.0	21.6
Dividend & interest income	0.0	0.0	0.0	0.0	3.7	2.5	0.0	0.0	0.0	0.0	0.0	0.0
Net sales	29.8	39.5	31.8	26.7	34.8	36.0	49.0	43.0	52.8	65.0	78.8	79.0
sales growth %	9%	33%	-20%	-16%	31%	3%	36%	-12%	23%	23%	21%	0%
Other operating income	0.0	0.0	0.3	0.1	0.0	0.0	0.0	0.1	0.0	0.0	0.0	0.0
Personnel expenses	-15.6	-17.8	-17.1	-18.3	-21.4	-19.9	-24.2	-23.9	-30.6	-33.3	-31.8	-33.1
Depreciation and amortisation	-0.7	-0.4	-0.3	-0.3	-1.7	-0.2	-1.4	-1.5	-1.5	-1.6	-1.6	-1.6
Other operating expenses	-11.6	-12.0	-10.6	-12.2	-9.9	-9.1	-12.1	-9.7	-10.0	-11.8	-12.5	-13.1
Fair value changes	1.2	-3.1	5.2	22.6	17.6	5.1	12.2	4.4	33.9	35.7	8.6	15.1
EBIT	3.3	6.4	9.3	18.7	19.5	12.0	19.4	12.3	44.6	54.0	41.5	46.2
margin %	11%	16%	29%	70%	56%	33%	40%	29%	85%	83%	53%	59%
Net financials	-0.7	-1.4	-2.9	-3.1	-3.2	-2.7	-1.8	-3.1	-4.0	-5.0	-3.7	-3.6
Income using the equity method*	0.0	0.0	0.1	0.0	-0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Profit before taxes	2.0	4.9	6.4	15.5	16.2	9.3	17.6	9.2	40.6	49.0	37.8	42.6
Income taxes	-0.5	-1.0	-0.4	-0.2	-0.8	-0.8	-1.7	-2.9	-5.2	-7.8	-7.6	-8.5
Profit for the period	1.5	4.0	6.1	15.3	15.5	8.5	15.9	6.3	35.4	41.2	30.3	34.1
EPS, EUR	-0.01	0.03	0.06	0.16	0.10	0.06	0.09	0.03	0.22	0.26	0.19	0.22

Source: Company data and Nordea estimates

INTERIM ESTIMATES

EURm	Q1/21	Q2/21	Q3/21	Q4/21	Q1/22	Q2/22	Q3/22	Q4/22E
Management fees	8.0	8.4	9.6	10.5	9.3	9.2	9.9	10.4
Carried interest	0.0	0.3	2.2	0.3	1.3	3.2	1.0	2.0
Sale of services	3.2	3.2	3.1	3.9	3.6	5.4	4.9	4.8
Dividend & interest income	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net sales	11.3	11.9	14.9	14.7	14.2	17.7	15.9	17.2
sales growth %	-5%	36%	67%	10%	26%	49%	7%	17%
Other operating income	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Personnel expenses	-6.3	-7.8	-7.5	-9.1	-7.2	-10.0	-7.7	-8.4
Depreciation and amortisation	-0.4	-0.4	-0.4	-0.4	-0.4	-0.4	-0.4	-0.4
Other operating expenses	-2.7	-2.0	-2.1	-3.1	-2.4	-2.9	-3.2	-3.3
Fair value changes	8.2	9.6	6.0	10.1	14.7	9.8	8.0	3.2
EBIT	10.1	11.3	10.9	12.2	18.9	14.1	12.7	8.3
margin %	90%	95%	73%	83%	133%	80%	80%	49%
Net financials	-0.9	-1.3	-0.8	-1.1	-2.6	-1.1	-0.5	-0.8
Income using the equity method*	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Profit before taxes	9.3	10.1	10.2	11.1	16.3	13.0	12.2	7.5
Income taxes	-1.5	-1.2	-0.7	-1.7	-2.9	-1.2	-1.4	-2.3
Profit for the period	7.5	8.8	9.0	9.0	13.3	11.8	10.7	5.2
EPS, EUR	0.05	0.06	0.06	0.06	0.09	0.08	0.07	0.03

Source: Company data and Nordea estimates

BALANCE SHEET

EURm	2015	2016	2017	2018	2019	2020	2021	2022E	2023E	2024E
Intangible assets	6.7	6.5	4.8	4.8	16.1	16.0	15.8	15.8	15.8	15.8
of which R&D	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
of which other intangibles	0.5	0.3	0.2	0.1	0.8	0.7	0.5	0.5	0.5	0.5
of which goodwill	6.2	6.2	4.5	4.7	15.3	15.3	15.3	15.3	15.3	15.3
Tangible assets	0.2	0.2	0.3	0.3	2.5	1.7	0.8	0.9	1.3	1.8
of which machinery & plant	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
of which property	0.2	0.2	0.3	0.3	2.5	1.7	0.8	0.9	1.3	1.8
of which land	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Shares associates	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Interest bearing assets	0.0	0.0	0.0	0.0	0.0	0.2	0.0	0.0	0.0	0.0
Deferred tax assets	4.4	4.9	1.8	2.0	3.7	2.4	1.8	1.8	1.8	1.8
Other non-interest bearing assets	47.2	51.4	58.3	80.6	118.6	116.1	130.0	130.0	130.0	130.0
Other non-current assets	62.5	48.6	37.0	12.1	9.4	9.1	10.5	10.5	10.5	10.5
Total non-current assets	121.1	111.6	102.1	99.8	150.4	145.5	158.8	159.0	159.4	159.8
Inventory	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts receivable	6.6	9.8	8.7	12.6	10.8	14.0	15.2	18.1	21.2	20.4
Other current assets	0.3	86.2	77.1	39.0	10.8	0.3	0.0	0.0	0.0	0.0
Cash and bank	21.6	45.0	23.3	54.5	43.7	58.0	65.2	83.3	88.6	95.6
Total current assets	28.5	141.1	109.2	106.2	66.2	73.3	81.4	102.4	110.8	117.1
Assets held for sale	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total assets	149.6	252.7	211.3	206.0	216.5	218.8	240.3	261.4	270.3	276.9
Shareholder equity	65.2	143.0	126.7	120.5	127.4	112.5	125.8	142.6	147.8	155.2
of which preferred stock	0.0	0.0	0.0	0.0	0.0	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	0.0	0.0	0.0	0.0	0.0
Minority interest	0.0	0.0	0.0	0.4	2.1	0.7	1.6	2.4	2.4	2.4
Total Equity	65.2	143.0	126.7	121.0	129.5	113.3	127.4	145.1	150.2	157.6
Deferred tax	2.0	9.9	8.6	3.3	2.2	2.7	4.6	4.6	4.6	4.6
Long term interest bearing debt	69.4	48.1	45.2	49.7	59.1	82.6	82.0	82.0	82.0	82.0
Non-current liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Pension provisions	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other long-term provisions	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other long-term liabilities	0.0	0.1	0.1	0.2	0.2	6.9	7.6	7.6	7.6	7.6
Convertible debt	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Shareholder debt	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Hybrid debt	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total non-current liabilities	71.3	58.1	53.9	53.2	61.4	92.3	94.2	94.2	94.2	94.3
Short-term provisions	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts payable	13.1	33.3	26.8	16.8	20.2	11.1	16.7	19.9	23.4	22.7
Other current liabilities	0.0	0.3	0.8	5.1	4.5	1.3	1.0	1.2	1.4	1.4
Short term interest bearing debt	0.0	18.0	3.0	10.0	0.5	0.4	0.5	0.5	0.5	0.5
Total current liabilities	13.1	51.7	30.7	31.9	25.6	13.3	18.7	22.1	25.8	25.1
Liabilities for assets held for sale	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Total liabilities and equity	149.6	252.7	211.3	206.0	216.5	218.8	240.3	261.4	270.3	276.9

Source: Company data and Nordea estimates

CASH FLOW STATEMENT

EURm	2015	2016	2017	2018	2019	2020	2021	2022E	2023E	2024E
EBITDA (excludes fair value changes)	4.4	-3.7	3.6	7.0	8.5	9.4	12.2	19.9	34.5	47.8
Paid taxes	-0.9	-0.3	-1.6	-3.1	-4.6	-4.3	-0.7	-7.8	-7.6	-8.5
Net financials	-4.3	-4.2	-3.9	-2.4	-2.6	-3.2	-0.1	-5.0	-3.7	-3.6
Other adjustments to reconcile cash flow	4.6	0.4	0.0	0.7	0.8	0.0	0.0	0.0	0.0	0.0
Funds from operations (FFO)	3.9	-7.8	-1.8	2.2	2.1	2.0	11.4	7.0	23.3	35.7
Change in NWC	-3.3	4.6	-1.8	-6.9	-2.5	-15.7	3.2	0.6	0.6	0.0
Cash flow from operations (CFO)	0.6	-3.1	-3.6	-4.7	-0.4	-13.8	14.7	7.6	23.9	35.7
Capital Expenditure	0.0	0.0	-0.3	-0.1	-0.6	-0.4	-0.1	-0.8	-1.0	-1.0
Free Cash Flow before A&D	0.6	-3.1	-3.9	-4.8	-0.9	-14.1	14.6	6.9	22.9	34.7
Acquisitions and disposals (mainly exits from investments)	-39.6	37.3	34.0	39.7	17.5	4.4	33.9	35.7	8.6	0.0
Free cash flow	-39.0	34.2	30.1	34.9	16.5	5.6	0.2	42.5	31.5	34.7
Dividend paid	-5.2	-6.0	-13.0	-16.1	-19.0	-21.9	-9.8	-23.5	-25.1	-26.7

Source: Company data and Nordea estimates

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