

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 title text.

**eQ Plc – result 2017
- result presentation 5 Feb 2018**

2017 Highlights



Asset Management

- Real estate asset management:
 - Net subscriptions of the eQ Real Estate funds totalled EUR 269 million
 - eQ Real Estate funds' equity at the end of the year totalled EUR 968 million
 - eQ Care fund 2017 return 10.1% and eQ Finnish Real Estate fund 10.7%
- Private Equity –asset management:
 - eQ PE IX US –fund USD 105 million
 - eQ PE SF –fund EUR 138 million
 - eQ Private Credit –fund EUR 92 million
- Traditional asset management:
 - A new, eQ Emerging Markets Small Cap Fund, size at the end of the year EUR 56 million
 - Excellent returns for the funds, during the past three year's time 86% of the mutual funds that eQ manages itself have surpassed their benchmark indices
 - In the quality assessments, the institutional investors deemed eQ to be the best company in the entire market, Finland's second most used asset manager (SFR research)

Corporate Finance

- 12 completed transactions – 8 real estate transactions and 4 M&A –transactions
- Advium is the market leader in large real estate transactions - the best Finnish investment bank in the real estate sector, already for the eleventh time, in an enquiry by the distinguished Euromoney magazine

eQ Group – Key figures

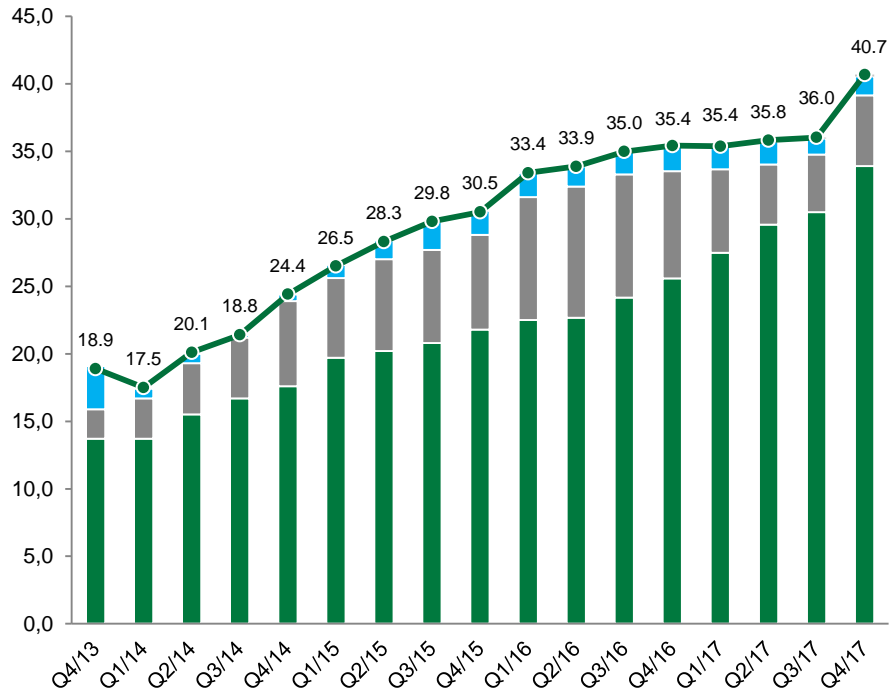


EUR million	1-12/2017	1-12/2016	Change%
Net revenue	40.7	35.4	15%
Operating profit	20.1	16.2	24%
Profit for the period	15.9	12.8	24%
Earnings per share (EUR)	0.43	0.35	22%
Cost income -ratio, %	50.5	53.0	-5%
Liquid assets	24.7	16.7	48%
Investments in private equity funds	18.8	19.2	-2%
Proposal for dividend per share (EUR)	0.43	0.35	23%
Equity repayment per share (EUR)	0.07	0.15	-53%

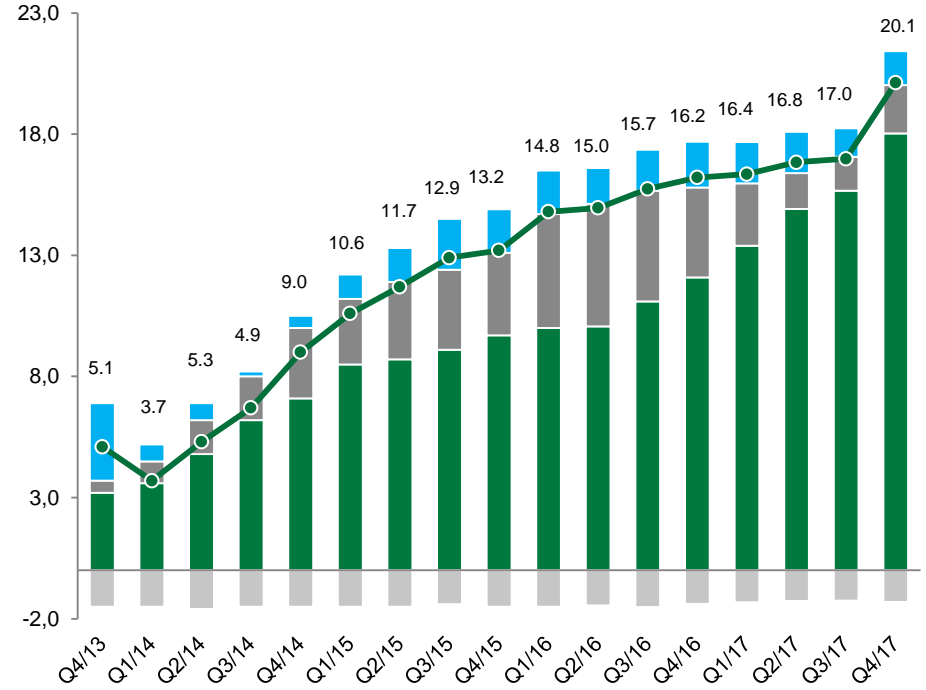
eQ Group – Rolling 12 months



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



EBIT development, rolling 12 months (€'m)



■ Asset Management
■ Investments
● Consolidated
■ Corporate Finance
■ Group Administration

■ Asset Management
■ Investments
● Consolidated
■ Corporate Finance
■ Group Administration

- eQ Group's rolling 12-month operating profit has already grown for 15 consecutive quarters.

eQ Group – balance sheet



ASSETS

(EUR million)

12/2017 12/2016

Liquid assets	0,0	0,0
Claims on credit institutions	14.6	6.6
Available-for-sale financial assets		
Financial securities	10.1	10.1
Private equity fund investments	18.8	19.2
Intangible assets	29.4	29.5
Tangible assets	0.3	0.4
Other assets	2.7	8.9
Accruals and prepaid expenditure	0.6	1.0
Income tax receivables	0.0	0.3
Deferred tax assets	0.3	0.2

TOTAL ASSETS

76.8 76.2

LIABILITIES AND EQUITY

(EUR million)

12/2017 12/2016

Other liabilities	3.9	3.4
Accruals and deferred income	9.1	7.6
Income tax liabilities	0.8	0.3
Deferred tax liabilities	0.3	0.4
TOTAL LIABILITIES	14.1	11.7
Share capital	11.4	11.4
Fair value reserve	-0.2	-0.1
Reserve for invested unrestricted equity	29.6	34.9
Retained earnings	5.9	5.5
Profit (loss) for the period	15.9	12.8
TOTAL SHAREHOLDERS' EQUITY	62.7	64.5

TOTAL LIABILITIES AND EQUITY

76.8 76.2

- Liquid assets 24.7 M€
- Private equity fund investments 18.8 M€
- Interest-bearing liabilities 0.0 €
- Solvency ratio 11.9%



Asset Management



Asset Management – Income statement



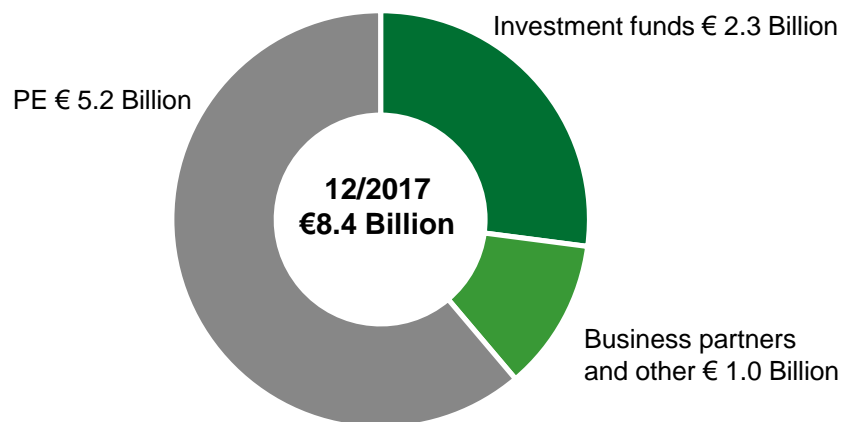
EUR million	1-12/2017	1-12/2016	Change %
NET REVENUE	33.9	25.6	32%
Personnel expenses	-12.6	-10.1	23%
Other administrative expenses	-1.7	-1.5	15%
Depreciation	-0.2	-0.6	-60%
Other operating expenses	-1.3	-1.3	3%
OPERATING PROFIT	18.0	12.0	50%
Cost-income ratio, %	46.8	51.6	-9%

Asset Management – Fee income

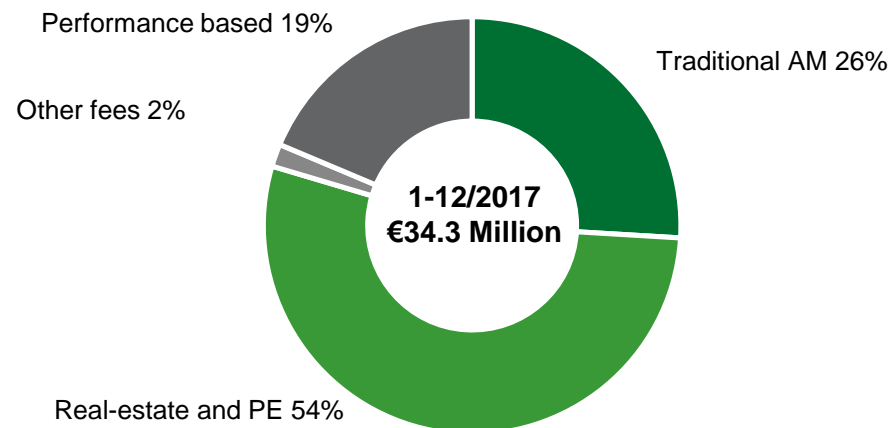


EUR million	1-12/2017	1-12/2016	Change %
Management fees – Traditional AM	8.9	7.7	15%
Management fees – Real-estate and PE	18.4	13.8	33%
Other fees	0.6	0.3	71%
Performance based fees	6.4	3.9	64%
TOTAL	34.3	25.8	33%

Assets under management 12/2017



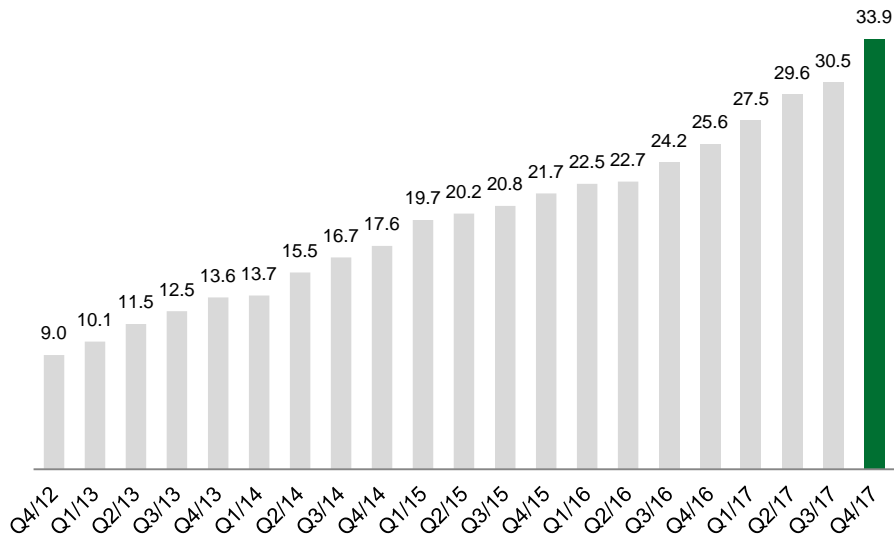
Fee income 1-12/2017



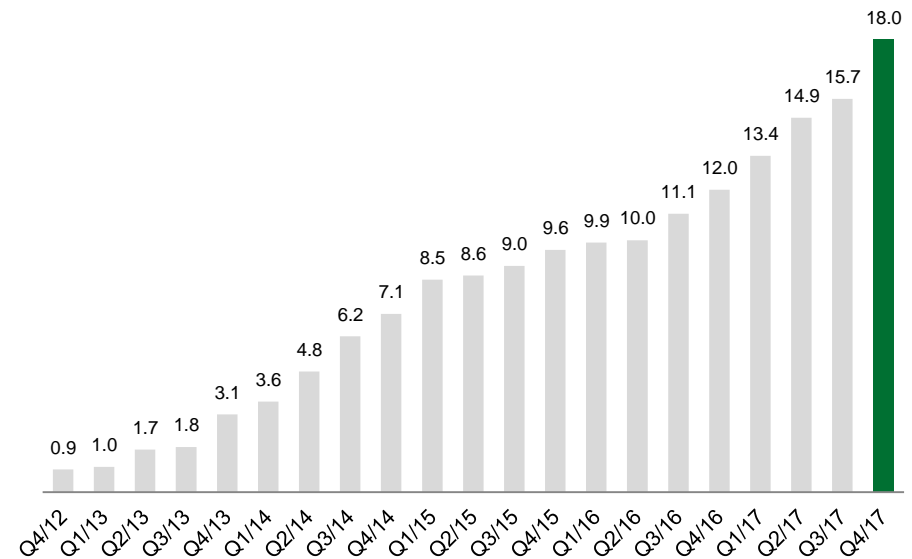
Asset Management – Rolling 12 months



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



EBIT development, rolling 12 months (€'m)



- Asset Management segment's rolling 12-month operating profit has already grown for 20 consecutive quarters.

Asset Management – Mutual funds



Fund	12 months			3 years p.a.			Morning-star	
	Gross returns 29. Dec 2017	Return*	Comparison	Diff.	Return*	Comparison		Diff.
Fixed income funds								
eQ Money Market		-0,01 %			0,14 %		no rating	
eQ Euro Floating Rate		2,12 %	-0,33 %	2,44 %	1,33 %	-0,17 %	1,50 %	no rating
eQ Government Bond		0,76 %	0,12 %	0,64 %	2,00 %	1,68 %	0,32 %	★★★★★
eQ Euro Investment Grade		5,31 %	2,41 %	2,89 %	3,76 %	2,22 %	1,54 %	★★★★★
eQ High Yield		6,17 %	6,18 %	-0,01 %	6,44 %	5,75 %	0,69 %	★★★★☆
eQ Emerging Markets Corporate Bond		5,66 %	5,04 %	0,61 %	3,96 %	4,50 %	-0,54 %	★★★★☆
eQ Emerging Markets Corporate Bond Local		1,80 %			5,64 %			★★★★★
Equity funds								
eQ Finland		9,09 %	11,54 %	-2,44 %	15,30 %	13,56 %	1,74 %	★★★☆☆
eQ Nordic Small Cap		6,58 %	6,86 %	-0,28 %	16,78 %	14,16 %	2,62 %	★★★★☆
eQ Europe Property		14,24 %	12,43 %	1,81 %	10,68 %	7,91 %	2,77 %	★★★★☆
eQ Europe Dividend		2,53 %	4,91 %	-2,37 %	10,10 %	6,23 %	3,87 %	★★★★★
eQ Frontier Markets		10,84 %	15,82 %	-4,98 %	5,99 %	5,28 %	0,70 %	★★★☆☆
eQ CO2		16,05 %	7,20 %	8,85 %	10,07 %	6,16 %	3,91 %	no rating
eQ Emerging Asia		18,80 %	24,87 %	-6,07 %	11,22 %	11,25 %	-0,02 %	★★★☆☆
eQ Emerging Dividend		18,21 %	20,59 %	-2,38 %	12,79 %	9,38 %	3,41 %	★★★★☆
eQ Emerging Markets Small Cap								no rating
eQ Russia		6,41 %	-12,00 %	18,42 %	23,59 %	13,94 %	9,65 %	★★★★★
Real Estate Funds								
eQ Care		12,21 %			11,50 %			no rating
eQ Finnish Real Estate		12,90 %			12,53 %			no rating
Balanced Funds								
eQ Mandate		6,36 %						
Funds managed by business partners								
eQ Euro Investment Grade Bond Index		1,77 %	1,69 %	0,08 %	1,84 %	1,75 %	0,08 %	★★★★☆
eQ Europe Active								ei ratingia
eQ Europe Stock Index		10,71 %	10,24 %	0,46 %	7,32 %	6,96 %	0,35 %	★★★★☆
eQ Japani Stock Index		8,96 %	8,91 %	0,05 %	11,82 %	11,91 %	-0,08 %	★★★★☆
eQ Emerging Markets Stock Index		20,86 %	20,59 %	0,28 %	9,52 %	9,38 %	0,14 %	★★★★☆
eQ US Stock Index		6,39 %	6,37 %	0,01 %	11,04 %	11,00 %	0,05 %	★★★★☆
Average (funds managed by eQ)		7,88 %	5,56 %	0,90 %	8,62 %	5,36 %	1,69 %	★★★★☆
Funds that have exceeded the comparison index (Funds managed by eQ)				50 %			86 %	

eQ Care

- Invests in modern care properties
- Well-diversified portfolio
 - 145 properties
 - Investments in properties catering to different care sectors with a broad geographical spread focusing on Southern Finland
 - Tenants include leading public and private sector care providers
- Avg. lease maturity: 9 years
- Vacancy 1%

- Invested capital: €706m
- Equity (NAV): €520m
- 2017 net subscriptions: €99m (closed during Q1)

- Return 2017: 10.1 %
- Return from start: 9.0% p.a.

eQ Finnish Real Estate

- Invests in commercial real estate
- Currently 30 properties in the investment portfolio
 - Focus on mainly office and retail properties
 - Well-diversified tenant base with blue chip tenants such as Kesko, S-Group, SATO, Tokmanni, Nordea, HUS, Aava, XXL, Power and Alko
 - The properties are located in the Helsinki area and other Finnish growth regions
- Avg. lease maturity: 7 years
- Vacancy 5%

- Invested capital: €567m
- Equity (NAV): €448m
- 2017 net subscriptions: €170m

- Return 2017: 10.7 %
- Return from start: 10.4 % p.a.

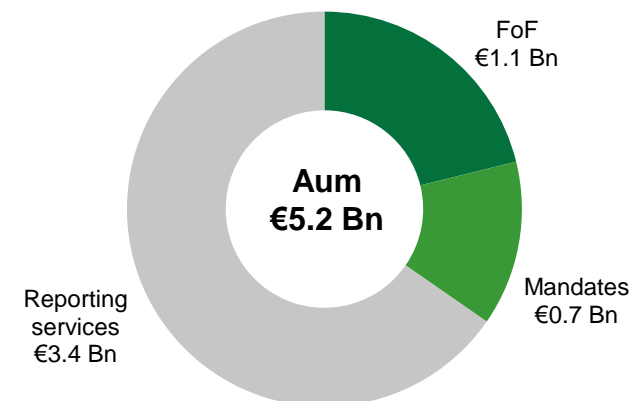
Asset Management – Private Equity



Private Equity - Fund of funds

Founded	Fund	Size	Stage	Investors
2018	eQ PE SF II L.P.	€65m	Investing, 1st close	
2018	eQ PE X North L.P.	€83m	Investing, 1st close	43
2017	eQ PE SF L.P.	€138m	Fully invested	10
2017	eQ PE IX US L.P.	\$105m	Investing	50
2016	eQ PE VIII North L.P.	€160m	Investing	78
2015	eQ PE VII US L.P.	\$80m	Fully invested	34
2013	eQ PE VI North L.P.	€130m	Fully invested	42
2011	Amanda V East L.P.	€50m	Fully invested	24
2007	Amanda IV West L.P.	€90m	Fully invested	8
2006	Amanda III Eastern PE L.P.	€110m	Fully invested	34
2003	Mandatum PE Fund II L.P.	€20m	Fully invested	2
2002	Mandatum PE Fund I L.P.	€50m	Fully invested	7
2001	European Fund Inv. UK L.P.	€88m	Fully invested	15

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



Private Credit

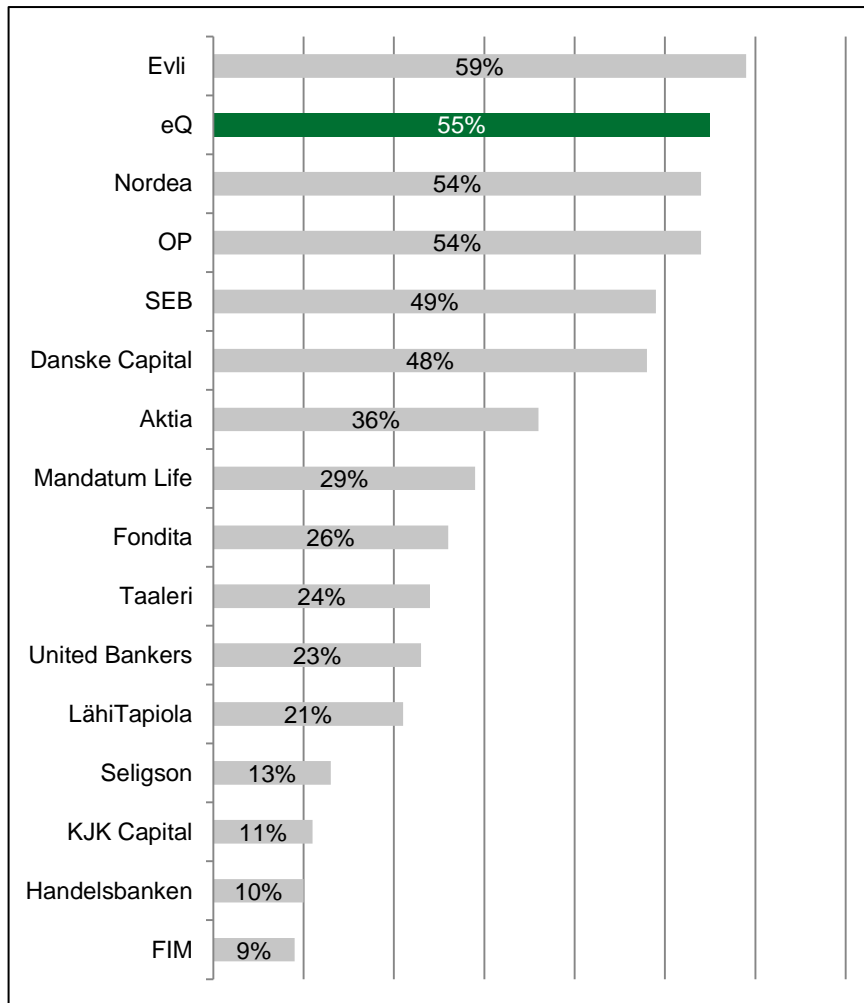
Founded	Fund	Size	Stage	Investors
2017	eQ Private Credit	€92m	Investing	38

Managed accounts

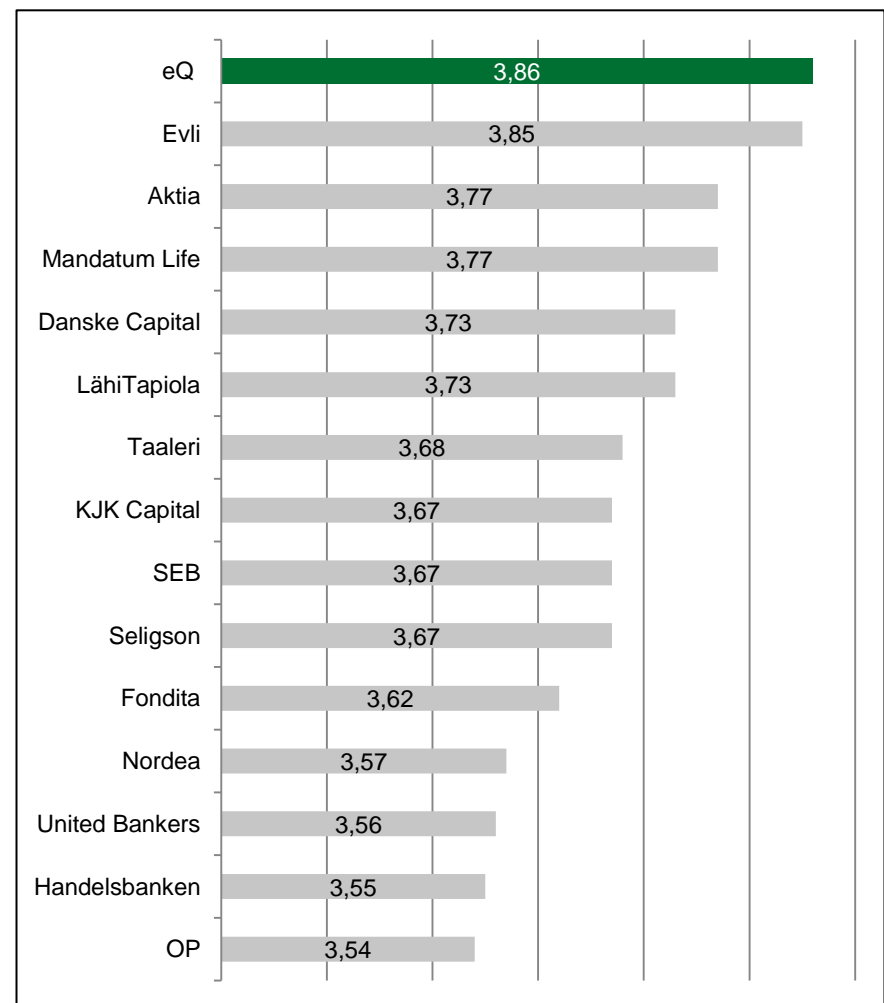
- Manages private equity operations of clients
- Example of clients**
- Sampo Group
 - Church of Finland
 - Finnish Cultural Foundation
 - Technology Industries of Finland and foundations within the field of technology

Professional team with lot of experience and exceptional investment success, average return of 21% p.a. (1997-2017)

Most used institutional asset managers



Asset management ratings in quality



The background of the slide is a blurred image of a financial document. It features a bar chart with several bars of varying heights. Below the chart, there are labels for states: 'North Carolina', 'Georgia', 'Pennsylvania', 'Maryland', and 'New Jersey'. 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
- Completed over 170 transactions for a value of more than 13 billion euro
- 15 professionals with experience from Corporate Finance, Private Equity and Real Estate transactions

Mergers & acquisitions

Leading Finnish M&A advisor

- Divestments
- Acquisitions
- Feasibility studies
- Other services

**100 completed transactions since 2000 –
value more than € 5.0 billion**

Real estate transactions

1 Finnish real estate advisor

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

**Over 70 completed transactions since 2000 –
value more than € 9.0 billion**

TNS Prospera:

Advium fourth best M&A advisor in Finland

Euromoney:

Adviumin has been awarded as best Finnish real estate advisor eleven times since 2005

Corporate Finance – Latest transactions



M&A Transactions and Equity capital markets

Pinom Oy
sold
FINNPOS
to
OpenSolution
Advisor to the Seller
December 2017

PEAB
sold 10.6 % in
Lemminkäinen
for € 60 million to
ONVEST
Advisor to the Seller
October 2017

ILMARINEN
merged with
etera
Fairness Opinion
to Ilmarinen
June 2017

Väistö Group Oy
acquired
TEMET
Advisor to the Sellers
March 2017

The owners and
management
sold
MEDIVARE
to
CSAM
Advisor to the Sellers
June 2016

The State of Finland
sold 49.9 % of
Patria
for € 279 million to
KONGSBERG
Advisor to the Seller
May 2016

VIKING MALT
acquired
DMG
from
Carlsberg Group
Advisor to the Buyer
May 2016

Real estate transactions

BALDER
sold
a retail property portfolio
to
CORUM
Advisor to the Seller
December 2017

sanoma
sold
a prime CBD office
in Helsinki
to
AberdeenStandard
Investments
Advisor to the Seller
December 2017

Fennia
sold
a prime CBD office
in Helsinki
for € 41 million to
VARMA
Advisor to the Seller
October 2017

OTAVA
GROUP
sold
two office properties
in Helsinki
to
YIT
Advisor to the Seller
Pending

VR GROUP
sold
its head office property
to
exilion
Advisor to the Seller
Pending

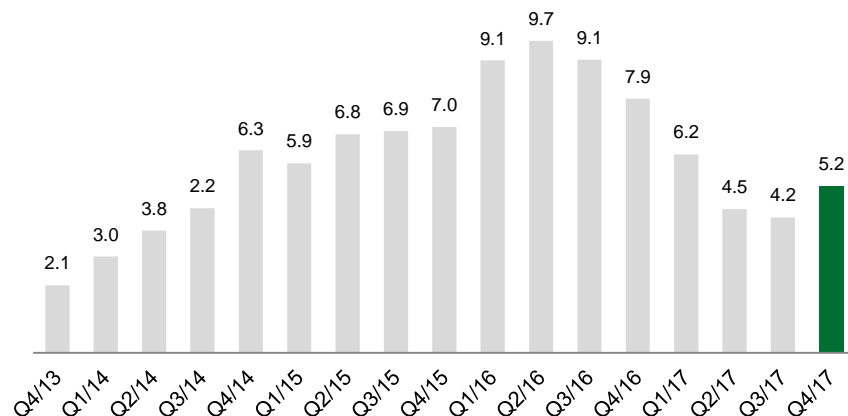
RETTIG
sold
an industrial property
in Belgium
for € 17 million to
WDP
WAREHOUSE WITH BRANDS
Advisor to the Seller
September 2017

Kesko, Rakauskas family
and Zabolis Partners
sold
a portfolio of retail
properties in the Baltics
for € 174 million to
CPA:17
GLOBAL
Advisor to the Sellers
May 2017

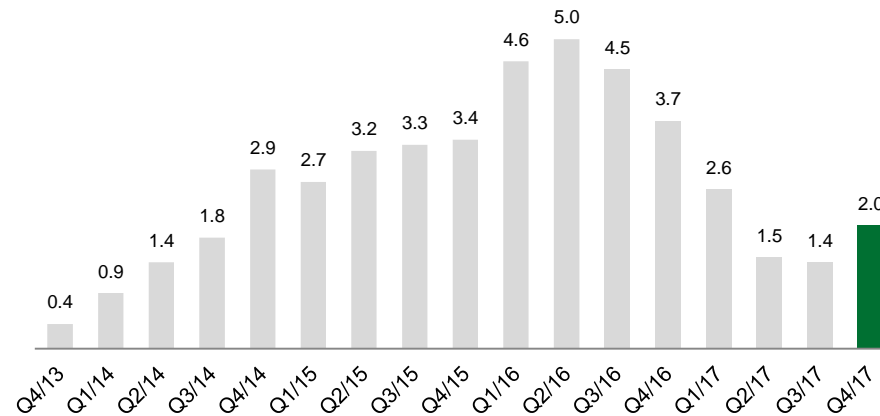
Corporate Finance – Key figures



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



EBIT development, rolling 12 months (€'m)



EUR million

1-12/2017

1-12/2016

Change %

NET SALES

5.2

7.9

-34%

Personnel expenses

-2.5

-3.5

-29%

Other administrative expenses

-0.4

-0.3

16%

Depreciation

-0.0

-0.0

-8%

Other operating expenses

-0.3

-0.3

-2%

Impairment losses of receivables

-0.0

-0.1

-90%

OPERATING PROFIT

2.0

3.7

-46%

Cost-income ratio, %

61.7

52.7

17%

The word 'Investments' is written in a bold, black, sans-serif font. It is centered within a white rectangular box that has a slight drop shadow, making it stand out against the background. The background is a blurred image of a document with a bar chart and a pen.

Investments – Key figures



EUR million	1-12/2017	1-12/2016
Returned capital (excl. profit)	3.3	4.3
Distribution of profits	1.7	2.5
Capital calls	-3.2	-2.4
Net cash flow	1.9	4.4
Market value	18.8	19.2
The value change of investments during the period	-0.1	-1.0
The unrealised value changes of investments*	-0.2	-0.1
Investment commitments	8.9	11.2
<i>Profit and loss</i>		
Distribution of profits	1.7	2.5
Write-downs	-0.1	-0.3
Internal management fee	-0.2	-0.3
Profit of the Investments –segment	1.4	1.9

- eQ Plc made an USD 1.1 million investment commitment to the eQ PE IX US Fund during 2017 and after the accounting period an EUR 1.0 million investment commitment to the eQ PE X North Fund.

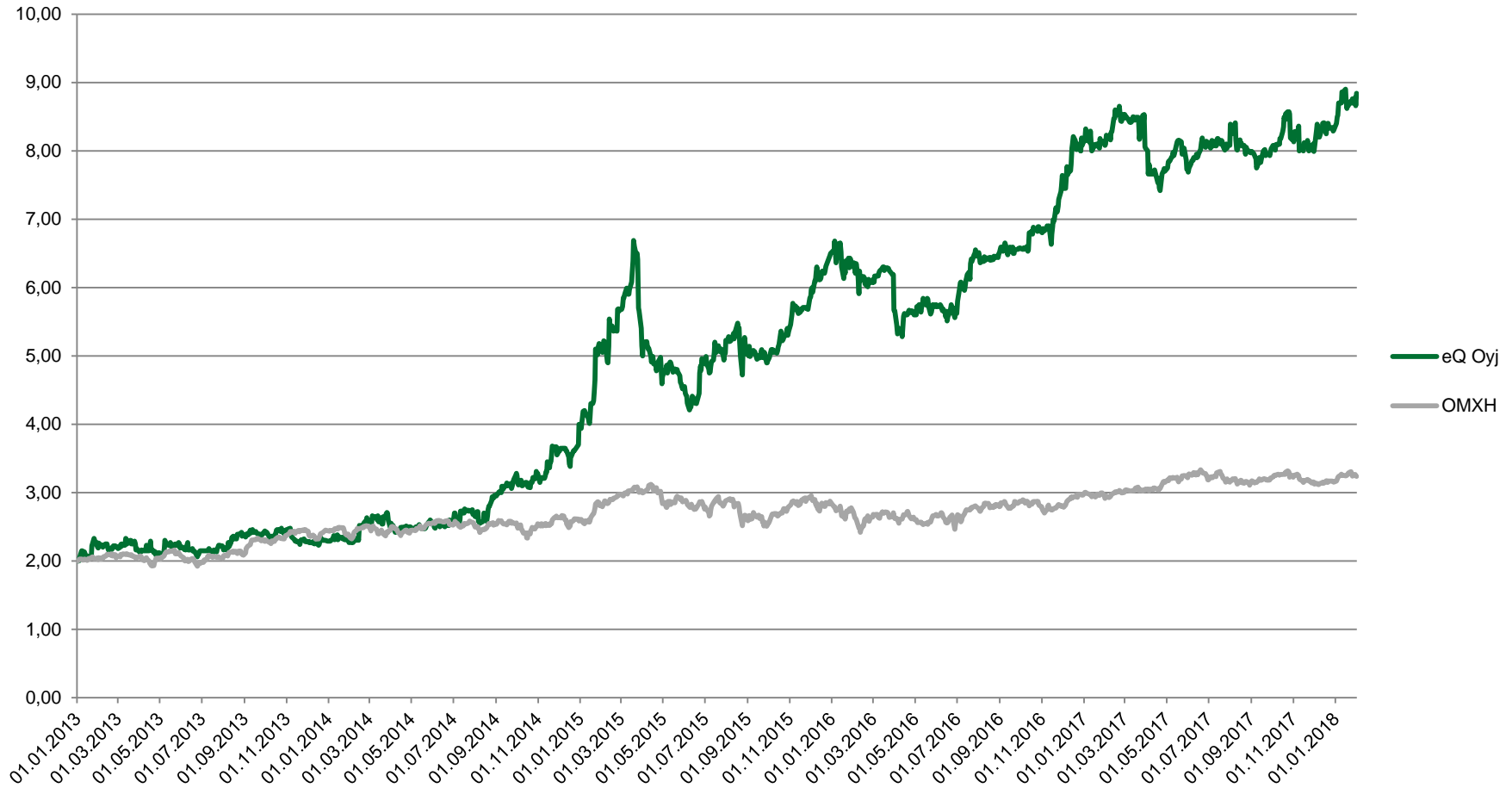
*after taxes in the fair value reserve



eQ's share and outlook



Share price development



- The Market value of eQ Group was 311.3 million euro on December 31th 2017
- On 2 January 2017, eQ Plc was transferred from Small Cap companies to Mid Cap companies in the annual market capitalisation classification of Nasdaq Helsinki.

Largest shareholders – 31 December 2017



	Shares	Ownership %
1 Fennogens Investments S.A.	6 973 137	18.59
2 Chilla Capital S.A.	5 652 635	15.07
3 Anchor Oy Ab	3 883 677	10.35
4 Teamet Oy	3 850 000	10.26
5 Umo Capital Oy	3 786 620	10.10
6 Oy Cevante Ab	1 419 063	3.78
7 Fazer Jan Peter	1 288 306	3.43
8 Linnalex Ab	681 652	1.82
9 Lavventura Oy	550 000	1.47
10 Pinomonte Ab	529 981	1.41
10 largest combined	28 615 071	76.29
Nominee register	341 003	0.91
Other shares	8 551 124	22.80
Total	37 507 198	100.00

- eQ Group's personnel owns about 40% of the shares
- eQ Plc had 5 048 shareholders on 31 December 2017 (4 668 shareholders on 31 December 2016)
- On May 31st 2017, the amount of shares increased by 530 000 shares, due new shares subscribed with 2010 option rights

Outlook



The success of the asset management business in 2017 offers an excellent starting point for the year 2018. We expect the net revenue and operating profit of the Asset Management segment to grow in 2018. 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 of factors that are not dependent of the company. Consequently, the operating profit of these segments may vary considerably and is difficult to foresee.