



# Interim Report Q1 2016

Catella AB

# Sales and results of operations **Group**

## Progress in the quarter

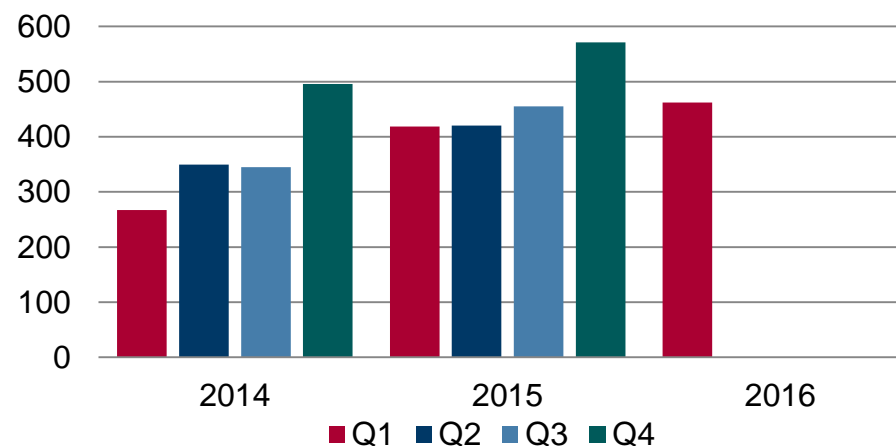
- Total income increased by SEK 44 M, 10%, year-on-year
- Growth mainly in Systematic Funds

SEK M	3 Months		12 Months	
	2016 Jan-Mar	2015 Jan-Mar	Rolling 12 Mth.	2015 Jan-Dec
Corporate Finance	80	87	622	630
Equity, Hedge and Fixed Income Funds *	244	187	708	651
Banking *	91	81	364	354
Property Investment Management *	51	66	235	249
<b>Total income</b>	<b>462</b>	<b>419</b>	<b>1,909</b>	<b>1,866</b>
Assignment expenses and commission	-100	-86	-360	-347
Operating expenses	-301	-283	-1,276	-1,258
<b>Operating profit/loss **</b>	<b>62</b>	<b>49</b>	<b>273</b>	<b>261</b>
<b>Net profit/loss for the period</b>	<b>55</b>	<b>43</b>	<b>284</b>	<b>272</b>
Profit/loss attributable to the Parent Company shareholders	17	35	224	243
<i>Operating margin, % **</i>	<i>13</i>	<i>12</i>	<i>14</i>	<i>14</i>

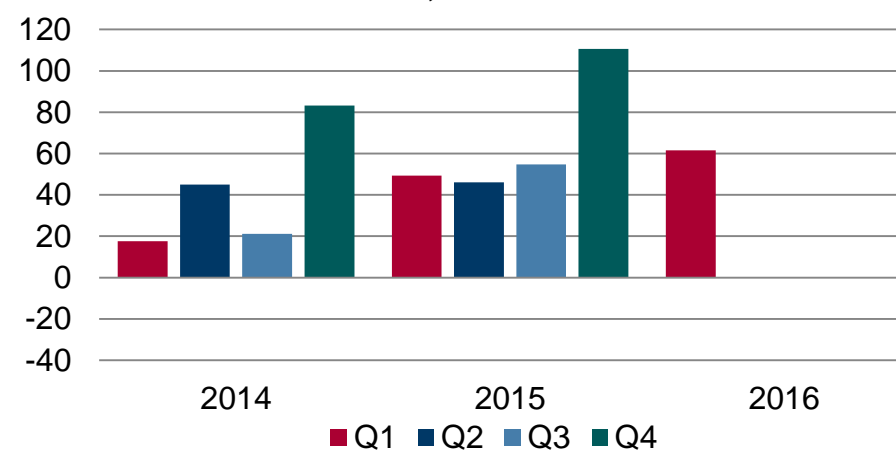
\* Includes internal income.

\*\* Before acquisition-related items.

## TOTAL INCOME, SEK M



## OPERATING PROFIT/LOSS, SEK M \*\*



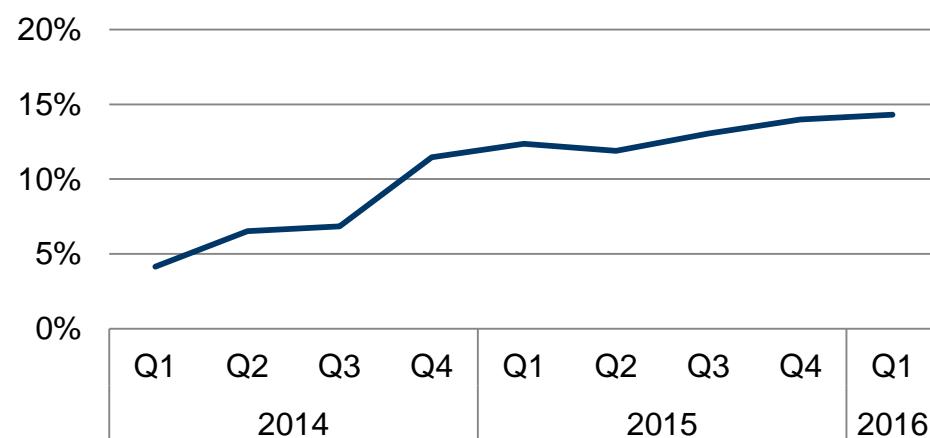
# Key figures Group

Key Figures	3 Months		12 Months	
	2016 Jan-Mar	2015 Jan-Mar	Rolling 12 Mth.	2015 Jan-Dec
Profit margin, %	12	10	15	15
Return on equity, % *	18	22	-	20
Equity/Asset ratio, %	29	30	-	29
Equity, SEK M *	1,333	1,151	-	1,319
Equity and liabilities, SEK M	5,104	4,157	-	5,011
Earnings per share, SEK *	0.21	0.43	2.74	2.97
Equity per share, SEK *	16.31	14.08	-	16.14
Property transaction volume, SEK Bn	6.2	6.7	57.8	58.3
Asset under management, SEK Bn	135.7	131.2	-	138.3
<i>net in-(+) and outflow(-), mdkr</i>	-1.2	4.3	8.9	14.4
Card and payment volumes, SEK Bn	1.7	1.8	7.0	7.1
No. of employees, at end of period	551	511	-	539

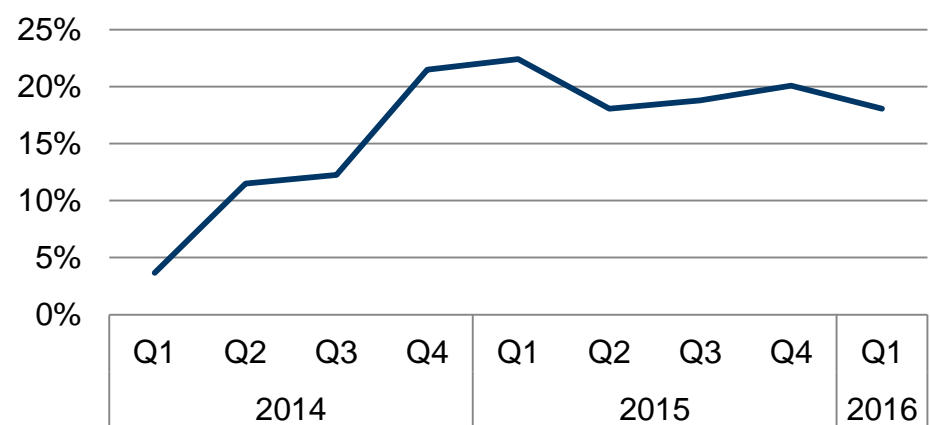
\* Attributable to shareholders of the Parent Company.

\*\* Before acquisition-related items.

## OPERATING MARGIN ROLLING 12 MONTHS, % \*\*



## RETURN ON EQUITY, % \*





# Corporate Finance

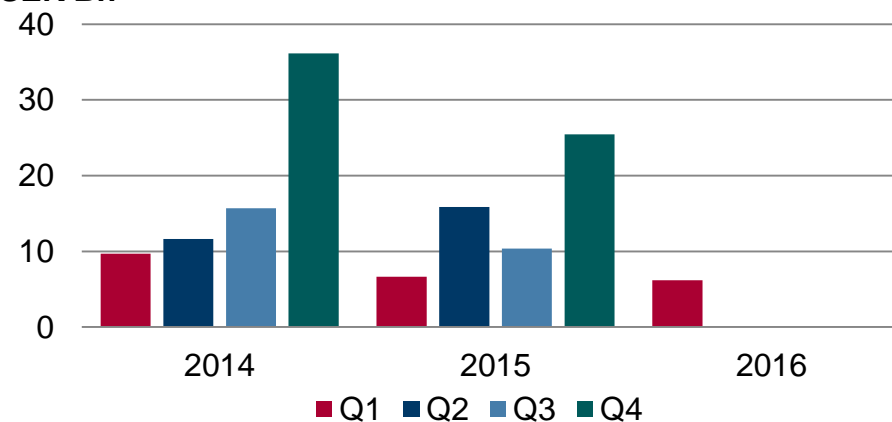
# Property transaction volumes Corporate Finance

## Progress in the quarter

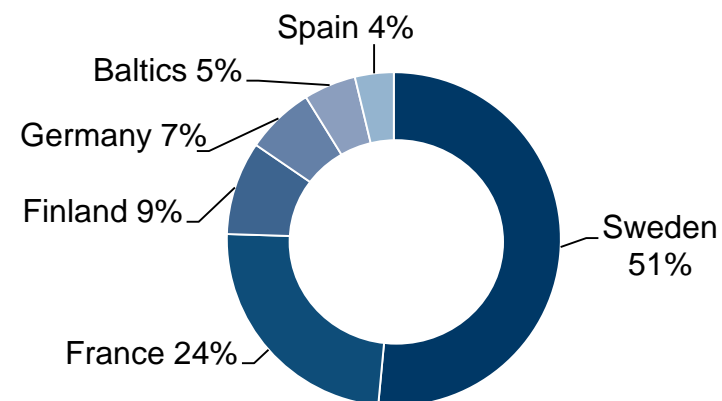
- Property transaction volumes in Europe excl. the UK: EUR 32.3 Bn (52.5), a 38% decrease
  - Germany -36%
  - France -57%
  - Sweden -8%
  - Spain -46%
- Catella's property transaction volumes down by 7%, SEK 6.2 Bn (6.7), of which:
  - Sweden 3.2 Bn (2.4)
  - France 1.5 Bn (2.8)
  - Germany 0.4 Bn (0.6)

SEK Bn	3 Months		12 Months	
	2016 Jan-Mar	2015 Jan-Mar	Rolling 12 Mth.	2015 Jan-Dec
Property transaction volume	6.2	6.7	57.8	58.3
<i>of which Nordic</i>	4.0	3.2	34.7	33.9
<i>of which Continental Europe</i>	2.1	3.5	23.1	24.4

CATELLA PROPERTY TRANSACTION VOLUME, SEK Bn



CATELLA PROPERTY TRANSACTION VOLUME PER COUNTRY YTD, %



# Sales and results of operations Corporate Finance

## Progress in the quarter

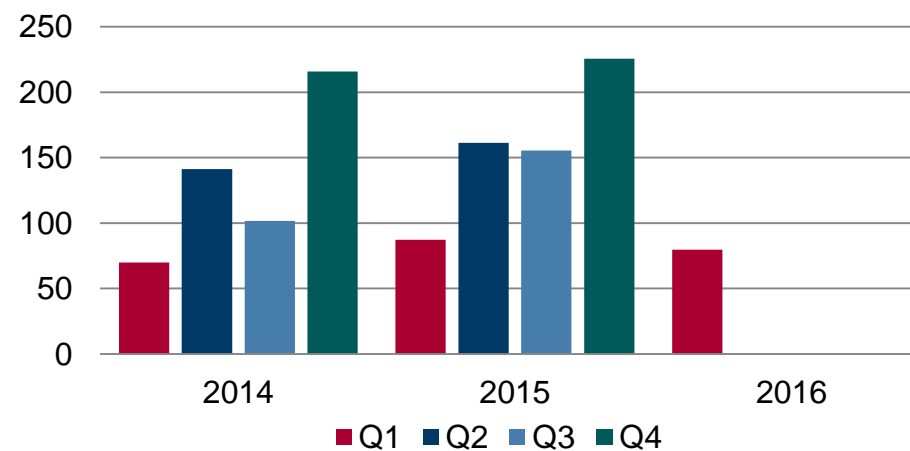
- Seasonally weak quarter
- Income and profit in line with previous year
- Generally good market activity
- Focus to increase value-adding and capital markets-related services

SEK M	3 Months		12 Months	
	2016 Jan-Mar	2015 Jan-Mar	Rolling 12 Mth.	2015 Jan-Dec
Nordic *	32	37	299	305
Continental Europe *	48	49	324	325
<b>Total income</b>	<b>80</b>	<b>87</b>	<b>622</b>	<b>630</b>
Assignment expenses and commission	-4	-7	-34	-37
Operating expenses	-87	-95	-519	-527
<b>Operating profit/loss **</b>	<b>-12</b>	<b>-15</b>	<b>69</b>	<b>66</b>
<i>Operating margin, % **</i>	-15	-17	11	11
<i>No. of employees, at end of period</i>	218	215	-	211

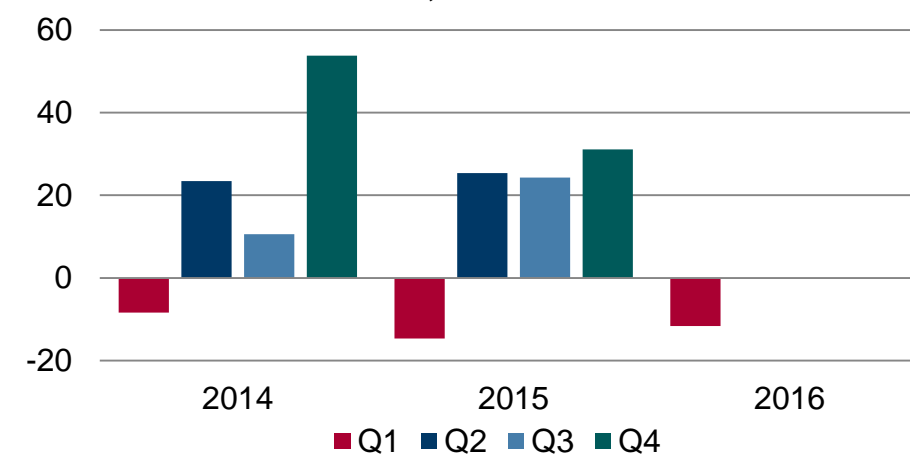
\* Includes internal income.

\*\* Before acquisition-related items.

TOTAL INCOME, SEK M



OPERATING PROFIT/LOSS, SEK M \*\*





# Equity, Hedge and Fixed Income Funds



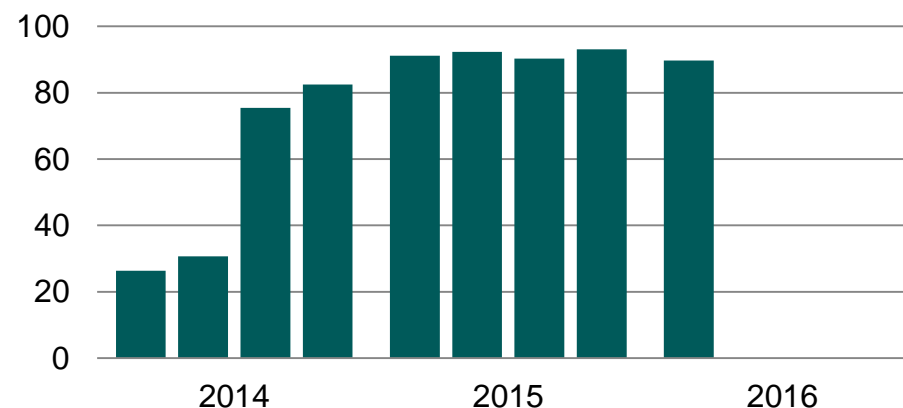
# Assets under management **Equity, Hedge and Fixed Income Funds**

## Progress in the quarter

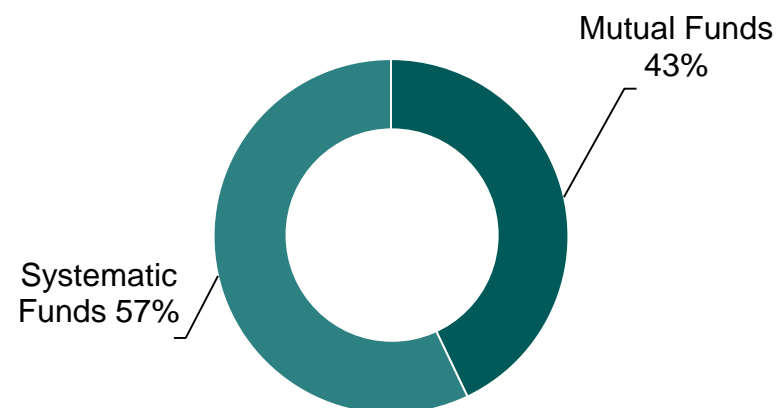
- Net fund withdrawals in Sweden were SEK 5.4 Bn, mainly from equity funds
- Catella's share of fund volumes in Sweden was 1.2% (1.1)
- Catella's assets under management decreased by SEK -3.3 Bn (8.7)
  - Of which net outflows SEK -1.5 Bn (4.1)
- Net inflows to Catella's hedge products

SEK Bn	3 Months		12 Months	
	2016 Jan-Mar	2015 Jan-Mar	Rolling 12 Mth.	2015 Jan-Dec
<b>Asset under management</b>	<b>89.7</b>	<b>91.2</b>	<b>-</b>	<b>93.1</b>
<i>net in-(+) and outflow(-)</i>	<i>-1.5</i>	<i>4.1</i>	<i>2.6</i>	<i>8.2</i>
<b>of which Mutual Funds</b>	<b>38.5</b>	<b>42.6</b>	<b>-</b>	<b>44.6</b>
<i>net in-(+) and outflow(-)</i>	<i>-4.9</i>	<i>3.5</i>	<i>-3.0</i>	<i>5.3</i>
<b>of which Systematic Funds</b>	<b>51.2</b>	<b>48.6</b>	<b>-</b>	<b>48.5</b>
<i>net in-(+) and outflow(-)</i>	<i>3.4</i>	<i>0.6</i>	<i>5.7</i>	<i>2.9</i>

AUM, SEK Bn



DISTRIBUTION OF AUM, %





# Income and results of operations **Equity, Hedge and Fixed Income Funds**

## Progress in the quarter

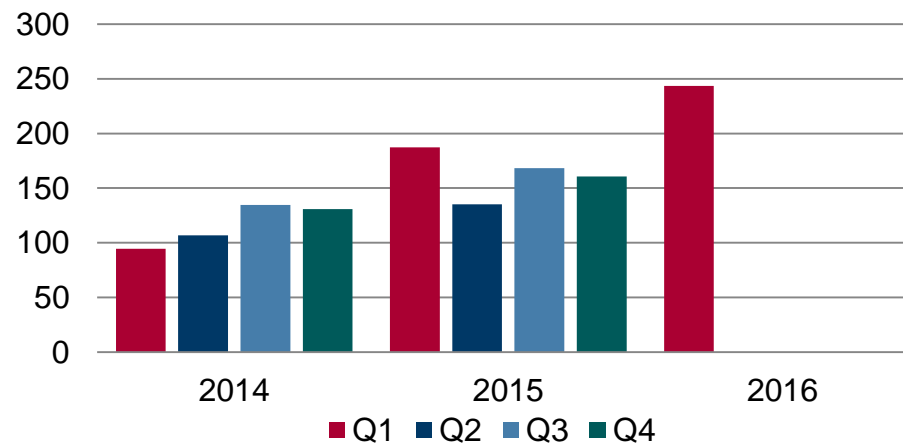
- Higher fixed income driven by increased assets under management
- Increased performance-based earnings in Systematic Funds
- Total income in Mutual Funds down by 37%
- Total income in Systematic Funds up by 180%

SEK M	3 Months		12 Months	
	2016 Jan-Mar	2015 Jan-Mar	Rolling 12 Mth.	2015 Jan-Dec
Mutual Funds *	81	129	385	433
Systematic Funds *	163	58	323	218
<b>Total income</b>	<b>244</b>	<b>187</b>	<b>708</b>	<b>651</b>
Assignment expenses and commission	-50	-38	-171	-158
Operating expenses	-88	-78	-275	-265
<b>Operating profit/loss **</b>	<b>105</b>	<b>71</b>	<b>262</b>	<b>228</b>
<i>Operating margin, % **</i>	43	38	37	35
<i>No. of employees, at end of period</i>	75	69	-	73

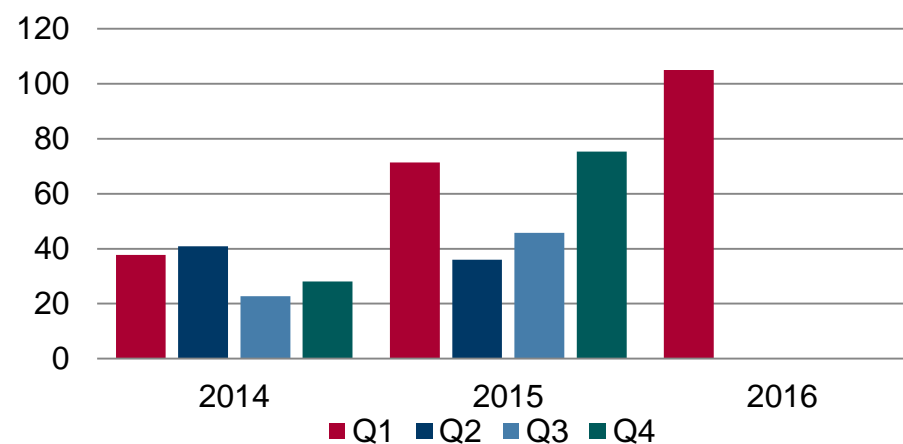
\* Includes internal income.

\*\* Before acquisition-related items.

## TOTAL INCOME, SEK M



## OPERATING PROFIT/LOSS, SEK M \*\*





Banking

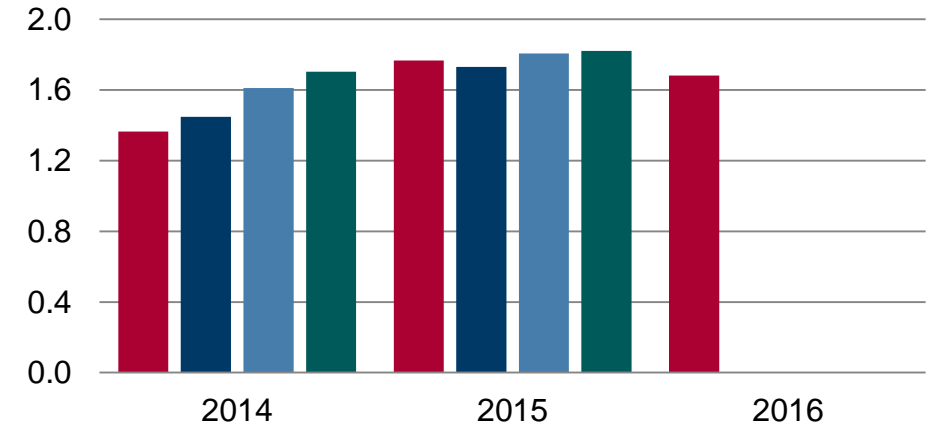
# Card and payment volumes & assets under management **Banking**

## Progress in the quarter

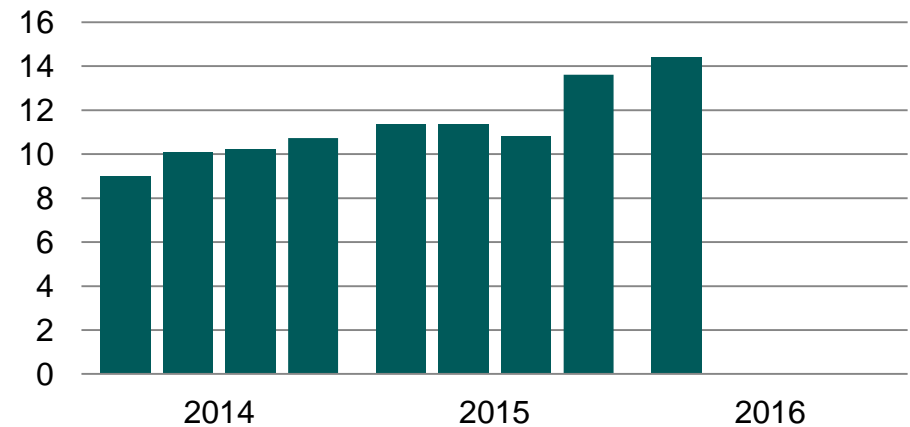
- Card and payment volumes decreased by SEK 0.1 Bn, 7% year-on-year
- Assets under management increased by SEK 0.8 Bn (0.6), of which net inflows were SEK 0.9 Bn (0.2)
  - Driven by new team in Luxembourg
- Assets under management as of 31 March 2016: SEK 14.4 Bn (11.3)

SEK Bn	3 Months		12 Months	
	2016 Jan-Mar	2015 Jan-Mar	Rolling 12 Mth.	2015 Jan-Dec
Card and payment volumes	1.7	1.8	7.0	7.1
Asset under management	14.4	11.3	-	13.6
<i>net in-(+) and outflow(-)</i>	0.9	0.2	3.8	3.1

**CARD AND PAYMENT VOLUMES, SEK Bn**



**AUM, SEK Bn**



# Sales and results of operations **Banking**

## Progress in the quarter

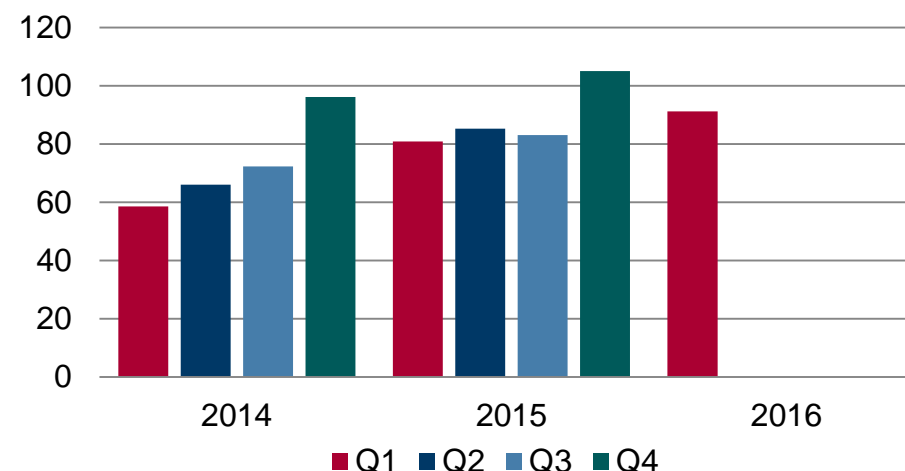
- Total income increased by 13% year-on-year
  - Mainly attributable to Card and Payment Solutions
- Profit burdened by costs of aggressive sales initiatives
- Focus on marketing and distribution

SEK M	3 Months		12 Months	
	2016 Jan-Mar	2015 Jan-Mar	Rolling 12 Mth.	2015 Jan-Dec
Cards and Payment Solutions *	66	59	262	254
Wealth Management *	25	22	102	100
<b>Total income</b>	<b>91</b>	<b>81</b>	<b>364</b>	<b>354</b>
Assignment expenses and commission	-27	-23	-94	-89
Operating expenses	-79	-72	-300	-293
<b>Operating profit/loss **</b>	<b>-15</b>	<b>-14</b>	<b>-29</b>	<b>-28</b>
<i>Operating margin, % **</i>	-16	-17	-8	-8
<i>No. of employees, at end of period</i>	163	153	-	163

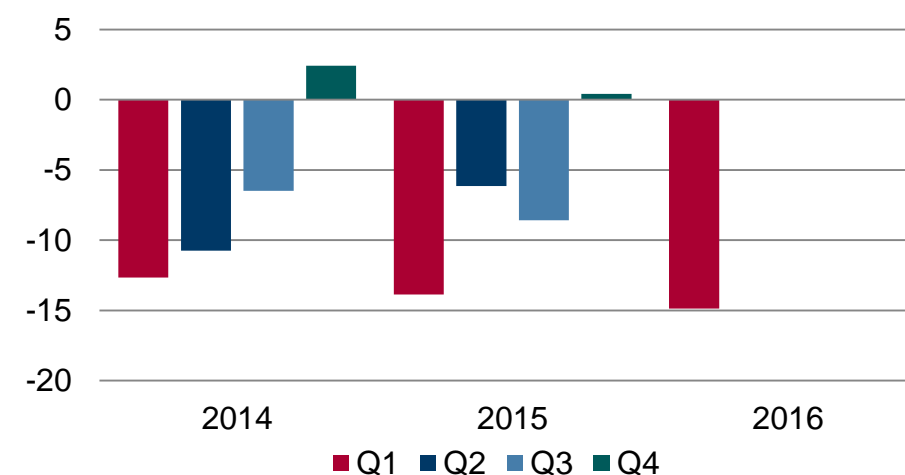
\* Includes internal income.

\*\* Before acquisition-related items.

**TOTAL INCOME, SEK M**



**OPERATING PROFIT/LOSS, SEK M \*\***





# Property Investment Management

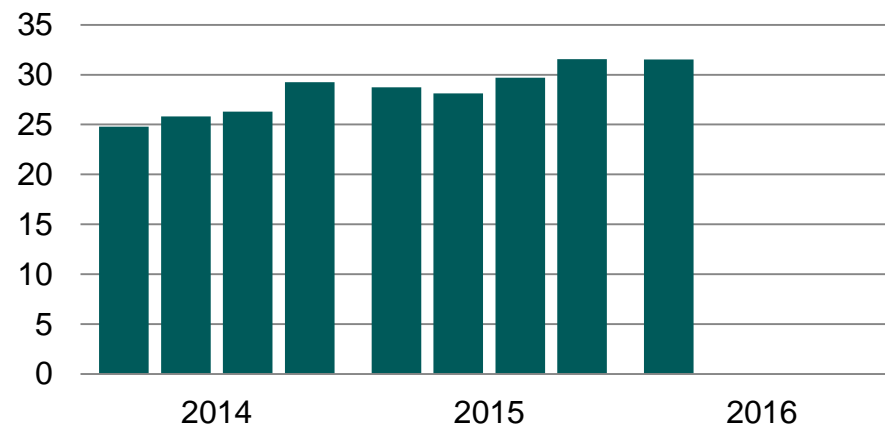


# Assets under management **Property Investment Management**

## Progress in the quarter

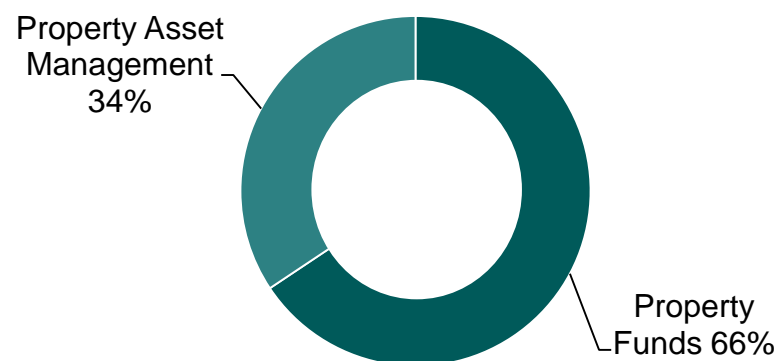
- Assets under management were unchanged in the quarter
  - Net outflows of SEK -0.6 Bn (0.0)
- Assets under management as of 31 March 2016: SEK 31.5 Bn (28.7)

AUM, SEK Bn



	3 Months		12 Months	
	2016 Jan-Mar	2015 Jan-Mar	Rolling 12 Mth.	2015 Jan-Dec
<b>Asset under management</b>	<b>31.5</b>	<b>28.7</b>	<b>-</b>	<b>31.6</b>
<i>net in-(+) and outflow(-)</i>	<i>-0.6</i>	<i>0.0</i>	<i>2.4</i>	<i>3.0</i>
<b>of which Property Funds</b>	<b>20.7</b>	<b>19.0</b>	<b>-</b>	<b>20.2</b>
<i>net in-(+) and outflow(-)</i>	<i>0.0</i>	<i>-0.2</i>	<i>1.1</i>	<i>1.0</i>
<b>of which Property Asset Management</b>	<b>10.8</b>	<b>9.7</b>	<b>-</b>	<b>11.3</b>
<i>net in-(+) and outflow(-)</i>	<i>-0.6</i>	<i>0.1</i>	<i>1.3</i>	<i>2.1</i>

DISTRIBUTION OF AUM, %



# Sales and results of operations **Property Investment Management**

## Progress in the quarter

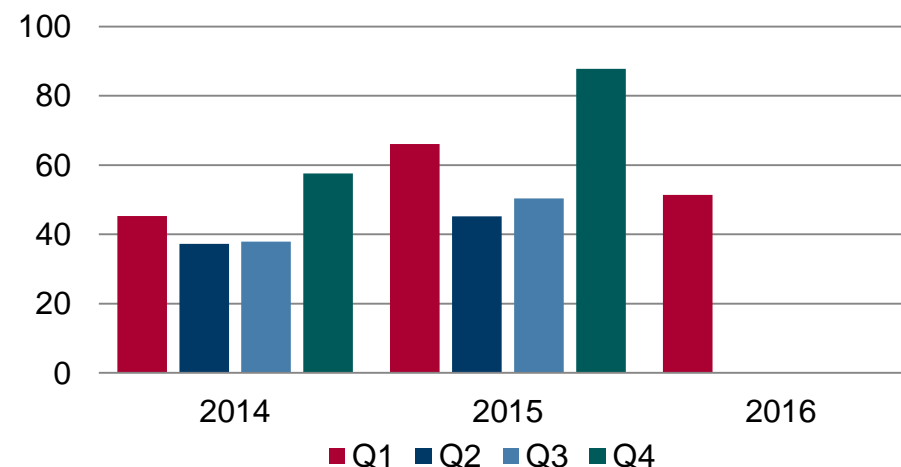
- Lower performance-based earnings in Property Asset Management
- Profit burdened by costs attributable to Property Funds' focus on residential property funds and Initiative in Spain

SEK M	3 Months		12 Months	
	2016 Jan-Mar	2015 Jan-Mar	Rolling 12 Mth.	2015 Jan-Dec
Property Funds *	41	44	162	166
Property Asset Management *	12	22	74	85
<b>Total income</b>	<b>51</b>	<b>66</b>	<b>235</b>	<b>249</b>
Assignment expenses and commission	-18	-19	-70	-71
Operating expenses	-40	-33	-158	-150
<b>Operating profit/loss **</b>	<b>-7</b>	<b>14</b>	<b>6</b>	<b>28</b>
<i>Operating margin, % **</i>	-14	22	3	11
<i>No. of employees, at end of period</i>	81	63	-	78

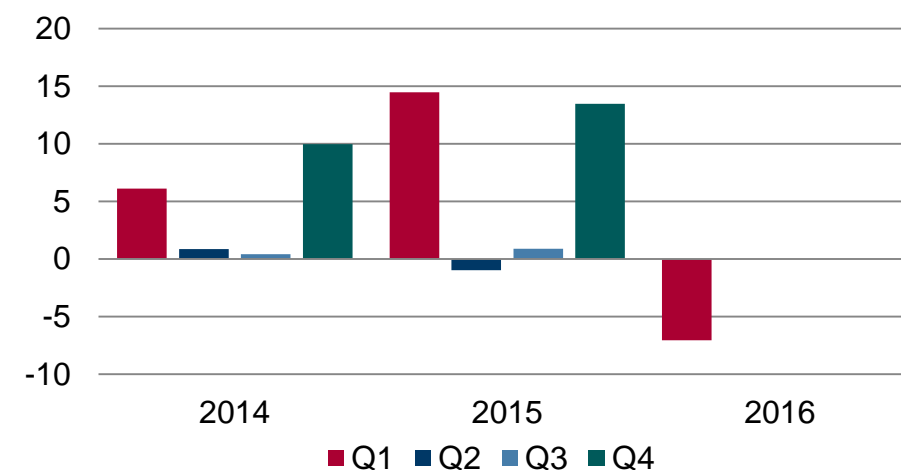
\* Includes internal income.

\*\* Before acquisition-related items.

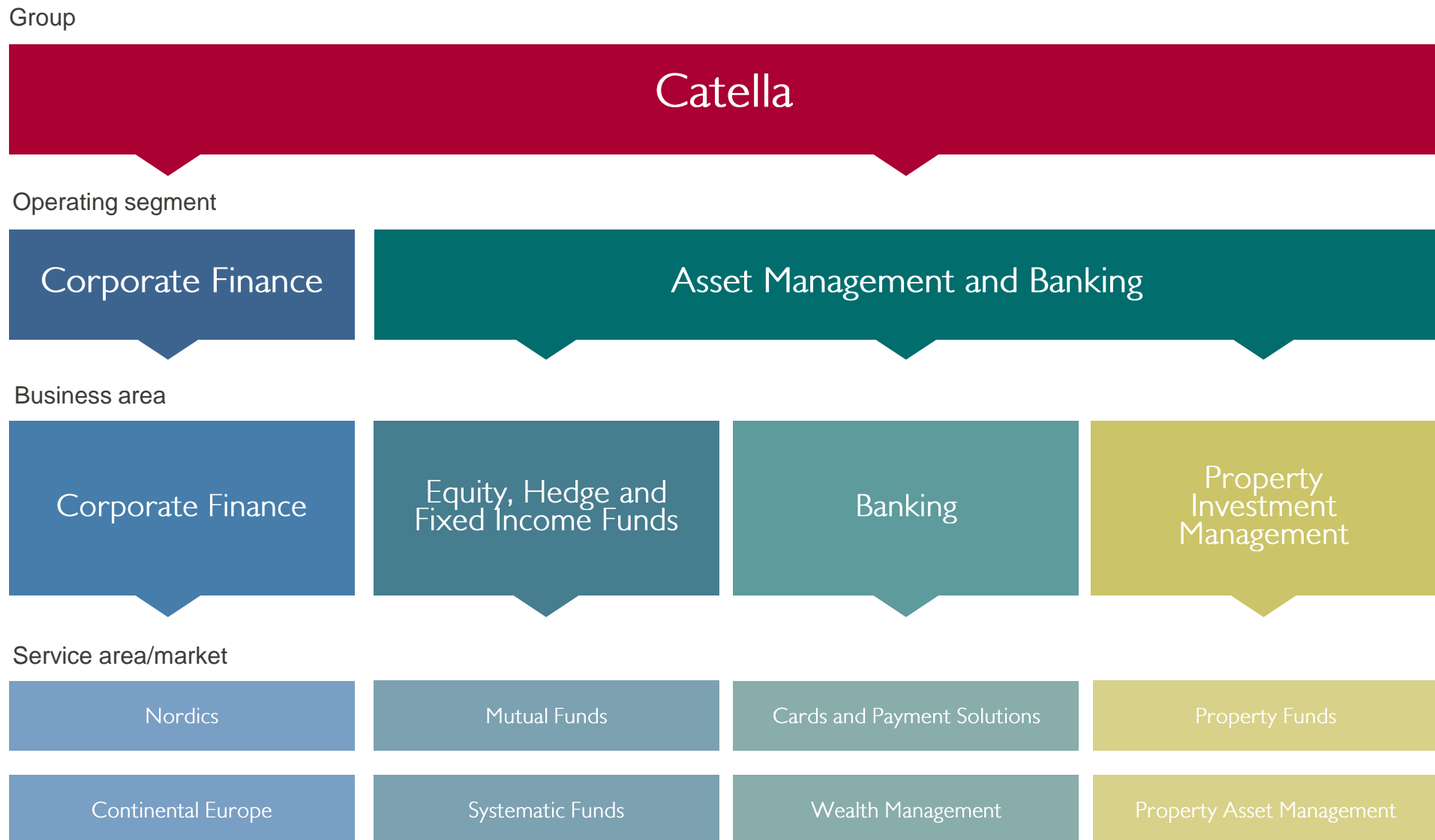
**TOTAL INCOME, SEK M**



**OPERATING PROFIT/LOSS, SEK M \*\***



# Organisational structure







## Loan portfolio

# Securities holdings

## SECURITIES HOLDINGS

SEK M	31 March 2016
Loan portfolios and Nordic Light Fund *	279
Business-related investments	43
Other securities	48
<b>Total**</b>	<b>371</b>

\* Of which loan portfolios SEK 244 M.

\*\* Of which current investments SEK 76 M and non-current investments SEK 295 M.

## HISTORICAL CASH FLOW OF LOAN PORTFOLIOS— ACTUAL AND FORECAST

SEK M	Totals		
	Actual	Forecast	Variance
Q4 2009	12.4	7.7	4.7
<b>Full year 2010</b>	<b>35.6</b>	<b>35.7</b>	<b>-0.1</b>
<b>Full year 2011</b>	<b>43.1</b>	<b>28.4</b>	<b>14.7</b>
<b>Full year 2012</b>	<b>25.8</b>	<b>30.1</b>	<b>-4.3</b>
<b>Full year 2013</b>	<b>5.0</b>	<b>7.5</b>	<b>-2.5</b>
<b>Full year 2014</b>	<b>20.9</b>	<b>12.8</b>	<b>8.1</b>
<b>Full year 2015</b>	<b>21.5</b>	<b>23.2</b>	<b>-1.6</b>
Q1 2016	52.4	51.3	1.1
<b>Total</b>	<b>216.7</b>	<b>196.7</b>	<b>20.1</b>

## Progress in the quarter

- Positive value adjustment of loan portfolios of SEK 6 M (1) in the first quarter

# Financial calendar 2016

## **Annual General Meeting 2016**

- 30 May 2016

## **Interim Report January – June 2016**

- 25 August 2016

## **Interim Report January – September 2016**

- 8 November 2016

## **Year-end Report 2016**

- 21 February 2017

# Contacts



**Knut Pedersen**

CEO and President

*Tel.* +46 8 463 33 10

[knut.pedersen@catella.se](mailto:knut.pedersen@catella.se)



**Marcus Holmstrand**

CFO

*Mobile* +46 70 250 76 26

*Direct line* +46 8 463 32 52

[marcus.holmstrand@catella.se](mailto:marcus.holmstrand@catella.se)



**Ann Charlotte Svensson**

Group Communications

*Mobile* +46 72 510 11 61

*Direct line* +46 8 463 32 55

[anncharlotte.svensson@catella.se](mailto:anncharlotte.svensson@catella.se)



**Niklas Bommelin**

Investor Relations

*Mobile* +46 76 891 12 40

*Direct line* +46 8 463 34 26

[niklas.bommelin@catella.se](mailto:niklas.bommelin@catella.se)



CATELLA

Thanks for listening