

TAALERI

Taaleri Investor Day 2022

8 June 2022

Agenda

Opening remarks

Siri Markula, Head of Communications and IR

Impact through alternatives

Peter Ramsay, CEO

Focus on continuing earnings and strong investor returns

Minna Smedsten, CFO

Business updates

Renewable Energy – Investing in the energy transition

Kai Rintala, Director, Renewable Energy

Real Estate – A housing fund pioneer in Finland

Essi Sten, Director, Real Estate

Bioindustry – Leading the way in Europe

Tero Saarno, Director, Bioindustry

Garantia – Modernizing collateral practices

Titta Elomaa, CEO, Garantia Insurance Company

Q&A

Closing remarks

Peter Ramsay, CEO

TALERI

Impact through alternatives

Peter Ramsay, CEO
Investor Day 2022

Megatrends affecting Taaleri's business environment

Climate change



Electrification



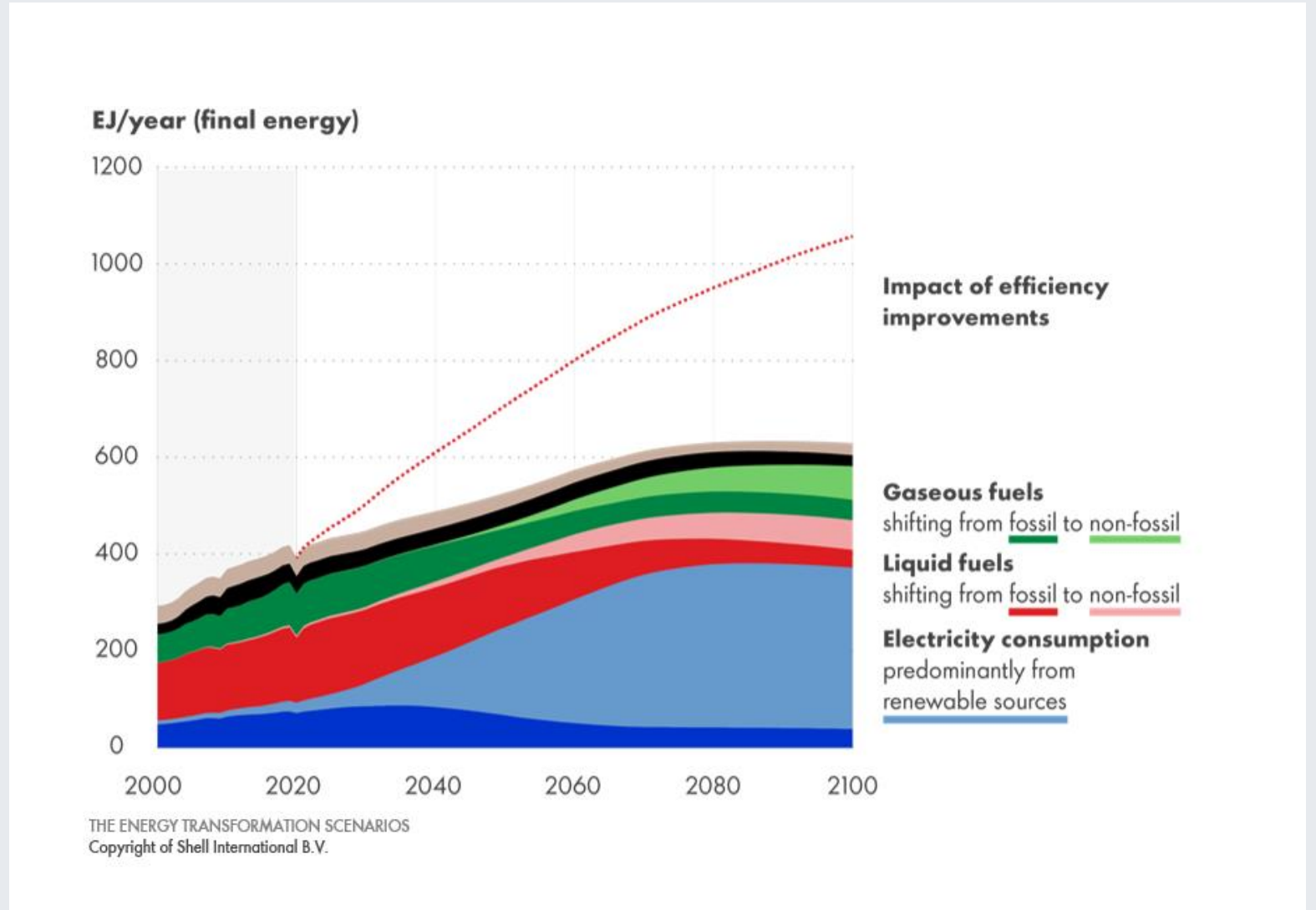
Changing values



Urbanisation



Electricity consumption escalates



Source: Shell's analysis based on data from the IEA (2020) World Energy Balances

Taaleri – Impact through alternatives



Focus

Creating value through impact and renewables



Growth

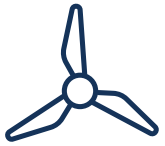
Strong growth by excelling in alternative investment funds



Returns

Efficient use of capital and resources enabled by scalable business models

Market trends



Investment in renewables highly attractive



Rising allocations into private asset classes



Growing institutional and private wealth



Security of supply and self-sufficiency (e.g. energy production)

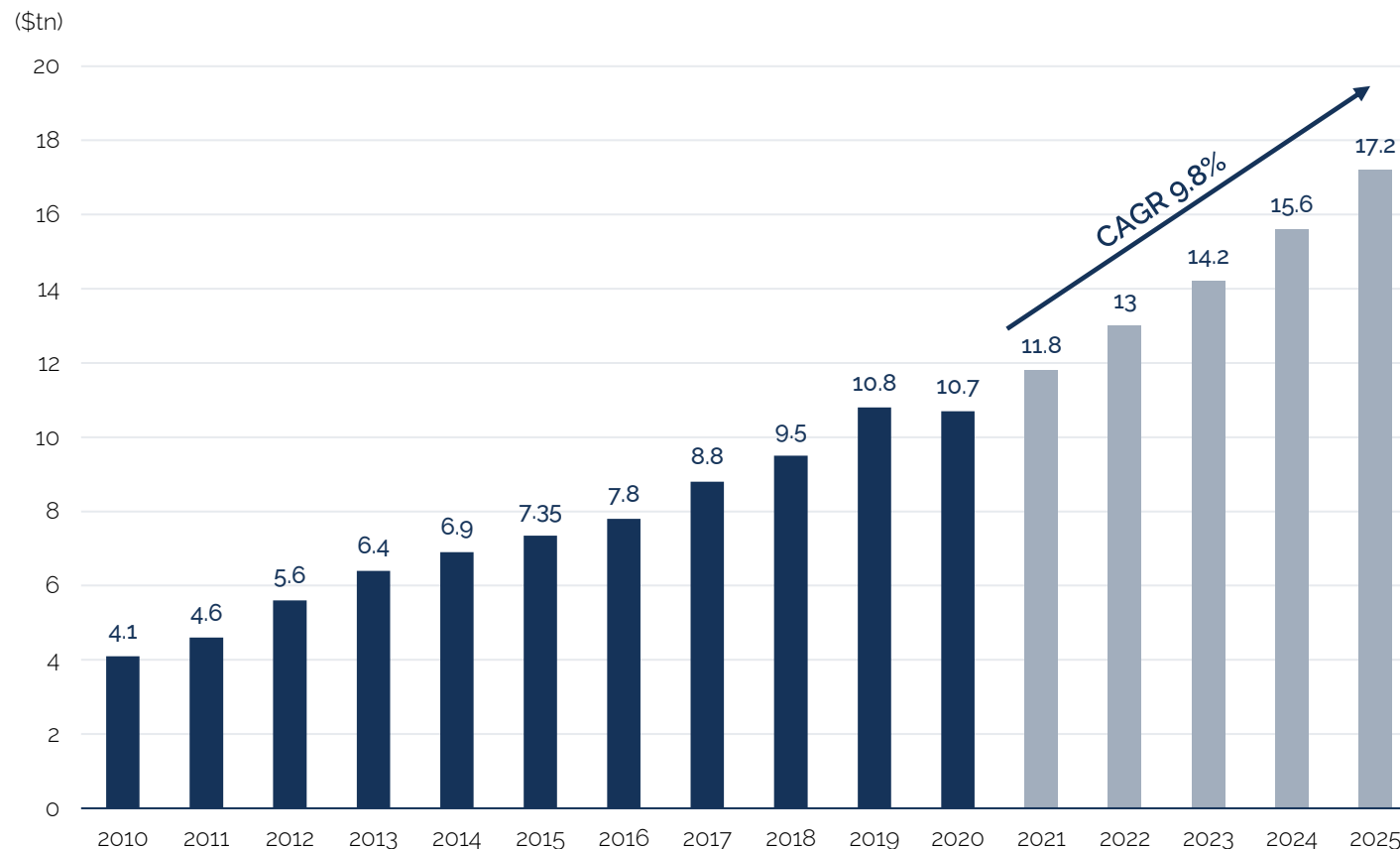
Alternatives attract

81%

of investors expect to increase allocations to alternatives*

* Preqin: Future of Alternatives 2025 survey

Alternative Assets under Management and Forecast, 2010–2025**



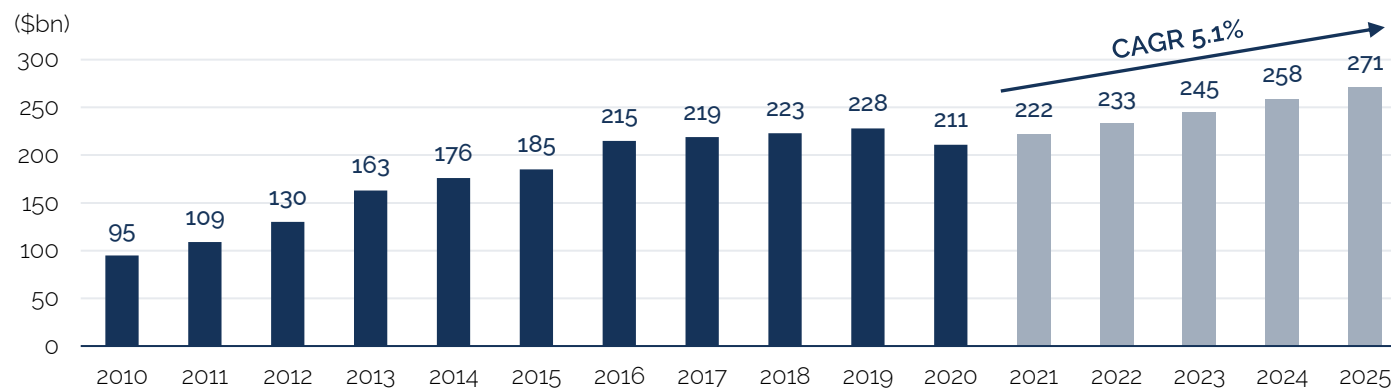
Source: Preqin. **2020 figure is annualized based on data to October. 2021-2025 are Preqin's forecasted figures.

Alternatives attract

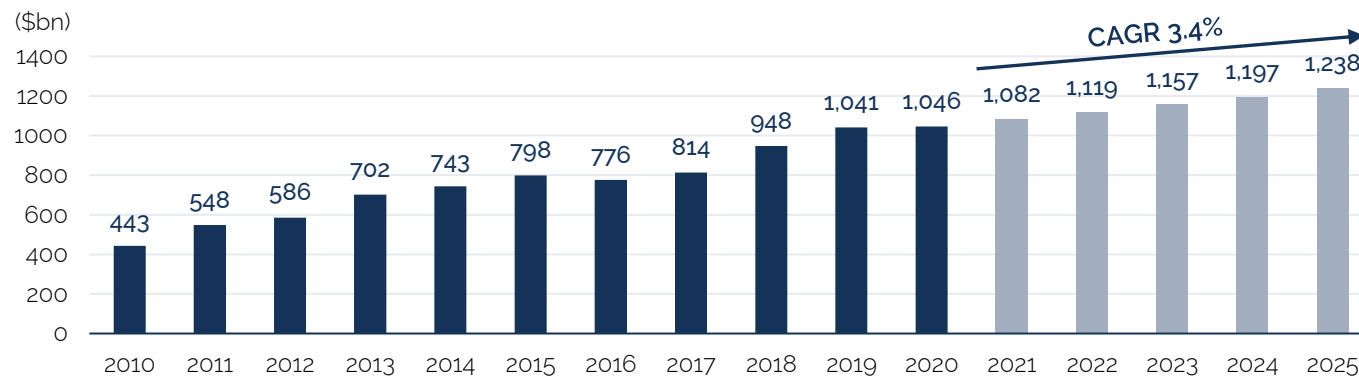
Alternative Assets under Management 2020 vs. 2025

Real Estate	1,046	1,238	+20%
Infrastructure	639	795	+18%
Natural Resources	211	271	+24%

Unlisted Natural Resources Assets under Management, 2010–2025*



Private Real Estate Assets under Management, 2010–2025*



Sources: Preqin. *2020 figures are annualized based on data to October. 2021–2025 are Preqin's forecasted figures.

Shareholders

Strong returns

Taaleri

Private Asset Management

Strategic Investments

Renewable Energy

Real Estate

Bioindustry

Garantia

Steady cash flow

Diverse offering
End-to-end expertise
Integrated way of working

IMPACT

Private equity funds

Distribution:
Aktia •
Direct •

Investment / capital
Management and performance fees

Returns

Institutional & retail investors

Our strategic priorities 2021–2023

1

We put impact and renewable energy at the heart of our operations

2

We seek to scale all our businesses

3

We are expanding the sales and distribution of our private equity funds

4

We optimize return on capital and balance sheet usage

1

We put impact and renewable energy at the heart of our operations

- We are developing and expanding private equity funds that seek not only economic returns but also measurable benefits for the environment and society.
- We use our funds to create, among other things, wind and solar power, biofuels and affordable rental homes.
- The cumulative realized emission reduction of our renewable energy funds is 2.1 million tCO₂e (31 December 2021).



2

We seek to scale all our businesses

- In our private equity funds, we aim to significantly increase the average size of funds and our assets under management, which will increase continuing earnings and improve the funds' profitability.
- At Garantia Insurance Company Ltd, we will continue to promote a strategy based on a scalable business model, risk pooling and an extensive distribution network.



3

We are expanding the sales and distribution of our private equity funds

- We started a strategic partnership with Aktia, which opened a significant distribution channel for our products.
- We are strengthening our own sales towards major institutional clients and international investors.
- We are seeking new international distribution channels.



4

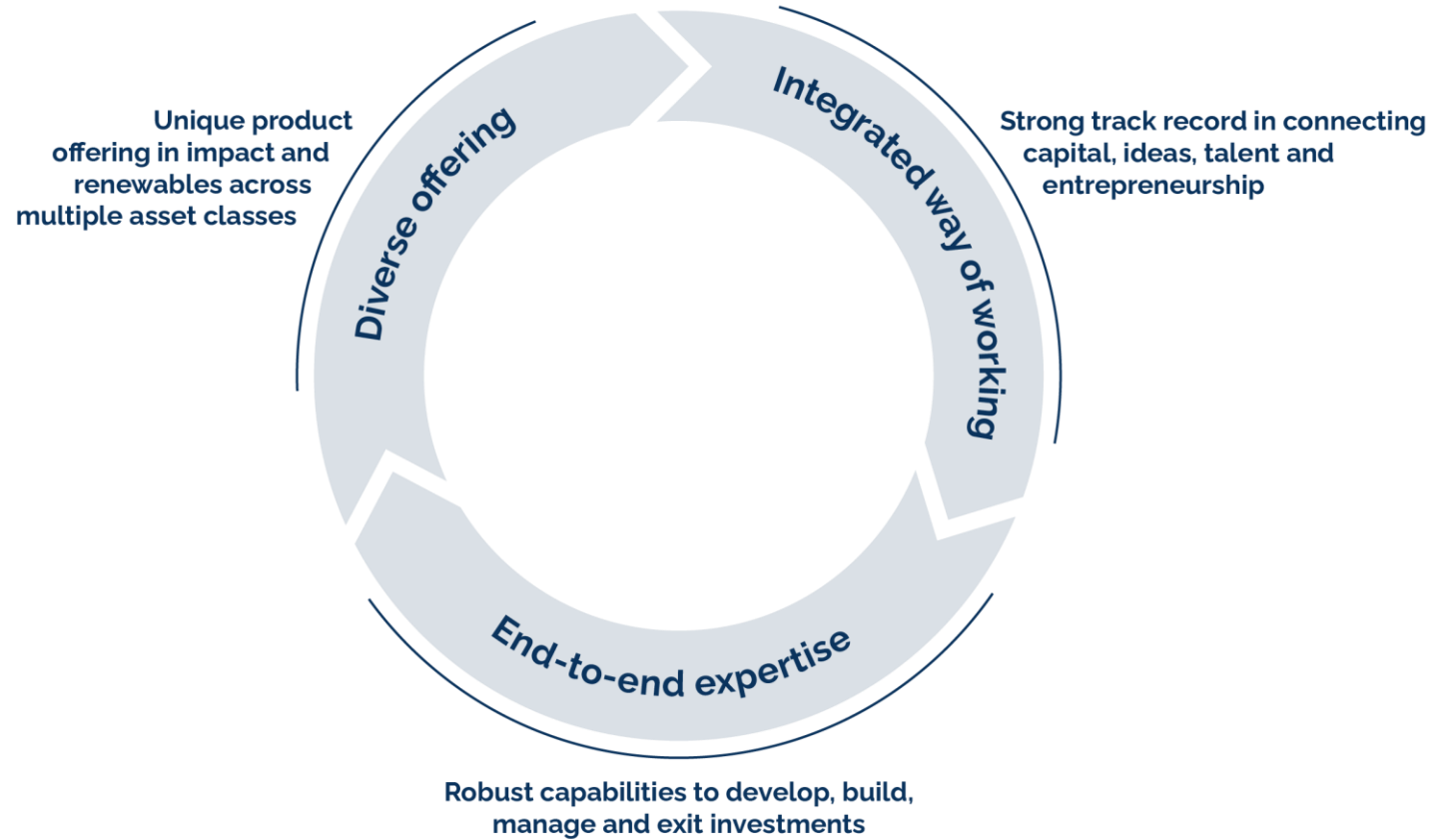
We optimize return on capital and balance sheet usage

- Our objective is to distribute at least 50 percent of the profit for the financial year to our shareholders.
- We will increase the efficiency of our use of capital and distribute to shareholders the capital that the company does not need for growth investments or to fulfil its targets for solvency.





Our strategy is built on Taaleri's strengths



Strategic roadmap for the Group

2022

- Maximise the potential of Aktia cooperation
- Launch SolarWind III
- Establish own sales function
- New channels to selected markets
- Pipeline M&A
- Exits from non-strategic investments
- Fintoil operational in H2

2023

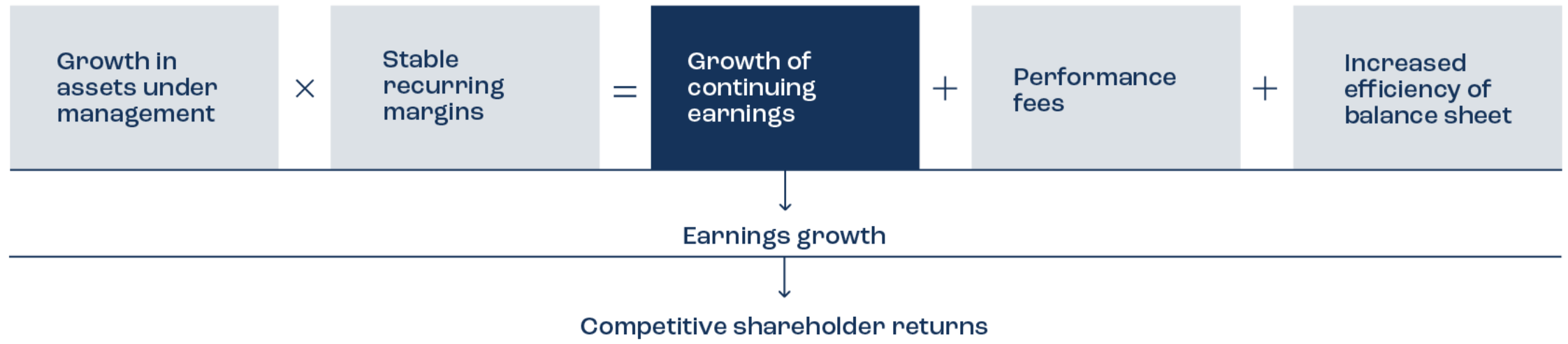
- Grow internationally in Tier 1
- Scale up channels in new markets
- SolarWind III first close
- M&A execution
- Exits from non-strategic investments
- Garantia: Scale portfolio guarantee models with new strategic partners in Finland and abroad

2024

- Grow internationally in Tier 1 and 2
- SolarWind III second close
- Scale Real Estate
- Biocoal Fund in Canada
- Garantia: Distribution agreement with a Nordic partner

Must-haves: Cost-effective organisation, scalable processes, high quality, deep expertise, talent attraction

Competitive shareholder returns



Long term financial targets



Growth

> 15%

Growth in continuing earnings



Profitability

Operating profit

> 25%



Shareholder value

ROE

> 15%

Dividend policy

Taaleri's objective is to distribute to shareholders at least 50 percent of the profit for the financial year, as well as the capital that the company does not need for growth investments or to fulfil its targets for solvency.

History

- 2021**
Wealth management operations
Divested
- 2016**
Taaleri Plc
Nasdaq Helsinki
- 2016**
Taaleri Energia Ltd
Founded
- 2015**
Garantia
Acquired
- 2013**
Taaleritehdas Plc
Helsinki First North
- 2011**
Taaleri Investments Ltd
Founded
- 2009**
Taaleri Private Asset Management Ltd
Founded
- 2007**
Taaleritehdas Ltd
Founded

Taaleri key figures, continuing operations

Operating profit 2021

€30.8

Million
Operating profit, % 44.2

Market cap

~317

Euro, million
12/2021

AUM

€2.3

Billion
3/2021

Income 2021

€69.7

Million

Personnel

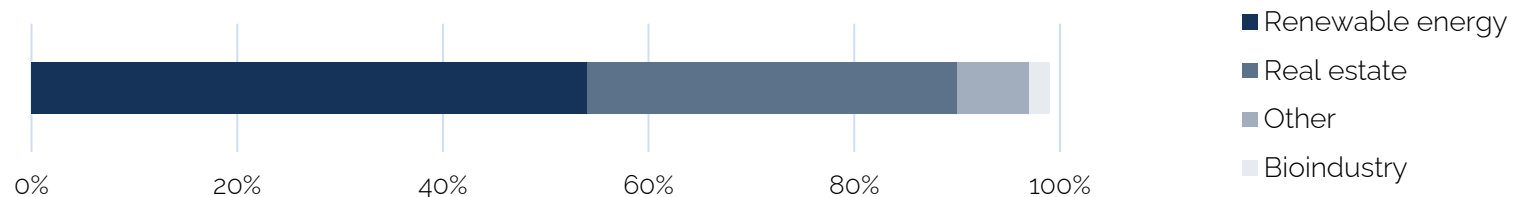
104

31 December 2021

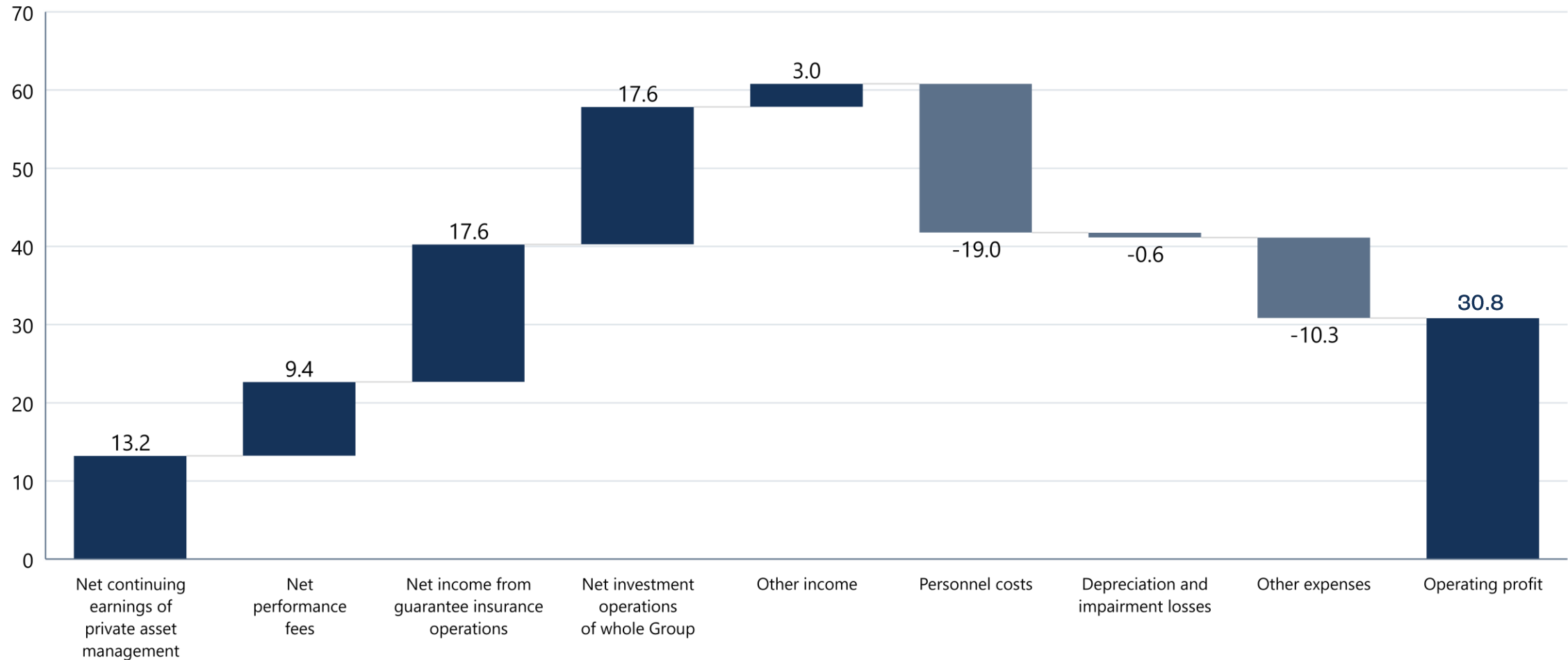
Taaleri founded

2007

Assets Under Management

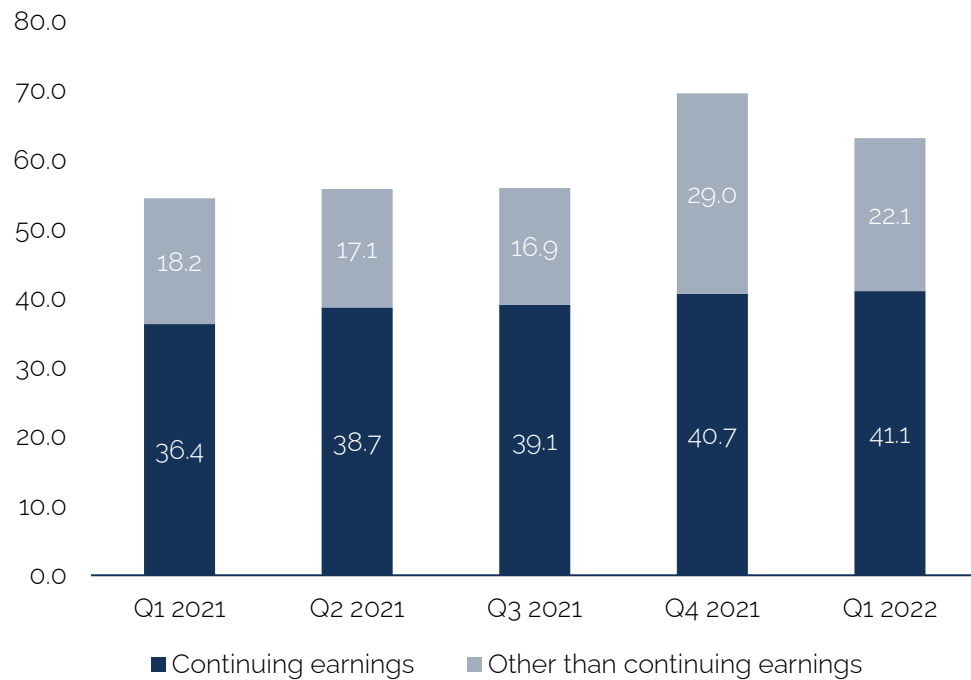


Taaleri's operating profit FY 2021

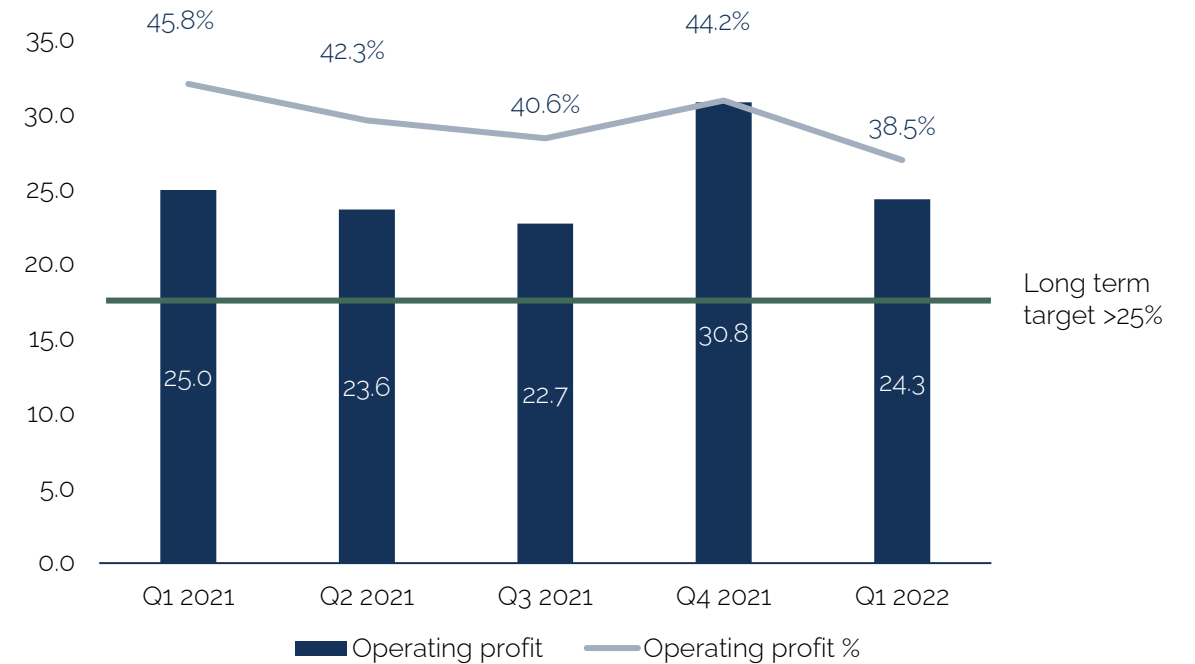


The development of Taaleri's income and operating profit, last 12 months

Income last 12 months, MEUR



Operating profit last 12 months, MEUR



Taaleri share

The development of Taaleri's share price since the IPO
20 April 2013–31 May 2022



Taaleri has approximately
9,600 shareholders
(6,022 on 31 April 2021)

An aerial photograph of a single wind turbine situated in a dense, green forest. The turbine's three blades are spread out, and its tower is visible. A dirt road or path leads to the base of the turbine. The overall scene is lush and green, suggesting a natural, sustainable environment.

**We strive to be
a Nordic
forerunner in
alternative
investments
focusing on
sustainability**

TALERI

Focus on continuing earnings and strong investor returns

Minna Smedsten, CFO
Taleri Investor Day 2022

Our strategic priorities 2021–2023

1

We put impact and renewable energy at the heart of our operations

2

We seek to scale all our businesses

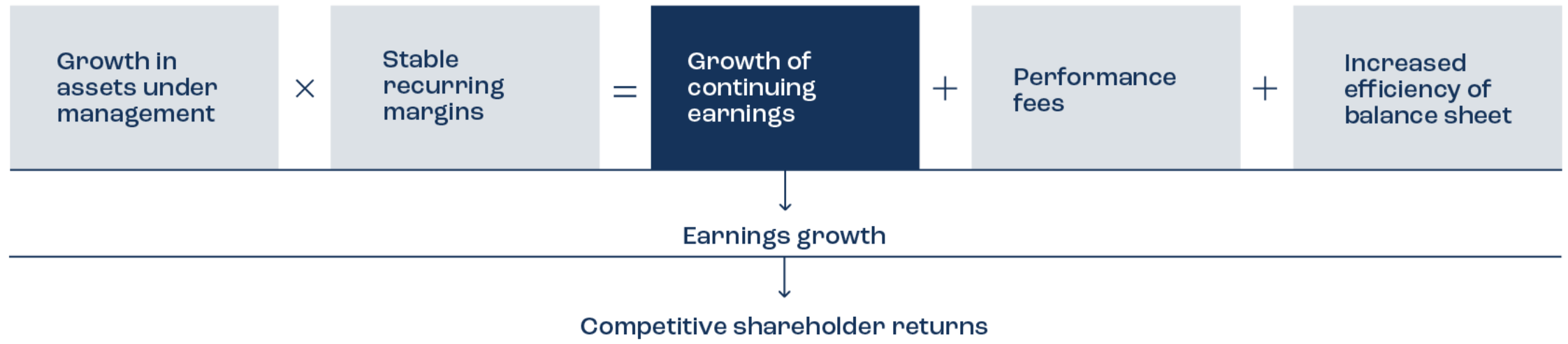
3

We are expanding the sales and distribution of our private equity funds

4

We optimize return on capital and balance sheet usage

Competitive shareholder returns



Taaleri's alternative funds earnings model

Taaleri receives long-term income from its alternative funds. The fee income comprises of management fees and performance fees. The recognition of fee income is somewhat different between domestic and international funds.

Example of new international Taaleri Fund fees and AUM



Taaleri's alternative funds earnings model

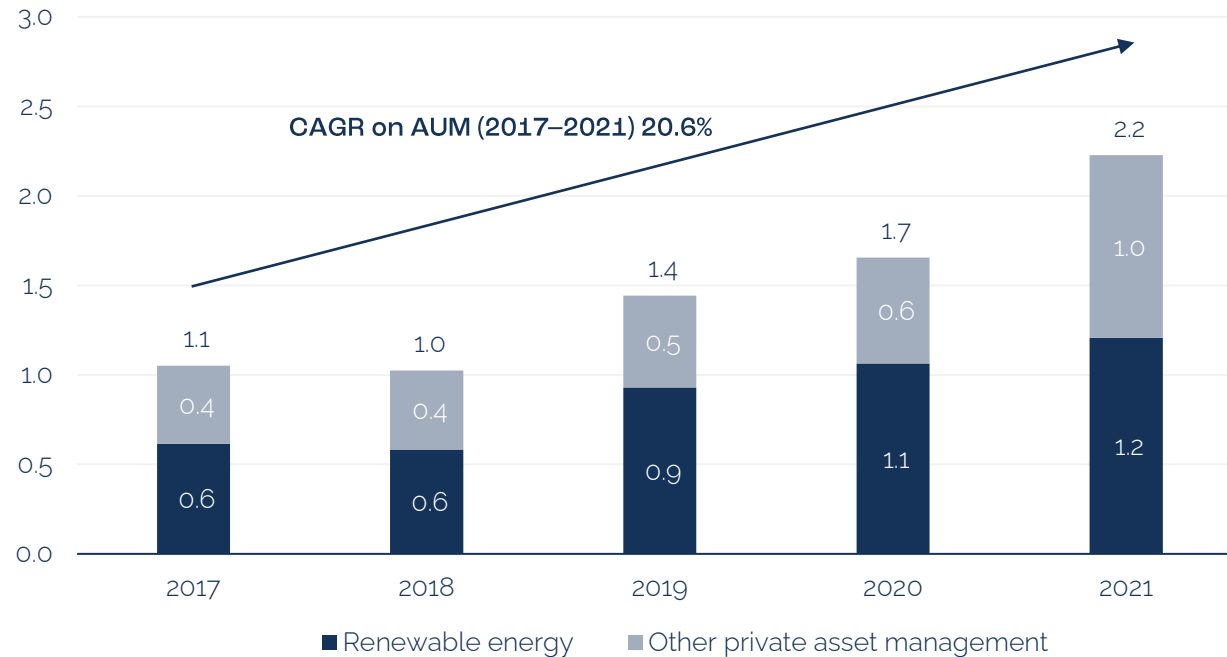
Taaleri receives long-term income from its alternative funds. The fee income comprises of management fees and performance fees. The recognition of fee income is somewhat different between domestic and international funds.

Illustration of Taaleri's alternative funds earnings model



Scalable business models and attractive investor returns drive our growth

Development of AUM in Private Asset Management segment, BEUR



Net IRR

11%

Exited Taaleri funds and co-investments
2014-2022

TVPI

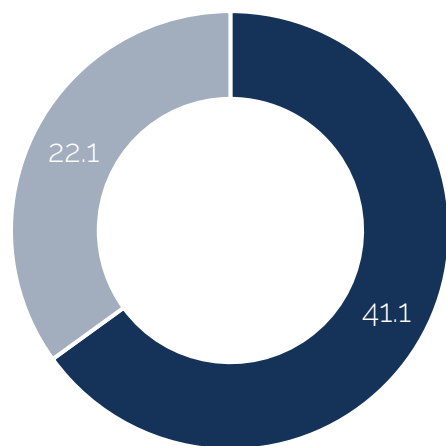
1.6x

Exited Taaleri funds and co-investments
2014-2022

Strong and consistent performance improve our returns

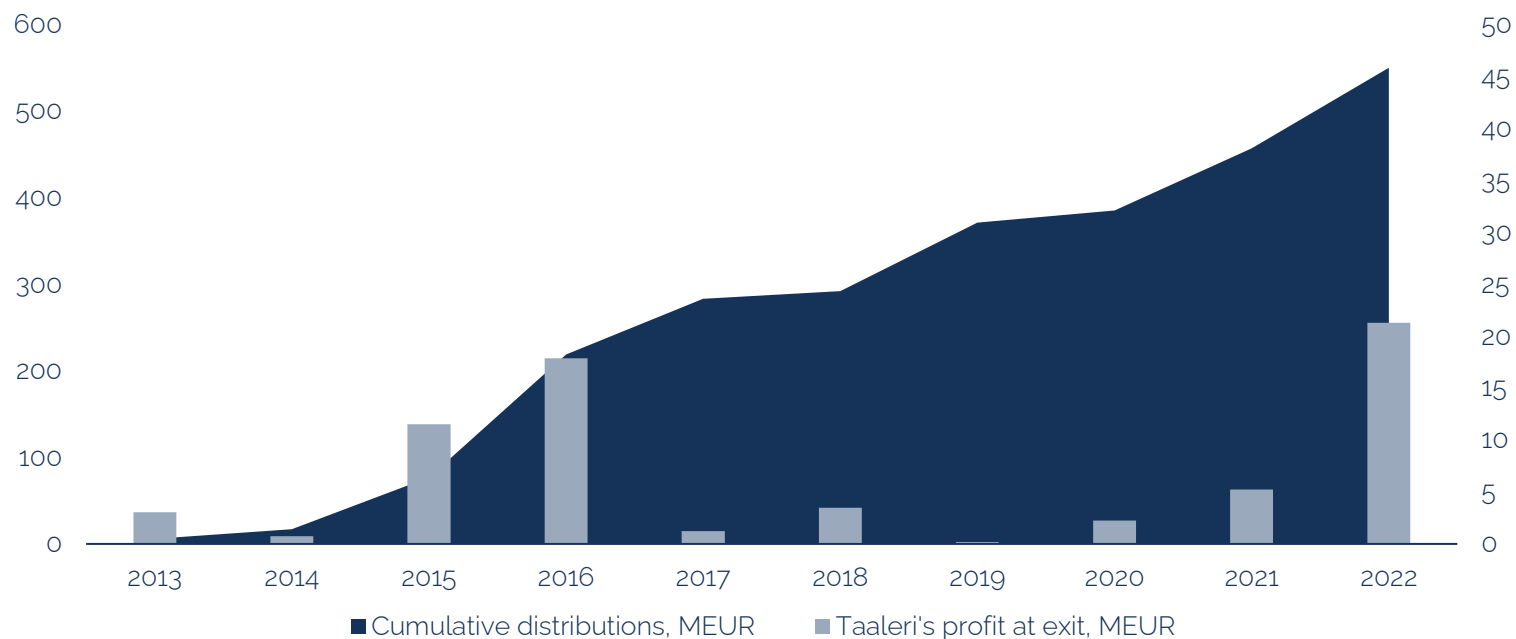
Taaleri's income MEUR

LTM Q1 2022



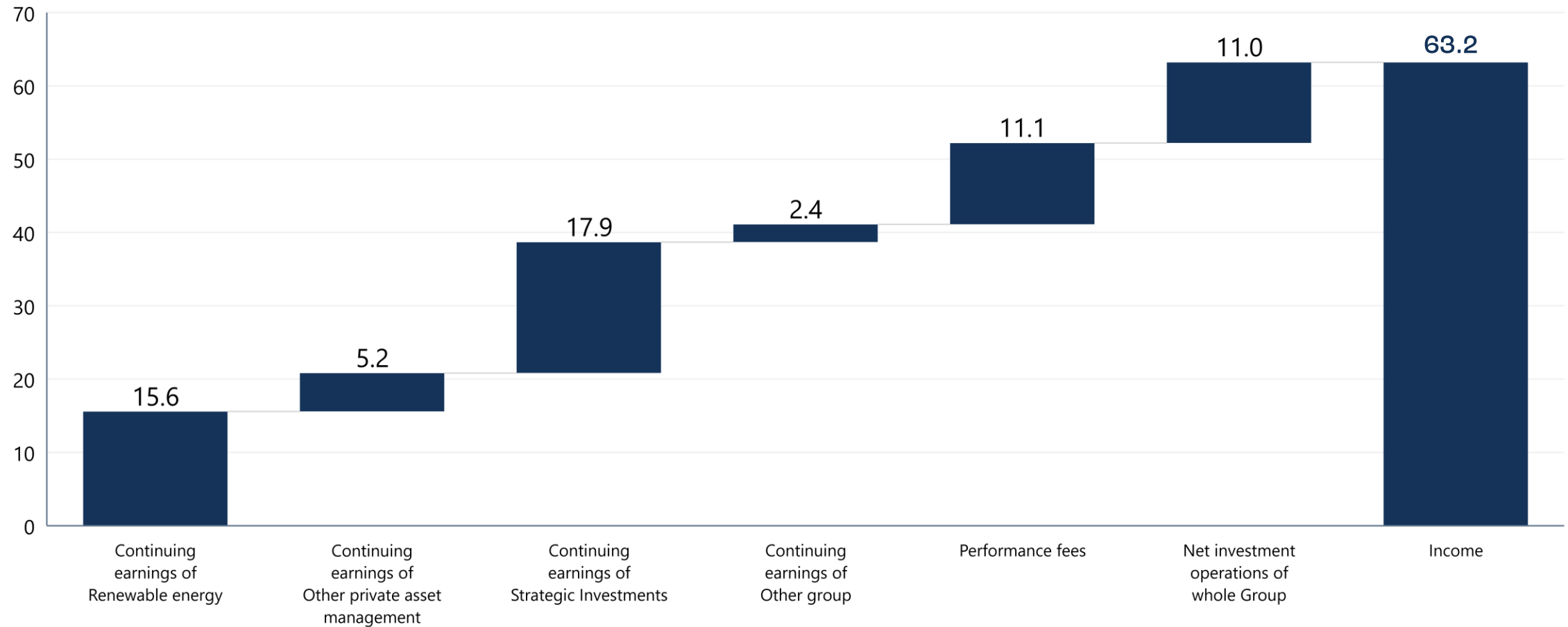
- Continuing earnings
- Other than continuing earnings

Taaleri's exited funds and co-investments



Breakdown of Taaleri's income by business

LTM Q1 2022



Long term financial targets



Growth

> 15%

Growth in continuing earnings

13% LTM Q1 2022



Profitability

> 25%

Operating profit

38% LTM Q1 2022



Shareholder value

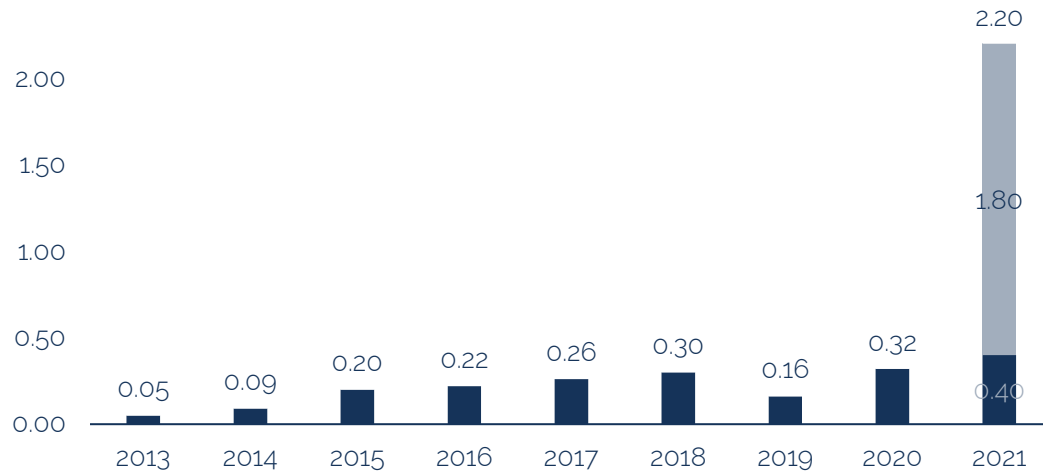
> 15%

ROE

72% LTM Q1 2022

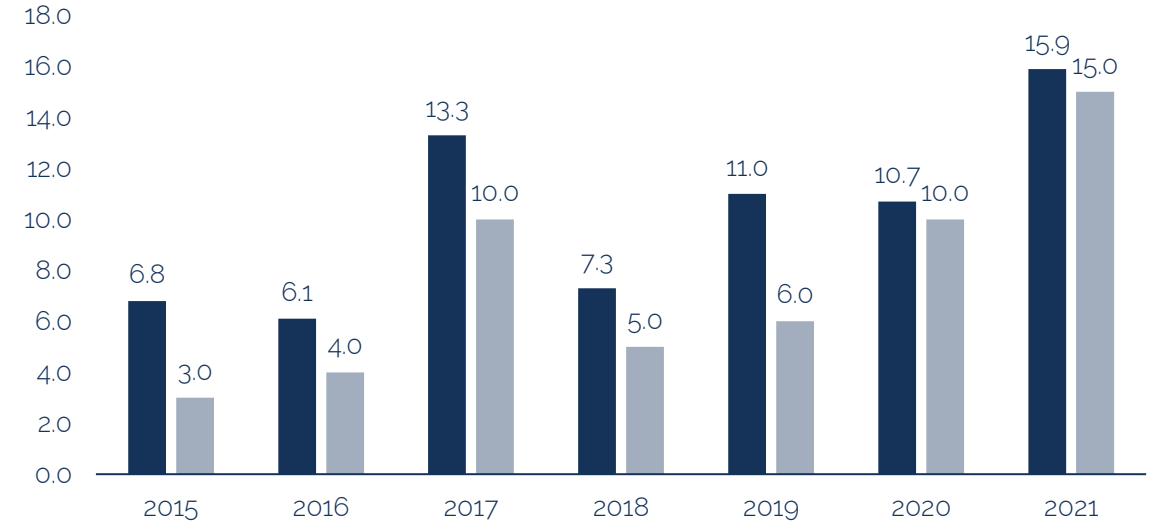
Increased efficiency of balance sheet drive our shareholders' returns

Dividend / share EUR



■ Additional distribution of capital due to the sale of Wealth management operations

Garantia's renewed strategy enables rising dividends



Garantia's solvency ratio: 238% (2015), 233% (2016), 232% (2017), 229% (2018), 219% (2019)

■ Garantia's profit for the financial year (FAS), MEUR
 ■ Garantia's dividend to Taaleri, MEUR

Dividend policy

Taaleri's objective is to distribute to shareholders at least 50 per cent of the profit for the financial year, as well as the capital that the company does not need for growth investments or to fulfil its targets for solvency.

Taaleri has a strong balance sheet

Strategic Investments Q1 2022

€35.7

31.12.2021: €33.1
Million

Non-strategic Investments Q1 2022

€25.4

31.12.2021: €23.7
Million

Garantia Investment Portfolio Q1 2022

€146.4

31.12.2021: €165.9
Million

Cash Q1 2022

€60.7

31.12.2021: €53.3
Million

Assets in Total Q1 2022

€310.0

31.12.2021: €318.7
Million



Dividend paid in April 2022

€1.20

A dividend of EUR 1.20 per share, a total of EUR 34.0 million, was paid on 8 April 2022 for the financial year 2021.

Our strategy execution delivers strong investor returns

Equity Q1 2022 after 2021 dividend

€189.5 Million

Equity ratio Q1 2022

72.1%

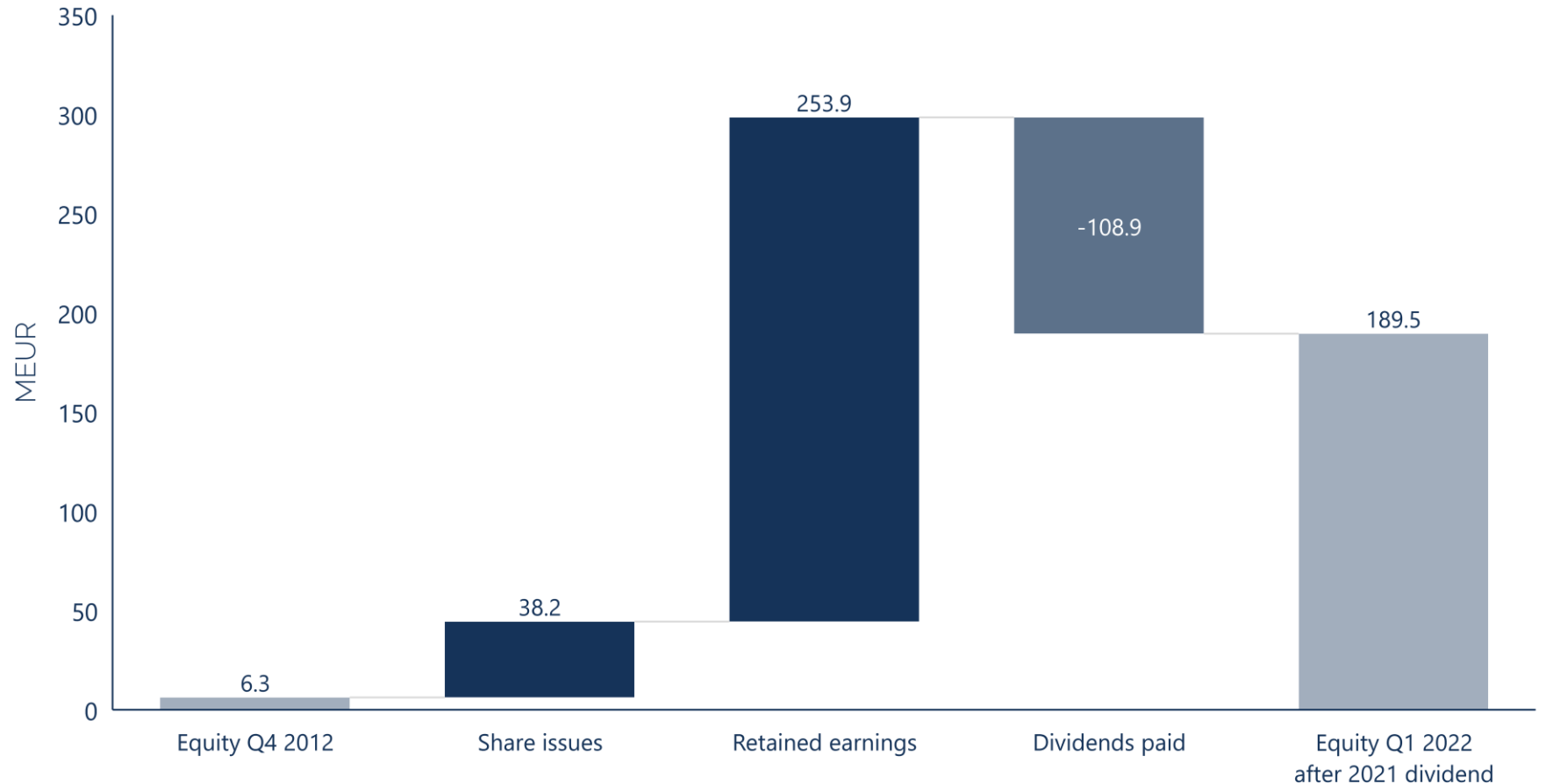
Equity / share Q1 2022

€7.91

Interest bearing debt Q1 2022

€14.9 Million

Development of equity since Taaleri's listing in 2013



Taaleri's total shareholder return

Since Taaleri's listing
24 April 2013–31 May 2022

20.7%

OMXHGI 11.4%

Total shareholder return, annualized

- 16.6% increase in share price
- 4.1% dividends paid

During current strategy period
1 January 2021–31 May 2022

39.1%

OMXHGI 6.5%

Total shareholder return, annualized

- 19.4% increase in share price
- 19.7% dividends paid



Taaleri's total shareholder return

Since Taaleri's listing
24 April 2013–31 May 2022

453.0%

OMXHGI 167.8%

Total shareholder return

- 305.4% increase in share price
- 147.6% dividends paid

During current strategy period
1 January 2021–31 May 2022

59.6%

OMXHGI 9.3%

Total shareholder return

- 28.6% increase in share price
- 31.0% dividends paid



TALERI

Renewable Energy

Investing in energy transition

Taaleri Energia

Investing in the energy transition

- Taaleri Energia develops and invests in utility scale wind farms and solar plants. It manages assets throughout their entire lifecycles.
- Our team is one of the largest in Europe, with end-to-end expertise in project development, deal sourcing, technical due diligence, project financing, transaction execution, construction and operations.
- We manage a 2.8 GW portfolio of wind and solar assets in Europe, the US and the Middle East.
- Taaleri Energia is among the most significant private equity owner-operators in the Finnish wind market
- We partner with investors of the highest calibre to accelerate the global transition to a renewable energy future.

€1.3

Billion AUM

5

Funds

2.1

Million tonnes
reduction in CO₂ *

* Reduction in carbon dioxide per year
for the lifetime of the assets

~40

Team members

Taaleri Energia

Strategic priorities

- **Maintain strong investment performance**
Maximise the performance and value of solar and wind investments, making Taaleri Energia managed funds attractive to a wide pool of institutional investors
- **SolarWind III fundraising**
Present an attractive investment opportunity to international institutional investors and grow the size of SolarWind III fund from its predecessor fund
- **Build a development portfolio**
Assemble a portfolio of development projects and manage its progression to seed the upcoming SolarWind III fund with high-quality assets

Together with our investors, we are accelerating the global transition to a future powered by renewable energy

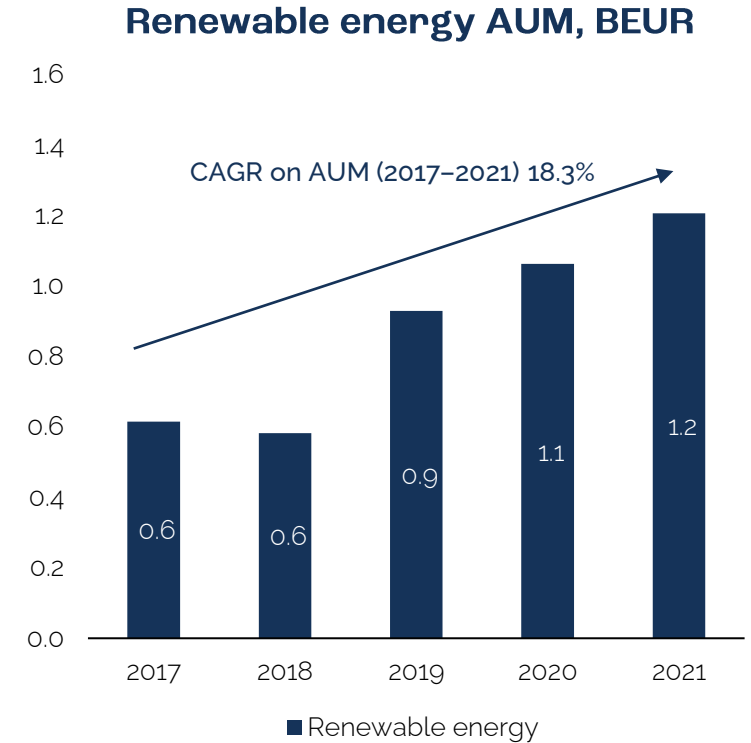
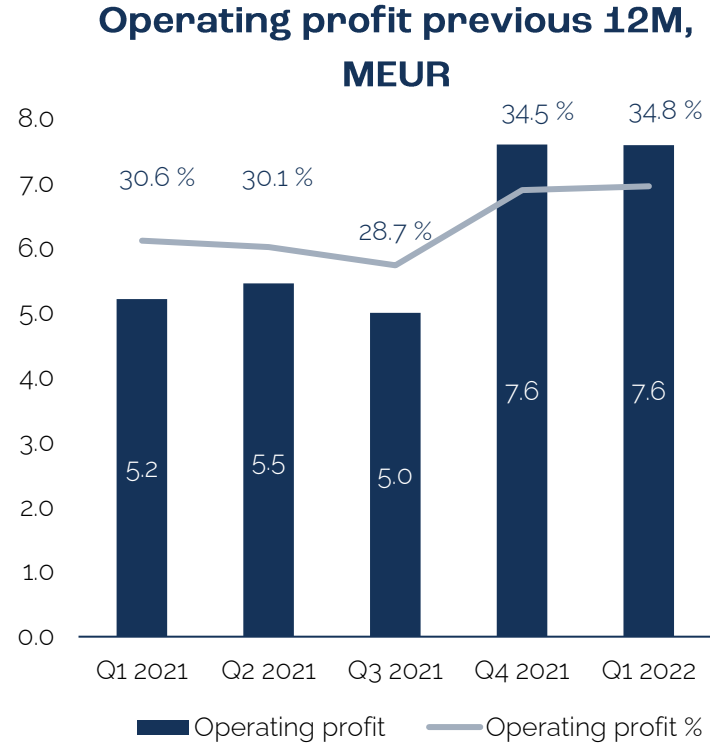
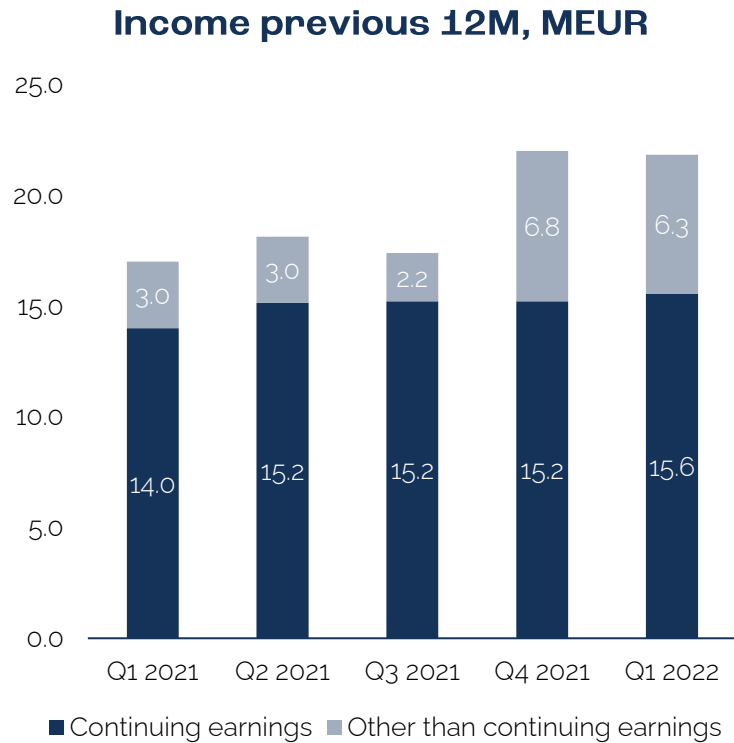
Strategic roadmap for Renewable energy

2022	2023	2024
<ul style="list-style-type: none"> • Reach the end of SolarWind II investment period • Manage construction of SolarWind II projects • Add new development projects to the portfolio • Launch SolarWind III fundraising • Enhance value of assets in the portfolio 	<ul style="list-style-type: none"> • Manage construction of SolarWind II projects • First closing of the SolarWind III fund • Invest SolarWind III • Enhance value of assets in the portfolio • Prepare for the exit of the Wind II & III funds • Explore new Managed Accounts 	<ul style="list-style-type: none"> • Conclude SolarWind III fundraising • Invest SolarWind III • Manage construction of SolarWind III projects • Enhance value of operational portfolio • Conclude exit of Wind II & III funds

2025
ambition

**AUM
exceeding
EUR 2 bn**

The development of Renewable energy's income, operating profit and Assets Under Management



TAALERI

Real Estate

A housing fund pioneer in Finland

Real Estate

What we do

- Local real estate partner – Specialising in real estate fund, investment and asset management.
- Closed-end real estate funds – authorised AIF manager for 9 closed-end real estate funds.
- Real estate mandates – Portfolio manager for two open-end funds and asset manager for two real estate portfolios of institutional and international clients.
- 14 real estate specialists – All strategic real estate management expertise in- house.
- Real estate portfolio €800m – Property portfolio including residential and commercial properties and built-to-rent projects.
- Sustainability as a core – ESG integrated into all operations.

€800

Million Portfolio

13

Funds and mandates

14

Team members

Real Estate

Strategic priorities

- **Real estate funds business**
Scale real estate funds through Aktia sales channel and through own sales organisation.
- **Real estate mandate business**
Scale real estate mandates through professional investment and asset management services.
- **Sustainable investment products**
Gain substantive competitive edge through excellency in sustainability and ESG.

We aim to be the leading local partner for investors who seek to gain profitable returns while taking part in shaping a more sustainable environment and communities for the future.

Real Estate

Strategic roadmap


2022	2023	2024
<ul style="list-style-type: none">• Launch new Taaleri Housing Fund VIII (SFDR Article 8)• Grow Taaleri closed-end funds• Grow Aktia open-end funds• Exit Taaleri closed-funds under exit phase	<ul style="list-style-type: none">• Launch a new sustainable investment product• Grow Taaleri closed-end funds• Grow Aktia open-end funds• Exit Taaleri closed-end funds under exit phase	<ul style="list-style-type: none">• Launch a new sustainable investment product• Grow Taaleri closed-end funds• Grow Aktia open-end funds• Exit Taaleri closed-end funds under exit phase

2025
ambition

AUM
EUR 1 bn

Real Estate

Funds and mandates

	Taaleri Funds			Mandates	
Fund raising	TAALERI Housing Fund VIII				
	Type: Closed-end, AIF Strategy: Built to Rent, Residential, ESG				
Investment period	TAALERI Rental Home (VII)	TAALERI Multifunctional Premises		Aktia Commercial Properties*	Aktia Residential Fund+ *
	Type: Closed-end, AIF Strategy: Built to Rent, Residential, Impact	Type: Closed-end, AIF Strategy: Built to Rent, Warehouse		Type: Open-end, non-UCITS Strategy: Buy & Hold, Commercial	Type: Open-end, non-UCITS Strategy: Buy & Hold, Residential
Holding period	TAALERI Property Fund I	TAALERI Property Fund II	TAALERI Forest Fund III	 PATRIZIA Residential Portfolio**	Aktia LIV Portfolio**
	Type: Closed-end, AIF Strategy: Buy & Hold, Residential Plots	Type: Closed-end, AIF Strategy: Buy & Hold, Residential Plots	Type: Closed-end, AIF Strategy: Buy & Hold, Forest Land	Type: AM Mandate Strategy: Set by Portfolio Owner	Type: Separate Mandate Strategy: Set by Portfolio Owner
Exit phase	TAALERI Housing Fund IV	TAALERI Linnainmaankulma	TAALERI Real Estate Development		
	Type: Closed-end, AIF Strategy: Built to Rent, Residential	Type: Closed-end, AIF Strategy: Built to Rent, Commercial	Type: Closed-end, AIF Strategy: Property Development		

* Portfolio Management Mandates
** Asset Management Mandates

TAALERI

Bioindustry

Leading the way in Europe

Taaleri Bioindustry

A European forerunner

- Taaleri Bioindustry develops and invests in industrial scale plants that enable the growth of bioeconomy sector globally.
- As a European pioneer, we launched a bioindustry fund, which focuses on industrial-scale bioindustry projects that promote sustainable development. The fund is classified as an Article 9 fund under the EU's Sustainable Finance Disclosure Regulation.
- Taaleri's legacy investments in Bioindustry field are a biorefinery for processing tall oil, a biocoal factory and a biogas production fleet. We also prepare several other industrial-scale projects.
- The team has strong technical know-how about various bioindustry technologies as well as members with long industrial transaction experience.

€134

Million AUM

4

Team members

Taaleri Bioindustry

Strategic priorities

- **Focus on sustainable investments**

Our focus areas are in renewable materials and replacing the use of virgin natural resources in several different industries like packaging, fabrics, energy and circularity of materials
- **Attract new investors**

Current investors Finnish institutional, family offices & HNW investors. Focus in the future towards foreign institutional and family offices investors
- **Focus on finding new technologies**

Focus on scalable technologies that have a meaningful position in the economy and value chain

We aim to speed up the shift from fossil-based materials to sustainable solutions by enabling disruptive technologies to go to market

Strategic roadmap

2022

- Fundraising of Taaleri Bioindustry I (target MEUR 80) both directly and together with Aktia. Manage first investments.
- Finalize Biocoal project, supervision and management of the construction phase
- Active management of Fintoil through Board work, launch in Q3

2023

- Fintoil first operational year, active management on production side through Board work
- Manage investments to Bioindustry Fund I
- Joensuu Biocoal starts production in Q4
- Evaluation of new fund opportunities

2024

- Launch of Biocoal Canada Fund
- Manage investments to Bioindustry Fund I
- Preparation for Bioindustry Fund II

2025
ambition

AUM
EUR 500
million

Examples of selected bioindustry market segments

Key drivers affecting multiple segments

Organic fertilisers

Demand for organic and / or non-fossil fertilisers is driven by the input-intensive industry's attempts to mitigate the negative impacts of agrochemicals, while also improving biodiversity and soil productivity

Recycling technologies

Discarded waste material can replace virgin raw materials as feedstock in a variety of products, enabling a circular economy with minimal to no adverse impact on the product's physical properties

Textile and fibre

Innovative production of cotton-like fibres from recycled clothing and production of clothing grade fibres from various feedstocks such as straw, bagasse, wood and other fibrous material streams

Metal recovery

Sustainable recovery of critical metals from various waste sources and industrial side streams supports circular economy initiatives and offers an alternative to virgin raw materials

Functional biomaterials

Certain plastics can be replaced with sustainable biomaterial solutions, which can utilise industrial side streams or renewable carbon sources, thus acting as a substitute for virgin resources

Geothermal energy

Geothermal energy is obtainable essentially everywhere by drilling into the earth's crust and it can be used for heating and cooling purposes or alternatively to generate renewable electricity



TAALERI

Garantia

Modernising collateral practices

Garantia

Scalable guarantee insurance solutions

- Garantia is an independent non-life insurance company specialising in guarantee services.
- We pool together premiums that our customers pay to offset the risk of loss
 - Premiums are received before losses are paid
 - Interval that often extends over many years
- We manage the funds, and the investment return plays a role in our earnings and profitability.
- Our principal risks are credit risk arising from underwriting guarantees, and the market risk of the investment operations.

€1.7

Billion, Q1/2022
Gross insurance exposure

31%

Combined ratio, Q1/2022

223%

Solvency ratio,
Q1/2022

A-

Credit rating (S&P)

Garantia

Modernising collateral practices

- We **increase the trust** between different parties.
- We provide customers with **easy and cost-effective** guarantee solutions and new business opportunities.
- We collaborate closely with our customers and partners and build **long-lasting customer relationships**.
- We operate an attractive business **model** that is very **scalable**.
- Our customers are **consumers and corporates** in Finland.
- Our team has **extensive experience** in the financial sector and **expertise** in digital service development.

We offer

- guarantees for homeowners, landlords and housing companies.
- guarantees for corporate loans and other corporate commitments.

Garantia

Strategic priorities

- **Further diversify our insurance portfolio**
Expanding insurance operations with new ways to deploy guarantee, and through co-operation and partnerships. Targeting a more diversified insurance portfolio.
- **Optimise the use of capital**
Efficient capital management while maintaining the strong capital adequacy to offset underwriting/insurance risks.
- **Expand distribution**
Focus on new distribution channels and revenue streams. Underwriting guarantees in Finland and later in Northern Europe with domestic partners.

We enhance capital efficiency by modernising traditional collateral practices for the benefit of our customers

Strategic roadmap for Garantia

2022

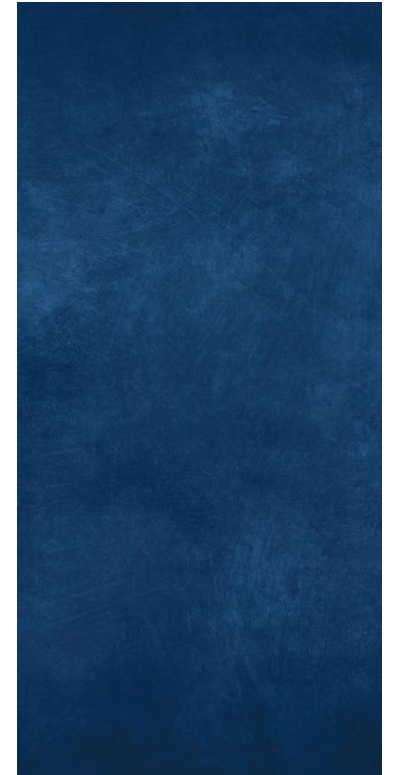
- Maximise the potential of current distribution channels.
- Creating and launching co-operation with corporations in scalable portfolio guarantee models.
- Rental guarantee distribution in digital marketplaces.
- Exploring co-operation possibilities outside Finland.

2023

- Expand distribution network channels.
- Scale portfolio guarantee models with new strategic partners in Finland and abroad.
- Analyse new possibilities to offer protection (e.g. underwriting reinsurance).

2024

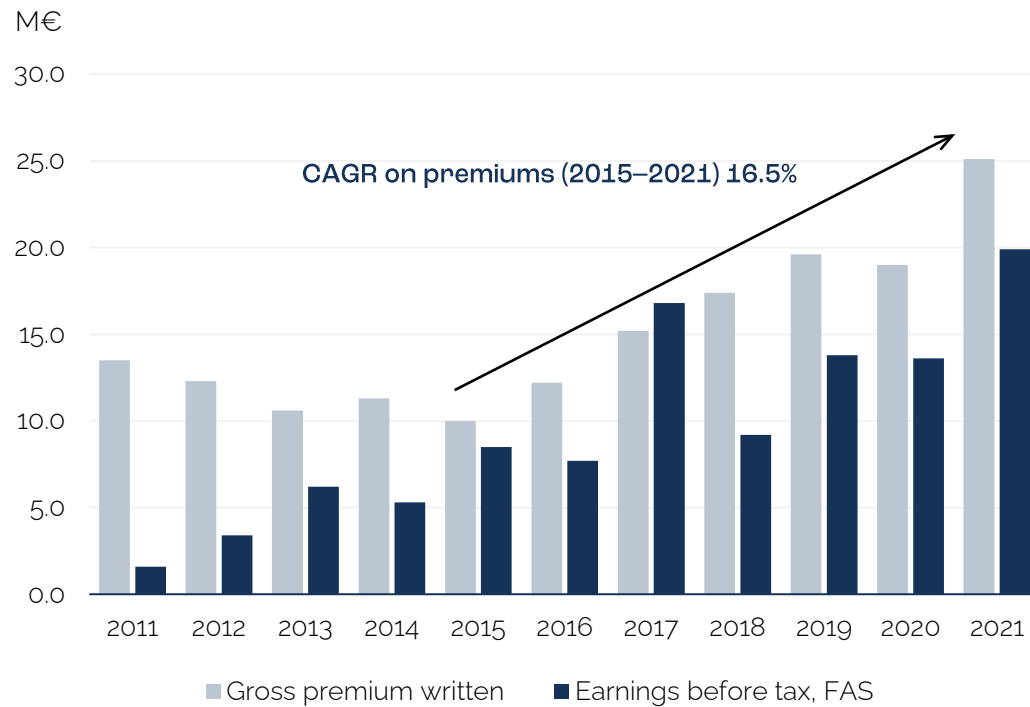
- Distribution agreement with a Nordic partner.
- Exploring “Connected Insurance” possibilities and other new digital solutions provided by data platforms.



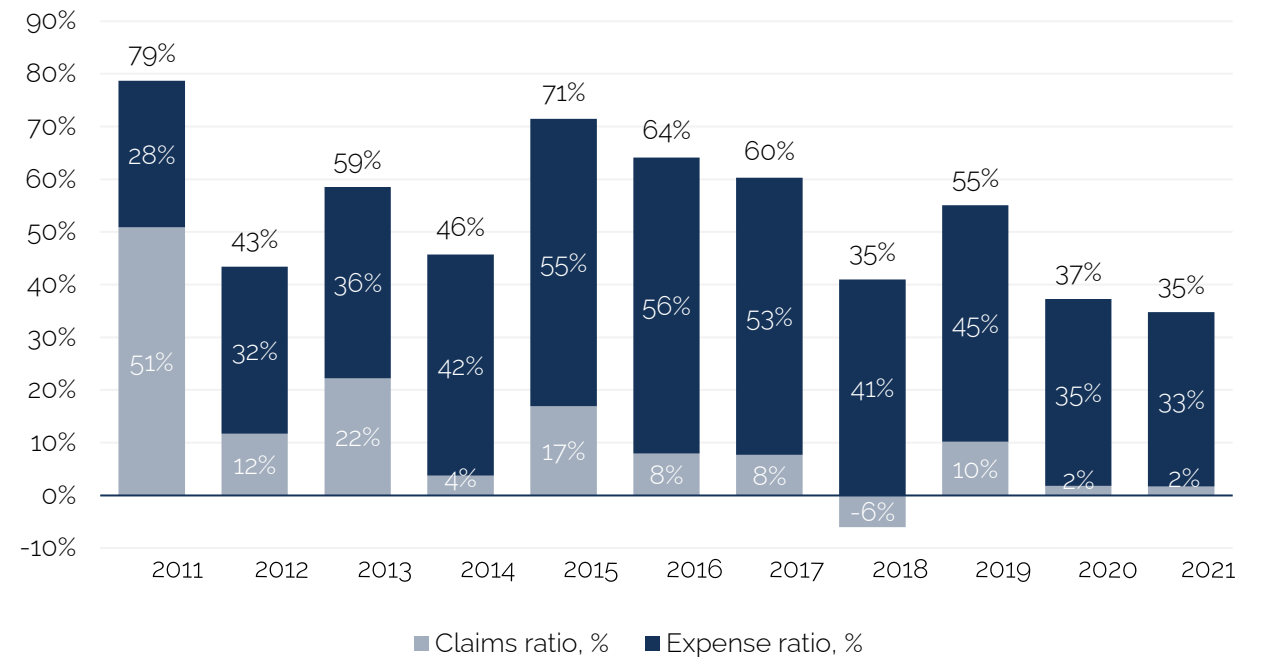
Garantia in numbers

Business has been on a growth path since the beginning of Taaleri's ownership in 2015.

Gross premium written and earnings before tax, FAS



Combined ratio, IFRS, %



T A A L E R I