

Finnish PE/VC-market pulse survey - Results

March 25th, 2022

Tesi (Finnish Industry Investment)

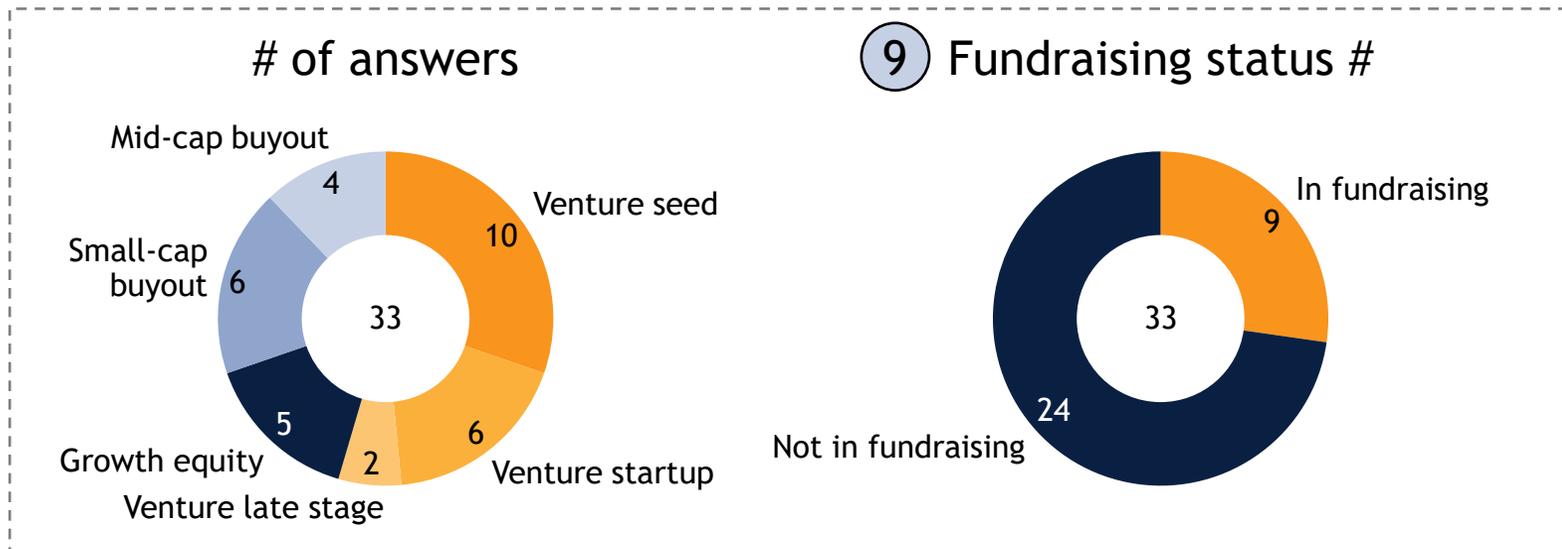
FVCA (Finnish Venture Capital Association)

The objective of the survey

- ◆ The objective of the survey was to create a quick snapshot of the initial effects on the Finnish PE/VC firms and their portfolio companies caused by the Russia's attack to Ukraine. The snapshot enables data-based evaluation of the necessity and form of the potential governmental support measures towards the whole industry.
- ◆ The survey contained 9 questions and was conducted between March 11th and 18th, 2022. The objective was to illustrate the impact on the investment activity and the portfolios in overall level. The survey was conducted in lower level of detail compared to the previous COVID-related surveys to get a faster snapshot of the situation.

Question topics

- 1 Personnel of the portfolio companies
- 2 Business of the portfolio companies
- 3 Fundraising of the portfolio companies
- 4 Exit-market of the portfolio companies
- 5 Dealflow
- 6 Solvency of the LP's
- 7 Fundraising: Finnish LP's
- 8 Fundraising: international LP's
- 9 Fundraising status



Russia's attack to Ukraine has not directly affected the major part of the Finnish PE/VC firms or their portfolio companies

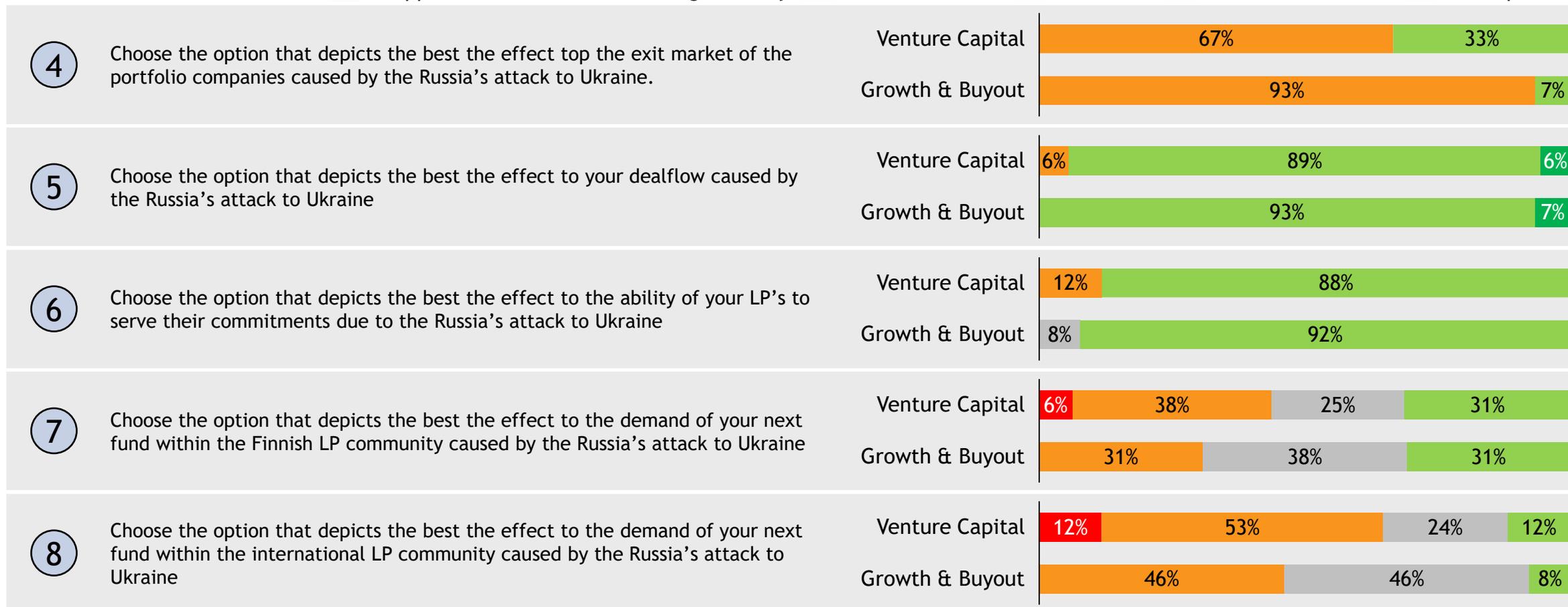
80-100 % 60-80 % 40-60 % 20-40 % 0-20 %



- Finnish PE/VC firms have rather clear picture of the impact of Russia's attack to Ukraine to the portfolio companies.
- About 80 percent of the Finnish private equity companies report that less than 20 percent of the portfolio companies have Russian or Ukrainian personnel.
- About 80 percent of the portfolio companies do not experience significant harm in their business activities from the Russia's attack to Ukraine.
- Further financing of the portfolio companies has remained unchanged, but some challenges have been arising in the venture capital and growth segments.

At this stage it is estimated that the exit market for portfolio companies and fundraising situation for PE/VC firms have deteriorated

■ Disappeared / Has deteriorated significantly
 ■ Has deteriorated
 ■ Undecided
 ■ Remained the same
 ■ Has improved



- About 80 percent of the respondents experiences deterioration in the exit market. The deterioration is foreseen to be more evident in the growth and buyout segment
- The respondents also expect challenges in fundraising. About 40 percent of the respondents foresee that the fundraising market has become challenging within the Finnish LP community and about 60 percent fooresee the same in international LP community. The challenging outlook in the fundraising concerns particularly venture-investors

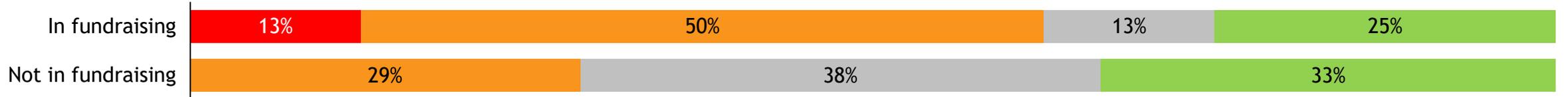
The fundraising market // Investors who are currently raising funds have observed deterioration in the demand within fund investors

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Finnish LP's

■ Disappeared / Has deteriorated significantly
 ■ Has deteriorated
 ■ Undecided
 ■ Remained the same
 ■ Has improved

Choose the option that depicts the best the effect to the demand of your next fund within the Finnish LP community caused by the Russia's attack to Ukraine

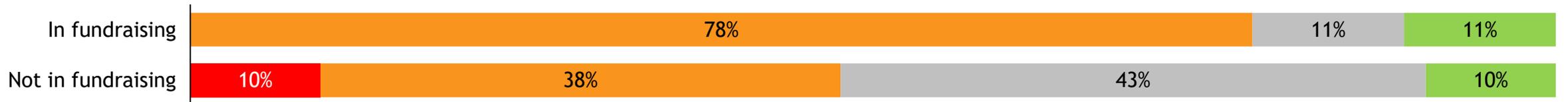


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International LP's

■ Disappeared / Has deteriorated significantly
 ■ Has deteriorated
 ■ Undecided
 ■ Remained the same
 ■ Has improved

Choose the option that depicts the best the effect to the demand of your next fund within the international LP community caused by the Russia's attack to Ukraine



◆ Currently, approximately 60 percent of the investors who are raising funds experience deteriorated demand within Finnish LP community and 80 percent within the international LP community