

STENHUS

Fastigheter

Q3 2023 Presentation

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Today's presenters



Elias Georgiadis
CEO & Board member



Mikael Nicander
Deputy CEO



Tomas Georgiadis
CFO

1. Introduction to Stenhus Fastigheter

Stenhus Fastigheter in brief

Key ratios 2023-09-30

MSEK 1 065
Rental income¹

MSEK 360
Earnings capacity¹

MSEK 847
NOI¹

SEK 15,94 ps
EPRA NRV

53,5%
Net LTV

2,04 x
ICR LTM²

158
Properties

6.1 years
Lease duration

SEK 13,0 bn
Market value

94,4%
Economic occupancy rate

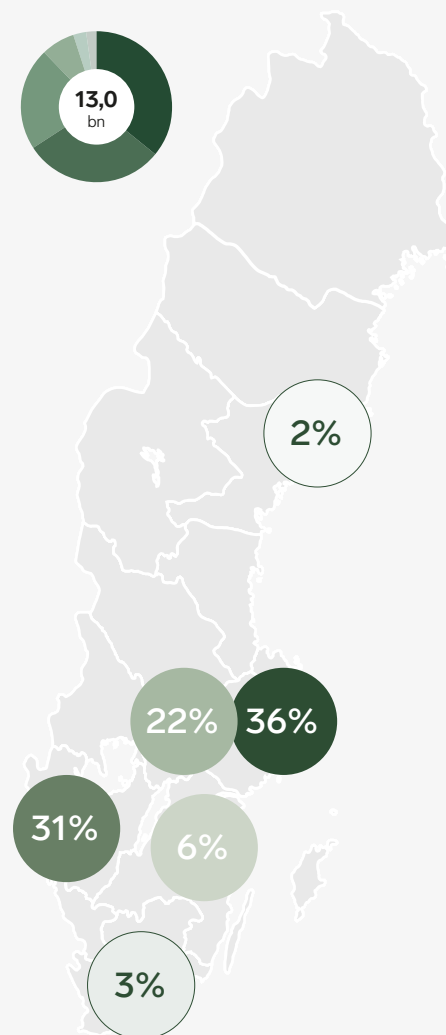
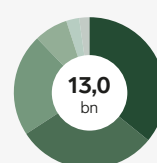
BB
Rating NCR

¹ Earnings capacity per Q3 2023
² R12

Geographical footprint, % of portfolio value

Market value per region

Stockholm	36%
West	31%
Mälardalen	22%
East	6%
South	3%
North	2%



Company overview



Clear focus on sustainable growth, operating cash flows, and lease durations.



Strong presence in Stockholm and Mälardalen region, 58% of portfolio value.



Vision to become one of the leading real estate companies in Sweden, within the next five years.

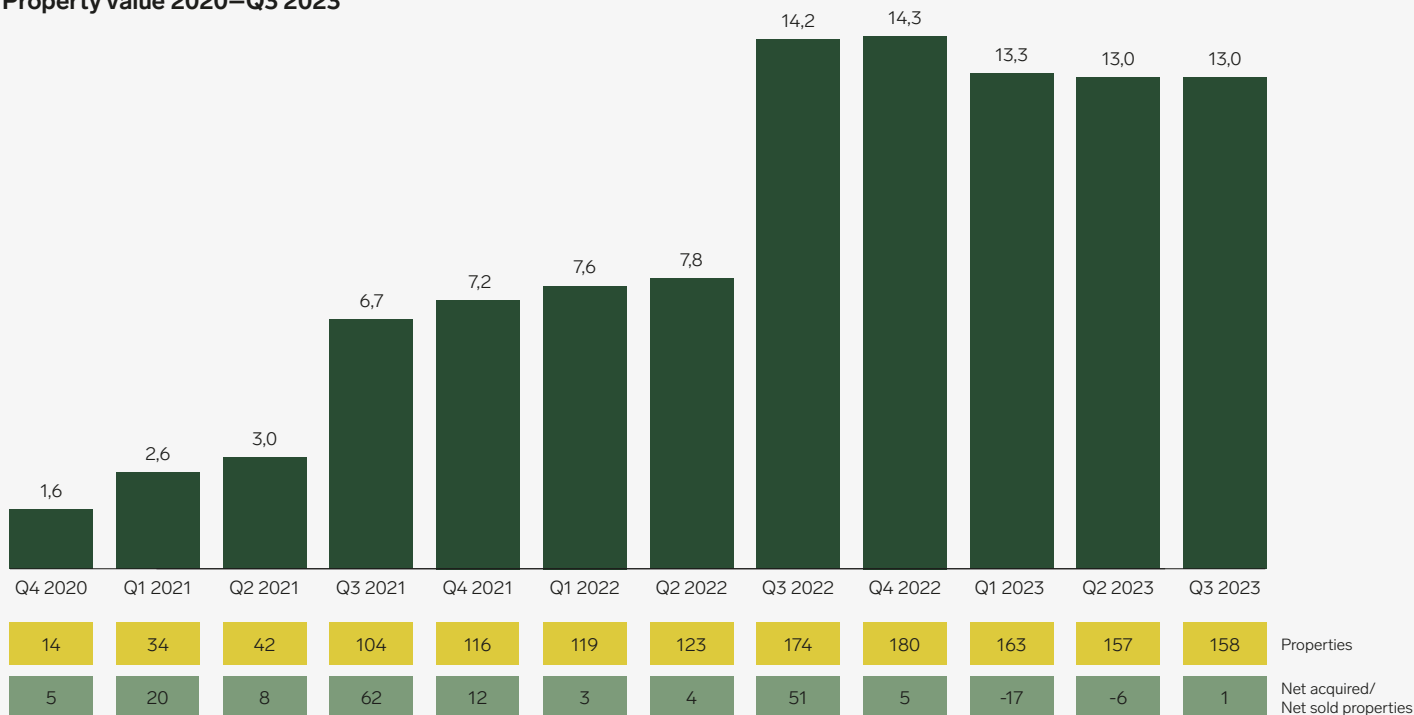


Properties within five categories: public, grocery anchored, light industrial/logistics, offices in regional cities and non-speculative development projects.

Fast-growing company

Historical development of Stenhus Fastigheter

Property value 2020–Q3 2023



- Q3 2020, issues shares (SEK 697m) and acquires properties (SEK 1,376m)
- Q4 2020, listed on Nasdaq First North Growth Market (24th Nov 2020)
- Q1 2021, public takeover bid on MaxFastigheter (property value SEK 2,951m) and acquires additional properties (SEK 1,438m)
- Q2 2021, offer for MaxFastigheter accepted and right issue (SEK 450m)
- Q3 2021, MaxFastigheter consolidates with Stenhus Fastigheter
- Q2 2022, Bid Randviken Fastigheter (property value SEK 7,171m)
- Q3 2022, Randviken Fastigheter consolidates with Stenhus Fastigheter

Stenhus Fastigheter's targets

2023-09-30



> SEK 20bn
property value before 2025



12% ROE
over a business cycle



LTV < 60%
currently 55,5%



Net LTV < 55%
currently 53,5%



ICR > 2.25x
currently 2,04x LTM R12



Equity ratio > 35%
currently 42,3%



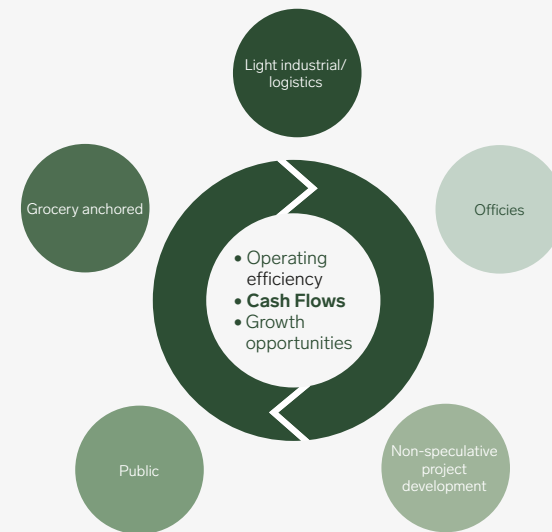
Avg. tied-up capital > 2.5yrs
currently 2,5 years

¹ Loan-to-value is defined as interest-bearing debt, excluding leasing, in relation to fair value of properties. Equity ratio is defined as equity in relation to total assets (excl. IFRS 16 right-of-use assets). Interest coverage ratio is defined as profit from property management after adding back financial expenses in relation to financial expenses

Long-term strategy supported by a value-creating business model

Business model and strategy

- Long-term strategy is to manage all properties and projects in-house to enable maximum customer knowledge and customer satisfaction and thus deliver in line with the Company's business model
- The Company shall always attempt to find long-term lease agreements with costumers to secure the business model
- Property management shall always be a central part of the Company's business to optimise the property portfolio best way possible



Stenhus' investment strategy is anchored in the business model with a focus on cash flow and long lease terms
All acquisitions should be done to uphold long-term stability and a diverse property portfolio

Diverse property portfolio

Investments in different types of properties will be crucial for Stenhus in order to reach its return targets and to strengthen its cash flow over time

- Public properties
- Light industrial / Logistics
- Grocery anchored
- Offices in regional cities
- Non-speculative development projects (100% pre-let)

Long-term stability

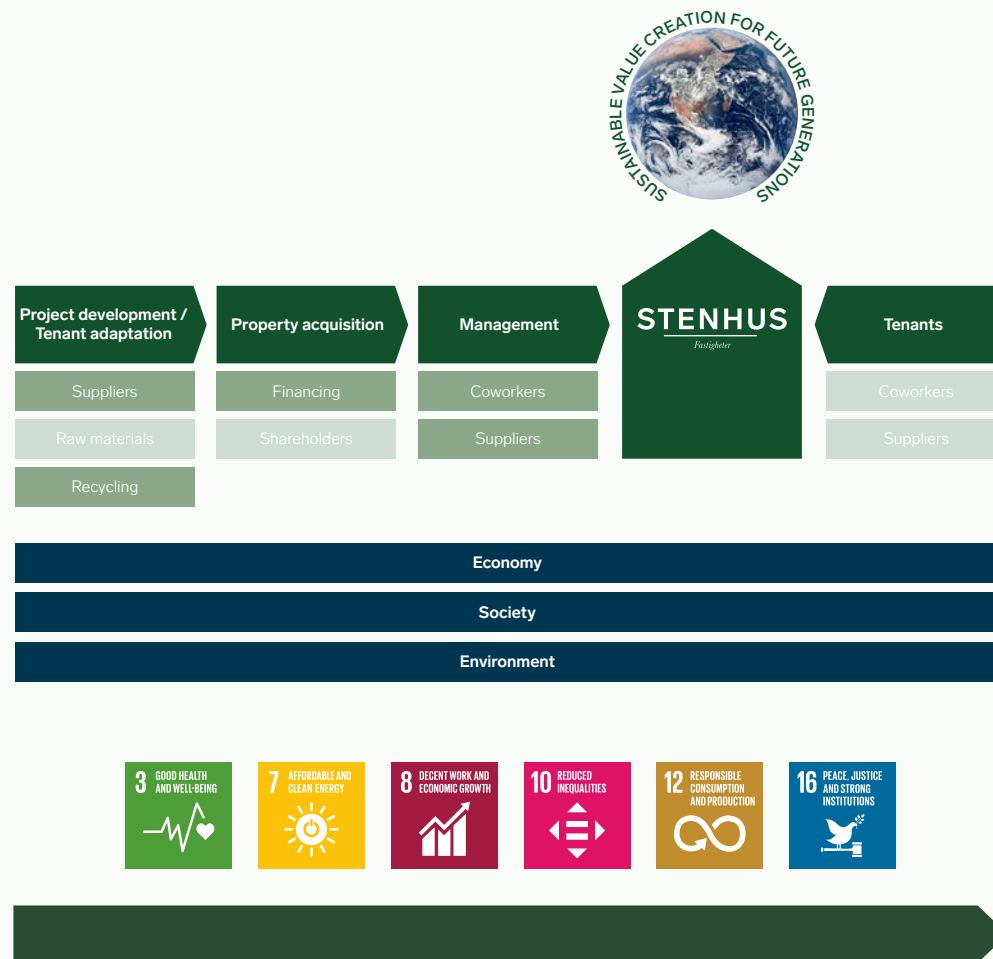
In order to generate long-term and stable cash flow, the Company is mainly interested in opportunities with the following characteristics:

- Properties with long-term lease contracts, stable cash flows from creditworthy tenants and low vacancies
- Opportunistic acquisitions with good opportunities for value creation where new cash flows can be created

Sustainability efforts

Sustainability efforts are based on the UN Sustainable Development Goals

STENHUS VALUE CHAIN



Environmental efficiency

- Renewable energy
- Energy efficiency
- Sustainability certifications
- Reduced CO2 emissions

Business ethics

- Anti-corruption
- Code of Conduct
- Reduced inequality
- Whistle blower function



Sustainable economic growth

- Financial stability
- Economic growth
- Long-term customer relationships

Professional and engaged employees

- High competence level
- Attractive employer
- Personal development
- Incentive programs

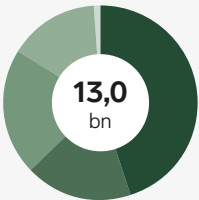
Critical mass of high quality assets in strong property markets

158 properties with a total market value of SEK 12,986m

Rental income

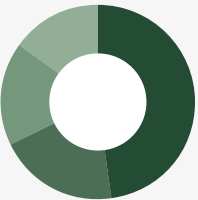
Market value per segment

Light industrial/logistics	49%
Grocery	18%
Public	21%
Office	12%
Non-speculative project development	0%



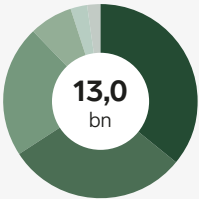
Rental income per segment

Light industrial/logistics	51%
Grocery	20%
Public	17%
Office	12%
Non-speculative project development	0%



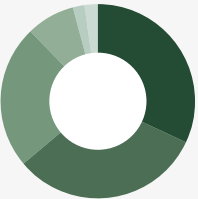
Market value per region

Stockholm	36%
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South	3%
North	2%



Rental income per region

West	33%
Stockholm	32%
Mälardalen	23%
East	8%
North	3%
South	1%



Diversified tenants and solid WAULT of 6.1 years

Top 15 largest tenants, rental income¹, accounted for 33% of rental income

Tenant	Area, sq.m	Number of contracts ²	Wault, year
Alstom Rail Sweden AB	25 795	2	6,1
Bilia AB	24 610	7	9,5
Botkyrka Kommun	12 935	3	9,6
Ahlberg-Dollarstore AB	25 280	8	5,4
Capio Legevisitten AB	7 808	3	11,4
IAC Group Sweden AB	38 438	1	9,7
City Gross Sverige AB	10 763	1	1,0
Willys Dagab Inköp & Logistik AB	8 284	2	3,7
Quintus Technologies AB	10 663	4	5,2
Tyresö Kommun	7 995	1	5,0
Momentum Group AB	28 219	1	4,2
Polismyndigheten	9 351	8	5,1
Leo's AB	11 474	3	6,4
Hedin Mobility Group AB	7 048	2	13,9
ITAB Shop Concept Nässjö AB	26 391	1	8,3
Top 15	255 054	47	7,2
Others	644 780	914	
Total	899 834	961	6,1³
Economic rental rate, %	94,4		
Area-wise rental rate, %	89,1		

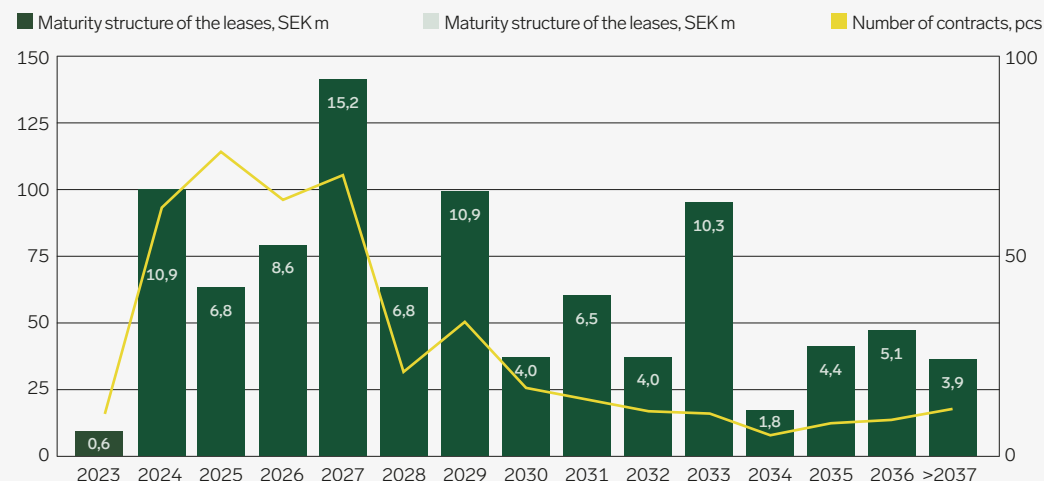
¹ Rental income per 2023-09-30

² Leases exceeding SEK 500,000

Lease maturity structure by rental income¹

Maturity year	Area, sq.m	Number of contracts	Annual rent	
			MSEK	Percentage
2023	3 399	9	6	1
2024	79 099	64	101	11
2025	55 689	76	63	7
2026	65 599	64	79	8
> 2027	572 639	212	676	73
Total	776 425	425	925	100

¹ Includes contracts with an annual rent that exceeds SEK 200,000



Selected properties



Tyresö Forellen 19



Stockholm Ivalo 1



Botkyrka Samariten 1



Norrtälje Vattumannen 2,3 & 4



Västerås Finnslätten 6



Skiftinge 1:5 & 1:6



Tibro Hammaren 1



Skövde Personbilen 1



Sigtuna Rosersberg 11:143

Selected projects

Stenhus continuously work to identify development opportunities and unused building rights within the stock in order to create additional value and facilitate long-term contractual relationships



Finnslätten 6

City:
Västerås

Project type:
New office building

Construction end:
Tenant has moved in July 2023

Segment
Light industrial/logistics

Lettable area, sqm
ca. 10,600 Sqm

Occupancy at completion:
100%



Spinnaren 6

City:
Köping

Project type:
New production

Construction end:
Tenant has moved in August 2023

Segment
Grocery

Lettable area, sqm
ca. 3,600 Sqm

Occupancy at completion:
100%



Skiftinge 1:5 & 1:6

City:
Tibro

Project type:
New production

Construction end:
Q1 2024

Segment
Grocery

Electricity production
Ca. 1200 sqm BTA+1214 sqm outdoor market incl 370 sqm roof

Occupancy at completion:
100%

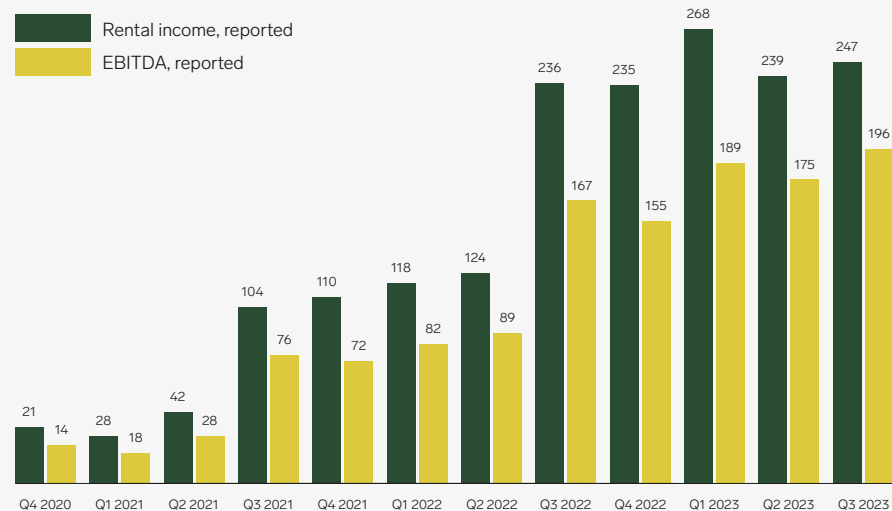
Low risk development portfolio with large share of pre-let premises with no speculative elements

Income statement

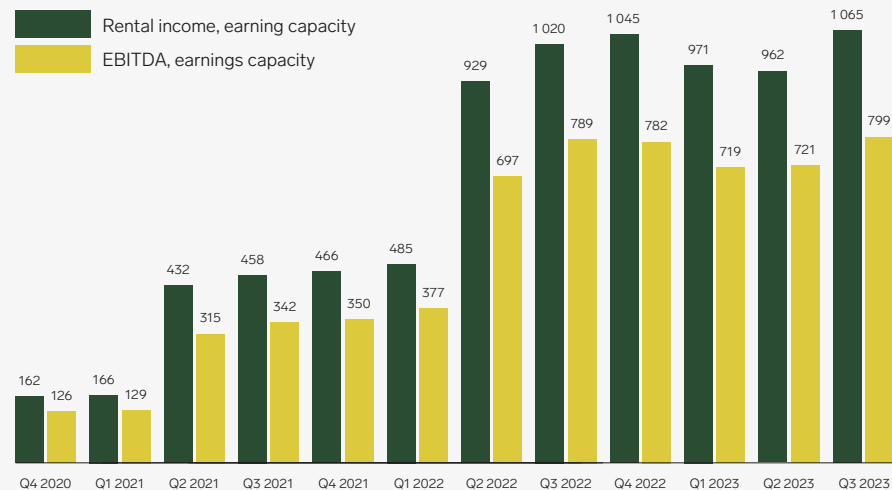
Income statement

	2023 July- Sept	2022 July- Sept	2023 Jan- Sept	2022 Jan- Sept	R12 22 Oct- 23 Sept	2022 Jan- Dec
tsek						
Rental income	246 873	235 561	754 256	477 061	989 597	712 402
Property costs	-42 980	-55 598	-163 797	-113 475	-230 900	-180 578
Gross profit	203 893	179 963	590 459	363 586	758 697	531 824
Central administration	-13 133	-16 490	-44 571	-35 271	-61 983	-52 683
Results from associated companies	-7 868	9 344	-40 351	20 290	-34 313	26 328
<i>-of which operating profit</i>	4 945	3 428	13 928	9 589	17 940	13 601
Financial income and expenses	-92 273	-70 055	-276 968	-117 889	-353 502	-194 423
Results including value changes in associated companies	90 619	102 762	228 569	230 716	308 899	311 046
<i>-of which operating profit</i>	103 432	96 846	282 848	220 015	361 152	298 319
Early redemption fee on loans/reconstituting costs	—	-4 500	—	-4 500	—	-23 250
Change in value of properties	-143 008	35 646	-607 556	266 485	-913 789	-39 748
Change in value of financial instruments	-6 715	18 366	4 343	83 391	1 672	80 720
Profit before tax	-59 104	152 274	-374 644	576 092	-603 218	347 518
Tax	6 759	28 665	50 719	-58 720	8 497	-100 942
Net income	-52 345	180 939	-323 925	517 372	-594 721	246 576
Attributable to						
Attributable to parent company shareholders	-49 711	175 732	-317 393	502 092	-606 997	212 488
Attributable to non-controlling interest	-2 634	5 207	-6 532	15 280	12 276	34 088
Data per share						
Profit for the year attributable to the parent company shareholders	-49 711	175 732	-317 393	502 092	-606 997	212 488
Weighted average number of shares after dilution, thousand	370 628	364 865	370 628	294 289	370 579	313 481
Profit per weighted average number of shares after dilution, sek	-0,13	0,48	-0,85	1,70	-1,64	0,68

Rental income and EBITDA, reported (MSEK)

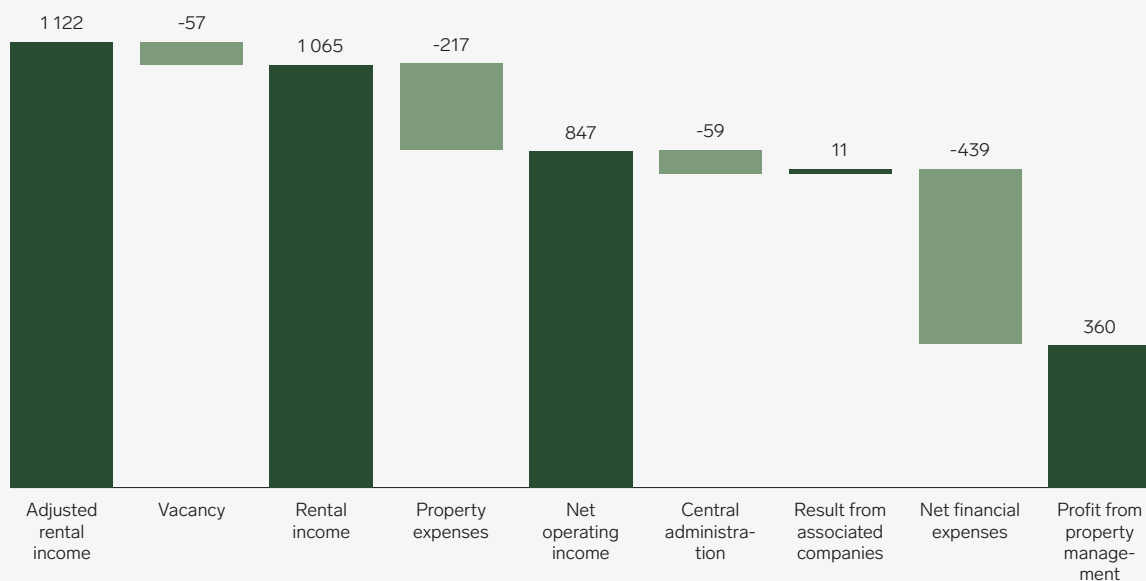


Rental income and EBITDA, earnings capacity (MSEK)



Current earning capacity and Financial targets

Earnings capacity long term as of Q3 2023



Financial targets and dividend policy¹

Target	Policy	Outcome
Loan-to-value	< 60%	55,5%
Net loan-to-value	< 55%	53,5%
Equity ratio	> 35%	42,3%
Interest coverage ratio	> 2.25x	2,04x
Average duration on debt	2.5 years	2,5 years
Average return on equity over a cycle	12%	-3,6%

Sensitivity analysis of long-term management results, SEK m

NOI change	STIBOR3M				
	3,00%	3,50%	4,00%	4,50%	5,00%
-10%	325	300	275	250	225
-5%	367	342	318	293	268
0%	410	385	360	335	310
5%	452	427	402	377	353
10%	495	470	445	420	395

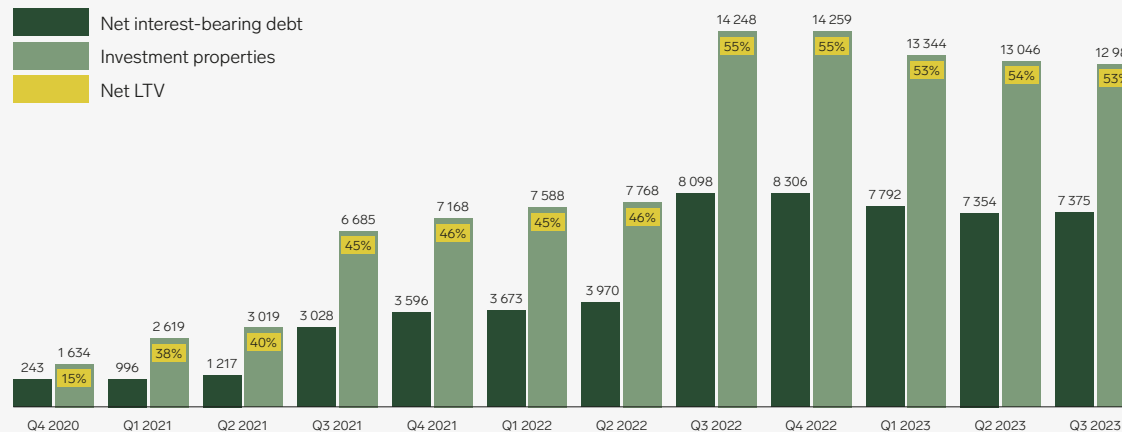
¹ Net loan-to-value is defined as net interest-bearing debt, excluding leasing, in relation to fair value of properties. Equity ratio is defined as equity in relation to total assets (excl. IFRS 16 right-of-use assets). Interest coverage ratio is defined as profit from property management after adding back financial expenses in relation to financial expenses

Balance sheet

Assets

(SEKt)	2023-09-30	2022-09-30	2022-12-31
Investment properties	12 985 975	14 248 167	14 259 215
Plot and right of use assets	195 984	186 634	187 101
Intangible assete	4 081	–	3 524
Other tangible assets	592	66	1 079
Shares in associated companies	293 131	275 761	277 808
Financial investments	–	32 072	–
Derivatives	91 839	92 979	98 237
Total long-term assets	13 571 602	14 835 679	14 826 964
Tax-receivables	–	7 837	–
Account receivables	10 649	9 600	15 512
Claim synthetic repurchase	–	40 000	–
Financial investments	–	–	49 143
Other receivables	60 364	97 667	97 924
Pre-paid expenses and accrued income	57 092	50 233	73 401
Cash and cash equivalents	273 451	316 410	294 414
Total short-term assets	401 556	521 747	530 394
Total assets	13 973 158	15 357 426	15 357 358

Investment properties (MSEK) and net LTV

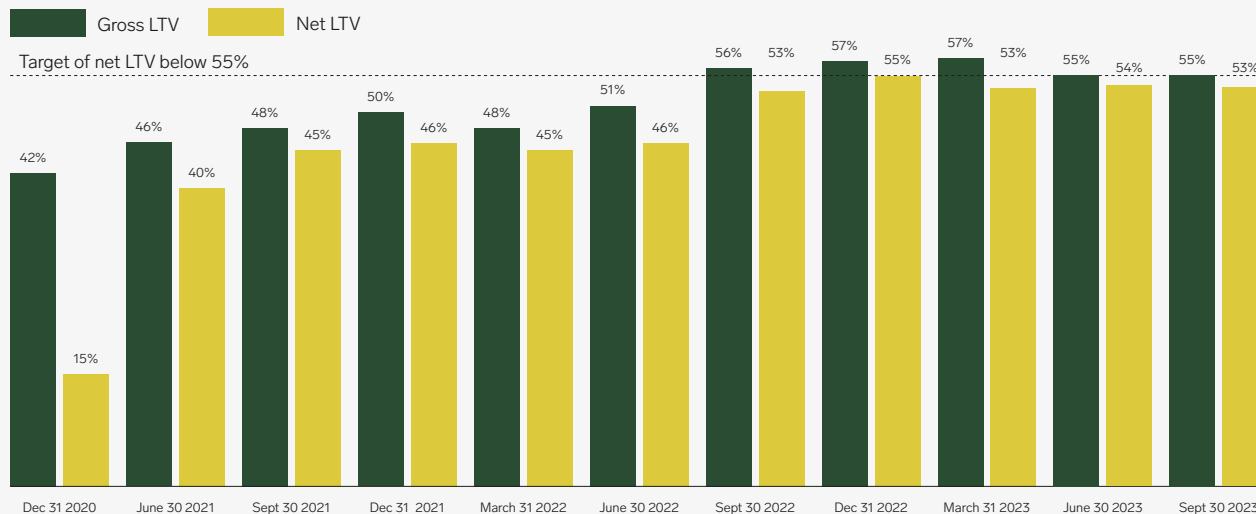


Equity and Liabilities

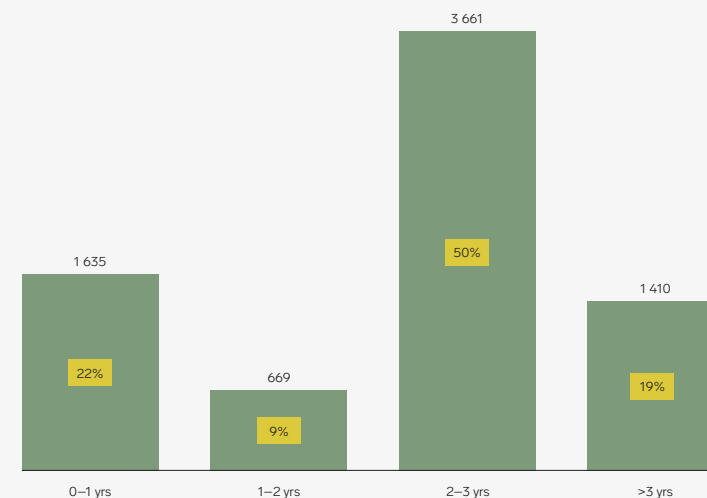
(SEKt)	2023-09-30	2022-09-30	2022-12-31
Share capital	370 629	370 057	370 629
Other capital contributions	4 923 418	4 912 898	4 922 274
Retained earnings inc. current profit	516 544	1 130 854	831 671
Total equity attributable to Parent Company shareholders	5 810 591	6 413 809	6 124 574
Non controlling interest	18 213	35 361	45 174
Total equity	5 828 804	6 449 170	6 169 748
Liabilities			
Long-term interest-bearing liabilities	5 461 340	5 830 250	6 449 679
Long-term leasing liability	195 984	186 634	187 101
Deferred tax liabilities	193 476	229 000	266 316
Total long-term liabilities	5 850 800	6 245 884	6 903 096
Short-term interest-bearing liabilities	1 913 718	2 267 709	1 856 796
Accounts payable	37 019	70 849	115 584
Tax liabilities	16 852	26 786	37 662
Other liabilities	94 570	55 674	66 094
Accrued expenses and pre-paid income	231 395	241 354	208 378
Total short-term liabilities	2 293 554	2 662 372	2 284 514
Total liabilities	8 144 354	8 908 256	9 187 610
Total equity and liabilities	13 973 158	15 357 426	15 357 358

Debt financing and capital structure at a glance

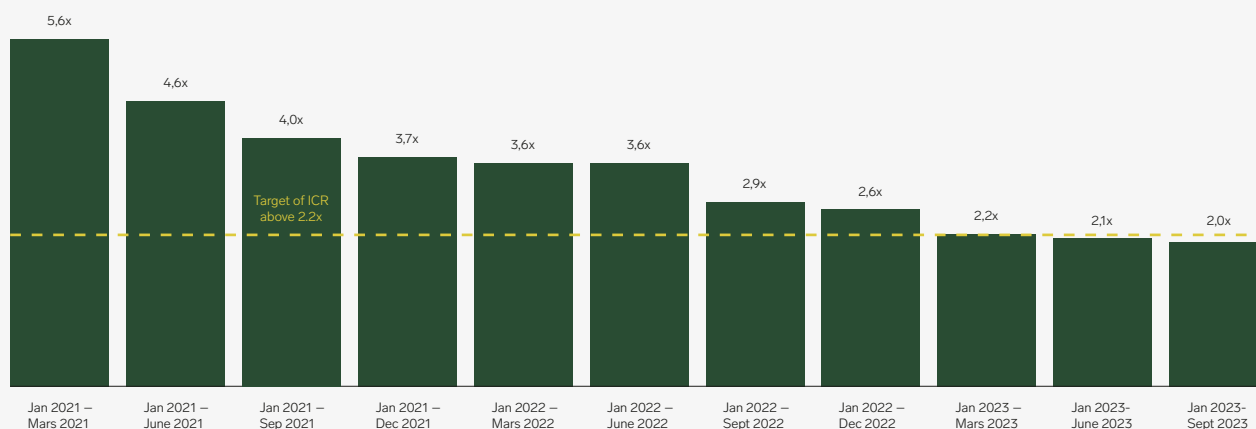
Net Loan to Value



Debt maturity structure (MSEK) ¹



Interest coverage ratio



Key ratios

370 628 606
shares
before dilution

MSEK 7 375
Interest bearing debt

2,5 years
Average capital duration

MSEK 273
Cash & cash equivalents

¹ In addition to credit maturities of SEK 1,635m < 1 year, the Company also reports in the balance sheet the short-term part of long-term financing of SEK 279m under short-term interest-bearing liabilities.

Shareholders and Calendar

Largest shareholder 2023-09-30

Shareholder	Number of shares	Percent
Sterner Stenhus Holding AB	90 301 378	24,4
Fastighets AB Balder	73 041 556	19,7
Investment AB Öresund	33 016 084	8,9
Länsförsäkringar Fonder	21 769 156	5,9
Conny Ryk	19 078 073	5,1
FastPartner AB	10 359 254	2,8
Creades AB	9 375 000	2,5
PriorNilsson Fonder	8 951 280	2,4
Movestic Livförsäkring AB	6 422 218	1,7
Uddetorp Invest AB	5 874 954	1,6
Total 10 largest shareholders	278 188 953	75,1
Other shareholders	92 439 653	24,9
Total	370 628 606	100,0

Calendar

Interim report
Q3
November 23
2023

Financial
statements
communiqué
February 21
2024

Interim report
Q1
May 16
2024

Annual general
meeting
23 maj
2024

Interim report
Q2
August 22
2024

Interim report
Q3
November 21
2024

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Fastigheter