

**Wallenstam** 

**SUMMARY Q1 2017**

**SUSANN LINDE, CFO AND HEAD OF INVESTOR RELATIONS**



## IMPORTANT EVENTS, Q1

- > Successful business model
- > More land allocations
- > Transaction agreement with Castellum
- > Marina Fritsche will become responsible for the Gothenburg business area





## STALLBACKEN PUNKT1 COMPLETED IN Q1, 2017

- > 188 rental apartments
- > First phase of five in the Stallbacken area
- > Total of 580 apartments





## VILDVINET 1 SOLD TO WILLHEM

- > Will also acquire the development properties in Mariastaden and Pålsjö

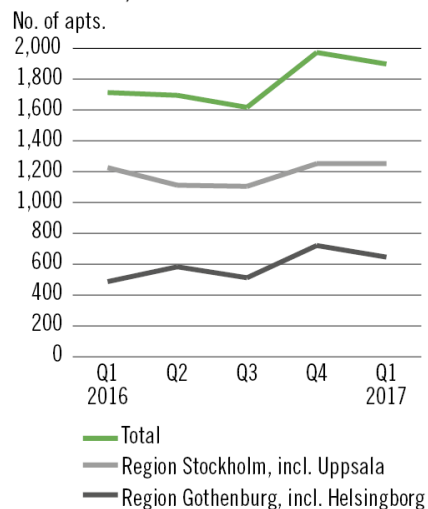
# NEW CONSTRUCTION IN PROGRESS

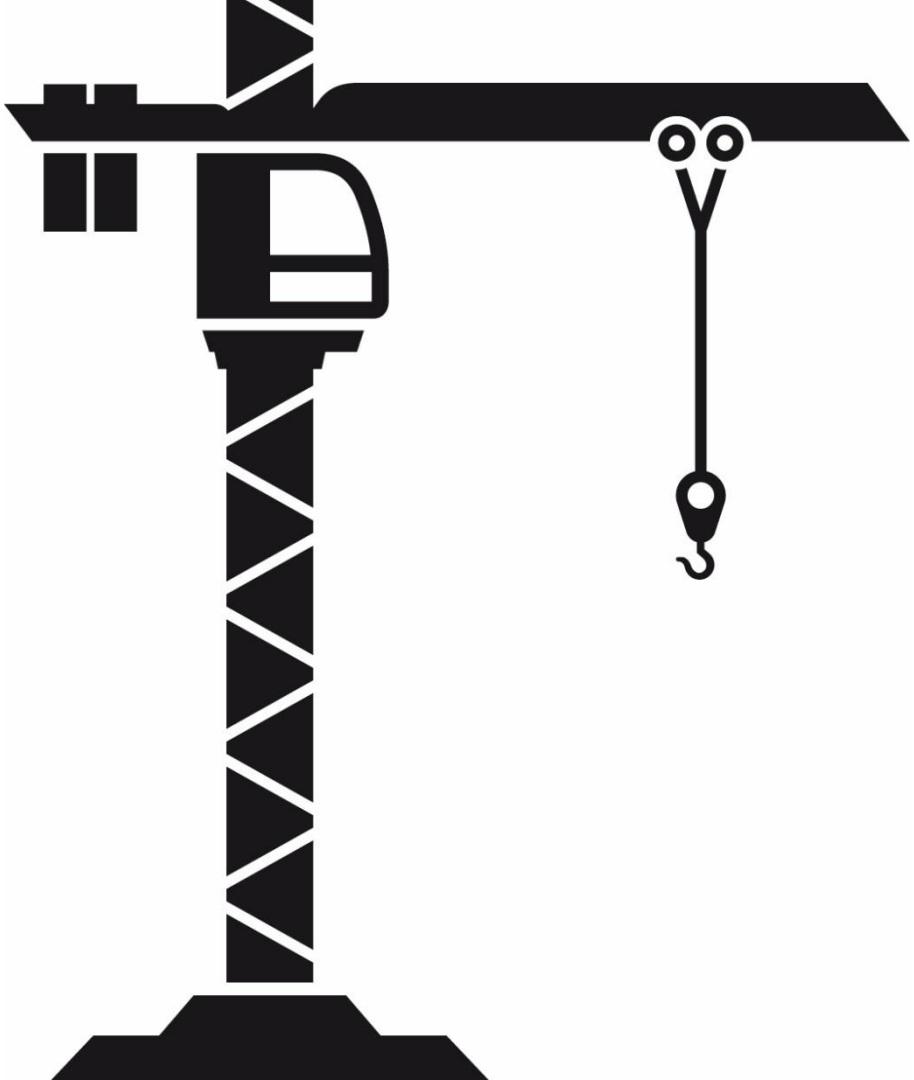
Project	No. of apts.	Expected occupation*
<b>STOCKHOLM</b>		
Tavernan, Barkarbystaden, Järfälla	205	Q2 2017
Grönskan Solberga	148	Q3 2017
Trädgårdssporten, Tyresö	184	Q4 2017
Orangeriet Solberga (co-op)	170	2018
Umami Park, phase 1A, Sundbyberg	147	2018/2019
<b>UPPSALA</b>		
Fjärilen, Rosendal**	145	Q1 2017
Snickeriet, Östra Sala backe**	137	Q1 2017
Symfonin, Gränby	116	Q4 2017
<b>GOTHENBURG</b>		
Mid Avenue Valand	35	Q2 2017
Stallbacken Nivå2, Mölndal	88	Q4 2017
Stallbacken Punkt3, Mölndal	82	Q4 2017
Stallbacken Punkt4, Mölndal (co-op)	133	2018
Vasagatan 33 (co-op)	30	2018
Utforskaren	36	2018
Ulfsparrégatan	115	2018
<b>HELSINGBORG</b>		
L17	17	Q2 2017
Stengläntan, Mariastaden	110	Q3 2017
<b>Total</b>	<b>1,898</b>	

\* Refers to estimated start of occupation. Occupation will occur gradually, often over several quarters.

\*\* Gradual occupation has commenced.

## APARTMENTS, CONSTRUCTION IN PROGRESS





# FINANCIAL INFORMATION

# INCOME FROM PROPERTY MANAGEMENT

SEK million	Note	Jan-Mar 2017	Jan-Mar 2016	Apr-Mar 2016/2017	Jan-Dec 2016
Rental income		414	393	1,628	1,607
Operating expenses		-113	-114	-433	-434
<b>Net operating income, properties</b>		<b>301</b>	<b>279</b>	<b>1,195</b>	<b>1,173</b>
Management costs and administrative expenses		-51	-47	-195	-191
Financial income		2	1	9	8
Financial expenses		-61	-66	-252	-257
<b>Income from property management</b>		<b>191</b>	<b>167</b>	<b>757</b>	<b>733</b>

**+14%**

- **New construction in operation**
- **Successful letting operations**
- **Efficient property management**

# NET OPERATING INCOME INCREASE OF 8%

## RENTAL INCOME



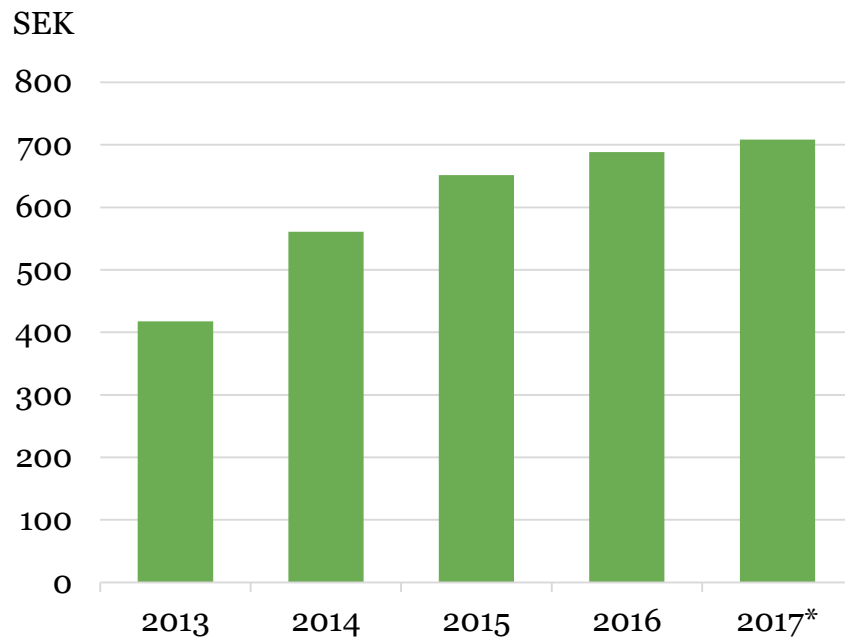
Net operating income  
+ SEK 22 million

## OPERATING EXPENSES





# INCOME FROM PROPERTY MANAGEMENT / SQ M



\* Latest rolling twelve-month period

# PROFIT BEFORE UNREALIZED CHANGES

SEK million	Note	Jan-Mar 2017	Jan-Mar 2016	Apr-Mar 2016/2017	Jan-Dec 2016
<b>Income from property management</b>		<b>191</b>	<b>167</b>	<b>757</b>	<b>733</b>
Income from natural energy management operations	1	8	-18	-35	-61
Revenue, co-op apartment and development property sales		237	26	338	127
Expenses, co-op apartment and development property sales		-188	-16	-276	-104
Realized changes in value, investment properties including expenses	2	1	7	164	170
<b>Profit before unrealized changes in value and impairment charges</b>		<b>249</b>	<b>166</b>	<b>948</b>	<b>865</b>

**Vildvinet 1 is recognized in two different line items**

# CHANGES IN VALUE

SEK million	Note	Jan-Mar 2017	Jan-Mar 2016	Apr-Mar 2016/2017	Jan-Dec 2016
<b>Profit before unrealized changes in value and impairment charges</b>		<b>249</b>	<b>166</b>	<b>948</b>	<b>865</b>
Unrealized changes in value, investment properties		369	400	3,439	3,470
New construction		132	279	1,048	1,195
Other		237	121	2,391	2,275
Unrealized changes in value, financial instruments		34	-210	114	-130
Unrealized changes in value, synthetic options		-2	-4	-5	-7
<b>Profit before tax</b>		<b>650</b>	<b>352</b>	<b>4,496</b>	<b>4,198</b>
Taxes		-110	-70	-890	-850
<b>Profit for the period, after tax</b>		<b>540</b>	<b>282</b>	<b>3,606</b>	<b>3,348</b>

**Value created from our own work  
in cost-efficient new construction**



# TOTAL ASSETS

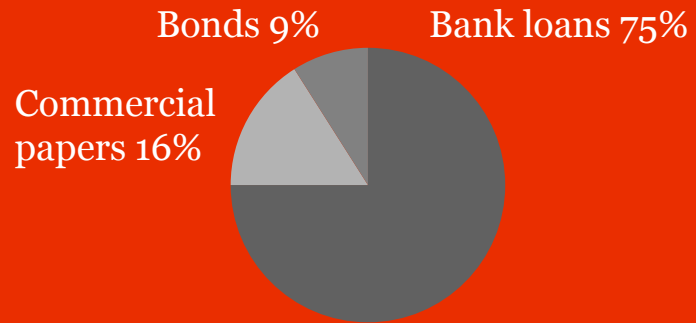
SEK million	Mar 31, 2017	Mar 31, 2016	Dec 31, 2016
<b>ASSETS</b>			
NON-CURRENT ASSETS			
Investment properties	37,025	32,956	36,555
Wind turbines	1,252	1,347	1,277
Financial assets	368	324	376
Financial derivative instruments	2	-	9
Other non-current assets	63	63	63
<b>Total non-current assets</b>	<b>38,710</b>	<b>34,690</b>	<b>38,280</b>
CURRENT ASSETS			
Work in progress co-op apartments and development properties	765	154	734
Financial derivative instruments	-	12	3
Other current assets	263	248	287
Cash and cash equivalents	117	192	98
<b>Total current assets</b>	<b>1,145</b>	<b>606</b>	<b>1,122</b>
<b>Total assets</b>	<b>39,855</b>	<b>35,296</b>	<b>39,402</b>

**Properties in  
attractive locations  
in regions with  
high growth and  
strong demand**

# TOTAL EQUITY AND LIABILITIES

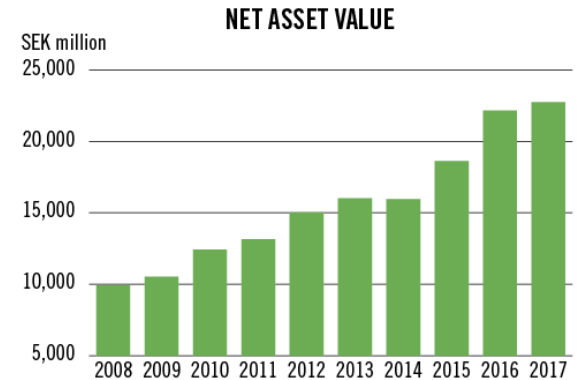
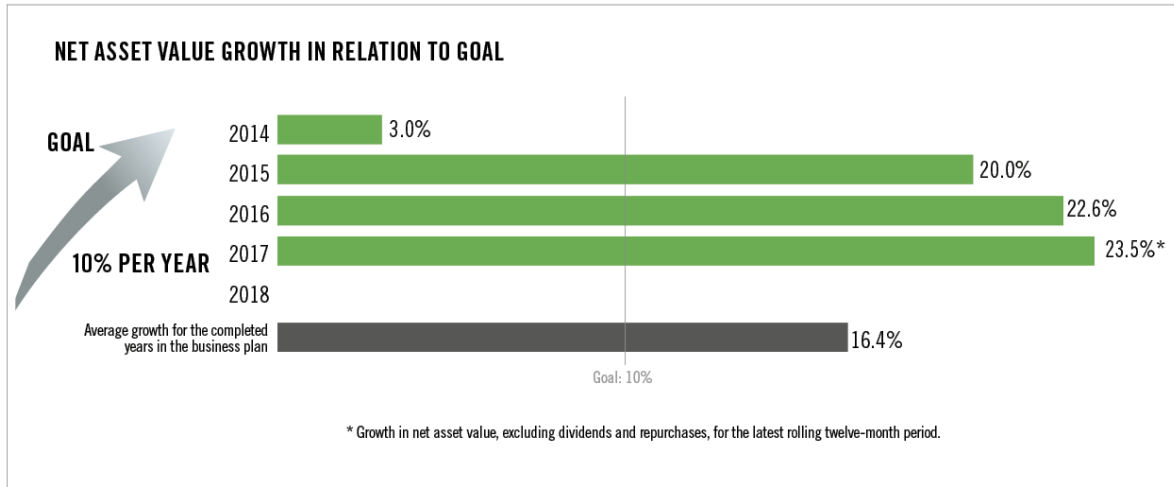
SEK million	Mar 31, 2017	Mar 31, 2016	Dec 31, 2016
<b>EQUITY AND LIABILITIES</b>			
EQUITY			
Equity	18,269	15,321	17,776
Equity attributable to non-controlling interests	12	12	12
<b>Total equity</b>	<b>18,281</b>	<b>15,333</b>	<b>17,788</b>
NON-CURRENT LIABILITIES			
Provisions for deferred tax	3,677	2,791	3,568
Other provisions	62	-	13
Interest-bearing liabilities	1,475	1,555	1,399
Financial derivative instruments	921	1,032	966
Other non-current liabilities	87	80	86
<b>Total non-current liabilities</b>	<b>6,222</b>	<b>5,458</b>	<b>6,032</b>
CURRENT LIABILITIES			
Interest-bearing liabilities	14,718	13,800	15,074
Financial derivative instruments	3	30	4
Other current liabilities	631	675	504
<b>Total current liabilities</b>	<b>15,352</b>	<b>14,505</b>	<b>15,582</b>
<b>Total equity and liabilities</b>	<b>39,855</b>	<b>35,296</b>	<b>39,402</b>

# FINANCING



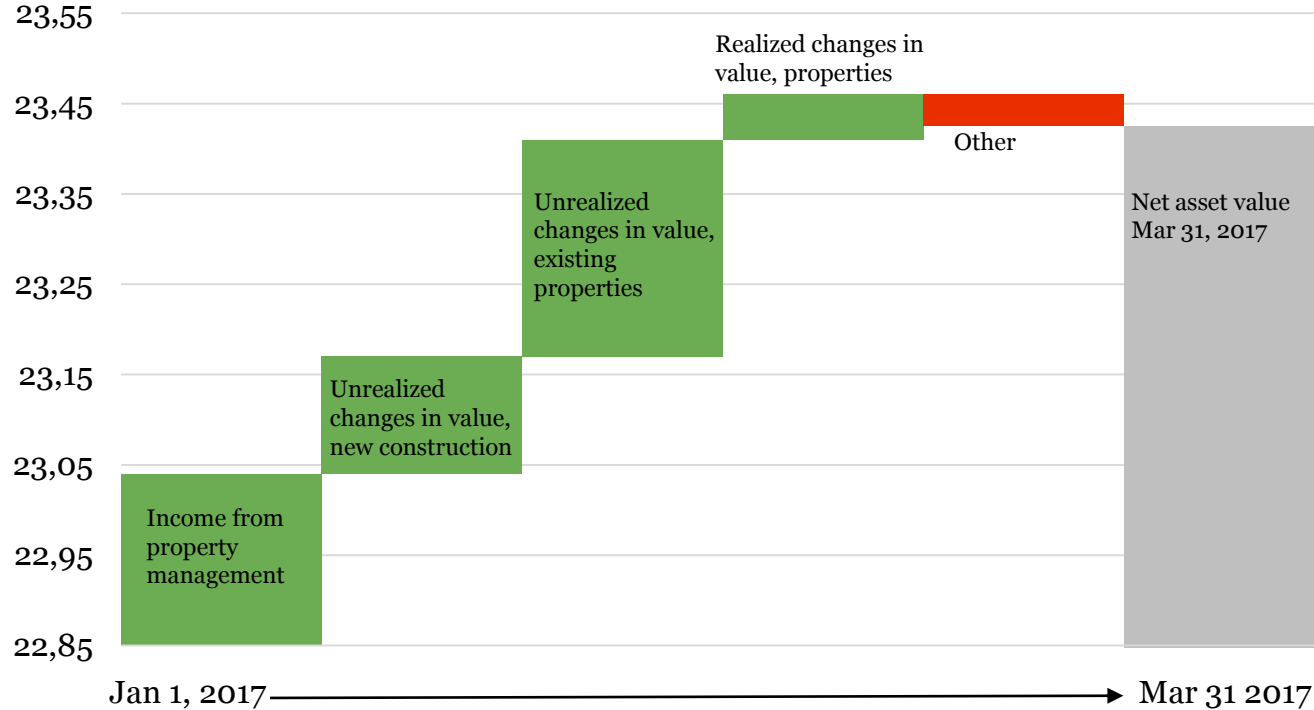


# GOAL BUSINESS PLAN 2018



# NET ASSET VALUE GROWTH OF SEK 0.6 BILLION

SEK billion





## KEY RATIOS

	<u>Q1 2017</u>	<u>Q1 2016</u>
Surplus ratio, (NOI margin), %	73	71
ICR, realized, times	6.5	6.5
Average interest rate, closing day, %	2.08	2.15
LTV, %	41	44
Equity/asset ratio, %	46	43





# QUESTIONS WELCOME

**Wallenstam**

