



**Wallenstam** 

**SUMMARY Q4, 2018**

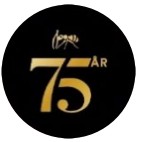
**SUSANN LINDE, CFO AND HEAD OF INVESTOR RELATIONS**

# WHAT HAPPENED IN 2018?



- > We recognize an Income from property management just over SEK 1 billion
- > We achieved our goal for the Business Plan 2018!
- > New Business Plan 2023
- > 25% owner of Convendum
- > A proposed dividend of SEK 1.90

# WALLENSTAM – QUICK LOOK AT 2018



INCOME FROM PROPERTY  
MANAGEMENT

**+25%**

SURPLUS RATIO

**75%**

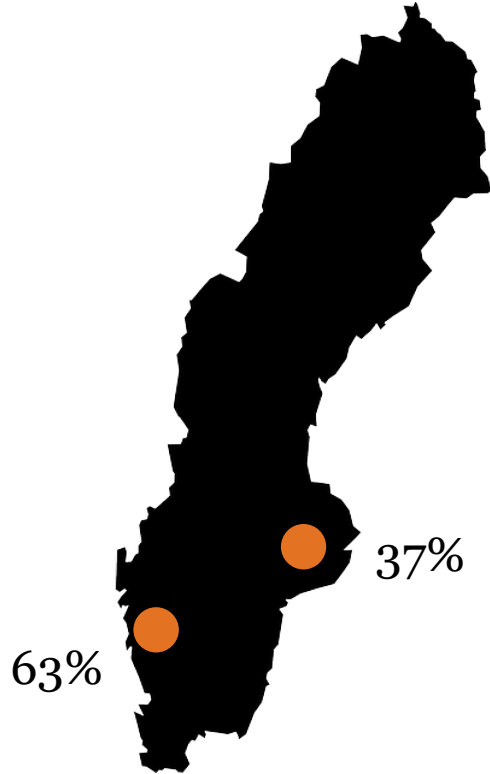
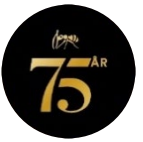
APARTMENTS UNDER  
CONSTRUCTION

**2,167**

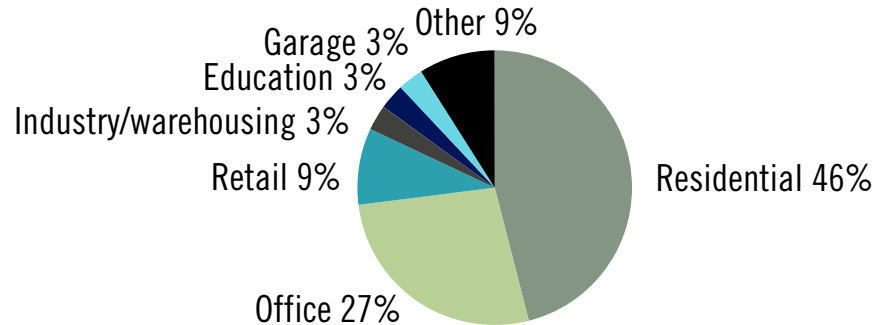
LOAN-TO-VALUE RATIO

**45%**

# OUR INVESTMENT PROPERTIES IN THE MOST ATTRACTIVE REGIONS



## RENTAL VALUE





**COMPLETED  
NEW CONSTRUCTION  
IN Q4 2018**



# LUNDEN 61:9 GOTHENBURG

> 115 rental apts.

Wallenstam 



# MÄSSHAKEN 2 HELSINGBORG

> 96 rental apts.



**NEW  
CONSTRUCTION  
STARTED IN Q4 2018**





# KV. ROSENGÅNGEN HÄRRYDA

> 123 rental apts.

# KV. KVARNEN HÄRRYDA

> 185 rental apts.



FASAD MET SÖDER, HUS A



FASAD MET SÖDER, HUS B



FASAD MET SÖDER, HUS C



# FINANCIAL INFORMATION

# INCOME FROM PROPERTY MANAGEMENT

SEK million	Note	Jan-Dec 2018	Jan-Dec 2017	Oct-Dec 2018	Oct-Dec 2017
Rental income		1,910	1,701	488	444
Operating expenses		-481	-437	-137	-133
<b>Net operating income, properties</b>		<b>1,429</b>	<b>1,264</b>	<b>351</b>	<b>311</b>
Management costs and administrative expenses		-211	-210	-62	-61
Financial income		6	10	2	5
Financial expenses		-212	-258	-37	-70
<b>Income from property management</b>		<b>1,011</b>	<b>806</b>	<b>253</b>	<b>185</b>

**+25%**

- Efficient property holding
- Successful letting
- Lower interest rates

# NET OPERATING INCOME INCREASE BY 13%

## RENTAL INCOME



Net operating income  
+ SEK 165 million

## OPERATING EXPENSES



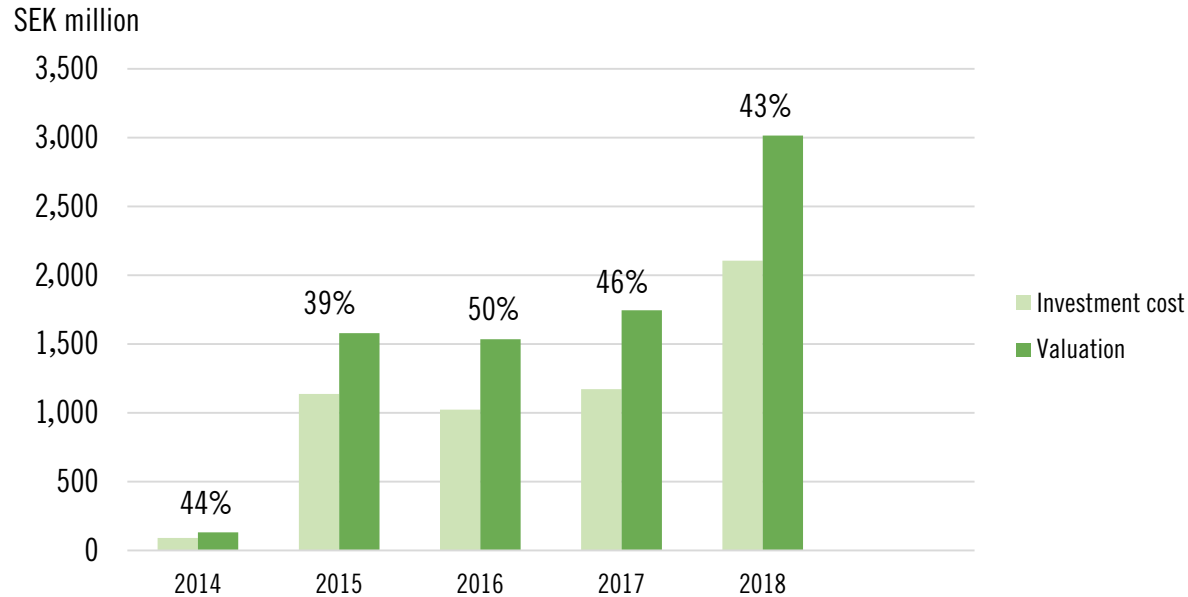
# PROFIT BEFORE UNREALIZED CHANGES

SEK million	Note	Jan-Dec 2018	Jan-Dec 2017	Oct-Dec 2018	Oct-Dec 2017
<b>Income from property management</b>		<b>1,011</b>	<b>806</b>	<b>253</b>	<b>185</b>
Realized changes in value, financial instruments	1	-767	-	9	-
Income from natural energy management operations	2	-35	-40	-36	-6
Realized changes in value, synthetic options		-	-54	-	-
Revenue, co-op apartment and development property sales		537	332	427	12
Expenses, co-op apartment and development property sales		-421	-284	-333	-16
Realized changes in value, investment and owner-occupied properties including expenses	3	-7	6	0	9
<b>Profit/loss before unrealized changes in value</b>		<b>317</b>	<b>765</b>	<b>319</b>	<b>183</b>

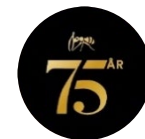
# CHANGES IN VALUE

SEK million	Note	Jan-Dec 2018	Jan-Dec 2017	Oct-Dec 2018	Oct-Dec 2017
<b>Profit/loss before unrealized changes in value</b>		<b>317</b>	<b>765</b>	<b>319</b>	<b>183</b>
Unrealized changes in value, investment properties		1,839	2,556	764	739
New construction		598	733	177	344
Other		1,241	1,823	587	395
Unrealized changes in value, financial instruments	1	778	182	-83	34
Unrealized changes in value, synthetic options*		-13	-2	4	-
Impairment losses and reversals, wind turbines		524	-500	524	-200
<b>Profit before tax</b>		<b>3,445</b>	<b>3,001</b>	<b>1,528</b>	<b>756</b>
Taxes		-447	-580	-299	-116
<b>Profit for the period, after tax</b>		<b>2,998</b>	<b>2,421</b>	<b>1,229</b>	<b>640</b>

# CHANGES IN VALUE, COMPLETED NEW CONSTRUCTION, INVESTMENT PROPERTIES



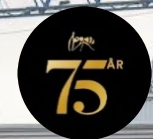




# TOTAL ASSETS

SEK million	Dec 31, 2018	Dec 31, 2017
<b>ASSETS</b>		
NON-CURRENT ASSETS		
Investment properties	45,811	41,410
Wind turbines	1,167	682
Participations in associated companies	113	-
Financial assets	408	367
Financial derivative instruments	11	21
Other non-current assets	64	66
<b>Total non-current assets</b>	<b>47,574</b>	<b>42,546</b>
CURRENT ASSETS		
Development and co-op apartment properties	317	606
Financial derivative instruments	39	7
Other current assets	249	286
Cash and cash equivalents	83	228
<b>Total current assets</b>	<b>688</b>	<b>1,127</b>
<b>Total assets</b>	<b>48,262</b>	<b>43,673</b>

# INVESTMENT IN PROPERTIES 2018



	<u>SEK million</u>
Acquisitions	489
Construction	2,199
	<hr/>
	2,688



# ONGOING PROJECTS 2,167 APTS.

**STALLBACKEN NIVÅ5**  
MÖLNDAL  
109 apts.

**STEN STURES KRÖNINGAR**  
REGENTEN, GOTHENBURG  
29 apts.

**ELISEDAL**  
GOTHENBURG  
336 apts.

**GODHEMS BACKE**  
GOTHENBURG  
138 apts.

**KV. ROSENGÅNGEN**  
MÖLNLYCKE  
123 apts.

**KV. KVARNEN**  
MÖLNLYCKE  
185 apts.

**VASAGATAN 33**  
GOTHENBURG  
30 co-ops.

**NORRGÅRDSHUSEN**  
ÖSTERÅKER  
128 apts.

**PARKSTRÅKET 1**  
HANINGE  
162 apts.

**PARKSTRÅKET 2**  
HANINGE  
131 apts.

**TRE VÄNNER**  
UPPSALA  
141 apts.

**UMAMI PARK**  
PHASE 1A, SUNDBYBERG  
147 apts.

**UMAMI PARK**  
PHASE 1B, SUNDBYBERG  
75 apts.

**ALLÉN**  
TYRESÖ  
221 apts.

**TERRASSEN ELVA**  
TYRESÖ  
54 apts.

**TROLLESUNDS GÅRDAR**  
BANDHAGEN  
158 apts.

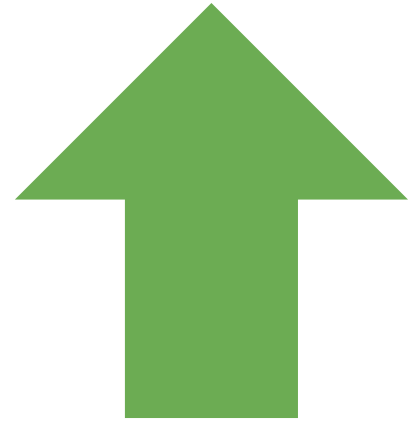
Estimated start of occupation:

- 2018
- 2019
- 2020
- 2021
- 2022

# TOTAL EQUITY AND LIABILITIES

SEK million	Dec 31, 2018	Dec 31, 2017
<b>EQUITY AND LIABILITIES</b>		
EQUITY		
Equity	21,609	19,408
Equity attributable to non-controlling interests	2	2
<b>Total equity</b>	<b>21,611</b>	<b>19,410</b>
NON-CURRENT LIABILITIES		
Provisions for deferred tax	4,595	4,146
Other provisions	68	56
Interest-bearing liabilities	8,545	2,432
Financial derivative instruments	82	796
Other non-current liabilities	23	49
<b>Total non-current liabilities</b>	<b>13,313</b>	<b>7,479</b>
CURRENT LIABILITIES		
Interest-bearing liabilities	12,699	16,269
Financial derivative instruments	-	1
Other current liabilities	639	514
<b>Total current liabilities</b>	<b>13,338</b>	<b>16,784</b>
<b>Total equity and liabilities</b>	<b>48,262</b>	<b>43,673</b>

# FINANCING



**EQUITY/ASSET RATIO**

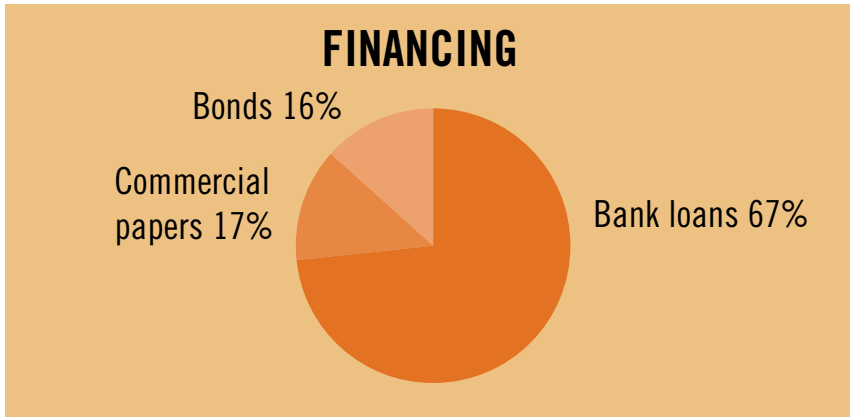
**45%**

**LOAN-TO-VALUE RATIO**

**45%**

**AVERAGE INTEREST RATE  
ON CLOSING DAY**

**1.06%**



**INTEREST MATURITY,  
AVERAGE**

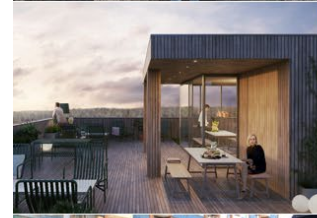
**39 mos**

# WE ACHIEVED OUR GOAL!

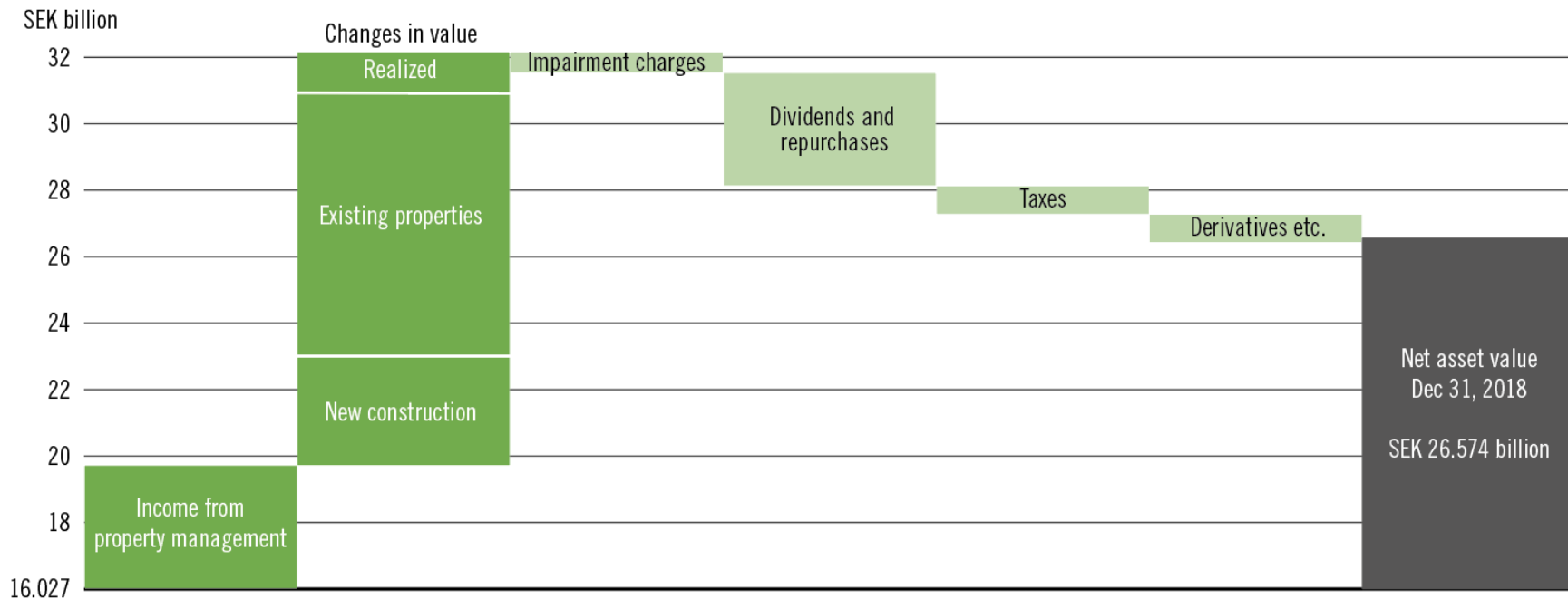
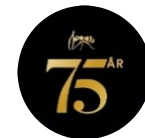




# BUSINESS PLAN 2014-2018



# WE HAVE CREATED SEK 14 BILLION\*



\*excluding dividends and repurchases



# GOAL BUSINESS PLAN 2023

INCREASE IN NET ASSET VALUE

# SEK 40 PER SHARE

**SUCCESSFUL LETTING**



**EFFICIENT MANAGEMENT**



**GROWTH VALUE INVESTMENTS**



**PROFITABLE NEW CONSTRUCTION**



**GOOD BUSINESS ACTIVITIES**



**NET ASSET VALUE GROWTH**

# VISION

**Wallenstam shall be the natural choice of people and companies for housing and premises**

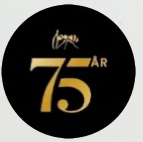
# BUSINESS CONCEPT

We develop and manage people's homes and workplaces based on a high level of service and long-term sustainability in selected metropolitan areas



# GUIDING PRINCIPLES IN THE BUSINESS PLAN

- ★ We shall exceed customer expectations and improve the overall impression of Wallenstam every year through attractive apartments and premises as well as good service
- ★ Through our strong corporate culture, we shall be an attractive employer and improve our Engagement Index score every year
- ★ We shall reduce our environmental impact every year, through initiatives within the focus areas energy, transports and resources



# QUESTIONS WELCOME



**Wallenstam** 