

A photograph of the Wallenstam building at night. The building is illuminated with red lights, highlighting its architectural details. A flag is flying from a pole in front of the building. The name 'Wallenstam' is visible on the facade. In the foreground, there are several glass-enclosed outdoor seating areas with warm interior lighting.

**CAPITAL MARKETS DAY**  
**DEC 14, 2018**

Wallenstam



# BUSINESS PLAN 2023

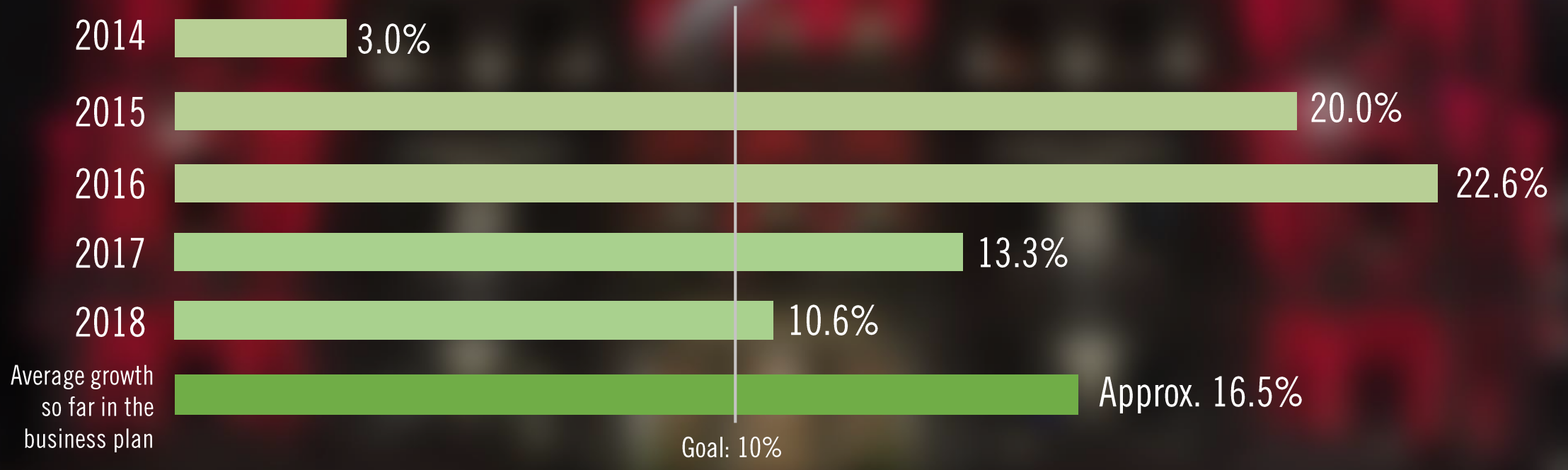
HANS WALLENSTAM - CEO

# WHY DO WE WORK WITH BUSINESS PLANS?

- Security
- Shows direction
- Measurable goal
- Long-term perspective

# GOAL 2018

**>10% NET ASSET VALUE GROWTH PER YEAR IN AVERAGE**

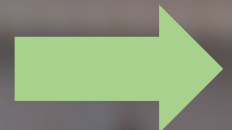


**CREATED NET ASSET VALUE:  
AROUND SEK 13 BILLION**

A close-up photograph of a metal surface with several ants crawling on it. The ants are in various positions, some facing forward and others in profile. The metal has a brushed texture and some rivets or bolts are visible along the top and bottom edges. The background is blurred, showing what appears to be a wooden structure.

# WHY NET ASSET VALUE?

**SUCCESSFUL LETTING**



**EFFICIENT MANAGEMENT**



**VALUE-CREATING INVESTMENTS**



**PROFITABLE NEW CONSTRUCTION**

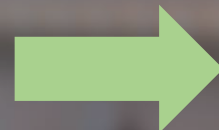


**GOOD BUSINESS OPERATIONS**



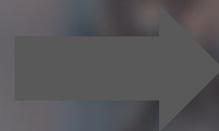


**SUCCESSFUL LETTING**

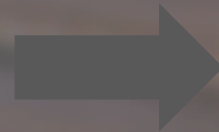


- Know the market's demand
- High level of service
- Business-like

**EFFICIENT MANAGEMENT**



**VALUE-CREATING INVESTMENTS**



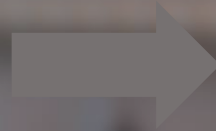
**PROFITABLE NEW CONSTRUCTION**



**GOOD BUSINESS OPERATIONS**



SUCCESSFUL LETTING

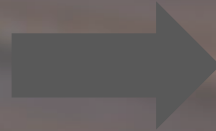


**EFFICIENT MANAGEMENT**

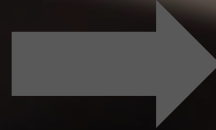


- Quality in a cost-effective way
- Sustainability in focus
- Excellent customer relations

VALUE-CREATING INVESTMENTS



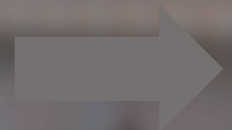
PROFITABLE NEW CONSTRUCTION



GOOD BUSINESS OPERATIONS



SUCCESSFUL LETTING



EFFICIENT MANAGEMENT

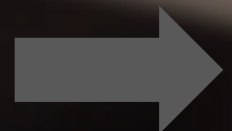


**VALUE-CREATING INVESTMENTS**



- Refine our properties
- Business-like decisions
- Future demand

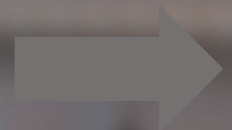
PROFITABLE NEW CONSTRUCTION



GOOD BUSINESS OPERATIONS



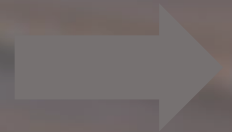
SUCCESSFUL LETTING



EFFICIENT MANAGEMENT



VALUE-CREATING INVESTMENTS



**PROFITABLE NEW CONSTRUCTION**

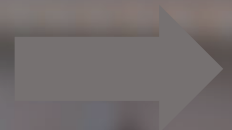


- Quality
- Cost-efficiency
- Long term and sustainable

GOOD BUSINESS OPERATIONS



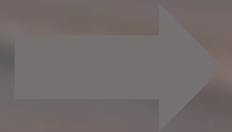
SUCCESSFUL LETTING



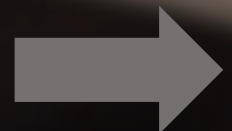
EFFICIENT MANAGEMENT



VALUE-CREATING INVESTMENTS



PROFITABLE NEW CONSTRUCTION



**GOOD BUSINESS OPERATIONS**



- Property transactions
- Business sense
- Good business culture

**SUCCESSFUL LETTING**



**EFFICIENT MANAGEMENT**



**VALUE-CREATING INVESTMENTS**



**PROFITABLE NEW CONSTRUCTION**



**GOOD BUSINESS OPERATIONS**



**ALL TOGETHER RESULTS  
IN NET ASSET VALUE  
GROWTH**



# GOAL BUSINESS PLAN 2023

AN INCREASE IN NET ASSET VALUE OF

**SEK 40 / SHARE**



# 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

- ★ 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.



# GOAL BUSINESS PLAN 2023

AN INCREASE IN NET ASSET VALUE OF

**SEK 40 / SHARE**

# SUCCESS FACTORS

- Committed employees
- Financial strength
- Our own plan for growth

