INTERIM REPORT JANUARY - MARCH 2022

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CARLSLUNDSKOLAN

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CARLSLUNDSKOLAN, UMEÅ

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May 5

#### **Today's presenters**

#### JÖRGEN ANDERSSON

Chief Executive Officer



#### JONAS JÖNEHALL

CFO and Deputy CEO

#### MARIE LINDEBÄCK

Head of Investor Relations/ Deputy Head of Sustainability



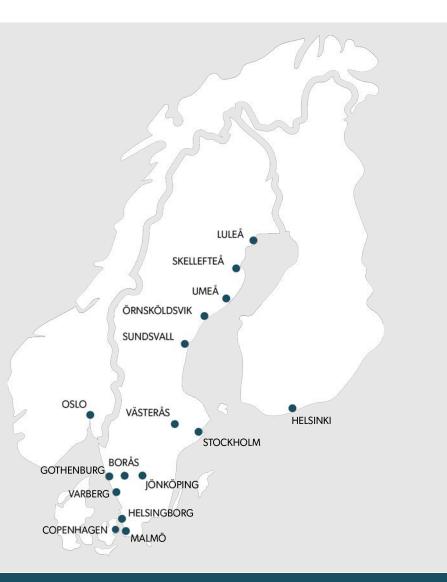
## Wästbygg - a summary

Develop and build sustainable, modern and efficient homes, commercial properties and logistics and industrial properties



535

Employees 31 Mar 2022





# Selected projects PROJECT DEVELOPMENT



CITYTERRASSEN, MALMÖ 174 apartments



TUVEBO GLASHYTTAN, GOTHENBURG 45 apartments



KV TRÄDGÅRN, SVEDALA 53 apartments



VÅRBERGSTOPPEN, SKÄRHOLMEN 174 youth housing



BERGMAN & BEVING, ULRICEHAMN 20,000 sqm



MATHEM, STOCKHOLM 41,000 sqm



## Selected projects CONSTRUCTION



POLISHUSET, UMEÅ New police house in Umeå



DHL KASTRUP 26,000 sqm



MANGON, STOCKHOLM 169 rental apartments



NORDIC WELLNES, LUND Sports Center of 6,500 sqm



CARLSLUNDSKOLAN, UMEÅ New school for grades 7-9

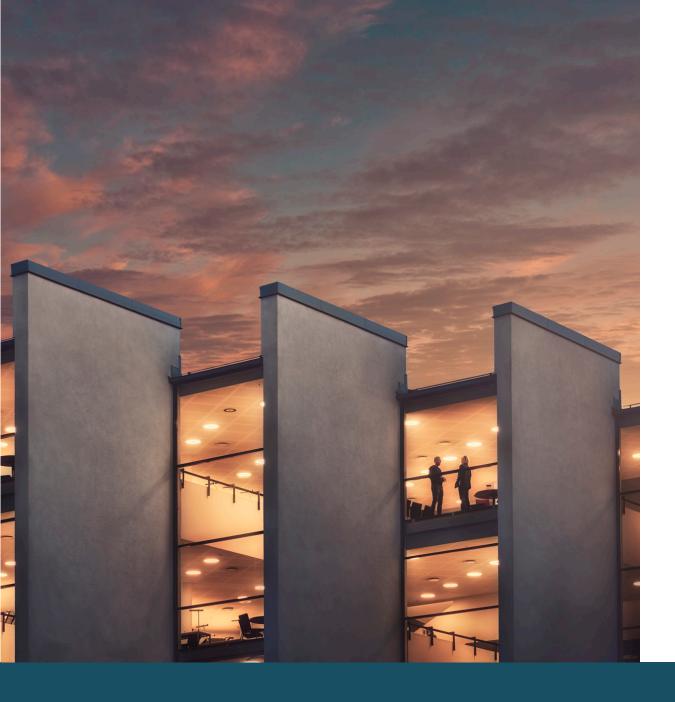


HOSPITAL, HUDIKSVALL New ambulance hall, renovation of multiple departments



FABRITIUS/HEMTEX, BORÅS 26,000 sqm





#### First Quarter 2022 IN BRIEF

- Strong order intake
- Further strengthened order backlog
- External factors
- Full progress in company's operations
- Risk minimization



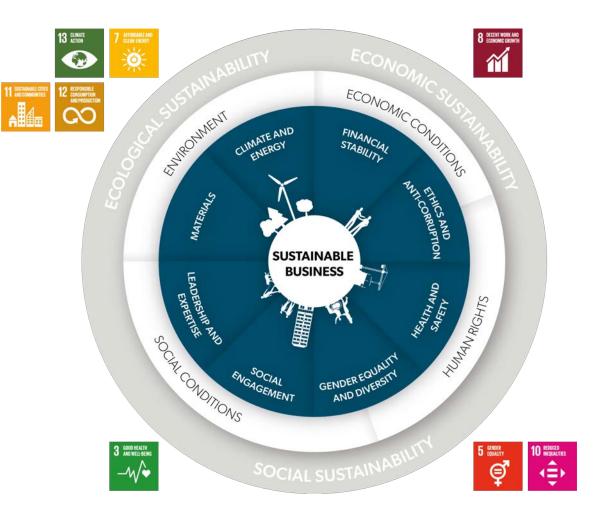
#### First Quarter 2022 SIGNIFICANT EVENTS

- A contract was signed with Umeå Municipality for the construction of a new upper secondary school in the area of Carlslund. The order value is SEK 274 million.
- The Wästbygg Group's Board of Directors has appointed Jonas Jönehall, currently CFO and Deputy CEO, as the Group's new CEO. Jonas Jönehall will assume his position on 6 May.
- Jörgen Andersson, who will remain in the company as a board member and chair of the tender and investment committee. In his new role, Jörgen Andersson will focus on investment and growth.
- Sustainability results





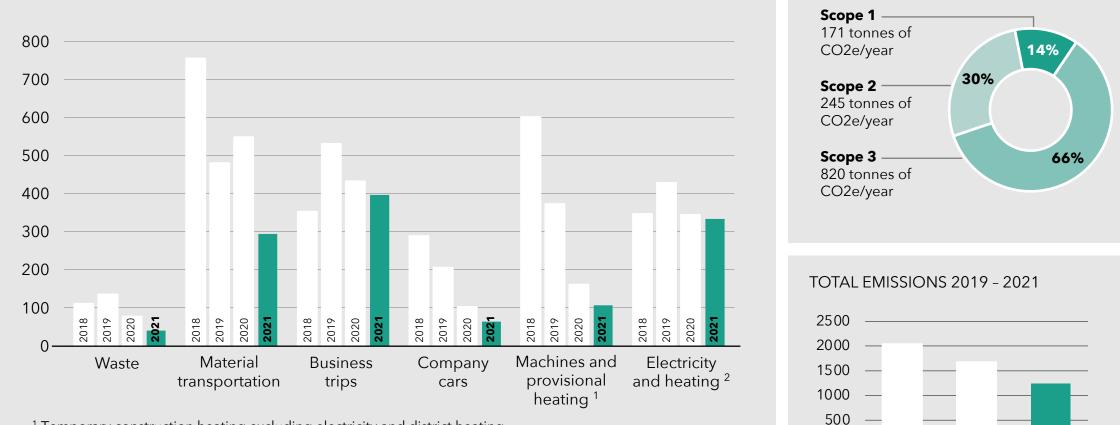
## SUSTAINABLITY



WĀSTBYGG GROUP

### A sustainable business

WÄSTBYGG EMISSIONS 2018 - 2021, IN TONNES CO2e



<sup>1</sup> Temporary construction heating excluding electricity and district heating.

<sup>2</sup> Also includes electricity and district heating for temporary construction heating.



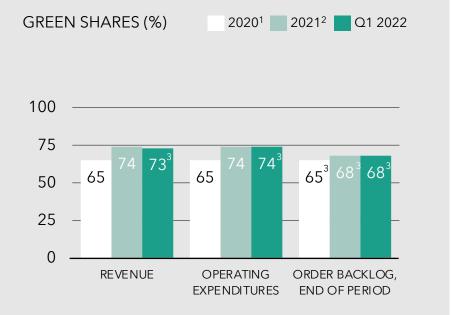
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2019

2020

2021

# Linked to sustainability

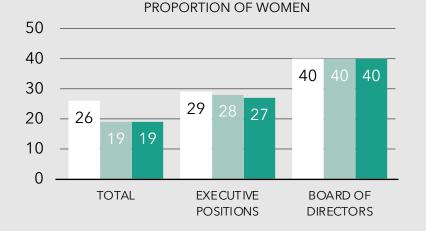


 <sup>1</sup> Cicero Shades of Green, Company Assessment, June 2021.
 <sup>2</sup> Cicero Shades of Green, Company Assessment, Mars 2022.
 <sup>3</sup> Estimated by definition in Wästbygg Gruppens Green Finance Framework, May 2021.

Rekab Entreprenad is included in all posts.

#### DIVERSITY, END OF PERIOD (%)

DIVERSITY, 31 DEC (%)



#### Definition of senior executive position:

2020

Member of a management team at company level or higher, production manager and higher.

2021

Q1 2022

Rekab Entreprenad is included in the posts from 2021 and forward.



WĀSTBYGG GROUP

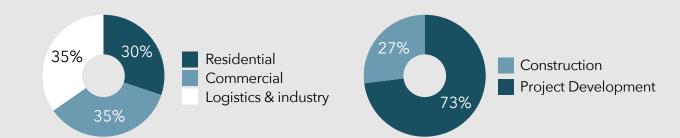
#### First Quarter 2022 KEY FIGURES

SEK 1.2 bn Revenue Jan-Mar 2022

2.5% EBIT margin Jan-Mar 2022

SEK **1.3** bn Order intake Jan-Mar 2022 SEK **6.7** bn Order backlog Mar 31, 2022

#### **DISTRIBUTION OF REVENUE - JAN-MAR 2022**





### Residential SEGMENT DEVELOPMENT

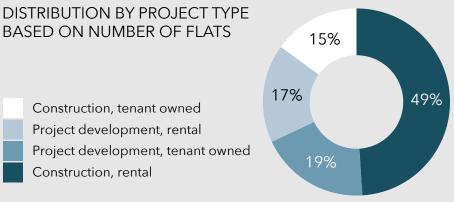
- Focus on multi dwelling buildings (condominiums and rental apartments) and student housing.
- Construction and project development.

#### **PRODUCTION, NUMBER OF FLATS**

Completed during the period	0
Ongoing March 31, construction	1,349
Ongoing March 31, project development	748
Total in progress	2,097









### Commercial SEGMENT DEVELOPMENT

- Focus on commercial properties including retail, offices, community service properties and hotels.
- Construction and project development.

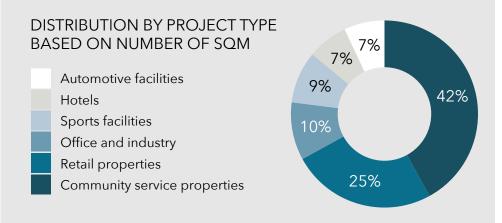
#### **PRODUCTION, NUMBER OF SQM**

Completed during the period	10,040
Ongoing March 31, construction	203,414
Ongoing March 31, project development	0
Total in progress	203,414



#### REVENUE, SEKM







## Logistics and Industry SEGMENT DEVELOPMENT

- Focus on larger logistics and industrial buildings under the brand of LC.
- Construction and project development.

PRODUCTION, NUMBER OF SQM	
Completed during the period	0
Ongoing March 31, construction	375,500
Ongoing March 31, project development	71,000
Total in progress	446,500



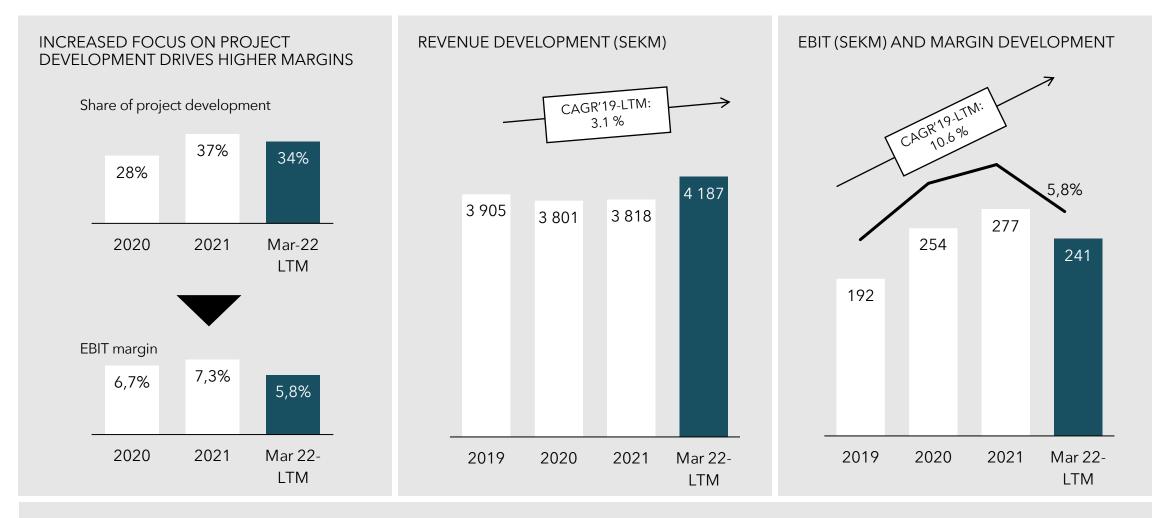
16%

84%



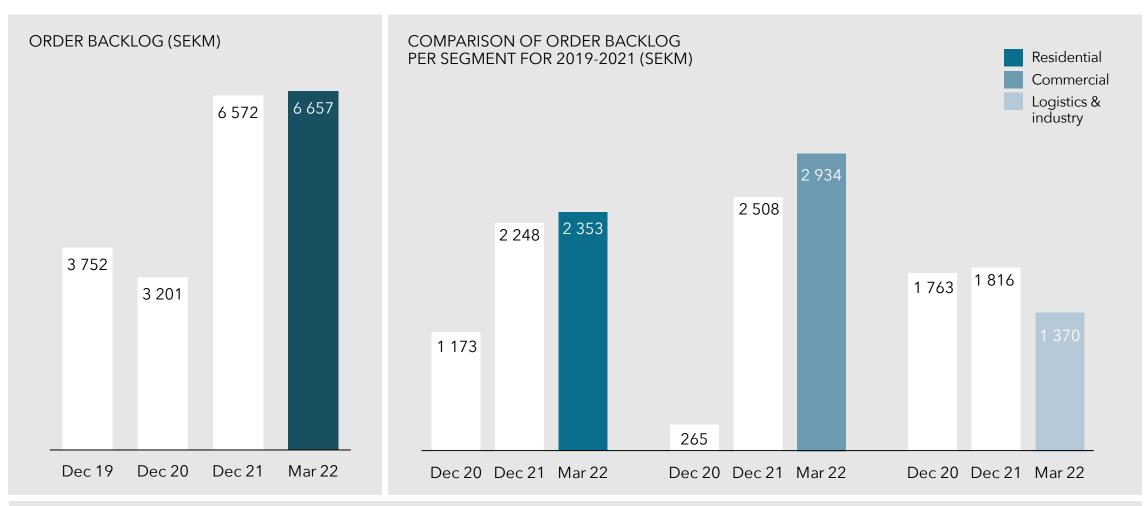


## Long term profitable growth





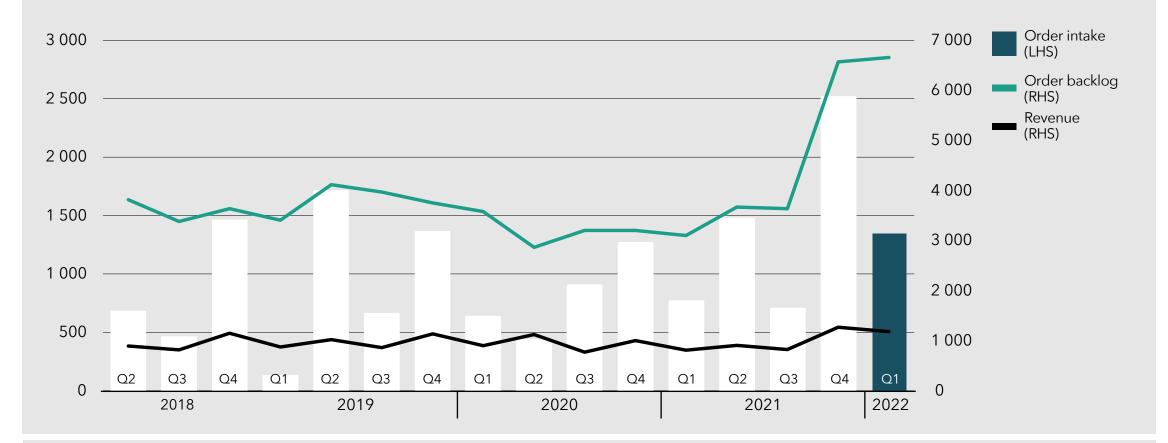






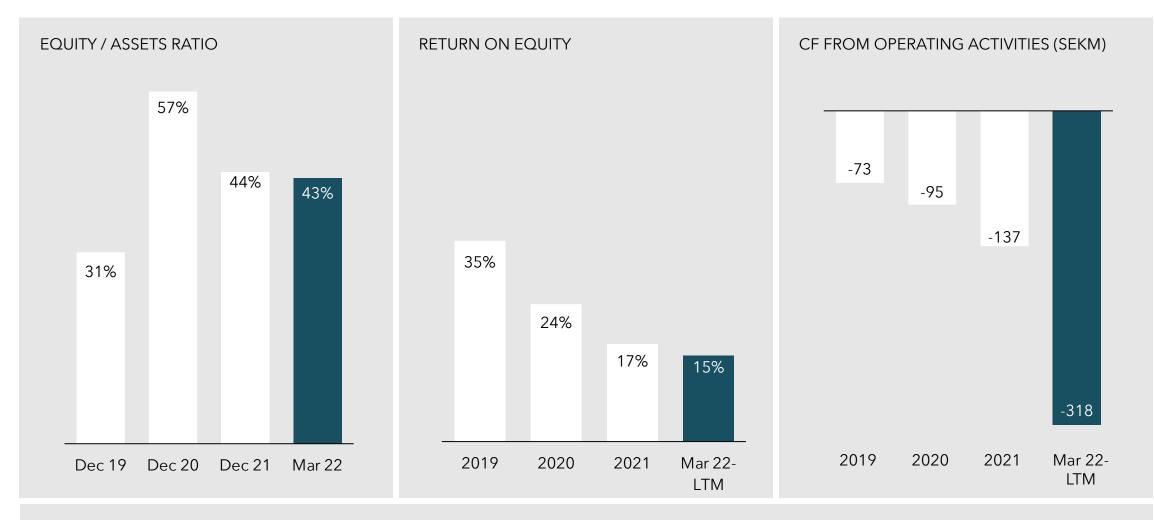
## Order intake and backlog SINCE 2018

SEASONALITY WITH STRONG ORDER INTAKES IN Q2 AND Q4





## Solid financial performance





### **Medium term financial targets**

		IARGEI	OUTCOME
<ul> <li>Continuous profitable growth</li> </ul>	Annual growth target	10% over time	<b>3.1%</b> CAGR'19-LTM
<ul> <li>Continued focus on risk avoidance and profitability in every project</li> <li>Build a balanced portfolio of project</li> </ul>	EBIT margin	>6%	5.8% MAR 22-LTM
development projects across all segments	Equity / assets ratio	≥25%	<b>43%</b> Mar 22
The Board of Directors proposes a dividend per share of SEK 3.50	Dividend policy	40 of net profit,	

TARGET



### Significant events AFTER 31 MARCH 2022

• Project company Sneden AB was sold to the fund manager Genesta Property Nordic AB. The purchase consideration was SEK 945 million.

Sneden AB signed a contract with Logistic Contractor for construction of a logistics facility, approx. 80,000 sqm on the site. Value of construction contract approx. SEK 605 million.

- A decision was taken to start production of the selfdeveloped residential project Tuvebo Glashytta, 45 apartments, order value of the construction assignment SEK 76 million.
- Wästbygg has received a land allocation from the City of Malmö for a 14,500 sqm office building in Hyllie. The building is to be certified according to Breeam, Well and NollCO2. Construction will start in 2024 at the earliest.



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#### Significant events AFTER 31 MARCH 2022

- Jessica Gårdmo, currently Financial Manager at Logistic Contractor, appointed the new CFO for the Wästbygg Group. She will assume her new position on 6 May, when she will also join the group management team.
- On 1 April 2022, the first of two promissory notes was paid to Trekcyd AB, in relation to the acquisition of Rekab, through the disposal of 425,313 B shares in Wästbygg Gruppen AB (publ) equivalent to a value of SEK 41,400,000.
- To ensure sufficient availability of shares for payment of the promissory note to Trekcyd, which falls due in 2024, 250,000 of the Company's own B shares were bought back on 1 April.





### Summary

- Strategically prepared for the future
- Strong financial position
- Record high order stock
- Risk minimization
- Clear objective of creating sustainable business



WĀSTBYGG GROUP



#### JÖRGEN ANDERSSON

Chief Executive Officer



#### JONAS JÖNEHALL

CFO and Deputy CEO

MARIE LINDEBÄCK

Head of Investor Relations/ Deputy Head of Sustainability





#### CMD May 31th, 2022

Next interim report: August 23th, 2022

# Thank you!





#### Income statement overview SEGMENT REPORTING

SEKm	Jan-Mar 2022	Jan-Mar 2021	Apr-Mar 2021-22	Jan-Dec 2021	
Revenue	1 183	814	4 187	3 818	* Th
Costs in production	-1 064	-685	-3 636	-3 257	opti
Gross profit/loss	119	129	551	561	agre dilut
Sales and administration costs	-91	-65	-318	-292	is no
Other operating revenue	2	2	8	8	
Other operating costs	0	0	0	0	
Other profit/loss	30	66	241	277	
Profit/loss from financial items					
Profit shares from joint venture and associated companies	0	0	-4	-4	
Financial revenue	9	1	25	17	
Financial costs	-12	-2	-26	-16	
Profit after financial items	27	65	236	274	
Change in value of real estate	0	1	5	6	
Taxes	14	-1	25	10	
PROFIT FOR THE PERIOD	41	65	266	290	
Profit relating to:					As o
- the parent company's shareholders	41	65	266	290	cons asso
- holdings without controlling influence	0	0	0	0	deve
Earnings per share, SEK*	1,26	2,01	8,19	8,94	reca here
Number of shares at the end of the period (thousands)	32 591	32 340	32 591	32 591	segr whic
Average number of shares (thousands)	32 591	32 340	32 535	32 474	tena

\* The company has no options and similar agreements that give rise to a dilution effect, therefore this is not reported separately.

As of Q2 2020 the Company consolidates tenant-owner associations related to development projects (IFRS recalculated). Figures shown here follow the Company's segment reporting (IFRS), which does not consolidate tenant-owner associations.



#### Balance sheet overview SEGMENT REPORTING

SEKm	Mar 31 2022	Mar 31 2021	Dec 31 2021
Fixed assets			
Intangible fixed assets	463	238	464
Tangible fixed assets	115	101	114
Financial fixed assets	85	49	83
Total fixed assets	663	388	661
Current assets			
Development properties, etc	407	83	326
Accounts receivable	407	298	443
Accrued but not invoiced	572	295	454
Other receivables	1527	904	1491
Cash and cash equivalents	797	889	851
Total current assets	3710	2469	3565
TOTAL ASSETS	4373	2857	4226
EQUITY AND LIABILITIES			
Equity	1900	1718	1858
Non-current interest-bearing liabilities	581	14	560
Non-current non-interest-bearing liabilities	78	86	83
Total non-current liabilities	659	100	643
Current interest-bearing liabilities	250	240	249
Accounts payable	471	274	470
Other liabilities	1093	525	1006
Total current liabilities	1814	1039	1725
TOTAL EQUITY AND LIABILITIES	4373	2857	4226

As of Q2 2020 the Company consolidates tenant-owner associations related to development projects (IFRS recalculated). Figures shown here follow the Company's segment reporting (IFRS), which does not consolidate tenant-owner associations.



#### Cash flow statement SEGMENT REPORTING

SEKm	Jan-Mar 2022	Jan-Mar 2021	Apr-Mar 2021-22	Jan-Dec 2021
Day-to-day operations				
Profit/loss before financial items	30	66	241	277
Adjustment for paid interest, paid taxes and items not included in cash flow	-10	20	1	31
Cash flow from operating activities before changes in working capital	20	86	242	308
Cash flow from changes in working capital				
Increase (-)/decrease (+) of operating receivables	-147	133	-1 103	-823
Increase (+)/decrease (-) of operating liabilities	70	-95	543	378
Cash flow from the day-to-day operations	-57	124	-318	-137
Investment activities				
Investments in businesses and dividend from joint venture	8	-	-121	-129
Acquisitions of intangible fixed assets	-1	-1	-4	-4
Investments in investment properties	-	-11	1	-10
Acquisitions of other tangible fixed assets	-8	-1	-30	-23
Cash flow from investing activities	-1	-13	-154	-166
Financing activities				
New issue of shares including transaction costs new issue of shares	-	-	-61	-61
Paid dividends	-	-	-107	-107
Amortisation of loan liabilities (-), Raised loan liabilities (+)	2	-3	549	544
Cash flow from financing activities	2	-3	381	376
CASH FLOW FOR THE PERIOD	-56	108	-91	73
Cash and cash equivalents at the start of the period	851	776	889	776
Exchange rate difference in cash and cash equivalents	2	5	-1	2
Cash and cash equivalents at the end of the period	797	889	797	851

As of Q2 2020 the Company consolidates tenant-owner associations related to development projects (IFRS recalculated). Figures shown here follow the Company's segment reporting (IFRS), which does not consolidate tenant-owner associations.



#### Income statement overview IFRS REPORTING

SEKm	Jan-Mar 2022	Jan-Mar 2021	Apr-Mar 2021-22	Jan-Dec 2021
Revenue	1 046	900	4 095	3 949
Costs in production	-967	-761	-3 636	-3 430
Gross profit/loss	79	139	459	519
Sales and administration costs	-91	-65	-318	-292
Other operating revenue	2	2	8	8
Other operating costs	0	0	0	0
Other profit/loss	-10	76	149	235
Profit/loss from financial items				
Profit shares from joint venture and associated companies	0	0	-4	-4
Financial revenue	6	0	18	12
Financial costs	-12	-2	-25	-15
Profit after financial items	-16	74	138	228
Change in value of real estate	0	1	5	6
Taxes	16	-2	25	7
PROFIT FOR THE PERIOD	0	73	168	241
Profit relating to:				
- the parent company's shareholders	0	73	168	241
- holdings without controlling influence	0	0	0	0
Earnings per share, SEK*	0,01	2,27	5,16	7,42
Number of shares at the end of the period (thousands)	32 591	32 340	32 591	32 591
Average number of shares (thousands)	32 591	32 340	32 535	32 474

\* The company has no options and similar agreements that give rise to a dilution effect, therefore this is not reported separately.



#### Balance sheet overview IFRS REPORTING

SEKm	Mar 31 2022	Mar 31 2021	Dec 31 2021
Fixed assets			
Intangible fixed assets	463	238	463
Tangible fixed assets	115	101	114
Financial fixed assets	74	52	71
Total fixed assets	652	391	648
Current assets			
Development properties, etc	1381	700	1175
Accounts receivable	407	298	444
Accrued but not invoiced	521	291	437
Other receivables	563	523	500
Cash and cash equivalents	881	931	897
Total current assets	3753	2743	3453
TOTAL ASSETS	4405	3134	4101
EQUITY AND LIABILITIES			
Equity	1753	1669	1751
Non-current interest-bearing liabilities	685	72	664
Non-current non-interest-bearing liabilities	85	83	90
Total non-current liabilities	770	155	754
		400	200
Current interest-bearing liabilities	614	492	388
	472	274	480
Other liabilities	796	544	728
Total current liabilities	1882	1310	1596
TOTAL EQUITY AND LIABILITIES	4405	3134	4101



#### Cash flow statement IFRS REPORTING

SEKm	Jan-Mar 2022	Jan-Mar 2021	Apr-Mar 2021-22	Jan-Dec 2021
Day-to-day operations				
Profit/loss before financial items	-10	76	149	235
Adjustment for paid interest, paid taxes and items not included in cash flow	-14	19	-16	17
Cash flow from operating activities before changes in working capital	-24	95	133	252
Cash flow from changes in working capital				
Increase (-)/decrease (+) of tenant-owner association flats of own development in production	-125	-86	-554	-515
Increase (-)/decrease (+) of operating receivables	-138	-13	-492	-367
Increase (+)/decrease (-) of operating liabilities	42	-3	356	311
Cash flow from the day-to-day operations	-245	-7	-557	-319
Investment activities				
Investments in businesses and dividend from joint venture	8	_	-121	-129
Acquisitions of intangible fixed assets	-1	-1	-4	-4
Investments in investment properties	-	-11	1	-10
Acquisitions of other tangible fixed assets	-8	-1	-30	-23
Cash flow from investing activities	-1	-13	-154	-166
Financing activities				
New issue of shares including transaction costs new issue of shares	-	-	-61	-61
Paid dividends	-	_	-107	-107
Amortisation of loan liabilities (-), Raised loan liabilities (+)	227	86	829	688
Cash flow from financing activities	228	86	662	520
CASH FLOW FOR THE PERIOD	-18	66	-49	35
Cash and cash equivalents at the start of the period	897	860	931	860
Exchange rate difference in cash and cash equivalents	2	5	-1	2
Cash and cash equivalents at the end of the period	881	931	881	897



#### ONGOING PROJECTS: RESIDENTIAL/COMMERCIAL

Project	Status	No of apts	Of which sold/booked	Of which reserved	Completion
SELF DEVELOPED TENANT OWNED					
Soluret, Malmö	Production	45	45		2023
Parklyckan, Stockholm	Production	36	36		2022
Strandängen, Falkenberg	Production	29	29		2022
Älgoxen, Umeå	Production	30	27		2023
Slottshusen, Täby	Production	89	54	9	2023
Cityterrassen, Malmö	Decision to launch production	174	58	7	2024
Hökälla Ängar, phase 2, Gothenburg	Production	36	36		2023
Total		439	285	16	
SELF DEVELOPED RENTAL APARTMENTS					
Lagerkransen 3, Lund	Production	82			2022
Vårberg youth housing, Stockholm	Production	174			2022
Kv Trädgårn, Svedala	Production	53			2023
Total		309			



#### UPCOMING PROJECTS: RESIDENTIAL/COMMERCIAL (part 1)

Project, Municipality	Туре	No of apts.	Area (sqm)	Phase	Estimated start of production	Estimated completion
Alliero, Sundsvall*	Self owned/Commercial	80	6,512	ZP in effect	2025	2027
Almen, Umeå	Self owned	200	13,569	Ongoing work ZP	2022	2028
Bollen preschool, Trelleborg*	CSP	0	900	ZP in effect	2023	2024
Borstahusen town houses, Landskrona*	Self owned	12	1,440	ZP in effect	2023	2024
Borstahusen, Landskrona*	Self owned	50	4,325	ZP in effect	2023	2025
Citadellsfogen, Malmö*	Rental	70	4,850	Ongoing work ZP	2027	2028
Citadellsfogen, Malmö*	Self owned	70	4,850	Ongoing work ZP	2027	2029
Fridhem, Ängelholm*	Self owned	78	6,433	ZP in effect	2023	2024
Guldskrinet, Umeå*	Self owned/Rental	100	7,500	Ongoing work ZP	2023	2026
Hökälla Höjd, Göteborg	Self owned	42	3,276	ZP in effect	2023	2024
Journalen 1, Malmö	Rental	177	10,097	ZP in effect	2022	2024
Lilla Essingen Parkhuset, Stockholm*	Self owned	24	1,849	ZP in effect	2025	2027
Lilla Essingen Strandhusen, Stockholm*	Self owned	74	6,032	ZP in effect	2026	2028
Norra Saltskog, Södertälje*	Self owned	49	3,055	Ongoing work ZP	2025	2027

\* Options, acquisitions have not yet been made. ZP = Zonal Planing PORTFOLIO CONTINUES, SUMMARY OF UPCOMING PROJECTS AT THE END OF PORTFOLIO



#### UPCOMING PROJECTS: RESIDENTIAL/COMMERCIAL (part 2)

Project, Municipality	Туре	No of apts.	Area (sqm)	Phase	Estimated start of production	Estimated completion
Nämnden, Malmö*	Rental/Commercial	60	4,645	ZP in effect	2023	2025
Skarpnäck preschool, Stockholm*	CSP	0	860	ZP in effect	2026	2028
Skarpnäck, Stockholm*	Rental	126	5,659	ZP in effect	2024	2026
Solberga, Stockholm*	Selfowned	35	4,025	No ZP	2025	2027
Solvalla hotell, Stockholm*	Hotel	0	6,900	No ZP	2026	2028
Solvalla youth housing, Stockholm*	Rental	120	4,115	No ZP	2026	2028
Sparreallén, Borås	Commercial	0	3,200	ZP in effect	2023	2025
Sparreallén, Borås	Selfowned	20	1,200	ZP in effect	2023	2025
Strandängen 2, shelterd housing, Falkenberg*	CSP	80	5,280	No ZP	2024	2025
Strandängen 2, care home, Falkenberg*	CSP	60	3,800	No ZP	2024	2025
Svandammsplan, Stockholm*	Selfowned	53	3,010	No ZP	2026	2027
Syrenen, Umeå	Self owned/Commercial	80	7,270	Ongoing work ZP	2023	2026
Tjärleken, Norrtälje	Selfowned	111	11,284	ZP in effect	2022	2024
Tuvebo Glashytta, Göteborg	Self owned	45	2,663	ZP in effect	2022	2023

\* Options, acquisitions have not yet been made. ZP = Zonal Planing PORTFOLIO CONTINUES, SUMMARY OF UPCOMING PROJECTS AT THE END OF PORTFOLIO



#### UPCOMING PROJECTS: RESIDENTIAL/COMMERCIAL (part 3)

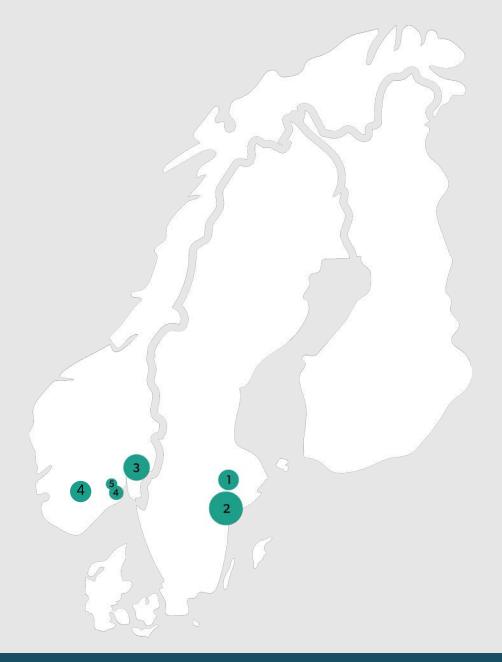
Project, Municipality	Туре	No of apts.	Area (sqm)	Phase	Estimated start of production	Estimated completion
Vallastråket, Stockholm*	Self owned	70	4,200	Ongoing work ZP	2024	2026
Vantörsvägen, Stockholm*	Rental	100	5,000	No ZP	2026	2028
Vårbergsvägen, Stockholm*	Self owned	80	5,000	ZP in effect	2025	2027
Västerport, Varberg*	Hotel	0	18,250	Ongoing work ZP	2023	2026
Västra Roslags-Näsby, Täby*	Self owned	40	2,951	ZP in effect	2027	2028
Årsta etapp 2n, Stockholm*	Self owned	237	14,503	Ongoing work ZP	2028	2030
Årsta etapp 4a, Stockholm*	Self owned	68	5,661	Ongoing work ZP	2029	2031
Årsta etapp 4b, Stockholm*	Rental	231	11,786	Ongoing work ZP	2029	2031
Åseberget, Kungälv*	Not decided	150	10,000	No ZP	2026	2030
Östra Station, Kävlinge	Self owned	96	6,418	ZP in effect	2023	2024
- Totalt		2,888	222,368			

\* Options, acquisitions have not yet been made. ZP = Zonal Planing



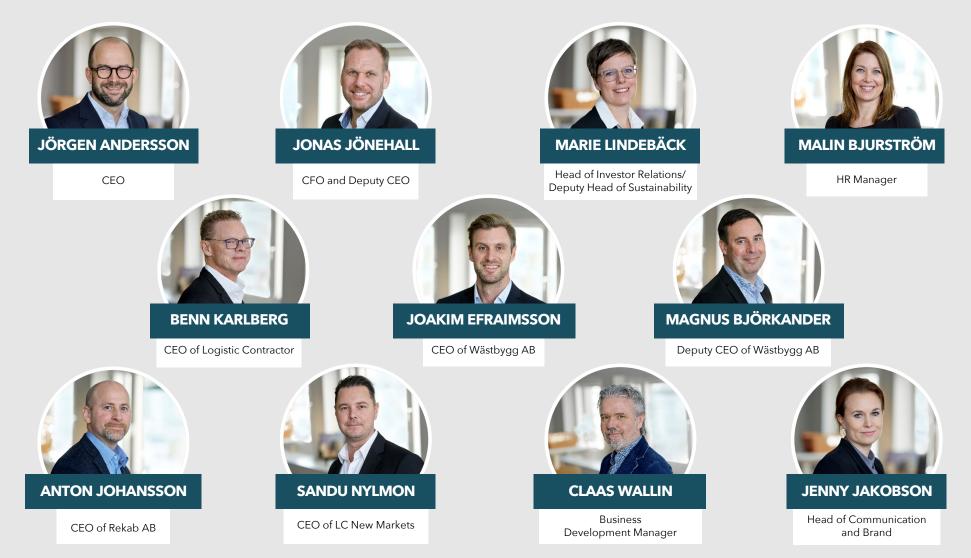
#### LANDBANK LOGISTICS AND INDUSTRY

Municipality	Туре	Area (sqm)
1 Enköping	Acquisition	133,000
2 Nyköping	Joint venture	400,000
3 Gardermoen Nord Næringspark, Ormlia, Norway	Acquisition	266,000
4 Holmestrand Næringspark, Holmestrand, Norway	LOI for Joint venture	40,000
 Total		884,000





#### Senior executives 2022-03-31





#### Senior executives FROM 2022-05-06





**APPENDIX**