



# Q4

**2021 YEAR-END REPORT**  
**January - December 2021**

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**TRIANON** 

# **Business concept**

**Trianon is a local property company. We own, manage, develop, and build properties in Malmö and its surrounding area.**

**Through innovation, commitment and long-term thinking, Trianon aims to achieve sustainable urban development.**

**TRIANON**

# Malmö

A woman in a dark jacket is riding a bicycle on a paved path that curves along a grassy area. In the background, several other cyclists are visible on the path. To the right, a modern cityscape is visible, featuring a prominent, tall, white, twisted skyscraper (Turning Torso) and other colorful buildings. The sky is clear and blue, with a thin white contrail.

**Residents: 350 000**

**Fastest-growing  
large city in Sweden**

**The Öresund Region  
4,1 million**

**Young population,  
48% under 35 yrs**

# Q4 2021

## Strong financial performance

SEK  
13,67/  
share  
+199%

Rental income  
160 MSEK  
+8%

Net operating  
income  
102 MSEK  
+3%

Profit from  
property  
management  
64 MSEK  
+19%

Net profit  
532 MSEK  
+176 %

# Year 2021

The most profitable year in Trianon's history

SEK  
33,64 /  
share  
+154%

Rental income  
618 MSEK  
+12%

Net operating  
income  
396 MSEK  
+7%

Profit from  
property  
management  
253 MSEK  
+13%

Net profit  
1 311 Mkr  
+144 %

# Financial targets

Increase in profit from property management: > 12%

Result 2020: 26%

Result 2021: 13%

Return on equity: > 12%

Result 2020: 17%

Result 2021: 31%

Loan-to-value ratio: < 60%

Result 2020: 55,7%

Result 2021: 53,5%

Interest coverage ratio: > 1,5 x

Result 2020: 3,4 ggr

Result 2021: 3,2 ggr

Raised to 1,75 x

Share of residential & community service properties: > 80%

Result 2020: 75%

Result 2021: 85%

New target: An annual investment income from the project portfolio of > SEK 100 million.

# Significant events during Q4 2021

- Implements a private placement of 1.5 million shares, raising SEK 398 million before issue expenses
- Acquires 174 apartments in central Malmö with a value of SEK 630 million, a public sector/community property in central Malmö and a retail property in the residential area of Hermodsdal in Malmö
- Green light to start construction on 500 residential units in Rosengård and Norra Sorgenfri after the zoning plan took effect. Start of construction of 73 apartments in Hyllie and 65 apartments in Sege Park
- The Board of Directors adopts updated financial targets and sustainability objectives for 2022-2024

## Q4-2021 Consolidated income statement, summary

MSEK	Oct-Dec 2021	Oct-Dec 2020	Jan-Dec 2021	Jan-Dec 2020
Rental income	159,9	147,7	618,1	553,2
<b>Net operating income</b>	<b>101,5</b>	<b>98,9</b>	<b>396,0</b>	<b>368,5</b>
Profit from shares in associated companies and joint venture	19,1	84,0	41,7	83,8
<b>Profit from property management</b>	<b>64,0</b>	<b>53,9</b>	<b>253,1</b>	<b>224,2</b>
Changes in value, investment properties	608,5	85,4	1 311,2	406,2
Changes in value, derivatives	13,8	10,1	66,5	-62,3
Tax	-168,9	-40,6	-355,5	-113,9
<b>Net profit for the period</b>	<b>532,3</b>	<b>192,6</b>	<b>1 310,5</b>	<b>537,4</b>

### Comprehensive income for the period attributable to:

<i>Parent company's shareholders</i>	532,5	180,7	1 305,0	519,7
<i>Non-controlling interests</i>	-0,2	11,9	5,5	17,7

### Key Figures

MSEK	Oct-Dec 2021	Oct-Dec 2020	Jan-Dec 2021	Jan-Dec 2020
Earnings per share, SEK	13,67	4,57	33,64	13,24
Interest coverage ratio, x	3,2	5,1	3,2	3,4
Surplus ratio, %	63,5%	67,0%	64,1%	66,6%

Rental income  
**SEK 160  
million**  
+8%

Net operating income  
**SEK 102  
million**  
+3%

Profit from property  
management  
**SEK 64  
million**  
+19%

Earnings per share  
**SEK 13,67  
/share**



## Q4-2021 Consolidated balance sheet, summary

MSEK	31 Dec 2021	31 Dec 2020
<i>Investment properties</i>	12 665,5	9 462,3
Total non-current assets	13 314,8	9 946,9
Total current assets	266,4	356,3
<b>TOTAL ASSETS</b>	<b>13 581,1</b>	<b>10 303,2</b>
Equity attributable to owners of the parent company	5 217,3	3 532,3
Equity attributable to non-controlling interests	26,6	102,9
<i>Total equity</i>	5 243,9	3 635,2
Total long-term liabilities	4 605,4	5 007,1
Total current liabilities	3 731,8	1 660,9
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>13 581,1</b>	<b>10 303,2</b>

### Key figures

MSEK	31 Dec 2021	31 Dec 2020
Long-term net asset value per share, excl hybrid capital, SEK	144,64	100,90
Loan-to-value ratio, %	53,5%	55,7%
Equity/assets ratio, %	38,6%	35,3%

Property value  
**12,7 MSEK**  
+34%

Long-term net asset  
value, excl hybrid  
capital  
**5,7 MSEK**  
+50%

Long-term net asset value  
per share, excl hybrid  
capital  
**SEK 144,64**  
/share

Loan-to-value ratio  
**53,5%**

Equity/asset ratio  
**38,6%**



## Q4-2021 Current earnings capacity

MSEK	31 Dec 2021	30 Sep 2021	31 Jun 2021	31 Mar 2021	30 Dec 2020
Rental value	737,8	687,8	648,9	675,3	653,4
Vacancies	-22,3	-24,3	-24,7	-27,1	-25,4
Vacancies, signed contracts	-11,6	-8,5	-1,2	-2,5	-4,3
Reductions	-3,1	-2,2	-4,2	-5,6	-6,5
Other income	6,2	6,4			
<b>Rental income</b>	<b>707,0</b>	<b>659,2</b>	<b>618,8</b>	<b>640,0</b>	<b>617,2</b>
Property costs	-221,1	-196,9	-186,4	-190,9	-183,6
Property administration	-21,4	-21,4	-19,6	-19,2	-18,0
<b>Operating surplus</b>	<b>464,5</b>	<b>440,9</b>	<b>412,8</b>	<b>430,0</b>	<b>415,6</b>
<i>Surplus ratio</i>	66%	67%	67%	67%	67%
Central administration	-56,0	-56,0	-44,0	-44,0	-41,6
Participations in profits of associated companies	20,2	20,4	10,6	4,3	4,3
Ground rent	-6,0	-5,5	-6,7	-7,0	-7,0
Financial income and expenses	-128,3	-116,9	-104,2	-118,0	-120,6
<b>Profit from property management</b>	<b>294,4</b>	<b>282,8</b>	<b>268,5</b>	<b>265,3</b>	<b>250,7</b>
Profit from property management attributable to:					
Parent shareholders	293,7	281,1	266,5	257,7	243,1
Holder with a non-controlling interest	0,7	1,7	2,0	7,6	7,6

Rental value

**SEK 738  
million**

Discounts and  
vacancies

**SEK 37  
million**

Earnings capacity

**7,48  
SEK/share**

Current earnings  
capacity, fully let incl  
JV's

**8,43  
SEK/share**

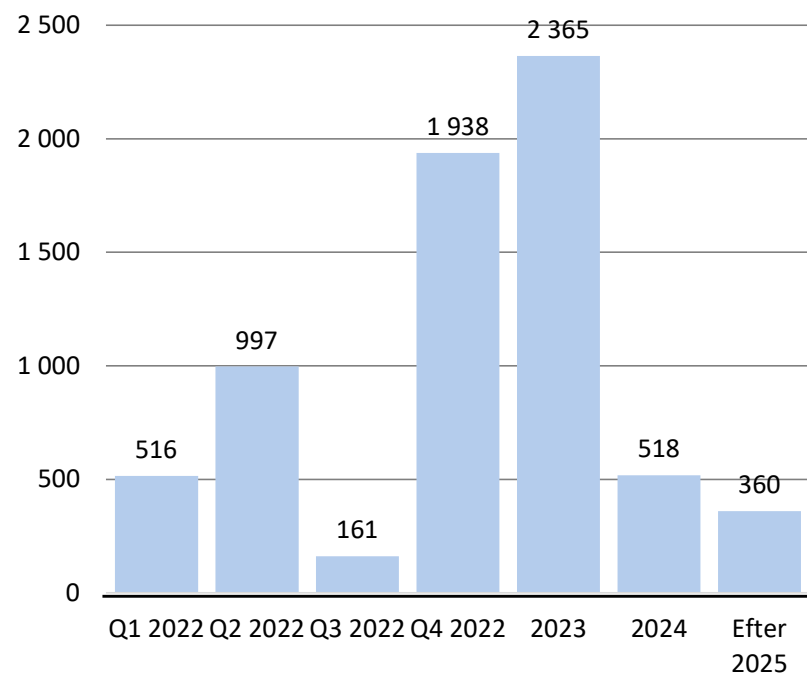
# Current earning capacity of associates and joint ventures

Property	Trianon's share
Landshövdingen 1, Rosengård Centrum	50%
Tågarp 15:4, Burlöv Center	50%
Arlöv 22:189	50%
Svedala 8:16	50%
Bojen 1	50%
Fendern 1	50%

Associates and joint venture MSEK	31 Dec 2021	30 Sep 2021
Rental value	154,0	152,0
Vacancies	-25,4	-30,6
Contracted vacancies	-5,9	-1,5
Reductions	-6,6	-4,1
<b>Rental income</b>	<b>116,1</b>	<b>115,9</b>
Property costs	-44,0	-45,0
Property administration	-3,6	-3,7
<b>Net operating income</b>	<b>68,5</b>	<b>67,2</b>
<i>Surplus ratio</i>	<i>59%</i>	<i>58%</i>
Central administration	-9,7	-8,6
Ground rent	-1,7	-1,7
Financial income and expenses	-16,8	-16,2
<b>Profit from property management</b>	<b>40,3</b>	<b>40,8</b>

# Financial statement

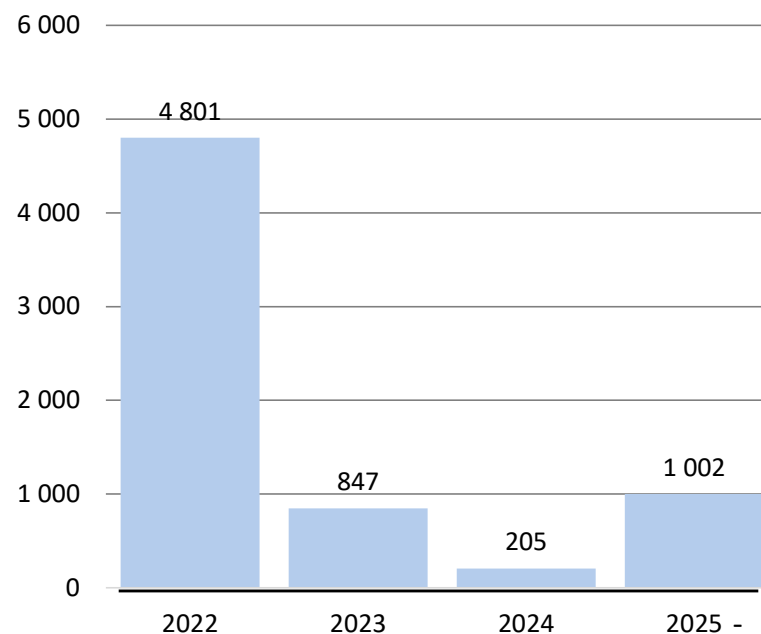
## Loan maturity



Average fixed-term maturity 1,2 yrs

New bond loans, SEK 150 million October 2021

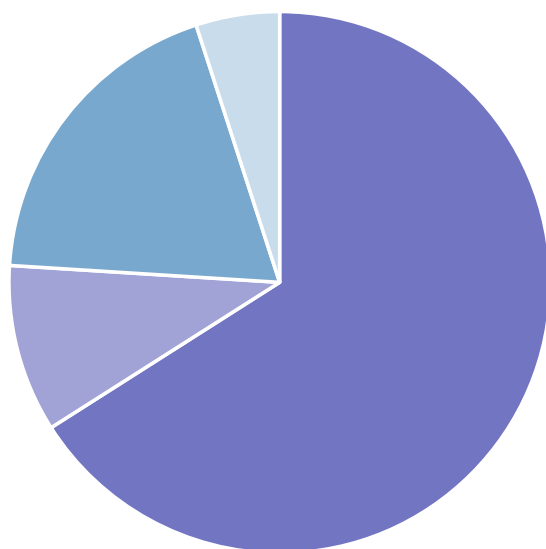
## Fixed interest rates



Average fixed-rate period 2,6 yrs

Average rate 1,9 %

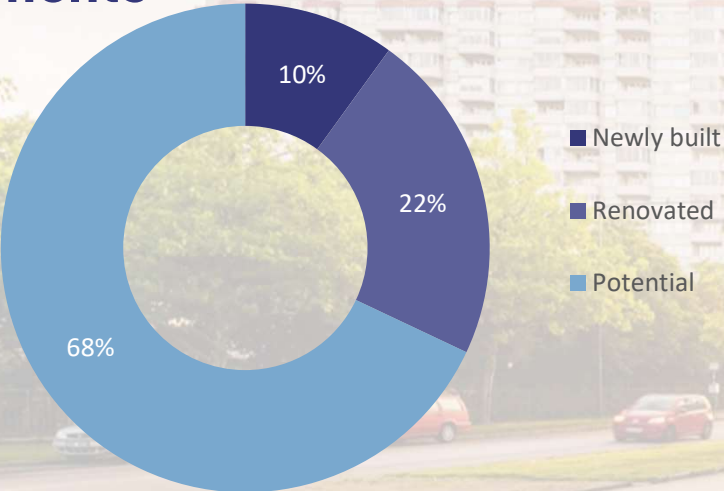
# Our segments



	Proportion of property value, %	Property value, SEK billion	Yield, %
Residential	75	9,3	3,6
Public sector/ community	10	1,2	4,7
Retail	11	1,3	4,9
Office	4	0,5	4,1

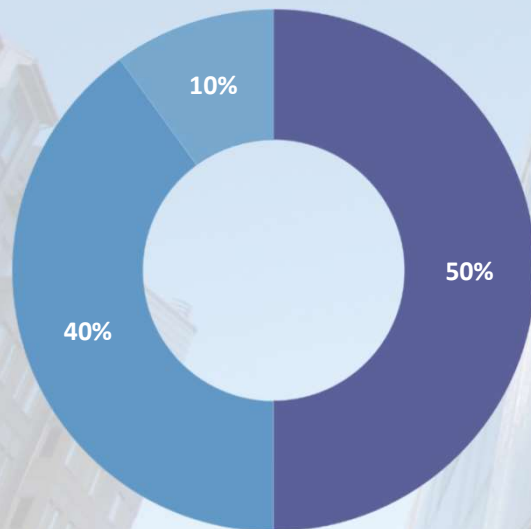
# Residential and public sector/community

## Apartments



# Retail

Retail, share of property value (Rosengård C recorded as JV)  
Rolf 6 is now a Public sector/community property



- Närhandel/livsmedel
- Upplevelser
- Övrigt

50%  
närhandel,  
och  
livsmedel

## Largest tenants

- Axfood
- Coop
- ICA
- Malmö stad
- Apotek

# **Strong letting!**

**Net letting SEK 5,5 million 2021**

**Signed new lease contracts valued at SEK 39 million**



An aerial photograph of a city, likely Copenhagen, showing a dense residential area with red-tiled roofs. In the background, a modern high-rise building is under construction, with a yellow crane visible. The sky is clear and blue. A semi-transparent white box is overlaid on the center of the image, containing the text.

# Transactions resulted in 1,500 new apartments 2021

An aerial view of a street in the same city. A green tram is moving along the road. To the right, there are modern, multi-story apartment buildings with balconies. The area is surrounded by lush green trees.

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**Project portfolio: Construction start of 700 apartments  
2021-2022 and 1 300 apartments 2022-2025**

Target: Annual investment income from the project portfolio of > SEK 100 million

# Trianon's sustainability work 2022-2024



- Build more rental apartments with reasonable rents
- Renovate 200 apartments per year

Reduce energy consumption by 10 percent in kWh 2022-2024



## Events after the end of the period

- Several leases are signed with tenants within public sector/community services at Limhamn, at Hyllie 9:5, at Rosengård Centrum, in Entré in Malmö and in the Hanna district in Burlöv
- The Board of Directors proposes to the Annual General Meeting a dividend of SEK 2.00 per share (1.80)
- The Board of Directors proposes to the Annual General Meeting to implement a share split with a condition of 4:1



# Full speed ahead

- Reduce vacancies
- Creating long-term value - existing and new residential properties
- Constructing new rental apartments
- Transactions

# Q & A

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