



KlaraBo @ Handelsbanken

23 February 2022

KlaraBo in brief

Residential property manager and developer

Growing through new construction, renovations and acquisitions



5,412
Apartments under management

1,494
Apartments in project portfolio

SEK 7,719m
Value of investment properties

SEK 4,472m
EPRA NRV

SEK 33.92
EPRA NRV per share

SEK 1,025
Average rent per sqm and year^(a)

KlaraBo's growth strategy

 New construction	 Renovations	 Acquisitions
<p><i>New construction of sustainable, environmentally certified, high quality, functional, area and cost-efficient rental apartments through in-house developed and industrially produced KlaraBo-Hus</i></p>	<p><i>Renovations and investments in existing investment properties, both to increase rents and decrease costs</i></p>	<p><i>Acquisitions of investment properties, preferably with renovation potential, and acquisitions of land and building rights for new construction of residential properties for own long-term management</i></p>
<ul style="list-style-type: none"> ▪ Project portfolio of 1,494 apartments ▪ Environmentally certified 	<ul style="list-style-type: none"> ▪ ~3,500 apartments with renovation potential ▪ Significant potential to increase rents – SEK 1,025 average rent per sqm and year 	<ul style="list-style-type: none"> ▪ Land and building rights ▪ Potential to grow in multiple regional areas across Sweden

Financial / operational targets and dividend policy

Clear operational growth targets

<p>2021-2023</p>	<p>Commence construction of at least 200 apartments per year</p>	<p>≥15%</p>	<p>Annual growth in long-term NRV per share shall on average amount to at least 15 per cent, including any value transfers</p>
<p>2024-</p>	<p>The long-term goal is to commence construction of at least 500 apartments per year</p>	<p>≥12%</p>	<p>Annual growth in income from property management per share shall on average amount to at least 12 per cent</p>
<p>2025</p>	<p>Own and manage apartments of at least 500,000 sqm residential (358,700 sqm as of 31 December 2021)</p>		<p>Rents for apartments that are possible to renovate shall, through active property management and investments, exceed the general annual rent increase substantially</p>

Long-term financial risk limitations

<p>>25%</p> <p>The equity ratio shall in the long-term exceed 25 per cent</p>	<p>>1.5x</p> <p>The interest coverage ratio shall in the long-term exceed 1.5x</p>	<p>≤65%</p> <p>The loan-to-value ratio shall in the long-term not exceed 65 per cent</p>
---	--	---

Dividend policy

KlaraBo's long-term goal is to pay out 50 per cent of income from property management after tax in dividends. However, dividends will be low or none in the coming years as KlaraBo will prioritise growth through acquisitions, new construction and investments in existing properties

Competitive landscape / positioning

Operational benchmarking

Company	New construction	Own building concept	Renovation potential
KLARABO	✓	✓	High
AMASTEN	✓	✓	High
Brinova	✓	✗	Medium
HEBA FASTIGHETS AB	✓	✗	Medium
JohnMattson	✓	✗	High
K2A	✓	✓	Low
K-FASTIGHETER	✓	✓	Low
TRIANON	✓	✗	High

Positioning

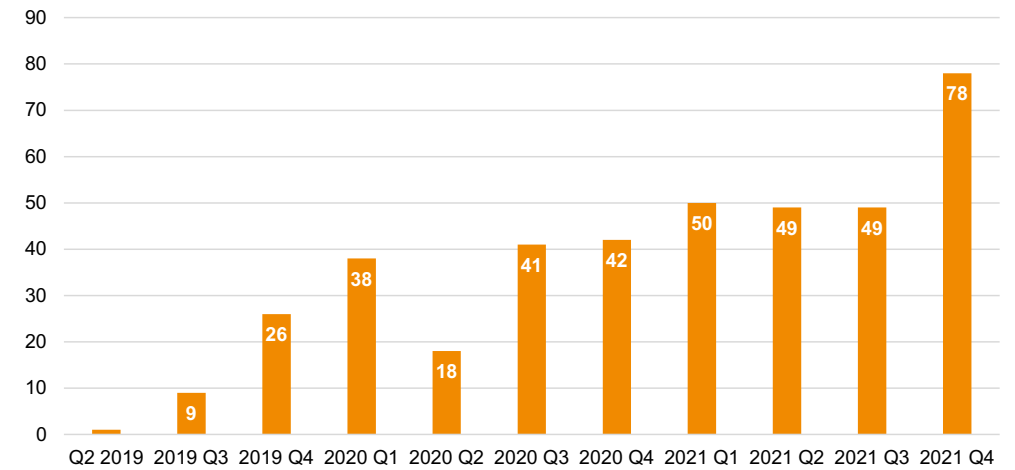


Q4 results

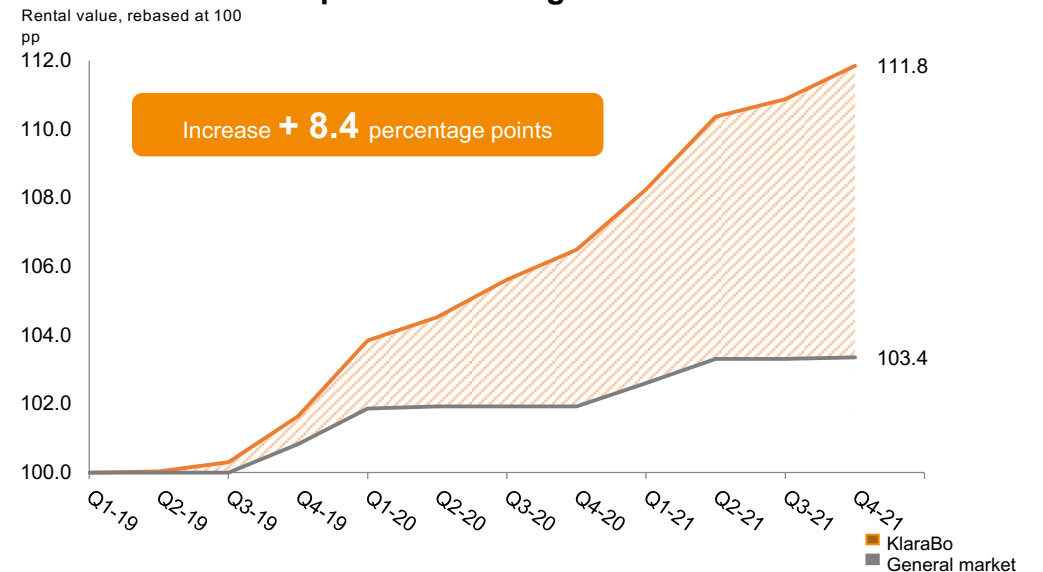
Q4 results in brief

- Revenue for the quarter amounted to SEK 115.1 million (55.5), up 107 per cent year-on-year
- Net operating income of SEK 62.9 million (28.9), up 118 per cent over the year-earlier period
- Income from property management for the quarter of SEK 22.7 million (12.0), up 89 per cent over the year-earlier period.
- Profit for the quarter totalled SEK 251.7 million (124.4), corresponding to SEK 2.19 per share (1.84) before dilution
- The loan-to-value ratio for the Group amounted to 41.6 per cent (52.8)

Total no. of refurbishments



Rental value development relative general market



Q4 highlights

- Successful IPO on Nasdaq Stockholm Dec 2, new share issues bringing in net SEK ~830 million
 - Heavily oversubscribed offer adding about 5,000 new shareholders
- Full repayment of vendor notes of just over SEK 360 million
- Acquisition and conversion of a project property in central Malmo and additions to existing property in Helsingborg will add a total of 46 new apartments
- Occupancy of 46 newly constructed rental apartments in Motala
 - The first project certified with Miljöbyggnad Silver.

After the end of the period

- Acquisition of 126 rental apartments in Umea with an underlying property value of SEK 175 million
- Awarded a land allocation in Skelleftea, incl. a completed development plan for construction of ~130 rental apts.

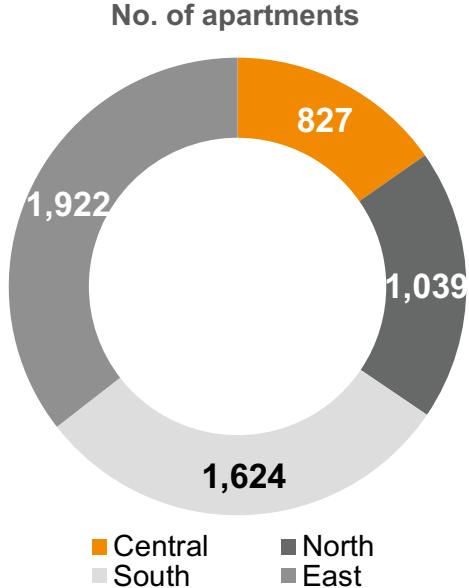
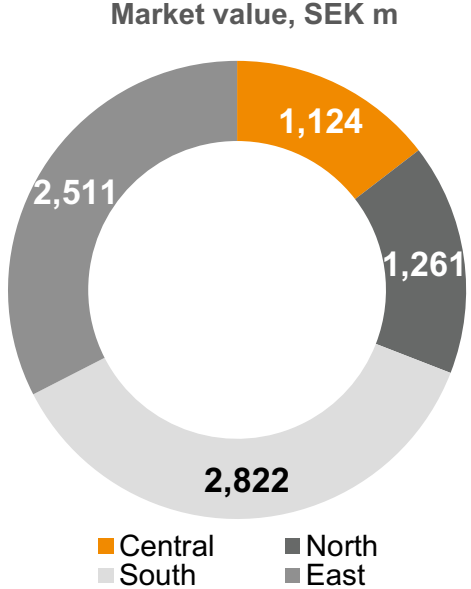
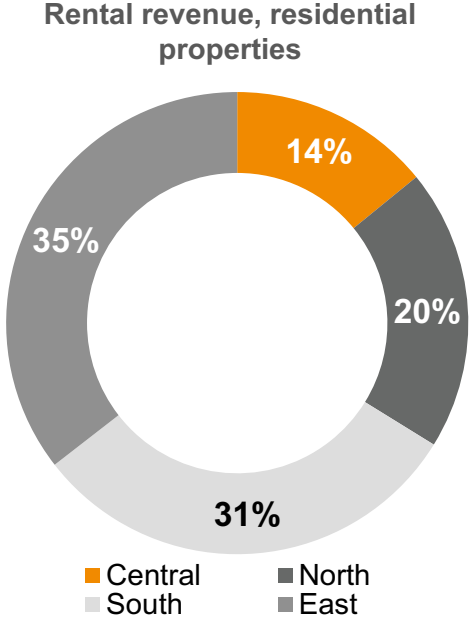




Property portfolio & renovations

Property portfolio

Investment properties



- SEK 7,719m**
 Property value
- SEK 18,527**
 Property value per sqm^(a)
- SEK 490m**
 Rental value
- 416,600**
 sqm
 lettable area
- SEK 1,025**
 Average rent per sqm
 and year^(a)

Source: Figures as of 31 December 2021 unless other stated
 (a) Residential excluding new construction and renovated apartments

Scope for rent increases through proven renovation model

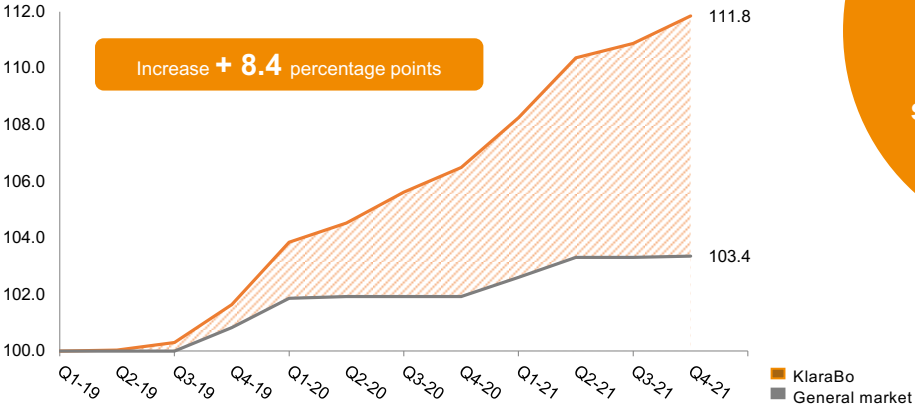
Comments

- ~3,500 apartments have renovation potential, corresponding to 65% of the total portfolio, excl. construction
- KlaraBo continuously renovates existing apartments, leading to higher rents and lower property maintenance costs
- Renovations take place after tenants have moved out
- Smaller renovations such as replacements of kitchen cabinets and installations of washing machines and safety doors, leading to higher rents



In total, value-enhancing initiatives lead to rent increases that significantly surpass the general development

Rental value development



Case study: Umea

Comments

- On 4 January, KlaraBo acquired a residential portfolio in Umea of a total of 126 rental apartments
- Underlying property value of SEK 175 million
- Total area amounts to approximately 8,700 sqm
- Centrally located in the city and fully rented
- Rental value amounts to SEK 10.2 million and consists almost exclusively of residential and parking income
- Constructed in the 1960s and 90s, to be upgraded and refurbished
- Umea a new market for KlaraBo

- **Acquisition in line with business model and a testament to KlaraBo's ability to identify and execute off-market transactions**



Project portfolio

In-house developed, sustainable and cost-efficient KlaraBo-hus

KlaraBo-Hus are built mainly of wood



Höör



Motala

- Recently developed properties have been environmentally certified as “Miljöbyggnad – Silver” by Sweden Green Building Council



Höganäs

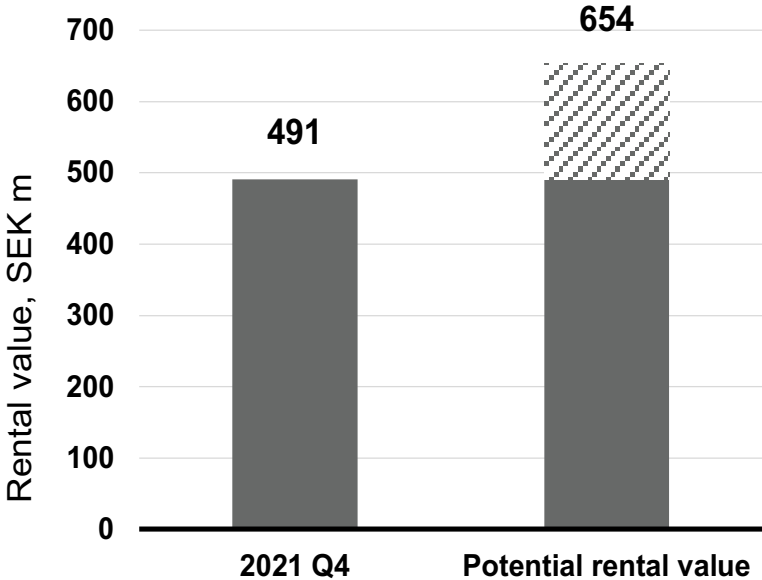
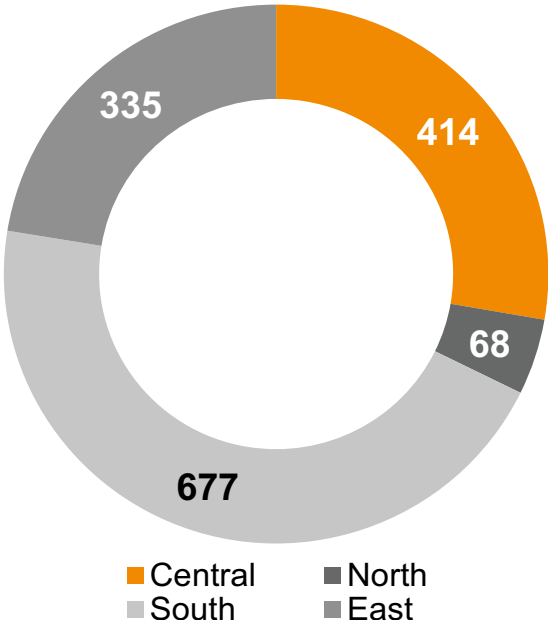
- Main material is FSC wood, sourced from responsible forestry
- Construction with wood drastically reduces the energy consumption and CO2 emissions in the construction process compared to traditional methods relying on concrete and steel

- ▶ Proprietary, module-based, building system developed in-house
- ▶ Project organisation responsible from start to finish incl. identifying new building rights and procuring contractors
- ▶ 1-4 room apartments of 35-85 sqm
- ▶ Modules produced overseas with assembly on-site, total construction time of ~10 months

Property portfolio

Project portfolio

Planned development rights by region



- 1,494**
 No. apartments in project portfolio
- 143**
 No. apartments in construction
- 1,351**
 No. apartments in planning
- SEK 162,7m**
 Estimated rental value
- SEK 3,414m**
 Estimated market value at completion

Completed and ongoing projects

Aggregated figures	
Residential floor area, sqm	20,644
Number of apartments	332
Rent levels per sqm, SEK	~1,450-1,950
Net operating income, SEKk	29,363
Yield on cost, %	5.7%
Market value at completion, SEKm	643
Construction cost including land per sqm, SEK ^(a)	24,846



Note: For completed projects, past performance does not guarantee or predict future performance. Estimates and judgments for ongoing projects involve uncertainties and the disclosure above should not be viewed as a forecast. The estimates and judgments entail uncertainties regarding the execution, design and scale, scheduling, project costs and future rental value of the projects
 Investment support in Bjuv, Svalöv, Höganäs and Höör. No investment support in Motala, Borlänge and Trelleborg. Net operating income and yield on cost before property administration (yield on cost after property administration: 5.7%)
 (a) Total construction cost including investment support where applicable, VAT, FX effects and land

Summary

Largest shareholders, 31 December 2021

Owner	A shares	B shares	Total	Capital	Votes
Investment AB Spiltan	1,800,000	11,006,647	12,806,647	9.7%	10.2%
Länsförsäkringar Fonder	0	9,857,143	9,857,143	7.5%	3.5%
Pensionskassan SHB Försäkringsförening	0	9,360,610	9,360,610	7.1%	3.3%
Rutger Arnhult via company	0	8,739,167	8,739,167	6.6%	3.1%
Anders Pettersson via company	3,966,316	3,545,538	7,511,854	5.7%	15.3%
SBB via company	0	5,646,065	5,646,065	4.3%	2.0%
Lennart Sten, privately and via company	1,995,000	2,980,609	4,975,609	3.8%	8.1%
Muhlrad Family, privately and via company	1,500,000	7,021,886	8,521,886	6.5%	7.8%
ODIN Fonder	0	4,257,143	4,257,143	3.2%	1.5%
Clearance Capital	0	3,741,133	3,741,133	2.8%	1.3%
Futur Pension	134,484	3,161,554	3,296,038	2.5%	1.6%
Klosterinvest AB	0	2,900,000	2,900,000	2.2%	1.0%
Mats Johansson via company	2,699,400	0	2,699,400	2.0%	9.5%
Doxa AB	0	2,548,691	2,548,691	1.9%	0.9%
Andreas Morfiadakis via company	2,331,287	30,000	2,361,287	1.8%	8.2%
Top	14,426,487	74,796,186	89,222,673	68%	77%
Other	2,388,513	40,216,697	42,605,210	32%	23%
Total	16,815,000	115,012,883	131,827,883	100%	100%

Outlook

On track to commence construction of 200 housing units 2022

Project portfolio of ~1,500 apts.

High rent increase potential with proven renovation model

Proven track record of property acquisitions

LTV ratio of 41.6%, interest-coverage ratio multiple of 3.28 (current earnings capacity)



Management team



Andreas Morfiadakis
CEO and co-founder
KlaraBo since 2017

- Former deputy CEO and CFO at Victoria Park (2010-2017)
- 2,331,287 class A Shares directly and indirectly through Falknästet AB, 30,000 B Shares, and 841,379 warrants carrying the right to subscribe for the same number of class B Shares



Jenny Appenrodt
CFO
KlaraBo since 2020

- Previously Finance Director at Hilding Anders (2013-2020)
- Various senior finance positions with Thule Group (2008-2013)
- 12,500 class B Shares, and 265,000 warrants, carrying the right to subscribe for the same number of class B Shares



Jimmy Larsson
Head of property management
KlaraBo since 2019

- 20 years' experience of residential property management, including senior positions with Brogripen, Ikano Bostad and Riksbyggen
- 100,000 class A Shares, 50,000 class B Shares, and 79,526 warrants carrying the right to subscribe for the same number of class B Shares



Joakim Backström
Head of new construction
KlaraBo since 2017

- 20 years' experience from the construction industry
- Previously with Thage Group and Byggadministration Harald Olsson
- 117,672 warrants in carrying the right to subscribe for the same number of class B Shares



Magnus Johansson
Head of business development
KlaraBo since 2021

- Former CEO and head of business development at Kuststaden
- 339,009 class B Shares