

STENDÖRREN

Lokaler som gör skillnad.

FIRST QUARTER 2023

STENDÖRREN

INTRODUCTION

BUSINESS IDEA, MARKET OPPORTUNITY AND FINANCIAL OBJECTIVES

BUSINESS IDEA

Stendörren creates profitable growth in net asset value by actively managing, developing and acquiring properties

Focus on logistics, warehouse and light industrial properties, primarily within the Stockholm region and other markets that are considered attractive over time

In addition, Stendörren develops residential building rights in the existing portfolio, for in-house development and management

MARKET OPPORTUNITY

The properties are strategically located in growth areas (population and economic), mainly in Greater Stockholm and the Mälardalen region

Growing e-commerce increases the demand for logistic and warehouse properties, especially in urban locations, to meet consumer demand on short delivery times

Rent levels are increasing, as demand for logistics and light industrial premises in urban locations increases, while supply is decreasing due to conversions to other use

FINANCIAL OBJECTIVES

Return on equity of at least 12%

EPRA NAV shall grow with at least 15% p.a.

Interest coverage ratio of at least 2.0x

Equity ratio shall be 35% (never lower than 20%)

OPERATIONAL HIGHLIGHTS

✓ STRONG RENTAL INCOME AND NOI GROWTH

- Full effect from CPI-related rent increase in lease agreements with effect from and including Q1 2023
- 21% y-o-y NOI increase, 15% y-o-y like for like

✓ STRONG LETTING

- Continued strong renegotiation of lease agreements - 17% average increase in rent on renegotiated leases in Q1 2023
- Strong net letting during last quarters - vacancy below 10%

✓ CONTINUED STRONG SURPLUS RATIO DEVELOPMENT

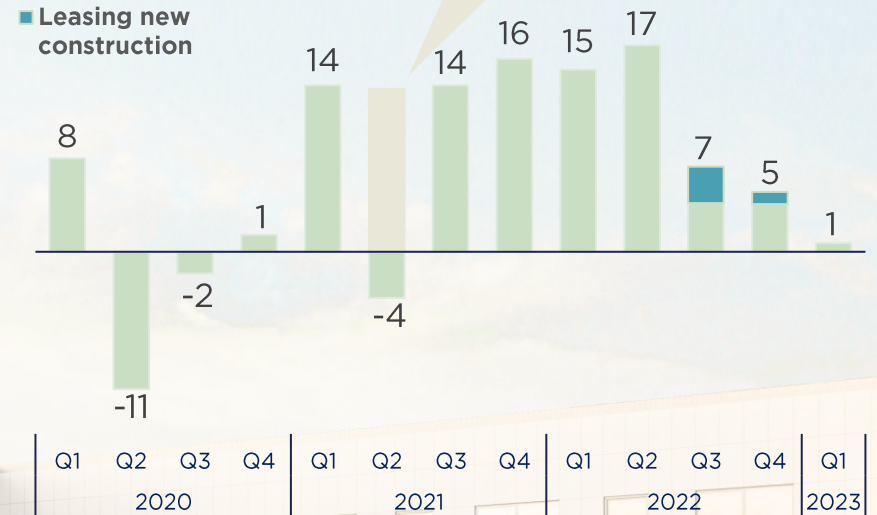
- 75% as of Q1 (12 month average)

✓ STRONG TRACTION WITHIN PROJECT DEVELOPMENT

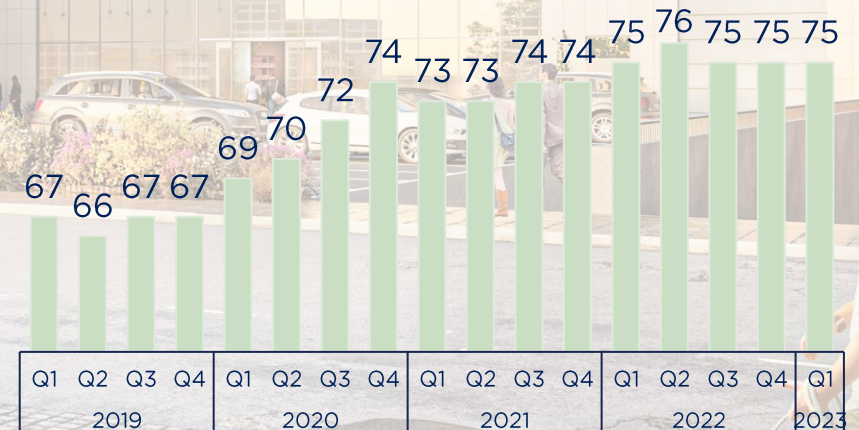
- ~12.000 sqm completed during the quarter
- Customer driven new construction started of 2,300 sqm
- Ongoing projects are expected to add approximately SEK 70m in net operating income, depending on the pace of leasing and completion

Excluding bankruptcy of second largest tenant Exploria

NET LETTING (MSEK)



SURPLUS RATIO (%)



FINANCING HIGHLIGHTS

✓ REVALUATIONS EFFECTS FINANCIAL KEY FIGURES NEGATIVELY

- Last 12 months SEK -276m on property portfolio

✓ INTEREST-RATE RESILIENCE

- Approx 80% of interest-bearing debt hedged with a “Stibor” of 1.50%
- Average maturity of hedges 2.7 years

✓ ENERGY PRICE RESILIENCE

- ~100% of forecasted consumption 2023, ~65% for 2024 fixed at “normal” / “pre Ukraine war” cost levels

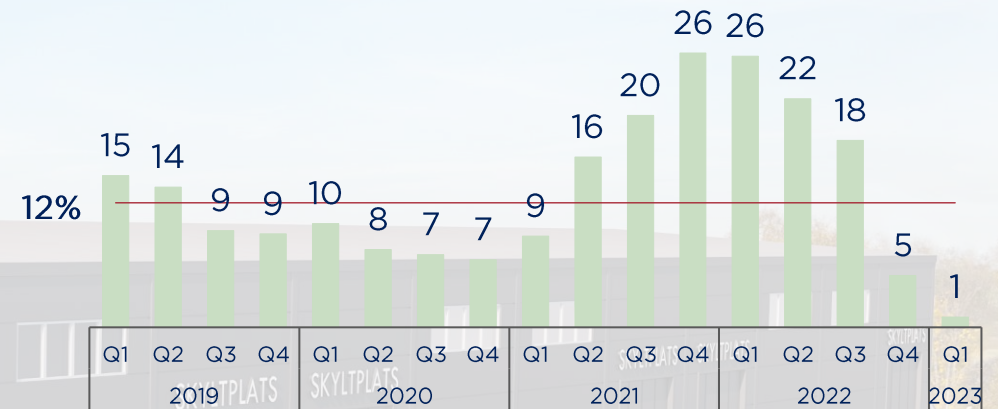
✓ ACTIVE BALANCE SHEET MANAGEMENT

- ~SEK 288m (out of SEK 800m) of hybrid bonds repurchased
- Still strong liquidity SEK 547m

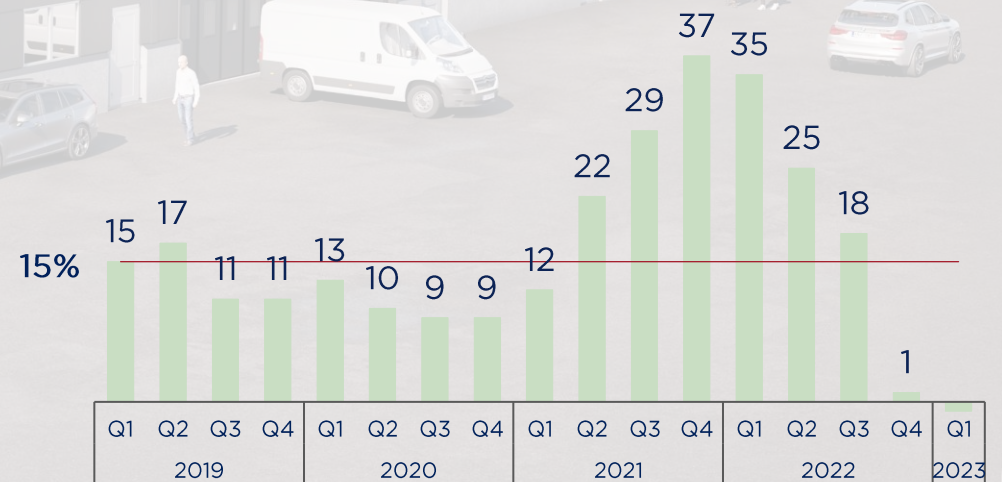
✓ GREEN- AND SUSTAINABILITY LINKED LOANS

- 6% Green loans
- 37% Sustainability Linked Loans

ROE (%)



NAV GROWTH (%)



SNAPSHOT OF STENDÖRREN

PROPERTY VALUE¹

**SEK
12.5 bn**

RENTAL VALUE²

**SEK
846 m**

NOI YIELD³

5.7%

LTV⁴

49%

LEASE DURATION⁵

3.9 years

NAV⁶

**SEK
4,966 million**

LETTABLE AREA¹

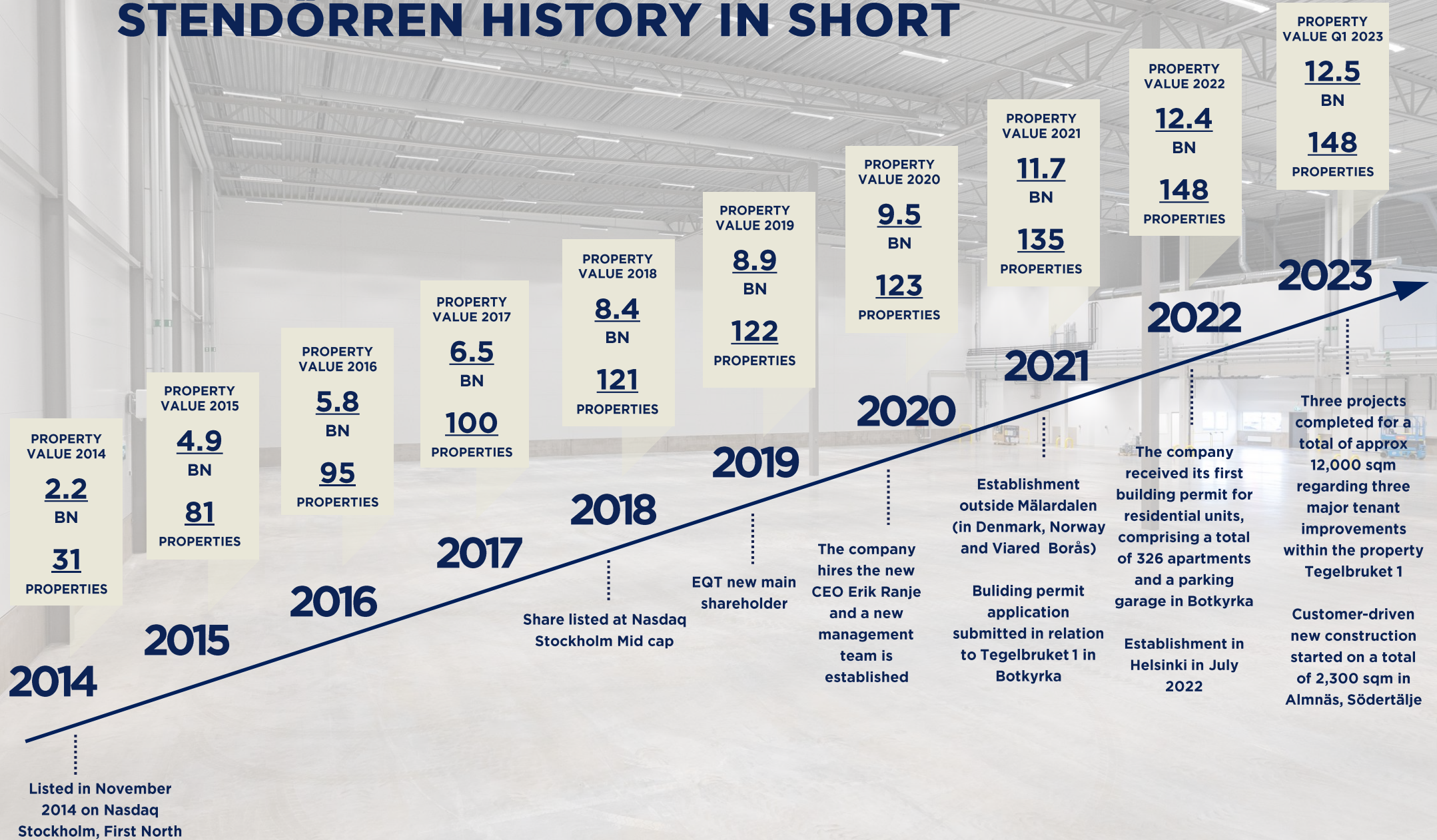
**SQ.M.
795,000**

BUILDING RIGHTS¹

**SQ.M.
657,000**

- 1) Property portfolio as per December 31, 2022
- 2) Estimated earnings capacity as of January 1, 2023
- 3) Excluding projects and land, 12 months average
- 4) Interest bearing debt in relation to total assets
- 5) Average unexpired lease term - economically weighted
- 6) Actual NAV

STENDÖRREN HISTORY IN SHORT



4 REASONS TO INVEST IN STENDÖRREN

1.

STABLE CASH FLOW

- High yielding logistics, warehouse and light industrial properties with long leases
- The tenant base is diversified and consists of both well-established small to medium size companies and large multinational businesses from different industries

2.

SUSTAINABLE GROWTH

- Properties strategically located in growth areas such as Greater Stockholm and the Mälardalen region
- Growing e-commerce increases the demand for logistic and warehouse properties, especially in urban locations, to meet consumer demand on short delivery times
- Rent levels are increasing as demand for logistics and light industrial premises in urban locations increases. While supply is decreasing with urbanization leading to conversions to other use
- Further growth via acquisitions and operational improvements

3.

VALUE GROWTH IN PROJECTS

- Development of prime logistics, as well as infill development of light industrial assets
- In addition, the conversion of selected properties for residential use provides further upside potential

4.

FINANCE

- Bank debt from several of the leading Nordic banks
- Capital market based financing as complement (senior unsecured bonds and hybrid bonds)
- Finance policy to balance risk (leverage and refinancing risks)

1. STABLE CASH FLOW

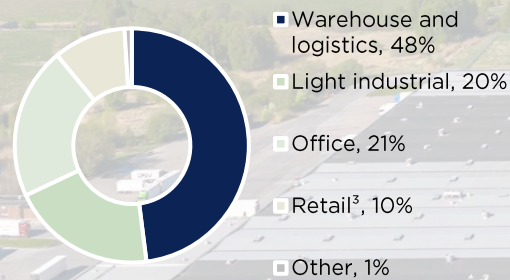
DIVERSIFICATION WITH FOCUS ON GREATER STOCKHOLM

PROPERTY PORTFOLIO OVERVIEW

- Stendörren has a property portfolio of SEK 12,534m, with a property yield of 5.7%¹ as per 31 March 2023
- Rental value² of SEK 846m with an economic occupancy rate of 94% as per 31 March 2023
- Lease agreements that were renegotiated during the period led to an increase in rental values of 17%, on weighted average (Q1 2023)

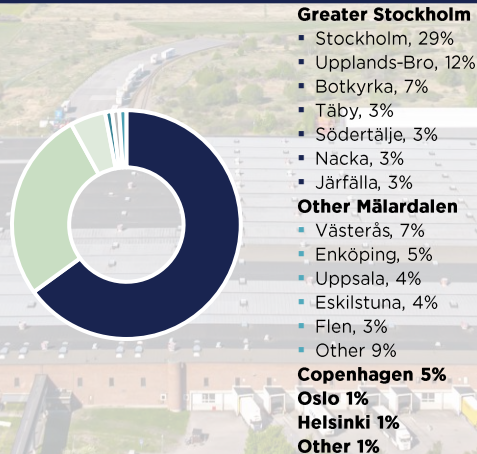
PROPERTY DISTRIBUTION

SEGMENT (area)



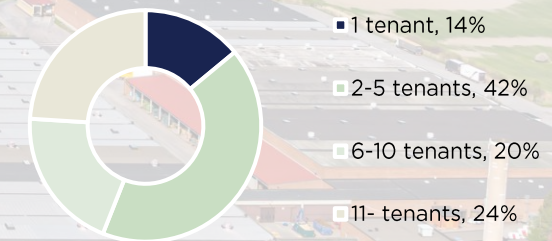
The majority (68 %) of the property portfolio area consists of warehouse, logistics and light industrial properties

GEOGRAPHY (rental income)



The main part of the property portfolio, by rental income, is located in Greater Stockholm and the surrounding regions

TENANTS/PROPERTY (area)



The tenant base is diversified and consists of both well-established small to medium sized companies and large multinational businesses from different industries

1) Excluding projects and land, 12 months average 2) Estimated earnings capacity as of April 1, 2023 3) Capital goods e.g car dealerships

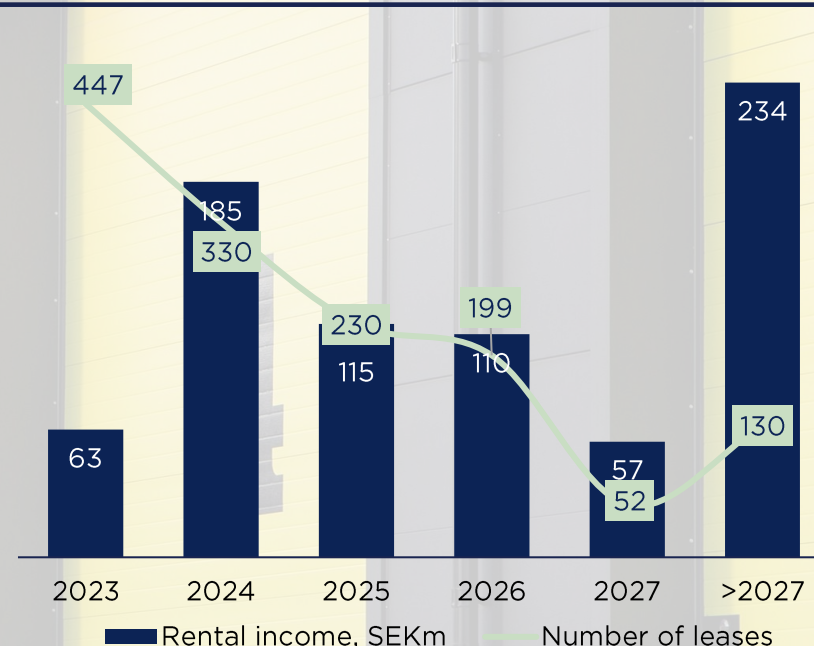
1. STABLE CASH FLOW – CONTINUED

DIVERSIFIED TENANT BASE

LARGEST TENANTS AS PER Q1 2023

Tenant	Rental income, SEKm	Rental area, th. sq.m.	Share of total rental income
Coop Logistics AB	66	130	10%
Ätta.45 Tryckeri AB	12	11	2%
Mountain Top	11	10	2%
Unilever Europe BV	10	13	1%
Stockholm Vatten AB	10	6	1%
Bactiguard AB	9	4	1%
InfoCare Service AB	8	5	1%
Nacka Vatten och Avfall AB	7	3	1%
LeasePlan Sverige AB	7	5	1%
Sätra Motorcenter AB	7	6	1%
Sum	146	193	21%

LEASE MATURITY BY RENTAL INCOME

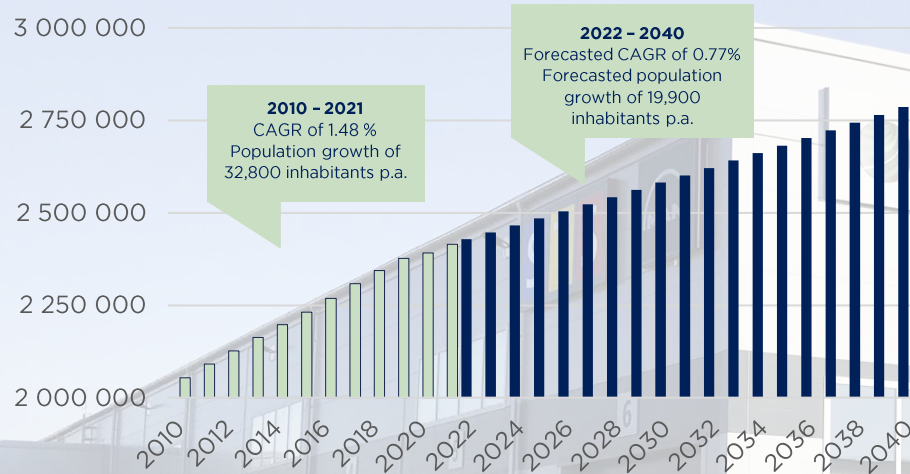


- **Stendörren has an attractive and well-diversified tenant base**
 - **Some 800 individual tenants**
 - **Well-established small to medium sized companies and large multinational companies**
 - **Tenants represent a variety of industries**
- **Largest tenant is Coop that contributes 9% of total rental income**
- **Top ten tenants contribute 20% of total rental income**
- **The weighted average unexpired lease term is 3.9 years**

2. SUSTAINABLE GROWTH

WHY FOCUS ON THE STOCKHOLM REGION?

POPULATION STOCKHOLM REGION



STOCKHOLM REGION

- The gross regional product in Stockholm per capita is ca 40% higher than the national average
- The Stockholm county has the highest portion of the population nationwide shopping on-line, as well the highest average spend

Forecasted E-commerce turnover & employment - Sweden



E-commerce & Real estate market implications

- E-commerce is forecasted to account for 40% of retail turnover by 2040 (nationwide) with E-commerce logistics expected to need 2.4x the logistics space versus traditional logistics for brick-and-mortar retail
- Over the last 20 years the available stock of light industrial, logistics and warehouse assets has remained stable in the wider Stockholm region, whilst significantly reduced in city-fringe locations, whilst the population has grown with approx. 30%
- Growing demand coupled with lagging supply are factors that could continue to push rents higher

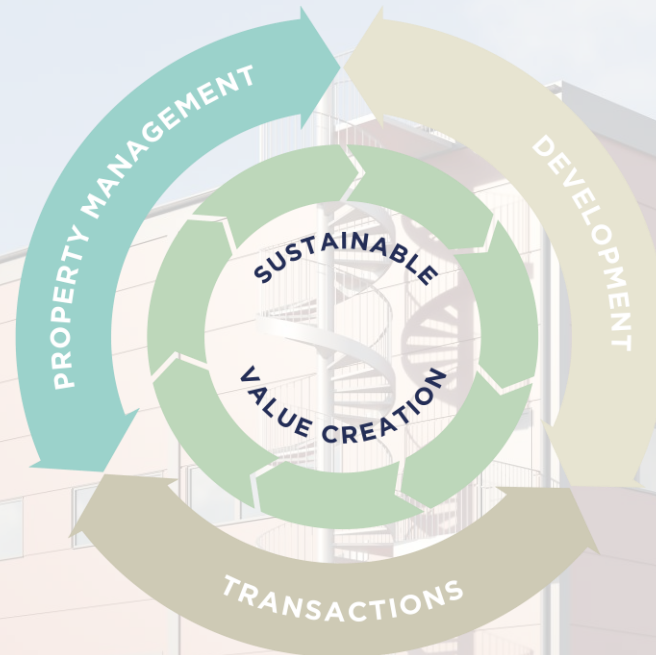
Sources: SCB, Swedish Trade Federation, PostNord/HUI, CBRE

2. SUSTAINABLE GROWTH – CONTINUED

STRONG GROWTH PROSPECTS

FUTURE

- Expansion in greater Stockholm and Mälardalen
- Build critical mass in new markets
- New markets continuously evaluated
- Focus on off market acquisitions of cash flow generating assets
- Investments in the existing portfolio of building rights and developments, including residential
- Proactive management of capital structure in the light of the more challenging financing environment



3. VALUE GROWTH IN PROJECTS

PROJECT PORTFOLIO WITH LARGE POTENTIAL

Municipality	Envisaged main use	Estimated building right sq. m. ¹	Status Zoning	Estimated Possible Construction Start ²
Upplands-Bro	Logistics	400 000	Within current zoning	2023-2024
Södertälje	Logistics	44 500	Within current zoning	2023-2024
Nynäshamn	Light industrial	10 000	Within current zoning	2023-2024
Enköping	Logistics	8 000	Within current zoning	2023-2024
Eskilstuna	Logistics	5 000	Within current zoning	2023-2024
Upplands-Bro	Light industrial	2 500	Within current zoning	2023-2024
Upplands-Bro	Logistics	2 000	Within current zoning	2023-2024
Enköping	Light industrial	2 000	Within current zoning	2023-2024
Västerås	Light industrial	2 000	Within current zoning	2023-2024
Upplands-Bro	Light industrial	1 500	Within current zoning	2023-2024
Flen	Logistics	55 000	Within current zoning	2024-2025
Botkyrka	Residential	80 000	Within current zoning	2024-2025
Sollentuna	Residential	7 000	Zoning change ongoing	2024-2025
Frederikssund	Light industrial	3 700	Within current zoning	2024-2025
Uppsala	Light industrial	1 500	Within current zoning	2024-2025
Botkyrka	Light industrial	2 000	Within current zoning	2024-2025
Egedal	Light industrial	3 300	Within current zoning	2024-2025
Stockholm	Residential	30 000	Zoning change required	2026-2027

- Fully developed up to an additional 657,000 sqm can be created, evidencing a substantial growth potential in the portfolio
- The vast majority of the building rights are located in the greater Stockholm region
- The aim is to develop the project pipeline on a pre-let basis why the timing of possible construction start depends on the pace of leasing activities

1) GFA, may deviate from what is technically and commercially viable
 2) Start of first phase, projects may include several phases. Note that Stendörren aims to construct on a partially or fully pre-let basis, which is why the timing of construction activities depends on the pace of leasing activities

3. VALUE GROWTH IN PROJECTS – CONTINUED

ONGOING AND COMPLETED PROJECTS

Property	Description	Estimated completion ¹	Size sq. m. ²	Estimated investment ³ SEKm	Current Phase
Almnäs 5:23	New logistics	Q1 2023	11 900	175	Construction started
Hjulsmeden 1	New light industrial	Q1 2023	2 700	48	Construction started
Librobäck 21:3	New light industrial	Q2 2023	2 300	44	Construction started
Viby 19:66	New logistics	Q1 2023	6 300	116	Construction started
Elementet 1	Tenant improvement	Q3 2023	3 400	44	Construction started
Almnäs 5:24	New light industrial	Q3 2023	2 300	44	Construction started
Almnäs 5:24	New light industrial	Q1 2024	2 300	44	Construction started
Båglampan 25	New light industrial	Q3 2024	4 300	97	Design and planning ⁴
Viby 19:66	New logistics	Q3 2024	5 200	104	Design and planning ⁴
Almnäs 5:23	New logistics	Q4 2024	17 000	324	Design and planning ⁴
Romberga 23:17	New light industrial	Q3 2024	2 700	47	Design and planning ⁴
Total ongoing projects			60 400	>1 087	
Total excluding tenant improvement			57 000	1 043	

Property	Description	Completion	Size, sq. m. ²	Estimated investment ³ SEKm
Tegelbruket 1	Tenant improvement	Q1 2023	3 700	48
Tegelbruket 1	Tenant improvement	Q1 2023	5 100	44
Tegelbruket 1	Tenant improvement	Q1 2023	3 000	31
Total completed projects			11 800	>123

1) Note that Stendörren primarily aims to commence construction on a partially or fully pre-let basis, which is why the estimated date of completion depends on the date of leasing and the start of construction

2) GFA (new production), NLA (tenant improvement)

3) Includes book value of land for new production

4) Building permit has been obtained

- **Development projects within logistics, light industrial, and residential ongoing**
- **~12.000 sqm completed during the quarter**
- **Customer driven new construction started of 2,300 sqm in Q1 2023**
- **Ongoing projects are expected to add approximately SEK 70m in net operating income, depending on the pace of leasing and completion**

3. VALUE GROWTH IN PROJECTS – CONTINUED

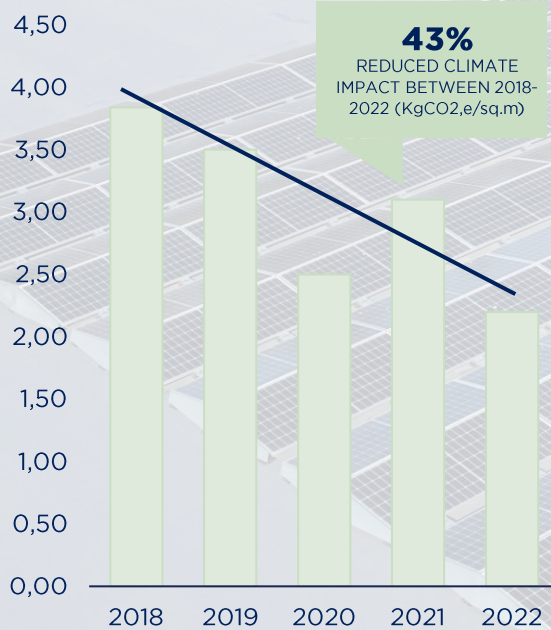
RESIDENTIAL CONVERSIONS

TEGELBRUKET – SKRUBBA - TRAVERSESEN

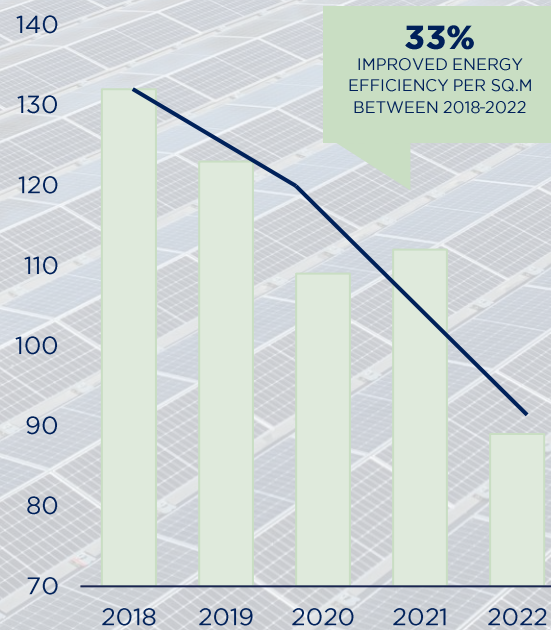
- Identifying underutilized assets in urban locations
- The assets have been acquired as cash flow generating properties
- The underutilized assets are in various phases of unlocking their full value potential
- As an example, the asset Tegelbruket was acquired in 2016 as a cash flow generating property, with significant value unlocked through rezoning allowing for residential construction on underutilized parking lot
 - Building permit obtained of 300 (out of 800 apartments), however, due to the prevailing economic conditions, Stendörren does not intend to commence the construction in the near future
- Traversen 14 & 15 – Rezoning ongoing, estimated to gain legal force in Q1 2024
- Skrubba Allé – Rezoning estimated to commence during 2023

SUSTAINABILITY - ACHIEVEMENTS

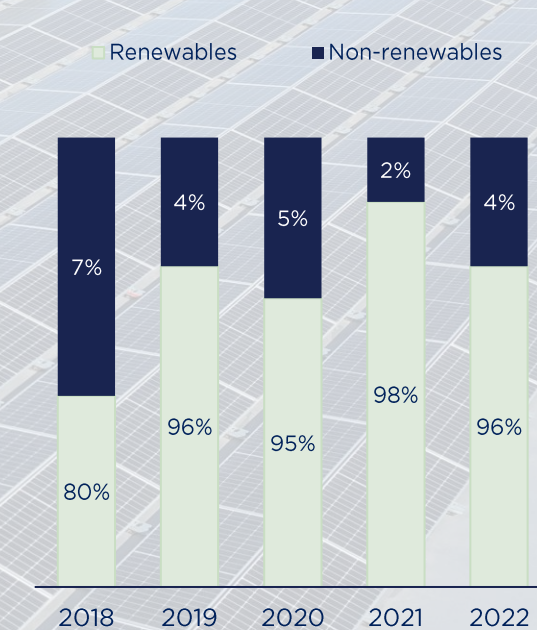
CLIMATE IMPACT KG CO2/SQ.M



ENERGY INTENSITY KWH/SQ.M.



DISTRIBUTION OF ENERGY SOURCES



SDG FOCUS



OUR SUSTAINABILITY STRATEGY

OPERATIONAL EXCELLENCE



TARGET:

Large suppliers are to sign the company's code of conduct

100% of all vehicles are to be fossil-free by 2025

Avoid flying wherever practically possible

RESOURCE EFFICIENCY



TARGET:

Reduce energy intensity (kwh/sqm) by at least 20% by 2030 from the baseline year 2020

70% of the property portfolio in sqm is to be environmentally certified by 2025

New developments and major conversions shall be environmentally certified

Enable increased recycling of tenants' waste and minimize construction waste from major new developments and refurbishments

Reduce carbon footprint by having 100% fossil-free energy by 2030 (for energy purchased by Stendörren)

Reduce carbon footprint in new production projects to achieve net zero emissions by 2030

ATTRACTIVE EMPLOYER



TARGET:

Strive for equality and diversity among all professional categories and aim to have a 40/60 gender distribution for senior positions by 2025

Annual follow-up and feedback on equality and non-discrimination

Achieve an eNPS of at least 20 in the semi-annual employee survey

100% of employees are to have completed training in the Code of Conduct

FUTURE PROOFING



TARGET:

Task Force On Climate-Related Financial Disclosures (TCFD) reporting from 2023

SOCIAL RESPONSIBILITY



TARGET:

Create job opportunities for people outside the labor force

-16.5%

Reduction of energy intensity (kvh/kvm) as of 31 March 2023, compared with base year 2020

44.3%

Environmentally certified area out of total area, as of March 31, 2023

SUSTAINABILITY INITIATIVES

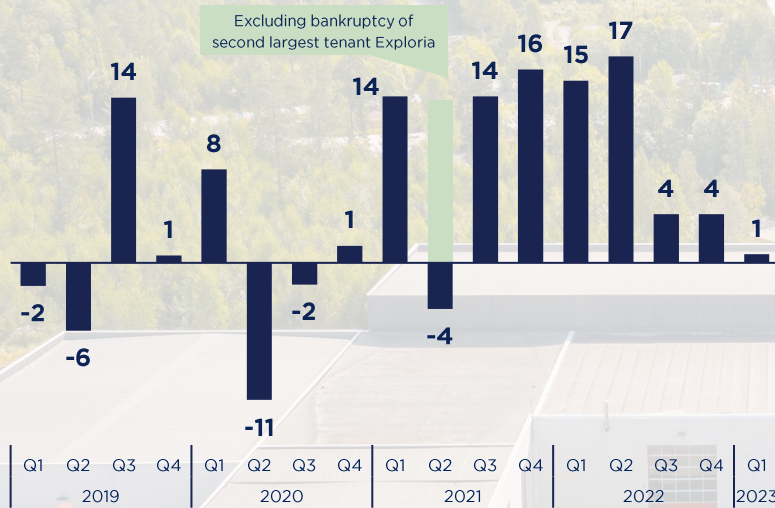
EXAMPLES IN NEW DEVELOPMENTS

- ✓ **BREEAM EXCELLENT OR VERY GOOD**
 - High sustainability focus during entire build evidenced in high rating
- ✓ **ENERGY CONSUMPTION WELL BELOW REQUIRED LEVEL**
 - State of the art development Viby 19:66 has exceptionally low energy consumption, 82% below required level
- ✓ **TIMBER FRAME**
 - Light industrial assets in Almnäs built with timber frame, significantly reducing the carbon footprint
- ✓ **GEOHERMAL HEATING**
 - Unless district heating is required by respective municipality
- ✓ **SOLAR PANELS**
 - 300kWp installed so far
- ✓ **700,000 KG CO₂e SAVED**
 - Minimizing transportation via moving and re-using rock mass on site. CO₂e saved is for the Almnäs site alone.
- ✓ **BIODIVERSITY**
 - A meadow is part of the development on Viby 19:66.

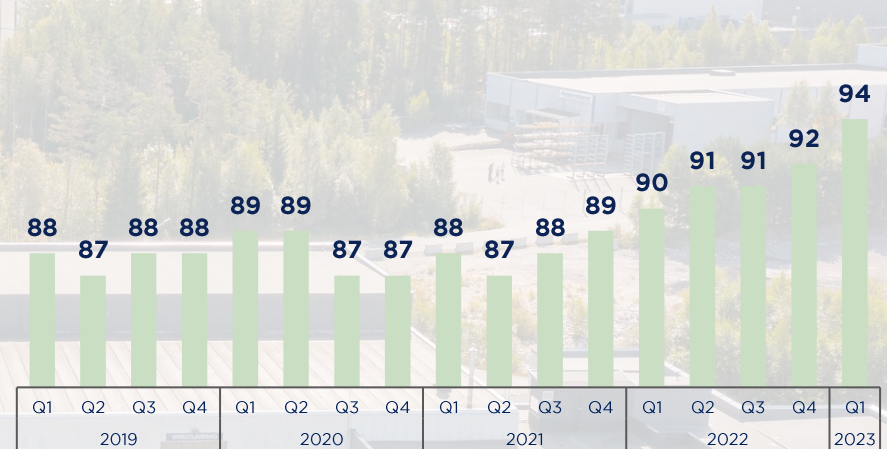
4. FINANCE

HIGHLIGHTS FROM Q1 REPORT

NET LETTING (MSEK)



ECONOMIC OCCUPANCY (%)



SURPLUS RATIO (%)



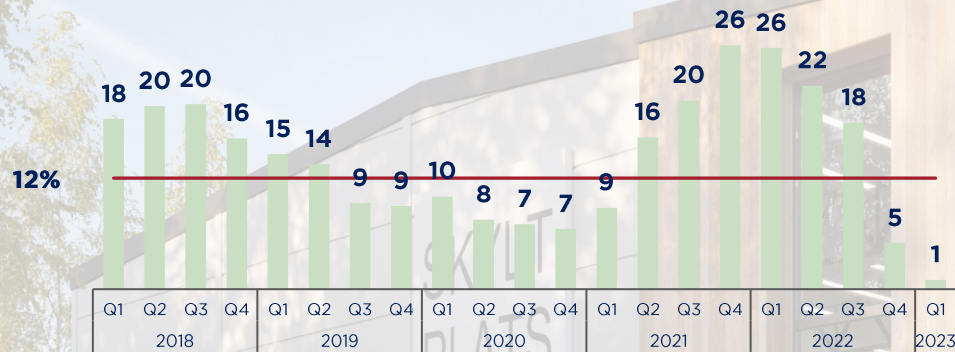
COMMENTS

- ✓ Repurchase of hybrid bond (almost 40% of outstanding amount) together with high interest-rate hedging (approx. 80% of interest-bearing debt) give strong financial flexibility. As of Q1, there was available liquidity of SEK 547m, in terms of cash of SEK 187m, and unutilized and available credit facilities totaling SEK 360m
- ✓ Net letting of SEK 0.7m during January - March 2023
- ✓ New lease agreements with an annual rental value of SEK 34m
- ✓ Lease renegotiations led to an increase in rental values of 17%

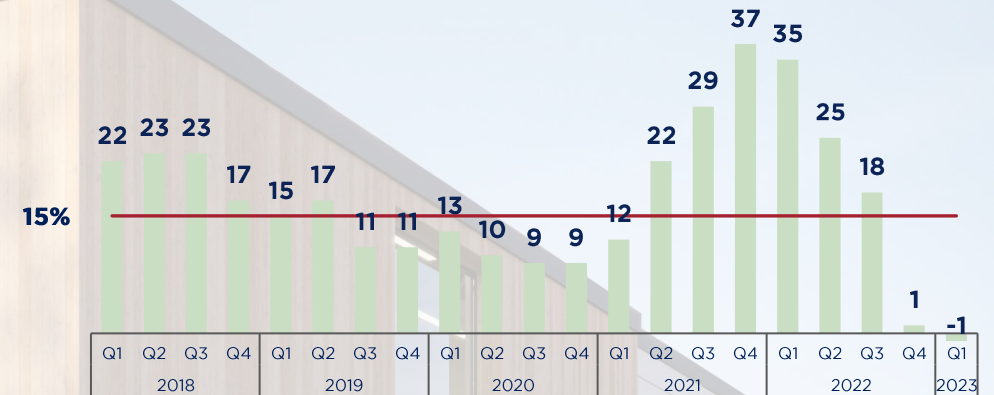
4. FINANCE - CONTINUED

FINANCIAL TARGETS

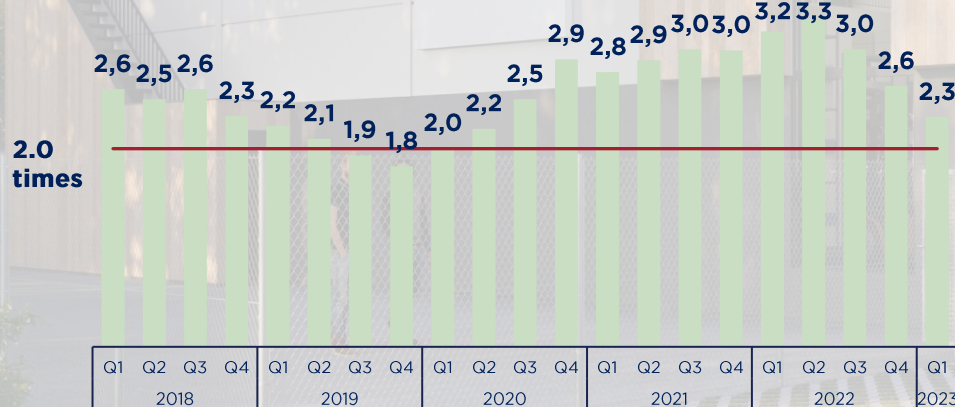
ROE (%)



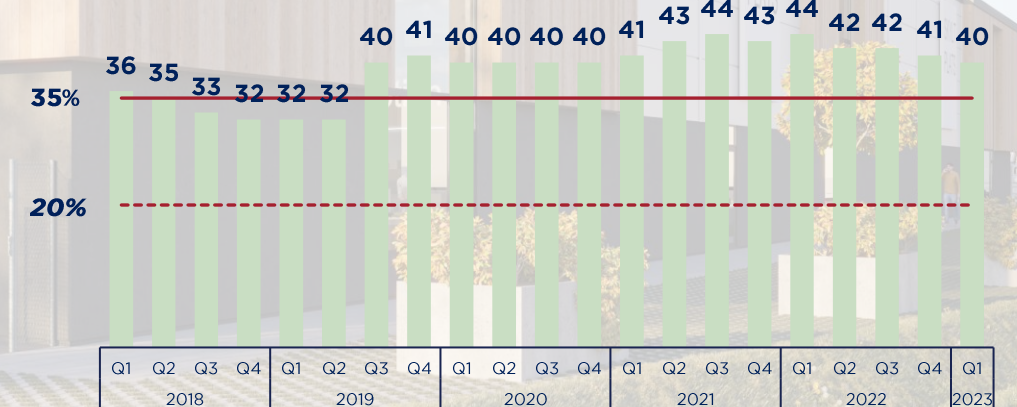
NAV GROWTH (%)



ICR (times)



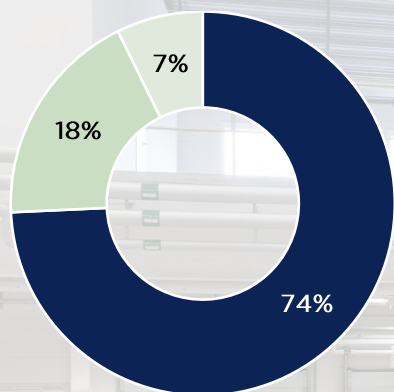
EQUITY RATIO (%)



4. FINANCE - CONTINUED

DEBT FUNDING

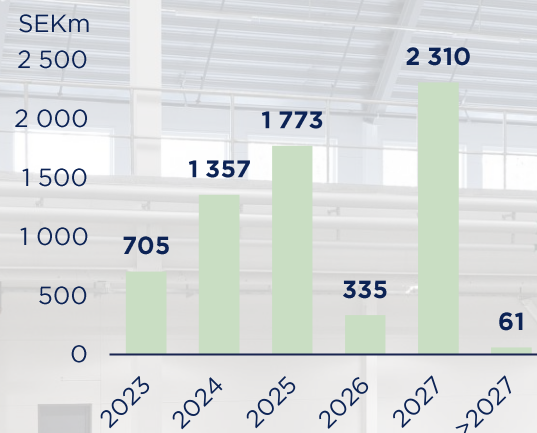
DEBT FUNDING OVERVIEW



■ Bank debt ■ Sr Unsecured bond

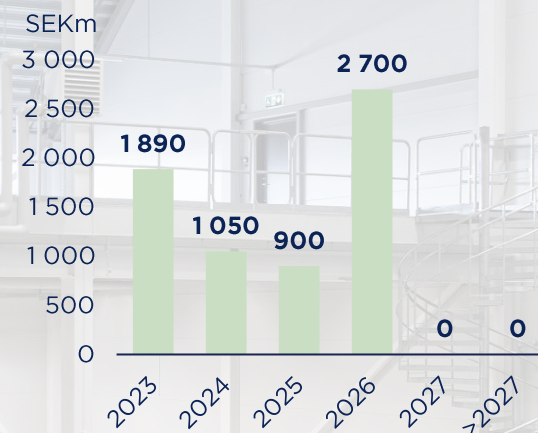
- Total interest-bearing debt amounts to SEK 6,510m
 - Bank debt of SEK 5,235m
 - Senior unsecured bond debt of SEK 1,300m
 - Vendor note of SEK 5m
- Stendörren uses several of the leading Nordic banks for debt sourcing. Typically, approximately 60% bank financing on acquisitions
- Hybrid bond of SEK 513 million recognized as equity according to IFRS, with an interest rate of Stibor 90 plus 6.50% with a first redemption date in September 2024

LOAN MATURITY



- Repurchase of hybrid bond (almost 40% of outstanding amount) during Q1 2023
- Average loan maturity of interest-bearing debt of approximately 2.7 years
- Average interest rate of approximately 4.1% on total interest-bearing debt including derivatives as of March 31, 2023

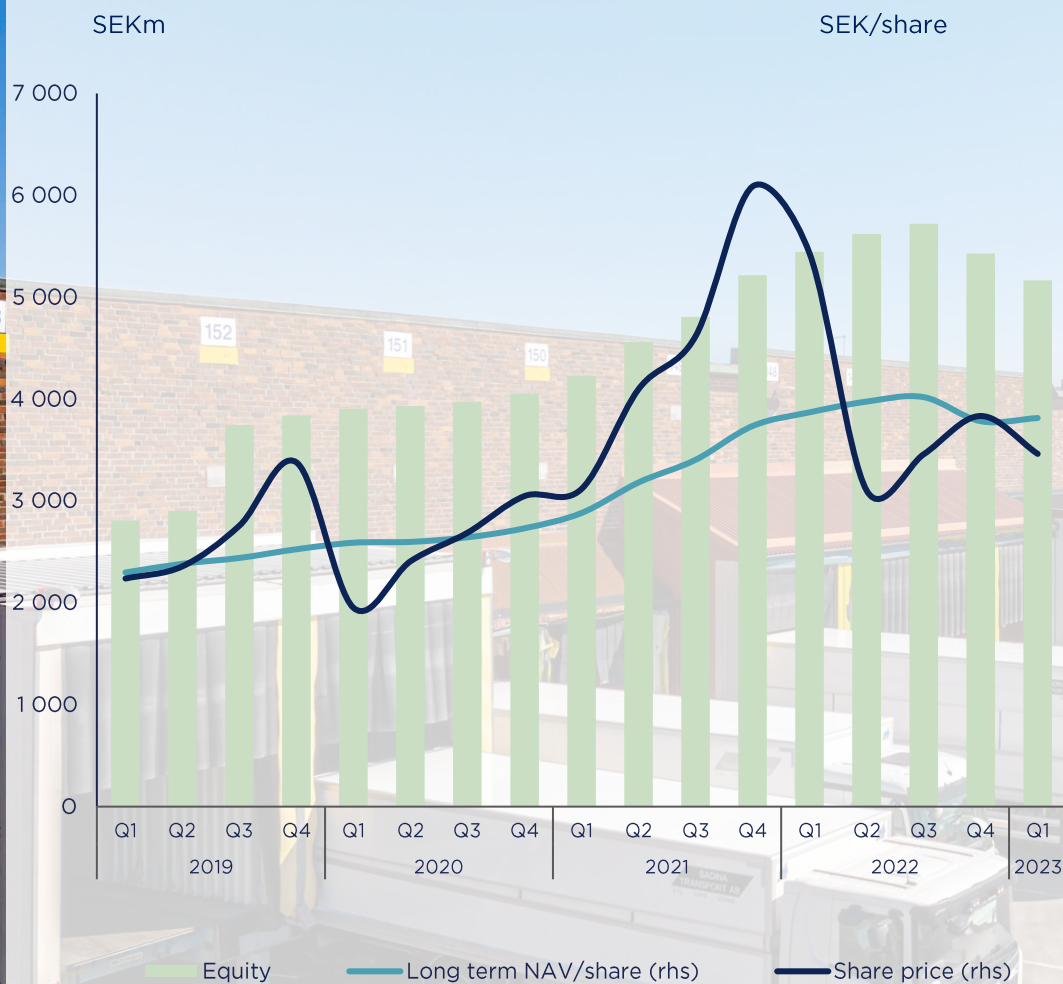
INTEREST FIXING



- As of March 31, there was available liquidity of SEK 547m, in terms of cash of SEK 187m, and available credit facilities totaling SEK 360m
- 80% of the interest rates in the company's interest-bearing debt were hedged

4. FINANCE - CONTINUED

KEY EQUITY RATIOS AND OWNERSHIP OVERVIEW



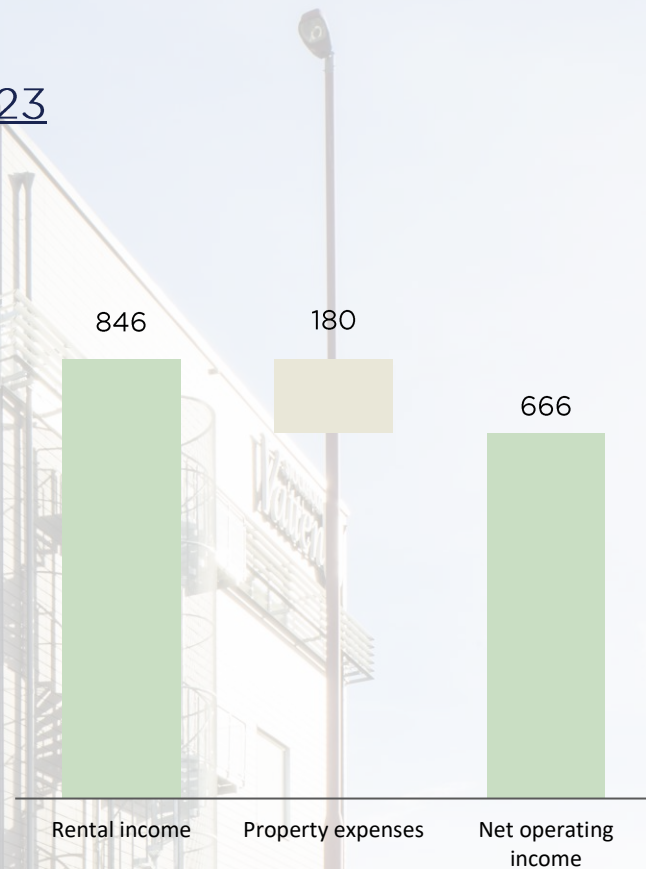
SHAREHOLDER	% OF CAPITAL	% OF VOTES
STENDÖRREN REAL ESTATE AB	40,6	58,0
ALTIRA AB	9,0	13,8
LÄNSFÖRSÄKRINGAR FASTIGHETFOND	10,3	5,8
SEB INVESTMENT MANAGEMENT	9,3	5,2
VERDIPAPIRFONDET ODIN EIENDOM	3,8	2,1
TREDJE AP-FONDEN	3,5	1,9
HANDELSBANKEN FONDER	3,1	1,7
DIDNER & GERGE FONDER AKTIEBOLAG	2,1	1,2
SEB LUXEMBOURG BRANCH	1,9	1,1
STAFFAN MALMER	1,1	0,6
OTHER SHAREHOLDERS	15,3	8,5

- The 3 largest shareholders EQT, Altira and Länsförsäkringar, have together 60% of the capital and 78% of the votes
- Market cap as per 31 March 2023: SEK 4,924m
- The class B-share is currently trading at Nasdaq Stockholm Mid Cap
- Stendörren had 3,466 shareholders as per 31 December 2022
- Stendörren Real Estate AB is a company wholly owned by EQT Real Estate II

4. FINANCE - CONTINUED

ASSESSED EARNINGS CAPACITY AS OF 1 APRIL 2023

- According to the company's assessment, the total rental income (after deductions for vacancies and discounts) on a rolling 12-month basis amounts to approximately SEK 846 million.
- The company also estimates that current property costs amount to approximately SEK - 180 million on an annual basis.
- The portfolio is thus expected to produce an operating net of approximately SEK 666 million as of 1 April 2023.



STENDÖRREN

Lokaler som gör skillnad.

THANK YOU!



GREENHUB BRO - NYGÅRD 2:14

STRATEGIC
LOGISTICS
LOCATION IN THE
MÅLARDALEN
REGION

TWO
EXISTING
SUB-DIVISIBLE
BUILDINGS

AVAILABLE
FROM
2025

**GREEN
HUB
BRO** 

STENDÖRREN



STRATEGIC LOCATION CLOSE TO STOCKHOLM



GROWTH REGION

- The Mälardalen region accounts for 43% of Sweden's GDP
- 3.7 million inhabitants provide access to both purchasing power and labour
- Estimated population growth by 2040 is 14%, or about 0.5 million inhabitants



STRATEGIC LOCATION

- Centrally located in the Mälardalen region
- Close to Stockholm enabling last-mile logistics
- Close to Arlanda and Bromma airports



ESTABLISHED LOGISTICS AREA

- Well-established logistics area
- Several large logistics establishments in the municipality
- Good infrastructure



RAIL

- Railway with connection to Mälärbanan
- Access to intermodal terminal



VARIED OFFERING

- Existing buildings that can be sub-divided into premises of different sizes
- Premises for logistics and light industrial
- Good access to storage space
- Developing area with coming new development



GREENHUB IN THE NORDICS



GREENHUB is strategically located in the Mälardalen growth region. GreenHub is connected to Mälardalen via its own railway. GreenHub is also linked to road networks in all directions, enabling distribution to cities all over Sweden as well as other Nordic countries.

THE MÄLARDALEN REGION

3.7
million inhabitants

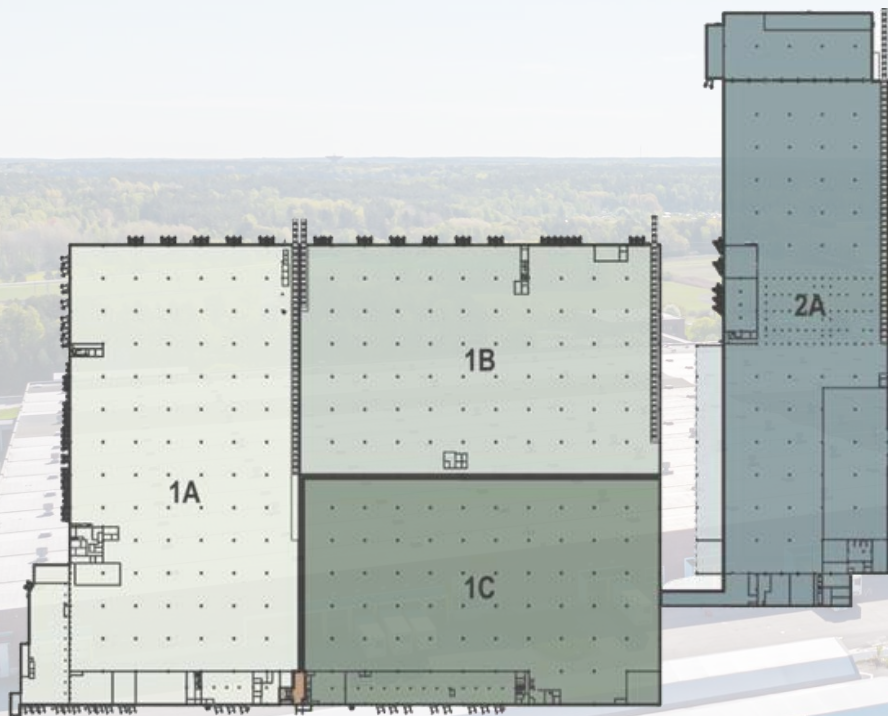
43%
of Sweden's GDP

14%
estimated population growth by 2040

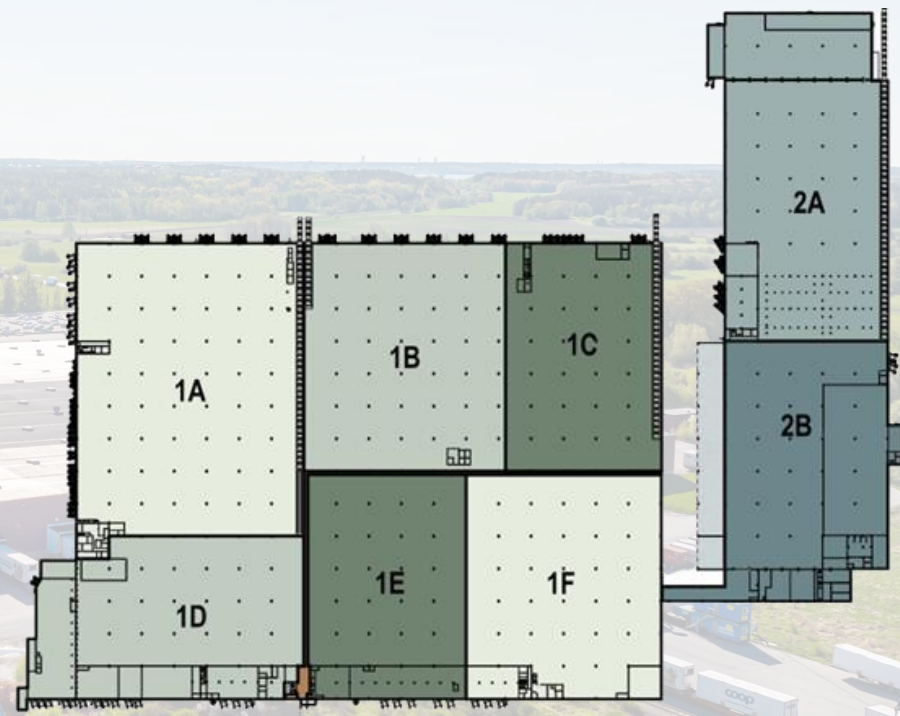
Source: SCB



APPENDIX - NYGÅRD 2:14 (COOP BUILDING)



Divided into four areas: 25,000-35,000sqm



Divided into eight areas: 10,000-21,000sqm