

A photograph of a warehouse interior. A man in a light-colored shirt and dark pants is pushing a pallet jack loaded with a large stack of cardboard boxes. He is walking towards the right, away from the camera. In the background, there are large bay doors with metal slats. The floor is polished concrete. The text is overlaid on the left side of the image.

MARCH 7, 2018
PARETO SECURITIES NORDIC
CORPORATE BOND CONFERENCE

AGENDA

PART 1 – COMPANY PRESENTATION & BUSINESS RATIONALE

PART 2 – FINANCIAL REPORT FULL YEAR 2017

PART 3 – GROWTH CONTINUE

PART 1

COMPANY PRESENTATION & BUSINESS RATIONALE



COMPANY PRESENTATION & BUSINESS RATIONALE

BUSINESS IDEA AND OBJECTIVES

BUSINESS IDEA

Stendörren Fastigheter creates long-term growth and value creation by acquiring, developing and managing properties within the greater Stockholm region, with focus on the segments warehouse and light industrial.

OVERALL OBJECTIVES

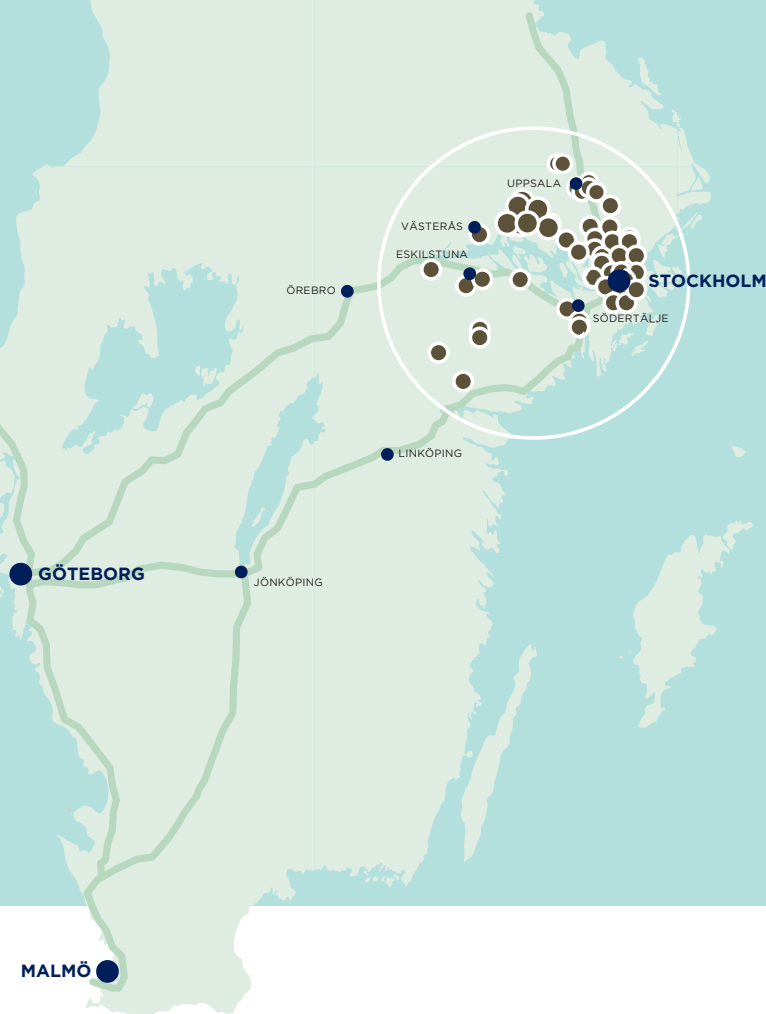
Stendörren Fastigheter creates high risk-adjusted return for its shareholders by acquiring, developing and managing properties.

FINANCIAL OBJECTIVES

- Demonstrate an average long-term annual return on equity of at least 12%
- The long-term interest coverage ratio must be at least 2.0x
- The long-term equity ratio shall be 35 % and never fall below 20%

COMPANY PRESENTATION & BUSINESS RATIONALE

SNAPSHOT OF STENDÖRREN



BACKGROUND

- Founded in 1995 as the commercial property arm of Kvalitena
- Separated from Kvalitena in November 2014 and thereafter listed on Nasdaq First North Premier
- In the process of changing listing venue to Nasdaq Stockholm

PROPERTY PORTFOLIO

- Property value of SEK 6.5bn distributed over approx. 603,000 sq.m
- Commercial real estate portfolio located in Greater Stockholm region consisting of 100 properties with a focus on light industrial and logistics
- The Greater Stockholm region is one of the fastest growing regions in Europe both in terms of population and economic

FINANCIALS

- LTM Q4 2017 rental income of SEK 453m and a NOI of SEK 316m, resulting in a profit from property management of SEK 161m

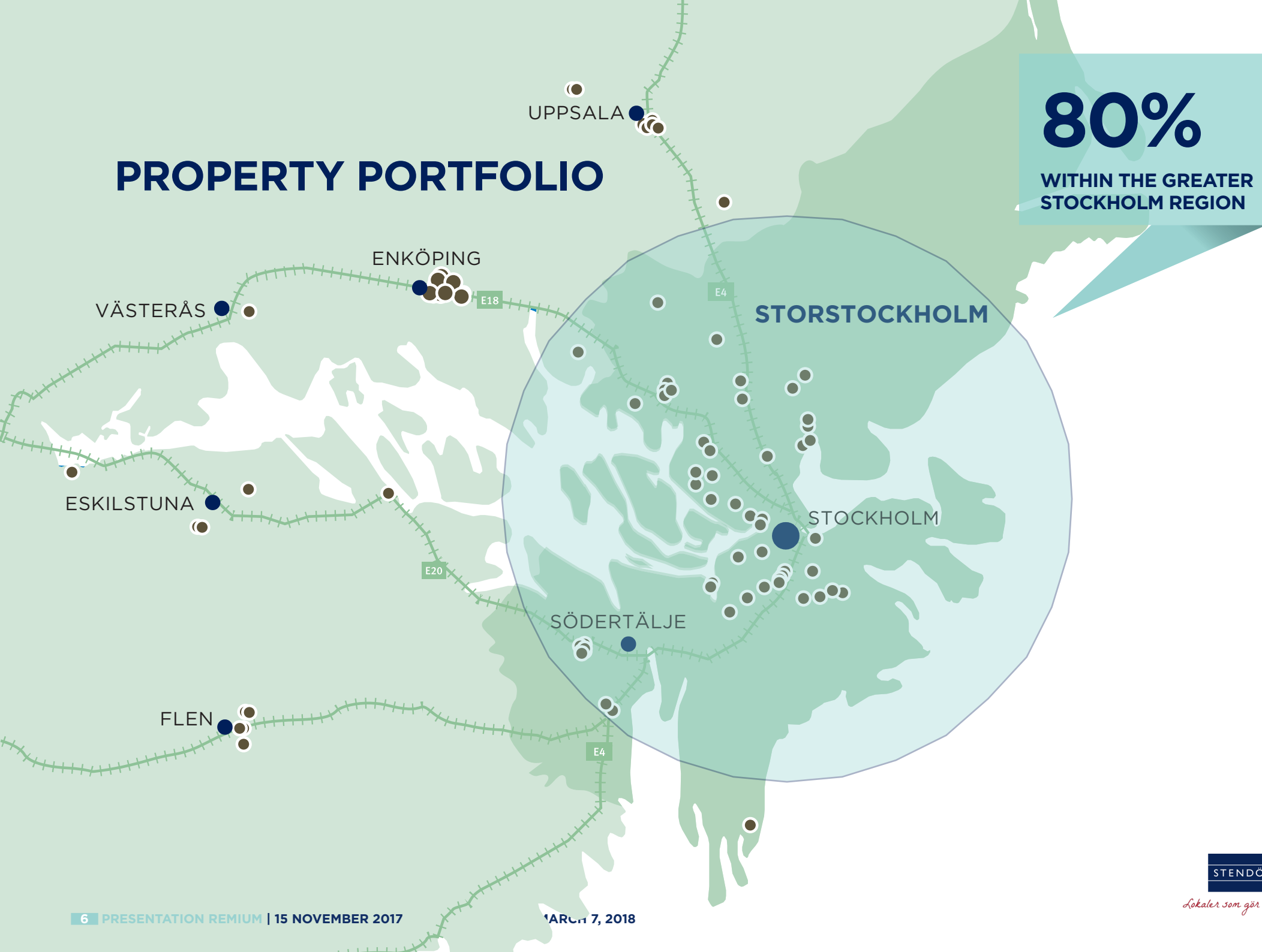
STENDÖRREN

Lokaler som gör skillnad.

PROPERTY PORTFOLIO

80%

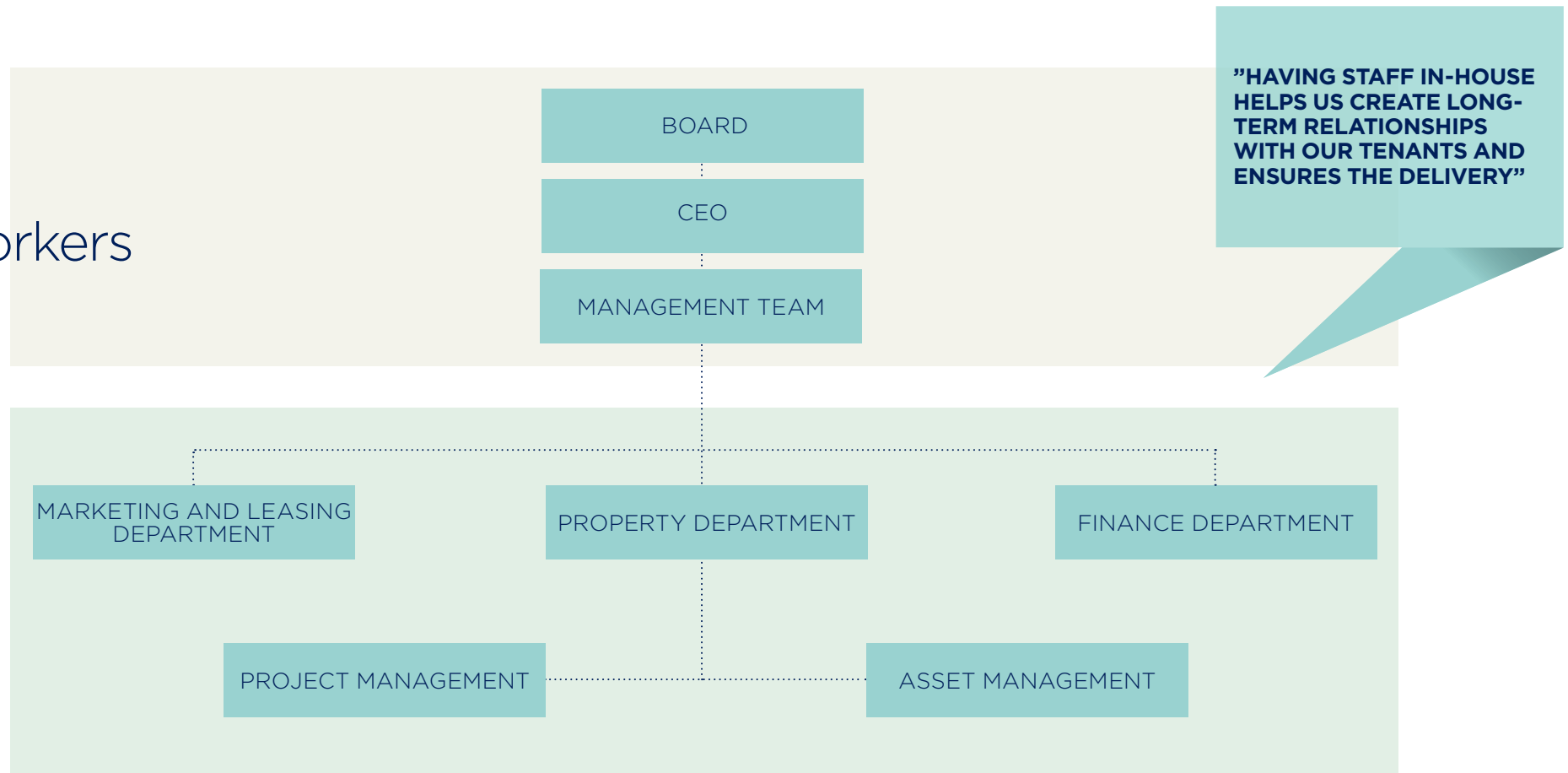
WITHIN THE GREATER
STOCKHOLM REGION



COMPANY PRESENTATION & BUSINESS RATIONALE

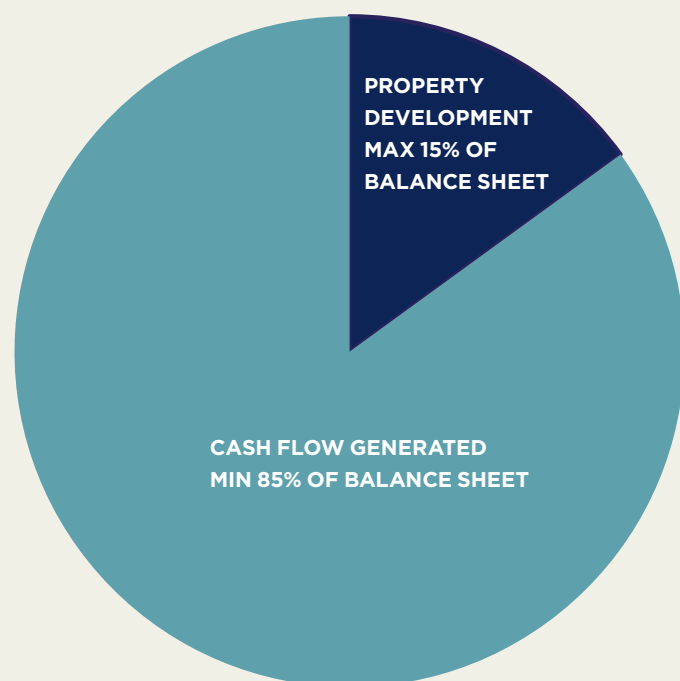
ORGANISATION - CREATED FOR GROWTH

40
co-workers



COMPANY PRESENTATION & BUSINESS RATIONALE

PROJECT DEVELOPMENT - APPROX. 1 000 MSEK



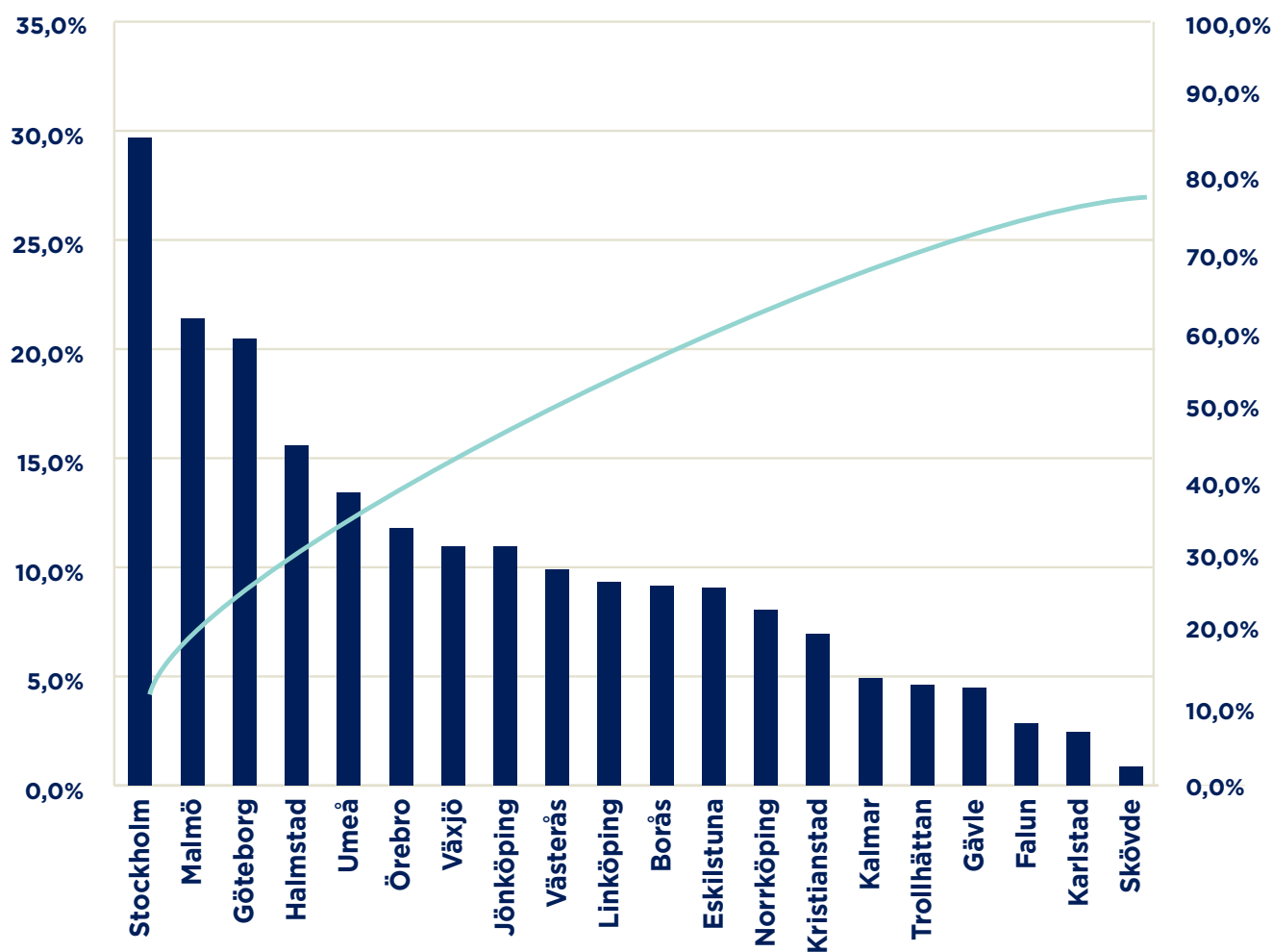
"OUR PORTFOLIO OF CASH FLOW YIELDING PROPERTIES CAN SUPPORT A PROJECT PORTFOLIO OF BETWEEN 15% OF TOTAL PORTFOLIO VALUE"

ADVANTAGES

- Having a project management team in-house is a great strength for the running business
- Project development creates value on the balance sheet
- Likely to create 2 - 6 % annual growth from project developments
- Zoning planning of land requires less equity in relation to created value
- Substantial ROE potential

COMPANY PRESENTATION & BUSINESS RATIONALE

POPULATION GROWTH 1995 - 2016 REGIONAL CITIES INCL. SURROUNDING MUNICIPALITIES



**WHY
FOCUSING ON
STOCKHOLM?**

Source: Evidens

COMPANY PRESENTATION & BUSINESS RATIONALE

EMPLOYMENT GROWTH IN THE STOCKHOLM REGION 1995 - 2016



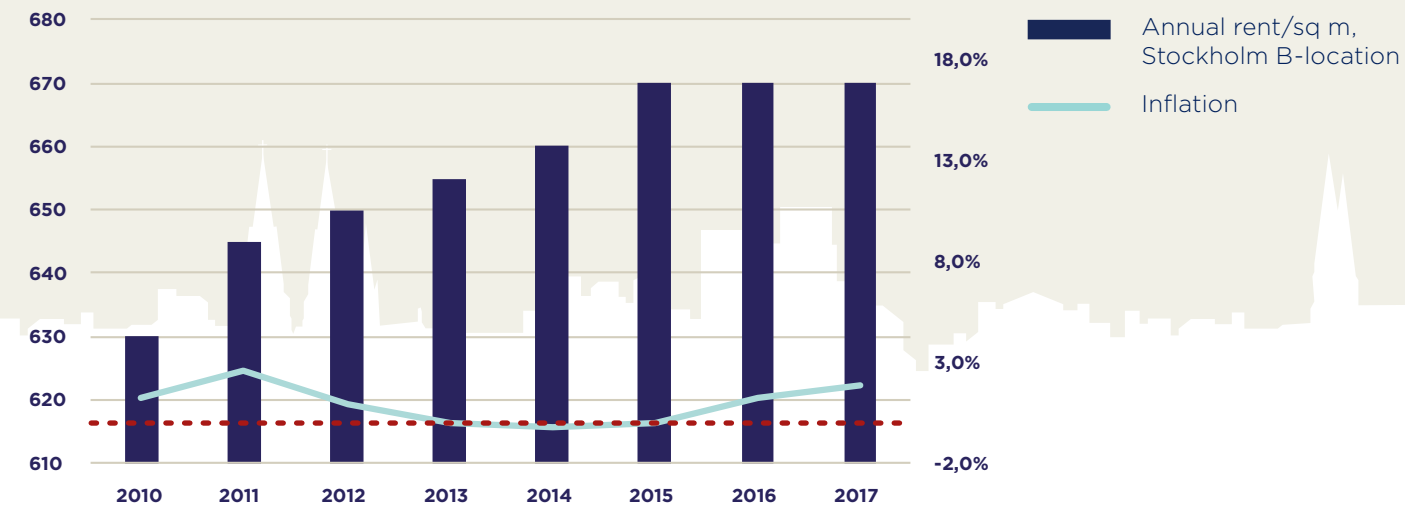
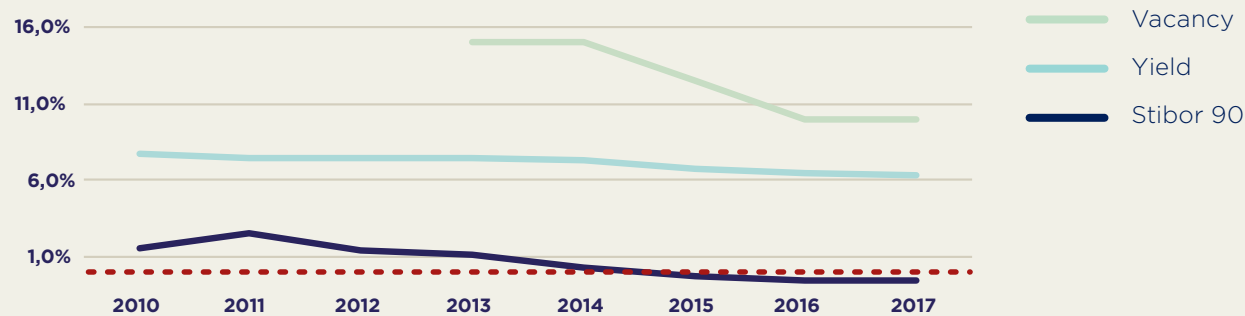
Source: Evidens

STENDÖRREN

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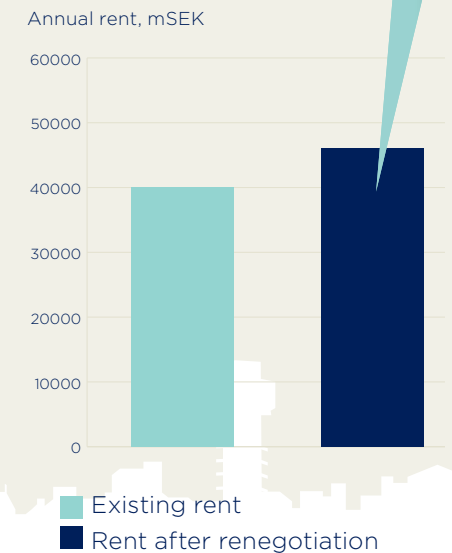
COMPANY PRESENTATION & BUSINESS RATIONALE

LOGISTICS IN THE GREATER STOCKHOLM REGION



AVERAGE RENT INCREASE IN STENDÖRREN'S PORTFOLIO

15 %



Source: Newsec

PART 2

FINANCIAL REPORT FULL YEAR 2017

RENTAL VALUE:

453 MSEK

NET PROFIT:

396 MSEK

LETTABLE AREA:

603 000 M²

EQUITY RATIO:

36%

NET OPERATING INCOME:

316 MSEK

PROPERTY VALUE:

6 494 MSEK

LTV:

56%



STENDÖRREN

Lokaler som gör skillnad.



FINANCIAL REPORT FULL YEAR 2017

2014 - 2017

	Q4 2017	Q4 2016	Q4 2015	Q4 2014
Market value, mSEK	6 494	5 817	4 889	1 962
No. properties	100	95	81	27
Lettable area, sq m	603 000	612 000	585 000	252 000
NOI running 12 m*, mSEK	329	316	302 - 307	135
Equity, mSEK	2 399	2 054	1 489	724
Senior debt, mSEK	2 914	2 653	2 621	-
Bond, mSEK	790	750	575	-
Swaps/caps** - nominal value, mSEK	1 800	1 451	1 451	-
Market	First North Premier	First North Premier	First North Premier	First North Premier
Market cap, mSEK	1 878	1 996	1 381	-

**This is not a forecast of the expected outcome, but Stendörren's estimated earnings running 12m.*

***In February 2017 all swaps were terminated and replaced by 1,8 Bn SEK of interest caps leading to an annualized interest saving of 21 MSEK and improvement of annualized ICR to 2,6x.*

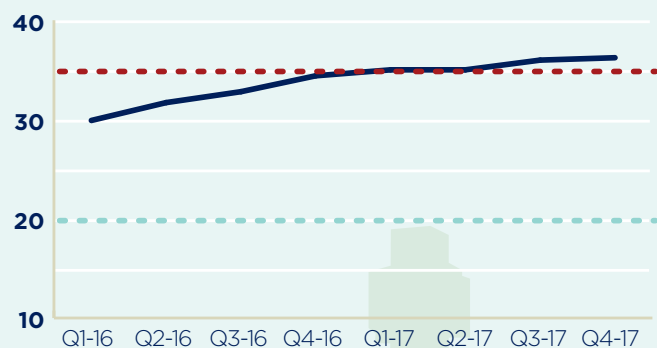
STENDÖRREN

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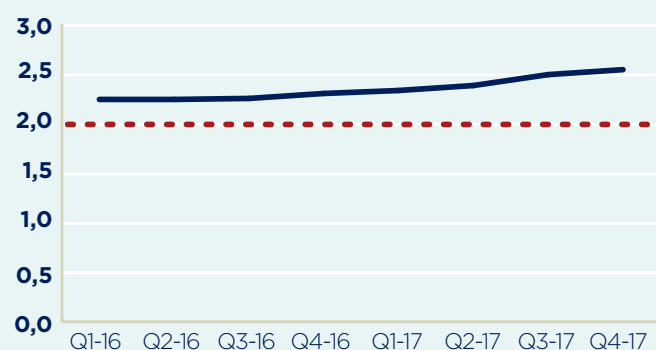
FINANCIAL REPORT FULL YEAR 2017

KEY METRICS

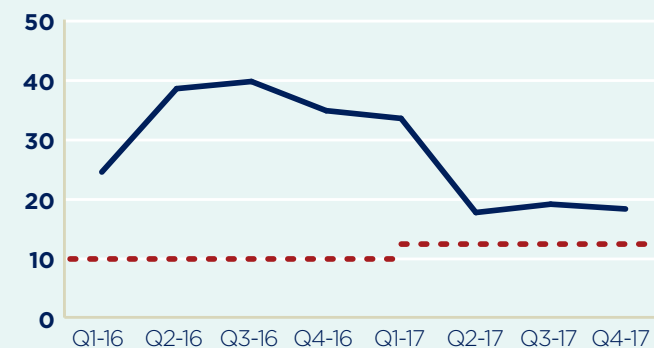
EQUITY RATIO, %



ICR, x

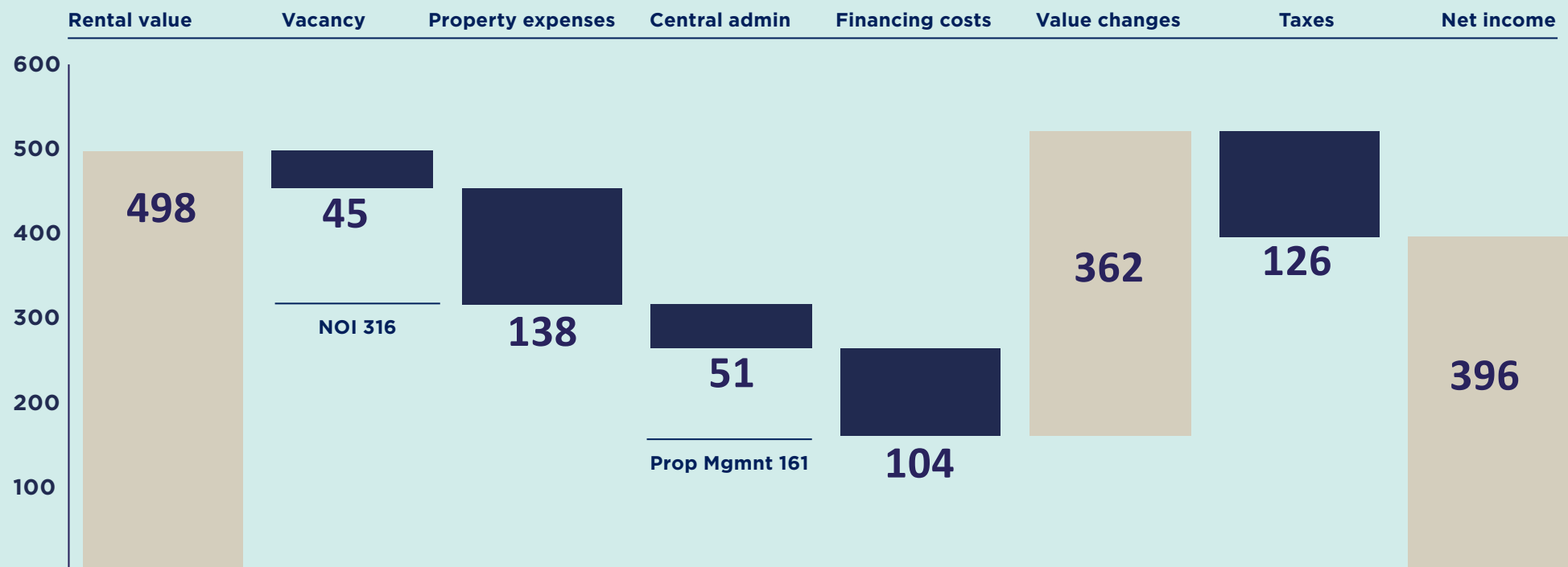


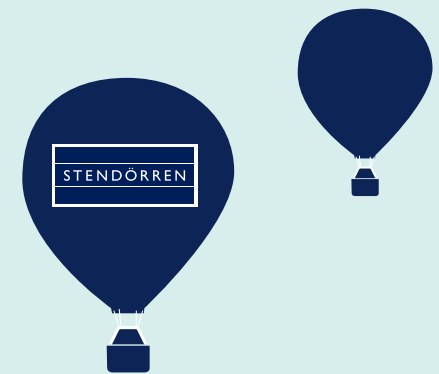
ROE (AVERAGE), %



FINANCIAL REPORT FULL YEAR 2017

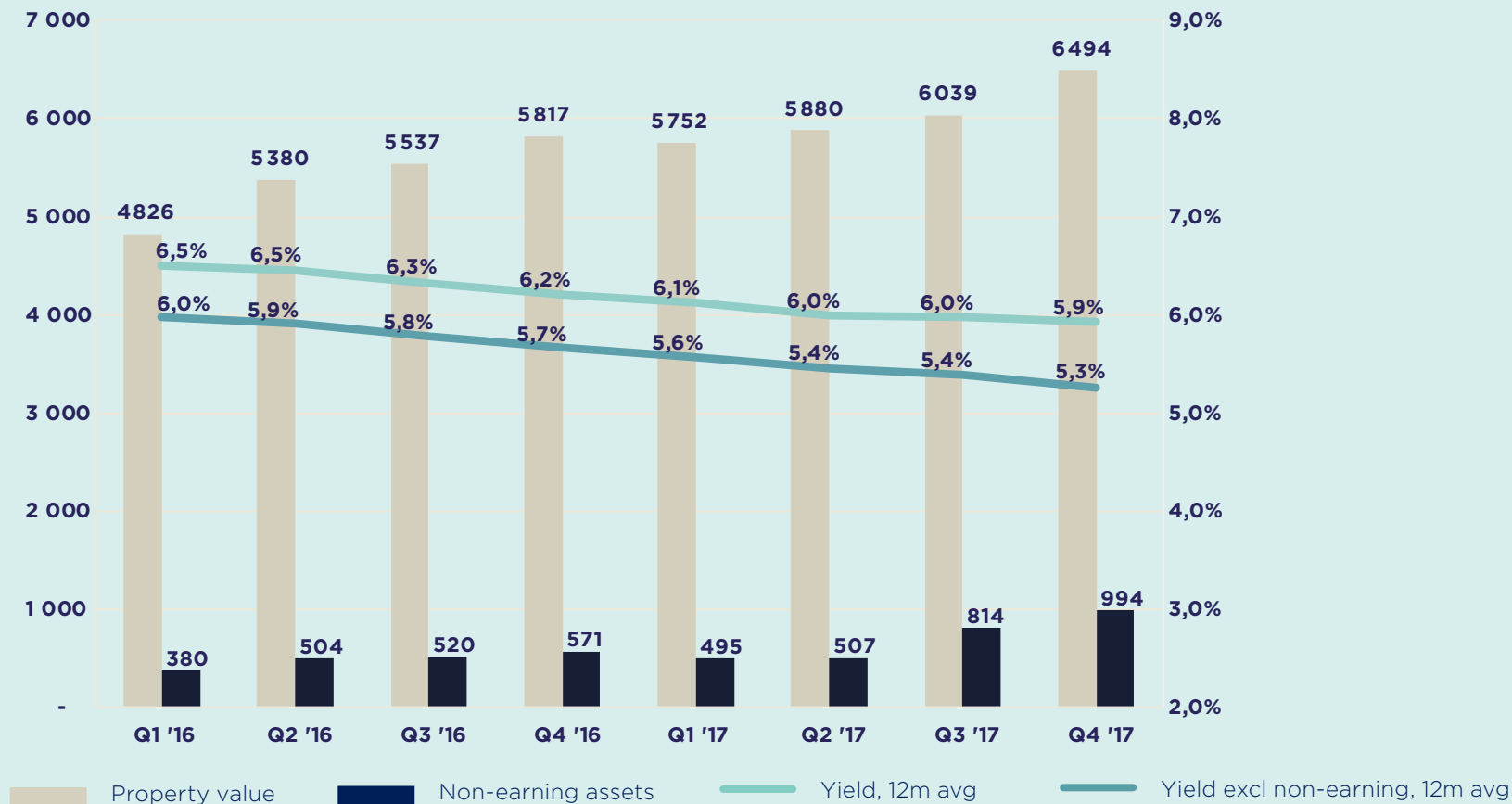
INCOME BUILD-UP Q1 - Q4 2017





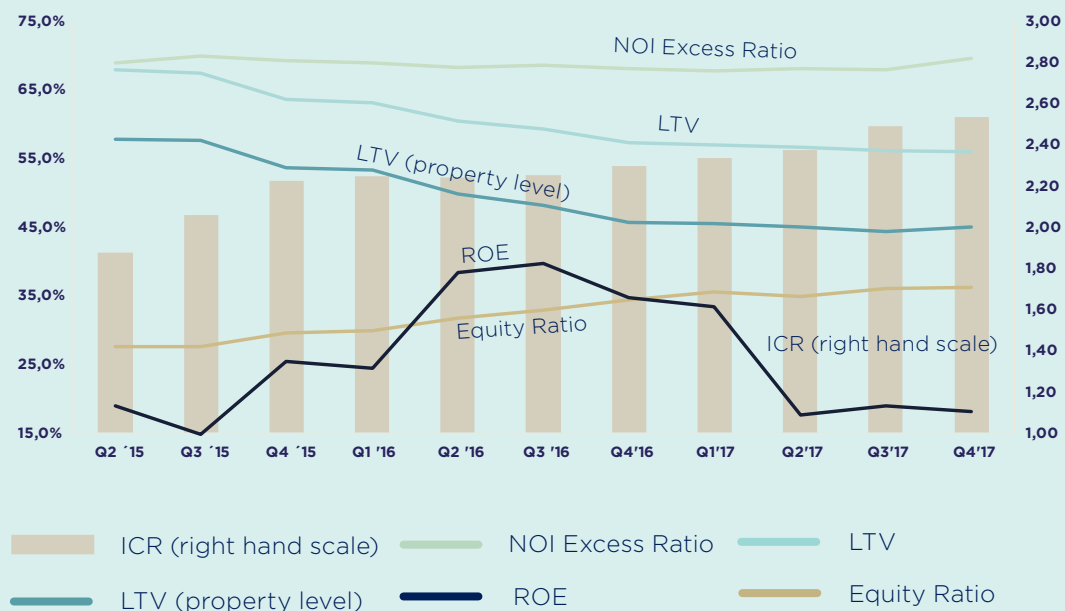
FINANCIAL REPORT FULL YEAR 2017

PORTFOLIO BUILD UP - ACTUALS



FINANCIAL REPORT FULL YEAR 2017

KEY METRICS OVER TIME AND FINANCIAL RATIOS



KEY FINANCIAL RATIOS

	JAN-DEC 2017	JAN-DEC 2016
Excess Ratio (NOI/Rental income), %	70%	68%
ROE (12m average), %	18%	35%
Avrg. Interest fixing, years	2,2	2,2
Avrg. Debt maturity, years 1)	2,4	3,5
Equity Ratio, %	36%	34%
LTV, %	56%	57%
LTV (property level), %	45%	46%
ICR, x	2,5	2,3

1) Following changes in the debt portfolio in early 2018 Average Debt Maturity is approx. 3,0 years



STENDÖRREN

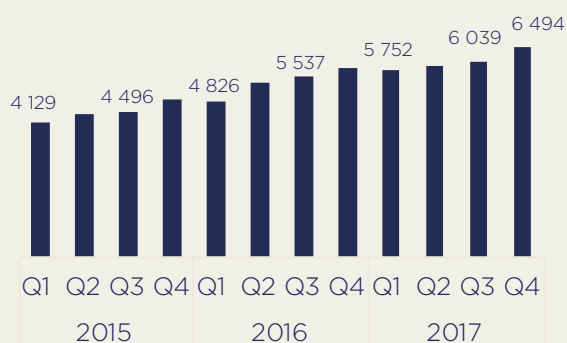
Lokaler som gör skillnad.

FINANCIAL REPORT FULL YEAR 2017

KEY METRICS

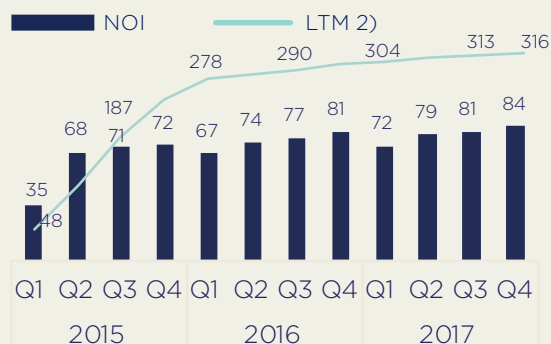
GROWING PROPERTY PORTFOLIO

Property value, mSEK



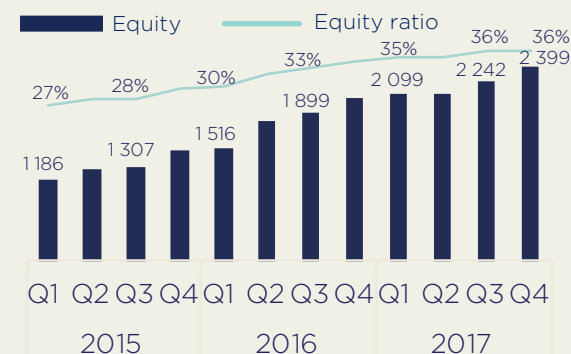
DEBT SERVICE CAPACITY

Net operating income, mSEK

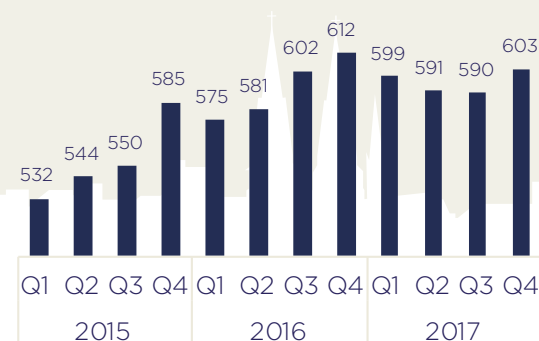


SOLID BALANCE SHEET

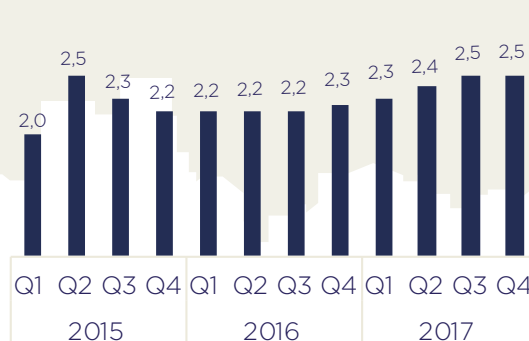
Equity



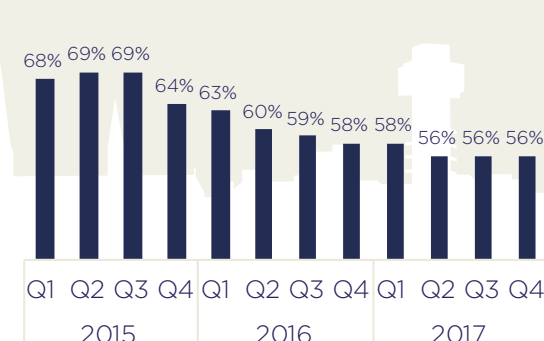
Lettable area, '000 sq m



Interest coverage ratio 1)



Loan to value



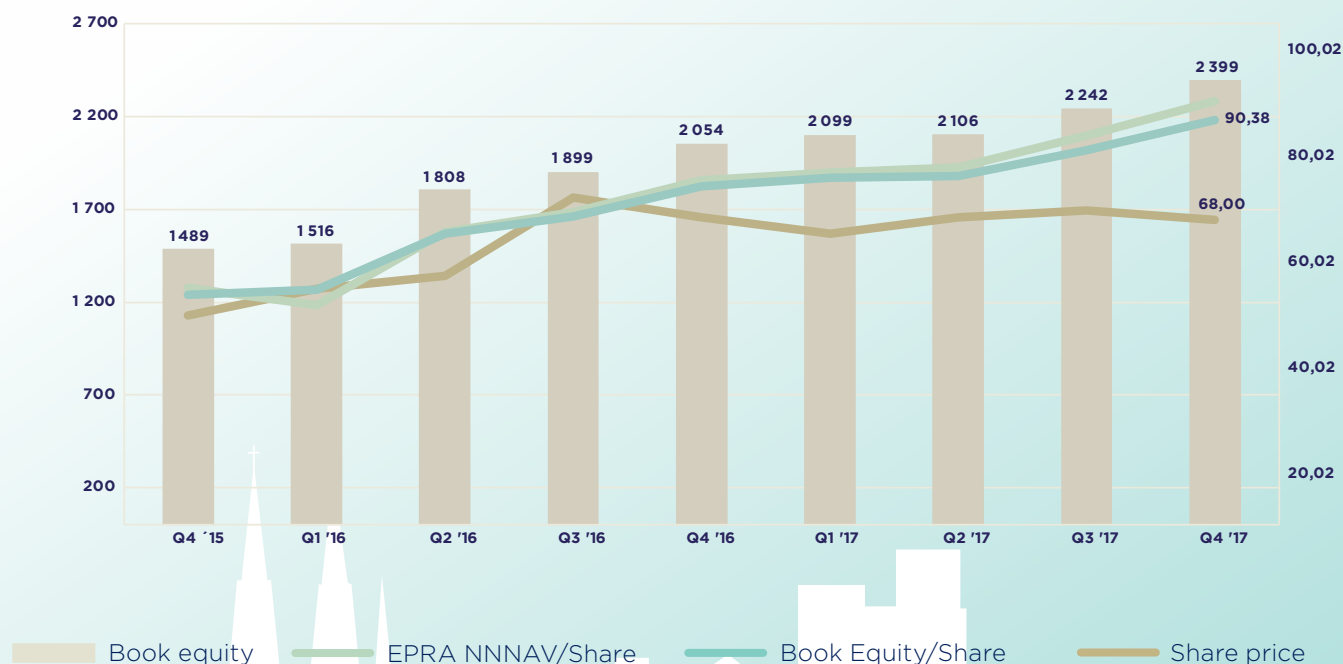
1) Profit from property management before financial expenses in relation to financial expenses, 2) Last twelve months

STENDÖRREN

Lokaler som gör skillnad.

FINANCIAL REPORT FULL YEAR 2017

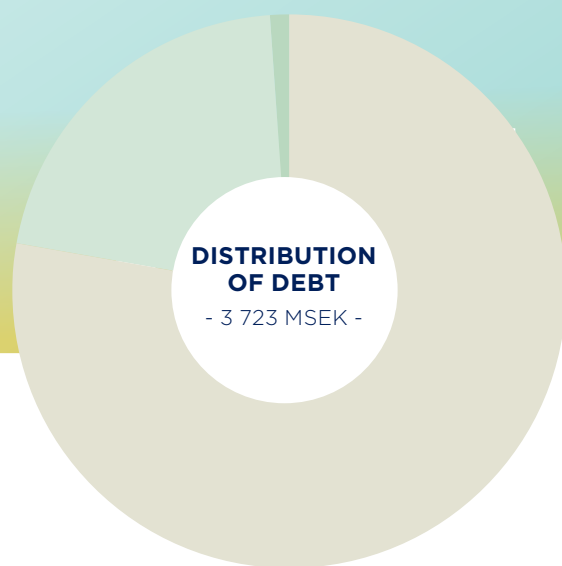
SHARE VALUE AND KEY EQUITY RATIOS



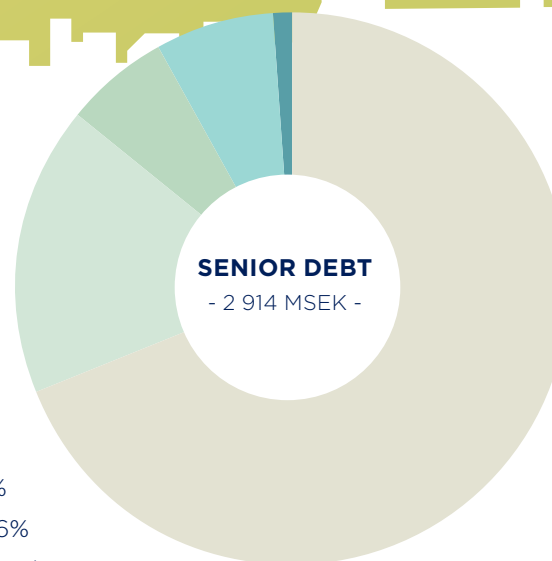
KEY EQUITY RATIOS	JAN-DEC 2017	JAN-DEC 2016
Share price, SEK	68,0	68,5
Equity per share, SEK	86,9	74,4
EPRA NNNAV per share, SEK	90,38	76,95
Cashflow per share, SEK	7,8	-1,3
Market cap, MSEK	1 878	1 892
Other ratios		
Average number of employees during the period	35	24

FINANCIAL REPORT FULL YEAR 2017

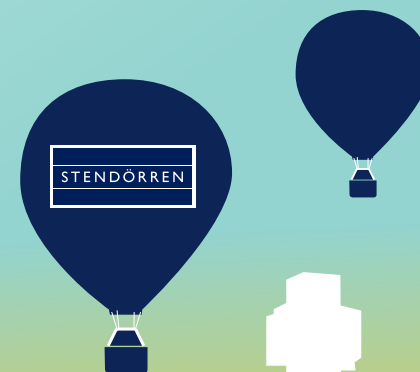
DEBT FUNDING OVERVIEW



- Senior debt, 78 %
- Bond, 21 %
- Seller notes, 1 %



- Swedbank, 69%
- Danske Bank, 17%
- Handelsbanken, 6%
- Sörmlands Sparbank, 7%
- Sparbanken i Enköping, 1%



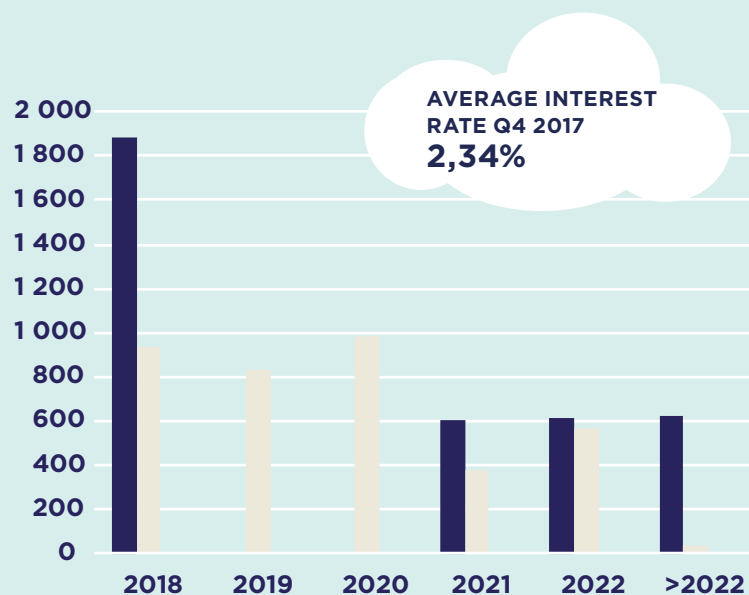
STENDÖRREN

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FINANCIAL REPORT FULL YEAR 2017

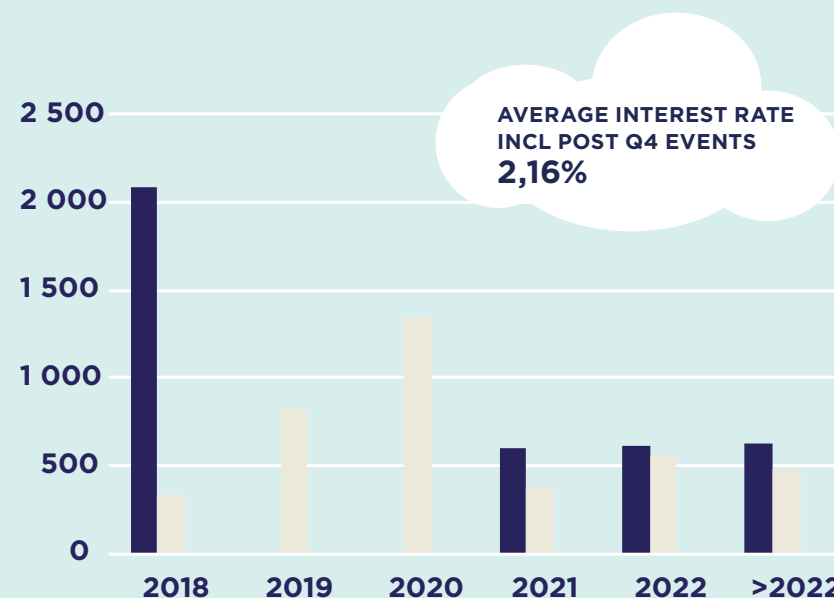
DEBT FUNDING OVERVIEW

Q4 2017



- Interest fixing & Interest rate derivatives
(average interest maturity 2,2 years)
- Total debt maturity (average debt maturity 2,4 years)

INCL POST Q4 EVENTS



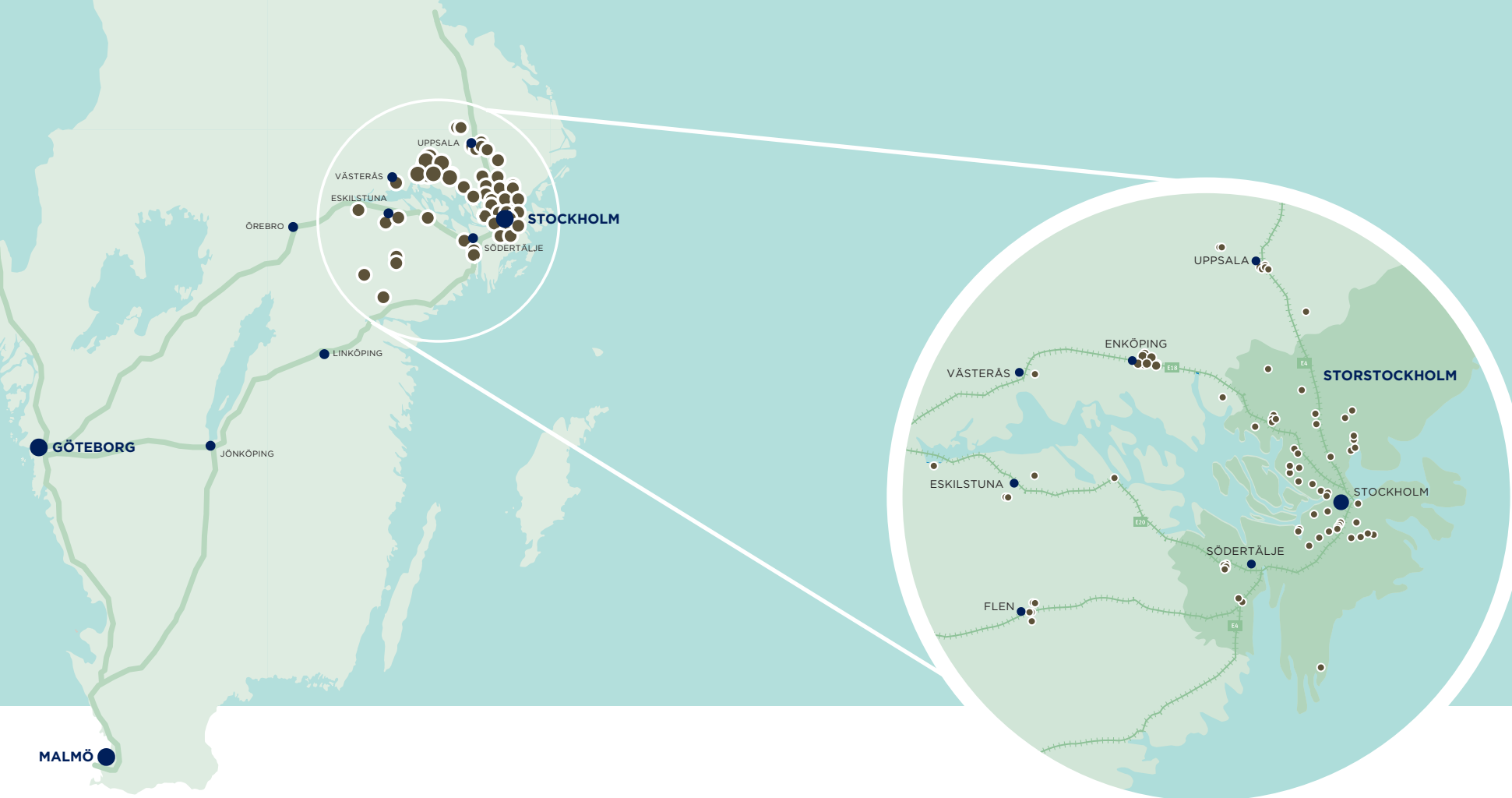
- Interest fixing & Interest rate derivatives
(average interest maturity 2,2 years)
- Total debt maturity (average debt maturity 3,0 years)

PART 3

GROWTH CONTINUE

GROWTH CONTINUE

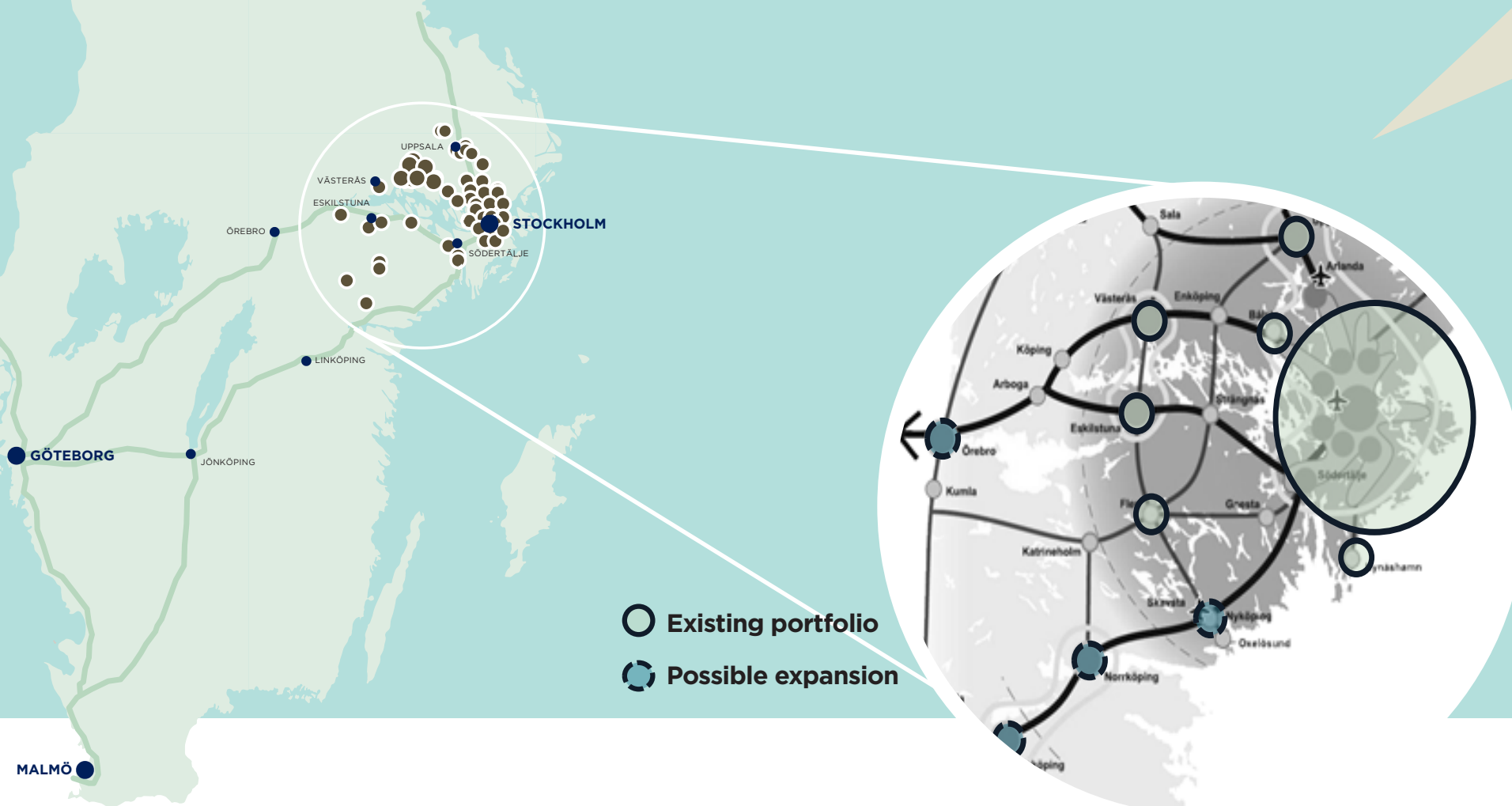
OUR PROPERTY PORTFOLIO IS LOCATED WHERE SWEDEN IS GROWING THE MOST



THE REGION HAS
SIGNIFICANTLY
HIGHER GROWTH
THAN THE REST OF
SWEDEN

GROWTH CONTINUE

WHERE IN STOCKHOLM REGION DO WE WANT TO GROW?



- Existing portfolio
- Possible expansion

GROWTH CONTINUE

STENDÖRREN TOWARDS MAIN MARKET

NASDAQ OMX
FIRSTNORTH®

NASDAQ OMX
Mid cap

**Broader
investor
base**

**Improved
access to
capital
markets**

**Significantly
improved
stock
liquidity**

**Improved
attention
from
analysts**

**Expected
improved
financing
terms**

**Improved
processes
and internal
control**



GREEN HUB BRO



FOR FURTHER INFORMATION PLEASE CONTACT:



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CALENDAR:

Annual report

24 Apr, 2018

Q1 report

9 May, 2018

Q2 report

20 Jul, 2018

Q3 report

15 Nov, 2018

Q4 report

22 Feb, 2019