



Roadshow May–June 2021

Kojamo plc



Agenda

- Summary of January–March 2021
- Financial development
- Outlook, financial targets and dividend policy





Summary of January–March 2021

K Operating environment

General operating environment

- The global economy and world trade have gradually strengthened since last summer
- The lifting of restrictions and the acceleration of the vaccination rollout will boost economic growth in Finland this year. Growth is expected to be especially robust in the third quarter.
- Housing production is focused on large cities supported by low interest rates and the resumption of economic growth

Industry key figures

	2021E	2020
Residential start-ups, units	37,000	40,900
of which non-subsidised block-of-flats	17,300	21,700
start-ups in the capital region	n/a	14,278
Building permits granted, annual*, units	40,360	37,922
Construction costs, change, %	1.5	-0.3
Prices of old dwellings in the whole country, change, %	1.5	2.3
Prices of old dwellings in the capital region, change, %	0.5–4.0	0.6–5.0
Rents of non-subsidised rental dwellings in the whole country, change, %	1.4	1.2
Rents of non-subsidised rental dwellings in the capital region, change, %	1.7–1.8	1.5–1.7
GDP growth, %	2.8	-2.8
Unemployment, %	7.8	7.8
Inflation, %	1.6	0.3
Coverage of vaccination against COVID-19 virus, %	30.9**	

* Rolling 12 months; ** Coverage as at 4 May 2021

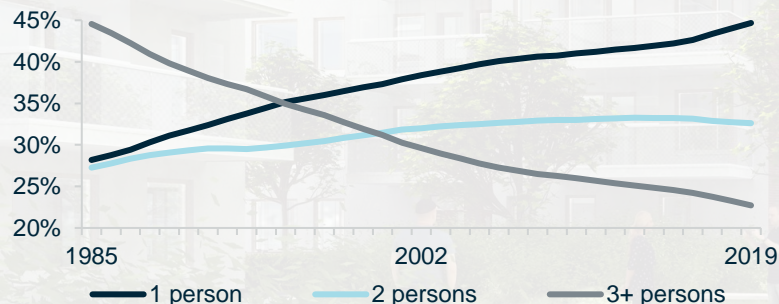
Sources: Confederation of Finnish Construction Industries' business survey March 2021; Housing production information of the municipalities in the capital region; Statistics Finland, Building and dwelling production February 2021; Pellervo Economic Research PPT, Housing market 2021 forecast. Handelsbanken Economic Forecast 28 April 2021; Finnish Institute for Health and Welfare 4 May 2021.

Operating environment

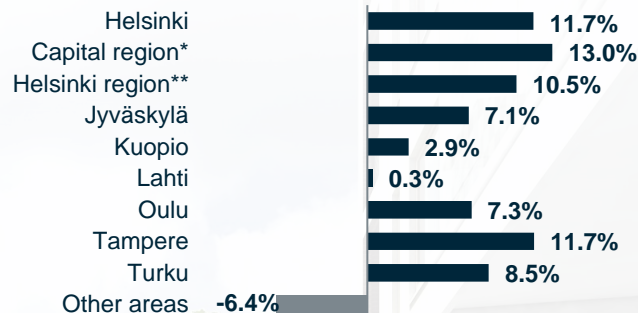
Pandemic does not have a long-term impact on the rental market

- Urbanisation, decreasing average household size and demand focusing on central locations support the demand for rental apartments
- People are increasingly attracted by the freedom provided by rental housing, which supports the development of the market for a long time

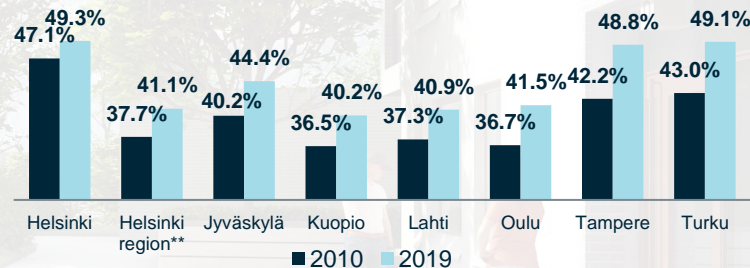
Development of household sizes (% of all households)



Population growth forecast 2019–2030

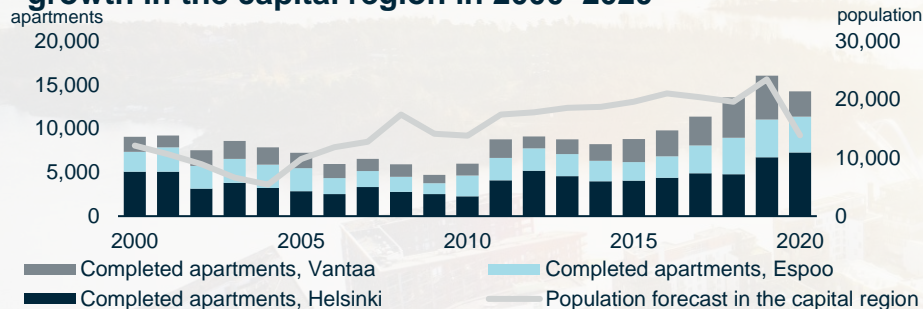


Development of rental household-dwelling units (% of all households)

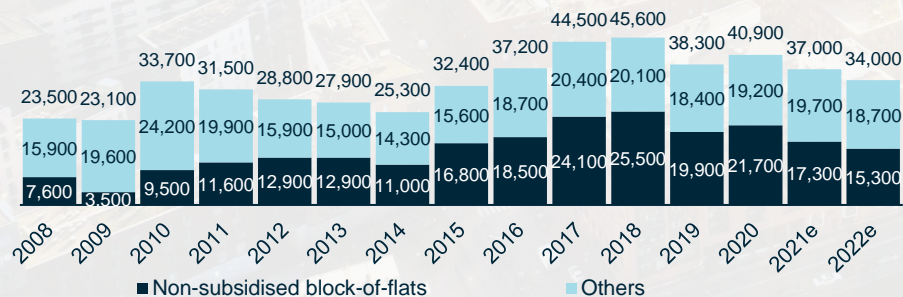


Operating environment

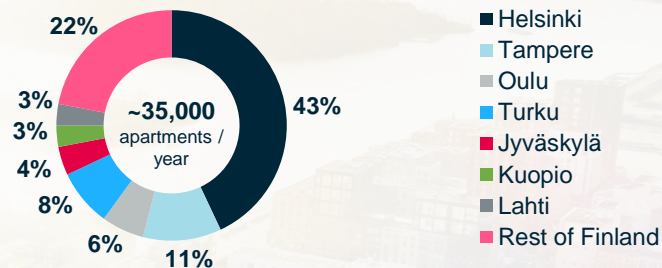
Completed apartments and population growth in the capital region in 2000–2020



Residential start-ups in Finland 2008–2022e



Housing production need 2020–2040



Housing production and demand

- Housing production will remain at a fairly high level historically thanks to both consumer and investor demand
- The number of build-to-sell residential start-ups is expected to grow faster than non-subsidised rental housing start-ups this year



Key figures 1–3/2021

total revenue

97.2 M€
(95.7 M€, +1.6%)

net rental income

55.5 M€
(56.0 M€, -1.0%)

funds from operations (FFO)

27.6 M€
(29.4 M€, -6.2%)

fair value of investment
properties

7.1 Bn€
(6.3 Bn€, +11.5%)

gross investments

68.0 M€
(62.1 M€, +9.6%)

profit excluding
changes in value ¹⁾

33.6 M€
(29.7 M€, +13.2%)

profit before taxes

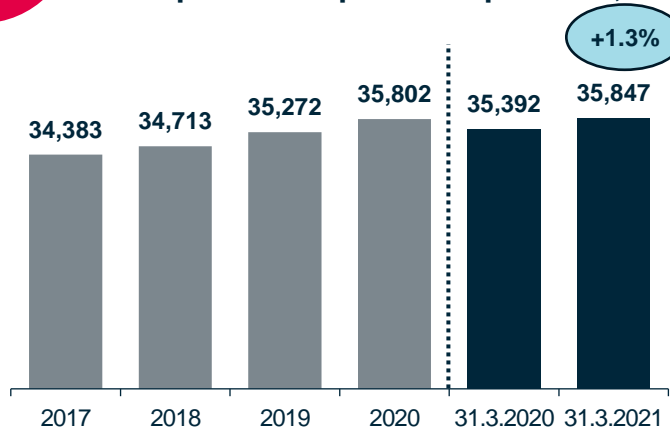
177.1 M€
(51.7 M€, +242.3%)



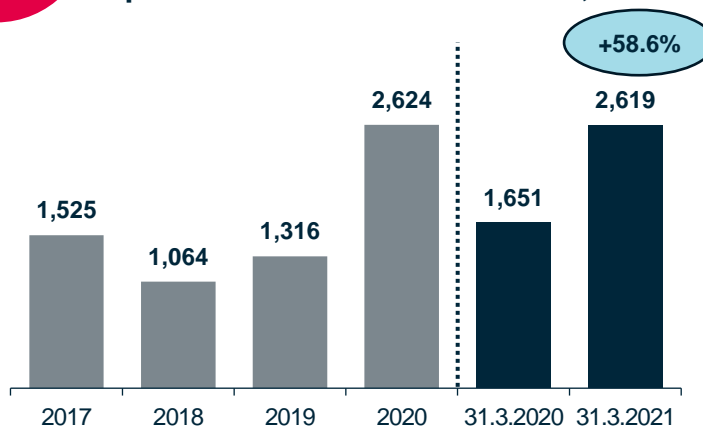
2,619 apartments under construction

- During the review period, 0 (3) apartments were sold, 0 (0) acquired and 45 (119) completed
- During the period, construction of 40 (454) apartments was started

Development of apartment portfolio, units

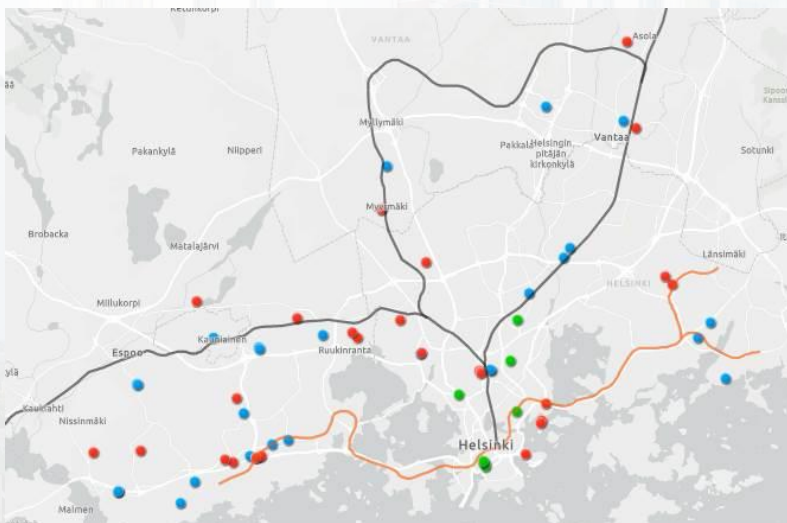


Apartments under construction, units



Strong project pipeline

Kojamo's projects on map



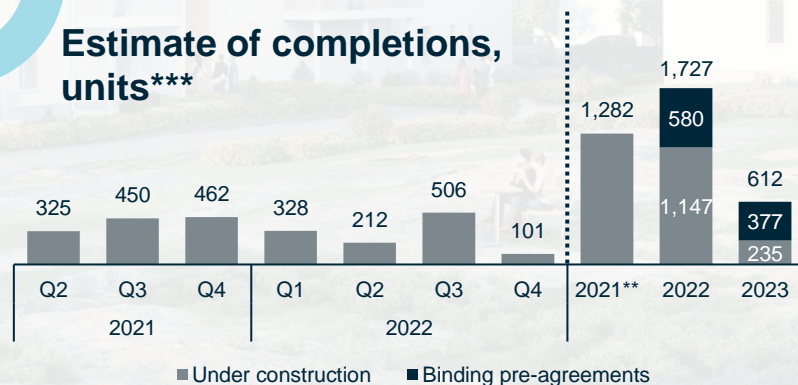
- Under construction
- Co-operation agreements*
- Metropolia development project properties

Metro track
Railway track

* Apartments that are a part of co-operation agreements, but have been started are listed as 'Under construction'

- Over 2,600 apartments under construction, all in the Helsinki region
- Co-operation agreements on the construction of almost 1,000 apartments
- Metropolia property development project to bring even 1,000 apartments, as 6 former educational buildings will be converted into residential use








Estimate of completions, units***





We want to be the property market frontrunner and the number one choice for our customers

Services of a new customer

-  **Pets are welcome**
-  **Broadband included in rent**
-  **Sustainable interior paints**
-  **Electricity contract tendering**
-  **Insurance service**
-  **Move and installation service**
-  **Key courier service**

Apartments available for rent in
webstore 24/7

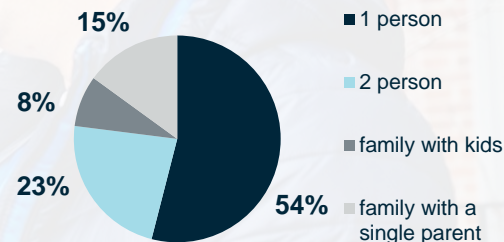
Services during tenancy

-  **Lumo real estate management and customer service**
-  **Lumo janitors**
-  **Smartpost parcel lockers**
-  **Flexible home swapping**
-  **Versatile events for tenants**
-  **Personal trainer**
-  **Benefits from partners**
-  **Installation service**
-  **Installation of dishwasher**
-  **Car-sharing**

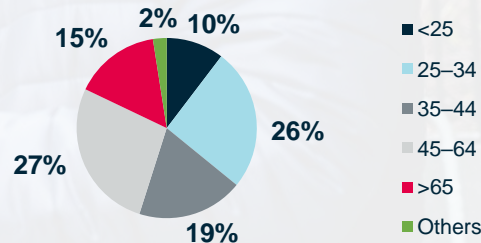
My Lumo – a digital service
channel offers easy dealings 24/7

Distribution of Lumo customers

Distribution by household type



Distribution by age group





Our sustainability work is proceeding

- Our sustainability programme is guiding our sustainability work since 2021
- We published a comprehensive sustainability report as a part of our annual report in March
- We published a Green Finance Framework linking the company's sustainability targets with the company's investments and their financing in March
- According to the EWoB Gender Diversity Index survey conducted in January 2021, Kojamo is the most equal listed company in Finland

**We commit to complying with the
UN Sustainable Development
Goals**

**We aim to use carbon-neutral
energy in our properties by 2030**



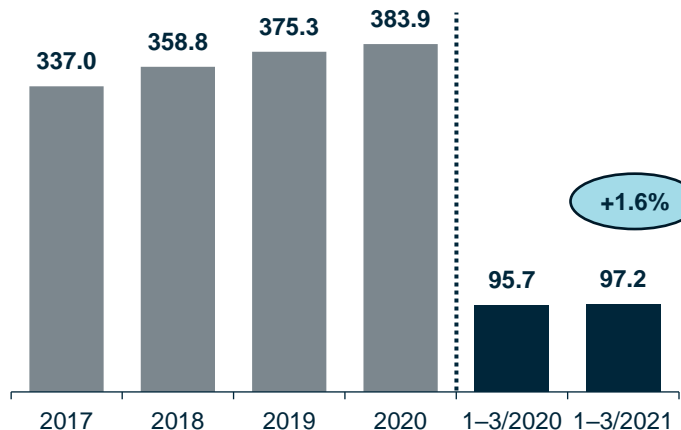


Financial development

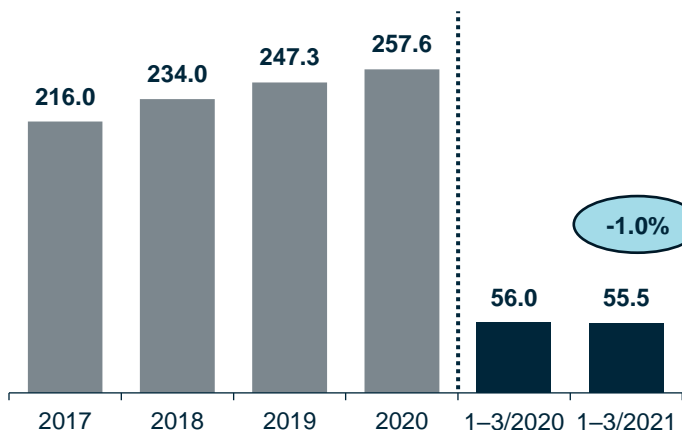
K Total revenue increased

- Total revenue increased mainly due to growth of property portfolio as well as Like-for-Like rental income growth
- The weather was colder and the winter was snowier than in the comparison period which had an impact on net rental income

Total revenue, M€



Net rental income, M€



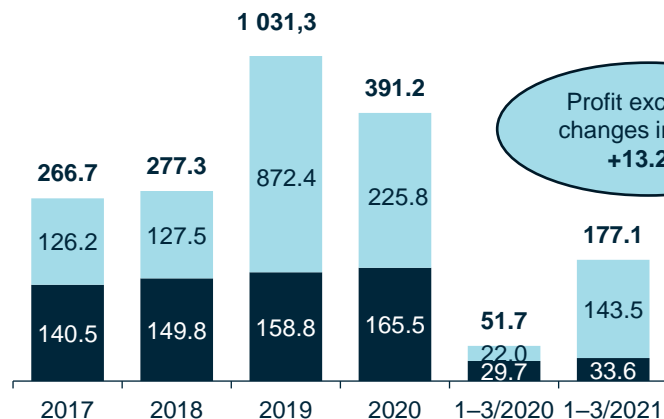


Profit before taxes increased

- Profit before taxes increased mainly due to changes in value
- Lower net rental income and higher financing costs due to increased amount of interest-bearing debt than in the comparison period had an impact on FFO

Profit before taxes, M€

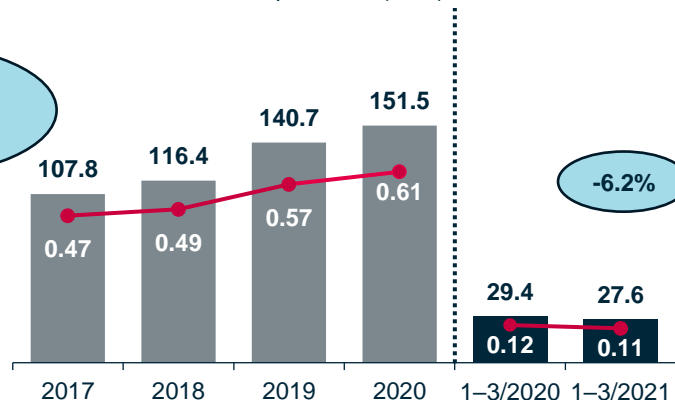
■ Changes in value* ■ Profit excluding changes in value



* Changes in value = Profit/loss on fair value of investment properties

Funds From Operations (FFO), M€ and € / share

■ Funds From Operations (FFO) ● € / share



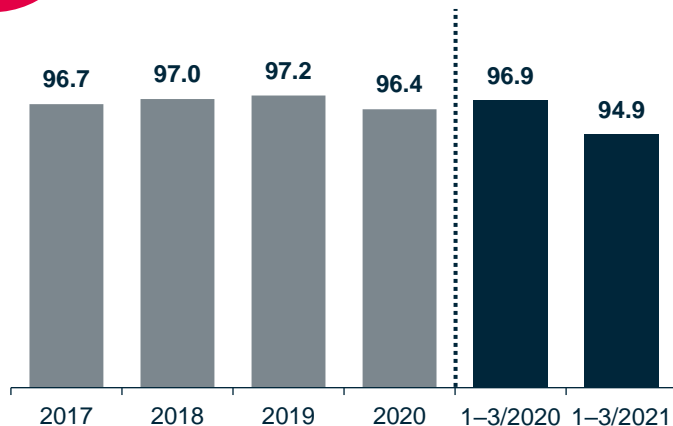
Changes in the total number of Kojamo shares have an impact on relative development of FFO per share. Per share key figures have been adjusted to reflect the impact of the decision by the Extraordinary General Meeting of Shareholders on 25 May 2018 regarding the share split. In the share split the shareholders received 30 new shares per each existing share



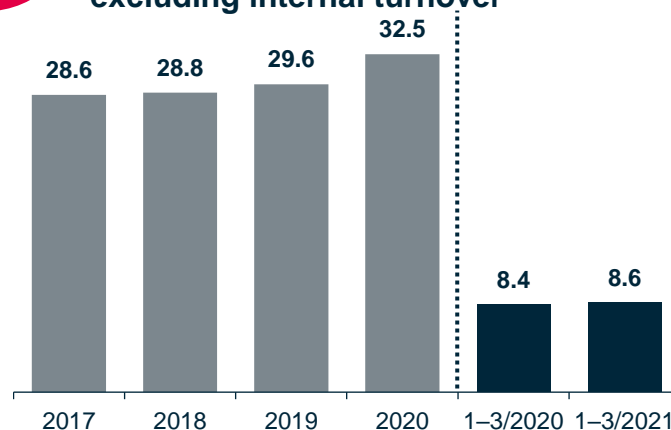
The impact of COVID-19 pandemic was visible in the financial occupancy rate

- COVID-19 pandemic has temporarily had an impact on the increase of supply as well as migration
- Rent receivables to total revenue on a low level of 1.1% (1.2%)

Financial occupancy rate, %

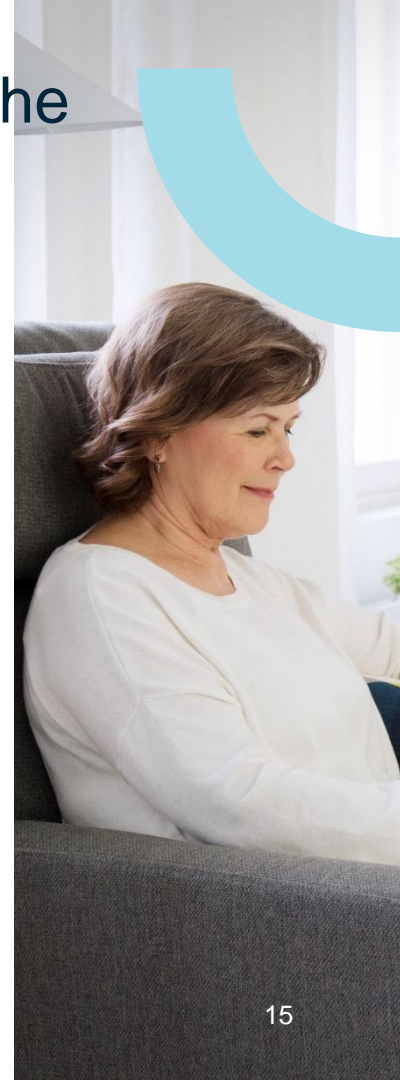


**Tenant turnover, %
excluding internal turnover**



Financial occupancy rate = (Rental income / potential rental income at full occupancy) x 100. Financial occupancy rate does not include apartments under renovation

Tenant turnover = (terminated rental agreements under the period / number of apartments) x 100

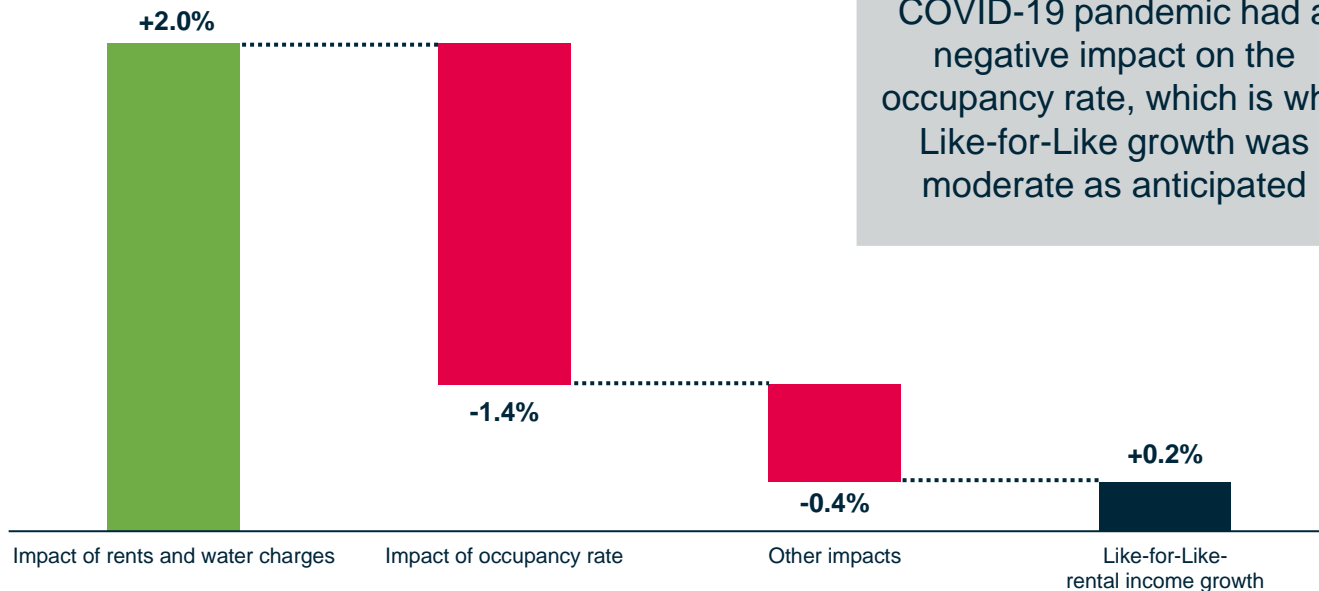




Development of Like-for-Like rental income

The past 12 months compared to the previous 12-month period

Development of Like-for-Like rental income as at 31 March 2021



COVID-19 pandemic had a negative impact on the occupancy rate, which is why Like-for-Like growth was moderate as anticipated

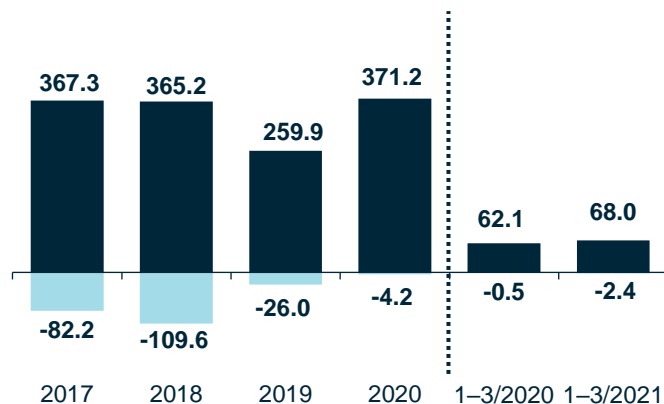


Investments proceeding according to strategy

- Gross investments increased from previous year

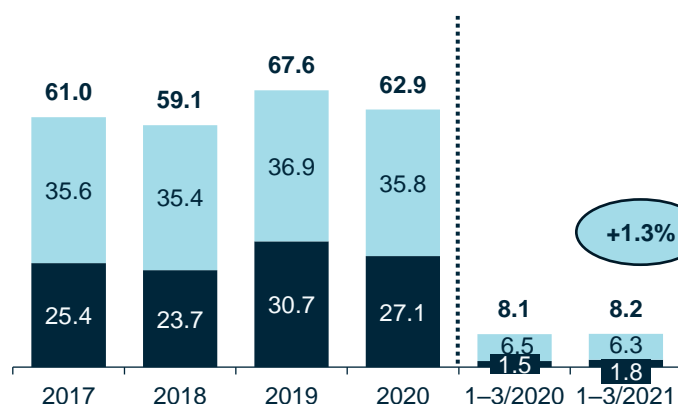
Gross investments and sales of investment properties, M€

■ Gross investments ■ Sales of investment properties



Modernisation investments and repairs, M€

■ Modernisation investments ■ Repairs

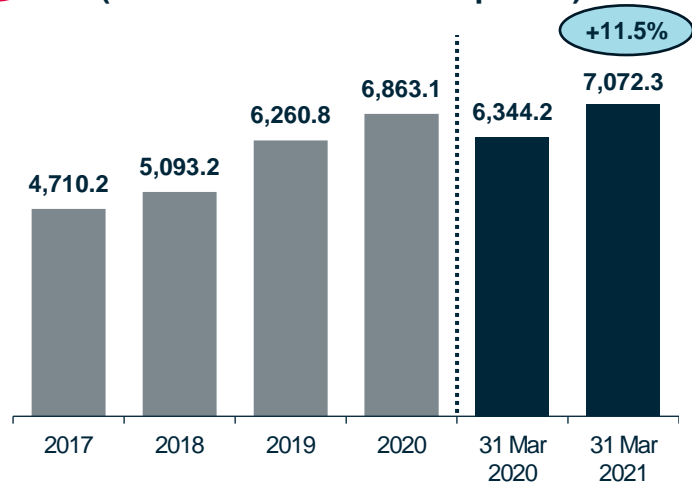




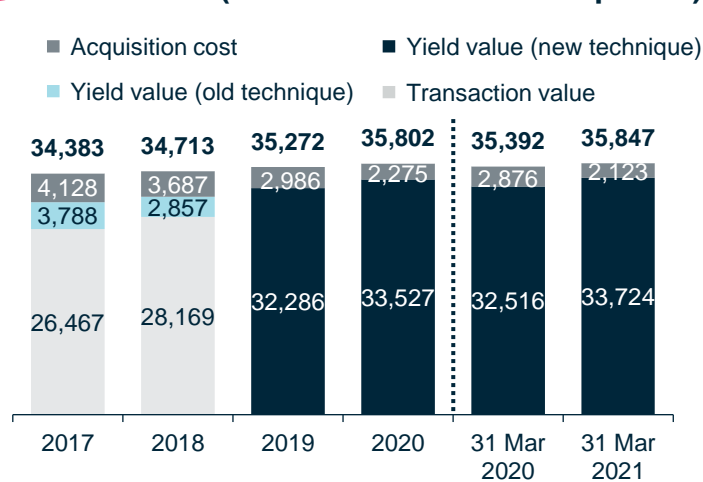
The value of investments properties was EUR 7.1 billion

- The fair value has developed positively during the review period
- Yield compression increased the fair value

Fair value of investment properties, M€ ¹⁾
(at the end of the review period)



Number of apartments by valuation classes (at the end of the review period)



1) Investment properties include completed apartments, development projects and land areas as well as Investment properties held for sale





Plot and real estate development reserve 31 March 2021

	Apartments under construction	Binding preliminary agreements	Owned plots and development projects ¹		In total
			Metropolia development project	Others	
Investment / actual costs incurred	416.4	-	80.0	67.1	563.5
Cost of completion	221.1	221.0	n/a	n/a	442.0
1,000 fl.sq.m.	n/a	n/a	79	99	
Apartments	2,619	957	~1,000 ²	~1,600	~6,200

100% of plot and real estate development reserve is located in Helsinki region

Kojamo estimates that investments in development projects amount to approximately EUR **370–420** million in 2021



To be completed in Q2/2021

Niittykatu 15,
Espoo



Vinsentinaukio 4,
Helsinki



Keinulaudantie 2a,
Helsinki



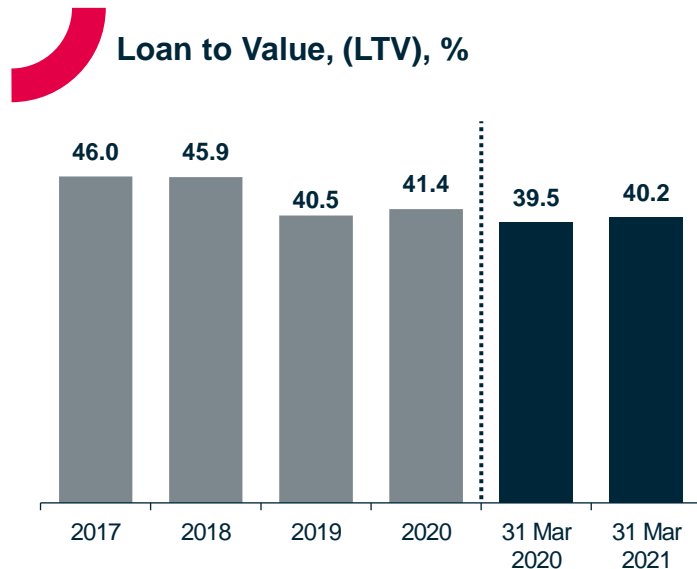
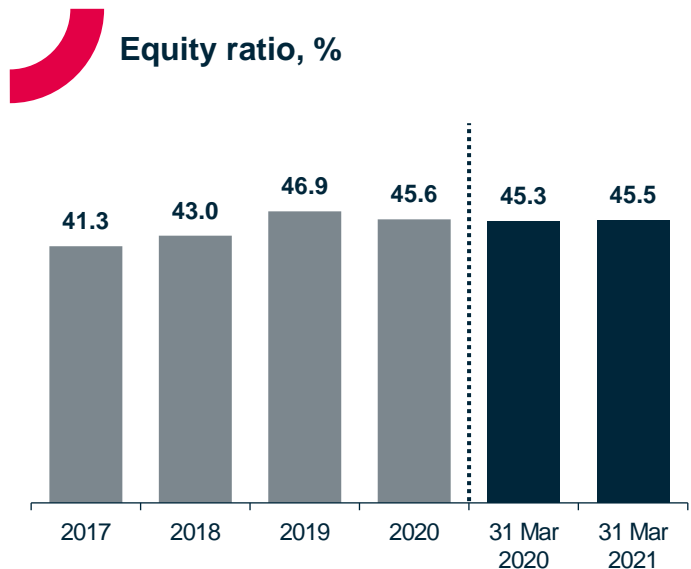
Fregatti Dygdenin kuja 5,
Helsinki





Equity ratio and Loan to Value (LTV)

- Equity ratio and Loan to Value (LTV) in line with the strategic targets



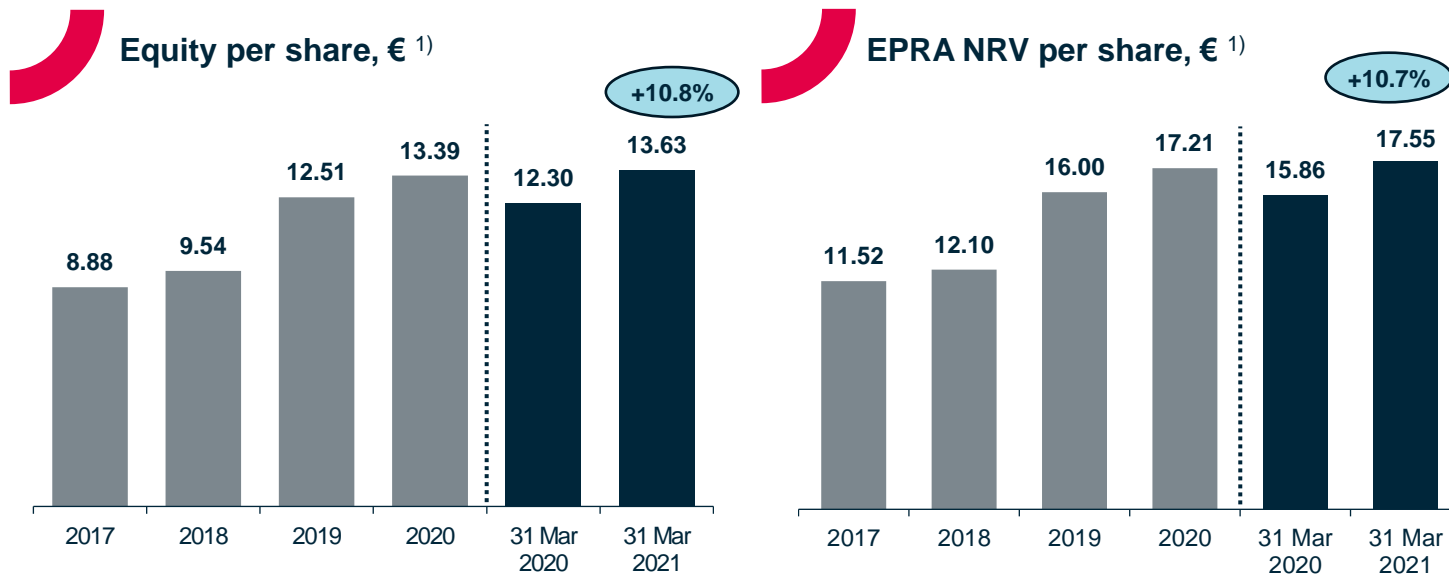
The share issue improved the equity ratio by 1.6 percentage points





Key figures per share improved significantly

- Going forward, we will follow EPRA NRV as our principal key figure for net asset value



1) Key figures have been adjusted to reflect the impact of the decision by the Extraordinary General Meeting of Shareholders on 25 May 2018 regarding the share split. In the share split the shareholders received 30 new shares per each existing share

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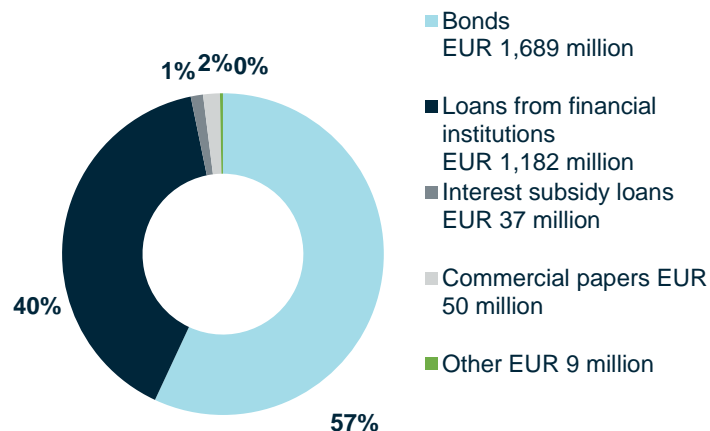


Versatile capital structure

The Group's loan distribution

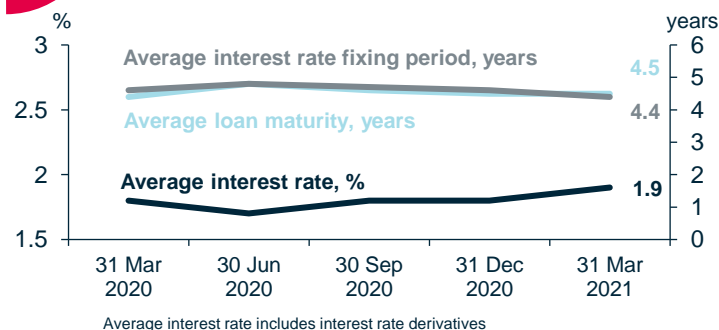
31 March 2021

Loan portfolio EUR 2,966 million



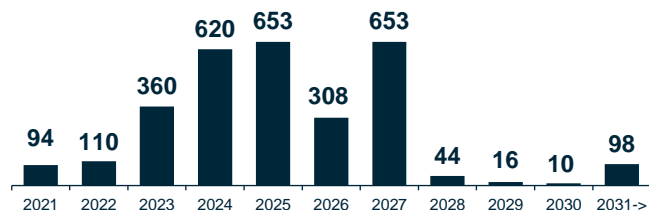
Loan amounts presented as IFRS figures. In addition, lease liabilities amounting to EUR 68.1 million are included in interest-bearing liabilities

Financing key figures



Distribution of the Group's loan maturities

31 March 2021, EUR million





Strategic targets 2020–2023

Key figure	Actual 1–3/2021	Actual 2020	Strategic target
Annual growth of total revenue, %	1.6	2.3	4–5
Annual investments, M€	68.0	371.2	200–400
FFO/total revenue, %	28.4	39.5	> 36
Loan to Value (LTV), %	40.2	41.4	< 50
Equity ratio, %	45.5	45.6	> 40
Net Promoter Score (NPS)	21	36	40



Outlook, financial targets and dividend policy



Outlook for Kojamo in 2021

Kojamo estimates that in 2021, the Group's total revenue will increase by 3–5 per cent year-on-year. In addition, Kojamo estimates that the Group's FFO for 2021 will amount to between EUR 150–163 million, excluding non-recurring items.

The outlook is based on the management's assessment of total revenue, net rental income, administrative expenses, financial expenses, taxes to be paid and new development to be completed, as well as the management's view on future developments in the operating environment.

The outlook takes into account the estimated occupancy rate and rises in rents as well as the number of apartments to be completed. The outlook does not take into account the impact of potential acquisitions on total revenue and FFO.

The outlook is also based on the estimate that sufficient vaccination coverage will be achieved in the summer and that migration will gradually recover to pre-pandemic levels thereafter. Migration sustains strong demand, which will increase Like-for-Like rental income. However, due to the impacts of the pandemic on the operating environment, the Group expects the development of Like-for-Like rental income to be moderate during the first half of the year.

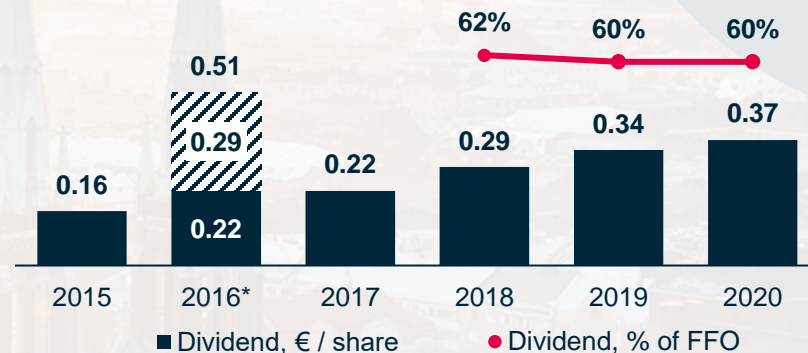
The management can influence total revenue and FFO through the company's business operations. In contrast, the management has no influence over market trends, the regulatory environment or the competitive landscape.



Dividend policy

Kojamo's objective is to be a stable dividend payer whose annual dividend payment will be at least 60 per cent of FFO, provided that the Group's equity ratio is 40 per cent or more and taking account of the company's financial position

Dividend history



* Including extra dividend EUR 0.29 per share

Per share key figures have been adjusted to reflect the impact of the decision by the Extraordinary General Meeting of Shareholders on 25 May 2018 regarding the share split. In the share split the shareholders received 30 new shares per each existing share



Summary

The beginning of the year went as anticipated and we continue our steady growth: the value of investment properties exceeded EUR 7 billion

Our project portfolio is strong and located well in the capital region

We expect the impact of COVID-19 pandemic on the operating environment to be temporary and that urbanisation will continue strong after the pandemic



Thank you!

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www.kojamo.fi

Half-year financial report for
January–June 2021
to be published on
19 August 2021



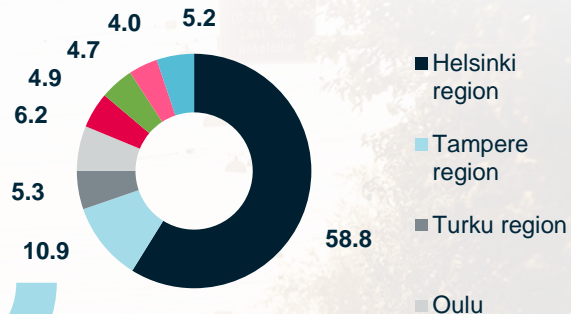
Appendix



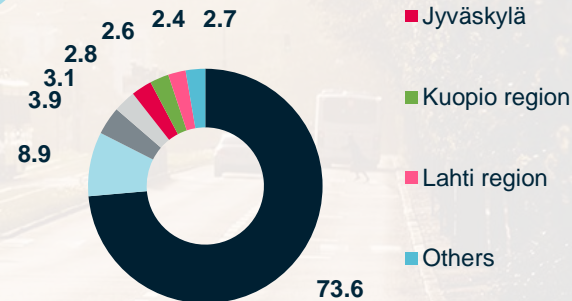
Kojamo's apartment portfolio

Region	Number of apartments, units	Number of commercial premises and other leased premises, units	Fair value, (EUR million)	Fair value (EUR thousand / unit)	Fair value (EUR / sqm)	Financial occupancy rate, % ³⁾	Share of revenue, %
Helsinki region	21,092	395	4,736	220	3,942	95.0	66
Tampere region	3,899	115	571	142	2,766	96.7	9
Turku region	1,904	20	249	130	2,271	97.3	5
Others	8,952	144	879	97	1,811	93.4	20
Total	35,847	674	6,436¹⁾	176	3,213	94.9	100
Others			637 ²⁾				
Total portfolio	35,847	674	7,072			94.9	100

Apartment distribution, %

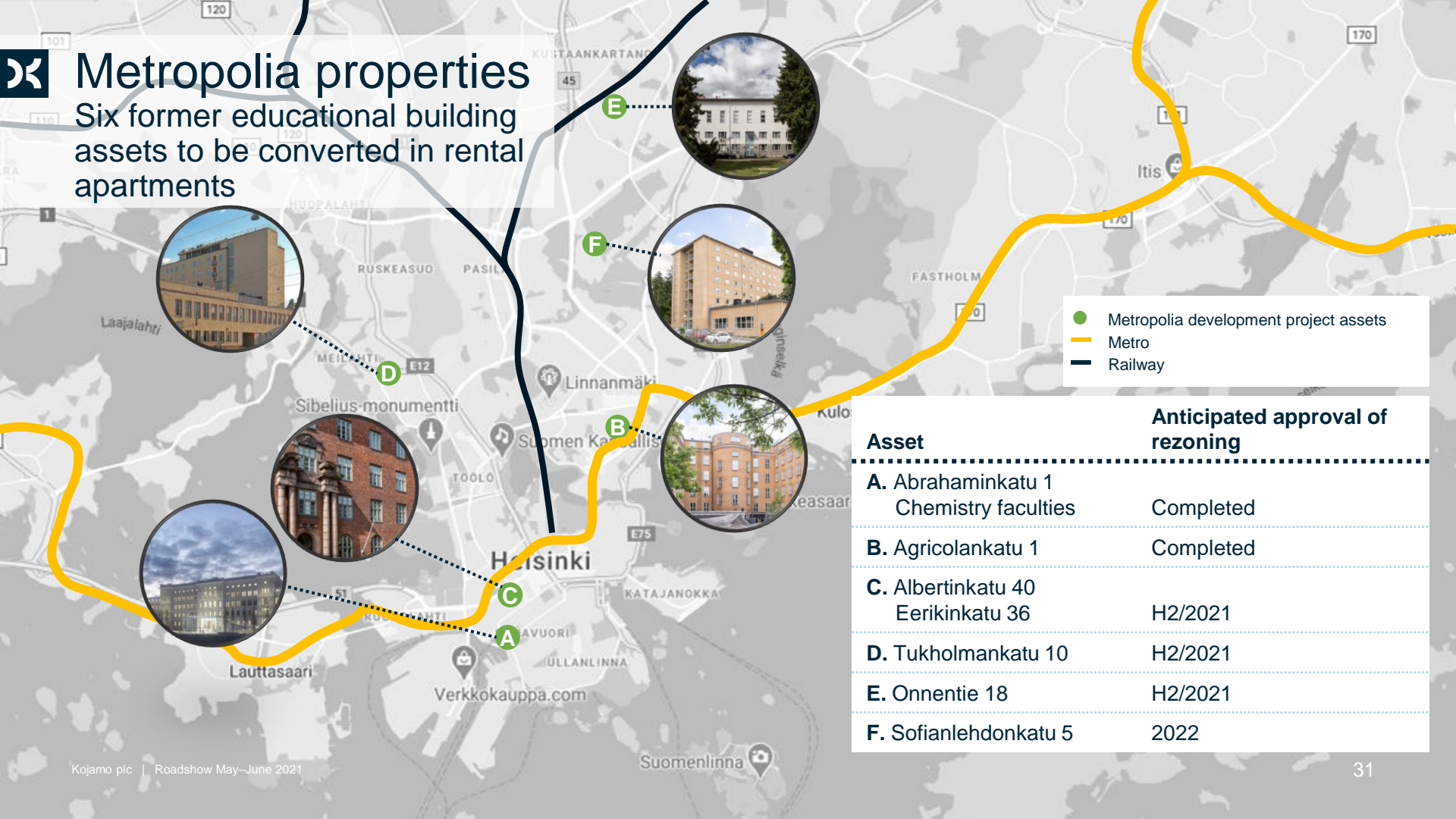


Fair value distribution, %



Metropolia properties

Six former educational building assets to be converted in rental apartments



Our strategy 2020–2023

Megatrends

Urbanisation & internationalisation



Ageing population & smaller family sizes



New technologies & digitalisation



Individuality & sense of community



Environment & sustainable development



Mission

We create better urban housing.

Vision

We are the property market frontrunner and the number one choice for our customers.

Strategic focal points

- Delivering the best customer experience
- Strong growth
- Operational excellence
- Responsibility and sustainable development
- The most competent personnel and a dynamic place to work
- Renewal through digital solutions

Values



Happy to serve



Strive for success



Courage to change



Strategic focal points 2020–2023

Delivering the best customer experience



We offer easy and effortless services for our customers and create added value through services

Strong growth



We seek profitable growth with multi-channel approach and optimised financing structure

Operational excellence



We create competitiveness and profitability through industry-leading operating models

Responsibility and sustainable development



Responsibility is a part of our DNA and plays important role in the work of everyone at Kojamo

Renewal through digital solutions



We improve our business and create added value to our customers by taking advantage of solutions enabled by digitalisation

The most competent personnel and a dynamic place to work



We are known for dynamic and effective corporate culture. We ensure our future competitiveness through competence development and employee experience



Our Digital Roadmap will guide us from today to year 2023 according to our strategy

Customer experience and servitisation

Scalability of operations, employee experience

Digitalisation of properties and services

Knowledge-based management and AI

Enabling technology and IT architecture

NPS 59

Digital services

72 %

My Lumo user coverage

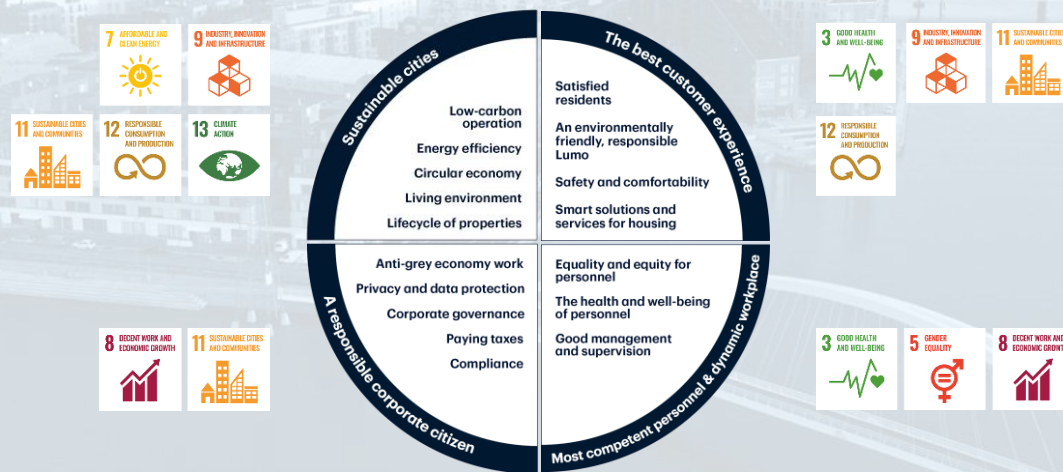
As at 31 March 2021.



Sustainability programme guides our sustainability work from 2021 onwards

STRATEGIC FOCAL POINT 2020–2023: RESPONSIBILITY AND SUSTAINABLE DEVELOPMENT

We create better urban housing



Ensuring long-term profitability and business growth

Sustainable and responsible operations

Transparent communications and reporting



Key sustainability figures 2020

Energy efficiency

34.5
kWh/m³ (40.4)

8.9
MWh/apartment

Carbon footprint

5.5
kg CO₂e/m³ (6.9)

1.4
t CO₂e/apartment

20.6%

share of renewable energy
of energy consumption

84%

of completed apartments since
2016 with an E-value of <82¹⁾

100%

of apartments under
construction with
an E-value < 82¹⁾

37%

waste recycling rate (35)

371.2 M€

gross investments in
growth centres

36

Net Promoter Score,
NPS (34)

~101 M€

Taxes and tax-like charges
(~90)

75/68

Personnel survey results²⁾
(75/68)



Sustainability commitments and reporting

Our sustainability commitments



We aim to use carbon-neutral energy in our properties by 2030



We commit to complying with the UN Sustainable Development Goals



We commit to improve our energy efficiency by 7.5% during 2017–2025



Our sustainability reporting and recognitions



70/100

We participated the global GRESB sustainability assessment for the first time



We apply EPRA's Sustainability Best Practice Recommendations in our reporting



Our sustainability report is in accordance with GRI Core level



Our memberships



ILMASTOKUMPPANIT



Sustainability is visible in our every day life

Sustainable cities

We commit to complying with the UN Sustainable Development Goals and to use carbon-neutral energy in our properties by 2030

100%

of Kojamo's premises are
WWF Green Office certified

100%

of properties use water
certified property electricity

29,000

apartments' indoor
temperature controlled by IoT
solution (80% of all)

-3.4%

heating index (kWh/m³)

-5.6%

carbon footprint
(kg CO₂e)

37%

waste recycle rate

-7.5%

our goal to improve energy
consumption during 2017–
2025, of which we have
achieved
73%*

Investments to improve energy efficiency are a part of Kojamo's repairs and modernisation investments

The most competent personnel and a dynamic place to work

100%

Coverage of performance appraisals
of personnel

61%

of personnel are women

94.4

occupational safety index

The best customer experience

36

Net Promoter Score

Shared cars

available for our tenants

A responsible corporate citizen

Anti-grey economy models

exceed legislative requirements

7,066

indirect employment effect
(person years)

~101

tax footprint, EUR million

0

data protection violations or
deviations

150

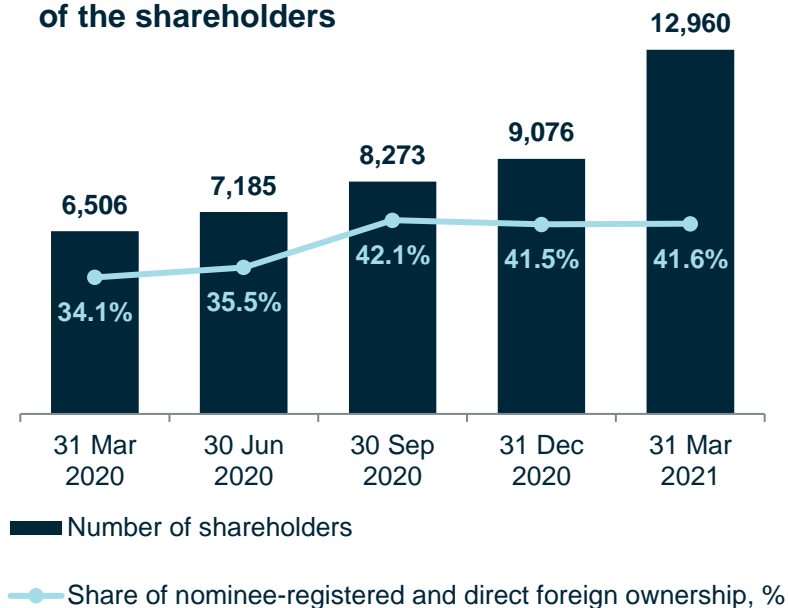
grants to support the physical
activity and sports of youth and
families with children living in Lumo
homes



Kojamo's ten largest shareholders (as at 31 March 2021)

	Shareholder	Number of shares	% of shares
	Nominee-registered and direct foreign shareholders	102,807,017	41.6
1.	The Finnish Industrial Union	24,809,561	10.0
2.	Ilmarinen Mutual Pension Insurance Company	20,537,814	8.3
3.	Varma Mutual Pension Insurance Company	19,362,375	7.8
4.	Trade Union of Education in Finland	15,081,498	6.1
5.	Trade Union for the Public and Welfare Sectors	11,600,000	4.7
6.	Finnish Construction Trade Union	9,866,210	4.0
7.	Trade Union PRO	8,104,150	3.3
8.	Service Union United PAM	6,983,974	2.8
9.	Elo Mutual Pension Insurance Company	2,981,113	1.2
10.	Åbo Akademi University Foundation	2,198,763	0.9
	Other Finnish shareholders	22,811,924	9.2
Total		247,144,399	100.0

Development of the number of the shareholders



Source: Euroclear Finland



Key figures

	1–3/2021	1–3/2020	Change, %	2020
Total revenue, M€	97.2	95.7	1.6	383.9
Net rental income, M€	55.5	56.0	-1.0	257.6
Net rental income margin, %	57.0	58.6		67.1
Profit before taxes, M€	177.1	51.7	242.3	391.2
Gross investments, M€	68.0	62.1	9.6	371.2
Funds From Operations (FFO), M€	27.6	29.4	-6.2	151.5
FFO per share, €	0.11	0.12	-8.3	0.61
Financial occupancy rate, %	94.9	96.9		96.4
Fair value of investment properties, Bn€	7.1	6.3	11.5	6.9
Number of apartments	35,847	35,392		35,802
Rental apartments under construction	2,619	1,651		2,624
EPRA NRV per share, €	17.55	15.86	10.7	17.21
Equity ratio, %	45.5	45.3		45.6
Loan to Value (LTV), %	40.2	39.5		41.4



Consolidated income statement

M€	1–3/2021	1–3/2020	2020
Total revenue	97.2	95.7	383.9
Maintenance expenses	-35.4	-33.1	-90.5
Repair expenses	-6.3	-6.5	-35.8
Net rental income	55.5	56.0	257.6
Administrative expenses	-9.3	-10.2	-38.4
Other operating income and expenses	0.3	0.6	3.4
Profit/loss on sales of investment properties	0.3	-0.1	-0.7
Profit/loss on fair value of investment properties	143.5	22.0	225.8
Depreciation, amortisation and impairment losses	-0.3	-0.3	-1.3
Operating profit	189.9	68.1	446.3
Total amount of financial income and expenses	-12.8	-16.3	-55.3
Share of result from associated companies	-	0.0	0.2
Profit before taxes	177.1	51.7	391.2
Current tax expense	-4.7	-4.6	-16.9
Change in deferred taxes	-30.6	-5.7	-61.5
Profit for the period	141.8	41.5	312.9



Balance sheet

M€	31 Mar 2021	31 Mar 2020	31 Dec 2020
ASSETS			
Non-current assets			
Intangible assets	0.4	0.2	0.4
Investment properties	7,072.3	6,344.2	6,860.7
Property, plant and equipment	29.6	30.7	29.8
Investments in associated companies	1.1	2.4	1.1
Financial assets	0.7	0.7	0.7
Non-current receivables	7.8	3.1	7.7
Deferred tax assets	15.2	18.6	16.0
Total non-current assets	7,127.1	6,400.0	6,916.4
Non-current assets held for sale	-	-	2.4
Current assets			
Trading properties	0.1	0.1	0.1
Derivatives	0.3	0.3	0.1
Current tax assets	1.1	0.8	3.8
Trade and other receivables	10.2	8.2	10.5
Financial assets	81.6	70.9	117.5
Cash and cash equivalents	189.9	237.3	210.5
Total current assets	283.2	317.7	342.7
TOTAL ASSETS	7,410.3	6,717.7	7,261.5



Balance sheet

M€	31 Mar 2021	31 Mar 2020	31 Dec 2020
EQUITY AND LIABILITIES			
Equity attributable to shareholders of the parent company			
Share capital	58.0	58.0	58.0
Share issue premium	35.8	35.8	35.8
Fair value reserve	-44.9	-51.5	-54.2
Invested non-restricted equity reserve	164.4	164.4	164.4
Retained earnings	3,154.3	2,833.5	3,105.5
Equity attributable to shareholders of the parent company	3,367.7	3,040.2	3,309.5
Total equity	3,367.7	3,040.2	3,309.5
Non-current liabilities			
Loans and borrowings	2,863.5	2,313.2	2,832.6
Deferred tax liabilities	776.5	692.0	744.5
Derivatives	67.5	78.4	80.6
Provisions	0.4	0.5	0.4
Other non-current liabilities	5.0	4.9	4.6
Total non-current liabilities	3,712.9	3,089.0	3,662.7
Current liabilities			
Loans and borrowings	170.8	432.4	220.7
Derivatives	0.7	1.4	0.6
Current tax liabilities	1.2	0.9	2.3
Trade and other payables	157.0	153.8	65.6
Total current liabilities	329.7	588.4	289.2
Total liabilities	4,042.6	3,677.4	3,952.0
TOTAL EQUITY AND LIABILITIES	7,410.3	6,717.7	7,261.5

Financial key figures

	31 Mar 2021	31 Dec 2020	30 Sep 2020	30 Jun 2020	31 Mar 2020
Equity ratio, %	45.5	45.6	44.1	43.3	45.3
Interest cover	4.1	4.2	4.2	4.3	4.3
Loan to Value (LTV), %	40.2	41.4	42.1	42.6	39.5
Hedging ratio, %	90	91	89	87	85
Average interest rate, % ¹⁾	1.9	1.8	1.8	1.7	1.8
Average loan maturity, years	4.5	4.5	4.6	4.8	4.4
Average interest rate fixing period, years	4.4	4.6	4.7	4.8	4.6

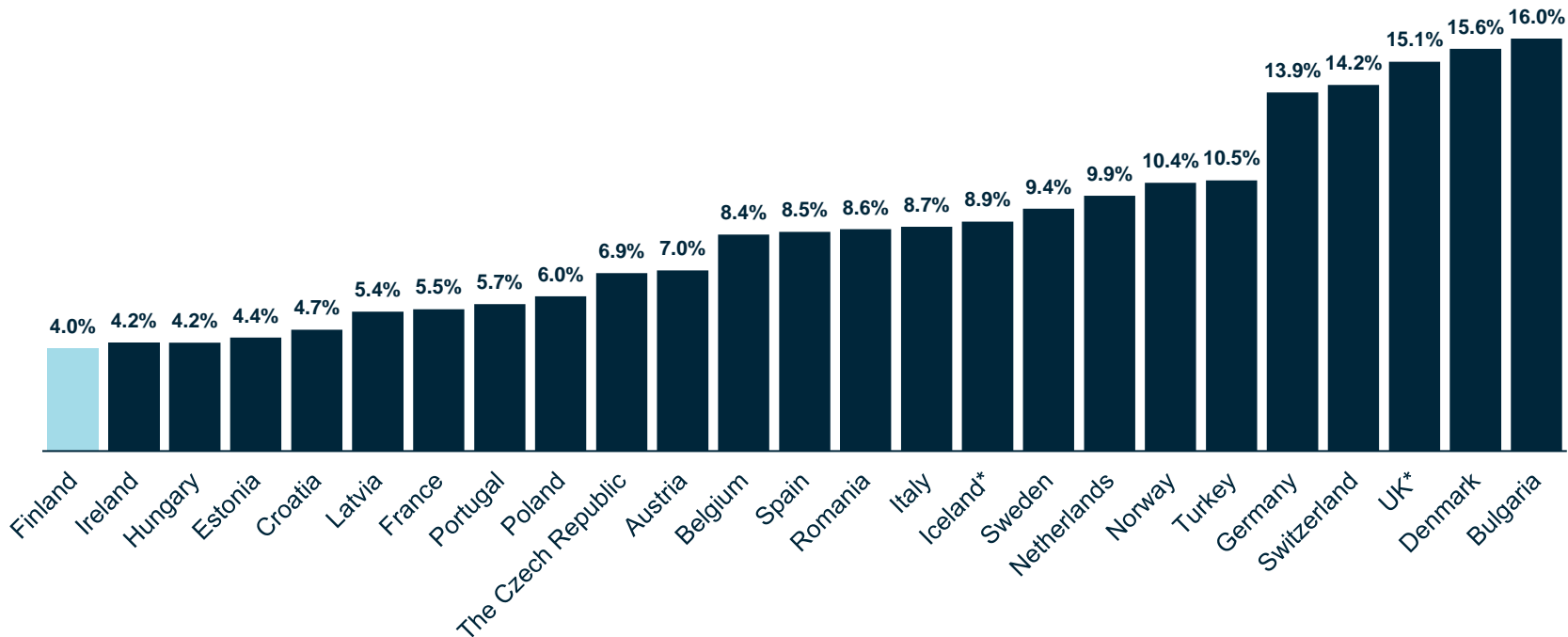
1) Includes interest rate derivatives



Affordability in European countries

Housing cost overburden rate 2019, %

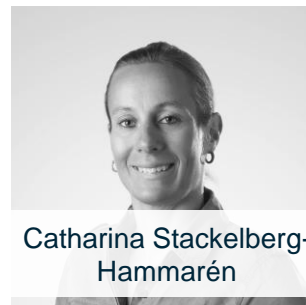
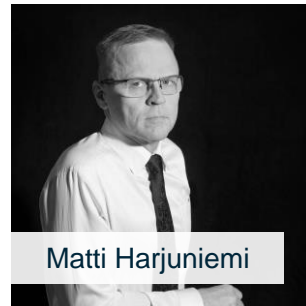
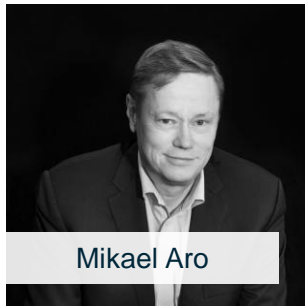
Share of population living in a household with total housing costs exceeding 40% of income



Source: Eurostat.

*Figures for 2018 as 2019 is not available.

Board of Directors



Management team



Jani Nieminen
CEO



Erik Hjelt
CFO, Deputy to CEO



Katri Harra-Salonen
Chief Digital Officer
(CDO)



Tiina Kuusisto
Chief Customer Officer
(CCO)



Ville Raitio
Chief Investment Officer
(CIO)



Irene Kantor
Marketing and
Communications Director

Metropolia properties



Albertinkatu, Helsinki



Chemistry faculty of science, Helsinki



Sofianlehdonkatu, Helsinki



Agricolankatu, Helsinki





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