

Roadshow August-September 2021

Kojamo plc



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



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Operating environment

General operating environment

- The easing of the pandemic is expected to broadly accelerate Finland's economic growth. Finnish exports are expected to recover quickly towards the precrisis level as the export markets recover, and economic growth is also supported by investments
- The most significant uncertainty factor in the forecasts is still the development of the pandemic
- Housing production is focused on large cities supported by low interest rates and the resumption of economic growth
- Construction costs have been increasing during the year, the growth was 2-4 per cent during the second quarter of the year

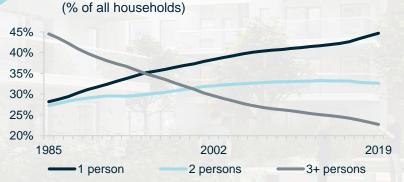
Industry key figures	2021E	2020
Residential start-ups, units	37,000	40,900
of which non-subsidised block-of-flats	17,300	21,700
start-ups in the capital region	n/a	14,278
Building permits granted, annual*, units	43,129	38,243
Construction costs, change, %	1.5	-0.3
Prices of old dwellings in the whole 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, %	3.3	-2.9
Unemployment, %	7.6	7.7
Inflation, %	1.5	0.3
Coverage of vaccination against COVID-19 virus**, % (1st vaccine / 2nd vaccine)	66	.7 / 38.9

Operating environment

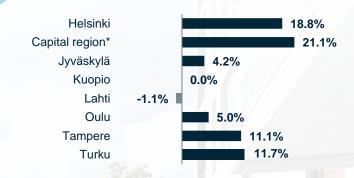
Pandemic does not have a long-term impact on the rental market

- The pandemic has had a temporary impact on occupancy rates
- 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



Population growth forecast 2020–2040

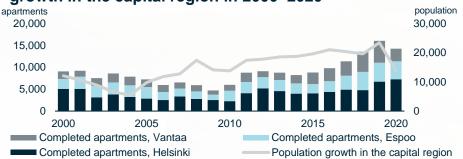


Development of rental household-dwelling units (% of all households)

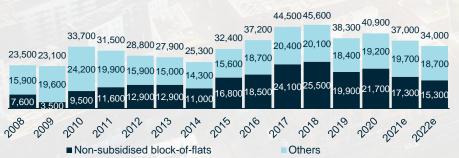


Operating environment





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 thanks to both consumer and investor demand, but below the levels of the peak years
- The number of build-to-sell residential startups is expected to grow faster than nonsubsidised rental housing start-ups this year

Key figures 1-6/2021

total revenue

194.0 _{M€}

(190.5 M€, +1.8%)

net rental income

124.5 M€

(124.9 M€, -0.3%)

funds from operations (FFO)

69.0 M€

(71.5 M€, -3.4%)

fair value of investment properties

7.5 Bn€

(6.5 Bn€, +15.7%)

gross investments

176.5 M€

(179.0 M€, -1.4%)

profit excluding changes in value 1)

80.5 M€

(77.0 M€, +4.5%)

profit before taxes

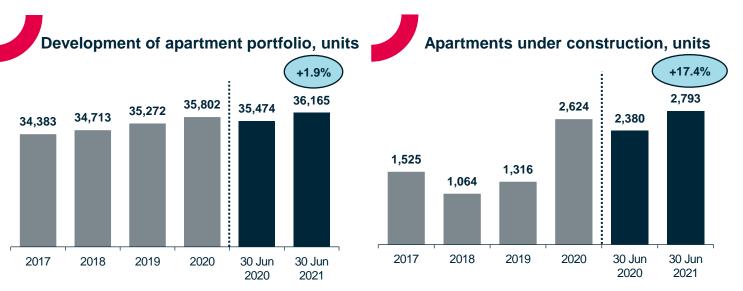
546.7 M€

(125.2 M€, +336.5%)



2,793 apartments under construction

- During the review period, 0 (18) apartments were sold, 0 (45) acquired and 441 (201) completed
- During the period, construction of 610 (1,265) apartments was started

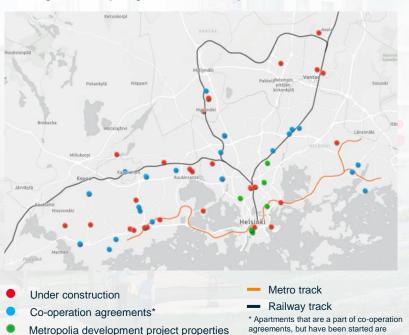




Strong project pipeline

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Kojamo's projects on map



listed as 'Under construction

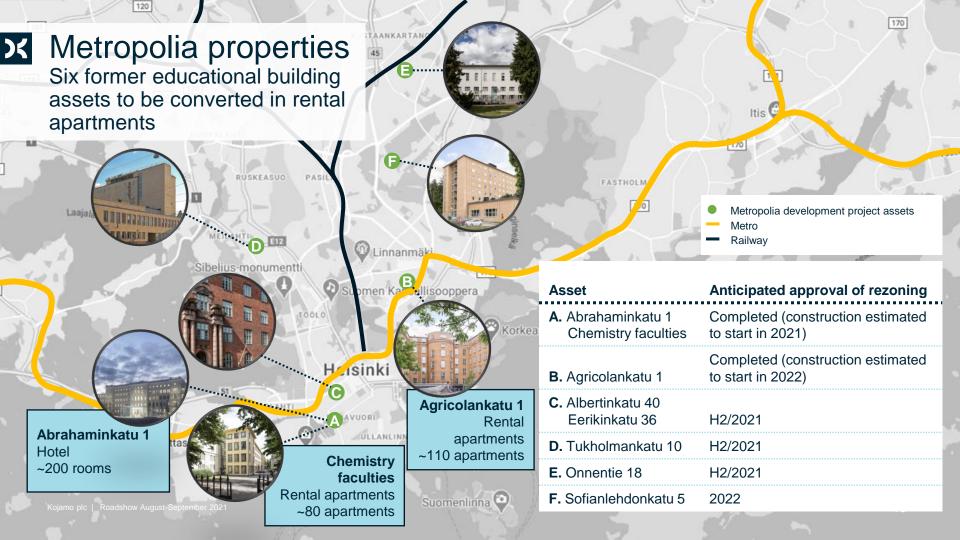
- Almost 2,800 apartments under construction, all in the Helsinki region
- Co-operation agreements on the construction of over 800 apartments
- Metropolia property development project to bring even 1,000 apartments, as six former educational properties will be converted into residential use

Estimate of completions, units***



In addition to pre-agreements with construction companies, Kojamo has projects in planning phase and in its plots reserve, that are not presented in here

** Estimate for the year 2021 includes 441 apartments that were completed in 1-6/2021 *** Not including apartments that are part of Metropolia development project. Apartments that are a part of co-operation agreements, but have been started are listed as 'Under construction'



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

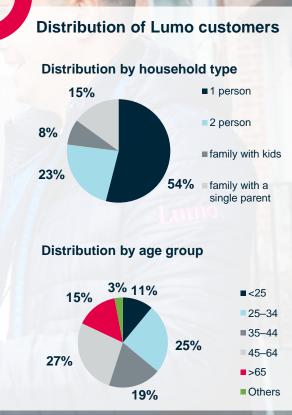


Installation of dishwasher



Car-sharing

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



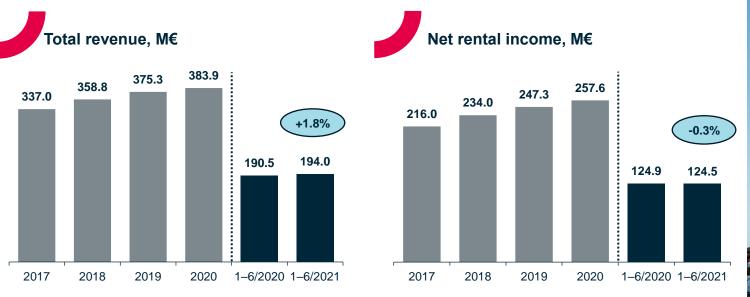
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Total revenue increased

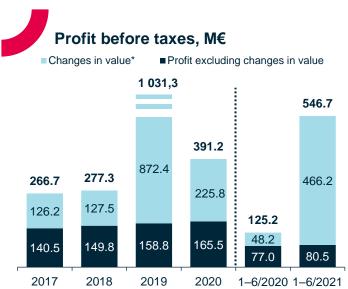
- The growth of property portfolio and rental growth had a positive impact and the decrease of financial occupancy rate had a negative impact on the total revenue
- The decrease in net rental income was mainly due to higher property maintenance costs





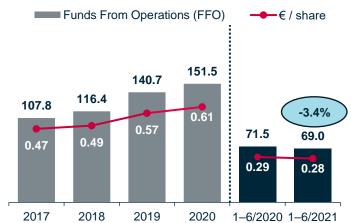
Profit before taxes increased

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







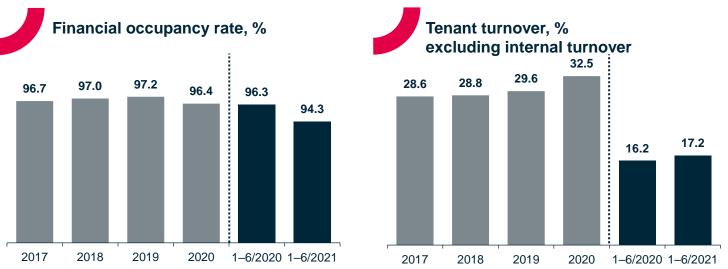


Changes in the total number of Kojamo shares have an impact on relative development of FFO per share. Per share key figures have been adjusted to reflect the impact of the decision by the Extraordinary General Meeting of Shareholders on 25 May 2018 regarding the share split. In the share split the shareholders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



The COVID-19 pandemic had a substantial effect on the financial occupancy rate

- The COVID-19 pandemic has temporarily had an impact on the amount of supply as well as migration
- Rent receivables to total revenue on a low level of 1.3% (1.3%)

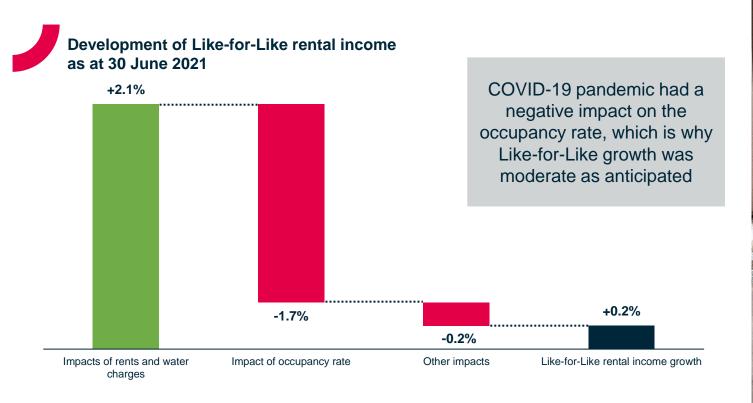


Financial occupancy rate = (Rental income / potential rental income at full occupancy) x 100. Financial occupancy rate does not include apartments under renovation Tenant turnover = (terminated rental agreements under the period / number of apartments) x 100



Development of Like-for-Like rental income

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



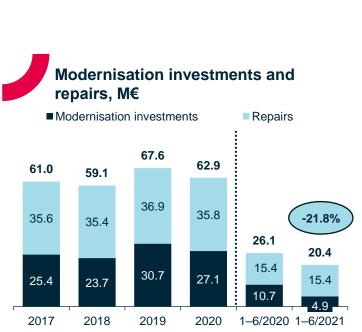




Investments proceeding according to strategy

Repairs on the previous year's level, the decrease in modernisation investments was related to the timing of projects

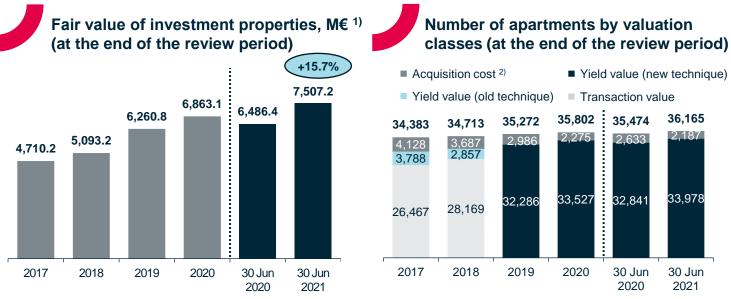






The value of investments properties was EUR 7.5 billion

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



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



^{2) 30} June 2021 includes 64 apartments to be demolished as part of development projects



Plot and real estate development reserve 30 June 2021

			Owned plots and development projects ¹		
	Apartments under construction	Binding preliminary agreements	Metropolia development project	Others	In total
Investment / actual costs incurred, M€	404.6	-	80.0	58.9	543.5
Cost of completion, M€	256.1	171.4	n/a	n/a	427.5
1,000 fl.sq.m.	n/a	n/a	80	89	
Apartments	2,793	829	~1,000²	~1,400	~6,000

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 Q3/2021

Lapinmäentie 10, Helsinki





Lauri Korpisen katu 8,

Vantaa

Forsmestarinpiha 2, Espoo

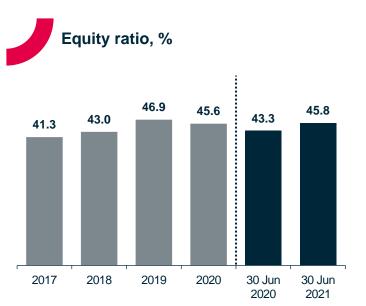


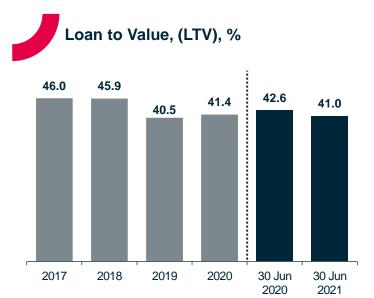
Leineläntie 10, Vantaa



Equity ratio and Loan to Value (LTV)

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





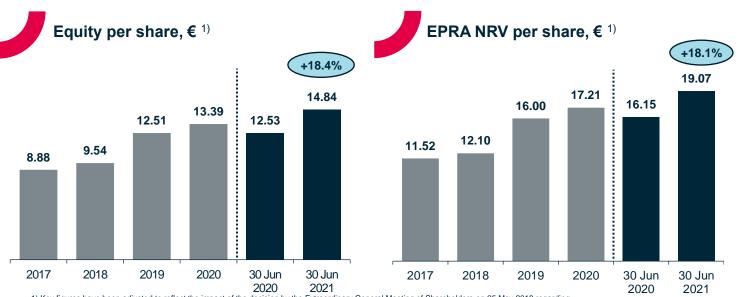
The share issue improved the equity ratio by 1.6 percentage points

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Key figures per share improved significantly

Fair value growth of the investment properties had a positive impact on key figures per share



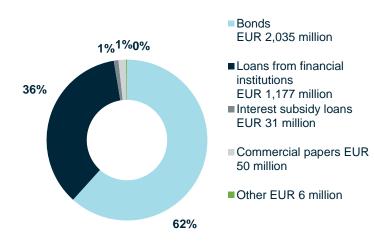
¹⁾ Key figures have been adjusted to reflect the impact of the decision by the Extraordinary General Meeting of Shareholders on 25 May 2018 regarding the share split. In the share split the shareholders received 30 new shares per each existing share



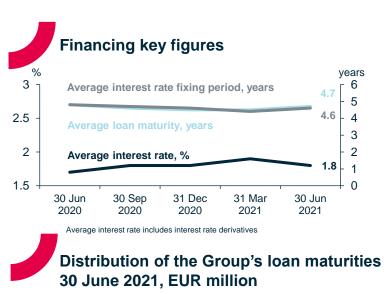
Versatile capital structure

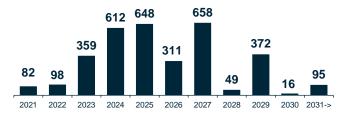


Loan portfolio EUR 3,300 million



Loan amounts presented as IFRS figures. In addition, lease liabilities amounting to EUR 71.5 million are included in interest-bearing liabilities







Strategic targets 2020–2023

Key figure	Actual 1–6/2021	Actual 2020	Target
Annual growth of total revenue, %	1.8	2.3	4–5
Annual investments, M€	176.5	371.2	200–400
FFO/total revenue, %	35.6	39.5	> 36
Loan to Value (LTV), %	41.0	41.4	< 50
Equity ratio, %	45.8	45.6	> 40
Net Promoter Score (NPS)	22	36	40



Outlook for Kojamo in 2021 (specified)

Kojamo estimates that in 2021, the Group's total revenue will increase by 2–4 per cent (previously 3–5 per cent) year-on-year. In addition, Kojamo estimates that the Group's FFO for 2021 will amount to between EUR 150–158 million, excluding non-recurring costs (previously EUR 150–163 million).

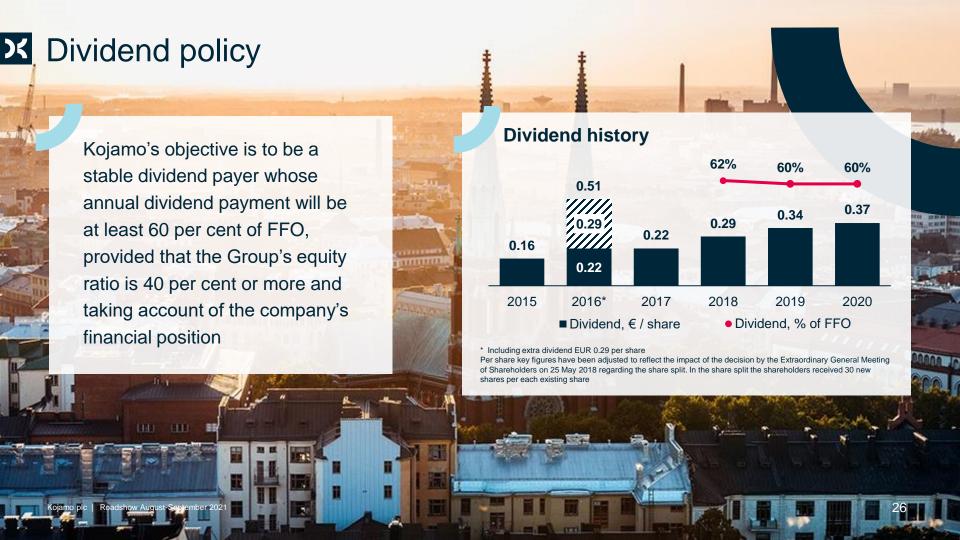
The outlook is based on the management's assessment of total revenue, net rental income, administrative expenses, financial expenses, taxes to be paid and new development to be completed, as well as the management's view on future developments in the operating environment.

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 that migration will gradually recover to pre-pandemic levels after sufficient vaccination coverage has been achieved. The development of Like-for-Like rental income was moderate during the first half of the year as expected. During the summer, the authorities have risen their estimates of the level of sufficient vaccination coverage. Migration sustains strong demand, which will increase Like-for-Like rental income.

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.

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Thank you!

Contact details:

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Kojamo's apartment portfolio

THE STATE OF THE S							
Region	Number of apart- ments, 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	21,410	407	5,165	237	4,261	94.2	66
Tampere region	3,899	115	584	145	2,830	96.6	10
Turku region	1,904	20	261	136	2,374	96.7	5
Others	8,952	144	865	95	1,782	92.9	20
Total	36,165	686	6,874 ¹⁾	187	3,414	94.3	100
Others			633 ²⁾				
Total portfolio	36,165	686	7,507			94.3	100

Apartment distribution, % 4.0% 5.1% 4.6% ■ Helsinki 4.9% region 6.1% Tampere region 5.3% ■ Turku region 59.2% 10.8% Oulu value 2.4%^{2.2%}2.5% 2.6% 2.8% 3.8% Fair value distribution, % ■ Jyväskylä ■ Kuopio region 8.5% Lahti region Others

75.1%

X Our strategy 2020–2023



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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 industryleading 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 Al

Enabling technology and IT architecture

NPS 62

Digital services

71%

My Lumo user coverage

As at 31 March 2021.

Sustainability programme guides our sustainability work from 2021 onwards



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Key sustainability figures 2020 **Energy efficiency** Carbon footprint 34.5 5.5 $kWh/m^3 (40.4)$ $kg CO_2e/m^3 (6.9)$ MWh/apartment t CO₂e/apartment 20.6% 100% 37% 84% share of renewable energy of completed apartments since of apartments under waste recycling rate (35) of energy consumption 2016 with an E-value of <821) construction with an E-value < 821) 371.2 M€ 75/68 ~101 M€ gross investments in Net Promoter Score, Taxes and tax-like charges Personnel survey results²⁾ growth centres NPS (34) (~ 90) (75/68)

Sustainability commitments and reporting

Our sustainability commitments



We aim to use carbonneutral 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





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



Our sustainability report is in accordance with GRI Core level





ISS FSG

Our memberships









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

data protection violations or deviations

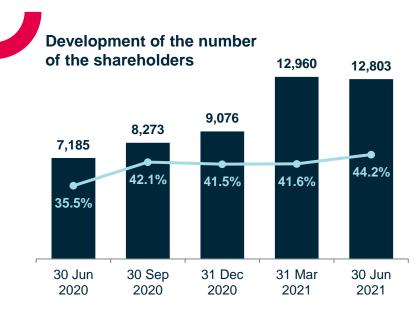
150

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 30 June 2021)

	Shareholder	Number of shares	% of shares
	Nominee-registered and direct foreign shareholders	109,136,266	44.2
1.	The Finnish Industrial Union	23,809,561	9.6
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	9,600,000	3.9
6.	Finnish Construction Trade Union	8,666,210	3.5
7.	Trade Union PRO	8,104,150	3.3
8.	Service Union United PAM	5,500,000	2.2
9.	Elo Mutual Pension Insurance Company	2,921,113	1.2
10.	Åbo Akademi University Foundation	2,198,763	0.9
Oth	er Finnish shareholders	22,226,649	9.0
Tota	al	247,144,399	100.0



■ Number of shareholders

Share of nominee-registered and direct foreign ownership, %

Source: Euroclear Finland

Key figures

	4–6/2021	4-6/2020	Change, %	1-6/2021	1-6/2020	Change, %	2020
Total revenue, M€	96.7	94.8	2.0	194.0	190.5	1.8	383.9
Net rental income, M€	69.1	68.9	0.2	124.5	124.9	-0.3	257.6
Net rental income margin, %	71.4	72.7		64.2	65.6		67.1
Profit before taxes, M€	369.6	73.5	402.9	546.7	125.2	336.5	391.2
Gross investments, M€	108.5	116.9	-7.2	176.5	179.0	-1.4	371.2
Funds From Operations (FFO), M€	41.4	42.1	-1.5	69.0	71.5	-3.4	151.5
FFO per share, €	0.17	0.17	0.0	0.28	0.29	-3.4	0.61
Financial occupancy rate, %				94.3	96.3		96.4
Fair value of investment properties, Bn€				7.5	6.5	15.7	6.9
Number of apartments				36,165	35,474		35,802
Rental apartments under construction				2,793	2,380		2,624
EPRA NRV per share, €				19.07	16.15	18.1	17.21
Equity ratio, %				45.8	43.3		45.6
Loan to Value (LTV), %				41.0	42.6		41.4

Consolidated income statement

M€	4–6/2021	4-6/2020	1-6/2021	1-6/2020	2020
Total revenue	96.7	94.8	194.0	190.5	383.9
Maintenance expenses	-18.6	-17.1	-54.0	-50.2	-90.5
Repair expenses	-9.1	-8.8	-15.4	-15.4	-35.8
Net rental income	69.1	68.9	124.5	124.9	257.6
Administrative expenses	-9.9	-9.9	-19.2	-20.1	-38.4
Other operating income and expenses	1.0	0.7	1.3	1.3	3.4
Profit/loss on sales of investment properties	-	-0.6	0.3	-0.7	-0.7
Profit/loss on fair value of investment properties	322.7	26.2	466.2	48.2	225.8
Depreciation, amortisation and impairment losses	-0.3	-0.3	-0.6	-0.5	-1.3
Operating profit	382.6	85.0	572.5	153.1	446.3
Total amount of financial income and expenses	-13.0	-11.5	-25.8	-27.8	-55.3
Share of result from associated companies	-	-	-	0.0	0.2
Profit before taxes	369.6	73.5	546.7	125.2	391.2
Current tax expense	-4.4	-4.2	-9.1	-8.7	-16.9
Change in deferred taxes	-69.4	-10.8	-100.0	-16.4	-61.5
Profit for the period	295.8	58.6	437.7	100.1	312.9

X Balance sheet

M€	30 June 2021	30 June 2020	31 Dec 2020
ASSETS			
Non-current assets			
Intangible assets	0.5	0.1	0.4
Investment properties	7,506.1	6,484.0	6,860.7
Property, plant and equipment	29.2	30.6	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	15.0	17.8	16.0
Total non-current assets	7,560.4	6,538.7	6,916.4
Non-current assets held for sale	1.1	2.4	2.4
Current assets			
Trading properties	0.1	0.1	0.1
Derivatives	0.7	0.4	0.1
Current tax assets	3.5	1.8	3.8
Trade and other receivables	11.0	10.2	10.5
Financial assets	144.8	146.3	117.5
Cash and cash equivalents	290.6	449.2	210.5
Total current assets	450.7	608.1	342.7
TOTAL ASSETS	8,012.2	7,149.2	7,261.5

X Balance sheet

M€	30 June 2021	30 June 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	-41.0	-54.8	-54.2
Invested non-restricted equity reserve	164.4	164.4	164.4
Retained earnings	3,450.3	2,892.3	3,105.5
Equity attributable to shareholders of the parent company	3,667.6	3,095.8	3,309.5
Total equity	3,667.6	3,095.8	3,309.5
Non-current liabilities			
Loans and borrowings	3,199.3	2,907.2	2,832.6
Deferred tax liabilities	846.7	701.0	744.5
Derivatives	61.7	82.3	80.6
Provisions	0.4	0.4	0.4
Other non-current liabilities	5.1	4.8	4.6
Total non-current liabilities	4,113.2	3,695.7	3,662.7
Current liabilities			
Loans and borrowings	171.7	305.7	220.7
Derivatives	0.7	1.0	0.6
Current tax liabilities	3.1	1.3	2.3
Trade and other payables	55.9	49.8	65.6
Total current liabilities	231.4	357.7	289.2
Total liabilities	4,344.6	4,053.5	3,952.0
TOTAL EQUITY AND LIABILITIES	8,012.2	7,149.2	7,261.5

Financial key figures

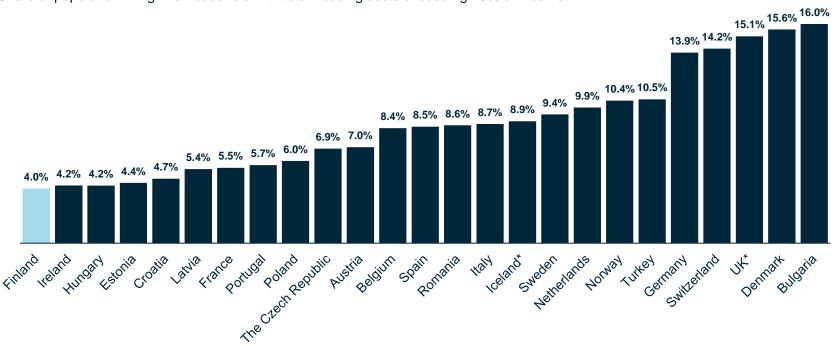
	30 Jun 2021	31 Mar 2021	31 Dec 2020	30 Sep 2020	30 Jun 2020
Equity ratio, %	45.8	45.5	45.6	44.1	43.3
Interest cover	4.0	4.1	4.2	4.2	4.3
Loan to Value (LTV), %	41.0	40.2	41.4	42.1	42.6
Hedging ratio, %	92	90	91	89	87
Average interest rate, %1)	1.8	1.9	1.8	1.8	1.7
Average loan maturity, years	4.7	4.5	4.5	4.6	4.8
Average interest rate fixing period, years	4.6	4.4	4.6	4.7	4.8

¹⁾ Includes interest rate derivates

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



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Anne Leskelä Member



Mikko Mursula Vice Chairman



Minna Metsälä Member



Member



Reima Rytsölä Member



Matti Harjuniemi Member



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Jani Nieminen CEO



Tiina KuusistoChief Customer Officer (CCO)



Erik Hjelt CFO, Deputy to CEO



Ville Raitio
Chief Investment Officer
(CIO)



Katri Harra-Salonen Chief Digital Officer (CDO)



Irene Kantor
Marketing and
Communications Director





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