

Roadshow November–December 2021

Kojamo plc



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



Summary of January-

September 2021

X Operating environment

General operating environment

- The recovery of the Finnish economy after the COVID-19 pandemic has been quick after last spring
- The economic recovery is continuing in the autumn, especially in the sectors that are still affected by the restrictions. Consequently, economic growth is expected to remain strong during the remainder of the year and to continue in 2022
- The activity of residential construction has increased. The factors behind include the low supply of housing relative to demand, the positive attitude of consumers and the prevailing low interest rates

Industry key figures	2021E	2020	
Residential start-ups, units	44,000	40,500	
of which non-subsidised block-of-flats	23,000	20,900	
start-ups in the capital region	n/a	14,278	
Building permits granted, annual*, units	46,187	36,475	
Construction costs, change, %	3.5	-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	1.7–1.8 1.5–1.7	
GDP growth, %	3.3	-2.9	
Unemployment, %	7.8	7.7	
Inflation, %	1.8	0.3	
Coverage of vaccination against COVID-19 virus, over 12-year old**, % (1st vaccine / 2nd vaccine)	85.3 / 77.	85.3 / 77.2	

Rolling 12 months, July 2021. ** Coverage as at 27 October 2021

Sources: Confederation of Finnish Construction Industries, business survey, October 2021; Housing production information of the municipalities in the capital region; Statistics Finland, Building and dwelling production July 2021; Pellervo Economic Research PPT, Housing market 2021 forecast; Ministry of Finance, Economic Survey, Autumn 2021; Finnish Institute for Health and Welfare 27 October 2021

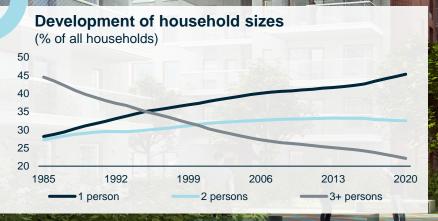
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X Operating environment

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

- The pandemic has had a temporary impact on occupancy rates ٠
- 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



Population growth forecast 2020–2040, %



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

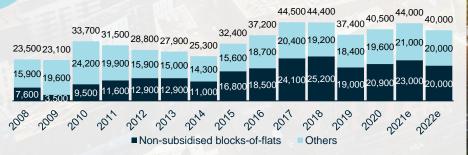


elling units: Statistics Finland, Dwellings and Sources: MDL Population forecast 2020–2040, Urbanisation scenario: Pellervo Econo housing conditions

X Operating environment

Completed apartments and population growth in the capital region in 2000–2020 population 20.000 30.000 15,000 20,000 10,000 10,000 5.000 2005 2015 2000 2010 2020 Completed apartments, Vantaa Completed apartments, Espoo Completed apartments, Helsinki Population growth in the capital region

Residential start-ups in Finland 2008–2022e



Housing production need 2020–2040, %

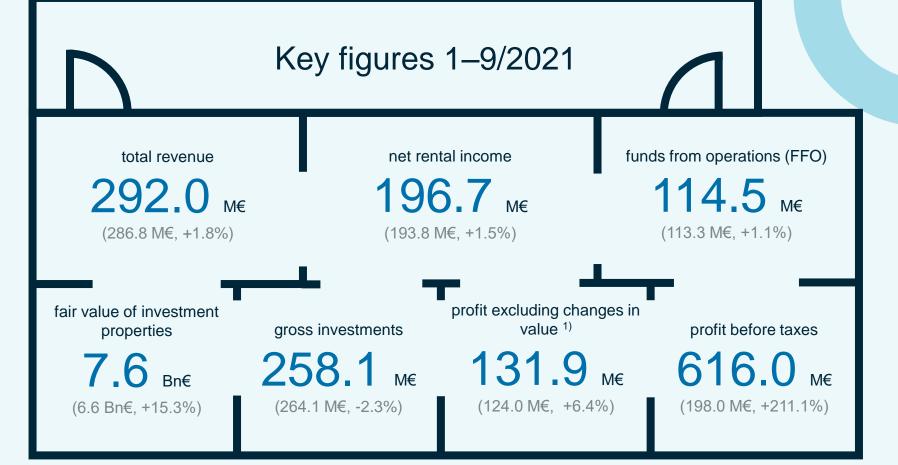


Housing production and demand

- The volume of new housing production turned to growth in the second quarter and growth is anticipated to accelerate in the second half of the year.
- Rapidly increasing costs and challenges with the availability of materials and labour may significantly slow down housing production

Sources: Statistics Finland, Population forecast; Housing production information of the municipalities in the capital region; Housing production need: VTT, Need for housing 2020-2040; Confederation of Finnish Construction Industries RT's business survey October 2021





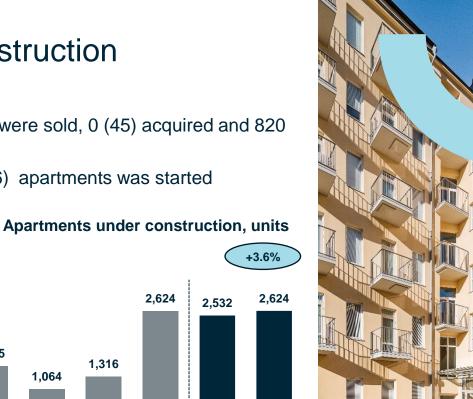
X 2,624 apartments under construction

- During the review period, 0 (18) apartments were sold, 0 (45) acquired and 820 • (340) completed
- During the period, construction of 818 (1,556) apartments was started

Development of apartment portfolio, units







Strong project pipeline

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Kojamo's projects on map



- Over 2,600 apartments under construction, all in the Helsinki region
- Co-operation agreements on the construction of almost 800 apartments
- Metropolia property development project to create even 1,000 apartments, as six former educational properties will be converted into residential use

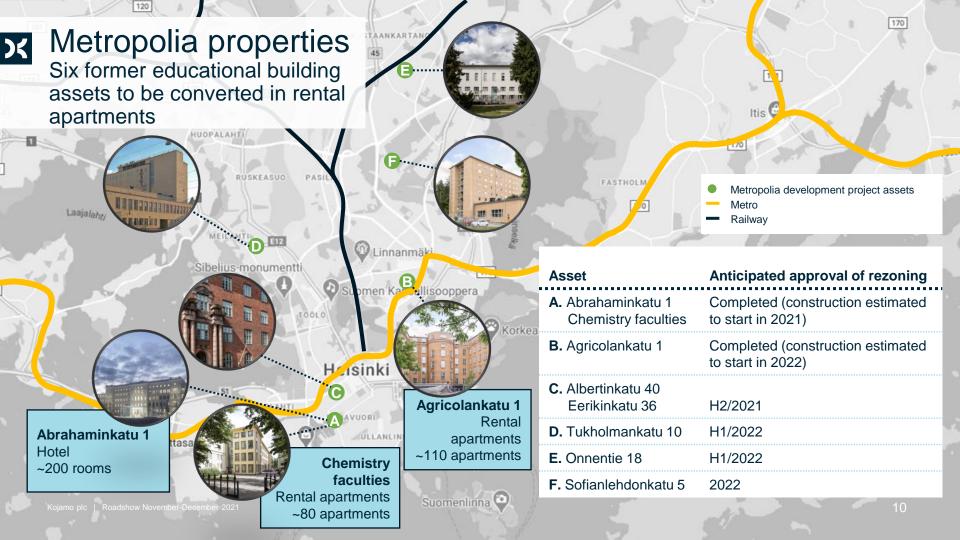
Estimate of completions, units***



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In addition to pre-agreements with construction companies, Kojamo has projects in planning phase and in its plots reserve, that are excluded in the information presented in here

** Estimate for year 2021 includes 820 apartments that were completed in 1–9/2021 ***Excluding 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

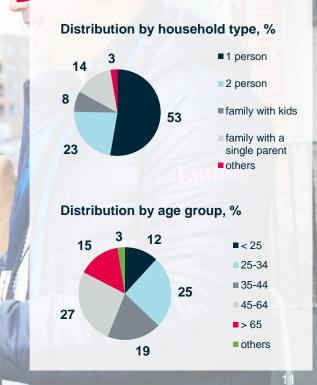
Apartments available for rent in webstore 24/7

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

Services during tenancy

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

Distribution of Lumo customers



X Our sustainability work is proceeding

 We participated in the real estate sector's annual international GRESB Sustainability Assessment for the second time. Our score (77/100) improved by seven points compared to the previous year. With this result, we earned our second Green Star designation and three stars out of five

 In GRESB's separate Public Disclosure Assessment we achieved the highest A level rating

 EPRA recognised our sustainability reporting with a silver award for the second consecutive year

We commit to complying with the UN Sustainable Development Goals

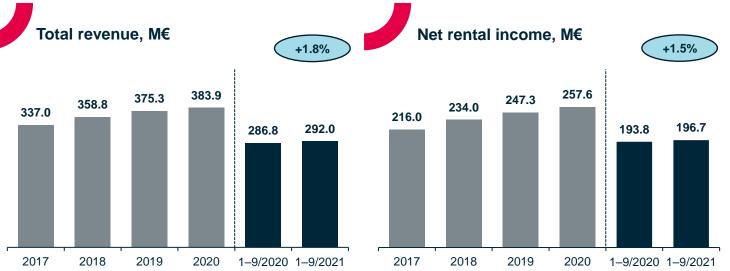
We aim to use carbon-neutral energy in our properties by 2030



Financial |

X Total revenue increased

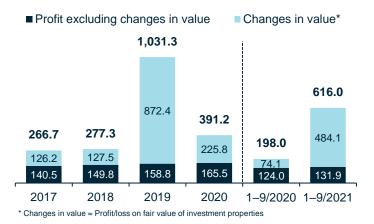
- The growth of property portfolio and rental growth had a positive impact and the decrease on financial occupancy rate had a negative impact on the total revenue
- The growth of total revenue and the decrease of repair costs had a positive impact and higher property maintenance costs had a negative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



Positive development with profit before taxes and FFO

- Profit before taxes increased mainly due to changes in value
- The positive development of FFO was attributable to the improvement in net rental income

Profit before taxes, M€



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



Changes in the total number of Kojamo shares have an impact on relative development of FFO per share since 2018. The formula used in the calculation was changed during the review period regarding current taxes from disposals. The comparison figures for 2020 have been adjusted to reflect the current calculation method

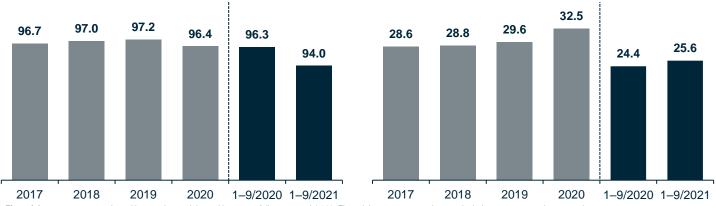


COVID-19 pandemic had a substantial effect on the financial occupancy rate

- 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 1.1% (1.2%)

Financial occupancy rate, %

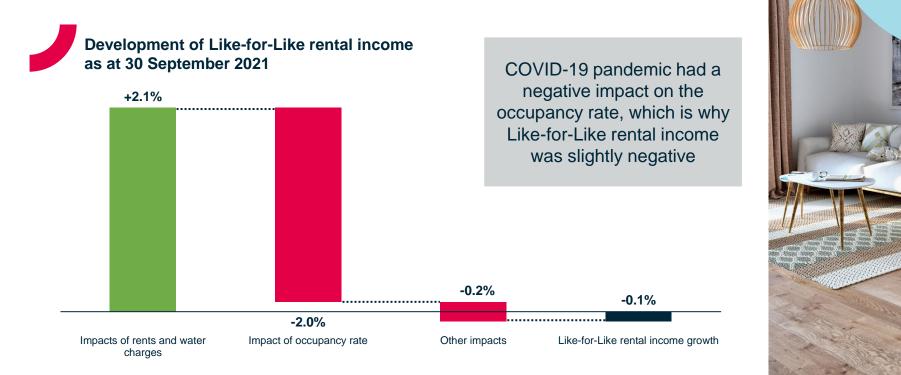
Tenant turnover, % excluding internal turnover



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

X Development of Like-for-Like rental income

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

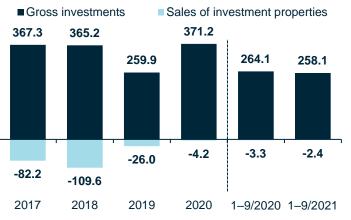


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Investments proceeding according to strategy

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

Gross investments and sales of investment properties, M€



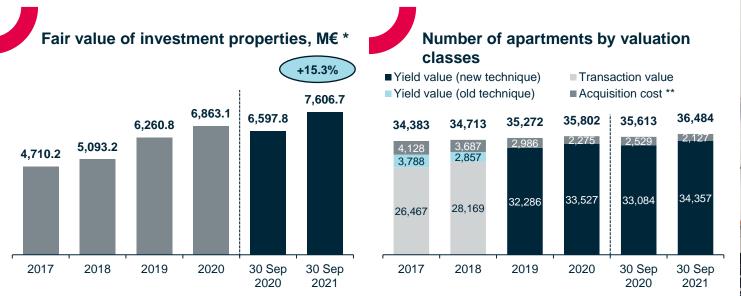
Modernisation investments and repairs, M€





The value of investment properties was EUR 7.6 billion

- The fair value has developed positively during the review period
- · Yield compression increased the fair value especially in the second quarter



* Investment properties include completed apartments, development projects and land areas as well as investment properties held for sale ** 30 September 2021 includes 4 apartments as part of development projects

Plot and real estate development reserve 30 September 2021

			Owne plots and deve project		
	Apartments under construction	preliminary	development	Others	In total
Investment / actual costs incurred, M€	411.9	-	80.0	54.0	545.9
Cost of completion, M€	233.4	163.4	n/a	n/a	396.8
1,000 fl.sq.m.	n/a	n/a	78	90	
Apartments	2,624	796	~1,000	~1,400 ²	~5,900

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

Kojamo estimates that investments in development projects amount to approximately EUR 350-380 million in 2021

To be completed in Q4/2021

Runoratsunkatu 11. Espoo

Koronakatu 1. Espoo



Tenderinlenkki 8. Helsinki



Strömbergintie 4 E. Helsinki



Uuno Kailaan katu 4, Espoo



1) The management's estimate of the fair value, building rights of plots and number of apartments 2) The management's estimate, currently approximately 300 apartments in existing residential buildings

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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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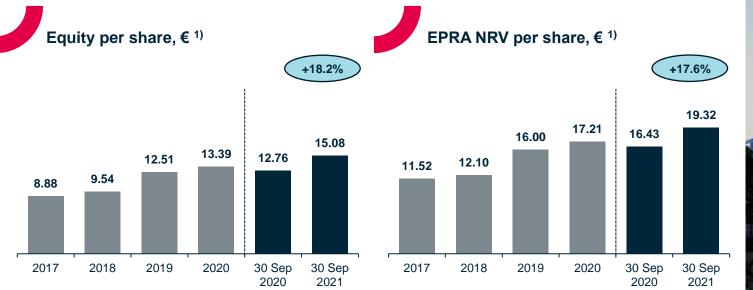
41.0

30 Sep

2021

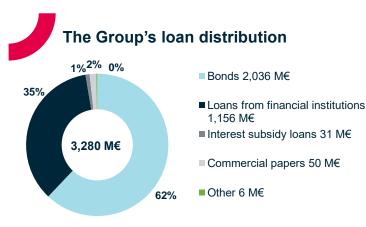
Key figures per share improved significantly

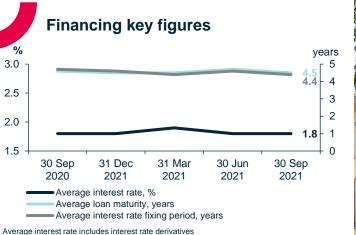
• Fair value growth of the investment properties had a positive impact on key figures per share



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

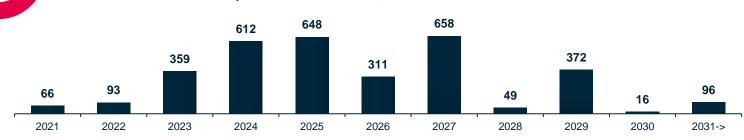
Versatile capital stucture 30 September 2021





Loan amounts presented as IFRS figures. In addition, lease liabilities amounting to EUR 71.2 million are included in interest-bearing liabilities

Distribution of the Group's loan maturities, M€



Strategic targets 2020–2023

Key figure	Actual 1–9/2021	Actual 2020	Target	
Annual growth of total revenue, %	1.8	2.3	4–5	
Annual investments, M€	258.1	371.2	200–400	
FFO/total revenue, %	39.2	39.5	> 36	
Loan to Value (LTV), %	41.0	41.4	< 50	
Equity ratio, %	46.2	45.6	> 40	
Net Promoter Score (NPS)	20	36 1	40	
	- This -			

Outlook, financial targets and dividend policy

Outlook for Kojamo in 2021

Kojamo estimates that in 2021, the Group's total revenue will increase by 2–4 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.

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 also takes into account that delays in lifting COVID-19 restrictions affect the rate at which migration recovers to the level seen before the COVID-19 pandemic. Migration sustains strong demand, which will increase Likefor-Like rental income.

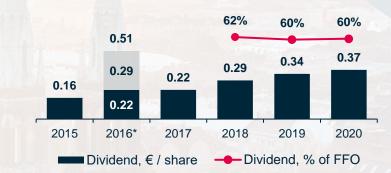
The management can influence total revenue and FFO through the company's business operations. In contrast, the management has no influence over market trends, the regulatory environment or the competitive landscape.

X 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

2021

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

X Summary

Total revenue and net rental income increased, FFO developed favourably, especially in the third quarter Our project portfolio is strong and will support us in creating future growth 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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CFO Erik Hjelt, tel. +358 20 508 3225

Manager, Investor Relations Maija Hongas, tel. +358 20 508 3004

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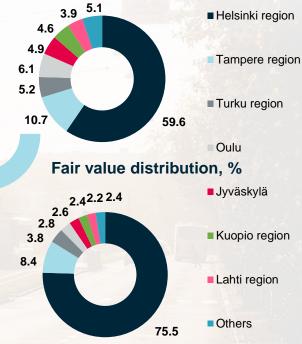
Financial Statements Release for 2021 to be published on **17 February 2022**



Kojamo's apartment portfolio

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	21,729	410	5,272	238	4,299	93.6	66	
Tampere region	3,899	115	583	145	2,827	97.0	10	
Turku region	1,904	20	264	137	2,400	97.0	5	
Others	8,952	144	865	95	1,781	93.3	20	
Total	36,484	689	6,983 ¹⁾	188	3,444	94.0	100	
Others			624 ²⁾					
Total portfolio	36,484	689	7,607	-		94.0	100	

Apartment distribution, %



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1) The figures reflect income-generating portfolio assets, which excludes ongoing projects, plots owned by the company and ownership of certain assets through shares 2) Fair value of ongoing projects, plots owned by the company and ownership of certain assets through shares and IFRS 16 right-of-use assets 3) Financial occupancy rate does not include commercial premises and other leased premises





➤ Strategic focal points 2020–2023

Delivering the Strong growth Operational 晶 F /s best customer excellence experience We offer easy and effortless We seek profitable growth with We create competitiveness and services for our customers and multi-channel approach and profitability through industrycreate added value through optimised financing structure leading operating models services **Responsibility and Renewal through** The most competent sustainable digital solutions personnel and a development dynamic place to work Responsibility is a part of our We improve our business and We are known for dynamic and DNA and plays important role in create added value to our effective corporate culture. We the work of everyone at Kojamo customers by taking advantage of ensure our future competitiveness solutions enabled by digitalisation

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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 63 Digital services

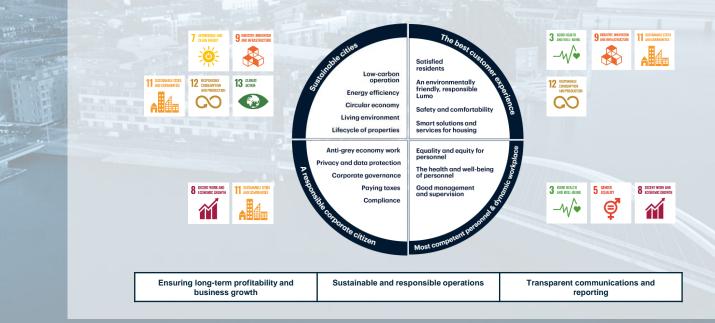
70% My Lumo user coverage

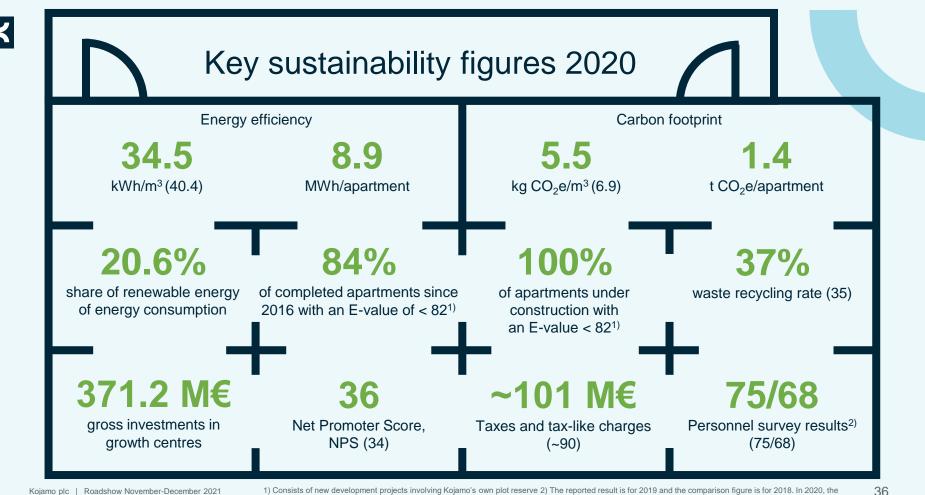
As at 30 September 2021

Sustainability programme guides our sustainability work from 2021 onwards

STRATEGIC FOCAL POINT 2020–2023: RESPONSIBILITY AND SUSTAINABLE DEVELOPMENT

We create better urban housing





1) Consists of new development projects involving Kojamo's own plot reserve 2) The reported result is for 2019 and the comparison figure is for 2018. In 2020, the Kojamo Culture Compass project and remote work survey were conducted instead of a personnel survey

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

AGREEMENTS

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





Our sustainability reporting and recognitions

77/100





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



MSCI 💮

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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 certifified property electricity

29,000 apartments' indoor temperature controlled by IoT solution (80% of all)

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-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

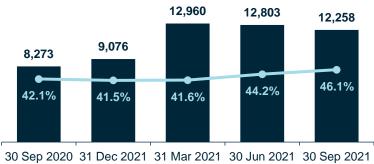
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All figures represent the situation at the end 2020 unless otherwise stated * = In line with VAETS II programme, at the end of 2019

Kojamo's ten largest shareholders (as at 30 September 2021)

	Shareholder	Number of shares	% of shares
	Nominee-registered and direct foreign shareholders	113,877,635	46.1
1.	The Finnish Industrial Union	21,506,142	8.7
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	8,700,000	3.5
6.	Finnish Construction Trade Union	8,445,602	3.4
7.	Trade Union PRO	7,904,150	3.2
8.	Service Union United PAM	5,500,000	2.2
9.	Elo Mutual Pension Insurance Company	2,771,113	1.1
10.	Stiftelsen för Åbo Akademi sr	1,700,643	0.7
Oth	er Finnish shareholders	21,757,427	8.8
Tota	al	247,144,399	100.0

Development of the number of the shareholders



Number of shareholders

Share of nominee-registered and direct foreign ownership, %

Flagging notifications exceeding flagging threshold

Shareholder	Transaction announced	Threshold	Ownership according to flagging
The Central Bank of Norway	6 Sep 2021	5%	5.30%
Heimstaden Bostad AB	1 Nov 2021	10%	10.00387%



	7–9/2021	7–9/2020	Change, %	1–9/2021	1–9/2020	Change, %	2020
Total revenue, M€	98.1	96.3	1.9	292.0	286.8	1.8	383.9
Net rental income, M€	72.2	68.9	4.9	196.7	193.8	1.5	257.6
Net rental income margin, %	73.6	71.5		67.4	67.6		67.1
Profit before taxes, M€	69.3	72.8	-4.8	616.0	198.0	211.1	391.2
Gross investments, M€	81.6	85.1	-4.0	258.1	264.1	-2.3	371.2
Funds From Operations (FFO), M€	45.0	42.0	7.1	114.5	113.3	1.1	151.4
FFO per share, €	0.18	0.17	5.9	0.46	0.46	0.0	0.61
Financial occupancy rate, %				94.0	96.3		96.4
Fair value of investment properties, Bn€				7.6	6.6	15.3	6.9
Number of apartments				36,484	35,613		35,802
Number of apartments under construction				2,624	2,532		2,624
EPRA NRV per share, €				19.32	16.43	17.6	17.21
Equity ratio, %				46.2	44.1		45.6
Loan to Value (LTV), %				41.0	42.1		41.4

X Consolidated income statement

_M€	7–9/2021	7–9/2020	1-9/2021	1–9/2020	2020
Total revenue	98.1	96.3	292.0	286.8	383.9
Maintenance expenses	-17.8	-17.9	-71.8	-68.1	-90.5
Repair expenses	-8.1	-9.6	-23.5	-24.9	-35.8
Net rental income	72.2	68.9	196.7	193.8	257.6
Administrative expenses	-8.2	-8.8	-27.4	-29.0	-38.4
Other operating income and expenses	1.3	1.4	2.5	2.7	3.4
Profit/loss on sales of investment properties	-	0.0	0.3	-0.7	-0.7
Profit/loss on fair value of investment properties	17.9	25.8	484.1	74.1	225.8
Depreciation, amortisation and impairment losses	-0.3	-0.7	-0.9	-1.2	-1.3
Operating profit	82.9	86.5	655.4	239.6	446.3
Total amount of financial income and expenses	-13.6	-13.7	-39.4	-41.6	-55.3
Share of result from associated companies	-	-	-	0.0	0.2
Profit before taxes	69.3	72.8	616.0	198.0	391.2
Current tax expense	-6.3	-4.8	-15.4	-13.5	-16.9
Change in deferred taxes	-7.6	-9.6	-107.6	-26.1	-61.5
Profit for the period	55.4	58.4	493.1	158.5	312.9



<u>_M€</u>	30 Sep 2021	30 Sep 2020	31 Dec 2020
ASSETS			
Non-current assets			
Intangible assets	0.5	0.1	0.4
Investment properties	7,605.6	6,595.4	6,860.7
Property, plant and equipment	28.7	29.6	29.8
Investments in associated companies	1.1	1.6	1.1
Financial assets	0.7	0.7	0.7
Non-current receivables	7.8	7.9	7.7
Derivatives	0.0	0.1	-
Deferred tax assets	13.3	17.2	16.0
Total non-current assets	7,657.8	6,652.5	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	1.7	0.5	0.1
Current tax assets	7.8	2.5	3.8
Trade and other receivables	13.8	10.7	10.5
Financial assets	152.9	127.9	117.5
Cash and cash equivalents	232.8	358.4	210.5
Total current assets	409.1	500.2	342.7
TOTAL ASSETS	8,068.1	7,155.1	7,261.5



M€	30 Sep 2021	30 Sep 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	-37.7	-55.1	-54.2
Invested non-restricted equity reserve	164.4	164.4	164.4
Retained earnings	3,505.8	2,950.9	3,105.5
Equity attributable to shareholders of the parent company	3,726.4	3,154.1	3,309.5
Total equity	3,726.4	3,154.1	3,309.5
Non-current liabilities			
Loans and borrowings	3,190.5	2,889.0	2,832.6
Deferred tax liabilities	853.5	710.0	744.5
Derivatives	57.1	82.5	80.6
Provisions	0.4	0.4	0.4
Other non-current liabilities	5.1	4.7	4.6
Total non-current liabilities	4,106.5	3,686.6	3,662.7
Current liabilities			
Loans and borrowings	160.6	248.6	220.7
Derivatives	0.5	0.7	0.6
Current tax liabilities	9.1	2.3	2.3
Trade and other payables	64.8	62.8	65.6
Total current liabilities	235.2	314.4	289.2
Total liabilities	4,341.7	4,001.0	3,952.0
TOTAL EQUITY AND LIABILITIES	8,068.1	7,155.1	7,261.5

X Financial key figures

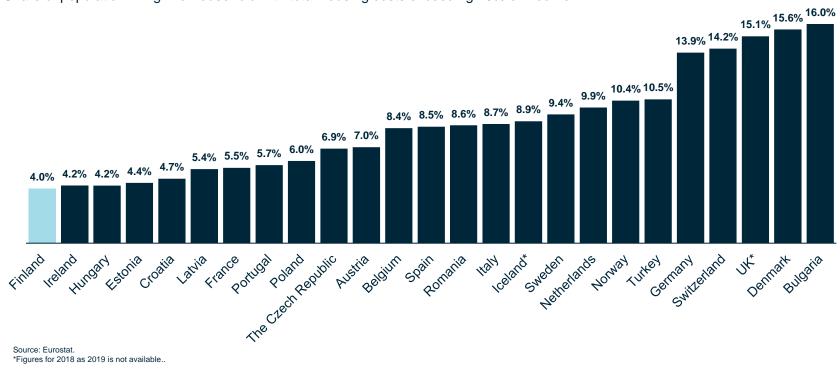
	30 Sep 2021	30 Jun 2021	31 Mar 2021	31 Dec 2021	30 Sep 2020
Equity ratio, %	46.2	45.8	45.5	45.6	44.1
Interest cover	4.0	4.0	4.1	4.2	4.2
Loan to Value (LTV), %	41.0	41.0	40.2	41.4	42.1
Hedging ratio, %	92	92	90	91	89
Average interest rate, % ¹⁾	1.8	1.8	1.9	1.8	1.8
Average loan maturity, years	4.5	4.7	4.5	4.5	4.6
Average interest rate fixing period, years	4.4	4.6	4.4	4.6	4.7

¹⁾ Includes interest rate derivates

X Affordability in European countries

Housing cost overburden rate 2019, %

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



X Board of Directors



Mikael Aro Chairman



Mikko Mursula Vice Chairman



Matti Harjuniemi Member



Anne Leskelä Member



Minna Metsälä Member



Reima Rytsölä Member



Catharina Stackelberg-Hammarén Member

X 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

Abrahaminkatu, Helsinki

INHH.

HHF

Metropolia properties

THINKI

FEI

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Albertinkatu, Helsinki

E.

Chemistry faculty of science, Helsinki

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RHHHH

Sofianlehdonkatu, Helsinki

THHEF

FIF

Agricolankatu, Helsinki



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