

# Roadshow January 2022

Kojamo plc



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





# 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

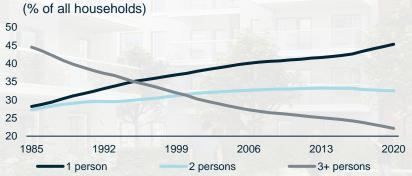
Industry key figures	2021E	2020
Residential start-ups, units	44,000	40,500
of which non-subsidised block-of-flats	23,000	20,900
start-ups in the capital region	n/a	14,278
Building permits granted, annual*, units	46,187	36,475
Construction costs, change, %	3.5	-0.3
Prices of old dwellings in the whole 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	1.5–1.7
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 / 77.2	

# 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**



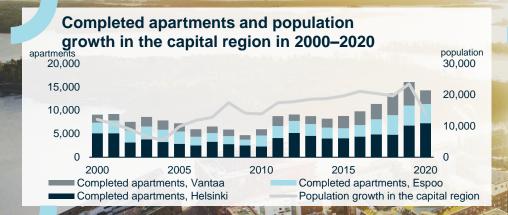
### Population growth forecast 2020–2040, %



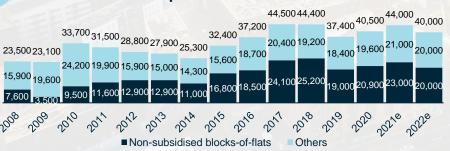
# Development of rental household-dwelling units (% of all households)



# > Operating environment



### Residential start-ups in Finland 2008–2022e



### Housing production need 2020-2040, %



### Housing production and demand

- 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

## Key figures 1-9/2021

total revenue

**292.0** м€

(286.8 M€, +1.8%)

net rental income

196.7 <sub>м€</sub>

(193.8 M€, +1.5%)

funds from operations (FFO)

114.5 M€

(113.3 M€, +1.1%)

fair value of investment properties

7.6 Bn€

(6.6 Bn€, +15.3%)

gross investments

**258.1** м€

(264.1 M€, -2.3%)

profit excluding changes in value 1)

131.9 <sub>M€</sub>

(124.0 M€, +6.4%)

profit before taxes

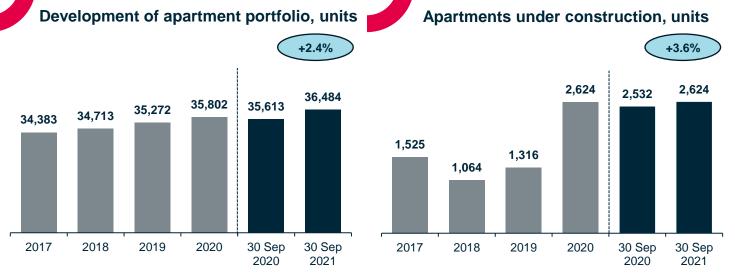
616.0 M

(198.0 M€, +211.1%)



## 2,624 apartments under construction

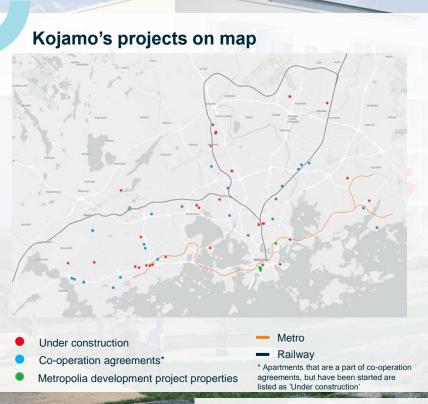
- During the review period, 0 (18) apartments were sold, 0 (45) acquired and 820 (340) completed
- During the period, construction of 818 (1,556) apartments was started





# Strong project pipeline

Kojamo plc | Roadshow January 2022



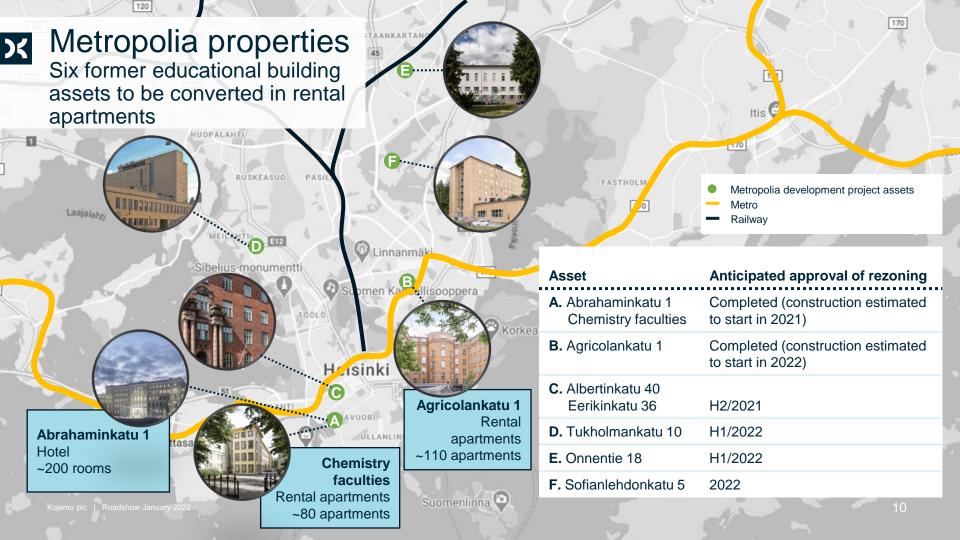
- Over 2,600 apartments under construction, all in the Helsinki region
- Co-operation agreements on the construction of almost 800 apartments
- Metropolia property development project to create even 1,000 apartments, as six former educational properties will be converted into residential use

### Estimate of completions, units\*\*\*



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

### Services during tenancy

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

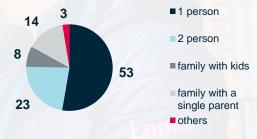


Car-sharing

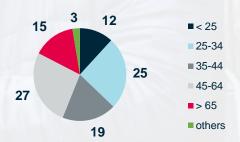
My Lumo – a digital service channel offers easy dealings 24/7

### **Distribution of Lumo customers**





### Distribution by age group, %



# 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





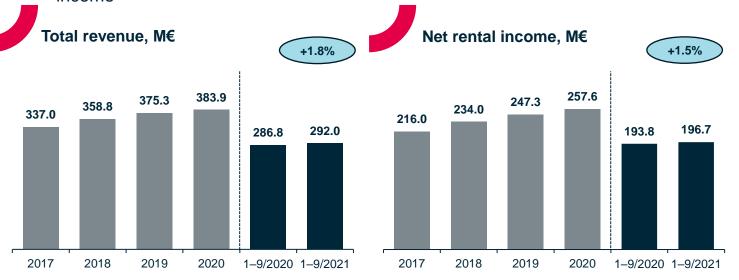






### X Total revenue increased

- 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

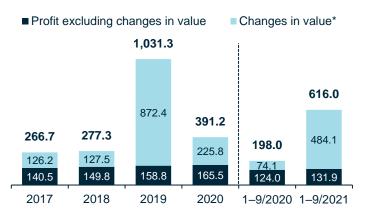




# Positive development with profit before taxes and FFO

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





<sup>\*</sup> Changes in value = Profit/loss on fair value of investment properties



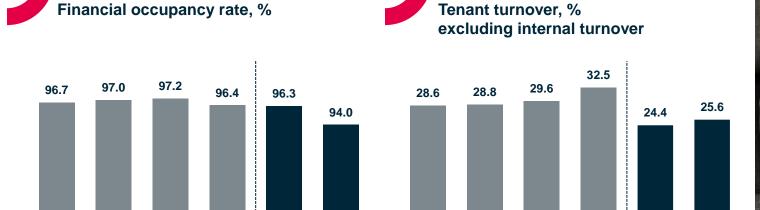


Changes in the total number of Kojamo shares have an impact on relative development of FFO per share since 2018. The formula used in the calculation was changed during the review period regarding current taxes from disposals. The comparison figures for 2020 have been adjusted to reflect the current calculation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



2017

2018

2019

2020

1-9/2020 1-9/2021

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

1-9/2020 1-9/2021

16

2018

2019

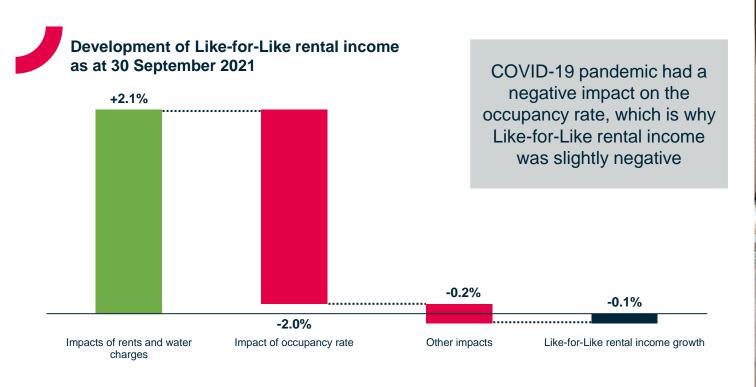
2020

2017



### Development of Like-for-Like rental income

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



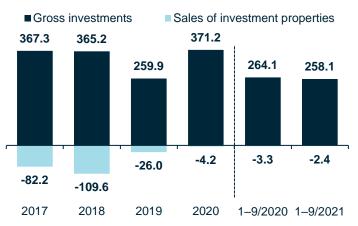


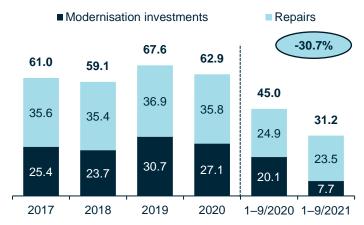
## Investments proceeding according to strategy

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





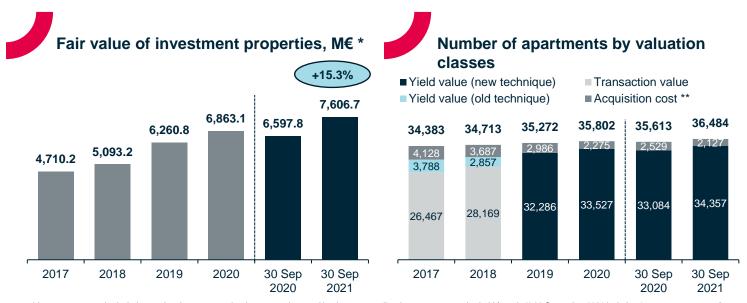






# The value of investment properties was EUR 7.6 billion

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



<sup>\*</sup> 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

	Apartments under construction	preliminary	Owned plots and development projects 1  Metropolia development project 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	~1,400²	~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



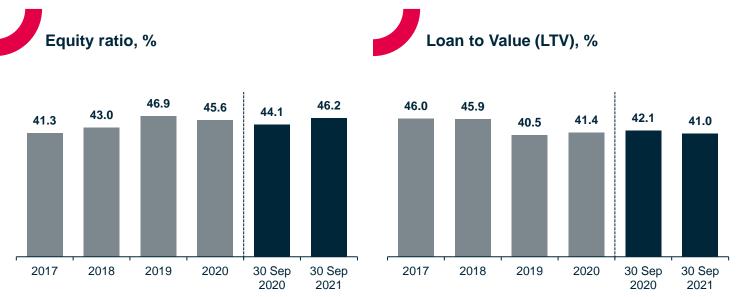
Uuno Kailaan katu 4,



<sup>1)</sup> 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

# Equity ratio and Loan to Value (LTV)

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

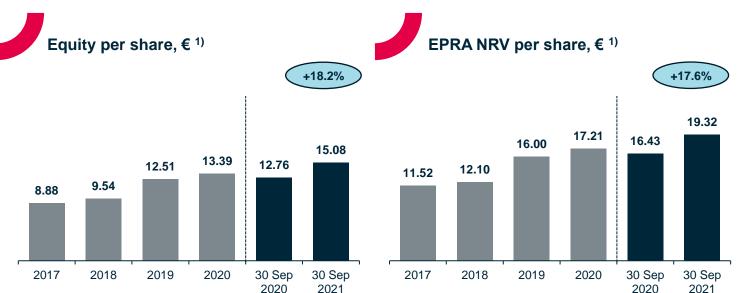


The share issue improved the equity ratio by 1.6 percentage points



## Key figures per share improved significantly

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

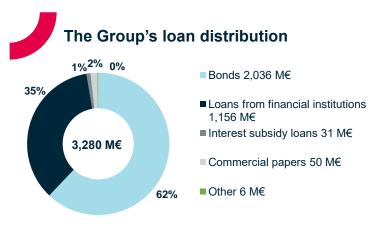


<sup>1)</sup> Key figures have been adjusted to reflect the impact of the decision by the Extraordinary General Meeting of Shareholders on 25 May 2018 regarding the share split. In the share split the shareholders received 30 new shares per each existing share

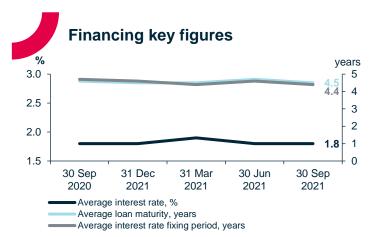




## Versatile capital stucture 30 September 2021

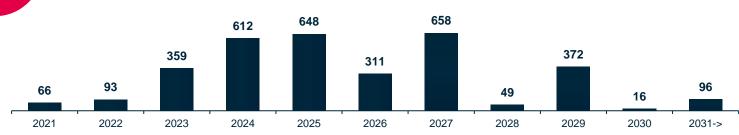


Loan amounts presented as IFRS figures. In addition, lease liabilities amounting to EUR 71.2 million are included in interest-bearing liabilities



Average interest rate includes interest rate derivatives

### 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	40



# Cutlook for Kojamo in 2021

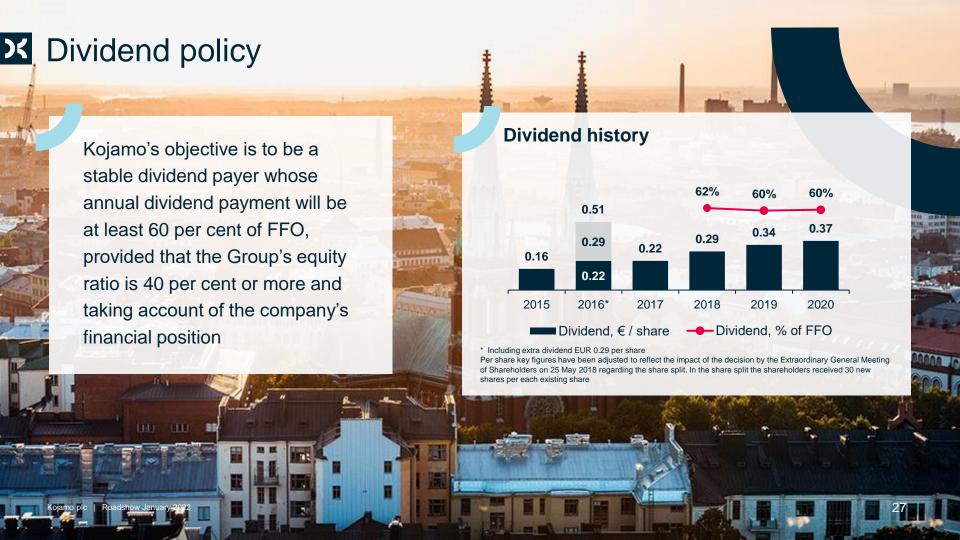
Kojamo estimates that in 2021, the Group's total revenue will increase by 2–4 per cent year-on-year. In addition, Kojamo estimates that the Group's FFO for 2021 will amount to between EUR 150–158 million, excluding non-recurring costs.

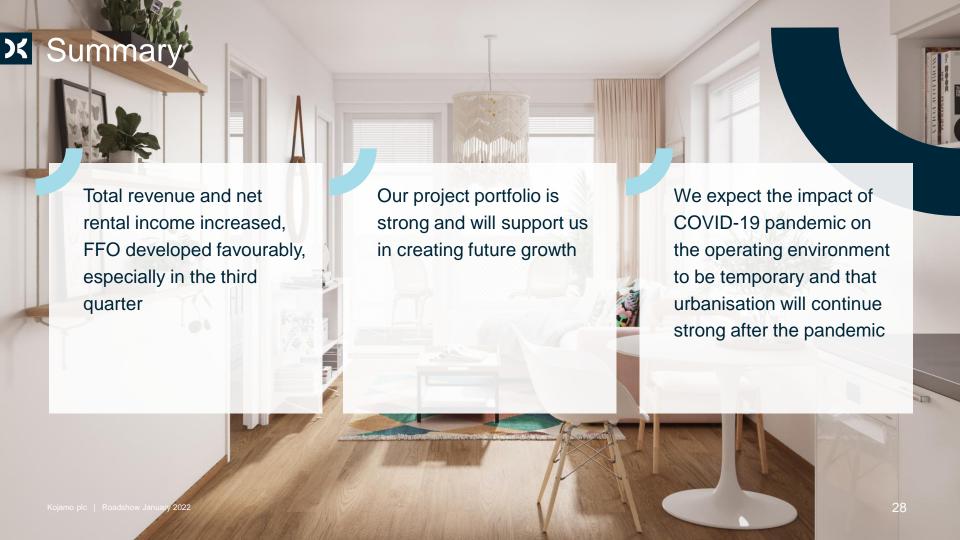
The outlook is based on the management's assessment of total revenue, net rental income, administrative expenses, financial expenses, taxes to be paid and new development to be completed, as well as the management's view on future developments in the operating environment.

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.







# Thank you!

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Group Treasurer, Investor Relations
Niina Saarto, tel. +358 20 508 3283

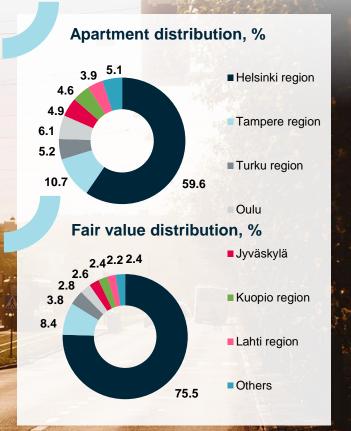
www.kojamo.fi





# 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, % <sup>3)</sup>	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 <sup>1)</sup>	188	3,444	94.0	100
Others			624 <sup>2)</sup>				
Total portfolio	36,484	689	7,607			94.0	100



# X Our strategy 2020–2023



## 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 63** Digital services

**70%** My Lumo user coverage

As at 30 September 2021

# Sustainability programme guides our sustainability work from 2021 onwards



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 CO<sub>2</sub>e/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 results<sup>2)</sup> growth centres NPS (34)  $(\sim 90)$ (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



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





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 CO<sub>2</sub>e)

### 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



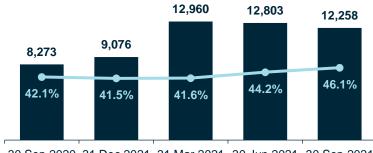
# Kojamo's ten largest shareholders (as at 30 September 2021)

	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
Tot	al	247,144,399	100.0

# 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%		

# Development of the number of the shareholders



30 Sep 2020 31 Dec 2021 31 Mar 2021 30 Jun 2021 30 Sep 2021

Number of shareholders

Share of nominee-registered and direct foreign ownership, %

# Key figures

	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

# 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

# X Balance sheet

M€	30 Sep 2	021 30 Sep 2020	31 Dec 2020
ASSETS			
Non-current assets			
Intangible assets		0.5	0.4
Investment properties	7,6	05.6 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
Non-current receivables		7.8 7.9	7.7
Derivatives		0.0	-
Deferred tax assets		13.3 17.2	16.0
Total non-current assets	7,6	57.8 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	10.5
Financial assets	1	52.9 127.9	117.5
Cash and cash equivalents	2	32.8 358.4	210.5
Total current assets	4	09.1 500.2	342.7
TOTAL ASSETS	8,0	68.1 7,155.1	7,261.5

# X Balance sheet

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

# Financial key figures

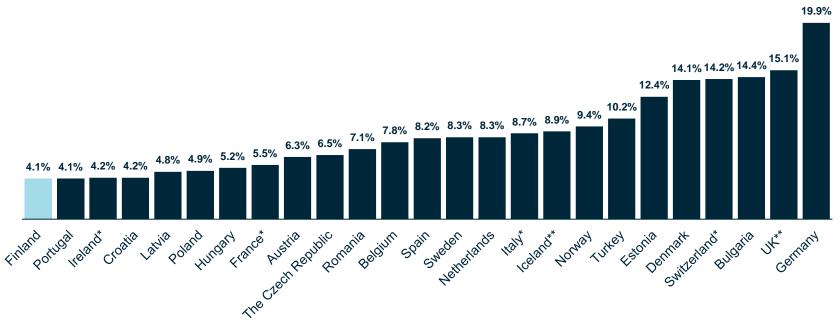
	30 Sep 2021	30 Jun 2021	31 Mar 2021	31 Dec 2021	30 Sep 2020
Equity ratio, %	46.2	45.8	45.5	45.6	44.1
Interest cover	4.0	4.0	4.1	4.2	4.2
Loan to Value (LTV), %	41.0	41.0	40.2	41.4	42.1
Hedging ratio, %	92	92	90	91	89
Average interest rate, % 1)	1.8	1.8	1.9	1.8	1.8
Average loan maturity, years	4.5	4.7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

<sup>1)</sup> Includes interest rate derivates

# Affordability in European countries

### Housing cost overburden rate 2020, %

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



Source: Eurostat.

\*2019 figures, latest not available. \*\*2018 figures, latest not available



# **Board of Directors**



Mikael Aro Chairman





Minna Metsälä Member



Mikko Mursula Vice Chairman



Reima Rytsölä Member



Matti Harjuniemi Member



Catharina Stackelberg-Hammarén Member



Anne Leskelä Member



# Management team



Jani Nieminen CEO



**Tiina Kuusisto**Chief 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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