

G E N O V A

Company Presentation  
Q3 2024



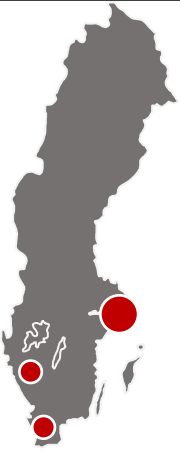
# Genova in brief

With highly flexible operations, Genova is focused on the property segments where the potential for sustainable profitable growth is deemed best. The foundation is Genova's broad experience and expertise in various parts of the property market and financing, and a dynamic organization. The investment property portfolio now consists predominantly of commercial, community service and residential properties in Greater Stockholm, the Uppsala Region and western Sweden. The considerable building rights portfolio enables both long-term growth and the realization of value when selling building rights.

## Overview

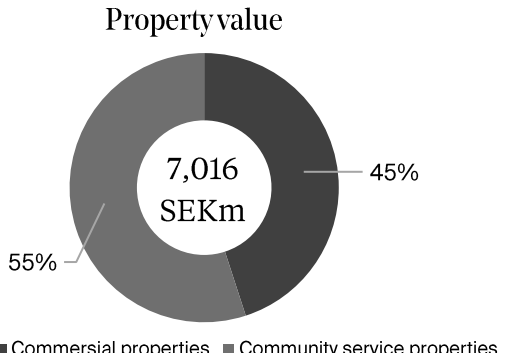
SEK 9,521m <sup>1)</sup> Property value	320 ksqm Lettable area	SEK 371m <sup>2)</sup> Net operating income
SEK 3,249.3m Long term NAV, ordinary shares Corresponding to SEK 71.24 per share	SEK 1.3 billion Excess value in building rights portfolio	SEK 175m <sup>2)</sup> Income from property management

## Geographic focus



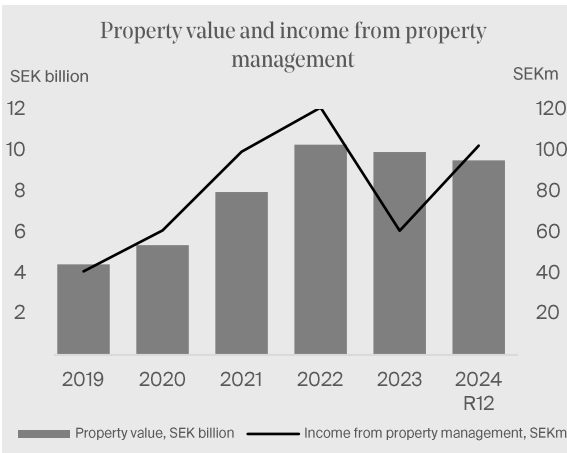
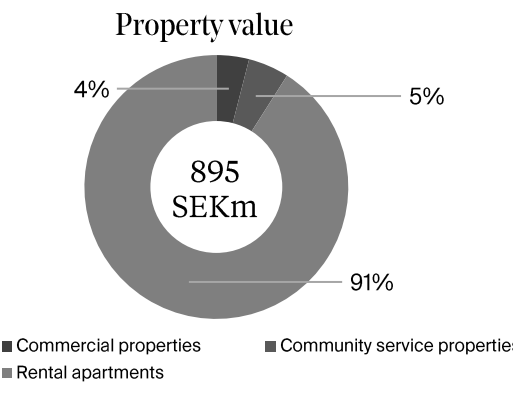
## Investment properties

SEK 7,016m Property value
SEK 521m <sup>2)</sup> Rental value
320 ksqm Lettable area
75 No. of properties



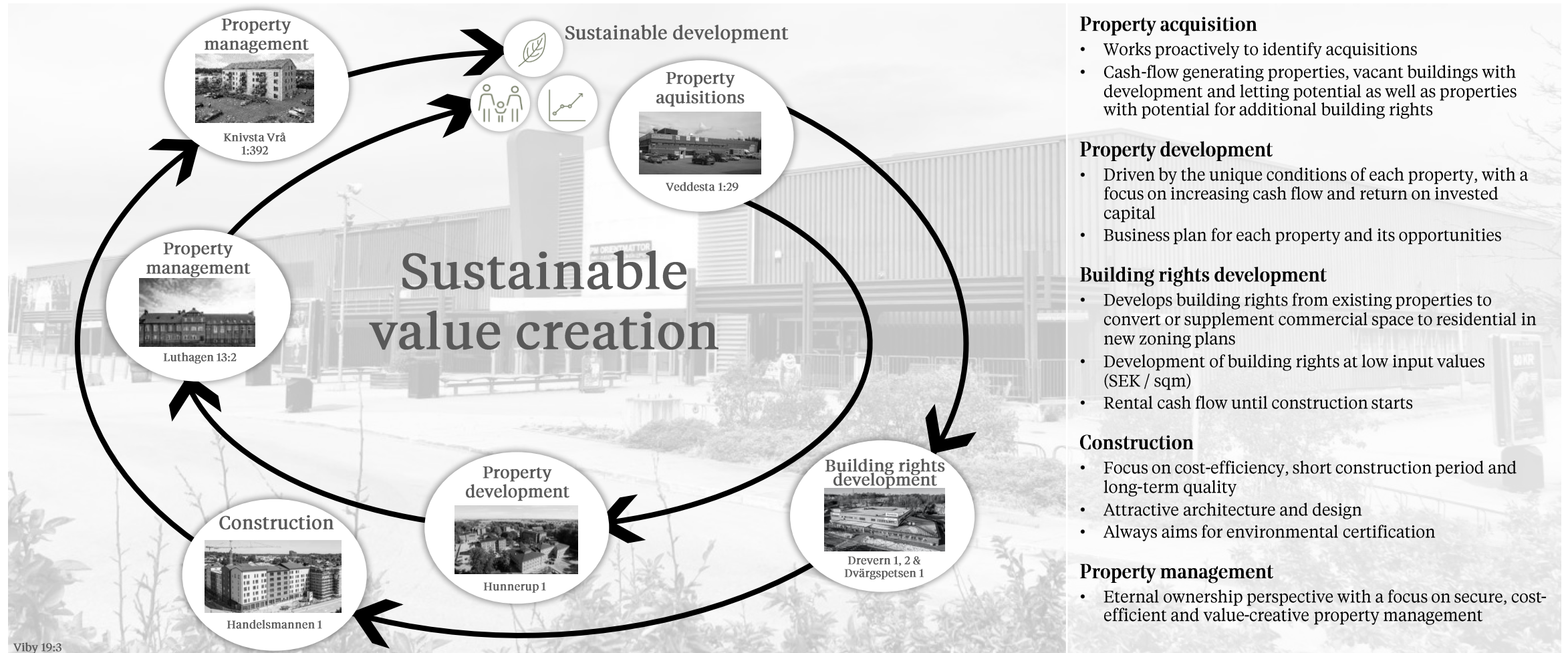
## Projects under construction

SEK 1,870m <sup>3)</sup> Property value
504 Residential units under construction
SEK 97m <sup>4)</sup> Rental value
48 ksqm Lettable area



1) Of which ongoing construction and planned projects of SEK 2,505m. 2) According to current earnings capacity. 3) Refers to estimated value at completion. 4) Includes jointly owned projects.

# Genova's business model



# Operational update

## Financing

- In August, new green bonds of SEK450m were issued with a floating interest rate of STIBOR 3M + 415 basis points and will mature in November 2027.
- In September, three properties were divested in Uppsala and Upplands-Bro at an underlying property value of SEK 121m, which exceeded the book value.
- Interest-rate swaps of SEK 1,080m were entered into, with an average rate of approximately 2.3% and an average term of about six years.
- A new green finance framework was established with a second opinion from Sustainalytics.
- In September, new green hybrid bonds of SEK 300m were issued. At the same time, hybrid bonds of SEK 342m were repurchased.
- In September, Genova's strategy and targets were updated. At the same time, an amended dividend policy was adopted.
- After the end of the period, Genova refinanced bank loans of approximately SEK 3,200m, of which SEK 350m comprised a revolving credit facility and SEK 75m an overdraft facility. The refinancing strengthens Genova's liquidity by almost SEK 100m, with a positive impact of nearly SEK 30m on cash flow due to lower repayments.

## Project development

- During the quarter 31 rental apartments in Norrtälje were completed and the tenants have moved in.
- Our ongoing residential projects will add nearly 290 rental apartments – all environmentally certified under the Nordic Swan Ecolabel scheme.
- We are continuing to priorities work on zoning plans in our building rights portfolio, which will create considerable value for Genova, and that we intend to realize through either our own project development or by divesting building rights as we move forward.

## Recruitment

- After the end of the quarter, Anna Barosen was recruited to the newly created position of Head of Sustainability at Genova. Anna Barosen will join Genova's Executive Management Team.



Project Korsängen, Enköping

# Focus 2024

## Ongoing constructions

As of Q3, Genova had 504 residential units under construction where several stages will be completed during the 2024. The projects are expected to contribute to an increased earnings capacity of SEK 77m when completed<sup>1</sup>

### Handelsmannen, Norrtälje

- 138 rental apartments with completion in stages during 2024

### Segerdal, Knivsta

- 151 rental units directly adjacent to the train station in central Knivsta, of which Genova's share amounts to 50%

### Korsängen, Enköping

- 160 rental units in the center of Enköping with occupancies during 2024

### Viby, Upplands Bro

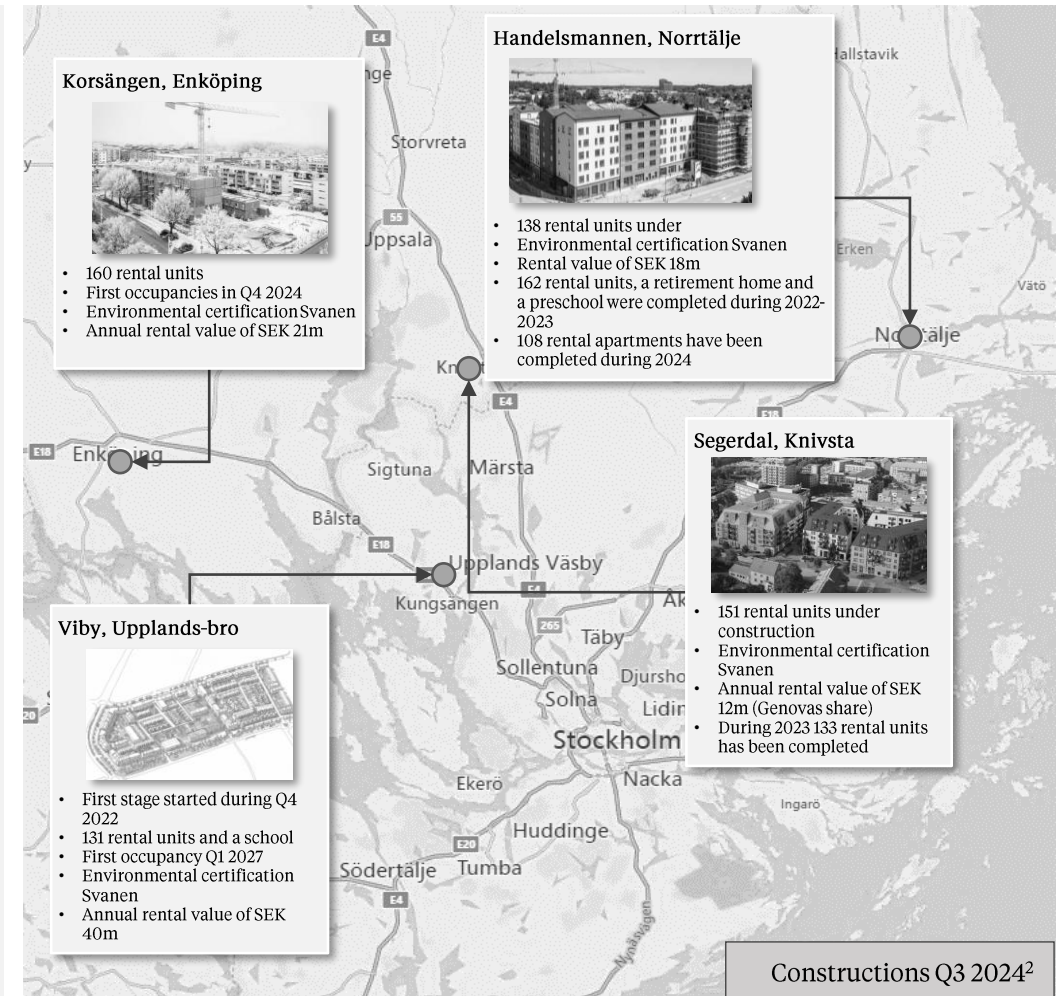
- 131 rental units and a school in the first stage. Construction started during Q4 2022

### Apotea, Varberg

- Aotea's new central warehouse in Varberg

## Focus going forward

- The Board updated Genova's strategy to make better use of the company's ability to continuously adapt its operations by focusing on the property segments that are deemed to generate the best returns at any given time. Now that our former operational targets for project volumes and property value have ceased to apply, we can be more flexible in how we work to achieve our financial targets of growth in income from property management and net asset value per share.
- As of the 2025 Annual General Meeting, Genova's aim is to pay annual dividends to shareholders that amount to at least one third of income from property management, unless the company's financial position warrants otherwise. The dividend will be paid on a quarterly basis.
- Genova will continue to grow profitably in existing business areas: management, urban development, project development and property transactions. In projects and urban development, we are continuing to focus on our ongoing construction of residential units and premises in Norrtälje, Knivsta, Enköping and Upplands-Bro. However, we expect a more limited volume of new projects moving forward. We will continue to grow with selected property acquisitions that show a potential for growth in returns and the development of building rights.
- At present, Genova has a substantial building rights portfolio of almost 600ksqm. Our intention is to evaluate the sale of these rights to a greater extent, and thereby realize the strong value growth we have had in our building rights portfolio. Released capital will be reinvested in high-yielding or cash flow-generating properties with development potential to strengthen earnings and cash flows.



<sup>1</sup>) Refers to fully owned properties. <sup>2</sup>) Ongoing construction under Genova's management. Excludes construction managed by Genova's daughter company Järngrinden.

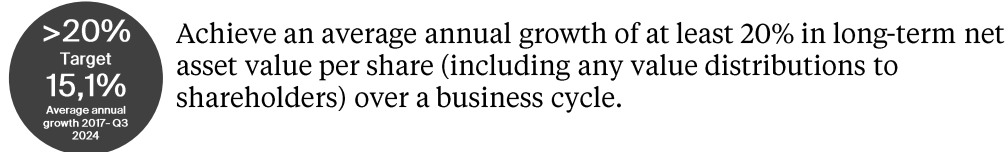


# Financial targets

Genova's overall objective is to create value for the company's shareholders. Value creation is measured over a business cycle as growth in both long-term net asset value and income from property management per ordinary share.

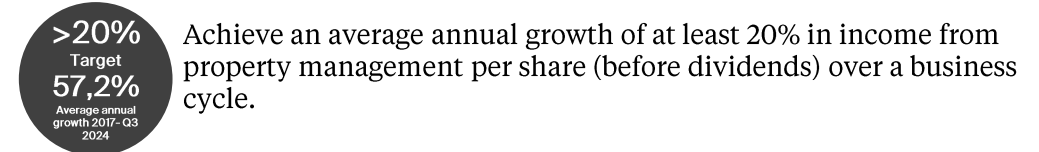
## Financial targets

### Long term net asset value

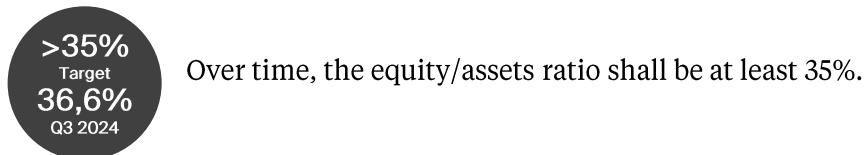


The goal is to create growth in net asset value and income from property management, while maintaining a continued stable and strong financial position with balanced financial risk-taking, meaning that:

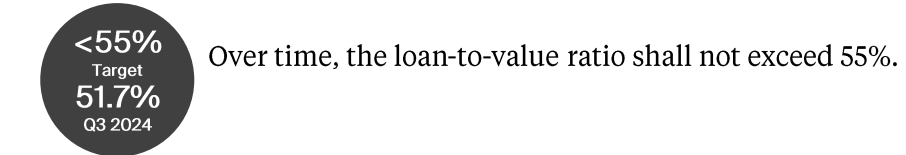
### Income from property management



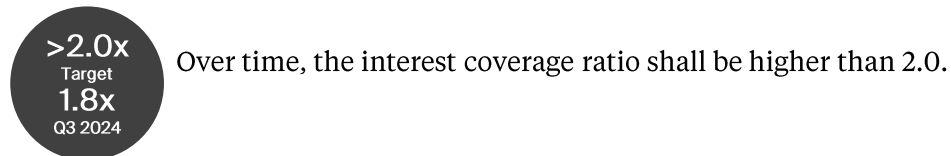
### Equity/assets ratio



### Loan to value ratio



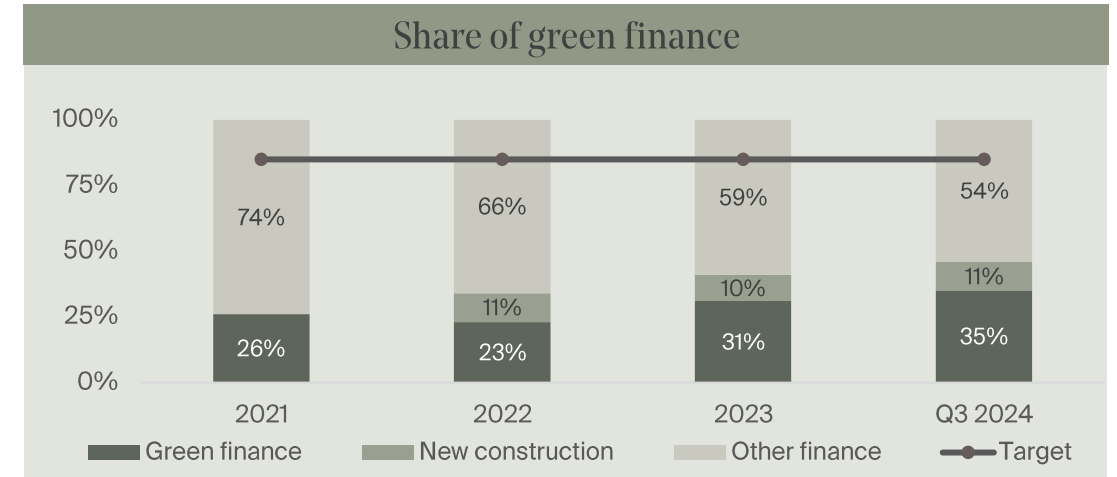
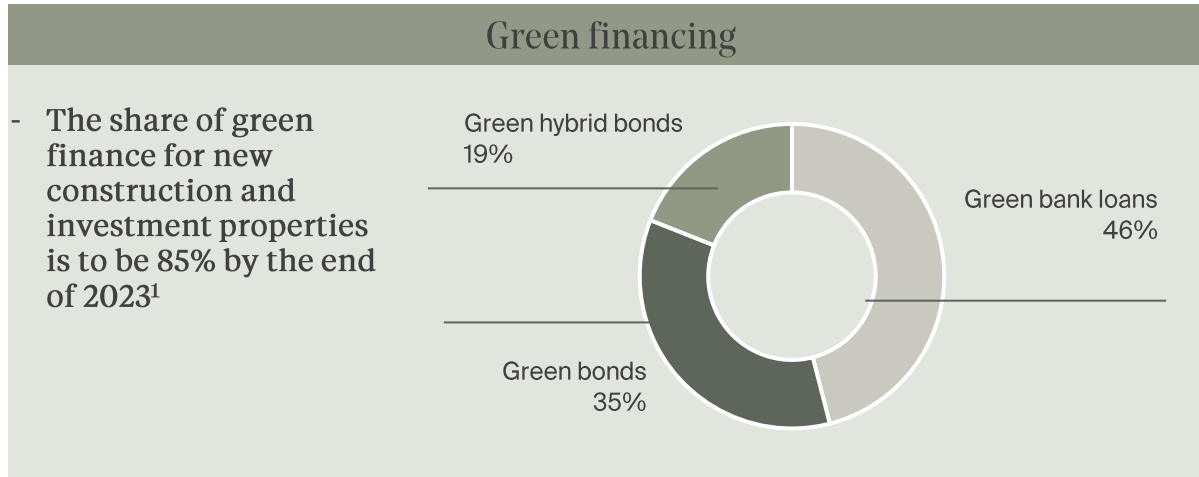
### Interest coverage ratio



### Dividend policy

The Board of Directors has decided to amend the dividend policy as it believes that there is continuous scope to pay dividends to shareholders given the company's forecasts. As of the 2025 Annual General Meeting, Genova's aim is to pay annual dividends to shareholders that amount to at least one third of income from property management, unless the company's financial position warrants otherwise. The dividend will be paid on a quarterly basis.

# Green financing



### Environmental Certification

Certification <sup>2</sup>	Investment properties				Total	Construction
	Certified	Ongoing	Continuing/planned	Ongoing planning		Ongoing
Nordic Swan	3				3	3
Green Building	2				2	
Miljöbyggnad iDrift						
Silver	23	3			26	
Broze	1				1	
Not certified				22	22	
<b>Total</b>	<b>29</b>	<b>3</b>	<b>0</b>	<b>22</b>	<b>54</b>	<b>3</b>

### Energy Consumption

GHG emissions (CO <sub>2</sub> e)	2023	2022	2021
Scope 1	81.9	4.0	0.0
Scope 2 location-based	1,499.7	976.0	1,069.5
Scope 3	906.7	259.0	347.6
of which purchased goods and services	94.0	30.0	160.9
of which energy-related emissions not included in Scope 1 or Scope 2	197.9	118.0	-
of which business travel	67.5	30.0	46.2
downstream leased assets	547.3	81.0	140.6
<b>Total</b>	<b>2,488.2</b>	<b>1,239.0</b>	<b>1,417.2</b>
Biogenic CO <sub>2</sub> emissions	39.8	0.3	9.0

1) In 2024, the Board will evaluate and make decisions about new targets. 2) An evaluation of environmental certification of Järngrunden's investment properties commenced in 2023.



# Financial development

## Income statement

SEKm	Jan-sep 2024	Jan-sep 2023	Okt 2023- sep 2024	Jan-dec 2023
Rental income	382,7	377,1	508,6	503,0
Maintenance costs and operating expenses	-99,6	-96,5	-138,5	-135,4
<b>Net operating income</b>	<b>283,1</b>	<b>280,7</b>	<b>370,0</b>	<b>367,6</b>
Central administration, property management	-17,1	-17,5	-21,4	-21,8
Central administration, property development	-27,9	-28,5	-34,9	-35,5
Income from associations in joint ventures	9,8	-15,5	9,0	-16,4
- of which value changes, properties	-1,4	-14,0	-14,7	-27,3
Net financial items	-163,8	-176,6	-220,6	-233,3
<b>Income from property management</b>	<b>84,1</b>	<b>42,5</b>	<b>102,1</b>	<b>60,6</b>
Income from new residential construction	0,0	43,0	-3,0	40,0
Other costs	-4,4	-4,6	-11,0	-11,2
Value changes, properties	4,1	-368,3	-157,9	-530,3
Value changes, derivatives	-64,3	35,2	-149,5	-50,0
Currency effects, properties	1,4	9,1	4,6	12,3
<b>Income before tax</b>	<b>20,9</b>	<b>-243,1</b>	<b>-214,7</b>	<b>-478,7</b>
Income tax	-11,5	41,2	10,1	62,7
<b>Income for the period</b>	<b>9,4</b>	<b>-201,9</b>	<b>-204,6</b>	<b>-416,0</b>

## Key metrics

	Jan-sep 2024	Jan-sep 2023	Okt 2023- sep 2024	Jan-dec 2023
Rental income, SEKm	382,7	377,1	508,6	503,0
NOI, SEKm	283,1	280,7	370,0	367,6
Income from property management, SEKm	84,1	42,5	102,1	60,6
Income from property management per ordinary share, SEK	0,58	-0,40	0,49	-0,49
Net investments, SEKm	280,2	394,0	4,5	118,3
Loan-to-value ratio, %	51,7	50,0	51,7	51,8
Equity/assets ratio, %	36,6	36,3	36,6	37,3
Interest coverage ratio, times	1,8	1,6	1,8	1,6
Long-term NAV, SEKm	4,647,8	4,984,0	4,647,8	4,821,9
Long-term NAV referable to shareholders, SEKm	3,249,3	3,396,4	3,249,3	3,225,5
Total no. of shares outstanding, 000s	45,613	45,613	45,613	45,613,0
Long-term NAV per ordinary share, SEK	71,24	74,46	71,24	70,71

## Balance sheet

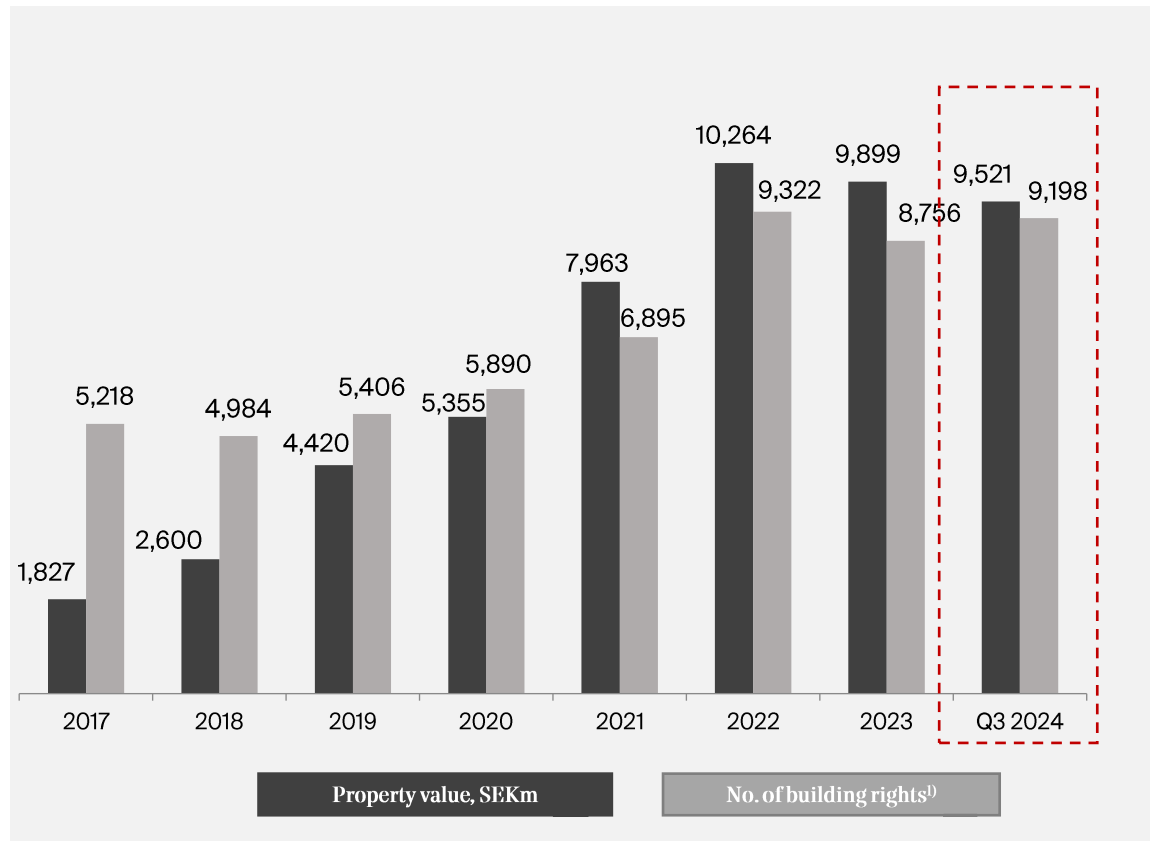
SEKm	2024 30 sep	2023 30 sep
Investment properties	7,015,9	7,955,6
Properties under construction	894,5	1,012,4
Development properties	1,610,9	1,258,8
Other fixed assets	1,235,1	1,214,8
Ongoing residential projects	0,0	123,3
Cash and cash equivalents	242,7	669,0
Other current assets	219,1	252,3
<b>Total assets</b>	<b>11,218,1</b>	<b>12,486,1</b>
Total equity	4,109,5	4,537,6
Loans from credit institutions	6,040,8	6,916,1
Bond loans	112,7	0,0
Deferred tax liability	501,9	572,8
Other liabilities	453,3	459,6
<b>Total equity and liabilities</b>	<b>11,218,1</b>	<b>12,486,1</b>



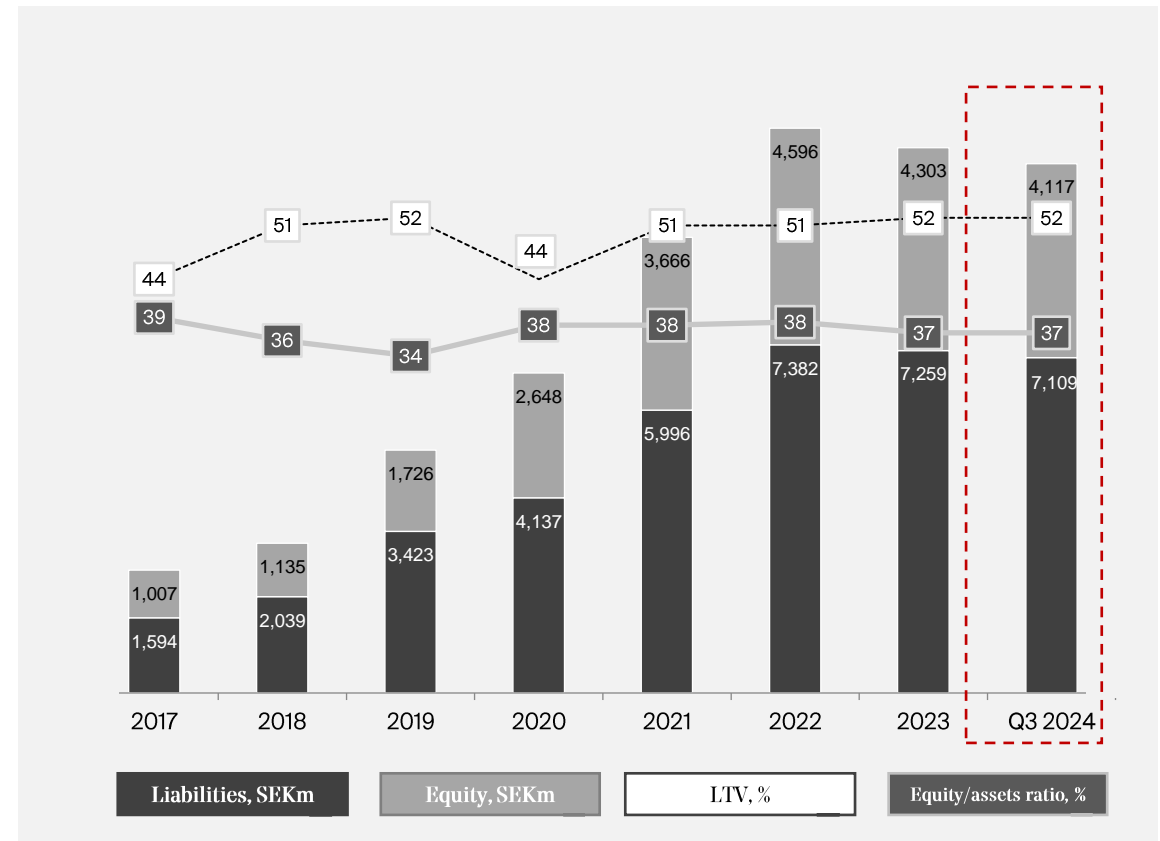


# Financial development

### Property value and no. of building rights



### Capital structure



1) At 30 September 2024, CBRE's market valuation of the estimated unused building rights in Sweden included in planned projects amounted to approximately SEK 3.8 billion. The existing buildings on these properties, which in some cases will need to be demolished when using the planned unused building rights, as well as accumulated investments for planned projects had a book value of approximately SEK 2.5 billion. This means that the excess value in the Group's building rights portfolio is estimated to be approximately SEK 1.3 billion at the end of the reporting period.



# Financial development

## Financing in brief

Interest-bearing debt  
SEK 6,041m<sup>1)</sup>

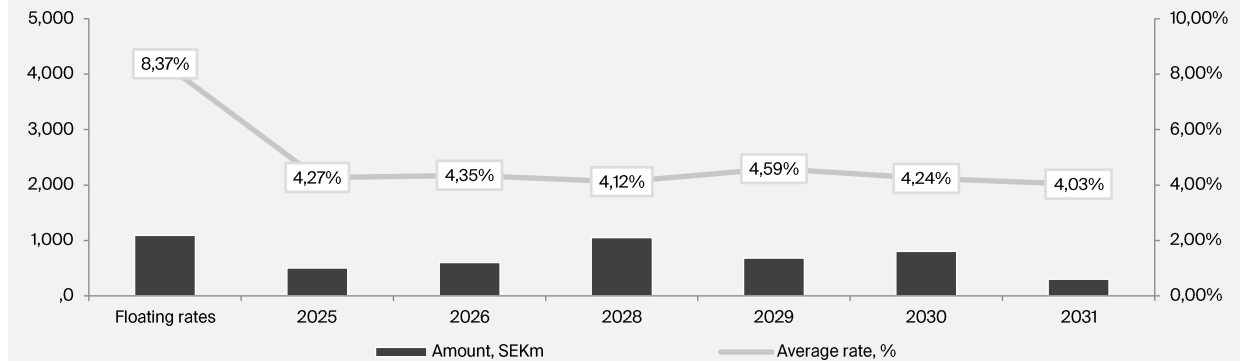
Average interest rate<sup>2)</sup>  
5.2 %

Average duration (loans)  
1.9 years

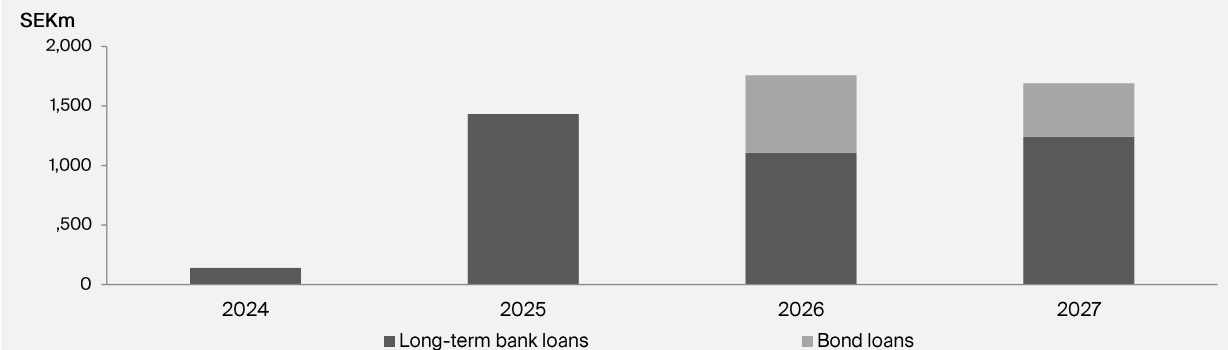
Available liquidity, including undrawn construction credits  
SEK 1 111m

Financing from Nordea, Swedbank, SBAB, SEB and  
Danske Bank

## Interest rate term



## Credit term structure



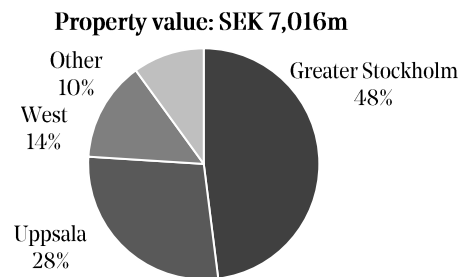
1) SEK 650m pertains to a bond with a credit margin of 5.95%, and SEK 450m to a bond with a credit margin of 4.50%. 2) Average interest rate is calculated using daily interest rates as of 30 September and do not take an average for the entire period into account.



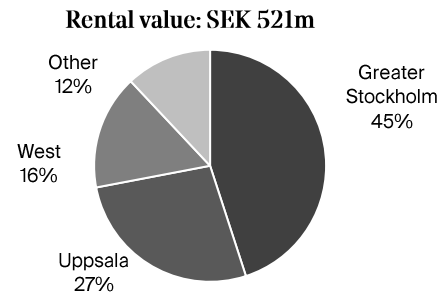
# Investment properties

Investment property portfolio	Properties No. of	Lettable area KSqm	Property value		Rental value		Occupancy rate %	Contracted annual rent <sup>1)</sup> SEKm	Property costs		Net operating income	
			SEKm	SEK/sqm	SEKm	SEK/sqm			SEKm	SEK/sqm	SEKm	SEK/sqm
<b>Per property category<sup>1)</sup></b>												
Commercial properties	45	172,5	3,133	18,158	252	1,460	90,5	228	-58	-334	170	988
Community service properties <sup>3)</sup>	30	147,3	3,883	26,369	269	1,826	96,2	259	-59	-398	200	1,359
<b>Total</b>	<b>75</b>	<b>319,8</b>	<b>7,016</b>	<b>21,939</b>	<b>521</b>	<b>1,629</b>	<b>93,5</b>	<b>487</b>	<b>-116</b>	<b>-363</b>	<b>371</b>	<b>1,159</b>
<b>Per geography</b>												
Greater Stockholm	31	136,3	3,346	24,543	235	1,721	93,5	219	-52	-383	167	1,227
Uppsala	14	74,3	1,969	26,495	139	1,870	94,5	131	-32	-433	99	1,334
West	23	72,4	977	13,486	85	1,177	95,6	81	-17	-234	64	891
Other	7	36,7	724	19,724	62	1,691	87,8	54	-15	-407	40	1,079
<b>Total</b>	<b>75</b>	<b>319,8</b>	<b>7,016</b>	<b>21,939</b>	<b>521</b>	<b>1,629</b>	<b>93,5</b>	<b>487</b>	<b>-116</b>	<b>-363</b>	<b>371</b>	<b>1,159</b>
Ongoing construction			895									
Planned projects			1,611									
<b>Total as per the balance sheet</b>			<b>9,521</b>									
Near-term completed constructions <sup>4)</sup>	2	15,5	1		36	2,321	100	36	-6	-375	30	1,946
<b>Total</b>	<b>77</b>	<b>335,3</b>	<b>9,522</b>		<b>557</b>	<b>1,661</b>	<b>93,9</b>	<b>523</b>	<b>-122</b>	<b>-365</b>	<b>401</b>	<b>1,195</b>
Properties owned through joint ventures			1,360									

## Property value



## Rental value



## Estimated earnings capacity as of 30 September 2024

(SEKm)	Investment properties	Ongoing construction	Total
Rental value	521	77	598
Vacancy rate	-34	-	-34
<b>Rental income</b>	<b>487</b>	<b>77</b>	<b>564</b>
Property costs	-116	-10	-126
<b>Net operating income</b>	<b>371</b>	<b>67</b>	<b>438</b>

1) Based on the primary use of the property. 2) Not including decreasing rental discounts with a current annual value of SEK 6.7m. 3) Of which 186 rental apartments are allocated between eight properties. 4) Refers to the Korsängen and Handelsmannen projects, which will be completed within 12 months. The property value was SEK 710m upon completion, but as of 30 September, an amount corresponding to SEK 709m was recognized on the balance sheet for properties under construction. The value recognized on the balance sheet for the Handelsmannen project will be reduced upon completion by an amount corresponding to the investment support of SEK 130m.



# Project development

## Ongoing construction

Project	Municipality	Category	Construction start	Scheduled completion	No. of units	Lettable area, sqm		Property value <sup>1</sup>		Rental value		Investment, SEKm		Book value
						Residential	Premises	SEKm	SEK/sqm	SEKm	SEK/sqm	Estimated	Accumulated	SEKm
Handelsmannen 1 <sup>2</sup>	Norrköping	Rental apartments	Q4 2019	Q4 2024	138	7,244	-	312	43,066	15	2,123	306	302	382
Segerdal <sup>3</sup>	Knivsta	Rental apartments	Q4 2020	Q1 2025/Q4 2025	75	4,744	208	234	47,254	12	2,513	232	151	-
Korsängen	Enköping	Rental apartments	Q1 2021	Q4 2024	160	8,031	244	399	48,218	21	2,494	396	325	328
Viby, Etapp 1 <sup>4</sup>	Upplands-bro	Rental apartments	Q4 2022	Q1 2027	131	8,728	1,693	483	46,375	25	2,444	374	47	104
Viby, Etapp 1 <sup>4</sup>	Upplands-bro	Community service properties	Q4 2022	Q1 2027	-	-	5,670	301	53,000	15	2,700	230	22	49
Apotea <sup>5</sup>	Varberg	Commercial	Q1 2024	Q1 2025	-	-	11,767	141	11,980	7	628	123	32	32
<b>Total</b>					<b>504</b>	<b>28,747</b>	<b>19,582</b>	<b>1,870</b>	<b>38,687</b>	<b>97</b>	<b>1,999</b>	<b>1,660</b>	<b>879</b>	<b>895</b>

## Planned projects

Per category	No. of units	Lettable area, sqm		Property value <sup>1</sup>		Rental value		Investment, SEKm		Book value
		Residential	Premises	SEKm	SEK/sqm	SEKm	SEK/sqm	Estimated	Accumulated	SEKm
Rental apartments	6,228	340,004	-	16,064	47,247	800	2,354	13,722	821	865
Community service properties	185	14,415	15,751	1,318	43,704	71	2,345	1,155	58	58
Commercial properties	-	-	14,944	507	33,959	30	2,004	481	102	103
Co-operative apartments	2,281	152,678	-	9,217	60,369	-	-	7,441	548	586
<b>Total per category</b>	<b>8,694</b>	<b>507,097</b>	<b>30,695</b>	<b>27,107</b>	<b>50,404</b>	<b>901</b>	<b>2,340</b>	<b>22,799</b>	<b>1,529</b>	<b>1,611</b>

Per category	No. of units	Lettable area, sqm		Property value <sup>1</sup>		Rental value		Investment, SEKm		Book value
		Residential	Premises	SEKm	SEK/sqm	SEKm	SEK/sqm	Estimated	Accumulated	SEKm
Greater Stockholm	3,959	235,602	17,292	14,020	55,440	397	2,549	11,560	821	865
Uppsala	1,634	77,200	11,435	4,040	45,583	181	2,332	3,492	58	58
West	2,536	168,730	1,968	7,915	46,368	270	2,095	6,756	102	103
Other	565	25,565	-	1,131	44,252	53	2,317	991	548	586
<b>Total per geography</b>	<b>8,694</b>	<b>507,097</b>	<b>30,695</b>	<b>27,107</b>	<b>50,404</b>	<b>901</b>	<b>2,340</b>	<b>22,799</b>	<b>1,529</b>	<b>1,611</b>

Information about ongoing construction and planned projects in the interim report is based on assessments of size, focus and scope, and when projects are scheduled for start-up and completion. The information is also based on assessments of future project costs and rental value. These assessments and assumptions should not be considered a forecast. Assessments and assumptions entail uncertainties in regard to the implementation, design, size, timetables, project costs and future rental value of projects. The information about ongoing construction and planned projects is regularly reviewed and assessments and assumptions are adjusted as ongoing construction is completed or added, and circumstances change. For projects not yet started, financing has not been arranged, which means that financing for planned projects represents an uncertainty.

1) Refers to fair value of the investment upon completion. 2) The book value of Handelsmannen 1 will be reduced upon completion in an amount corresponding to the investment support of SEK 130m. 3) The Segerdal project is 50/50 owned by Genova and Redito. The table only shows the information that corresponds to Genova's financial stake. The project's book value is included in the balance sheet under shares in joint ventures and associated companies. 4) The Viby project is 70/30 owned by Genova and K2A. 5) Refers to construction of Apotea's new central warehouse in Varberg. The table only shows the information that corresponds to Järngrinden's 39% financial stake.

The table only shows the number of residential units, area, property and rental value, and investment amounts that correspond to Genova's financial stake in jointly owned properties. Properties in which Genova owns more than 50% are recognised as wholly owned. Projects in Genova's Järngrinden subsidiary are recognised using the same principle.