

G E N O V A

Company Presentation
Q1 2024



Genova in brief

Genova's mission is to combine stable cash flows from the investment property portfolio with cost-efficient project development of mainly rental apartments and community service properties for our own long-term management

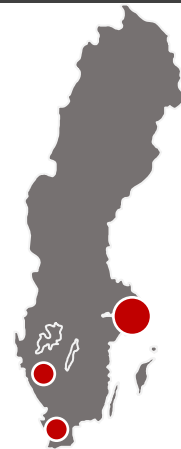
Genova is a personal property company that owns, manages and develops properties with a long-term, sustainable and highly committed approach. The large portfolio of own residential building rights ensures the Group's long-term growth and continued stable growth of the investment property portfolio

Genova's core markets – Greater Stockholm and the Uppsala Region – are characterised by strong growth, high disposable income, high level of education and low unemployment. Genova has also widened its geographic focus through the acquisition of *Järngrinden* who operates in strong growth markets in Western Sweden

Overview

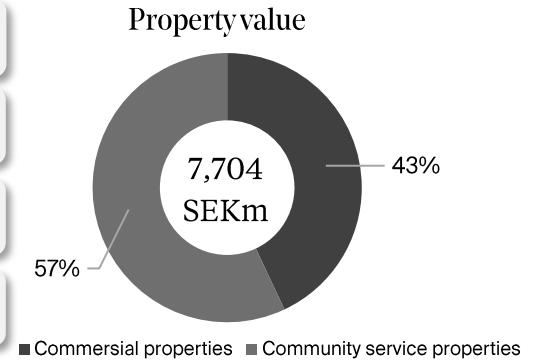
SEK 10,059m ¹⁾ Property value	350 ksqm Lettable area	SEK 402m ²⁾ Net operating income
SEK 3,257.7m Long term NAV, ordinary shares Corresponding to SEK 71.42 per share	9,441 No. of building rights	612 No. of residentials under construction

Geographic focus



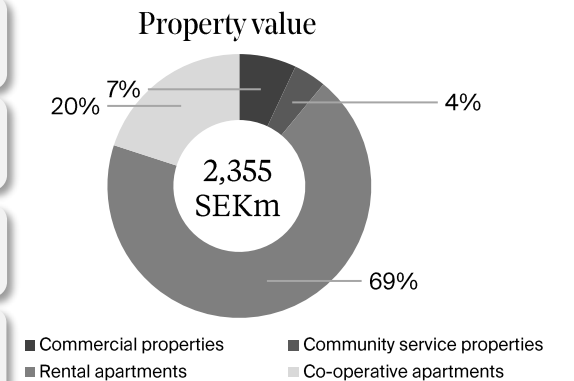
Investment properties

SEK 7,704m Property value
SEK 562m ²⁾ Rental value
350 ksqm Lettable area
80 No. of properties



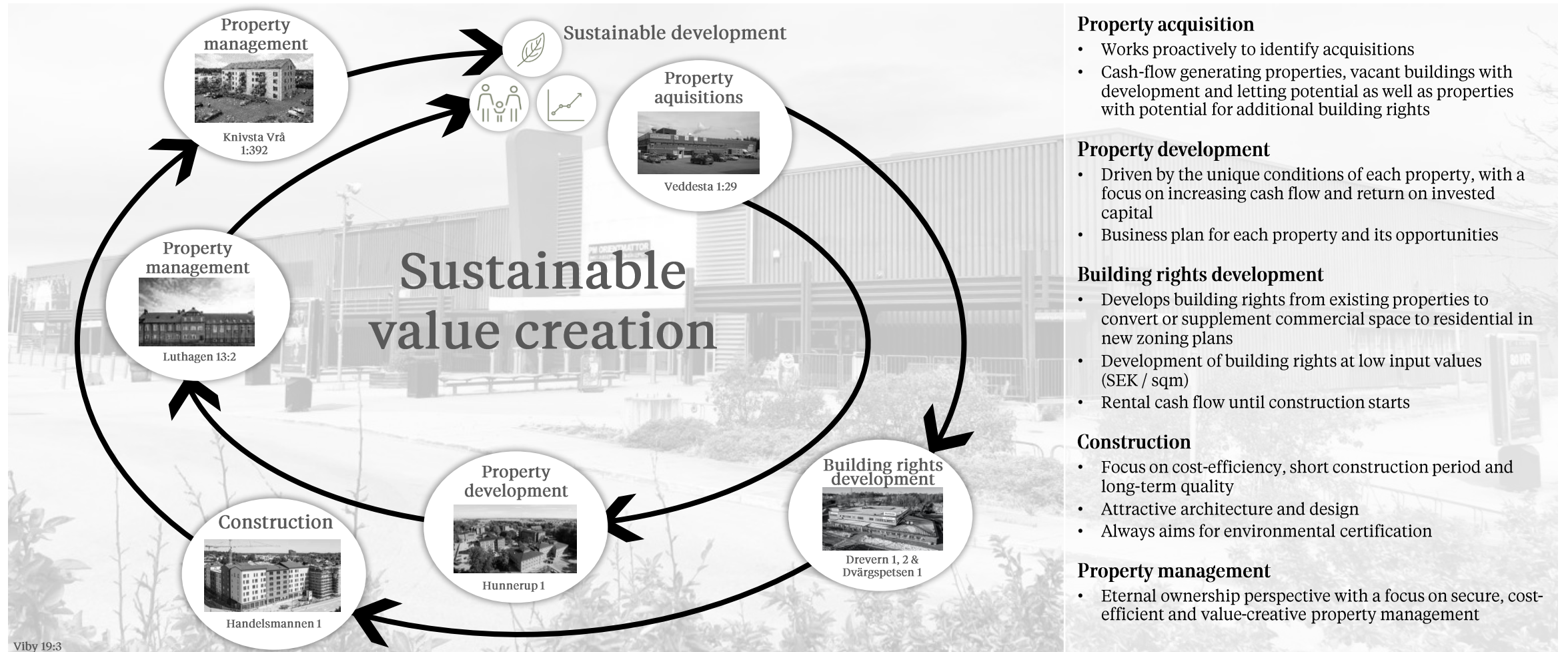
Project properties

SEK 27,338m ³⁾ Property value
67% ⁴⁾ Own management
33% ⁴⁾ Co-operative apartments
598 ksqm Lettable area



1) Of which ongoing construction and planned projects of SEK 2,355m. 2) According to current earnings capacity. 3) Refers to estimated value at completion. 4) Based on estimated value at completion.

Genova's business model



Operational update

Financing

- In February, an interest-rate swap of SEK 500m was signed with a fixed rate of 2.58% that expires in January 2030
- In March, an issue of convertible bonds was completed raising proceeds of approximately SEK 200m. The convertible bonds carry a fixed annual rate of 6.75% with quarterly payments and mature in March 2029
- During the period, hybrid bonds were repurchased for an amount of SEK 101.3m
- In April, additional green senior unsecured bonds of SEK 150m were issued under the outstanding green framework. The issue was initiated by institutional investors
- After the end of the period, additional hybrid bonds were repurchased and on the publication date of this report, the value of outstanding hybrid bonds was approximately SEK 640m

Project development

- Our ongoing residential projects will add nearly 400 rental apartments for own long-term management during the year– all environmentally certified under the Nordic Swan Ecolabel scheme.
- We are continuing to prioritise work on zoning plans in our building rights portfolio, which will create considerable value for Genova, and that we intend to realise through either our own project development or by divesting building rights as we move forward

Acquisitions

- During the period, the Vindspelet 6 property in Borås was acquired, with an agreed property value of SEK 62.5m and annual rental value of approximately SEK 6m.



Project Segerdal, Knivsta

Focus 2024

Ongoing constructions

As of Q1, Genova had 612 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 87m when completed¹

Handelsmannen, Norrtälje

- 246 rental apartments with completion in stages during 2024

Segerdal, Knivsta

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

Korsängen, Enköping

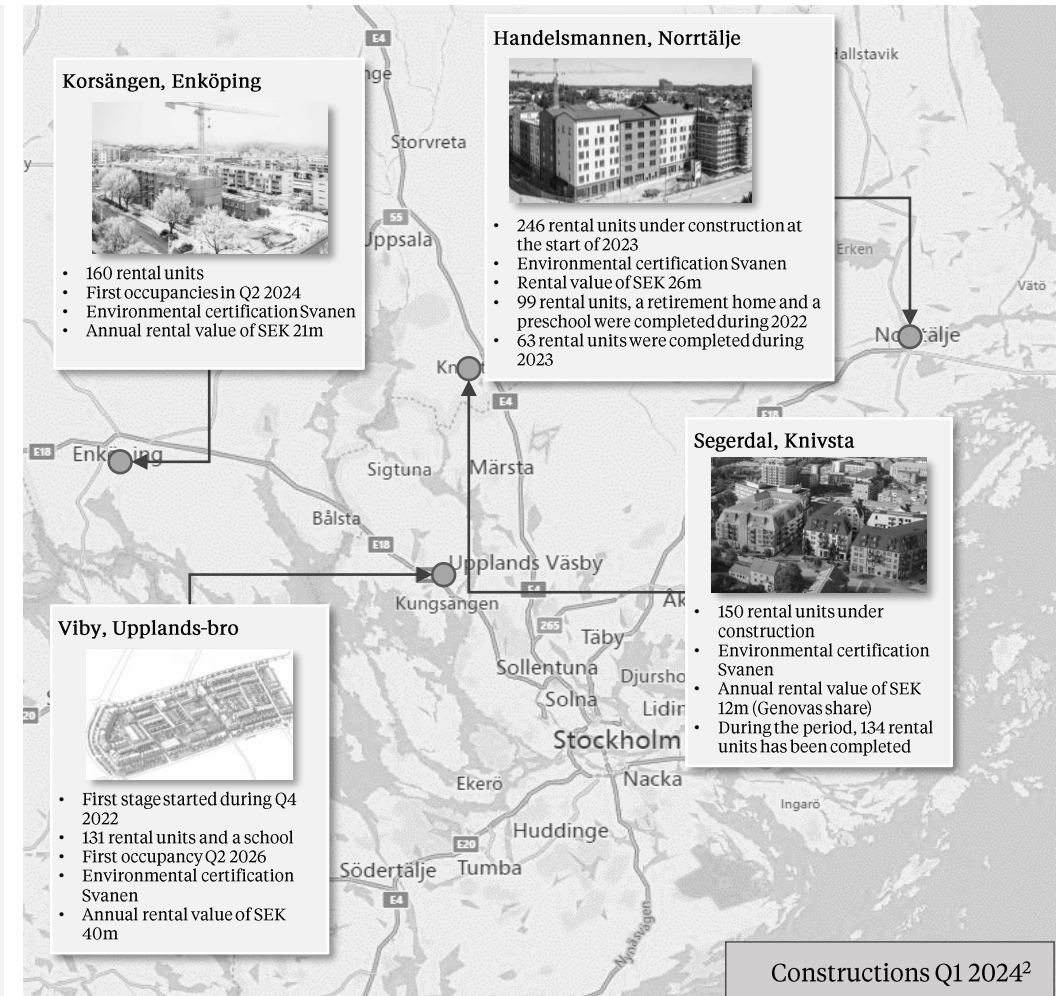
- 160 rental units in the center of Enköping with occupancies during 2024

Viby, Upplands Bro

- Circa 130 rental units and a school in the first stage. Construction started during Q4 2022

Focus going forward

- Our ongoing projects are proceeding as planned, with an approximate total of 600 residential units in Norrtälje, Enköping, Knivsta and Upplands-Bro and completion scheduled for 2024–2026. We see continued demand for new rental apartments in our core markets of Greater Stockholm and the Uppsala Region, as well as our new West region
- We are continuing to prioritise work on zoning plans in our building rights portfolio, which will create considerable value for Genova, and that we intend to realise through either our own project development or by divesting building rights as we move forward.
- During January-April 2024, Genova has repurchased hybrid bonds of SEK 160m at a discount and we will continue to take advantage of opportunities to reduce outstanding hybrid bonds
- We will maintain our strong focus on Genova's capital structure and on safeguarding our liquidity. With signs of more open banking and capital markets and increased activity in the transaction market, Genova sees conditions for value creating business opportunities ahead



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



Financial and operational 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

>20%
Target
32.6%
Average annual growth 2019- Q1 2024

Achieve an average annual growth of at least 20% in long-term net asset value per ordinary share (including any value distributions to ordinary shareholders) over a business cycle

Income from property management

>20%
Target
113.8%
Average annual growth 2019- Q1 2024

Achieve an average annual growth of at least 20% in income from property management per ordinary share over a business cycle

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:

Equity/assets ratio

>35%
Target
36.3%
Q1 2024

Over time, the equity/assets ratio shall be at least 35%

Loan-to-value ratio

<65%
Target
61.7%
Q1 2024

Over time, the loan-to-value ratio properties shall not exceed 65%

Loan-to-value ratio

52.7%
Q1 2024

Interest coverage ratio

>2.0x
Target
1.7x
Q1 2024

Over time, the interest coverage ratio shall be higher than 2.0

Operational targets

Rental income

>55%
Target
55%
Q1 2024

Rental income from residential and community service properties shall account for at least 55% of Genova's total rental income by the end of 2023

Ongoing construction

1,000
Target
612
Q1 2024

Ongoing construction of own-produced residential units shall amount to at least 1,000 residential units per year as of 2024

Property value

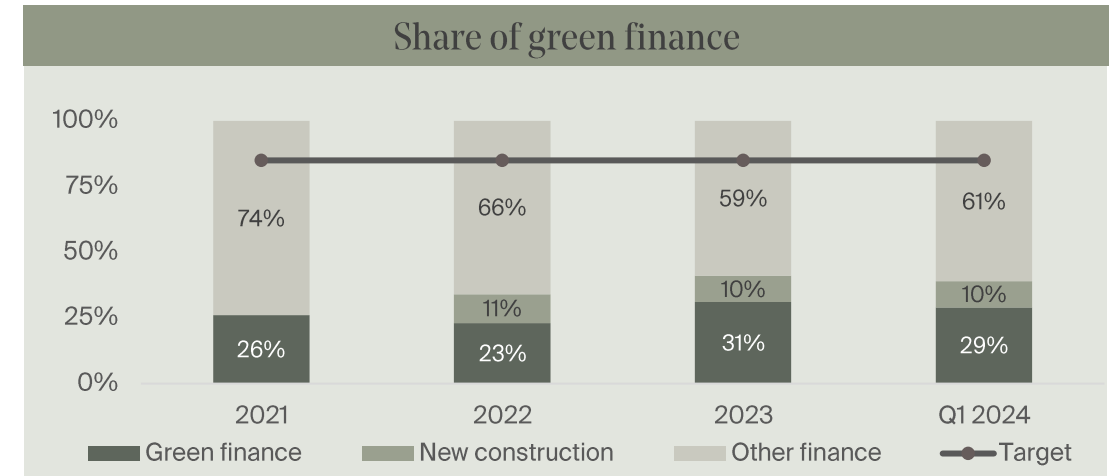
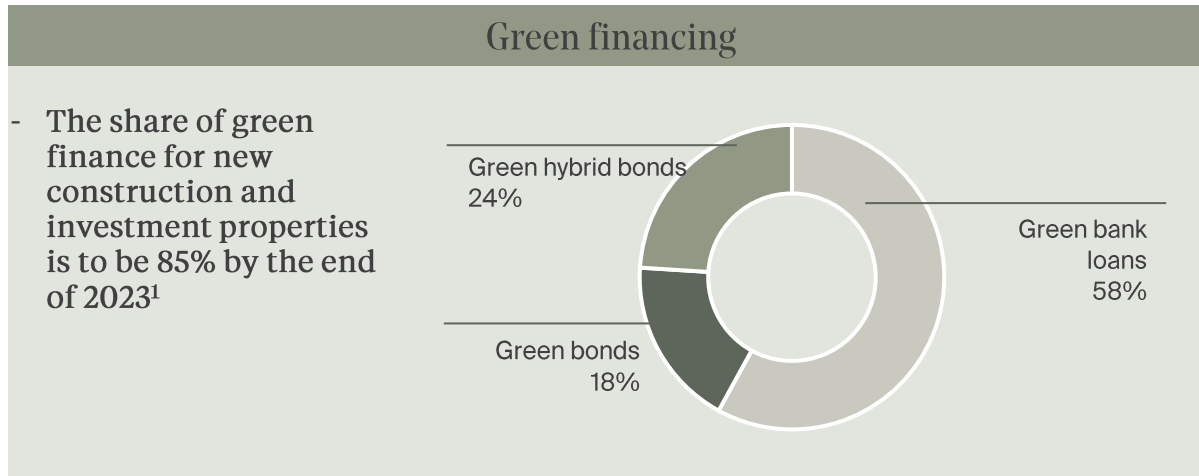
20bn
Target
10.1bn
Q1 2024

The value of the investment property portfolio is to be SEK 20 billion by the end of 2025

Utdelningspolicy

Genova's overall objective is to create value for the company's shareholders. In the coming years, this is deemed best achieved by reinvesting cash flows in operations to create further growth through investments in new construction, existing properties and property acquisitions, which could lead to either small or no dividends at all on ordinary shares. In the long-term, the dividend on ordinary shares shall be at least 50% of income from property management attributable to ordinary shares. Dividends on preference shares shall be paid in accordance with the provisions of the Articles of Association

Green financing



Environmental Certification

Certification ²	Investment properties				Total	Construction
	Certified	Ongoing	Continuing/planned	Ongoing planning		Ongoing
Nordic Swan	3				3	3
Green Building	2				2	
Miljöbyggnad iDrift						
Silver	22	4			26	
Broze	1				1	
Not certified				26	26	
Total	28	4	0	26	58	3

Energy Consumption

GHG emissions (CO ₂ 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
<i>of which purchased goods and services</i>	94.0	30.0	160.9
<i>of which energy-related emissions not included in Scope 1 or Scope 2</i>	197.9	118.0	-
<i>of which business travel</i>	67.5	30.0	46.2
<i>downstream leased assets</i>	547.3	81.0	140.6
Total	2,488.2	1,239.0	1,417.2
Biogenic CO ₂ 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 Järngrinden's investment properties commenced in 2023.



Financial development

Income statement

SEKm	Jan-mar 2024	Jan-mar 2023	Apr 2023- mars 2024	Jan-dec 2023
Rental income	133.1	128.9	507.2	503.0
Maintenance costs and operating expenses	-39.1	-38.1	-136.5	-135.5
Net operating income	94.0	90.8	370.7	367.5
Central administration, property management	-5.3	-6.6	-20.5	-21.8
Central administration, property development	-8.6	-10.7	-33.4	-35.5
Income from associations in joint ventures	1.9	-10.3	-4.2	-16.4
- of which value changes, properties	-1.3	-15.7	-12.9	-27.3
Net financial items	-55.0	-52.0	-236.3	-233.3
Income from property management	27.1	11.3	76.4	60.6
Income from new residential construction	-	32.6	7.4	40.0
Other costs	-2.8	-0.7	-13.4	-11.2
Value changes, properties	-6.5	-97.3	-439.5	-530.3
Value changes, derivatives	36.8	0.3	-13.6	-50.0
Currency effects, properties	3.2	4.0	11.5	12.3
Income before tax	57.8	-49.7	-371.2	-478.7
Income tax	-12.9	9.5	40.4	62.7
Income for the period	45.0	-40.2	-330.8	-416.0

Key metrics

	Jan-mar 2024	Jan-mar 2023	Apr 2023- mars 2024	Jan-dec 2023
Rental income, SEKm	133.1	128.9	507.2	503.0
NOI, SEKm	94.1	90.9	370.8	367.6
Income from property management, SEKm	27.1	11.3	76.4	60.6
Income from property management per ordinary share, SEK	0.12	-0.16	-0.61	-0.49
Residential units under construction, no.	612	914	612.0	625
Residential units completed, no.	13	92	210.0	289.0
Net investments, SEKm	167.7	11.4	274.6	118.3
Loan-to-value ratio, %	52.7	49.5	52.7	51.8
Loan-to-value ratio, properties %	61.7	58.1	61.7	60.5
Equity/assets ratio, %	36.3	39.5	36.3	37.2
Interest coverage ratio, times	1.7	1.8	1.6	1.6
Long-term NAV, SEKm	4,757.7	5,259.4	4,757.7	4,812.3
Long-term NAV referable to shareholders, SEKm	3,257.7	3,685.1	3,257.7	3,219.8
Long-term NAV per ordinary share, SEK	71.42	80.79	71.42	70.59

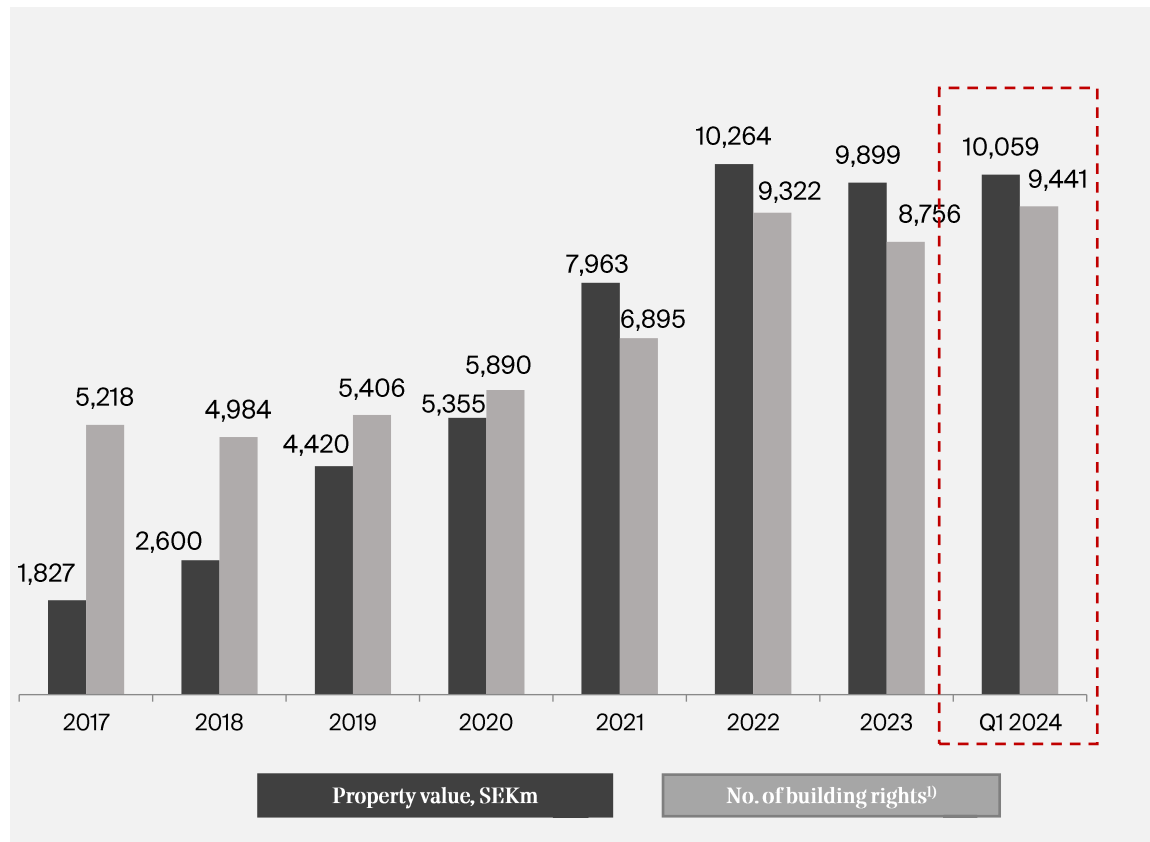
Balance sheet

SEKm	2024 31 mar	2023 31 mar
Investment properties	7,704.0	8,079.1
Properties under construction	976.9	945.6
Development properties	1,378.6	1,105.8
Other fixed assets	1,162.1	1,186.6
Ongoing residential projects	0.0	90.0
Cash and cash equivalents	329.8	318.7
Other current assets	218.7	262.0
Total assets	11,770.0	11,987.8
Total equity	4,270.0	4,733.8
Loans from credit institutions	6,533.1	6,254.8
Bond loans	10.8	-
Deferred tax liability	556.8	607.5
Other liabilities	399.4	391.5
Total equity and liabilities	11,770.0	11,987.8

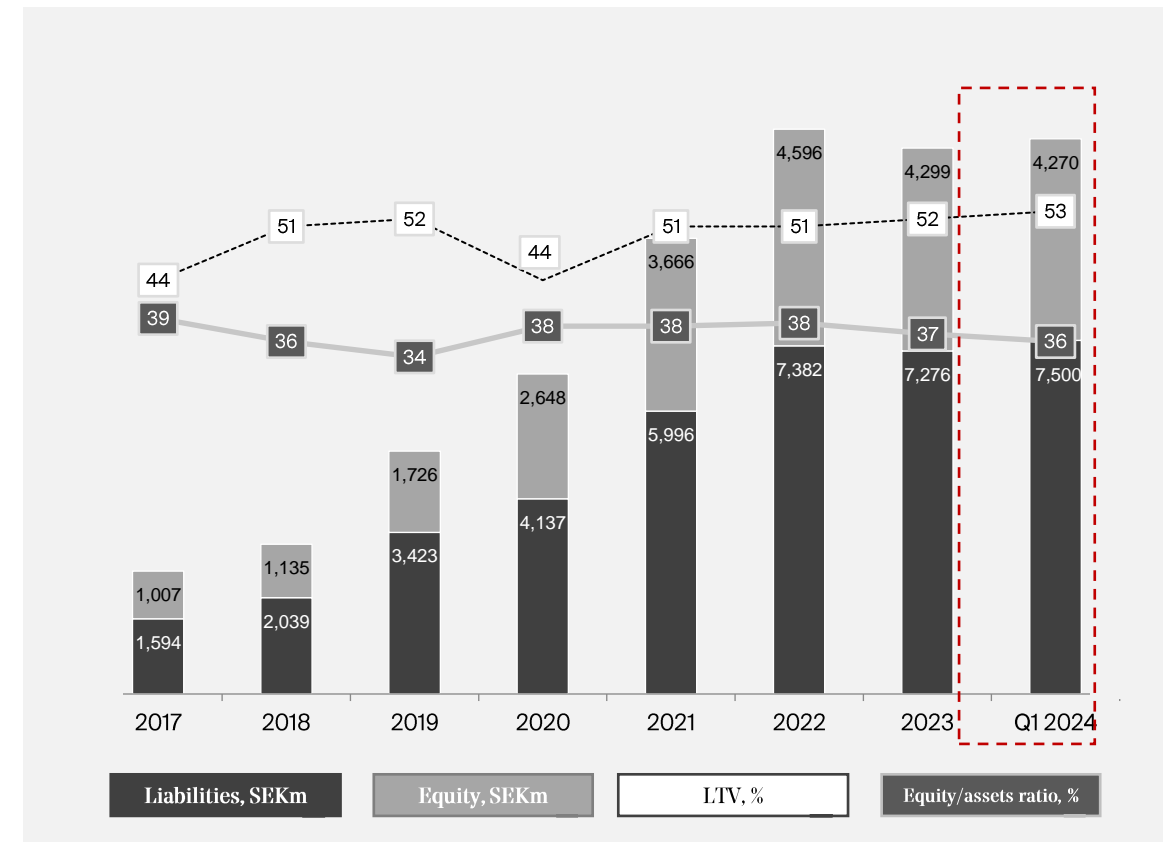


Financial development

Property value and no. of building rights



Capital structure



¹⁾ At 31 March 2024, CBRE's market valuation of the estimated unused building rights in Sweden included in planned projects amounted to approximately SEK 3.4 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 2.1 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 6,533m¹⁾

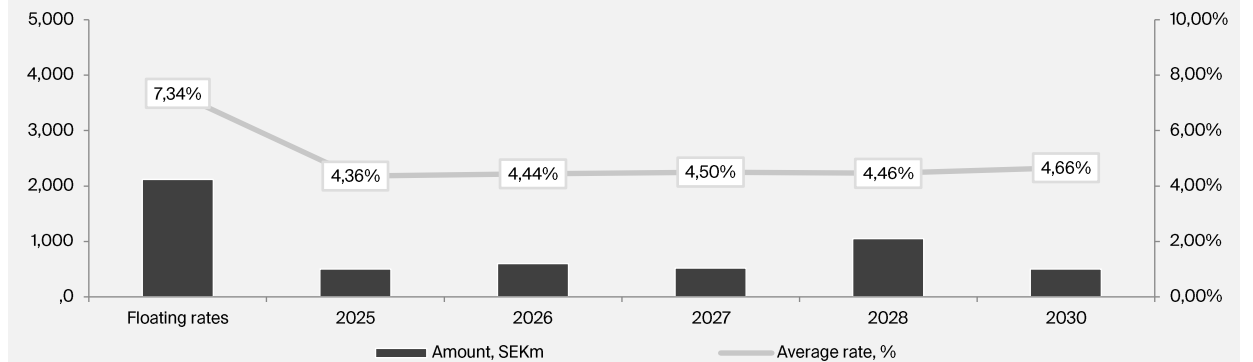
Average interest rate²⁾
5.6 %

Average duration (loans)
2.2 years

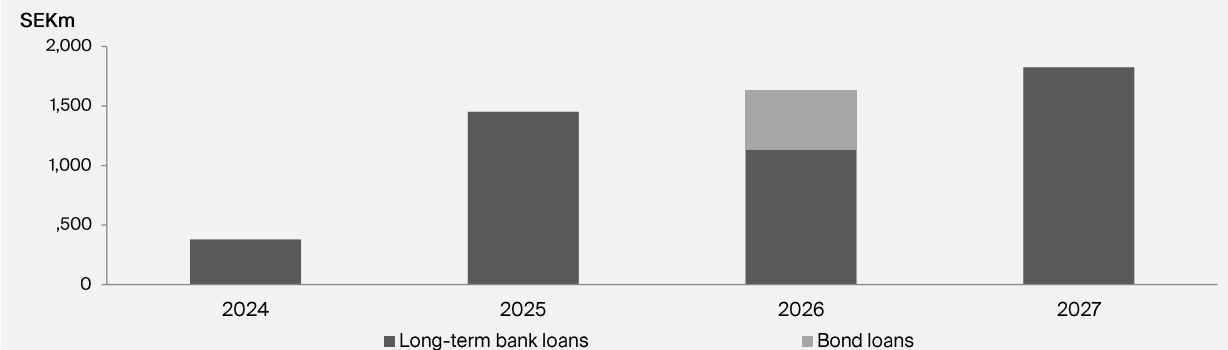
Available liquidity, including undrawn construction credits
SEK 809m

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

Interest rate term



Credit term structure



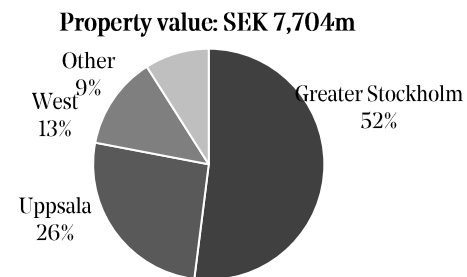
1) Includes bond loan of SEK 500m (3m STIBOR +5.95%). 2) Average interest rate is calculated using daily interest rates as of 31 March and do not take an average for the entire period into account. Constructions credits are excluded in the average interest rate.



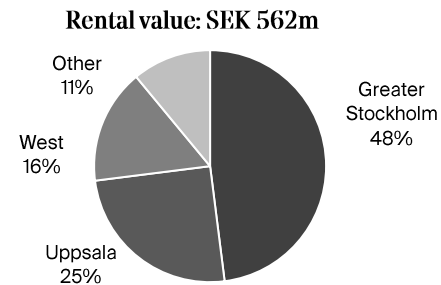
Investment properties

Investment property portfolio	Properties No. of	Lettable area KSqm	Property value		Rental value		Occupancy rate %	Contracted annual rent ¹⁾ SEKm	Property costs		Net operating income	
			SEKm	SEK/sqm	SEKm	SEK/sqm			SEKm	SEK/sqm	SEKm	SEK/sqm
Per property category²⁾												
Commercial properties	49	18.2	3,305	18,248	263	1,453	91.7	241	-60	-333	181	999
Community service properties ³⁾	31	169.1	4,399	26,007	299	1,767	95.4	285	-64	-377	221	1,308
Total	80	350.3	7,704	21,994	562	1,604	93.7	526	-124	-354	402	1,148
Per geography												
Greater Stockholm	33	154.0	3,982	25,852	268	1,741	95.5	256	-57	-373	199	1,289
Uppsala	16	76.7	1,991	25,967	142	1,854	94.3	134	-33	-431	101	1,318
West	24	82.9	1,011	12,191	90	1,081	91.1	82	-19	-225	63	760
Other	7	36.7	721	19,651	62	1,693	88.0	55	-15	-407	40	1,083
Total	80	350.3	7,704	21,994	562	1,604	93.7	526	-124	-354	402	1,148
Ongoing construction			977									
Planned projects			1,379									
Total as per the balance sheet			10,059									
Near-term completed constructions ⁴⁾	2	21.0	204		46	2,195	100	46	-8	-375	38	1,820
Total	82	371.3	10,263		608	1,638	94.1	573	-132	-355	441	1,186
Properties owned through joint ventures			981									

Property value



Rental value



Estimated earnings capacity as of 31 March 2024

(SEKm)	Investment properties	Ongoing construction	Total
Rental value	562	87	649
Vacancy rate	-36	0	-36
Rental income	526	87	613
Property costs	-124	-12	-136
Net operating income	402	75	477

1) Based on the primary use of the property. 2) Not including decreasing rental discounts with a current annual value of SEK 4m. 3) Of which 240 rental apartments are allocated between eight properties. 4) Refers the Korsängen project Handelsmannen project, which will be completed within 12 months. The property value upon completion will amount to SEK 1,000m but as of 31 March SEK 796m was recognised in the balance sheet under properties under construction.



Project development

Ongoing construction

Project	Municipality	Category	Construction start	Scheduled completion	No. of units	Lettable area, sqm		Property value ¹		Rental value		Investment, SEKm		Book value ²
						Residential	Premises	SEKm	SEK/sqm	SEKm	SEK/sqm	Estimated	Accumulated	SEKm
Handelsmannen 1	Norrköping	Rental apartments	Q4 2019	Q2 / Q4 2024	246	12,771	-	601	47,060	26	2,001	549	466	505
Segerdal ³	Knivsta	Rental apartments	Q4 2020	Q1 2025/Q4 2025	75	4,744	208	234	47,254	12	2,513	231	109	-
Korsängen	Enköping	Rental apartments	Q1 2021	Q3 2024	160	8,034	244	399	48,200	21	2,494	398	288	290
Viby, Etapp 1 ⁴	Upplands-bro	Rental apartments	Q4 2022	Q2 2026	131	8,728	1,693	483	46,375	25	2,444	374	42	99
Viby, Etapp 1 ⁴	Upplands-bro	Community service properties	Q4 2022	Q2 2026	-	-	5,670	301	53,000	15	2,700	230	20	47
Järngrinden	Varberg	Commercial ⁵	-	-	-	-	11,767	140	11,868	7	628	120	36	36
Total					612	34,277	19,582	2,157	40,057	107	1,983	1,903	962	977

Planned projects

Per category	No. of units	Lettable area, sqm		Property value ¹		Rental value		Investment, SEKm		Book value ²
		Residential	Premises	SEKm	SEK/sqm	SEKm	SEK/sqm	Estimated	Accumulated	SEKm
Rental apartments	6,403	350,004	-	16,599	47,424	826	2,360	14,116	710	755
Community service properties	185	14,415	15,751	1,318	43,704	71	2,345	1,155	54	54
Commercial properties	-	-	14,944	507	33,959	30	2,004	481	99	100
Co-operative apartments	2,241	148,900	-	8,913	59,860	-	-	7,268	432	470
Total per category	8,829	513,319	30,695	27,338	50,252	927	2,346	23,020	1,296	1,379

Per category	No. of units	Lettable area, sqm		Property value ¹		Rental value		Investment, SEKm		Book value ²
		Residential	Premises	SEKm	SEK/sqm	SEKm	SEK/sqm	Estimated	Accumulated	SEKm
Greater Stockholm	3,899	231,852	17,292	13,743	55,159	397	2,549	11,391	634	712
Uppsala	1,809	87,200	11,435	4,560	46,233	207	2,357	3,885	194	194
West	2,556	168,702	1,968	7,904	46,309	271	2,097	6,752	382	382
Other	565	25,565	-	1,131	44,252	53	2,317	991	86	91
Total per geography	8,829	513,319	30,695	27,338	50,252	927	2,346	23,020	1,296	1,379

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) Refers to only wholly owned projects. Book value attributable to jointly owned projects is presented under shares in joint ventures and associated companies on the balance sheet. 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. 4) The Viby project is 70/30 owned by Genova and K2A. 5) Refers to the construction of Apotea's new central warehouse in Varberg.

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.