

# **Welcome to the presentation of Neobo's Interim report Jan-March 2023**

**Stockholm  
10 May 2023**



**neobo**

**Ylva Sarby Westman**  
**CEO Neobo**



# Neobo was created at the end of 2022

## Property portfolio bridge pro forma per 30 Sep 2022



neobo

*We create attractive and sustainable  
living environments where people  
can thrive and feel secure*



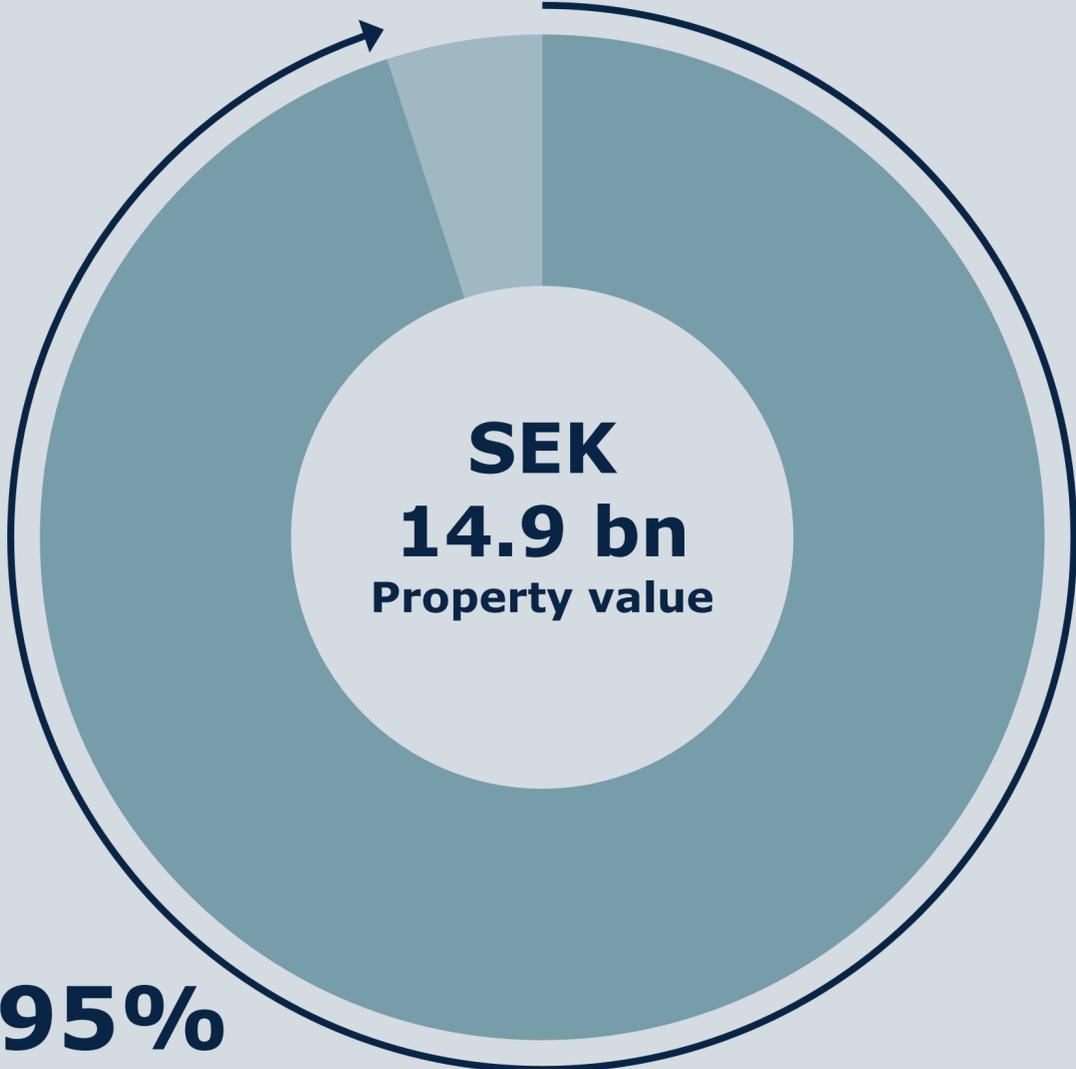
# Stable start to the year





# Company and market overview

# Neobo – a residential focused company

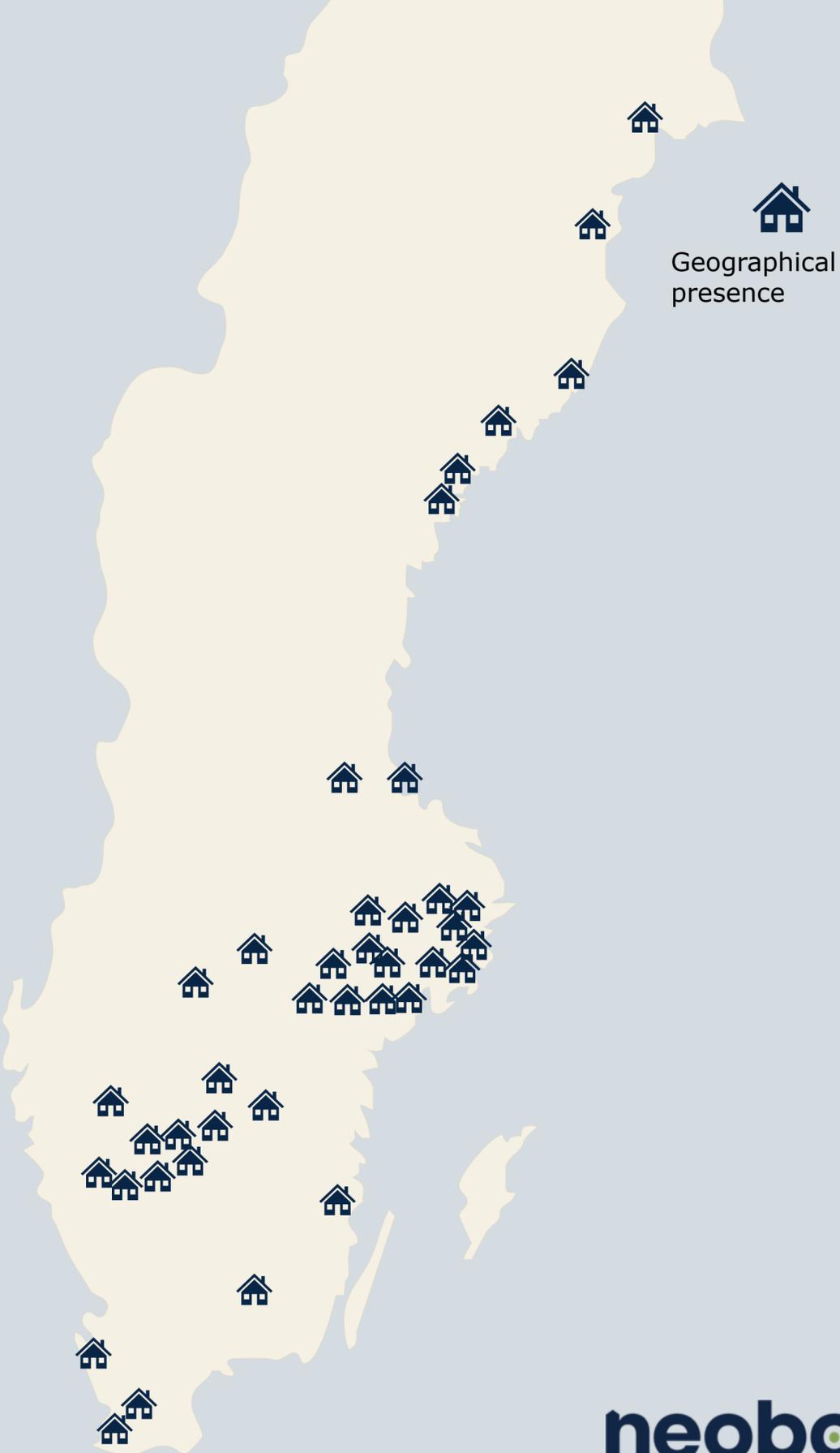


**95%**  
Residential properties

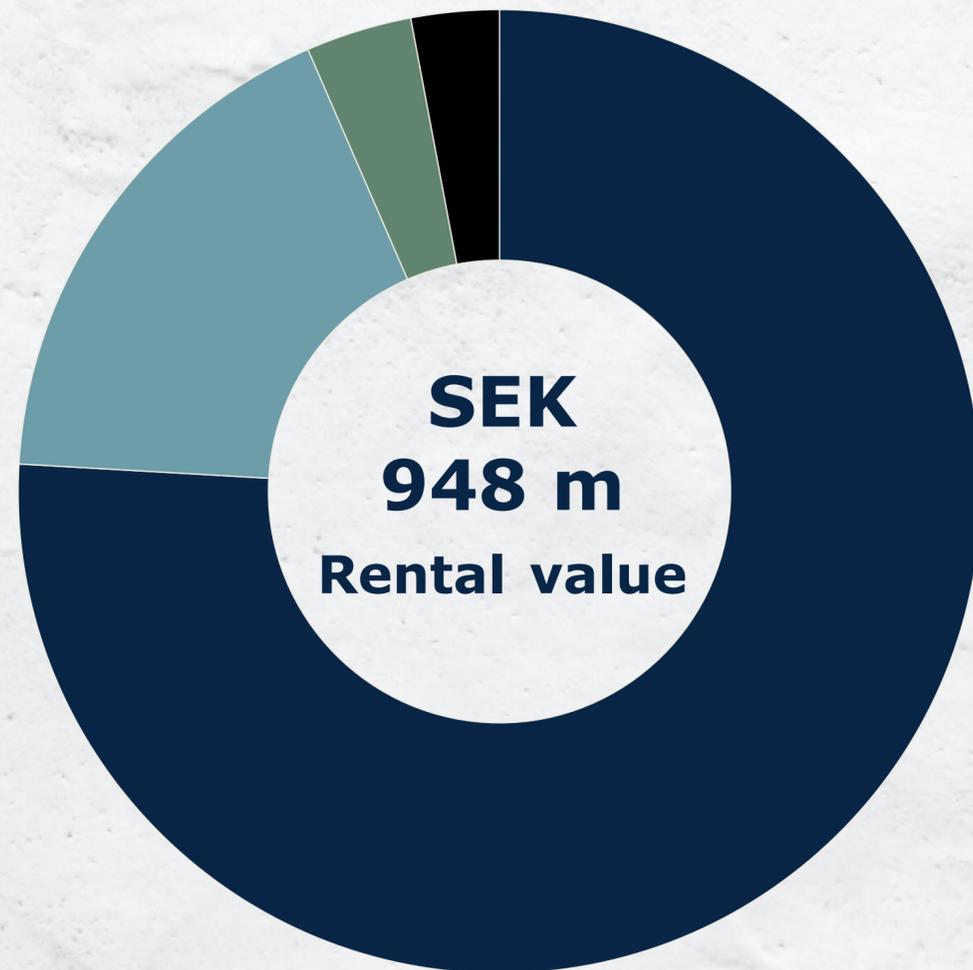
Number of properties  
**268**

Number of apartments  
**8,401**

Lettable area (sq.m.)  
**713,981**



# Increasing rental value



**SEK  
948 m**  
Rental value

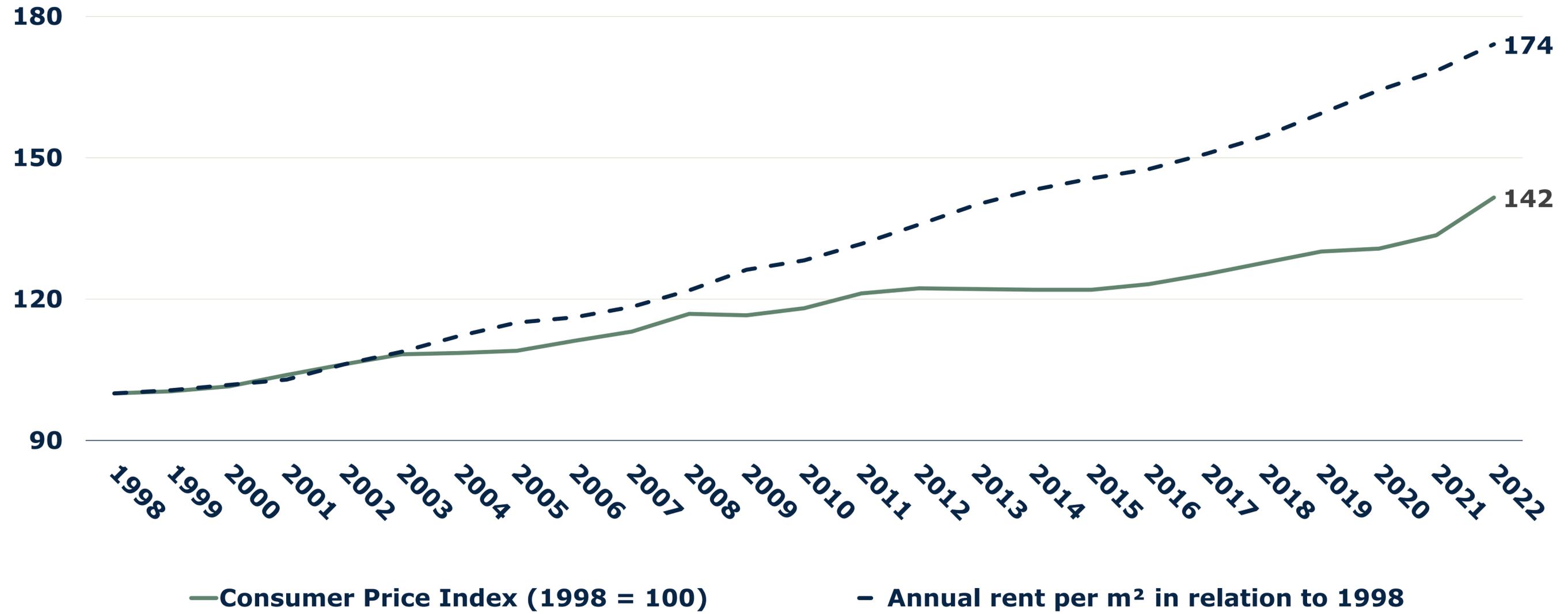
- Residential, 76%
- Commercial, 18%
- Community service, 4%
- Other, 2%

## Rent negotiations

**70% of the rental value for residentials agreed with increases on average of 4.3%**

# Historically, rent increases have exceeded inflation

Rent increase compared to CPI



# Top priority to increase the occupancy rate

Occupancy rate  
total

**91.7%**

-0.3% since Q4

Occupancy rate  
residential

**93.6%**

+0.2% since Q4



# Strong demand for rental apartments

**73%**

of municipalities in Sweden  
had a housing deficit in  
2021

**0.8%**

of all rental apartments in  
Sweden were vacant in  
2021

**63,400**

the annual requirement of  
new residential up to 2030  
according to Boverket

# Transaction volumes remain low

Quarter	Total volume, SEK	Share residential
Q1 2021	51 bn	29%
Q1 2022	62 bn	29%
Q1 2023	15 bn	10%

Source: Savills

# Sustainability

– a value creating part of our strategy

## Sustainability Ambitions

- Reduce energy consumption
- Increase the proportion of renewable energy
- Increase the proportion of environmentally certified properties
- Increase the perceived security of customers

Sustainability strategy with concrete targets under development



# Rapid payback for energy investment in Tidaholm

New ventilation units and solar cells on the roof resulted in 40 percent lower energy consumption





# Financial performance and key figures

# Result January – March 2023

Amounts in SEK m	2023-01-01	2022-01-01
	2023-03-31	2022-03-31
Rental income	+1.6% Like-for-like 214	209
Property management costs	-116	-120
<b>Net operating income</b>	<b>98</b>	<b>89</b> +6.6% Like-for-like
Central administration	-15	-13
<b>Profit before financial items</b>	<b>83</b>	<b>76</b>
Net financial items	-54	-40
<b>Profit from property management</b>	<b>29</b>	<b>36</b>

# Property value decreased by 2.6% during the quarter

- Unrealized value changes in properties of SEK -329 m
- Valuation yield on average, Q1 2023: 4.3%
- Valuation yield on average, Q4 2022: 4.1%

# Neobo has a strong financial position

## Key debt highlights as of March 2023

**47%**  
Loan-To-Value

**4.1y**  
Average debt duration

**3.0%**  
Average interest

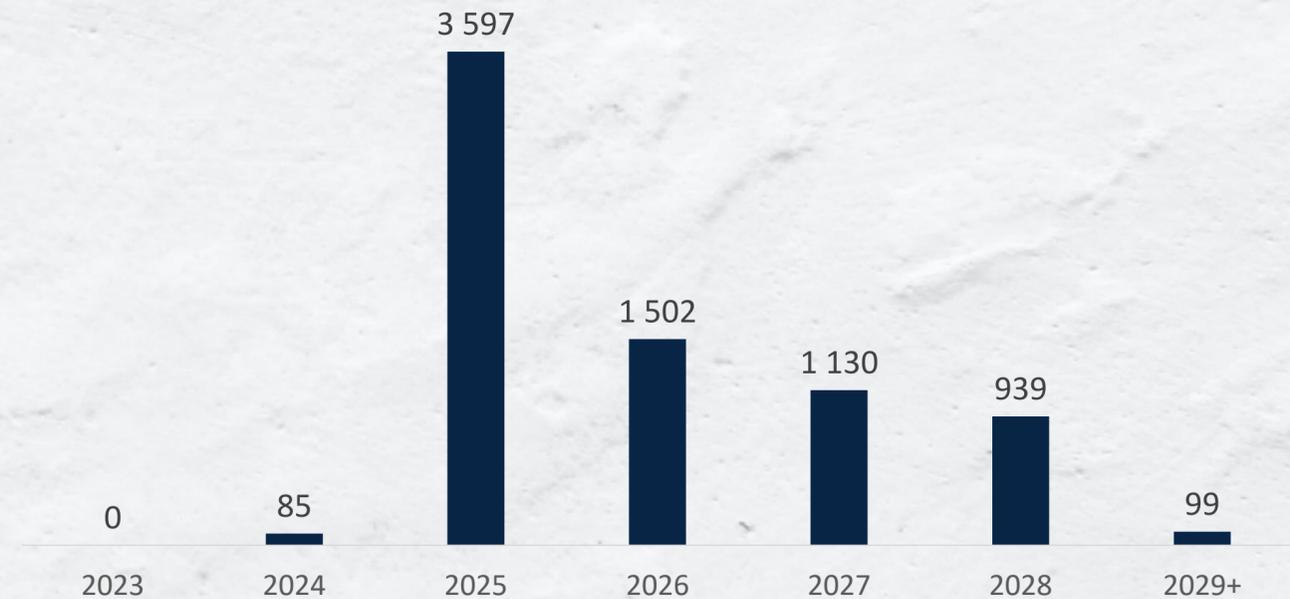
**2.3y**  
Avg. fixed interest term

**76%**  
Hedge ratio

**1.9x**  
Interest Coverage Ratio

## Debt maturity overview

SEK m



# Earnings capacity

SEK m	1 April 2023	1 January 2023
Rental value	948	924
Vacancy	-79	-74
<b>Rental income</b>	<b>869</b>	<b>850</b>
Property management costs	-365	-365
Property tax	-24	-23
<b>Net operating income</b>	<b>480</b>	<b>462</b>
Central administration	-50	-50
Net financial items	-222	-190
<b>Profit from property management</b>	<b>208</b>	<b>222</b>



Laxen 2 – Katrineholm

# Our largest shareholders

As of March 29, 2023

Shareholder	No. of shares	Percentage of share capital and voting right
Ilija Batljan	13,474,578	9.3%
Avanza Pension	8,355,295	5.8%
Arvid Svensson Invest	6,664,412	4.6%
Länsförsäkringar Funds	6,315,809	4.3%
Sven-Olof Johansson	5,500,000	3.8%
Swedbank Robur Funds	4,300,000	3.0%
Öst/Väst Capital Management	3,080,200	2.1%
Futur Pension	2,815,093	1.9%
Nordnet Pension Insurance	2,795,326	1.9%
Gösta Welandson with company	2,620,848	1.8%
Others	89,479,176	61.5%
<b>Total</b>	<b>145,400,737</b>	<b>100%</b>



Source: Modular Finance AB

# Key take aways

- Net operating income in like for like portfolio +6.6%
- Strong financial position
- Strong underlying demand for rental apartments and increasing occupancy rate in the residential portfolio
- Sustainability strategy with concrete targets under development

Questions are welcome!



# Contact information

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