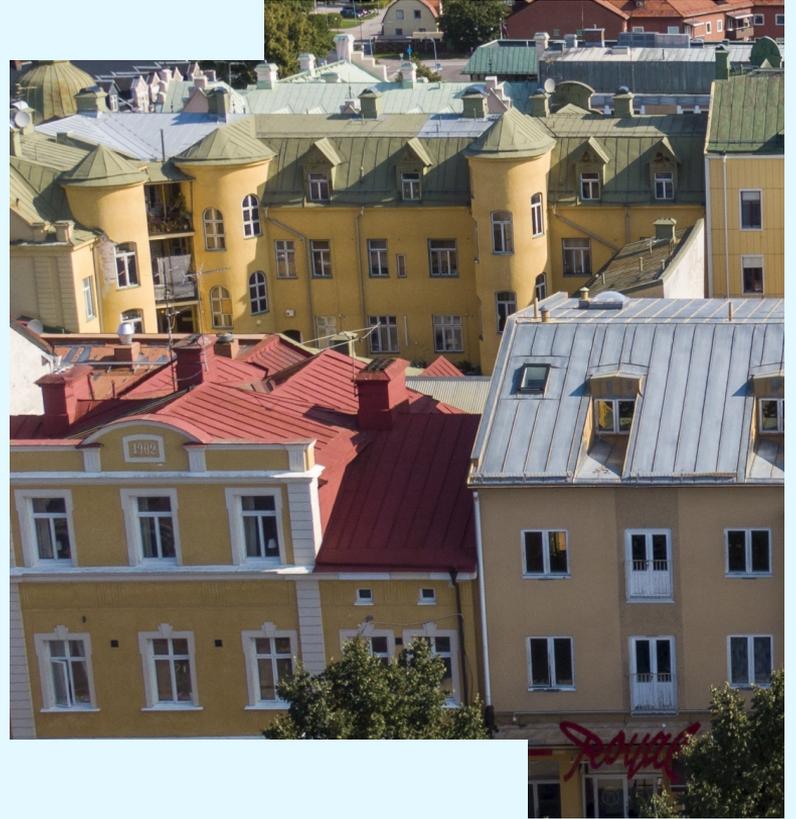


# neobo

Welcome to the presentation of  
Neobo's Interim report  
January - June 2024

Stockholm  
July 10, 2024



# Ylva Sarby Westman

CEO



neobo

# January-June 2024, SEK



**+7.3%**  
Like-for-like

**+3.4%**  
Like-for-like

**-1.5%**

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



# Value creating business model



# Residential focused portfolio

Property value (SEK)

13.7 bn

Share of residential properties

94%

Number of properties

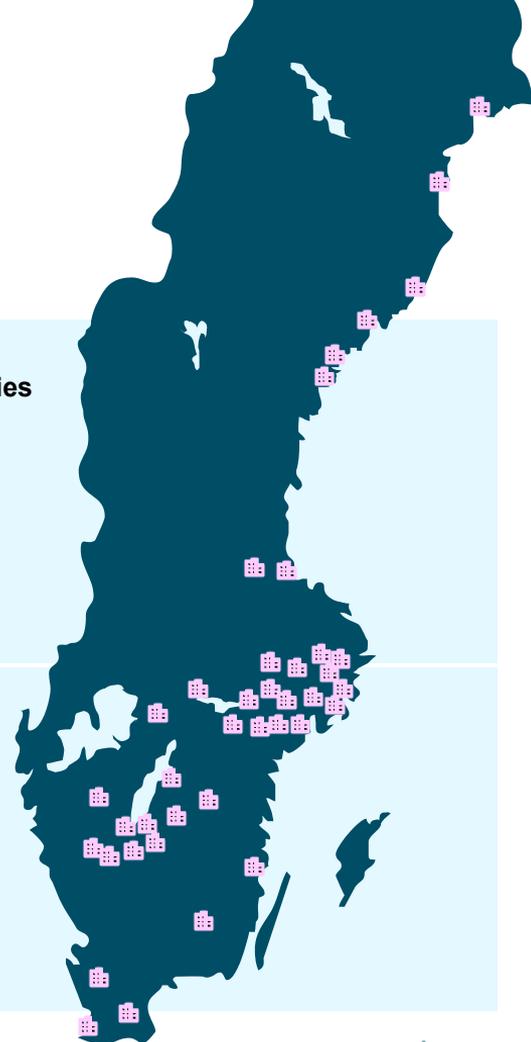
261

Number of apartments

8,300

Lettable area (sq.m.)

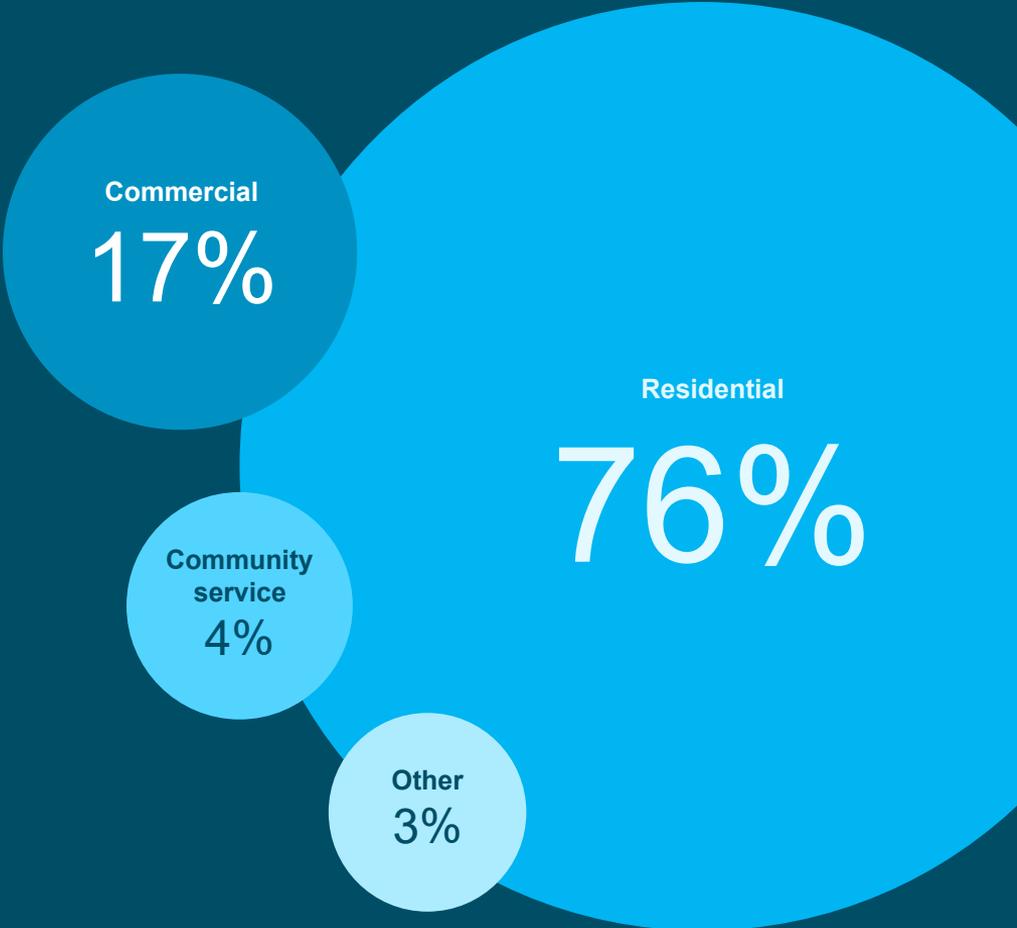
708,000



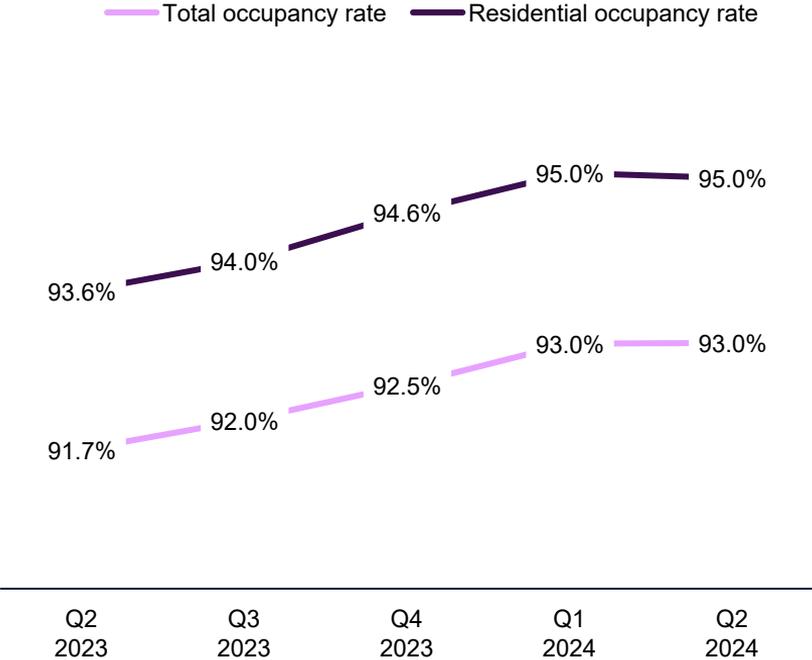
# Increasing rental value

SEK  
**1,003 m**

Total Rental value



# Increasing occupancy rate



Total occupancy rate has improved by 1.3 percentage points in the last twelve months



The number of vacant apartments in Falköping, Sundsvall and Örnsköldsvik has decreased from 144 to 42 since the start of Neobo



Value creating  
investments of SEK  
56 m with  
attractive return

## Case: Vårberg

Two apartments renovated in a property in Stockholm resulting in an average rent increase of 62 percent



Successful sale of a commercial property in Falun, at a price level 18 percent higher than the latest external valuation

# Sustainability



- Became members of the UN Global Compact
- Recruited 60 young people living in our areas as summer workers
- Analyzed insights from our customer survey and arranged 'Neobo days' in several of our areas
- Launched a 'Save water' campaign targeting our tenants



# Strong demand for rental apartments

- Low market vacancy in rental apartments
- Housing deficit in majority of municipalities
- Historically low level of new constructions



# Increasing transaction volumes



# Result January – June 2024

Amounts in SEK m	2024	2023
	Jan-Jun	Jan-Jun
Rental income	454	434
Property management costs	-224	-208
<b>Net operating income</b>	<b>229</b>	<b>226</b>
Central administration	-38	-40
<b>Profit before financial items</b>	<b>192</b>	<b>186</b>
Net financial items	-123	-111
<b>Profit from property management</b>	<b>68</b>	<b>75</b>

+7.3%  
Like-for-like



# Earnings capacity

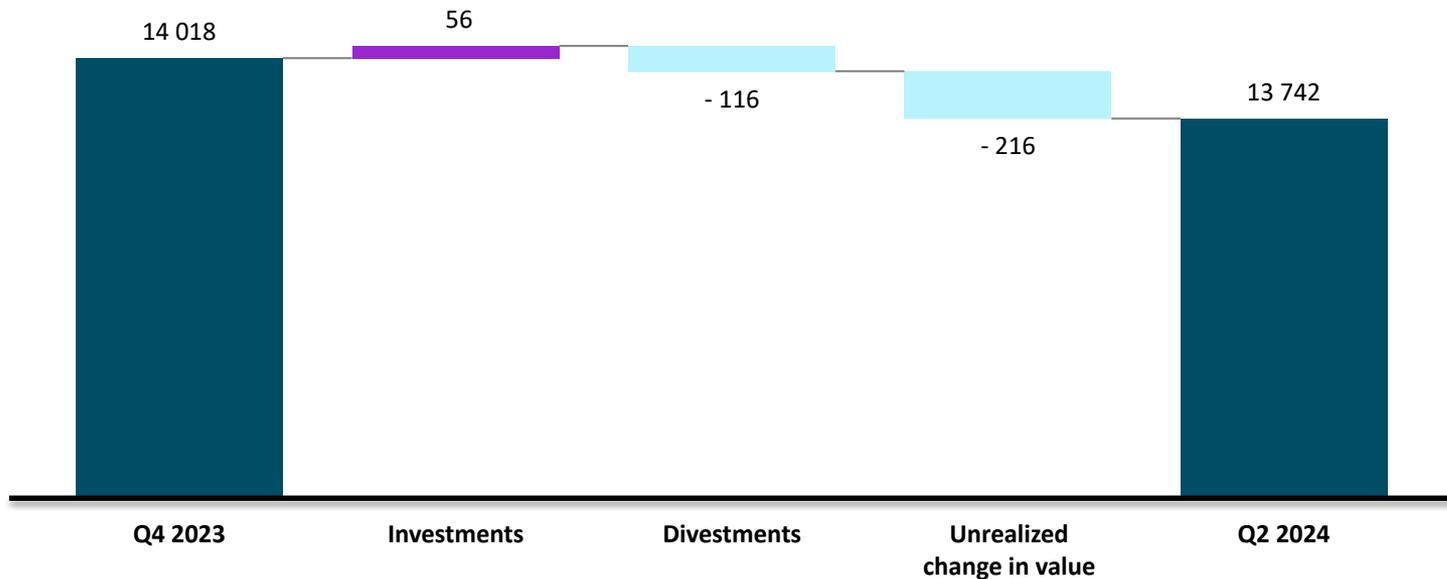
SEK m	1 July 2024	1 April 2024	1 January 2024	1 October 2023	1 July 2023
Rental value	1 003	992	969	959	956
Vacancy	-71	-70	-73	-76	-80
<b>Rental income</b>	<b>933</b>	<b>922</b>	<b>896</b>	<b>883</b>	<b>877</b>
Property management costs	-396	-390	-390	-380	-365
Property tax	-24	-24	-24	-24	-24
<b>Net operating income</b>	<b>512</b>	<b>508</b>	<b>482</b>	<b>479</b>	<b>488</b>
Central administration	-60	-60	-55	-55	-50
Net financial items	-237	-243	-250	-231	-227
<b>Profit from property management</b>	<b>215</b>	<b>205</b>	<b>177</b>	<b>192</b>	<b>211</b>
Net initial yield, %	3.8	3.7	3.5	3.4	3.3



# Unrealized value changes of minus 1.5%

## January - June 2024

Market value of Neobo's property portfolio, SEK m



Valuation yield:

- Q2 2024: 5.0%
- Q4 2023: 4.7%

# Neobo has a strong financial position

## Key debt highlights as of June 2024

**50.7%**

Loan-To-Value

**2.8y**

Average debt duration

**3.4%**

Average interest

**2.6y**

Avg. fixed rate period

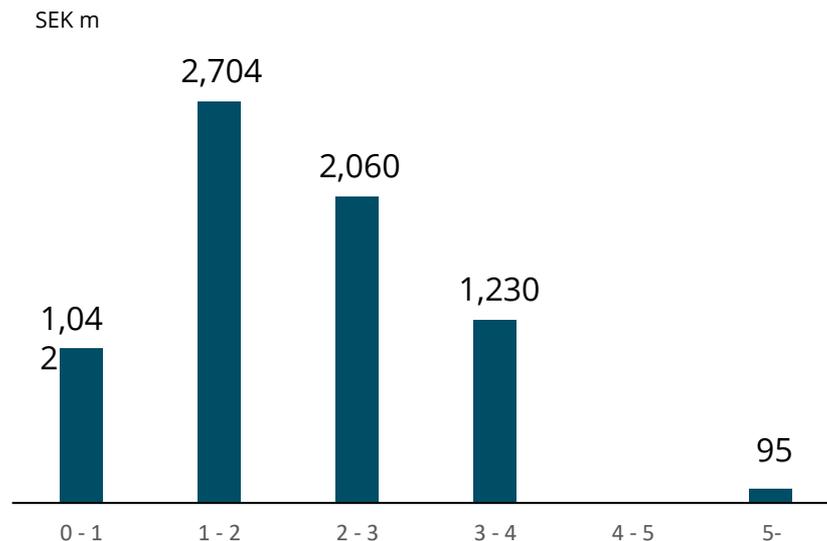
**75%**

Hedge ratio

**1.6x**

Interest Coverage Ratio

## Debt maturity overview



# Interest rate derivatives

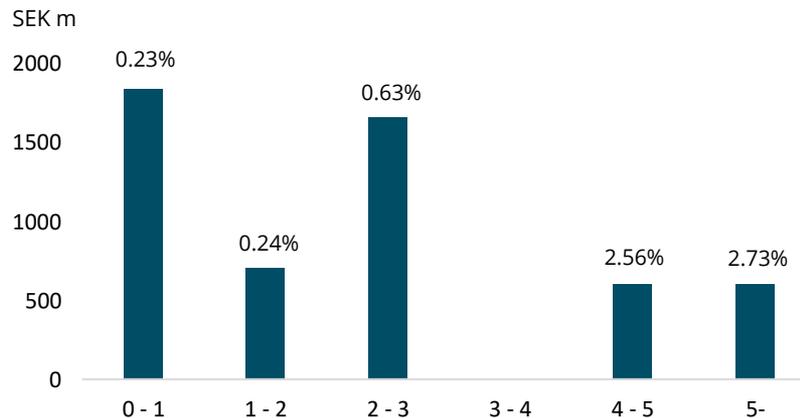
**SEK 5.4 bn**

Aggregated nominal value

**0.89 %**

Average interest rate

## Maturity structure and average interest rate



## Interest rate swaps, forward started

Start	Maturity	Nominal amount	Interest
2024-12	2027-09	375 m	0.95%
2024-09	2029-09	500 m	2.49%
2025-03	2030-03	500 m	2.40%

# Our largest shareholders

As of June 30<sup>th</sup> 2024

Shareholder	No. of shares	Percentage of share capital and voting right
ICA-handlarnas Förbund	15,000,000	10.3%
Avanza Pension	14,949,975	10.3%
Martin Larsén	13,776,035	9.5%
Arvid Svensson Invest	6,664,412	4.6%
Länsförsäkringar Fonder	5,586,449	3.8%
Sven-Olof Johansson	5,500,000	3.8%
Nordnet Pensionsförsäkring	3,611,670	2.5%
Futur Pension	3,202,696	2.2%
Gösta Welandson	2,620,848	1.8%
Handelsbanken Liv Försäkring AB	2,450,182	1.7%
Others	72,038,470	49.5%
<b>Total</b>	<b>145,400,737</b>	<b>100%</b>

Source: Modular Finance AB



## Key take aways

- Continued positive development of rental income and positive outlook
- Divestment of a retail property, at a price level 18 percent higher than the latest external valuation
- Refinancing of bank loans of 1 billion at attractive conditions
- Several steps on our sustainability journey has been taken

neobo

Good  
housing  
for all

neobo