

INTERIM REPORT

JANUARY - DECEMBER 2023

February 8, 2024

**WÄSTBYGG
GROUP**

TODAY'S PRESENTERS



JONAS JÖNEHALL

Chief Executive Officer



JESSICA GÅRDMO

Chief Financial Officer

WÄSTBYGG GROUP

A SUMMARY

Develop and build sustainable, modern and efficient homes, commercial properties and logistics and industrial properties

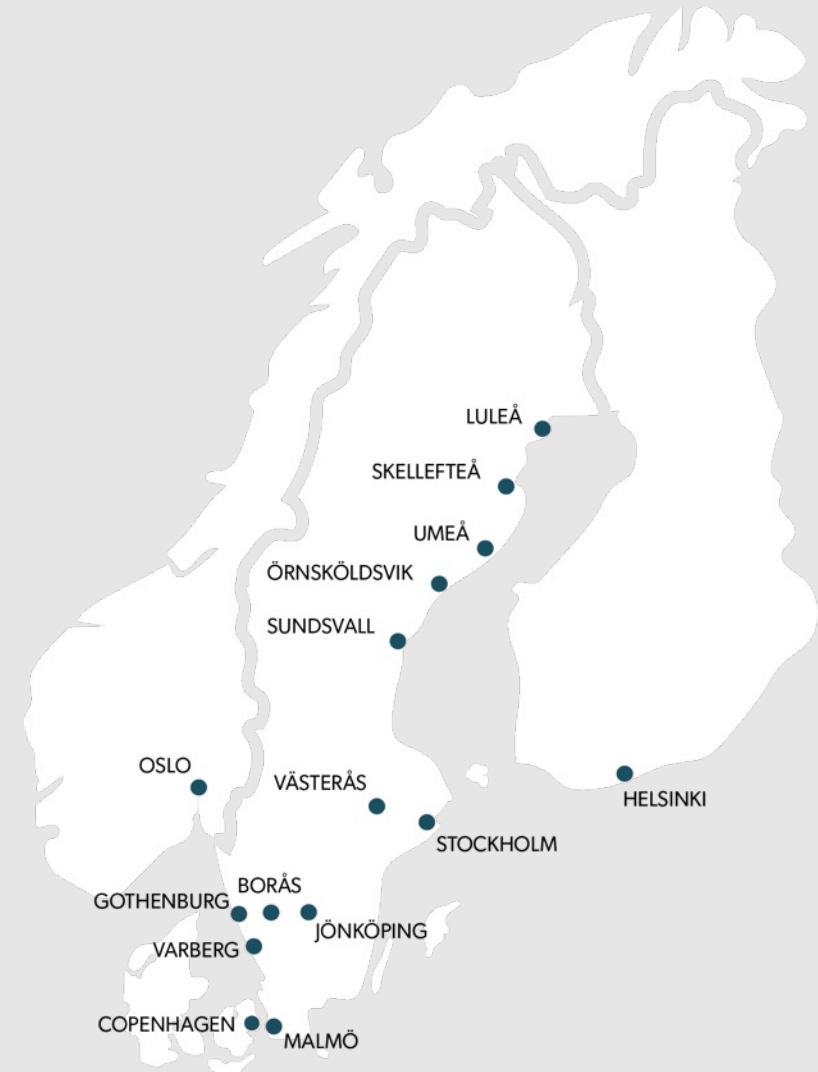
559
EMPLOYEES
DEC 31, 2023

WÄSTBYGG GROUP

RESIDENTIAL

COMMERCIAL

LOGISTICS AND
INDUSTRY





FOURTH QUARTER 2023

IN BRIEF

- Record breaking order intake for a single quarter restoring the order backlog close to levels seen in 2021/2022.
- Financial result negatively mainly impacted by down-writings in own-developed residential projects and a few bankruptcies amongst subcontractors in critical project stages.
- Lowered debt ratio according to plan with strengthened equity ratio as a result.

FOURTH QUARTER 2023

SIGNIFICANT EVENTS

- Logistic Contractor entered into an agreement with Ahlsell Norway to develop and construct a 62,000 sqm. logistics facility outside Oslo.
- All conditions related to the agreement signed with H2 Green Steel in the spring of 2023 was fulfilled during the fourth quarter.
- In accordance with the amended T&C's the company's green bond was amortized SEK 50m on December 15th.



FOURTH QUARTER 2023

KEY FIGURES

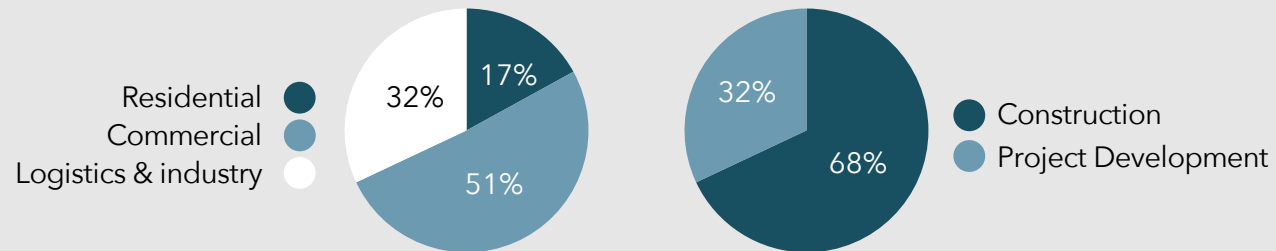
SEK 1.1 bn
Revenue (1.8 bn)

-25.5%
EBIT margin (1.1%)

SEK 3.0 bn
Order intake (0.9 bn)

SEK 6.2 bn
Order backlog (5.8 bn)

DISTRIBUTION OF REVENUE



As of Q2 2020 the Company consolidates tenant-owner associations related to development projects (IFRS recalculated). Figures shown above follow the Company's segment reporting (IFRS), which does not consolidate tenant-owner associations. Please refer to the appendix for the effect of the difference in accounting.

ÖLMSTADSKOLAN, JÖNKÖPING



JANUARY-DECEMBER 2023

KEY FIGURES

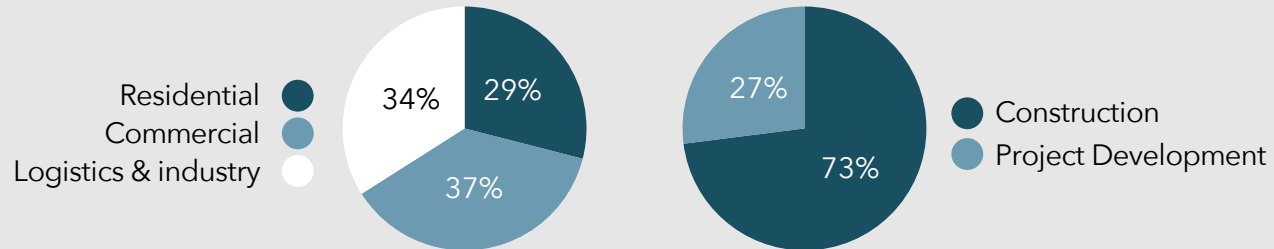
SEK 4.8 bn
Revenue (5.8 bn)

-10.4%
EBIT margin (1.5%)

SEK 5.5 bn
Order intake (5.0 bn)

SEK 6.2 bn
Order backlog (5.8 bn)

DISTRIBUTION OF REVENUE



As of Q2 2020 the Company consolidates tenant-owner associations related to development projects (IFRS recalculated). Figures shown above follow the Company's segment reporting (IFRS), which does not consolidate tenant-owner associations. Please refer to the appendix for the effect of the difference in accounting.



H2 GREEN STEEL, BODEN

RESIDENTIAL

SEGMENT DEVELOPMENT

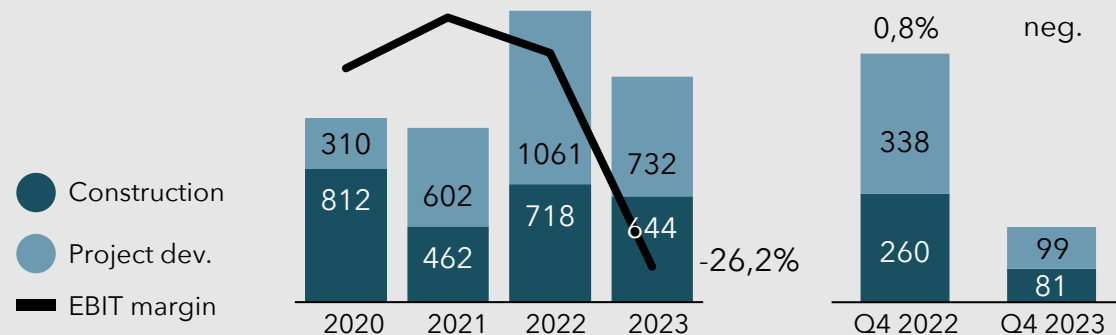
- Focus on multi dwelling buildings (condominiums and rental apartments) and student housing.
- Construction and project development.

PRODUCTION, NUMBER OF FLATS

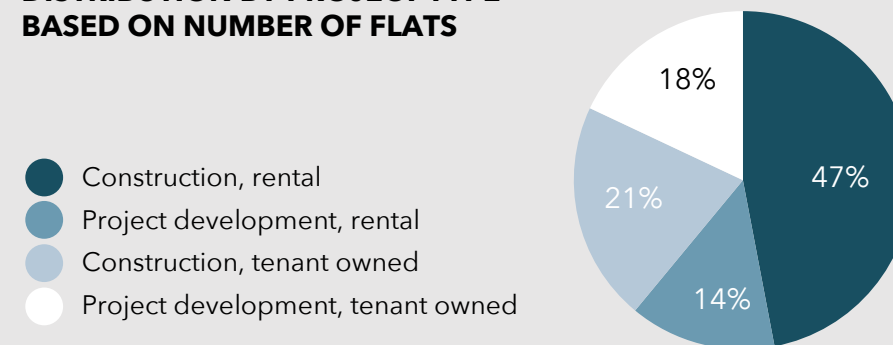
Completed during the fourth quarter	248
Ongoing December 31	1,231
- of which construction	830
- of which project development	401



REVENUE, SEK M



DISTRIBUTION BY PROJECT TYPE BASED ON NUMBER OF FLATS



As of Q2 2020 the Company consolidates tenant-owner associations related to development projects (IFRS recalculated). Figures shown above follow the Company's segment reporting (IFRS), which does not consolidate tenant-owner associations. Please refer to the appendix for the effect of the difference in accounting.

COMMERCIAL

SEGMENT DEVELOPMENT

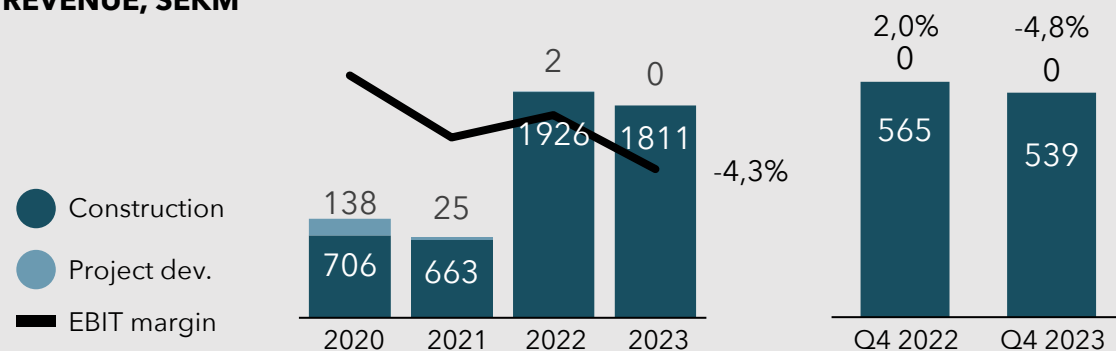
- Focus on commercial properties including retail, offices, community service properties and hotels.
- Construction and project development.

PRODUCTION, NUMBER OF SQM

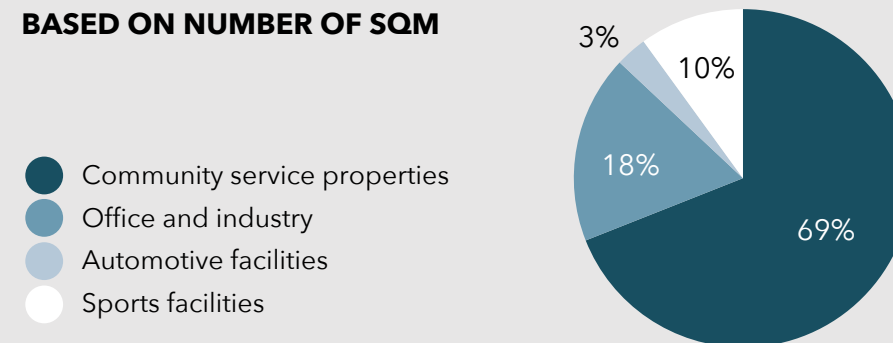
Completed during the fourth quarter	8,100
Ongoing December 31	131,250
- of which construction	128,250
- of which project development	3,000



REVENUE, SEK M



DISTRIBUTION BY PROJECT TYPE BASED ON NUMBER OF SQM



As of Q2 2020 the Company consolidates tenant-owner associations related to development projects (IFRS recalculated). Figures shown above follow the Company's segment reporting (IFRS), which does not consolidate tenant-owner associations. Please refer to the appendix for the effect of the difference in accounting.

LOGISTICS AND INDUSTRY

SEGMENT DEVELOPMENT

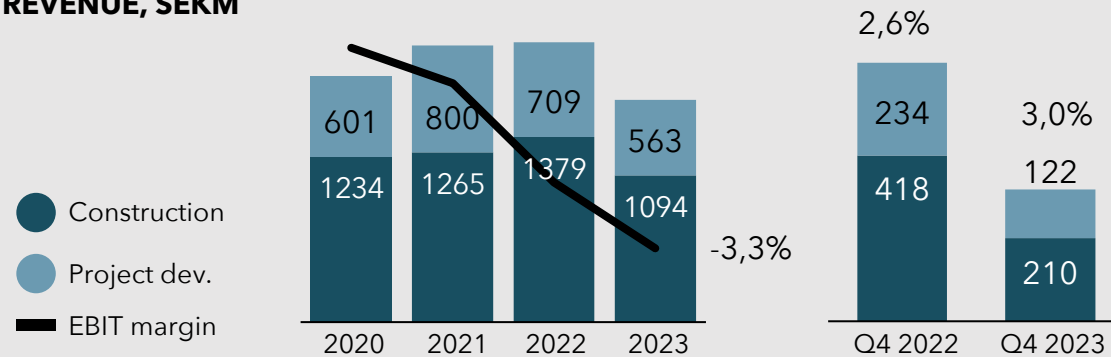
- Focus on larger logistics and industrial buildings under the brand of LC.
- Construction and project development.

PRODUCTION, NUMBER OF SQM

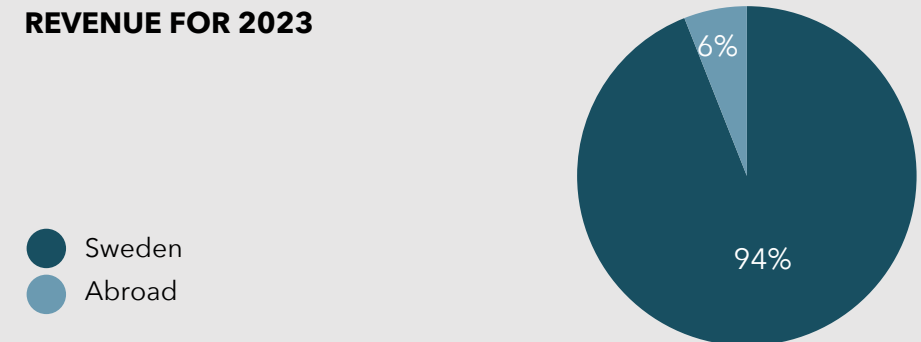
Completed during the fourth quarter	80,000
Ongoing December 31	429,000
- of which construction	346,400
- of which project development	82,600



REVENUE, SEK M

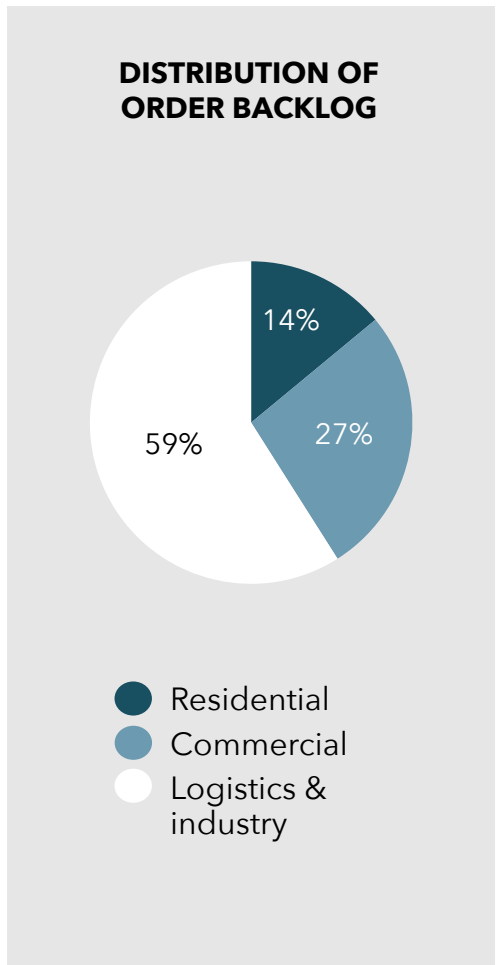
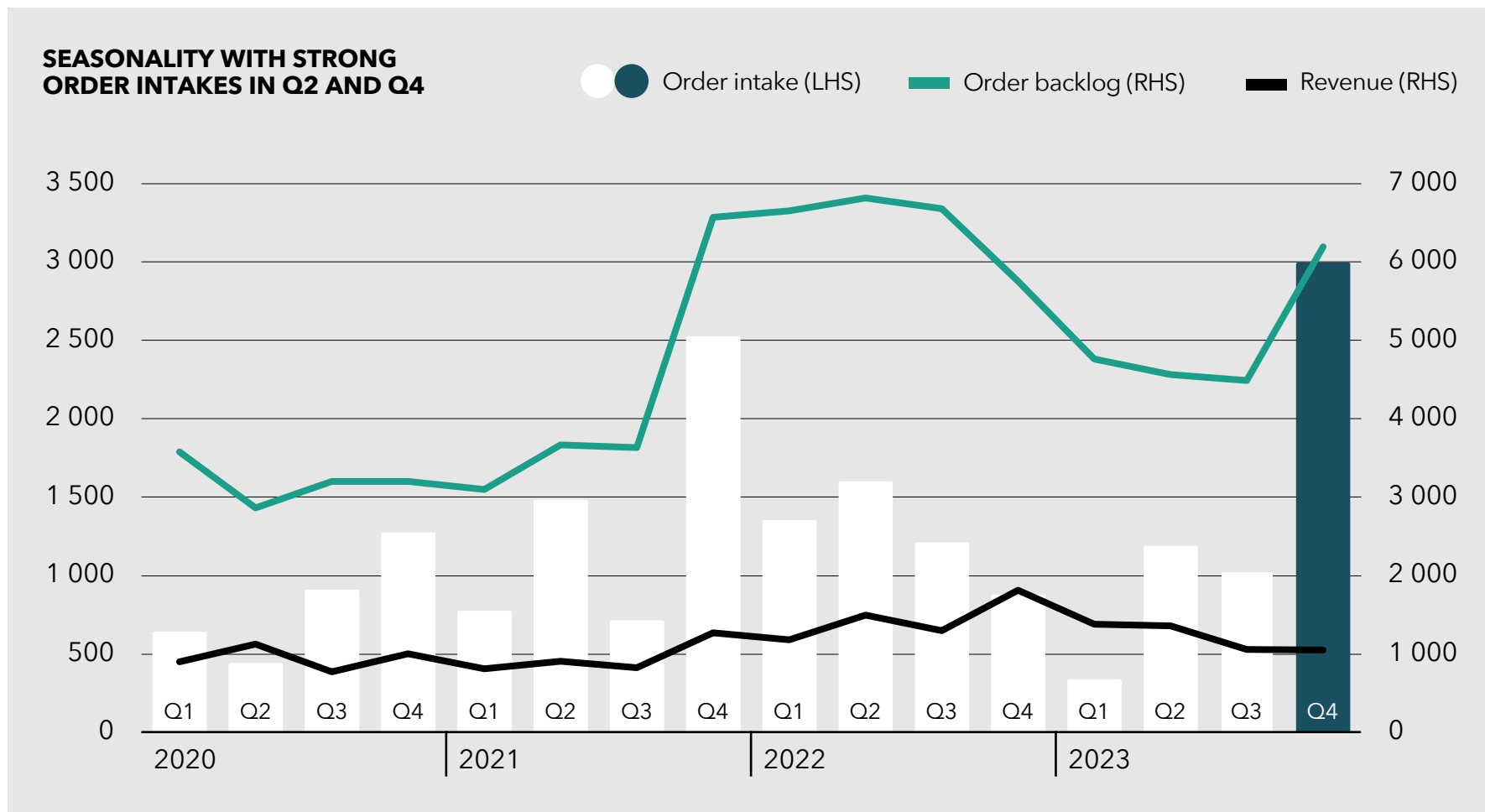


DISTRIBUTION BY REVENUE FOR 2023



As of Q2 2020 the Company consolidates tenant-owner associations related to development projects (IFRS recalculated). Figures shown above follow the Company's segment reporting (IFRS), which does not consolidate tenant-owner associations. Please refer to the appendix for the effect of the difference in accounting.

ORDER INTAKE AND BACKLOG SINCE 2020



As of Q2 2020 the Company consolidates tenant-owner associations related to development projects (IFRS recalculated). Figures shown above follow the Company's segment reporting (IFRS), which does not consolidate tenant-owner associations. Please refer to the appendix for the effect of the difference in accounting.

MEDIUM TERM FINANCIAL TARGETS

	TARGET	OUTCOME
<ul style="list-style-type: none"> • Continuous profitable growth going forward • Continued focus on risk avoidance and profitability in every project • Build a balanced portfolio of project development projects across all segments • The board proposes, in accordance with the amended T&Cs for the green bond, that the AGM votes for no dividend to take place in connection with the 2024 AGM 	Annual growth target	10% over time 8.4% CAGR'20-LTM
	EBIT margin	>6% -10.4% 2023
	Equity / assets ratio	≥25% 36% 2023

As of Q2 2020 the Company consolidates tenant-owner associations related to development projects (IFRS recalculated). Figures shown above follow the Company's segment reporting (IFRS), which does not consolidate tenant-owner associations. Please refer to the appendix for the effect of the difference in accounting.



SUMMARY

- Further strengthened order backlog and equity ratio
- Persistent focus on restoring profitability levels
- Continued reduction of the group's debt ratio going forward
- Continued challenging market and tough competition
- Expected interest rate cuts and decreasing inflation gives hope for one more positive market development in the coming year
- With a stronger organization focusing on our core business, we are better adapted to current and expected future market conditions

Q&A



JONAS JÖNEHALL

Chief Executive Officer



JESSICA GÅRDMO

Chief Financial Officer



**Next interim report:
May 7, 2024**

THANK YOU!