



WÄSTBYGG

INTERIM REPORT
JANUARY - SEPTEMBER 2020

Today's presenters



JÖRGEN ANDERSSON

Chief Executive Officer



JONAS JÖNEHALL

CFO and Deputy CEO

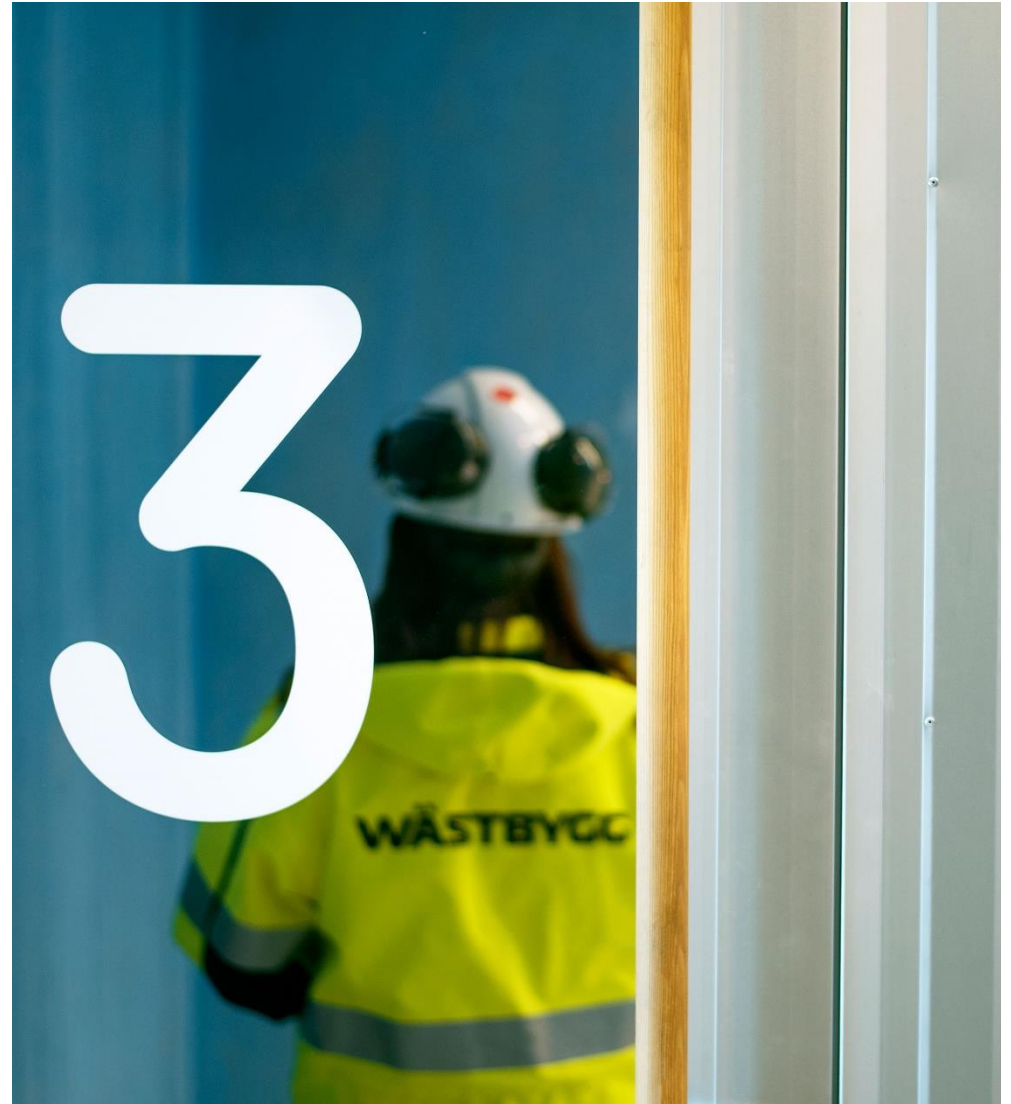


MARIE LINDEBÄCK

Head of Investor Relations/
Deputy Head of Sustainability

Agenda

- Wästbygg Gruppen
- Q3 Results
- Summary
- Q&A



Wästbygg – a summary

3 segments

Residential, Commercial and
Logistics and industry

4

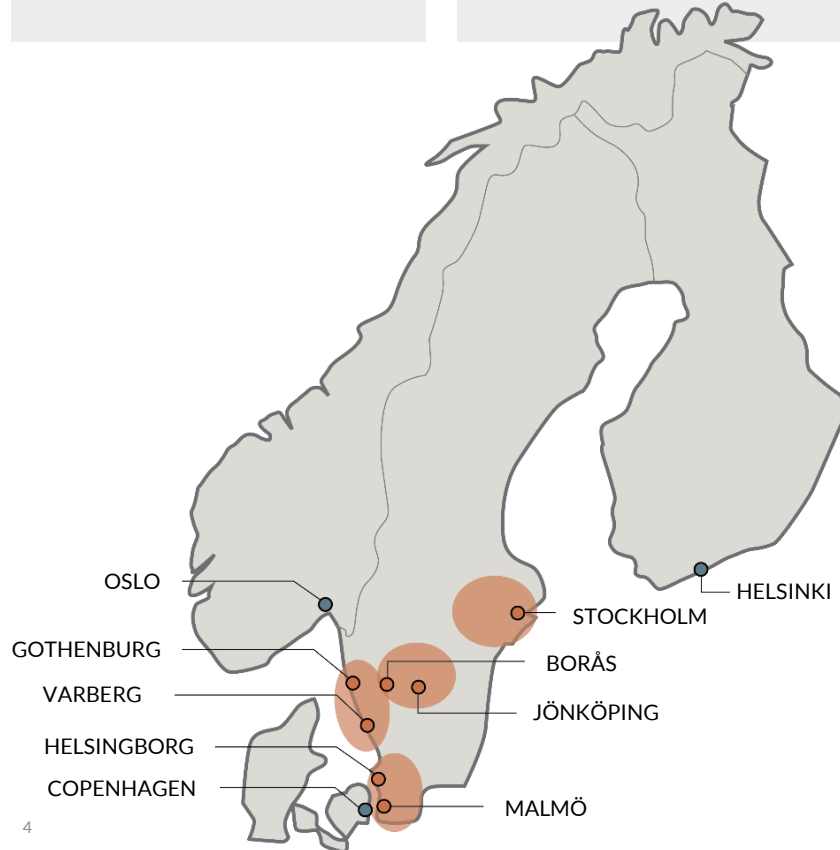
Group Companies

315

Employees Sep-20

40th

Year of operation



Wästbygg AB



Construction of residential and
commercial properties

Wästbygg Projektutveckling AB



Property development of residential
and commercial properties

Logistic Contractor AB



Construction and property development
of logistics and industrial properties

Inwita Fastigheter AB



Property management of community
service properties

A sustainable business

SUSTAINABILITY INTEGRATED IN THE BUSINESS MODEL

Sustainability well integrated with operations

Sustainability a natural part of the business

Sustainability reports since 2016
Climate reports since 2018

Sustainability reporting

In-house competence

Specialist competences
Dedicated operating functions

Boaktiva, climate smart construction site, health and safety follow-up as well as equal treatment plan

Implemented tools



Reduce climate impact

- fossil free by 2030

BREEAM® SE



Wästbygg – key highlights

SEK 2.8 bn

Revenue Jan-Sep 2020

5.9 %

EBIT margin Jan-Sep 2020

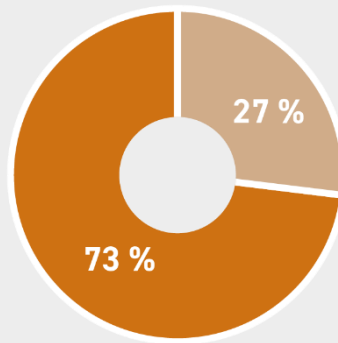
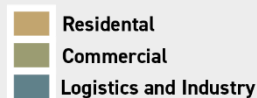
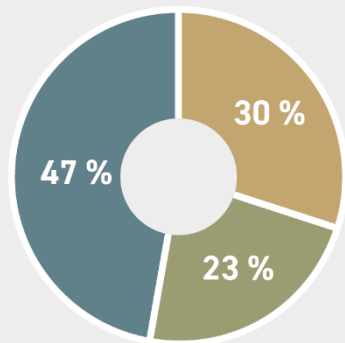
SEK 2.0 bn

Order intake Jan-Sep 2020

SEK 3.2 bn

Order backlog Sep-20

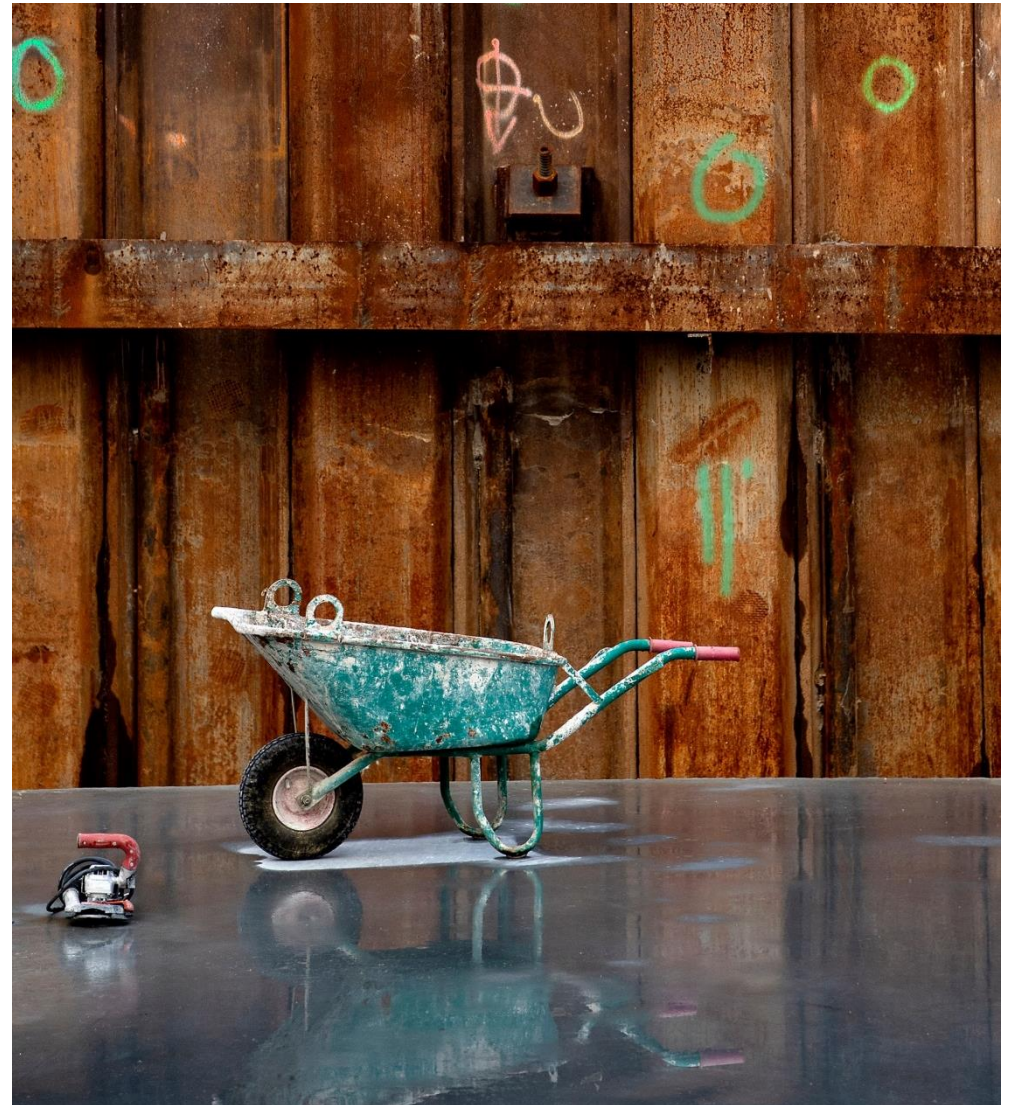
DISTRIBUTION OF REVENUE (JAN-SEP 2020)



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.

In focus during Q3

- Preparation for listing on Nasdaq
- Impact of Covid 19
- High activity in the market



Significant events

IN THE THIRD QUARTER 2020

Two self-developed logistics facilities and a self-developed residential project were sold during the quarter. The total sales value amounted to SEK 974 million.

- Contract signed with NREP for the acquisition of Vårbergstoppen in Stockholm with 174 student housing units.
- Contract signed with Catena for the sale of a self-developed logistics facility in Borås.
- Contract signed with Aberdeen Standard Investments for the sale of a self-developed logistics facility in Örebro.



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Significant events

IN THE THIRD QUARTER 2020

The quarter's new orders amounted to SEK 900 million and consist for the most part of four major construction contracts within Residential and a logistics project.

- Contract signed with Junehem to build 65 rental apartments in Taberg outside Jönköping.
- Contract signed with Tobin Properties to build 60 tenant-ownership association apartments in Nacka.
- Contract signed with Goda Vattnet Projekt AB to build 61 tenant-ownership association apartments in Lund.
- A construction contract signed with Catena to build a logistics facility of 11,100 sqm in Åstorp.



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Selected projects JAN - SEP 2020



Segment development RESIDENTIAL

DESCRIPTION

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



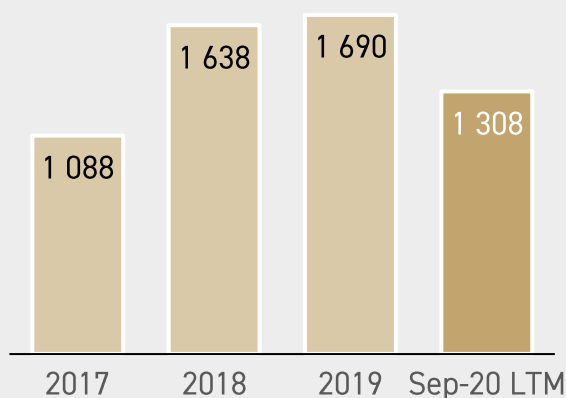
KEY FACTS



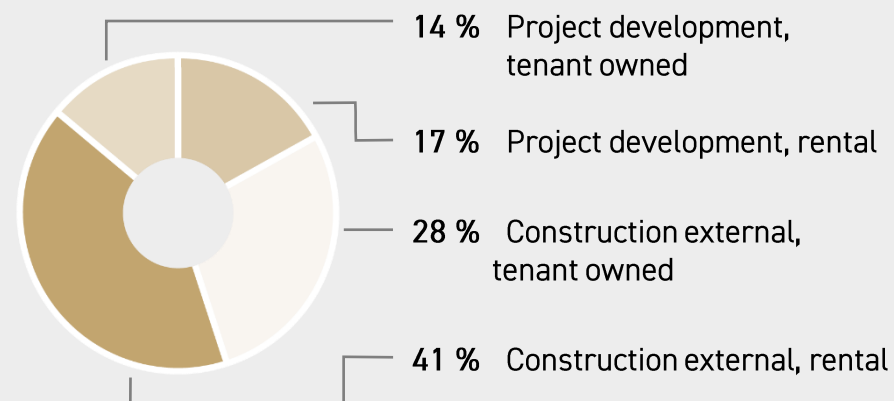
PRODUCTION, NUMBER OF FLATS

Completed during the period	51
Ongoing September 30, construction external contracts	1,008
Ongoing September 30, project development	461
Total in progress	1,469

REVENUE, SEK M



DISTRIBUTION BY PROJECT TYPE BASED ON THE NUMBER OF FLATS



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Segment development COMMERCIAL

DESCRIPTION

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



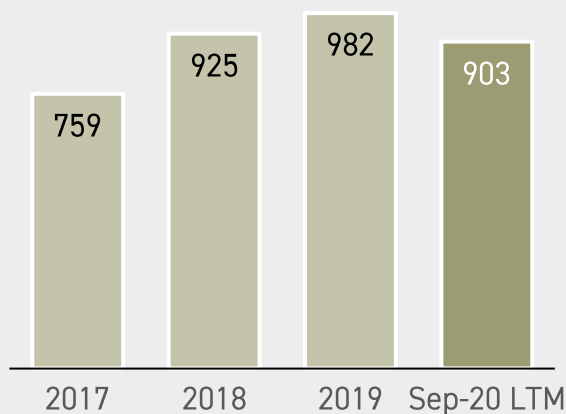
PRODUCTION, NUMBER OF SQM

Completed during the period	3,000
Ongoing September 30, construction external contracts	95,185
Ongoing September 30, project development	8,600
<i>Sheltered housing Häggen, built for own management, is not included in the order stock</i>	2,900
Total in progress	106,685

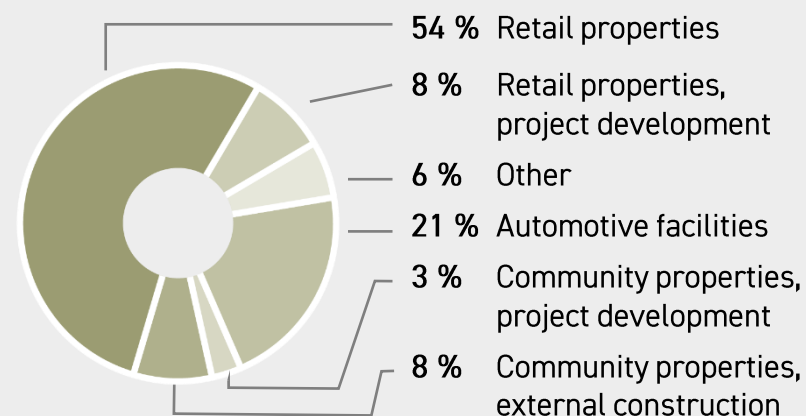
KEY FACTS



REVENUE, SEKM



DISTRIBUTION BY PROJECT TYPE BASED ON THE NUMBER OF SQM



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Segment development

LOGISTICS AND INDUSTRY

DESCRIPTION

- Focus on larger logistics and industrial buildings under the brand of Logistic Contractor
- Construction and property development

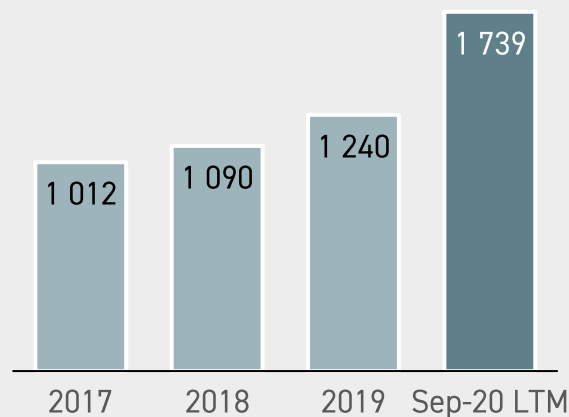
KEY FACTS



PRODUCTION, NUMBER OF SQM

Completed during the period	55,000
Ongoing September 30, construction external contracts	125,300
Ongoing September 30, project development	134,000
Total in progress	259,300

REVENUE, SEKM

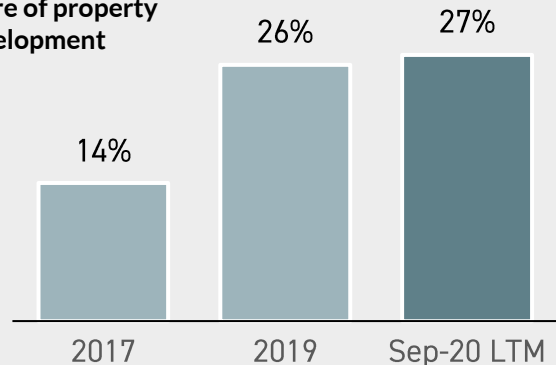


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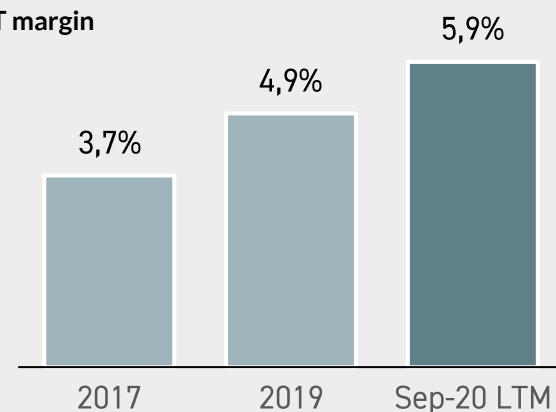
Increasing share of property development driving profitability

INCREASED FOCUS ON PROPERTY DEVELOPMENT DRIVES HIGHER MARGINS

Share of property development



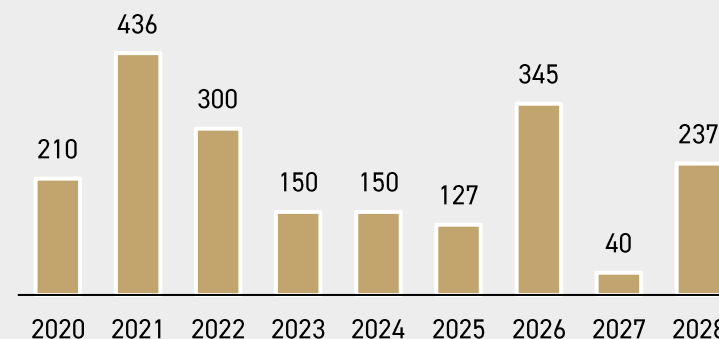
EBIT margin



STRONG PORTFOLIO OF BUILDING RIGHTS TO FURTHER INCREASE THE SHARE OF PROPERTY DEVELOPMENT

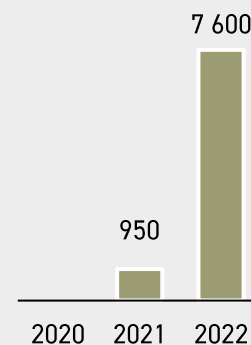
Residential

Estimated production starts (no. of units)



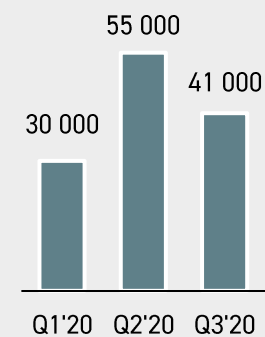
Commercial

Estimated production starts (area, sqm)



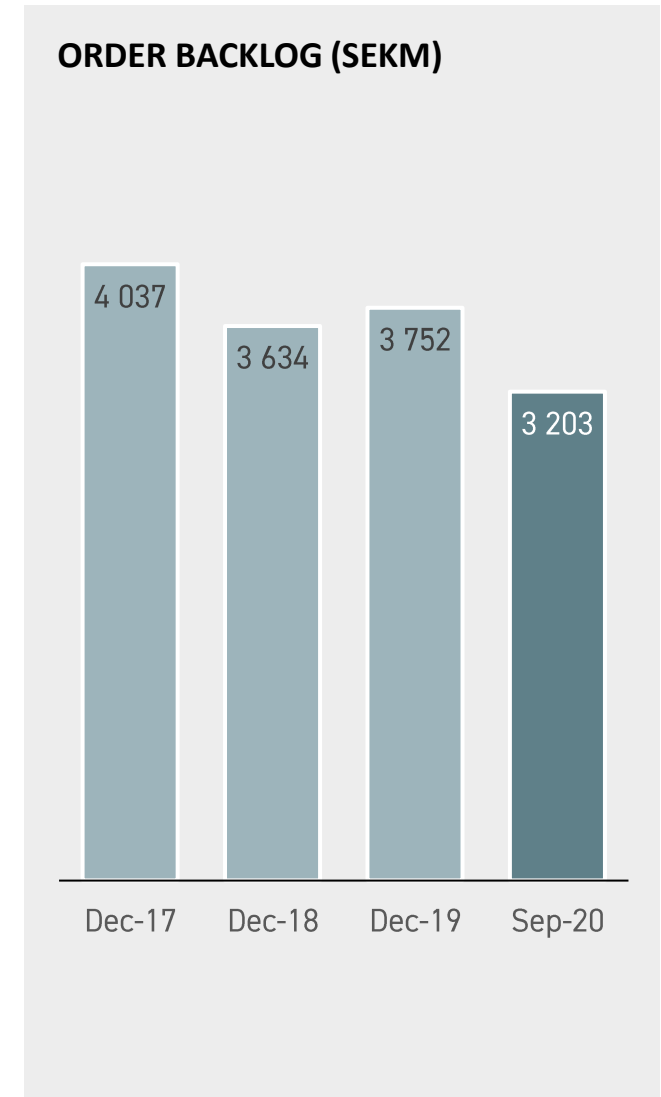
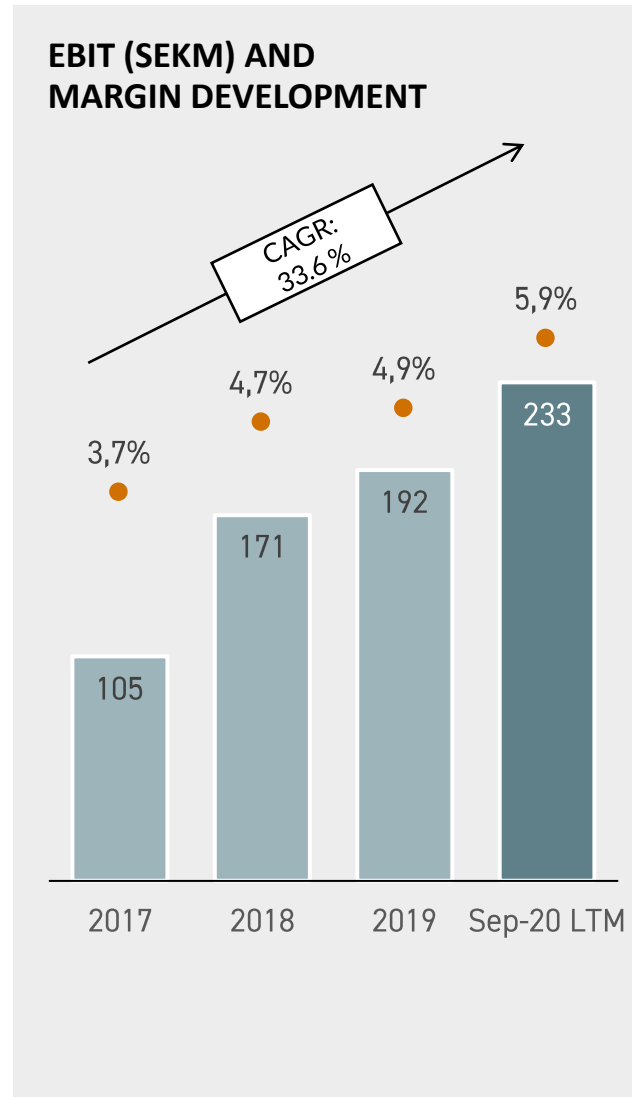
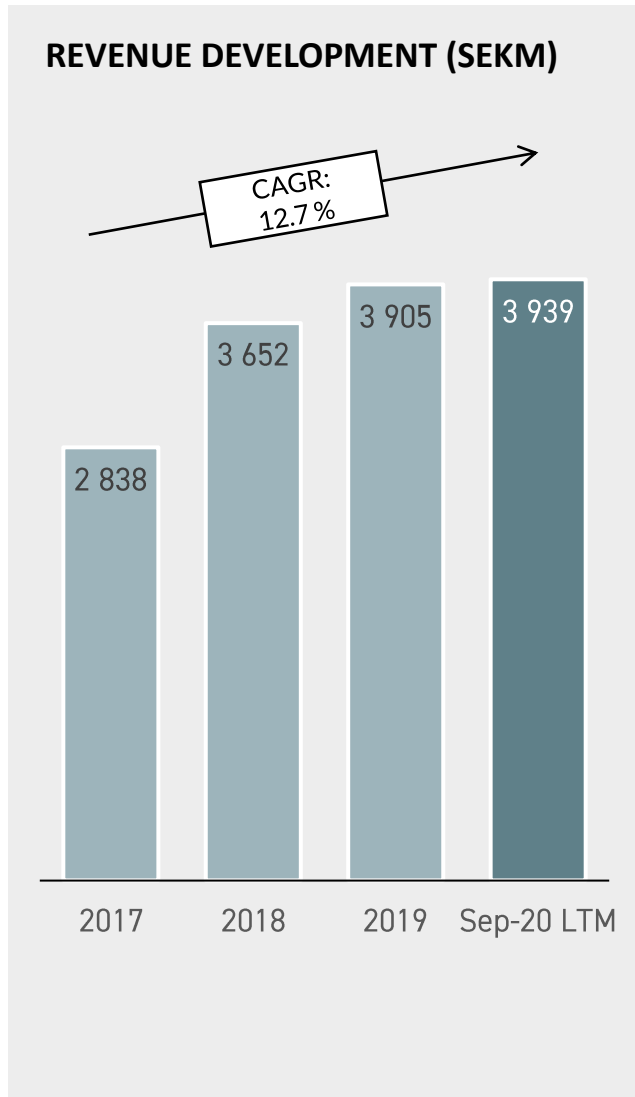
Logistics and industry

Production starts (area, sqm)



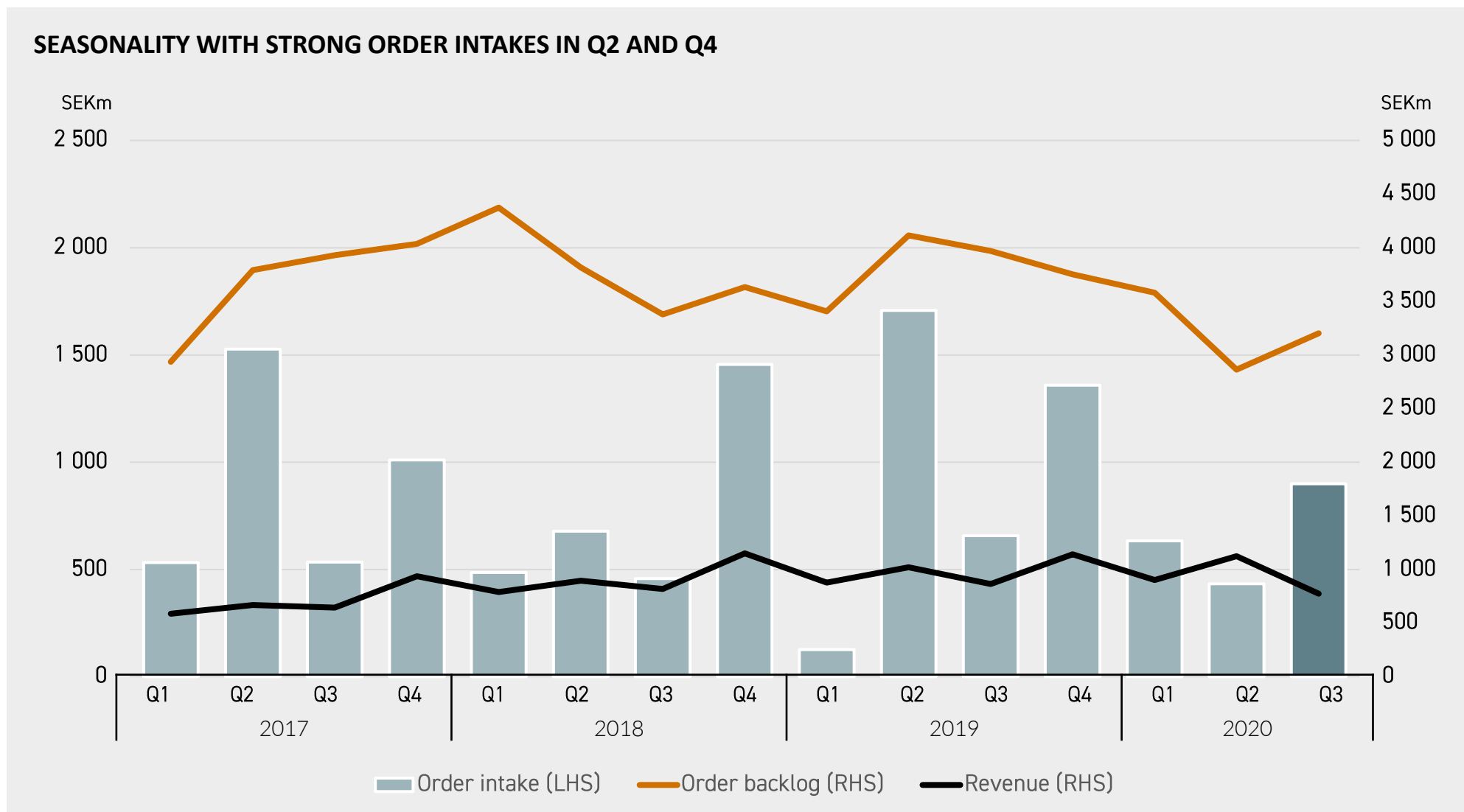
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Strong and profitable growth



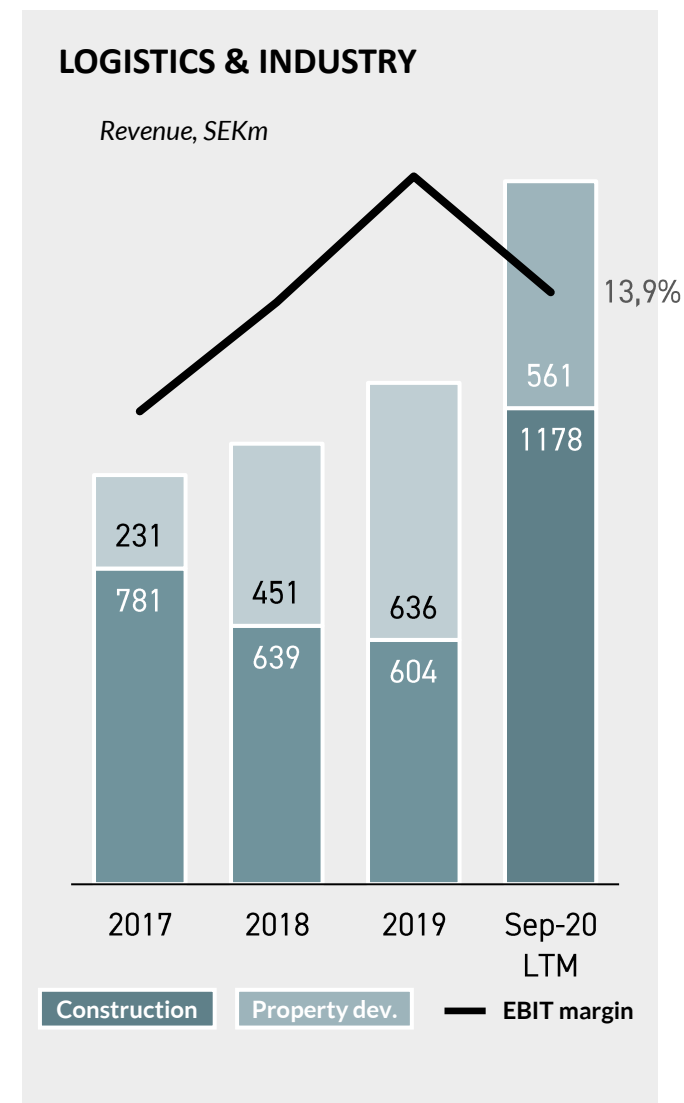
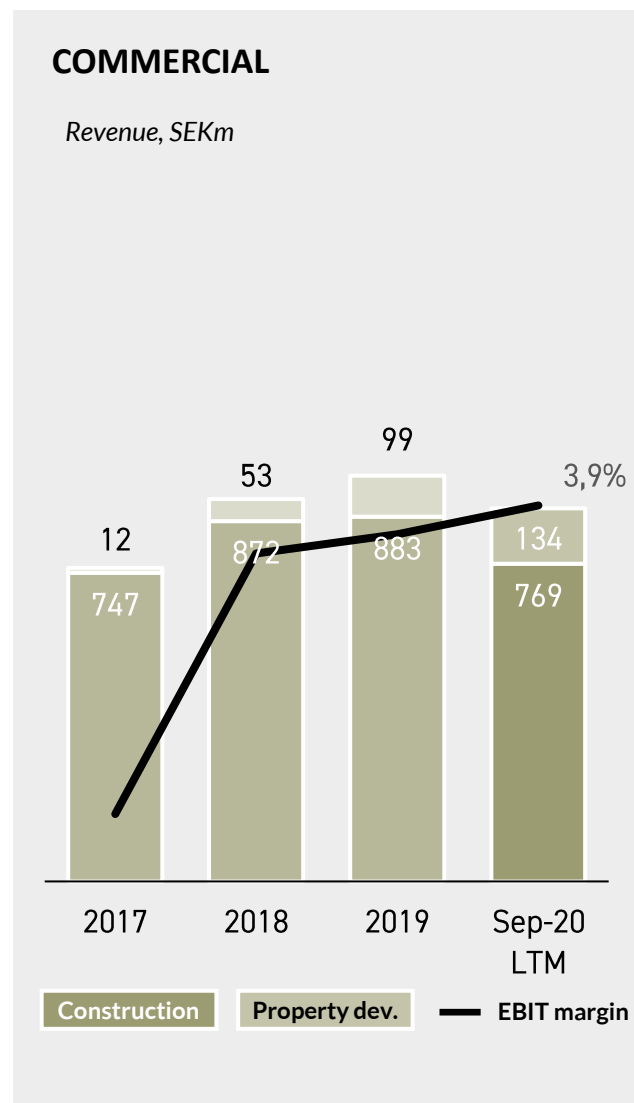
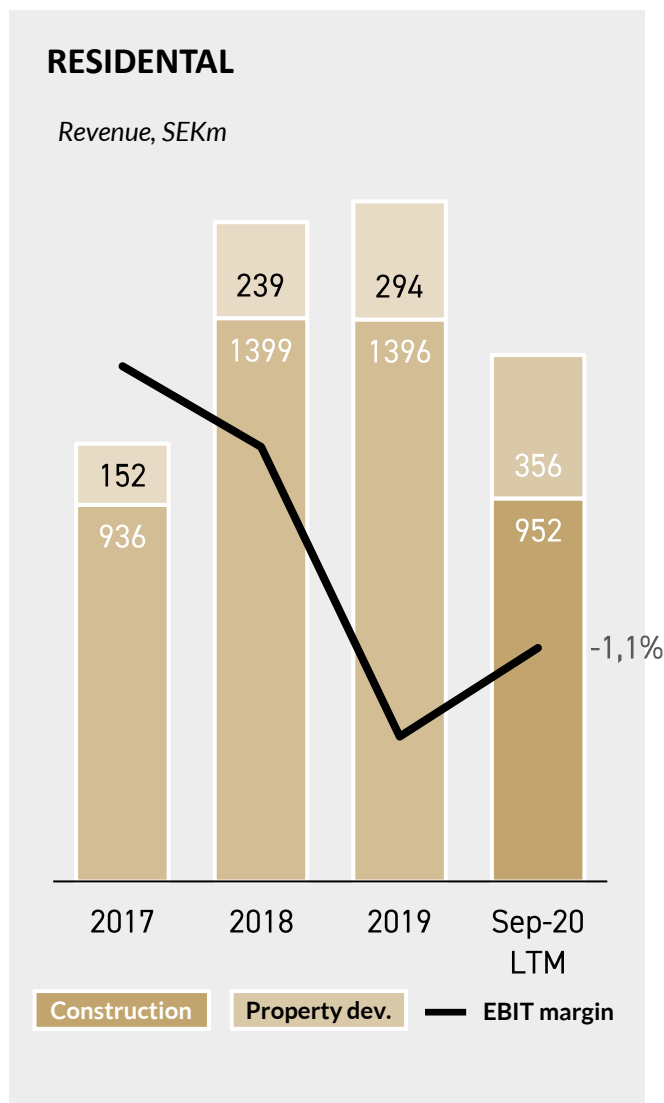
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Order intake and backlog SINCE 2017



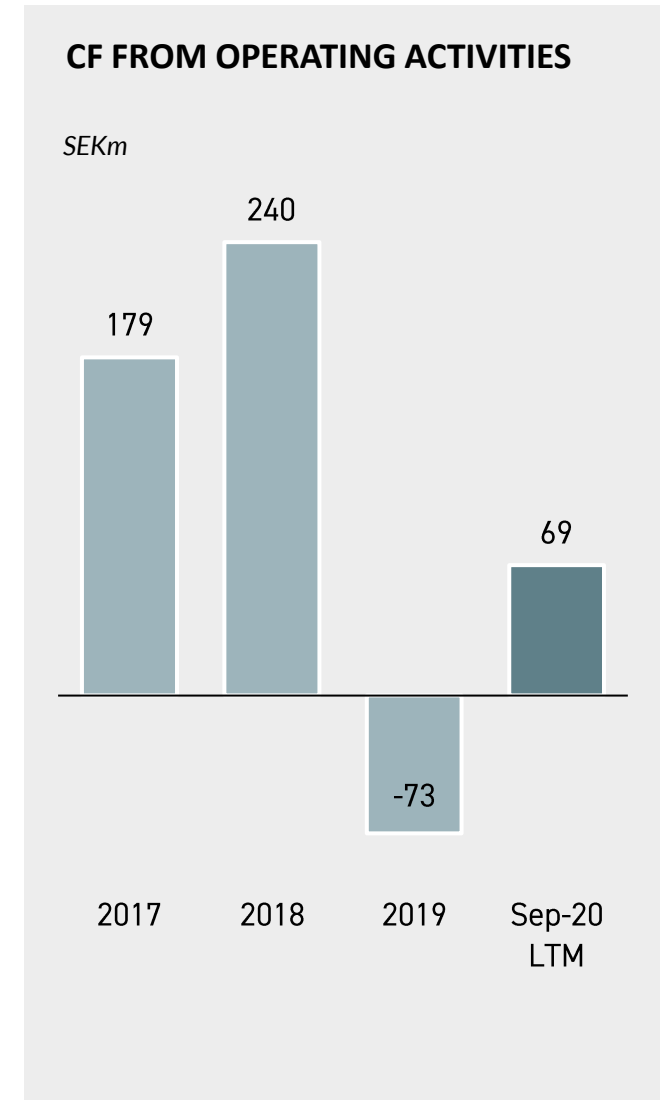
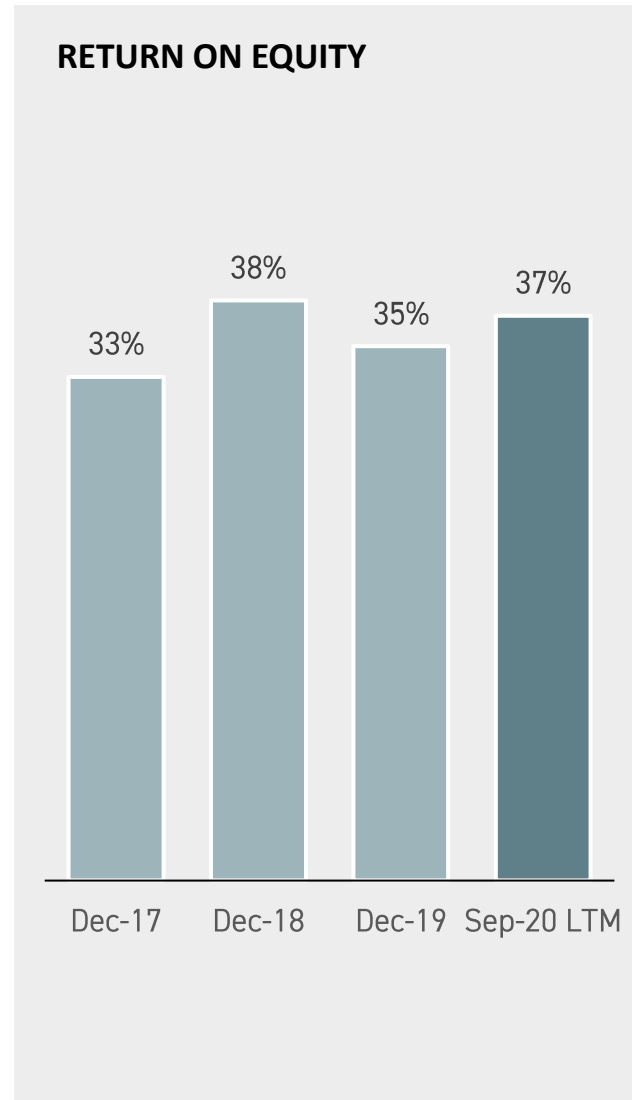
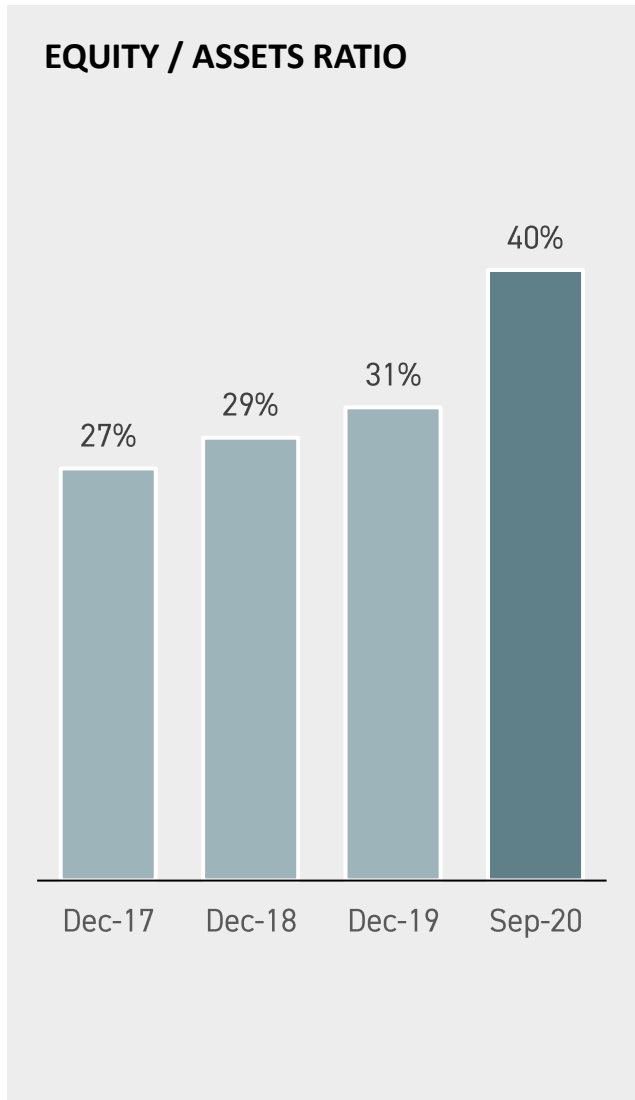
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Segment overview 2017–SEP 2020



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.

Solid financial performance



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.

Income statement overview (SEGMENT REPORTING)

SEKm	Jul-Sep 2020	Jul-Sep 2019	Jan-Sep 2020	Jan-Sep 2019	Sep-20 LTM	Jan-Dec 2019
Revenue	773	865	2 798	2 764	3 939	3 905
Costs in production	-654	-800	-2 456	-2 491	-3 482	-3 517
Gross profit/loss	119	65	342	273	457	388
Sales and administration costs	-52	-37	-169	-140	-230	-201
Other operating revenue	0	6	4	7	3	6
Other operating costs	0	0	0	-4	3	-1
Other profit/loss	67	34	177	136	233	192
Profit/loss from financial items						
Profit shares from joint venture	0	2	0	2	-2	0
Financial revenue	4	2	9	7	10	8
Financial costs	-1	-3	-6	-11	-10	-15
Profit after financial items	70	35	180	134	231	185
Change in value of real estate	3	-	3	-	3	-
Taxes	-5	-5	-12	-2	-8	2
PROFIT FOR THE PERIOD	68	30	171	132	226	187
Profit relating to:						
- the parent company's shareholders	68	30	171	132	226	187
- holdings without controlling influence	0	0	0	0	0	0
Earnings per share, SEK*	2.95	1.33	7.43	5.77	9.81	8.15
Number of shares at the end of the period (thousands)	22 950	22 950	22 950	22 950	22 950	22 950
Average number of shares (thousands)	22 950	22 950	22 950	22 950	22 950	22 950

* The company has no options and similar agreements that give rise to a dilution effect, therefore this is not reported separately.

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.

Balance sheet overview (SEGMENT REPORTING)

SEKm	30 Sep-20	30 Sep-19	31 Dec-19
ASSETS			
Fixed assets			
Intangible fixed assets	236	239	235
Tangible fixed assets	83	54	52
Financial fixed assets	33	56	43
Total fixed assets	352	349	330
Current assets			
Development properties, etc	96	89	83
Accounts receivable	324	441	369
Accrued but not invoiced	375	284	204
Other receivables	504	439	622
Cash and cash equivalents	76	165	285
Total current assets	1 375	1 418	1 563
TOTAL ASSETS	1 727	1 767	1 893
EQUITY AND LIABILITIES			
Equity	689	542	595
Non-current interest-bearing liabilities	50	77	70
Non-current non-interest-bearing liabilities	42	20	39
Total non-current liabilities	92	97	109
Current interest-bearing liabilities	32	38	97
Accounts payable	328	407	495
Other liabilities	586	683	597
Total current liabilities	946	1 128	1 189
TOTAL EQUITY AND LIABILITIES	1 727	1 767	1 893

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

GENERAL GOALS

- Continuous profitable growth through digitalisation and increasing efficiency
- Continued focus on risk avoidance and profitability in every project
- Build a balanced portfolio of property development projects across all segments

Annual growth target

10 %
over time

EBIT margin

>6 %

**Equity /
assets ratio**

≥25 %

Dividend policy

40 %
of net profit, over time

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Key investment highlights THIRD QUARTER 2020

- Revenues at the same level as 2019 LTM.
- Strong result with increased profitability.
- High activity in all segments.
- Production according to plan.
- Strong order intake.



Significant events AFTER 30 SEPTEMBER 2020

- A construction agreement signed with AF Bostäder in Lund to build 223 student housing units.
- Wästbygg Gruppen AB was listed on Nasdaq Stockholm on 13 October.
- 13.000 new shareholders.
- Marie Lindebäck appointed Head of IR.



Focus going forward

- Expand the investments in project development operations in all three business areas.
- Build up a portfolio of self-developed community service properties in the Inwita Fastigheter group company.
- Expansion of LC in the Nordics.
- Increased focus on industrial properties.
- ...in a sustainable way.



Q&A





Thank you



Appendix

Income statement overview (IFRS REPORTING)

SEKm	Jul-Sep 2020	Jul-Sep 2019	Jan-Sep 2020	Jan-Sep 2019	Sep-20 LTM	Jan-Dec 2019
Revenue	720	1 037	2 696	2 843	3 742	3 889
Costs in production	-612	-920	-2 373	-2 526	-3 320	-3 473
Gross profit/loss	108	117	323	317	422	416
Sales and administration costs	-52	-37	-169	-140	-230	-201
Other operating revenue	0	6	4	7	3	6
Other operating costs	0	0	0	-4	3	-1
Other profit/loss	56	86	158	180	198	220
Profit/loss from financial items						
Profit shares from joint venture	0	2	0	2	-2	0
Financial revenue	4	2	9	7	10	8
Financial costs	-1	-3	-6	-11	-10	-15
Profit after financial items	59	87	161	178	196	213
Change in value of real estate	3	-	3	-	3	-
Taxes	-4	-6	-12	-3	-7	2
PROFIT FOR THE PERIOD	58	81	152	175	192	215
Profit relating to:						
- the parent company's shareholders	58	81	152	175	192	215
- holdings without controlling influence	0	0	0	0	0	0
Earnings per share, SEK*	2.50	3.54	6.62	7.63	8.39	9.40
Number of shares at the end of the period (thousands)	22 950	22 950	22 950	22 950	22 950	22 950
Average number of shares (thousands)	22 950	22 950	22 950	22 950	22 950	22 950

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Balance sheet overview (IFRS REPORTING)

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ASSETS			
Fixed assets			
Intangible fixed assets	236	239	235
Tangible fixed assets	83	54	52
Financial fixed assets	36	59	46
Total fixed assets	355	352	333
Current assets			
Development properties, etc	725	267	617
Accounts receivable	324	430	369
Accrued but not invoiced	367	277	170
Other receivables	157	321	357
Cash and cash equivalents	105	180	298
Total current assets	1 678	1 475	1 811
TOTAL ASSETS	2 033	1 827	2 144
EQUITY AND LIABILITIES			
Equity	647	534	572
Non-current interest-bearing liabilities	50	77	70
Non-current non-interest-bearing liabilities	25	20	21
Total non-current liabilities	75	97	91
Current interest-bearing liabilities	276	100	247
Accounts payable	329	408	516
Other liabilities	706	688	718
Total current liabilities	1 311	1 196	1 481
TOTAL EQUITY AND LIABILITIES	2 033	1 827	2 144