## Cibus <br> Converting food into yield

## Interim report

1 January 2019 - 30 September 2019

# Cibus Interim Report 

## 1 JANUARY - 30 SEPTEMBER 2019

## SUMMARY OF THE PERIOD

## July - September 2019

## (compared with July - September 2018)

- Rental income amounted to EUR 13,154 thousand $(12,568)$
- Net operating income totalled EUR 12,476 thousand $(12,052)$
- Profit from property management was EUR 7,285 thousand $(7,203)$
- Profit for the period amounted to EUR 5,474 thousand $(6,577)$, corresponding to EUR 0.2 ( 0.2 ) per share


## January - September 2019

- Rental income amounted to EUR 38,361 thousand
- Net operating income totalled EUR 36,058 thousand
- Profit from property management was EUR 21,682 thousand
- Profit for the period amounted to EUR 24,634 thousand, corresponding to EUR 0.8 per share


## DIVIDEND 2019/2020

The Annual General Meeting on 11 April 2019 resolved that dividends to be paid in a total amount of EUR 0.84 per share, which corresponds to a yield of $6.3 \%$ based on the share price at 30 September 2019. The dividend is to be paid on a quarterly basis, with the first dividend payment amounting to EUR 0.20 per share, the second to EUR 0.21 per share, the third to EUR 0.21 per share and the fourth to EUR 0.22 per share. To convey entitlement to dividends, the final trading dates by which shares must have been purchased are 18 June 2019, 19 September 2019, 27 December 2019 and 20 March 2020. The planned payment dates are 28 June 2019, 30 September 2019, 10 January 2020 and 31 March 2020. For further information regarding dividends, please see www.cibusnordic.com/investors/the-share/dividend-calendar/.

| No. of properties | 139 | 126 |  |
| :--- | ---: | ---: | ---: |
| Lettable area, thousand sq.m. | 500 | 450 | 500 |
| Market value of properties, EUR million | 862.3 | 784.2 | 862.3 |
| NOI, current earnings capacity, EUR million | 49.9 | 46.3 | 49.9 |
| Equity ratio, \% | 36.7 | 41.8 | 36.7 |
| Senior debt LTV ratio, \% | 45.4 | 41.4 | 45.4 |
| Net debt LTV ratio, \% | 58.9 | 55.4 | 38.9 |
| Interest coverage ratio, multiple | 3.4 | 3.4 | 11.4 |
| Adjusted EPRA NAV/share, EUR | 11.4 | 11.2 | 0.4 |
| Approved dividend per share paid for the period, EUR | 0.21 | 0.20 | 0.61 |

${ }^{1}$ Refer to page 27 for alternative performance measures and definitions.
${ }^{2}$ Cibus has not presented a comparative period for the figures for Jan-Sep. Cibus took possession of the first properties on 7 March 2018, and the Company was subsequently listed on Nasdaq First North on 9 March 2018. Accordingly, the Company did not publish a report for the first quarter of 2018. Earnings from the point at which Cibus took possession of the properties are included in the Company's first annual report, which pertains to the period from 23 November 2017 to 30 June 2018.

By acquiring, refining and developing our properties in the food, grocery and daily-goods segments, we provide a stable and reliable dividend to our shareholders.



## BUILDING FOR THE FUTURE

We are continuing to build Cibus to generate stable and reliable dividends for shareholders in the long term. We made numerous transactions during the first two quarters of 2019, and to date this year we have acquired properties for EUR 45 million. The third quarter was quieter in terms of transactions, with no properties being acquired or divested. Although we still have a good inflow of potential acquisitions that we are assessing. We still anticipate achieving our objective of growing by about EUR 50 million annually through good acquisitions, both in Finland and possibly in other Nordic countries.

During the quarter, we continued to build Cibus vigorously for the future by returning both the administration of the company, as well as its asset management, from partners back to the company itself. This was all to prepare the company for listing on the main list of the exchange sometime in the next year. Although it improved notably over the quarter, we find awareness of Cibus remains low, and we are therefore working actively to inform the market about the company. We have been interviewed on several occasions and we have participated in various activities to increase the market's awareness of us. In September, for example, I spoke at the annual EPRA conference in Madrid. There was considerable interest in Cibus and we held numerous meetings with both potential and existing shareholders from all over the world.

## MARKET

We hold the largest portfolio of supermarket properties in Finland and are the obvious buyer of both newly built shops and smaller portfolios in that market. For this reason, we maintain an ongoing dialogue with property owners and construction companies in Finland regarding attractive acquisition objects for us. We see the Finnish market as remaining highly attractive and will grow there over the upcoming years.

Now having an organisation in place in Sweden, we are able to actively monitor the rest of the Nordic market too. Our ambition is to open up new markets as soon as possible, although we are anxious that our acquisitions will be in line with our financial targets. Although we are not required to establish operations in other markets, we are aware of attractive objects, in the Swedish market particularly, and are monitoring these with interest.

## SHAREHOLDER VALUE

We are pleased to welcome many new shareholders to Cibus. During 2019, the number of shareholders has more than tripled. We are grateful for the confidence that has been shown in us and are continuing to build Cibus vigorously to generate value for shareholders. To date this year, the share has performed well, gaining $38 \%$. Combined with our quarterly dividend, this means we provide shareholders with an attractive total yield.

Stockholm, 15 November 2019

## Sverker Källgården

Operations

## Earnings capacity

## The current earnings capacity for the coming 12 months is based on the property portfolio owned by Cibus as of 30 September 2019.


#### Abstract

Current earnings capacity is not a forecast but should instead be considered a theoretical snapshot for the purpose of presenting income and expenses on an annual basis given the property holding, financing costs, capital structure and organisation at a given point in time. Earnings capacity does not include estimations for the forthcoming period regarding the development of rent, occupancy rate, property expenses, interest rates, changes in value or other items affecting earnings.


CURRENT EARNINGS CAPACITY, EUR THOUSAND

|  |  |  |  |  |  |  |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 30 Sep 2018 | 31 Dec 2018 | 31 Mar 2019 | 30 Jun 2019 | 30 Sep 2019* | (Q3'19 /Q3'18) |

*Includes all transactions where Cibus has taken possession of the property prior to and during the third quarter of 2019. **In accordance with IFRS16, site leasehold fees are included among financial expenses for 2019. The comparative figures have been adjusted for comparability.

The following information forms the basis for the estimated earnings capacity:

Rental income based on signed leases on an annual basis (including service charges and potential rental discounts) as well as other property-related income as of 30 September 2019 according to current lease agreements.

Property expenses based on a normal operating year with maintenance. Operating costs include property-related administration. Property tax is calculated based on the current tax values of the properties. Property tax included in the item "Property expenses".

Central administration costs are calculated based on the current organisation and the current size of the property portfolio.

## COMMENTS REGARDING CURRENT EARNINGS CAPACITY

For the coming 12 months, the earnings capacity has improved by $13 \%$ compared with the 12 -month forecast on the date of the IPO. This was a result of the acquisitions carried out by the Company since its listing, the refinancing of the Company's three bank loans, and rent increases due to indexation.

# Financial development 

## EARNINGS ANALYSIS JANUARY - SEPTEMBER 2019

## Income

Consolidated rental income for the first nine months of 2019 amounted to EUR 38,361 thousand. Service income totalled EUR 6,211 thousand and consisted largely of re-invoiced expenses. The financial letting ratio was $94.5 \%$. At 30 September 2019, the total annual rental value amounted to approximately EUR 56,000 thousand.

## Net operating income

The operating expenses for the reporting period totalled EUR 6,806 thousand and net operating income amounted to EUR 36,058 thousand, resulting in a surplus ratio of $94.0 \%$. As many leases are triple-net leases, whereby the tenants cover the majority of the expenses, net operating income is one of the most important comparative figures. Depending on the terms of the lease, expenses may be charged to tenants directly or via Cibus. This means that gross rents, expenses and service income may vary over time.

## Net financial items

Net financial items amounted to an expense of EUR 11,212 thousand and consisted mainly of interest expenses for the period of EUR 9,120 thousand but also included arrangement fees, expenses for interest rate derivatives and site leasehold fees in accordance with IFRS 16. During the period, the secured loan was renegotiated on more favourable terms. In addition to secured loans, an unsecured bond has been issued in the amount of EUR 135 million. At the end of the period, average interest rate in the loan portfolio, including margins and expenses for interest rate hedging, was $2.4 \%$.

## Profit from property management

For the reporting period, profit from property management amounted to EUR 21,682 thousand, corresponding to EUR 0.7 per share.

## Changes in property values

Property value changes incl acquisitions amounted to EUR 45,817 thousand from the opening balance of EUR 816,478 thousand to the closing balance of EUR 862,295 thousand. Of the value changes, EUR 7,002 thousand was unrealised. During the period, disbursements for acquisitions of properties were made in the amount of EUR 39,733 thousand, while divestments brought in EUR 2,070 thousand. In addition, investments have been made in the properties for EUR 1,152 thousand.

## Tax

The nominal rate of corporation tax in Finland is 20\%. Through fiscal depreciation on the buildings and the utilisation of loss carryforwards, a low tax expense arose for the reporting period. The nominal rate of corporation tax in Sweden is $21.4 \%$. The loss carryforwards are estimated at about EUR 8,221 thousand. Tax assets attributable to these loss carryforwards have been recognised in the consolidated balance sheet in an amount of EUR 1,747 thousand and in the Parent Company's balance sheet in an amount of EUR 1,555 thousand. Cibus recognised total tax for the reporting period of negative EUR 4,040 thousand, of which current tax and deferred tax amounted to negative EUR 700 thousand and negative EUR 3,340 thousand, respectively. A tax expense of EUR 663 thousand was charged to operating activities

## Net profit after tax

Profit for the period after tax amounted to EUR 24,634 thousand, corresponding to EUR 0.8 per share.

## THIRD QUARTER 2019

Consolidated rental income increased by 5\% to EUR 13,154 thousand $(12,568)$ in the third quarter of 2019. Net operating income totalled EUR 12,476 thousand (12,052).

Net financial items for the third quarter amounted to an expense of EUR 3,979 thousand $(3,874)$ and consisted mainly of interest expenses but also included limit fees, expenses for interest rate derivatives and site leasehold fees in accordance with IFRS 16. During the quarter, net financial items were also charged with a non-recurring item regarding a commitment fee of EUR 50 thousand and an adjustment item from the part-owned MRECs amounting to slightly more than EUR 350 thousand. This item is a negative non-recurring adjustment of financial income that should previously have been offset against financial expenses. Profit from property management for the third quarter was EUR 7,285 thousand $(7,203)$, corresponding to EUR 0.2 per share (0.2). During the third quarter and part of the fourth, we will have somewhat higher administrative expenses as previously outsourced services are phased out. For example, the agreement with Pareto Business Partner expires on 20 November 2019.

Changes in property values amounted to a negative EUR 783 thousand (34). The change in value is attributable to capital expenditure in properties that not yet contributed to higher property value. Since the rating of real estate is ongoing, some of these investments can affect the external valuation in upcoming periods. Total tax amounted to EUR 884 thousand (718), of which current tax amounted to EUR 752 thousand (586) and deferred tax to EUR 1,636 thousand (132). Current tax has been adjusted for the quarter, taking accumulated fiscal depreciation on buildings for the year into account. In the future, this effect will be taken into account on an ongoing basis when calculating current tax.
Net profit after tax for the third quarter amounted to EUR 5,474 thousand $(6,577)$, corresponding to EUR 0.2 (0.2) per share.

## CASH FLOW AND FINANCIAL POSITION

Consolidated cash flow from operating activities amounted to EUR 19,568 thousand, corresponding to EUR 0.6 per share. Cash flow from investing activities was negative in the amount of EUR 38,745 thousand and mainly involved acquisitions of properties during the reporting period. Cash flow from financing activities was negative in the amount of EUR 12,088 thousand.
At the end of the period, cash and cash equivalents amounted to EUR 18,453 thousand, corresponding to EUR 0.6 per share. At 30 September 2019, Cibus had net interest-bearing liabilities, after deduction of cash and cash equivalents, of EUR 508,017 thousand. Capitalised borrowing costs amounted to EUR 3,020 thousand.

## PARENT COMPANY

Cibus Nordic Real Estate AB (publ) is the Parent Company of the Group and owns no properties directly. Its operations comprise owning shares, managing stock market-related issues and Groupwide business functions such as administration, transactions, management, legal issues, project development and finance. The Parent Company's profit for the period amounted to negative EUR 1,297 thousand.

## GENERAL INFORMATION

Cibus Nordic Real Estate AB (publ) ("Cibus"), corporate registration number 559135-0599, is a public limited company registered in Sweden and domiciled in Stockholm. The Company's address is Kungsgatan 56, SE-111 22 Stockholm, Sweden. The operations of the Company and its subsidiaries ("the Group") encompass owning and managing grocery and daily-goods properties.

## LEGAL STRUCTURE

At 30 September 2019, the Group comprised 128 limited companies with Cibus Nordic Real Estate AB (publ) as the Parent Company. All properties are owned by subsidiaries and 19 of the subsidiaries are mutual real estate companies (MRECs). This is a common partnership arrangement in Finland that allows direct ownership of a specified part of a property.

## RISKS AND UNCERTAINTIES

Cibus is exposed to a number of risks and uncertainties. The Company has procedures in place to minimise these risks. Cibus also has a strong financial position. Beyond the risks and uncertainties described below, refer to Cibus's 2018 Annual Report under "Risks and uncertainties" on pages 41-42 and Note 4 on pages 57-62.

## Properties

## Changes in property values

The property portfolio is measured at fair value. Fair value is based on a market valuation performed by an independent valuation institute, which was Newsec for this reporting period.

The value of the properties was largely influenced by the cash flows generated in the properties in terms of rental income, operating and maintenance expenses, administration costs and investments in the properties. Therefore, a risk exists in terms of changes in property values due to changes in cash flows as well as changes in yield requirements and the condition of the properties. Risk to the Company includes the risk of vacancies in the portfolio as a consequence of tenants terminating existing leases and the financial position of the tenants.

In turn, the underlying factors influencing cash flows stem from current economic conditions as well as local external factors in terms of competition from other property owners and the geographic location that may affect the supply and demand equilibrium.

Cibus's focus on offering active, tenant-centric management with the aim of creating good, long-term relationships with tenants creates favourable preconditions for sustaining a stable value trend for the property portfolio. The Company's property development expertise enables the proactive management of risks pertaining to the properties' values by securing the quality of the holdings.

## Rental income

Cibus's results are affected by the portfolio's vacancy rate, customer losses and possibly by the loss of rental income. The (financial) letting ratio for the portfolio at the end of the period was slightly more than $95 \%$ and the weighted average unexpired lease term (WAULT) was 5.0 years. About $90 \%$ of the Company's income stems from properties rented to three tenants in the grocery and daily-goods sector. The risk of vacancies, lost customers and a loss of rental income is impacted by tenants' inclination to continue renting the property and by tenants' financial positions as well as other external market factors.

To manage the risks, Cibus is creating a more diversified contract base but is also continuing to retain and improve existing relationships with the Group's three largest tenants, which are leaders in Finland's grocery and daily-goods sector.

## Operating and maintenance expenses

The Group runs a risk of cost increases that are not compensated by regulation in the lease. This risk is limited, however, as $90 \%$ of all leases are triple-net agreements or net leases, meaning that the tenant, in addition to the rent, pays most of the costs incurred on the property. Even unforeseen maintenance needs pose a risk to operations. Active and ongoing maintenance is conducted to retain and improve the properties' standard and to minimise the risk of needs for repair.

## Financing

The Group is exposed to risks associated with financial activities in the form of currency and interest-rate risks. Currency risk arises when agreements are signed in currencies other than the euro. Interest-rate risk pertains to the impact on consolidated earnings and cash flow from changes in interest rates.

To reduce the risk of interest-rate increases, the Group has interest-rate derivatives in the form of interest-rate caps.

## Taxes and legislative amendments

On 1 January 2019, new regulations on interest-rate restrictions came into force. These new regulations entail a right to deduction of $30 \%$ of taxable EBITDA and a reduction of corporate income tax from $22 \%$ to $20.6 \%$. The reduction in corporation taxation is being implemented in two stages, with a decrease in the first two years, 2019 and 2020, to $21.4 \%$. The maximum interest expense that can always be deducted at Group level is EUR 500 thousand.

Similar rules concerning interest-rate restrictions also came into force in Finland, although with certain differences. The right to deduction is limited to $25 \%$ of taxable EBITDA and the maximum amount of net interest expense that can always be deducted will be EUR 500 thousand per company.

The new rules concerning interest-rate restrictions will not have an impact during the reporting period.

## ACCOUNTING POLICIES

Cibus Nordic Real Estate AB (publ) applies the International Financial Reporting Standards (IFRS) as adopted by the EU. This Interim Report has been prepared in accordance with IAS 34 Interim Financial Reporting. Disclosures according to IAS 34 16A are presented in the financial statements and related notes as well as in other parts of the report.

IFRS 16 Leases applies from 1 January 2019 and replaces IAS 17. Under the new standard, all leases are recognised in the balance sheet, except for leases with a term of 12 months or less or where the underlying asset is of a low value. In its capacity as a lessee, Cibus has conducted a detailed review and analysis of the Group's leases, during which site leasehold agreements were identified as the most important. On 30 September 2019, Cibus recognised approximately EUR 5,900 thousand as an asset and a corresponding liability item under "Other non-current receivables" and "Other non-current liabilities" respectively. Site leasehold fees linked to these agreements, which were previously recognised as net operating income, are recognised as a financial expense in net financial items. Expenses at 30 September 2019 amounted to approximately EUR 254 thousand.

Assets and liabilities are recognised at cost, other than investment properties and interest-rate derivatives, which are measured at fair value. Refer to pages 54-56 of the most recent annual report for information about fair value measurement.
In preparing the interim report, management must make a number of assumptions and judgements that affect the Group's earnings and financial position. The same assessments and accounting and valuation policies have been applied as those used in the annual report except IFRS 16; refer to the 2018 Annual Report for Cibus Nordic Real Estate AB (publ).

The company publishes five reports each year: three interim reports, a year-end report and an annual report.

## RELATED-PARTY TRANSACTIONS

During the period January-September 2019, Cibus disbursed a fee of EUR 1,233 thousand to Sirius Retail Asset Management, the parent company of which (Sirius Capital Partners) holds 500,000 Cibus shares. For more information, see Note 22 in the 2018 Annual Report from Cibus Nordic Real Estate AB (publ).

At the Annual General Meeting on 11 April, a resolution was taken to establish a warrant programme allotting 186,600 warrants to CEO Sverker Källgården. The subscription price is set at the average price for the Cibus share on 16-29 May 2019 and amounts to EUR 10.70 per share. Subscription may take place no earlier than 15 April 2022. The purpose of the warrants programme is to strengthen the connection between the work of the CEO and shareholder value.

## THE CIBUS SHARE

Cibus Nordic Real Estate (publ) is listed on Nasdaq First North. The last price paid for the share on 30 September 2019 was SEK 143.50, corresponding to a market value of approximately SEK 4.5 billion. At the end of the period, there were approximately 5,700 shareholders. On 30 September 2019, there were 31,100,000 ordinary shares outstanding. The Company has one (1) class of shares. Each share entitles the holder to one vote at the Annual General Meeting.

## DIVIDEND

The Annual General Meeting on 11 April 2019 resolved that dividends be paid in a total amount of EUR 0.84 per share. The dividend is to be paid on a quarterly basis, with the first dividend payment amounting to EUR 0.20 per share, the second to EUR 0.21 per share, the third to EUR 0.21 per share and the fourth to EUR 0.22 per share. To convey entitlement to dividends, the final trading dates by which shares must have been purchased are 18 June 2019, 19 September 2019, 27 December 2019 and 20 March 2020. The planned payment dates are 28 June 2019, 30 September 2019, 10 January 2020 and 31 March 2020. For further information regarding dividends, please see www.cibusnordic. com/investors/the-share/dividend-calendar/.

## ANNUAL GENERAL MEETING 2020

The next Annual General Meeting will be held on 23 April 2020 at 9:30 a.m. at Cibus Nordic's premises at Kungsgatan 56 in Stockholm.

## NOMINATION COMMITTEE

On 16 October, the composition was announced of the Nomination Committee in preparation for the 2020 Annual General Meeting. Matti-Pekka Sävelkoski representing SFC Holding, Olof Nyström representing AP4, Jussi Nyrölä representing Talomon Capital and Patrick Gylling Chairman of the Board of Cibus Nordic were appointed as members of the Committee.

## EVENTS AFTER THE END OF THE PERIOD

On 16 October, it was announced that the Nomination Committee in preparation for the Annual General Meeting had been appointed.

## PRESENTATION FOR INVESTORS, ANALYSTS AND MEDIA

A live teleconference will be held at 10:00 a.m. (CET) on 15 November 2019, at which CEO Sverker Källgården and CFO Pia-Lena Olofsson present the report. The presentation will be held in English and will be broadcast live at https://https:// tv.streamfabriken.com/cibus-nordic-real-estate-q3-2019. To attend the teleconference, call in on +46 8-566 42695. The exchange will open at 9:55 a.m. The presentation will subsequently be available at www.cibusnordic.com.

## REVIEW REPORT

To the Board of Directors of Cibus Nordic Real Estate AB (publ)
Corporate registration number 559135-0599

## INTRODUCTION

We have reviewed the interim financial information (Interim Report) of Cibus Nordic Real Estate AB (publ) as at 30 September 2019, and the nine-month period ending on that date. The Board of Directors and the CEO are responsible for the preparation and presentation of this interim financial information in accordance with IAS 34 and the Annual Accounts Act. Our responsibility is to report our conclusions concerning these interim financial statements on the basis of our limited review.

## FOCUS AND SCOPE OF THE REVIEW

We conducted our review in accordance with International Standard on Review Engagements ISRE 2410 Review of Interim Financial Information Performed by the Company's Elected Auditor. A review consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures.

A review has another focus and is substantially less in scope than an audit conducted in accordance with ISA and other generally accepted auditing practices. The procedures performed in a review do not enable us to obtain a level of assurance that would make us aware of all significant matters that might be identified in an audit. Therefore, the conclusion expressed based on a review does not give the same level of assurance as a conclusion expressed based on an audit.

## CONCLUSION

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim financial information is not, in all material respects, prepared in accordance with IAS 34 and the Annual Accounts Act, and for the Parent Company, in accordance with the Annual Accounts Act.

## Stockholm, 15 November 2019

KPMG AB

## Mattias Johansson

Authorised Public Accountant

## DECLARATION BY THE BOARD

The Board of Directors and the CEO hereby certify that the report provides a fair and accurate overview of the Company's and the Group's operations, financial position and results, and describes the material risks and uncertainties faced by the Company and the companies included in the Group.
The interim report for Cibus Nordic Real Estate AB (publ) was adopted by the Board on 15 November 2019.

Stockholm, 15 November 2019
Cibus Nordic Real Estate AB (publ)
Corparate registration number 559135-
0599

## PATRICK GYLLING

Chairman

## ELISABETH NORMAN

Board member

JOHANNA SKOGESTIG
Board member

JONAS AHLBLAD
Board member

## SVERKER KÄLLGÅRDEN

## CEO

This interim report has been published in Swedish and English. In case of any discrepancy between versions, the Swedish version is to take precedence.

## REPORTING CALENDAR

| 27 February 2020 | Year-end report | The Company's Certified Adviser is FNCA Sweden AB |
| :--- | :--- | :--- |
| $\mathbf{1 5}$ May 2020 | Interim Report Q1 | info@fnca.se |

15 May 2020 Interim Report Q1 | info@fnca.se |
| :--- |
|  |
|  |
| +46852800 399 |

23 April 2020 Annual General Meeting

## FOR FURTHER INFORMATION, PLEASE CONTACT

## Sverker Källgården, CEO

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SE-111 22 Stockholm, Sweden

# The share and shareholders 

CIBUS'S SHARES ARE LISTED ON NASDAQ FIRST NORTH PREMIER

At the end of the third quarter, market capitalisation amounted to slightly more than EUR 400 million.

## PRIMARY REASONS TO INVEST IN THE CIBUS SHARE

## High and stable yield

Cibus strives to earn a high and stable yield for shareholders. Since the listing, the share's yield has been about $7 \%$ and, from the outset, Cibus has never lowered its dividend in EUR per share from one quarter to the next.

## Gradually rising quarterly dividends

Cibus pays dividends quarterly and aims to gradually increase them by $5 \%$ annually.

## Potential for favourable value growth

Cibus's investment strategy of acquiring individual properties or property portfolios with a higher yield requirement than the existing portfolio, combined with planned annual investments of EUR 50 million, generates potential for favourable long-term growth in share value.

## A segment with long-term resilience and stability

The grocery and daily-goods sector has experienced stable, non-cyclical growth over time. Historically, the grocery sector has grown by approximately $3 \%$ annually, even during periods of recession. It also shows strong resilience to the growing e-commerce trend that has made the stores into a distribution network for goods purchased online.


OWNERSHIP STRUCTURE AS OF 30 SEPTEMBER 2019


Source: Modular Finance

SHAREHOLDERS AS OF 30 SEPTEMBER 2019

| Name | No. of shares | Percentage |
| :--- | ---: | ---: |
| SFC Holding S.à.r.l. | $3,200,000$ | 10.3 |
| Fjärde AP-fonden | $2,311,245$ | 7.4 |
| Amiral Gestion | $2,222,764$ | 7.1 |
| Talomon Capital | $1,610,520$ | 5.2 |
| Carnegie Strategifond | $1,250,000$ | 4.0 |
| Sirius Capital Partners* | 830,000 | 2.7 |
| Svenska Handelsbanken | 806,176 | 2.6 |
| Avanza Pension | 709,150 | 2.3 |
| Dragfast AB | 700,000 | 2.3 |
| Sensor Fonder | 690,000 | 2.2 |
| Norron Fonder | 606,492 | 2.0 |
| Nordnet Pensionsforsakring | 522,553 | 1.7 |
| Goran Gustafssons stiftelser | $\mathbf{4 6 0 , 0 0 0}$ | 1.5 |
| Nuveen Asset Management | $\mathbf{4 3 0 , 0 9 2}$ | 1.4 |
| ICA-handlarnas Förbund | 367,133 | 1.2 |
| Total, 15 largest shareholders | $\mathbf{1 6 , 7 1 6 , 1 2 5}$ | $\mathbf{5 3 , 7}$ |
| Other | $\mathbf{1 4 , 3 8 3 , 8 7 5}$ | 46.3 |
| Total | $\mathbf{3 1 , 1 0 0 , 0 0 0}$ | $\mathbf{1 0 0}$ |
|  | *Total also includes other holdings among Sirius' shareholders |  |

## SHARE PRICE PERFORMANCE

The share value has shown a favourable trend following the listing on 9 March 2018. Following the sale of a significant portion of its holding by the largest shareholder in May 2019, the share value trend has remained positive. The liquidity of the share has also increased significantly and the weighted average turnover amounted to SEK 7.9 million per day up until 30 September 2019.


# Tenants and lease structure 

## TENANTS

About 90\% of Cibus's net operating income comes from

- Kesko properties where Kesko, Tokmanni or S-Group are the anchor tenants. Other grocery and daily-goods tenants include Lidl and independent traders. The graph below shows how net operating income is distributed among properties where the different grocery and daily-goods chains are the anchor tenants.
- Tokmanni

S-Group

- Other daily goods
- Other retail



## SUMMARY OF LEASES

The information below shows that the maturity structure of the leases is well distributed over the coming years. The typical lease contains a renewal option clause allowing the tenant to renew the lease, generally for three or five years, under the same terms as the current lease. This occurs in most cases. The table below presents the maturity of the leases if no such options are exercised by the tenant. Since the options are typically exercised, and approximately the same number of leases are renewed every year, the maturity structure of the leases will likely remain relatively stable over time. As per 30 September 2019, the weighted average unexpired lease term (WAULT) in the portfolio was 5.0 years.


Approximately $90 \%$ of the leases are classified as net leases, meaning that the risk associated with operating costs is very low for the property owner.

## The property portfolio

## GENERAL OVERVIEW

At 30 September 2019, Cibus's property portfolio comprised 139 relatively modern store properties, located in various growth regions across Finland. Half of the properties in the portfolio are located in southern and southwestern Finland.
Some $90 \%$ of the total rental income is derived from properties anchored by three market-leading tenants: Kesko, Tokmanni and S-Group. All major tenants perceive the properties as well suited to their operations. Anchor tenants account for more than $80 \%$ of rental income and have an average unexpired lease term of 5.3 years.

| Anchor tenant | No. of properties | Lettable area, Remaining term, <br> sq.m. <br> years | Anchor tenant's Anchor tenant's share <br> of rent |
| :--- | :---: | :---: | :---: | :---: | :---: |
| remaining term, years |  |  |  |



## GEOGRAPHIC LOCATIONS

The portfolio is spread across all of Finland. It is, however, strongly concentrated in growing communities. Two thirds of the portfolio is located in southern and southwestern Finland, around the cities of Helsinki, Tampere and Turku. The properties generally enjoy highly favourable microlocations, close to developed areas central to each community. As in many other developed countries, Finland is experiencing nationwide urbanisation, with rural areas becoming depopulated as the larger cities expand.

## Region type <br> Historic growth 1990-2015

| City centre | $+21.0 \%$ |
| :--- | :---: |
| Rest of inner city | $+22.9 \%$ |
| Adjacent suburbs | $+27.5 \%$ |
| Suburbs | $+6.9 \%$ |
| Countryside | $-14.7 \%$ |
| Rural areas | $-29.6 \%$ |

The map below shows the geographic locations of the properties
As the map indicates, almost all the properties are located in regions with historical population growth as well as regions with forecast population growth. The estimated average annual population growth between 2018 and 2025 is $0.3 \%$, which is almost $50 \%$ higher than the estimated growth in the EU.


## PORTFOLIO DIVERSIFICATION

No single property in the portfolio accounts for a larger share than $3 \%$ of the portfolio's total net operating income, eliminating dependency on any individual property. Only eight of the properties each account for more than $2 \%$ of the portfolio's total rental income.

Supermarkets account for the majority of the grocery sales in Finland, and represent the dominant type of store property in the portfolio.

## KEY FIGURES

Annual net operating income is estimated at about EUR 49.9 million (current earnings capacity), based on Cibus portfolio as of 30 September 2019.

| Number of properties | 139 |
| :--- | ---: |
| Total lettable area, thousand sq.m. | 500 |
| Lettable area/property sq.m. | 3,597 |
| Net operating income (current earnings capacity), | 49.9 |
| EUR million | 106 |
| Net operating income, EUR/sq.m (let area) | 5.0 |
| WAULT, years |  |



## Financing

## Cibus is financed through ordinary shares from shareholders, secured loans from reputable major Nordic banks and institutes, as well as an unsecured bond.

As of 30 September 2019, the Group had secured bank loans of EUR 392 million with a weighted average floating interest margin of $1.6 \%$ and a weighted average loan maturity of 3.8 years. Cibus has pledged mortgages in the properties as collateral for the interest-bearing liabilities. In Cibus's assessment, the collateral agreements have been entered on market terms.
Cibus has issued an unsecured bond for EUR 135 million. The bond matures on 26 May 2021 and carries a floating coupon rate of $4.5 \%+3 \mathrm{~m}$ EURIBOR. The bond has been listed on the Nasdaq Stockholm Corporate Bond list since 10 April 2019. The bond is currently trading at a lower implicit interest rate than that at which it was listed, indicating it would probably carry more favourable terms in the event of it being refinanced. The Group's total tenor amounted to 3.2 years.

Of the Group's bank loans, around $73 \%$ are hedged using interestrate derivatives in the form of interest-rate caps. The Group's average fixed-interest tenor is 2.8 years.

The LTV ratio including the bond is $58.9 \%$. The secured bank loan has an LTV of 45.4\%.

During the year, the senior loan facilities were renegotiated on more favourable terms. With this refinancing, the Company has secured financing facilities under which our interest expense levels are maintained. With a reduced margin, the total interest expense level will remain at a stable level despite increased debt.
HIGHER
SHARE PRICE
LOWER FINANCING
EXPENSES
INCREASED
GROWTH
HIGHER
MARGIN

# Financial statements 

## CONSOLIDATED INCOME STATEMENT

| Amounts in thousand euro (EUR thousand) | $\begin{array}{r} 2019 \\ \text { Q3 } \end{array}$ | $\begin{array}{r} 2018 \\ \text { Q3 } \end{array}$ | $\begin{array}{r} 2019 \\ \text { Jan-Sep } \end{array}$ | 2018* <br> Full-year |
| :---: | :---: | :---: | :---: | :---: |
| Rental income | 13,154 | 12,568 | 38,361 | 39,733 |
| Service income | 1,925 | 2,046 | 6,211 | 6,674 |
| Operating expenses | -1,914 | -2,047 | -6,806 | -7,264 |
| Property tax | -689 | -515 | -1,708 | -1,622 |
| Net operating income | 12,476 | 12,052 | 36,058 | 37,521 |
| Administration expenses | -1,212 | -975 | -3,333 | -3,805 |
| Other operating income | - | - | 169 | 1,815 |
| Financial income | -336 | 114 | 16 | 599 |
| Financial expenses | -3,643 | -3,988 | -11,228 | -13,259 |
| Profit from property management | 7,285 | 7,203 | 21,682 | 22,871 |
| Unrealised change in value of investment properties | -783 | -34 | 7,002 | 32,270 |
| Unrealised change in value of interest-rate derivatives | -144 | 126 | -440 | -278 |
| Realised change in value of investment properties | - | - | 430 | -173 |
| Profit before tax | 6,358 | 7,295 | 28,674 | 54,690 |
| Current tax | 752 | -586 | -700 | -859 |
| Deferred tax | -1,636 | -132 | -3,340 | -7,564 |
| Profit for the period | 5,474 | 6,577 | 24,634 | 46,267 |
| No. of shares outstanding | 31,100,000 | 31,100,000 | 31,100,000 | 31,100,000 |
| Earnings per share before and after dilution, EUR | 0.2 | 0.2 | 0.8 | 1.5 |

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

| Amounts in thousand euro (EUR thousand) | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ <br> Q3 | 2018 <br> Jan-Sep |
| :--- | ---: | ---: | ---: | ---: |
| Full-year |  |  |  |  |

*The period refers to 7 March 2018-31 December 2018, since the Company was dormant until possession was taken of the first properties on 7 March 2018. Profit for the year and comprehensive income are entirely attributable to Parent Company shareholders.

| Non-current assets |  |  |  |
| :--- | ---: | ---: | ---: |
| Investment properties | 862,295 | 784,179 | 816,478 |
| Deferred tax assets | 1,747 | 1,896 | 1,602 |
| Site leasehold, right-of-use asset | 6,098 | $\mathbf{1 3 0}$ | $\mathbf{7 0 9}$ |
| Total non-current assets | $\mathbf{8 7 0 , 1 4 0}$ | $\mathbf{7 8 6 , 2 0 5}$ | $\mathbf{8 1 8 , 7 8 9}$ |

## Current assets

| Rental receivables | 427 | - | 422 |
| :--- | ---: | ---: | ---: |
| Other current receivables | 1,279 | 1,363 | 2,052 |
| Prepaid expenses and accrued income | 2,278 | 1,355 | 880 |
| Cash and cash equivalents | 18,453 | 25,208 |  |
| Total current assets | $\mathbf{2 2 , 4 3 7}$ | $\mathbf{2 7 , 9 2 6}$ | $\mathbf{2 8 , 8 9 6}$ |
| TOTAL ASSETS | $\mathbf{8 9 2 , 5 7 7}$ | $\mathbf{8 1 4 , 1 3 1}$ | $\mathbf{8 4 7 , 6 8 5}$ |

## EQUITY AND LIABILITIES

Equity attributable to Parent Company shareholders

| Share capital | 311 | 311 |  |
| :--- | ---: | ---: | ---: |
| Other contributed capital | 300,794 | 300,762 | 300,762 |
| Retained earnings including profit for the period | 26,119 | 39,478 |  |
| Total equity | $\mathbf{3 2 7 , 2 2 4}$ | $\mathbf{3 4 0 , 5 5 1}$ | $\mathbf{3 2 8 , 6 8 0}$ |

## Non-current liabilities

| Borrowings | 523,450 | 456,806 | 486,132 |
| :--- | ---: | ---: | ---: |
| Deferred tax liabilities | 12,671 | 7,382 | 9,218 |
| Financial derivatives | 1,889 | 1,222 | 1,938 |
| Other non-current liabilities | 6,099 | $\mathbf{5 4 4 , 1 0 9}$ | $\mathbf{4 6 5 , 5 8 1}$ |
| Total non-current liabilities | $\mathbf{5 4 4}$ | $\mathbf{4 9 7 , 5 2 0}$ |  |

## Current liabilities

| Accounts payable | 322 | 284 | 190 |
| :--- | ---: | ---: | ---: |
| Current tax liabilities | 406 | 986 |  |
| Other current liabilities | 15,095 | 2,149 | 15,913 |
| Accrued expenses and deferred income | 5,421 | 4,580 |  |
| Total current liabilities | $\mathbf{2 1 , 2 4 4}$ | $\mathbf{7 , 9 9 9}$ | $\mathbf{2 1 , 4 8 5}$ |
|  | $\mathbf{5 6 5 , 3 5 3}$ | $\mathbf{4 7 3 , 5 8 0}$ |  |
| Total liabilities |  | $\mathbf{5 1 9 , 0 0 5}$ |  |
| TOTAL EQUITY AND LIABILITIES | $\mathbf{8 9 2 , 5 7 7}$ | $\mathbf{8 1 4 , 1 3 1}$ | $\mathbf{8 4 7 , 6 8 5}$ |

CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

| Amounts in thousand euro (EUR thousand) | Share capital | Other contributed capital | Retained earnings capital including profit for the period | Total equity* |
| :---: | :---: | :---: | :---: | :---: |
| Opening equity, 1 Jul 2018 | 311 | 300,762 | 32,901 | 333,974 |
| Comprehensive income |  |  |  |  |
| Profit for the period | - | - | 13,366 | 13,366 |
| Total comprehensive income, 1 Jul 2018-31 Dec 2018 | - | - | 13,366 | 13,366 |

Transactions with shareholders

| Dividend | - | - | $-18,660$ | $-18,660$ |
| :--- | :--- | :--- | :--- | :--- |
| Total transactions with shareholders | - | - | $-18,660$ | $\mathbf{- 1 8 , 6 6 0}$ |
| Closing equity, 31 Dec 2018 | 311 | 300,762 | 27,607 | 328,680 |
|  | 311 | 300,762 | 27,607 | 328,680 |

Comprehensive income

| Profit for the period | - | - | 24,634 | 24,634 |
| :--- | :--- | :--- | ---: | ---: |
| Total comprehensive income, 1 Jan 2019-30 | - | - | $\mathbf{2 4 , 6 3 4}$ | $\mathbf{2 4 , 6 3 4}$ |
| Sep 2019 |  |  |  |  |

## Transactions with shareholders

| Issue of warrants | - | 32 | - | 32 |
| :--- | :--- | :---: | :---: | :---: |
| Dividend | - | - | $-26,122$ | $-26,122$ |
| Total transactions with shareholders | - | $\mathbf{3 2}$ | $\mathbf{- 2 6 , 1 2 2}$ | $\mathbf{- 2 6 , 0 9 0}$ |
| Closing equity, 30 Sep 2019* | $\mathbf{3 1 1}$ | $\mathbf{3 0 0 , 7 9 4}$ | $\mathbf{2 6 , 1 1 9}$ | $\mathbf{3 2 7 , 2 2 4}$ |

[^0]
## CONSOLIDATED CASH-FLOW STATEMENT

| Amounts in thousand euro (EUR thousand) | $\mathbf{2 0 1 9}$ <br> $\mathbf{Q 3}$ | $\mathbf{2 0 1 8}$ <br> Q3 | $\mathbf{2 0 1 9}$ <br> Jan-Sep |
| :--- | ---: | ---: | ---: | ---: |
| Operating activities |  |  |  |
| Full-year |  |  |  |

Cash flow from changes in working capital

| Increase/decrease in other current receivables | -313 | 1,827 | -629 | -767 |
| :--- | ---: | ---: | ---: | ---: |
| Increase/decrease in accounts payable | 130 | - | $\mathbf{1 3 2}$ | -543 |
| Increase/decrease in other current liabilities | -526 | $-1,695$ | $-1,176$ | $\mathbf{1 7 1}$ |
| Cash flow from operating activities | $\mathbf{7 , 9 1 1}$ | $\mathbf{7 , 3 3 6}$ | $\mathbf{1 9 , 5 6 8}$ | $\mathbf{2 1 , 3 8 4}$ |

## Investing activities

| Property acquisitions | - | $-16,010$ | $-\mathbf{- 3 9 , 7 3 3}$ |  |
| :--- | ---: | ---: | ---: | :---: |
| Divestments | - | - | 2,070 | - |
| Investments in current buildings | -605 | -324 | $-1,082$ | $-3,647$ |
| Acquisitions of financial fixed assets | - | - | - |  |
| Cash flow from investing activities | $\mathbf{- 6 0 5}$ | $\mathbf{- 1 6 , 3 3 4}$ | $\mathbf{- 3 8 , 7 4 5}$ | $\mathbf{- 2 4 0 , 2 0 0}$ |

## Financing activities

| Formation of companies | - | - | - | 60 |
| :---: | :---: | :---: | :---: | :---: |
| Reduction of share capital | - | - | - | -60 |
| New share issue | - | - | - | 311,000 |
| Issue expenses | - | - | - | -9,927 |
| Issue of warrants | - | - | 32 | - |
| Borrowings | - | 16,799 | 111,848 | 298,400 |
| Loan arrangement fees | - | - | -455 | -2,752 |
| Repayment of debt | - | - | -74,146 | -346,143 |
| Dividend | -6,531 | - | -25,191 | -6,220 |
| Cash flow from financing activities | -6,531 | 16,799 | 12,088 | 244,358 |
| Cash flow for the period | 775 | 7,800 | -7,089 | 25,542 |
| Cash and cash equivalents at start of period | 17,678 | 17,408 | 25,542 | - |
| Cash and cash equivalents at end of period | 18,453 | 25,208 | 18,453 | 25,542 |

## PARENT COMPANY INCOME STATEMENT

| Amounts in thousand euro (EUR thousand) | $\begin{array}{r} 2019 \\ \text { Q3 } \end{array}$ | $\begin{array}{r} 2018 \\ \text { Q3 } \end{array}$ | $\begin{array}{r} 2019 \\ \text { Jan-Sep } \end{array}$ | *2018 <br> Full-year |
| :---: | :---: | :---: | :---: | :---: |
| Net sales | 507 | - | 507 | - |
| Administration expenses | -399 | -252 | -1,151 | -1,207 |
| Operating loss | 108 | -252 | -644 | -1,207 |
| Profit/loss from financial items |  |  |  |  |
| Interest income from Group companies | 1,333 | 1,492 | 4,163 | 4,833 |
| Interest expenses | -1,607 | -1,653 | -4,816 | -5,146 |
| Loss after financial items | -166 | -413 | -1,297 | -1,520 |
| Appropriations |  |  |  |  |
| Group contributions | - | - | - | 4,179 |
| Profit before tax | -166 | -413 | -1,297 | 2,659 |
| Tax | - | - | - | 1,555 |
| Profit for the period | -166 | -413 | -1,297 | 4,214 |

## PARENT COMPANY STATEMENT OF COMPREHENSIVE INCOME

| Amounts in thousand euro (EUR thousand) | $\mathbf{2 0 1 9}$ | $\mathbf{2 0 1 8}$ | $\mathbf{2 0 1 9}$ | *2018 |
| :--- | ---: | ---: | ---: | ---: |
|  | $\mathbf{Q 3}$ | $\mathbf{Q 3}$ | Jan-Sep | Full-year |
| Profit for the period | -166 | -413 | $-1,297$ | 4,214 |
| Other comprehensive income | - | - | - |  |
| Total comprehensive income | $\mathbf{- 1 6 6}$ | $\mathbf{- 4 3 1}$ | $\mathbf{- 1 , 2 9 7}$ | $\mathbf{4 , 2 1 4}$ |

* The period refers to 7 March 2018-31 December 2018, since the Company was dormant until possession was taken of the first properties on 7 March 2018.

| Amounts in thousand euro (EUR thousand) | 30 Sep 2019 | 30 Sep 2018 | 31 Dec 2018 |
| :---: | :---: | :---: | :---: |
| ASSETS |  |  |  |
| Non-current assets |  |  |  |
| Financial fixed assets |  |  |  |
| Shares in subsidiaries | 128,485 | 128,450 | 128,450 |
| Deferred tax assets | 1,555 | 1,888 | 1,555 |
| Non-current receivables from Group companies | 275,053 | 302,853 | 294,853 |
| Other non-current receivables | 41 | - |  |
| Total financial fixed assets | 405,134 | 433,191 | 424,858 |

## Current assets

| Receivables from Group companies | 509 | 1,752 | 853 |
| :--- | ---: | ---: | ---: |
| Other current receivables | 113 | 22 | 607 |
| Prepaid expenses and accrued income | 741 | 723 | $\mathbf{6}$ |
| Cash and cash equivalents | 3,114 | $\mathbf{8 , 2 8 3}$ |  |
| Total current assets | $\mathbf{4 , 4 7 7}$ | $\mathbf{4 , 3 1 7}$ |  |
| TOTAL ASSETS | $\mathbf{4 0 9 , 6 1 1}$ | $\mathbf{4 3 7 , 5 0 8}$ | $\mathbf{4 3 3 , 1 4 1}$ |

## EQUITY AND LIABILITIES

Equity

## Restricted equity

| Share capital | 311 | 311 |  |
| :--- | :--- | :--- | :--- |
| Total restricted equity | $\mathbf{3 1 1}$ | $\mathbf{3 1 1}$ | $\mathbf{3 1 1}$ |

## Unrestricted equity

| Share premium reserve | 300,794 | 300,762 | $\mathbf{3 0 0 , 7 6 2}$ |
| :--- | ---: | ---: | ---: |
| Retained earnings incl. profit or loss for the period | $-41,867$ | $\mathbf{2 , 5 7 8}$ | $\mathbf{2 8 6 , 3 1 6}$ |
| Total unrestricted equity | $\mathbf{2 5 8 , 9 2 7}$ | $\mathbf{3 0 3 , 3 4 0}$ |  |
| Total equity | $\mathbf{2 5 9 , 2 3 8}$ | $\mathbf{3 0 3 , 6 5 1}$ | $\mathbf{2 8 6 , 6 2 7}$ |

## Non-current liabilities

| Borrowings | 133,866 | $\mathbf{1 3 3 , 1 8 6}$ | $\mathbf{1 3 3 , 3 5 6}$ |
| :--- | ---: | ---: | ---: |
| Total non-current liabilities | $\mathbf{1 3 3 , 8 6 6}$ | $\mathbf{1 3 3 , 1 8 6}$ | $\mathbf{1 3 3 , \mathbf { 3 5 6 }}$ |


| Current liabilities |  |  |  |
| :---: | :---: | :---: | :---: |
| Current liabilities | 2,382 | - | - |
| Accounts payable | 19 | 7 | - |
| Other current liabilities | 13,386 | 9 | 12,444 |
| Accrued expenses and deferred income | 720 | 655 | 714 |
| Total current liabilities | 16,507 | 671 | 13,158 |
| TOTAL LIABILITIES | 150,373 | 133,857 | 146,514 |
| TOTAL EQUITY AND LIABILITIES | 409,611 | 437,508 | 433,141 |

## KEY FINANCIAL RATIOS, GROUP

| Unless otherwise stated all amounts are in thousand euro (EUR thousand). | $\begin{array}{r} 2019 \\ \text { Q3 } \end{array}$ | $\begin{array}{r} 2018 \\ \text { Q3 } \end{array}$ | $\begin{array}{r} 2019 \\ \text { Jan-Sep } \end{array}$ | $2018^{1}$ <br> Full-year |
| :---: | :---: | :---: | :---: | :---: |
| Rental income | 13,154 | 12,568 | 38,361 | 39,733 |
| Net operating income | 12,476 | 12,052 | 36,058 | 37,521 |
| Profit from property management | 7,285 | 7,203 | 21,682 | 22,871 |
| Net profit after tax | 5,474 | 6,577 | 24,634 | 46,267 |
| Earnings per share ${ }^{2}$, EUR | 0.2 | 0.2 | 0.8 | 1.5 |
| Total assets | 892,577 | 814,131 | 892,577 | 847,685 |
| Cash and cash equivalents | 18,453 | 25,208 | 18,453 | 25,542 |
| Market value of properties | 862,295 | 784,179 | 862,295 | 816,478 |
| Adjusted EPRA NAV | 353,410 | 347,259 | 353,410 | 344,454 |
| Adjusted EPRA NAV/share, EUR | 11.4 | 11.2 | 11.4 | 11.1 |
| No. of shares outstanding | 31,100,000 | 31,100,000 | 31,100,000 | 31,100,000 |
| Return on equity, \% | 6.7 | 7.8 | 10.0 | 14.7 |
| Senior debt LTV ratio, \% | 45.4 | 41.4 | 45.4 | 43.4 |
| Net debt LTV ratio, \% | 58.9 | 55.4 | 58.9 | 58.4 |
| Interest coverage ratio, multiple | 3.4 | 3.4 | 3.4 | 3.3 |
| Equity ratio, \% | 36.7 | 41.8 | 36.7 | 38.8 |
| Debt/equity ratio, multiple | 1.7 | 1.4 | 1.7 | 1.6 |
| Surplus ratio, \% | 94.8 | 95.9 | 94.0 | 94.4 |
| Economic occupancy rate, \% | 94.5 | 95.8 | 94.5 | 96.0 |

${ }^{1}$ The period refers to 7 March 2018-31 December 2018, since the Company was dormant until possession was taken of the first properties on 7 March 2018.
${ }^{2}$ Before and after dilution.

## FINANCIAL PERFORMANCE MEASURES

The Company presents certain financial performance measures in the interim reports that are not defined in accordance with IFRS. The Company is of the opinion that these performance measures provide valuable supplementary information to investors and the Company's management, since they enable an evaluation of the Company's performance. Since not all companies calculate financial performance measures in the same way, they are not always comparable with the performance measures used by other companies. Therefore, these performance measures are not to be considered a replacement for measures defined in accordance with IFRS. The following financial performance measures are not defined in accordance with IFRS: Adjusted EPRA NAV, Adjusted EPRA NAV per share; Senior debt LTV ratio; Net debt LTV ratio; Interest coverage ratio; and Economic occupancy rate. Definitions for these and other financial performance measures are presented under "DEFINITIONS" in the following section.

## DEFINITIONS

## Earnings per share

Profit for the period divided by the average number of shares outstanding

## Adjusted EPRA NAV

Reported equity with reversal of derivatives, deferred tax and unpaid dividends, in cases where the record date has not yet passed.

## Adjusted EPRA NAV per share

Reported equity with reversal of derivatives, deferred tax and unpaid dividends, in cases where the record date has not yet passed, divided by the number of shares outstanding.

## Return on equity

Profit for the period divided by average equity. At the end of the interim period, the return has been recalculated on an annual basis.

## Senior debt LTV ratio

Liabilities to senior creditors divided by the market value of the properties

## Net debt LTV ratio

Liabilities to credit institutions less cash and cash equivalents divided by the market value of the properties

## Interest coverage ratio

Net operating income less administration expenses and plus financial income divided by interest expenses including hedging expenses for interest rate ceiling

## Equity ratio

Adjusted equity divided by total assets

## Debt/equity ratio

Total liabilities divided by equity

## Surplus ratio

Net operating income in relation to rental income

## Economic occupancy rate

Rental income in relation to rental value


[^0]:    "Equity is entirely attributable to Parent Company shareholders

