



YEAR-END REPORT 2021

# Strong increase in earnings and new targets for significant growth.

Stockholm, February 18, 2022

Niklas Zuckerman, CEO  
Philip Löfgren, CFO



# Today's presenters



Niklas Zuckerman  
*CEO*



Philip Löfgren  
*CFO*

# Logistea AB (publ)

Nasdaq Stockholm  
Mid-Cap since January 3, 2022

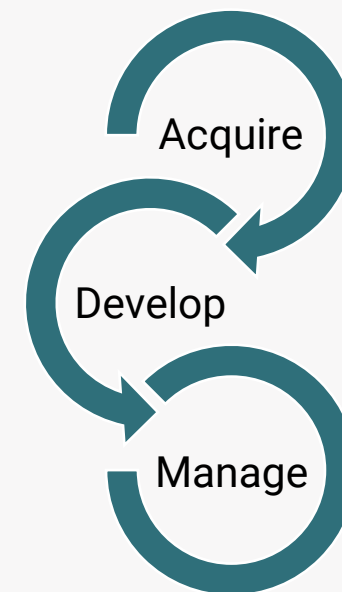
Refinement & divestment

Vision

Business model



The natural long-term partner  
in sustainable and modern  
logistics, warehouse, and  
light industrial properties.

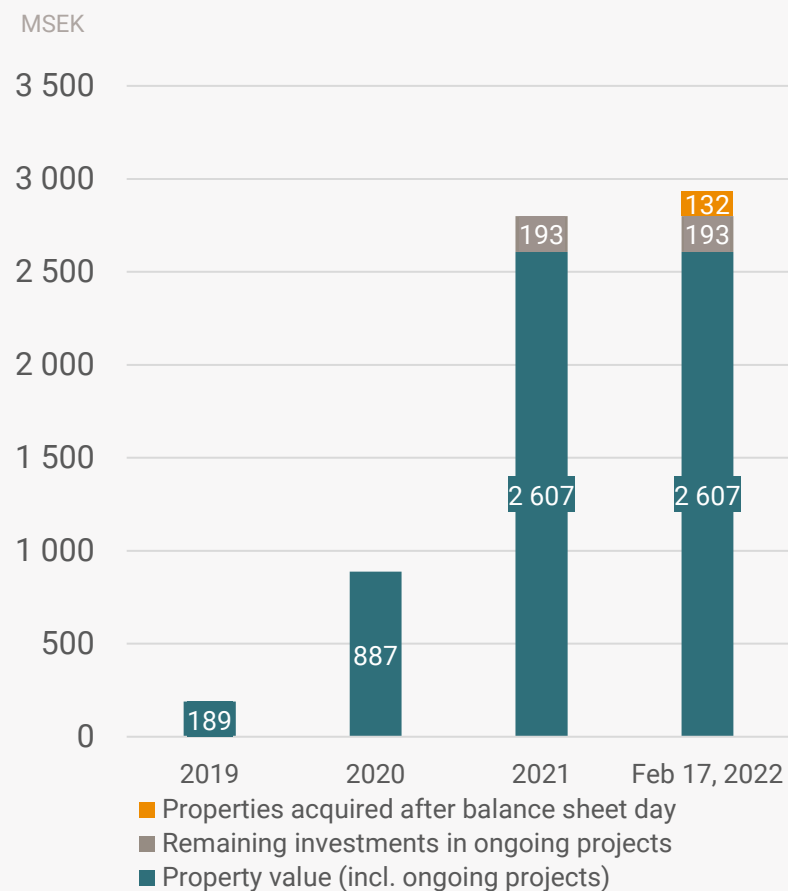


- Refinement of business, fashion business sold/divested and shares distributed to Logistea's shareholders.
- New company name and management.

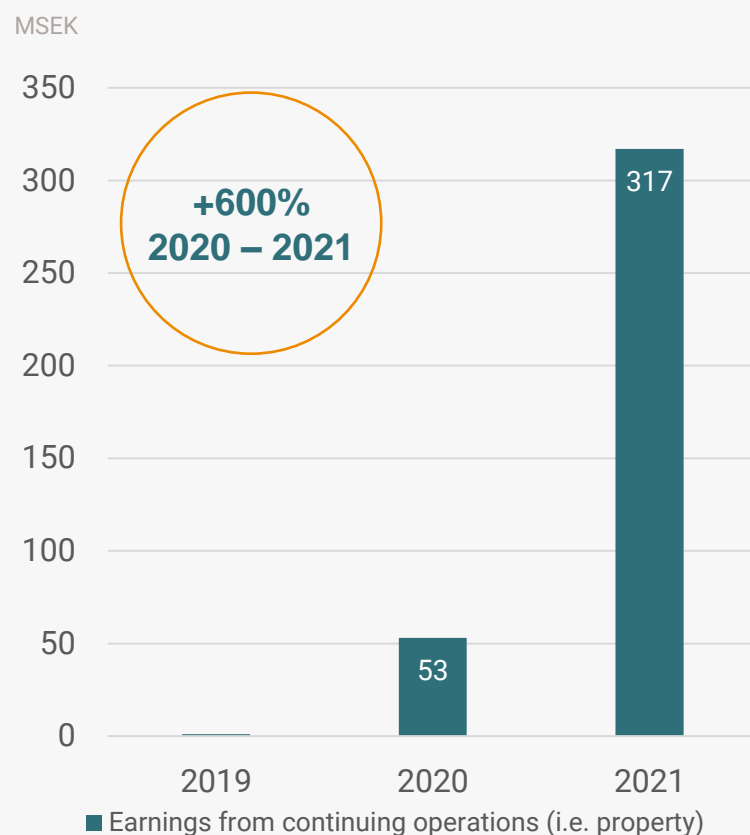


# Highlights FY 2021

## Significant growth in property value



## Strong earnings, FY



## Improved key figures, FY

NAV, SEK

**11.8**  
(6.7)

EPS, SEK

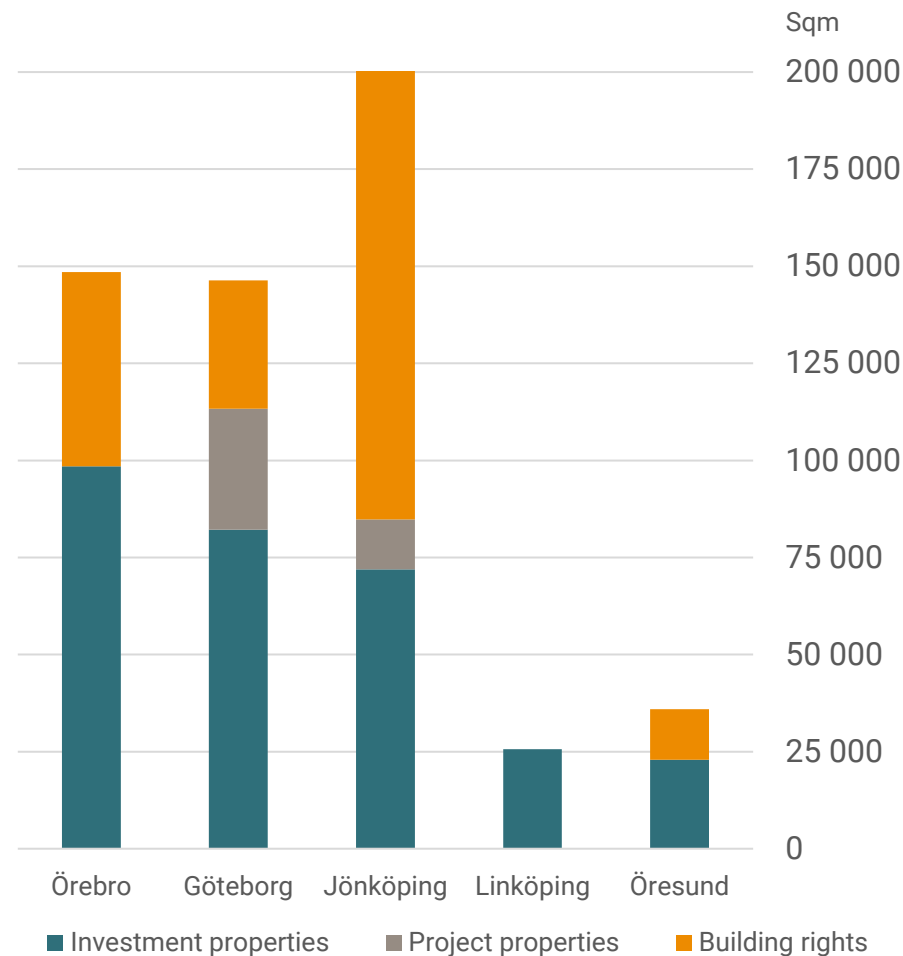
**3.73**  
(1.12)





# Property portfolio in attractive locations with extensive land bank for growth

- Modern properties in good locations leased to financial stable tenants.
- Fully leased project properties in production with completion during 2022.
- ~237,500 sqm of building rights / target start production of at least ~25,000 sqm/year until end of 2026.
- Properties acquired in Q4 at amount of 724 MSEK.
- 6.0% valuation yield for investment properties.
- Investment properties valued at 6,935 SEK / sqm.



# 41(15) investment properties in attractive locations



**Portfolio of 7 industrial properties in Karlskoga and Kristinehamn.** Acquired October, 2021. Located in well-established industrial areas all with a short distance to European highway E18 and the cities Karlstad and Örebro.

Acquisition yield 7.9%.  
100,000 sqm leaseable area.  
Fully let to ~30 tenants (logistics, industry, Medtech).  
~6 years average remaining lease contract.



**Logistic property in Borås.** Acquired 2020. Located in a well-established industrial area in the strategic logistic hub Viared/Borås with close connections to the highways R27 and R40.

Acquisition yield 6.7%.  
7,500 sqm leaseable area.  
Partly let to TST (protective equipment/clothes).  
~2.1 years average remaining triple-net lease contract.



**Warehouse and industrial property** in Lockryd, Svenljunga Municipality (Borås). Acquired February 10, 2022. Located close to several European highways and between Göteborg and Jönköping.

Acquisition yield 6.0%.  
10,585 sqm leasable area (27,700 sqm land area).  
Fully let to Arom-Dekor (vehicle chemicals).  
15-years triple-net lease contract.



# Growth both through extensions and new builds



**Kristianstad.** Acquired November, 2019 (first property). Located within the dynamic region of Öresund. Extended by 2,500 sqm, installation of solar cells, self-sufficient in solar electricity.

~ Yield on cost 7,0%  
7,704 sqm leaseable area.  
Fully let to GDL.  
10 years remaining triple-net lease contract.



**Viared, Borås.** Acquired August, 2021. Located in an expansive area between Gothenburg and Jönköping and close to European highways. Extended by 8,700 sqm, modern logistics facility with fully automated warehouse. Estimated completion H1 2022.

~ Yield on cost 8,1%  
21,400 sqm leaseable area.  
~70% let to Cellbes (e-commerce/clothes).  
~12 years remaining triple-net lease contract.



**Vaggeryd Logistikpark.** Accessed December, 2020. One of Sweden's best logistics location with direct access to European highway E4 as well as railway tracks and within a 400 km radius, 80% of Sweden's population is reached. Total building rights = 116,000 sqm, whereof 12,854 sqm is under development.

~ Yield on cost 8,0%  
Fully let to 3 tenants (*Azelio, BLL and PDL*).  
~10 years average remaining triple-net lease contract.





# LOI with international battery cell producer and one million sqm in land reservation agreement with Svenljunga Municipality

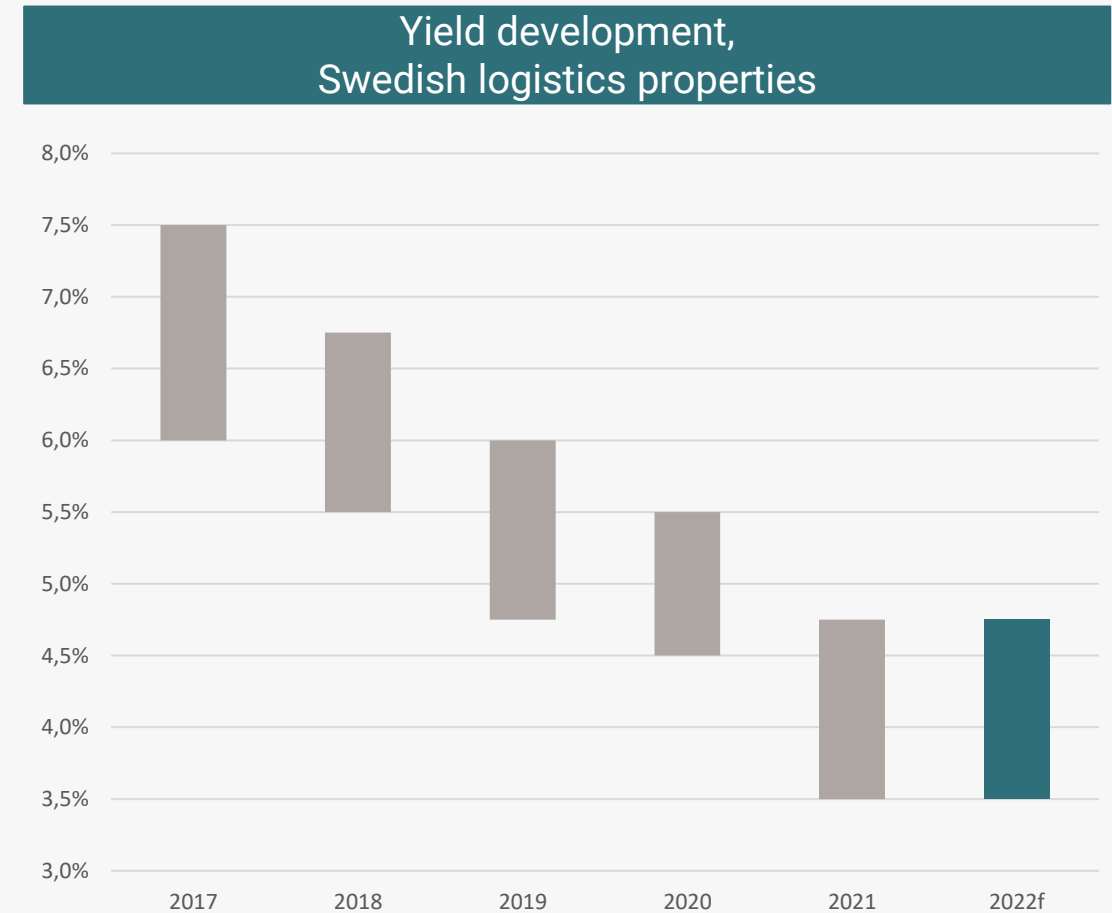
- Logistea has together with Hansson Holding AB (JV-company 95/5), entered into a conditional LOI for a lease agreement with an international battery cell producer of 380,000 sqm.
- JV-company has signed an exclusive land reservation agreement for one million sqm of land area with Svenljunga Municipality for the current establishment.
- LOI for lease agreement is initially conditional on Logistea receiving a land allocation agreement with Svenljunga Municipality, which is expected to take place during 2022.
- In addition, LOI regarding the lease agreement is conditional on a finalized detailed zoning plan.





# Strong market demand expects to continue for properties in warehousing, logistics and light industry

- Accelerating e-commerce as a result of the Corona pandemic has caused a change in consumer behaviour.
- Companies to increase focus on the vulnerability of their existing supply chains.
- Tendency to move production closer to home markets in combination with increased warehousing.
- Increased awareness creates demand for energy-efficient buildings.
- Ca. 860,000 sqm new logistics premises in Sweden during 2022, according to Colliers.
- Rent levels expected to continue be stable and growing in the largest cities.



Source: Colliers, 2021



# New framework

Significant growth  
and value creation

Niklas Zuckerman, CEO





# Strategic priorities to achieve overall growth targets

Acquire warehouse, logistics and light industry properties and land in attractive locations in Sweden / Nordics.

Ongoing asset management initiatives of existing property portfolio together with extension / new production of properties within our own land bank.

Prioritize a differentiated customer base with financially stable tenants and long leases.

Efficient operations where environmental impact and social responsibility are affirmed in business decisions.

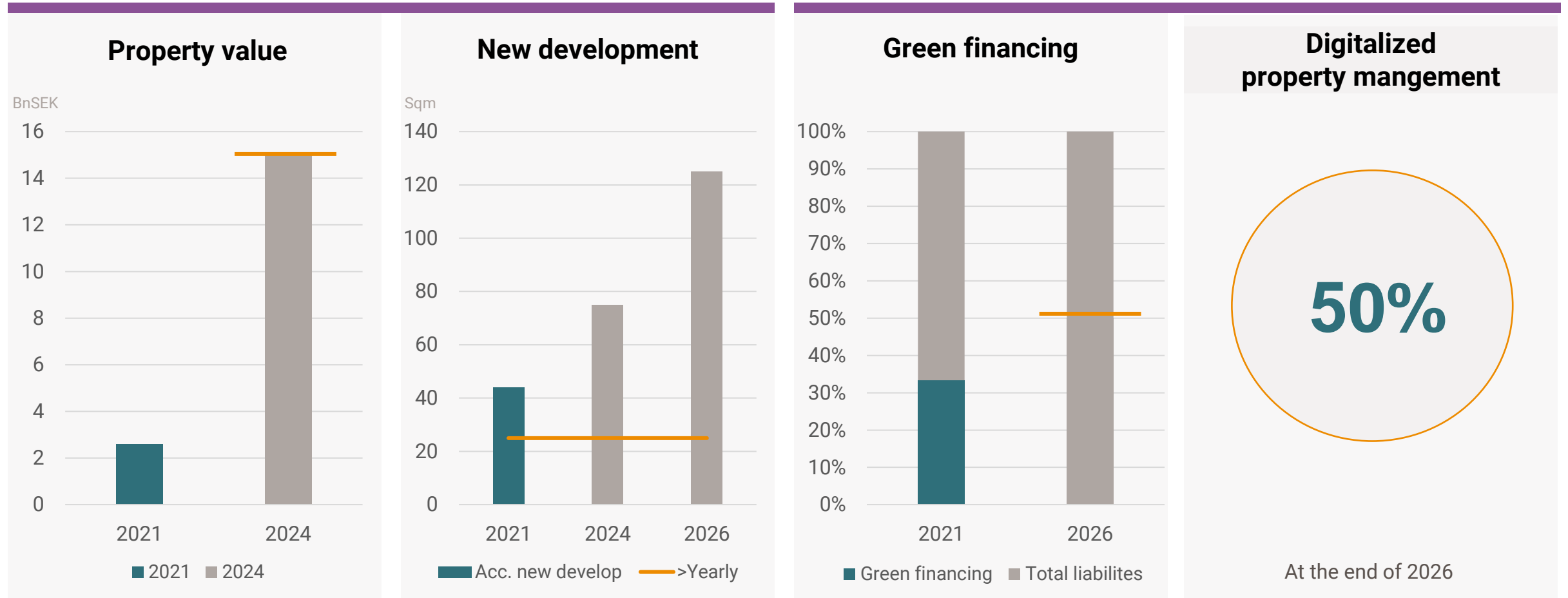
PROPERTY VALUE

15 BnSEK  
(end of 2024)



# Operational targets 2022 – FY 2024/2026

reflects substantial growth and sustainable value creation

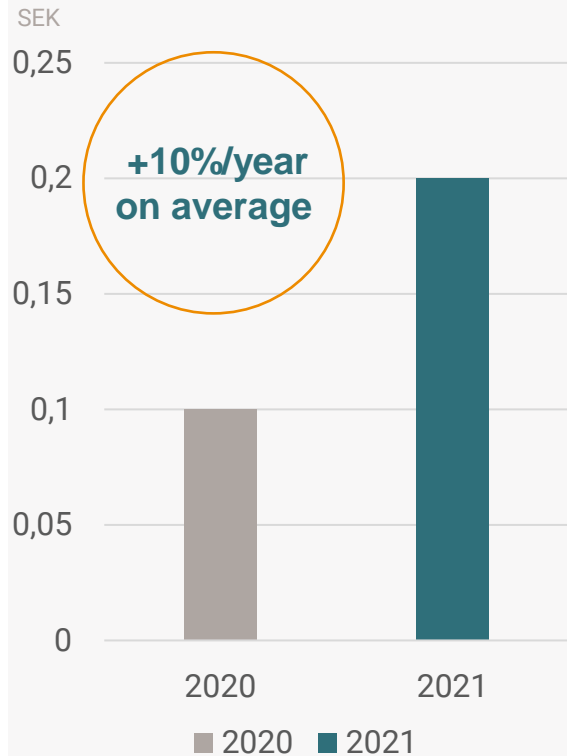




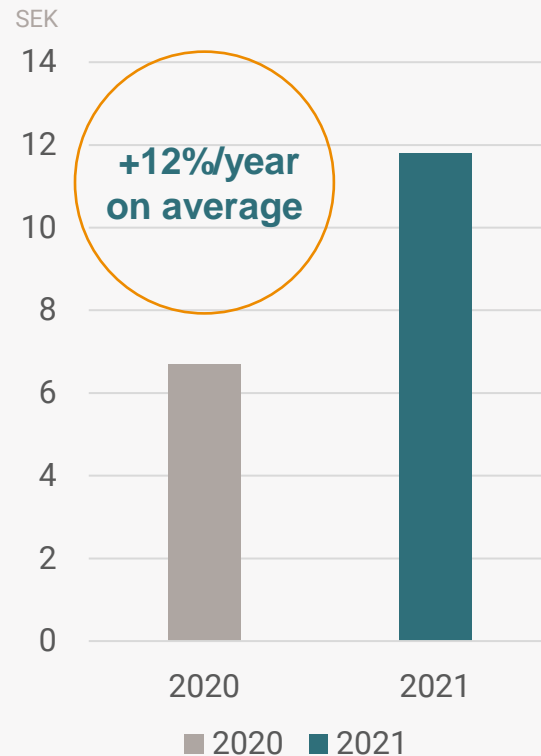
# Financial targets 2022 – FY 2026

## reflects profitable growth and solid financials

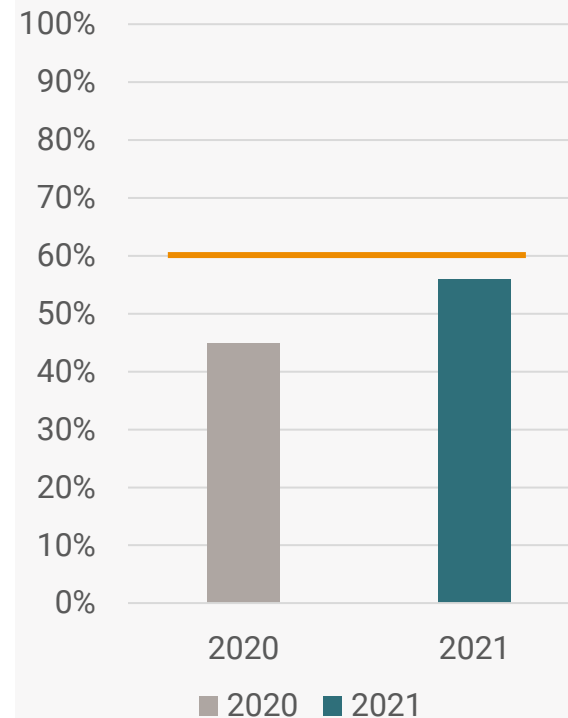
**Profit property management/  
ordinary share**



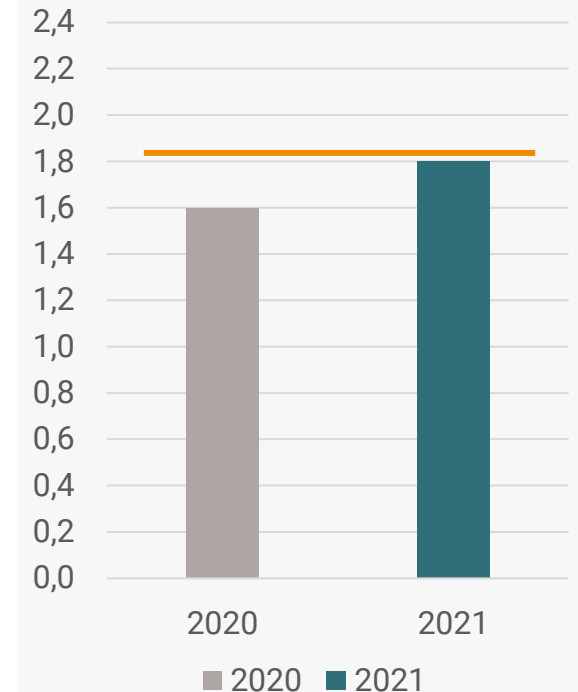
**Net asset value/  
ordinary share**



**Loan-to-value  
ratio**



**Interest coverage  
ratio**



— = Target



# Sustainability targets in line with UN Global Compact / Agenda 2030 / BREEAM





# The Board's proposal for dividend 2021 reflects growth targets

**>30%**

Dividends corresponding  
to at least 30 percent of  
the company's profit.

The Board intends to prioritize growth before dividends the next few years, which may result in low or non-dividends to ordinary shares.

No dividend is proposed to the AGM for the financial year 2021.





# Financials

Philip Löfgren, CFO





# Strong earnings – quadrupled rental income and increased property value

MSEK	2021	2020	Q4 2021	Q4 2020
Rental income	93	18	33	9
<b>Net operating income (NOI)</b>	<b>65</b>	<b>14</b>	<b>21</b>	<b>7</b>
Central administration	-24	-3	-1	-1
Net financial costs	-23	-7	-10	-4
<b>Profit from property management</b>	<b>18</b>	<b>4</b>	<b>10</b>	<b>2</b>
Changes in property value	378	65	262	47
Tax	-79	-16	-50	-11
<b>Net profit from continued operations (real estate)</b>	<b>317</b>	<b>53</b>	<b>222</b>	<b>38</b>

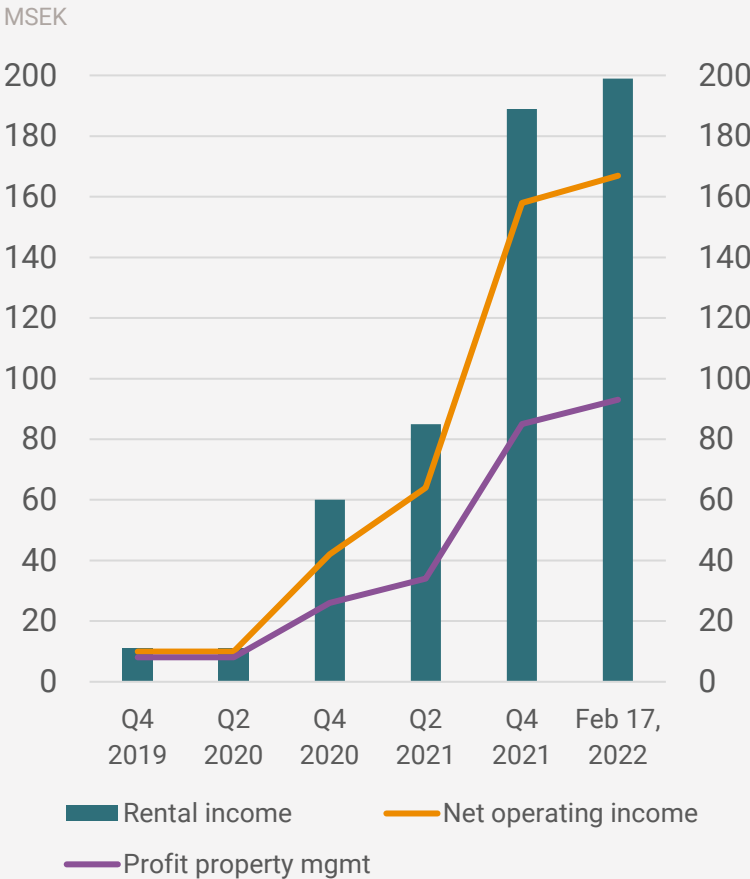
- Larger volume and new tenants lead to increased rental income.
- NOI affected by significantly higher electricity prices year-on-year. Ca. 80% triple-net lease agreements.
- Retroactive reclassification of central costs for Q1-Q3 affected Q4. Estimated run rate ~20 MSEK FY 2022.
- Changes in property value results from yield compression and project properties.
- Non-recurring costs ~5 MSEK FY 2022.
- Divestment of fashion business affecting the Group's Net profit in 2021 by -24 MSEK.



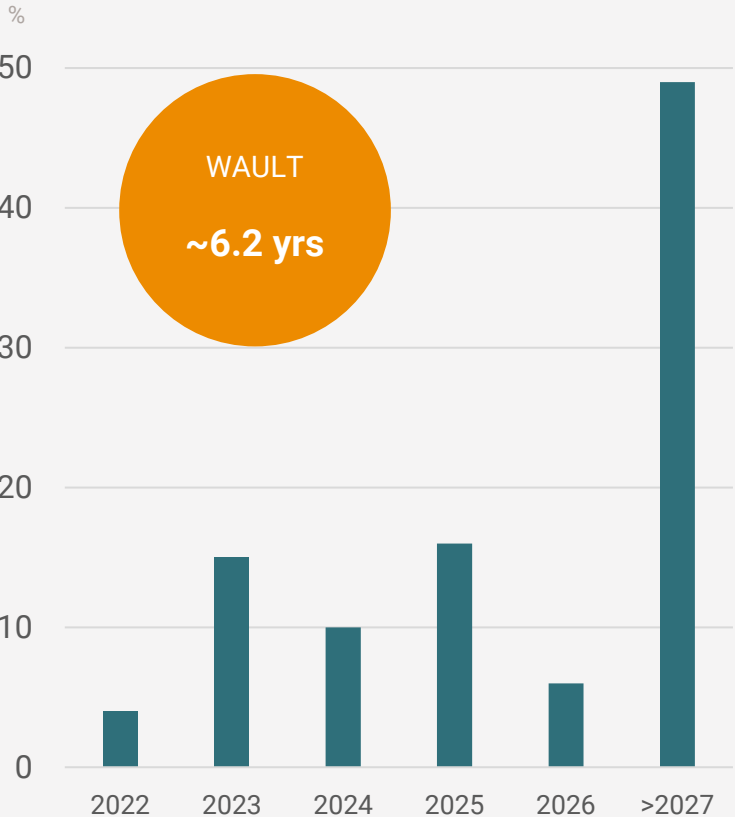


# Increased earnings capacity supported by long-term lease agreements with stable and diversified tenant base

## Increased earning capacity



## ~ 50% of the contract lease value matures after 2027



## Diversified tenant base



## Low tenant risk



# Improved cash flow conversion

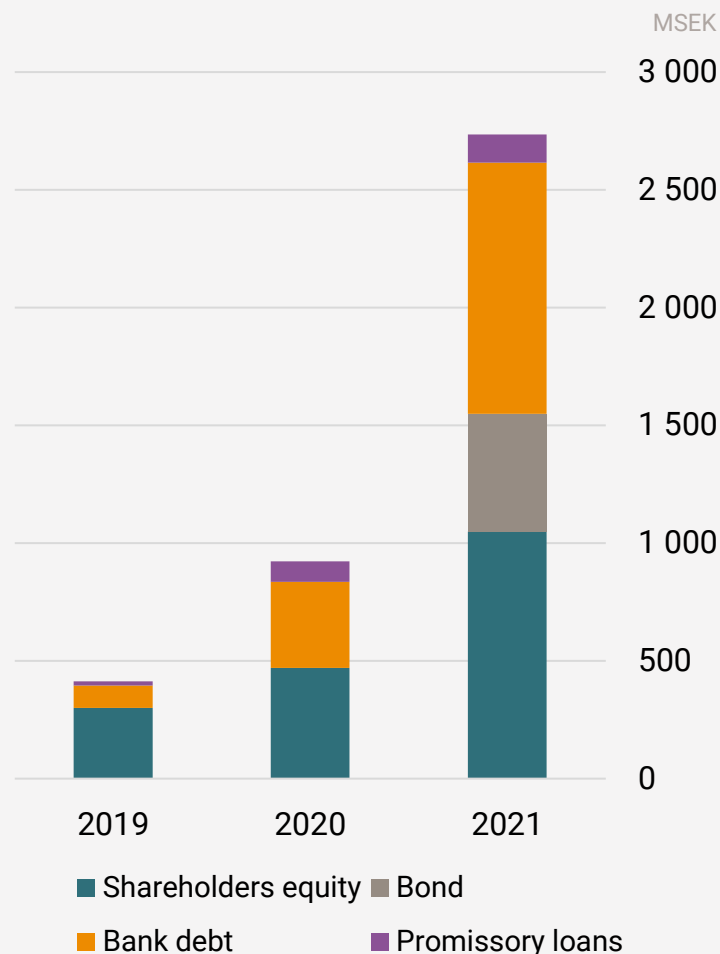
MSEK	2021	2020	Q4 2021	Q4 2020
Operating cash flow (incl fashion/retail)	34 (10)	8 (-41)	17 (14)	4 (-22)
Cash flow before investment	-5	-59	92	-64
Cash flow from investment activities	-493	-57	-365	-48
Cash flow from financing activities	658	166	393	139
<b>Cash/cash equivalents</b>	<b>218</b>	<b>58</b>	<b>218</b>	<b>58</b>

- Improved operating cash flow due to volume increase.
- Investments FY 2022:
  - Acquisitions = 331 MSEK
  - Project properties = 161 MSEK (Vaggeryd Logistic Park and Viared/Borås/Cellbes)



# Solid financing profile

- A bonus issue was carried out during Q4 2021 and a new class of shares was added (B-shares).
- Green financial framework was established and a unsecured green bonds of 500 MSEK, within the framework of 1,000 MSEK, was issued.
- Net debt at the balance sheet date amounted to 1,458 MSEK (397), of which bank financing accounts for the largest part.
- Net borrowing in FY 2021 amounted to a total of 614 MSEK (-22).
- Average capital ratio 2.4 years and the average fixed interest rate is 0.5 years.
- The average interest rate was 3.1%.



Equity ratio

36.0%


Net loan-to-value ratio

55.9%





# Attractive financial profile



Growing  
top line  
with solid  
tenant base

Long WAULT\*  
triple-net-leases

Healthy  
key figures

Toolkit for  
financial growth

\*WAULT = Weighted Average Unexpired Lease Term





# Concluding remarks

Niklas Zuckerman





# Experienced management team and Board of Directors



Niklas Zuckerman  
CEO



Anders Nordvall  
Deputy CEO &  
Head of Transactions



Malene Broman  
Head of Property  
Management



Maria Kruse  
Head Sustainability & IR  
(From April 2022)



Philip Löfgren  
CFO



Tobias Löfstedt  
COO



Patrik Tillman  
Chairman



Bengt Kjell  
Deputy Chairman



Sanja Batljan  
Board member



Johan Mark  
Board member



Fredrik Palm  
Board member



Caroline Thagesson  
Board member



# Logistea with an excellent value-creating platform



- Strong fundamentals in our property segment.
- Improved financials over all.
- New strategic business plan and growth ambitions.
- Growth driven by transactions, new developments and active management.
- Proven transaction team with great market knowledge and network.
- Financial strong and active main shareholders.

**Good platform for delivering modern and sustainable premises to tenants and a good return to shareholders over time.**

# Questions

For further questions, please email [philip.lofgren@logistea.se](mailto:philip.lofgren@logistea.se)





Thank you!

[www.logistea.se](http://www.logistea.se)

