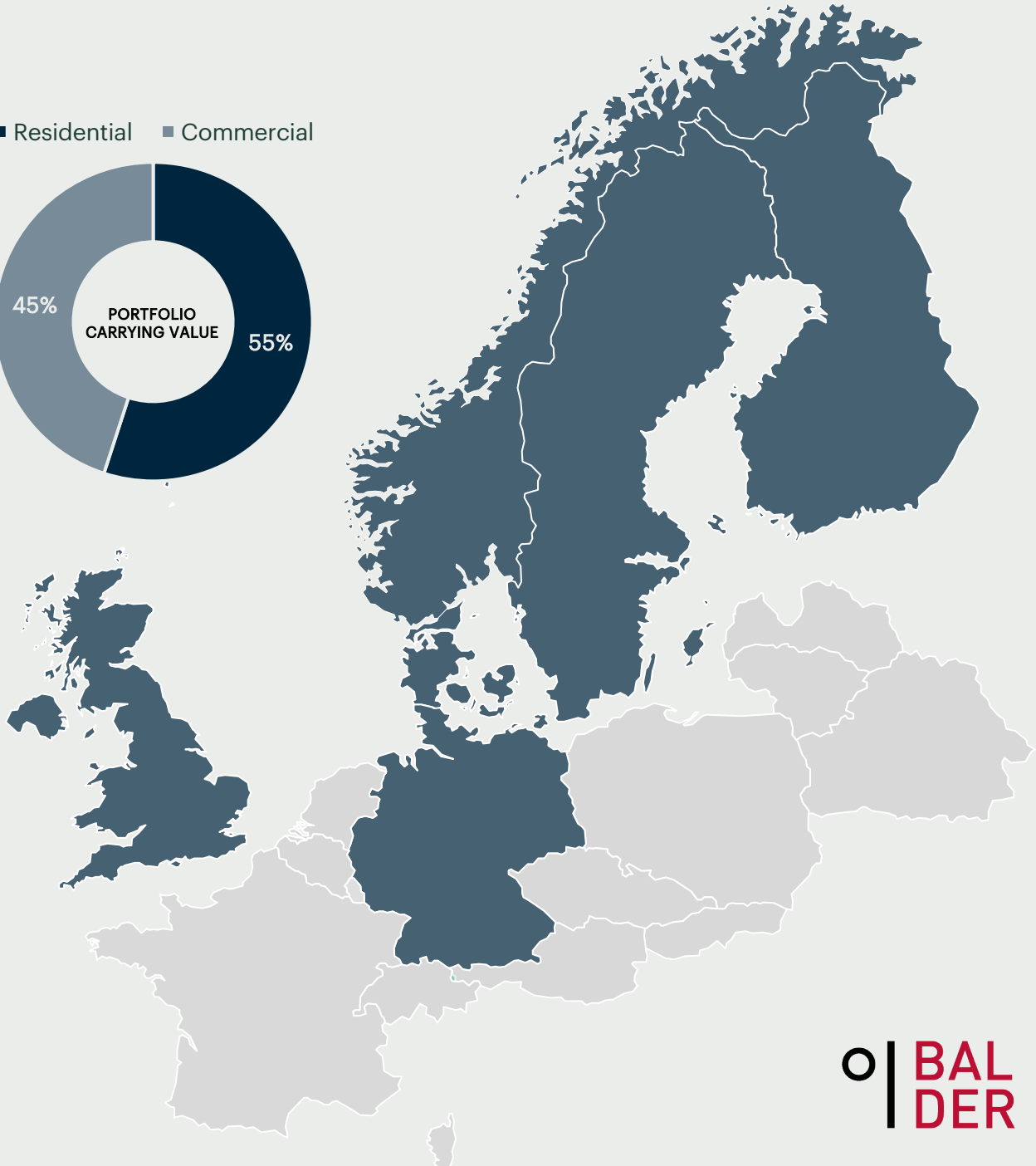
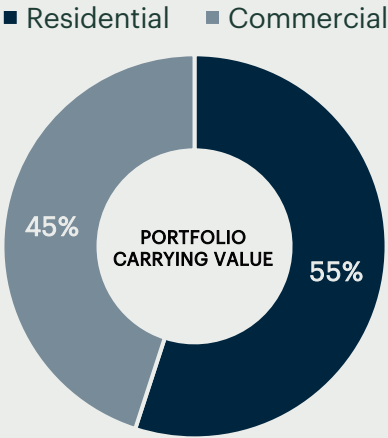


# **CONFERENCE CALL YEAR END REPORT 2023**

# BALDER AT A GLANCE

SEK BILLION <b>212</b> PORTFOLIO VALUE	S&P RATINGS <b>BBB</b> OFFICIAL RATING	% <b>96</b> OCCUPANCY RATE	YEARS <b>12.8</b> AVG. LEASE DURATION 10 LARGEST LEASES	
% <b>50.0</b> NET DEBT TO TOTAL ASSETS	TIMES <b>3.2</b> INTEREST COVERAGE RATIO	SEK BILLION <b>17.7</b> AVAILABLE LIQUIDITY	SEK <b>85.1</b> NAV PER SHARE	% <b>28</b> NAV GROWTH PER YEAR SINCE 2005



- One of the largest and most well diversified property companies in the Nordic region both in terms of asset and location
- Solid fundamentals and benign demographics with 80% of the portfolio in capitals and larger cities supported by structural need for housing
- Active property and portfolio management ensures strong financial performance and provides excellent opportunities for a continuation to execute value-added transactions
- Strong property development platform enabling continued growth regardless of the situation on the transaction market
- The Balder share have yielded significant shareholder returns over time with NAV growth per share of +28% per year since 2005

# FASTIGHETS AB BALDER

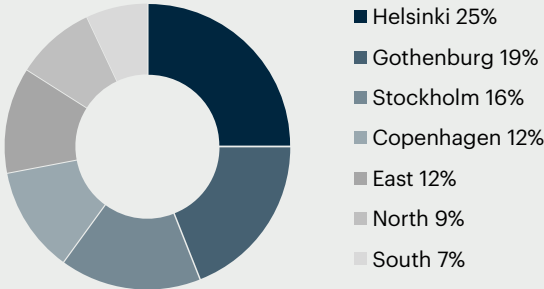
## Q4 2023

- Rental income SEK 3,089m, increase 10%
- Net operating income SEK 2,274m, increase 10%
- Profit from property management decrease of 6% to SEK 1,451m, corresponding to SEK 1.26 per share
- Profit from property management in current earnings capacity 5.03 SEK/share, decrease 7% compared to same period last year
- Net debt to total assets 50.0%
- Like for like rental growth 4.9%
- NAV 85.06 SEK/share

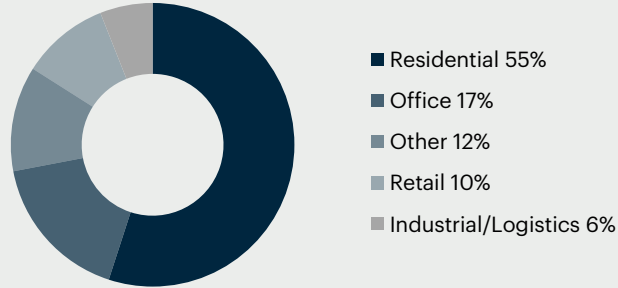


# A WELL-DIVERSIFIED PORTFOLIO

CARRYING AMOUNT DISTRIBUTED BY REGION  
Total real estate portfolio, %



CARRYING AMOUNT DISTRIBUTED BY PROPERTY CATEGORY  
Total real estate portfolio, %



**80%**  
Of the property portfolio located in capitals and larger cities



# PROPERTY **DEVELOPMENT**

## **Two categories**

- Project properties for own management
- Development properties for sale

## **Investments going forward**

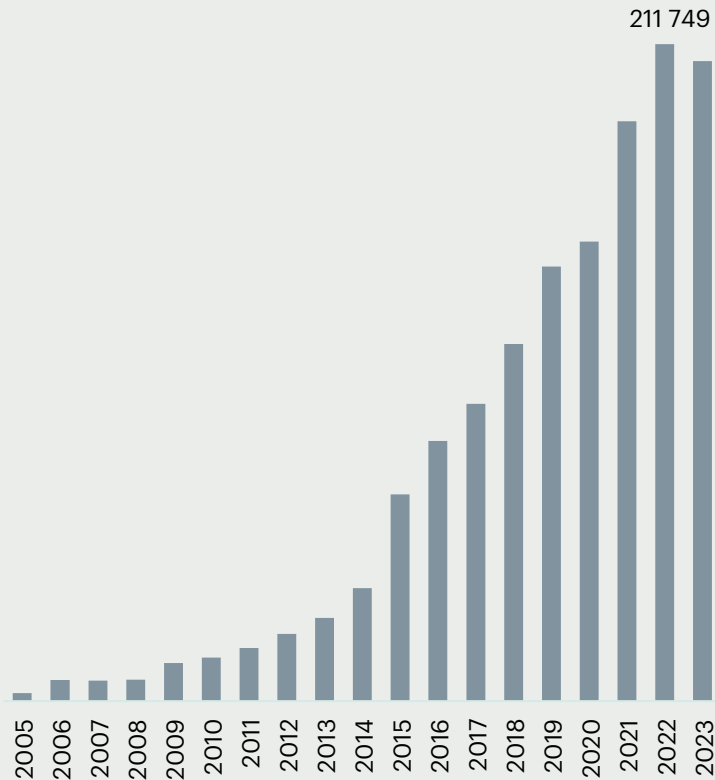
- Declining investments and balance sheet

# LONG TRACK-RECORD OF DELIVERING VALUE

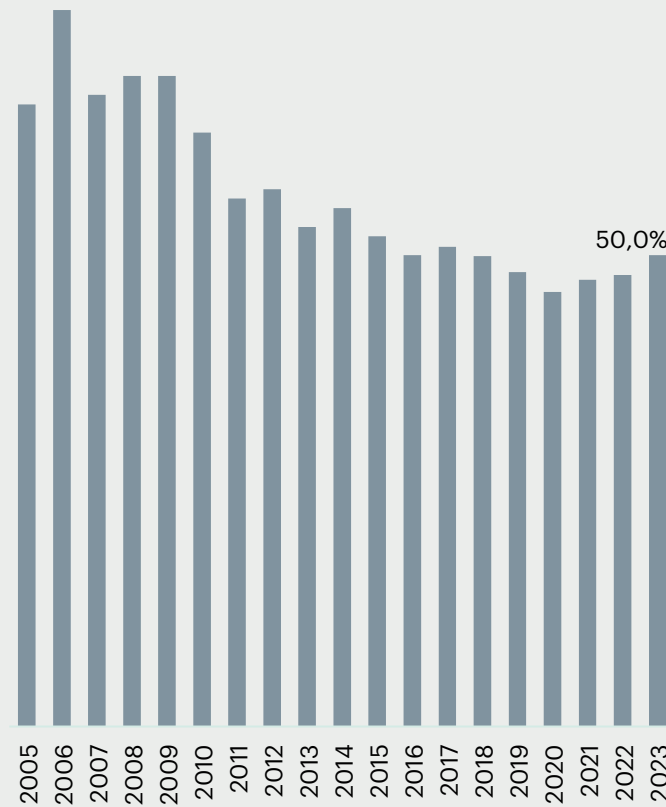


# ...WHILE IMPROVING OPERATIONAL STABILITY AND REDUCING LEVERAGE

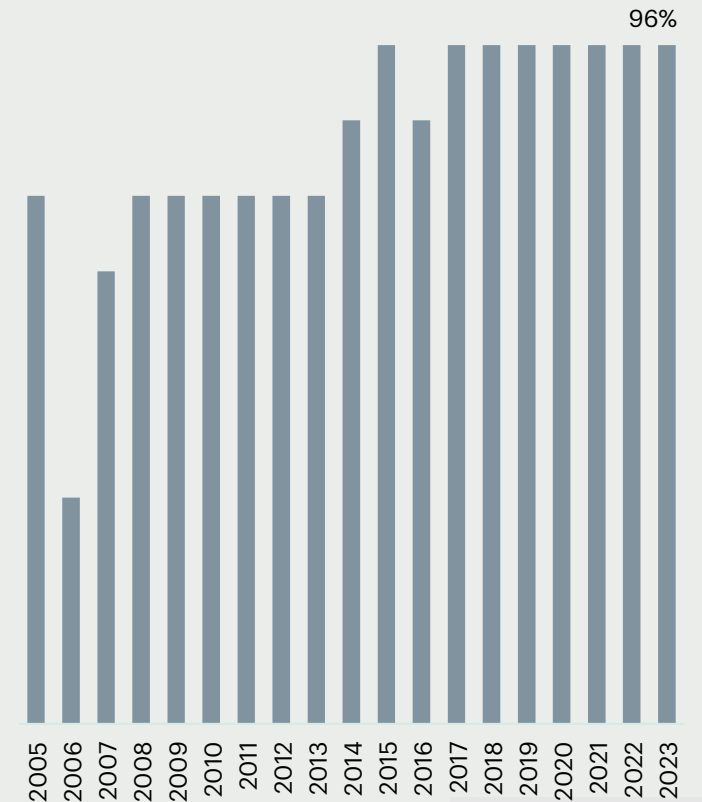
■ Portfolio value (SEKm)



■ Net debt to total assets, %



■ Occupancy rate, %



Long track record of value creation through strong operational focus, as well as investments in acquisitions and new development

Continuous leverage reduction and commitment to investment grade rating

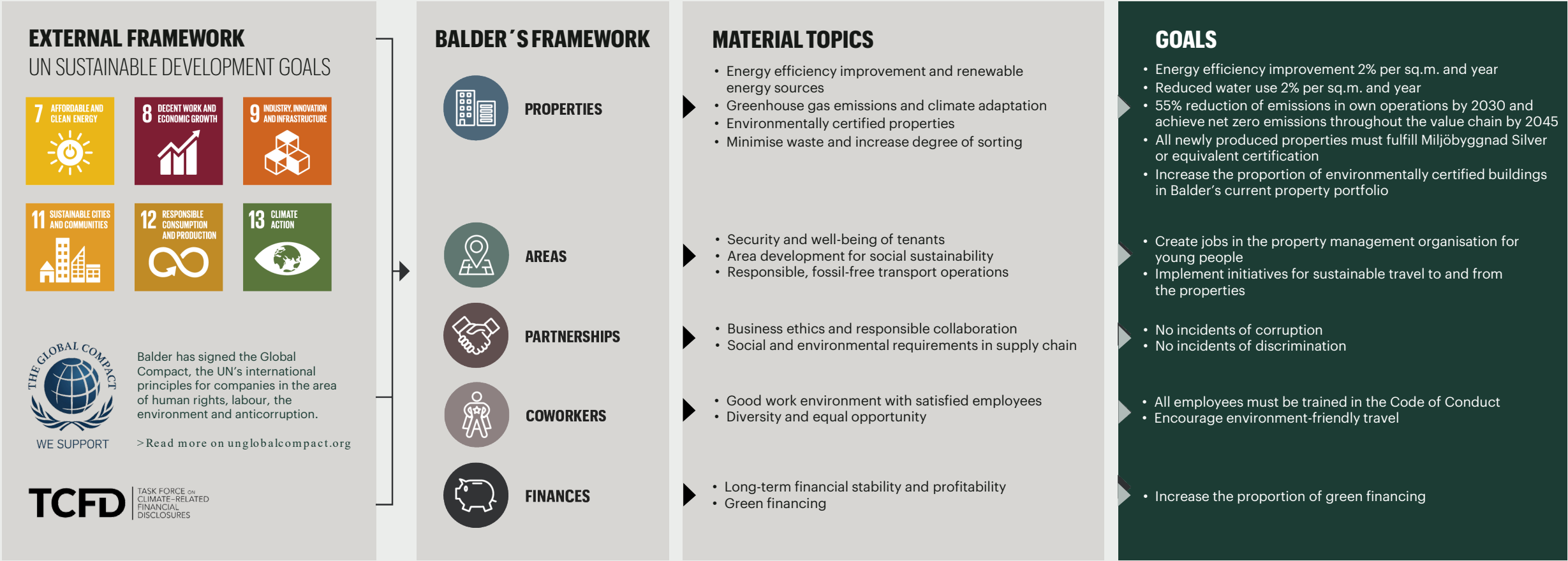
Strong population growth and urbanisation offer strong structural support for occupancy rates

# CURRENT EARNINGS CAPACITY

	2023	2023	2023	2023	2022	2022	2022	2022	2021
SEKm	31 Dec	30 Sep	30 Jun	31 Mar	31 Dec	30 Sep	30 Jun	31 Mar	31 Dec
Rental income	12,400	12,100	12,000	11,650	11,600	10,750	10,350	10,135	9,710
Property costs	-3,050	-2,950	-2,925	-2,800	-2,735	-2,565	-2,470	-2,445	-2,370
<b>Net operating income</b>	<b>9,350</b>	<b>9,150</b>	<b>9,075</b>	<b>8,850</b>	<b>8,865</b>	<b>8,185</b>	<b>7,880</b>	<b>7,690</b>	<b>7,340</b>
<i>Surplus ratio</i>	75%	76%	76%	76%	76%	76%	76%	76%	76%
Management and administrative costs	-1,100	-1,100	-1,100	-1,050	-1,035	-1,000	-990	-980	-830
Profit from property management from associated companies	1,950	1,950	1,850	1,850	1,850	1,800	1,780	1,760	1,650
<b>Operating profit</b>	<b>10,200</b>	<b>10,000</b>	<b>9,825</b>	<b>9,650</b>	<b>9,680</b>	<b>8,985</b>	<b>8,670</b>	<b>8,470</b>	<b>8,160</b>
Net financial items, incl. ground rent	-4,000	-3,900	-3,600	-3,300	-2,900	-2,550	-2,220	-2,020	-1,750
Non-controlling interests	-400	-400	-410	-410	-560	-550	-580	-630	-630
<b>Profit from property management Parent Company</b>	<b>5,800</b>	<b>5,700</b>	<b>5,815</b>	<b>5,940</b>	<b>6,220</b>	<b>5,885</b>	<b>5,870</b>	<b>5,820</b>	<b>5,780</b>
Tax	-1,200	-1,190	-1,200	-1,230	-1,305	-1,240	-1,250	-1,240	-1,230
<b>Profit after tax</b>	<b>4,600</b>	<b>4,510</b>	<b>4,615</b>	<b>4,710</b>	<b>4,915</b>	<b>4,645</b>	<b>4,620</b>	<b>4,580</b>	<b>4,550</b>
Profit from property management, per share, SEK	5.03	4.94	5.04	5.15	5.39	5.26	5.25	5.20	5.17



# BALDER'S SUSTAINABILITY FRAMEWORK



# ESG UPDATE

- Sustainability reporting is successively adapted to comply with the new EU directives ESRS/CSRD
- The company has conducted a double materiality analysis in line with CSRD/ESRS
- Over 1,600 climate risk analyses for the company's buildings have been carried out
- New digital reporting system for sustainability reporting has been implemented
- Extended reporting within the EU taxonomy. Due diligence process shows that Balder comply with social minimum safeguard 2023
- Science Based Target (SBTi) validation process started

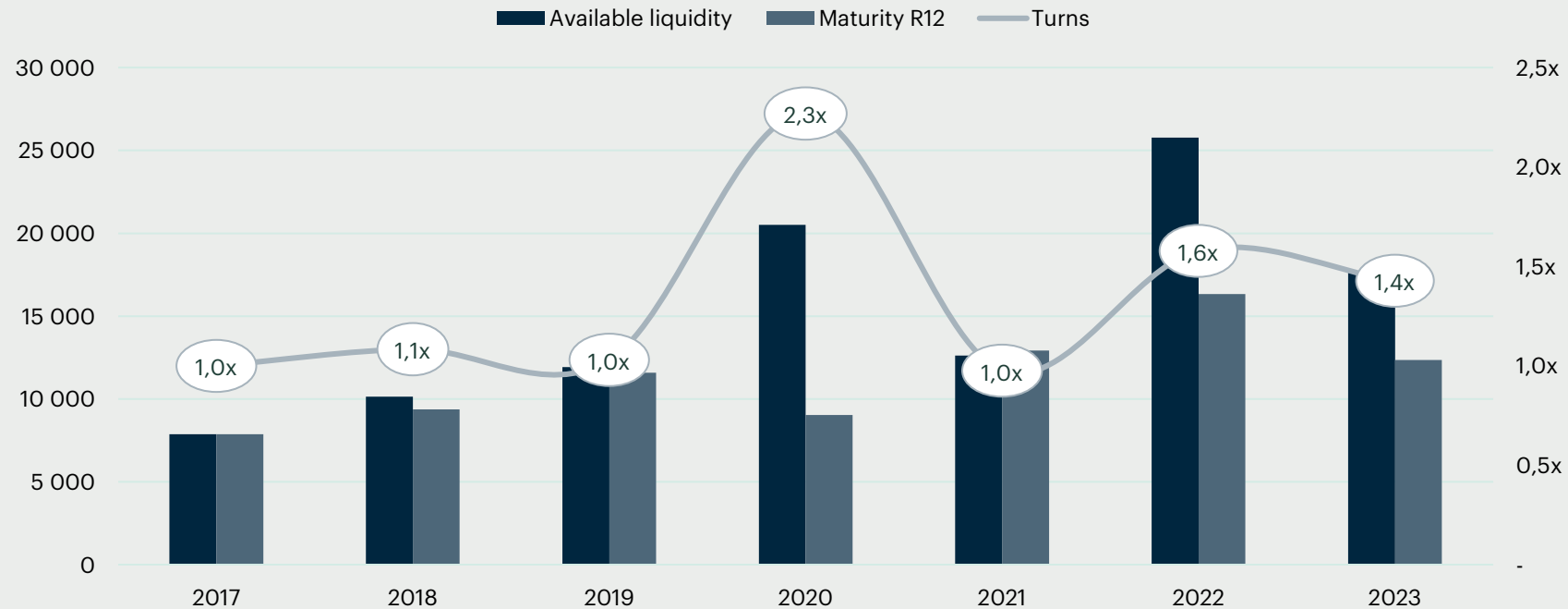


12.3

ESG RISK  
RATING

# PRUDENT FINANCIAL STRATEGY

## WITH A WELL-BALANCED RISK MANAGEMENT



### PROACTIVE BALANCE SHEET MANAGEMENT THROUGH:

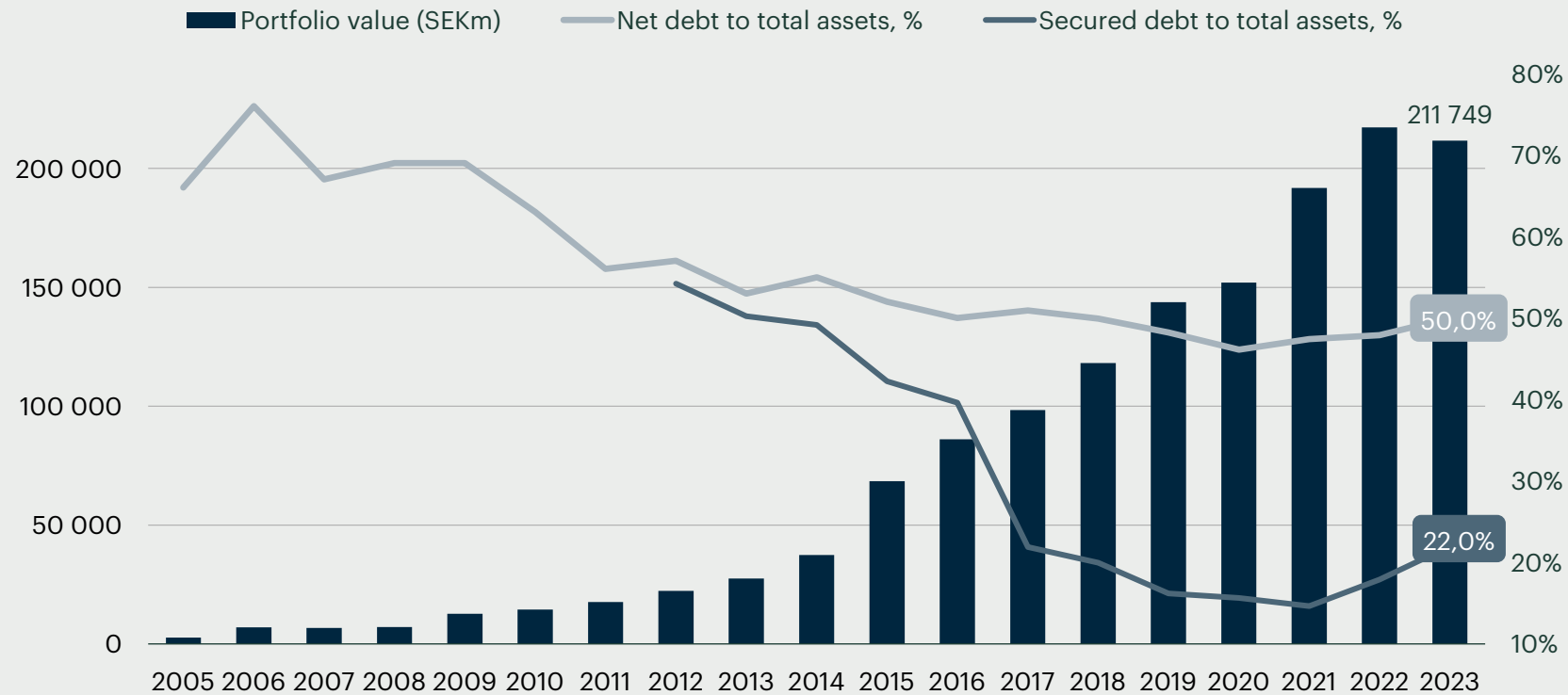
Available liquidity of SEK 18 billion corresponding to over 1.4 times of maturing liabilities within 12 months

By extending the interest rate refixing period, Balder benefited from lower long-term interest rates in the fourth quarter

The higher level of liquidity will be maintained as long as the financial markets are strained

# FINANCING

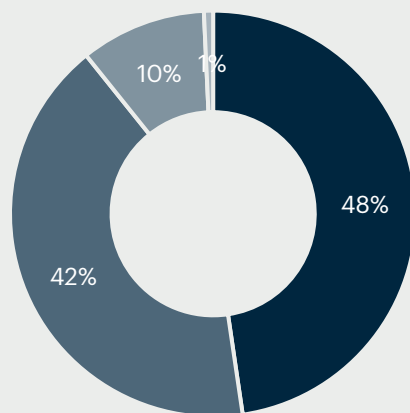
Portfolio Value (SEKm) and Net Debt to Total Assets (%)



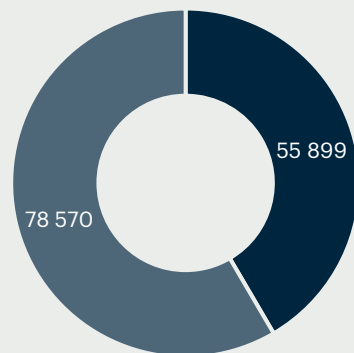
Secured debt to total assets 22.0%

74% of debt is hedged with interest swaps and fixed-rate loans

# FINANCING



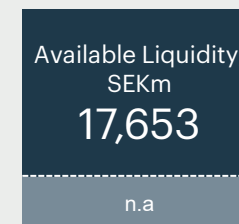
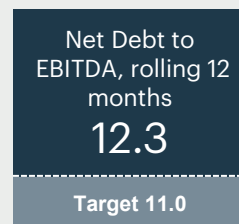
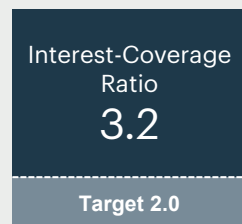
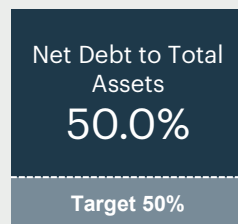
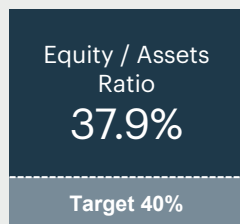
- Unsecured bonds, 48%
- Secured bank loans, 42%
- Unsecured bank loans, 10%
- Commercial paper, 1%



- Secured loans, 42%
- Unsecured loans, 58%

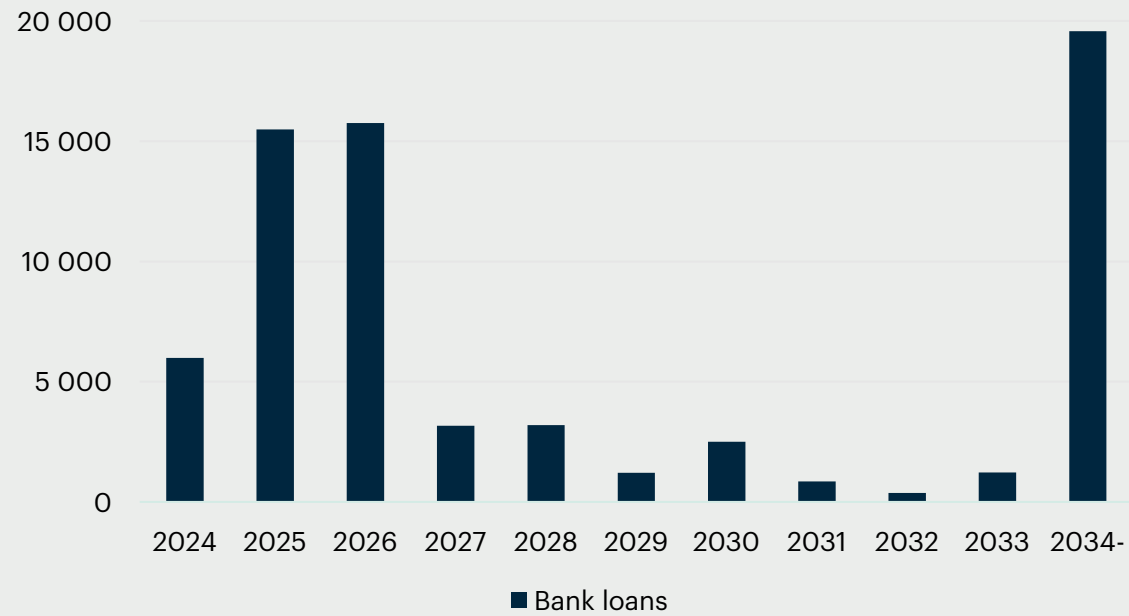
## INTEREST FIXING STRUCTURE

Year	SEKm	Interest %	Proportion %
2024	45,112	4.3	34
2025	9,238	2.1	7
2026	13,257	2.7	10
2027	13,606	1.7	10
2028	18,992	2.8	14
2029	12,077	1.5	9
2030	8,706	2.0	6
2031	5,861	2.0	4
2032	2,804	2.5	2
2033	1,000	2.3	1
2034-	3,815	2.0	3
<b>Total</b>	<b>134,469</b>	<b>2.9</b>	<b>100</b>

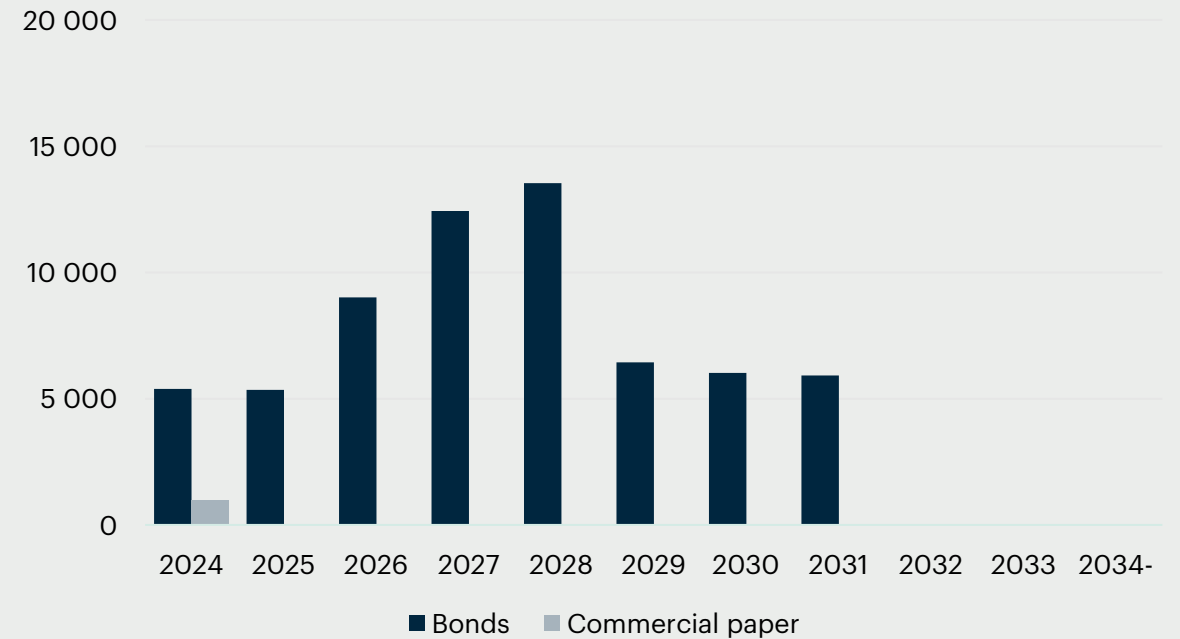


# FINANCING

## MATURITY STRUCTURE BANK LOANS

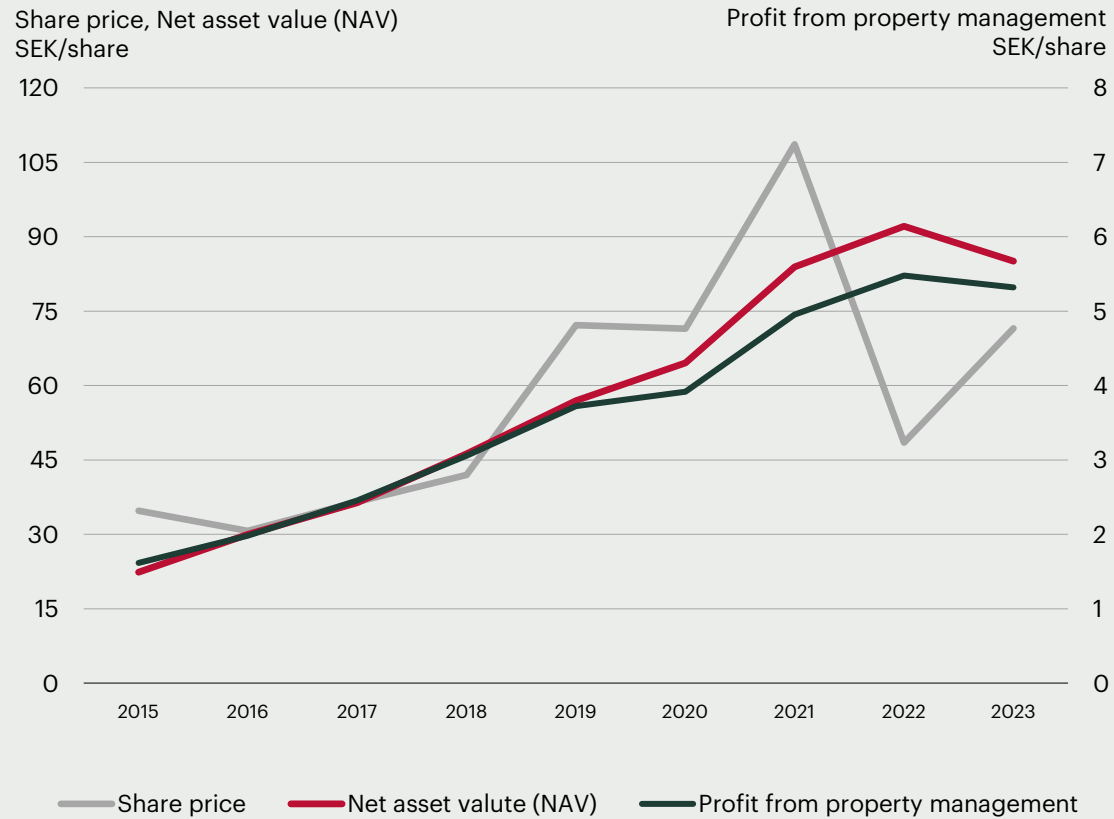


## MATURITY STRUCTURE BONDS AND COMMERCIAL PAPER

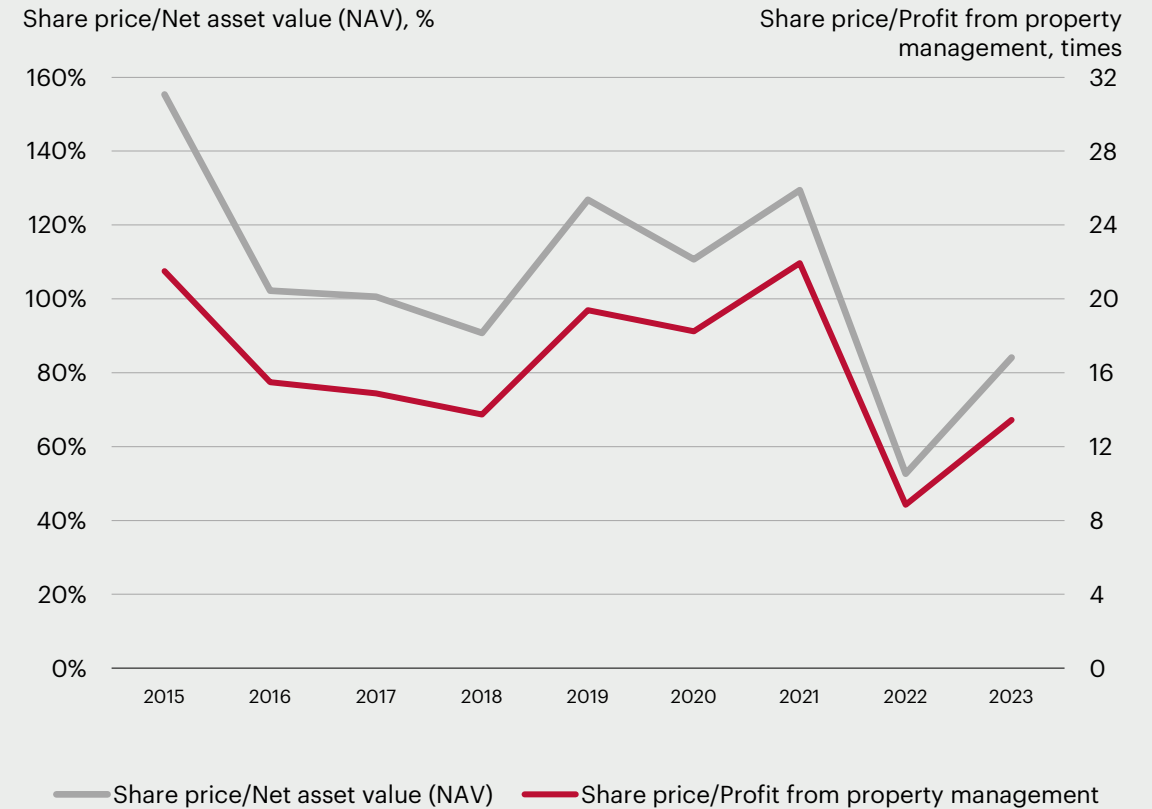


# THE SHARE

## Share price development over time



## Share price development in relation to NAV and Profit from property management



# CONSOLIDATED STATEMENT OF **COMPREHENSIVE INCOME**

SEKm	2023 January-December	2022 January-December	Deviation, Δ %
Rental income	11,944	10,521	14
Property costs	-3,030	-2,725	
<b>Net operating income</b>	<b>8,914</b>	<b>7,796</b>	14
Management and administrative costs	-1,080	-1,019	
Participation in the profits of associated companies/joint ventures	-2,236	1,002	
Other income/costs	-16	-17	
Net financial items	-3,186	-2,031	
- Of which cost of leases/ground rent	-83	-76	
Non-controlling interest	-414	-521	
<b>Profit from property management, Parent Company</b>	<b>6,135</b>	<b>6,139</b>	0
<i>Changes in value</i>			
Changes in value investment properties, realised	-14	111	
Changes in value investment properties, unrealised	-9,980	5,419	
Profit from development properties	544	110	
Changes in value derivatives	-1,899	1,617	
<b>Changes in value total</b>	<b>-11,350</b>	<b>7,257</b>	
<b>Profit before tax</b>	<b>-8,954</b>	<b>12,988</b>	
Income tax	1,254	-1,999	
<b>Net profit for the period</b>	<b>-7,699</b>	<b>10,989</b>	
Profit from property management per share, SEK	5.32	5.48	
Profit after tax per share, SEK	-5.85	9.09	



# CONSOLIDATED STATEMENT OF **FINANCIAL POSITION**

SEKm	2023 31 December	2022 31 December
<b>Assets</b>		
Investment properties	209,000	213,932
Development properties	2,750	3,421
Lease contract; Right-of-use assets	2,102	1,881
Other fixed assets	387	272
Participations in associated companies/joint ventures	28,288	31,620
Derivatives	421	1,982
Other receivables	5,351	4,115
Cash and cash equivalents and financial investments	5,449	6,553
<b>Total assets</b>	<b>253,748</b>	<b>263,775</b>
<b>Equity and liabilities</b>		
Equity	93,987	102,909
Deferred tax liability	16,272	17,769
Interest-bearing liabilities	134,469	135,252
<i>of which Hybrid capital</i>	4,435	4,942
Derivatives	1,444	-
Lease contract	2,108	1,887
Other liabilities	5,469	5,958
<b>Total equity and liabilities</b>	<b>253,748</b>	<b>263,775</b>

# SHAREHOLDERS **AS OF 31 DECEMBER 2023**

<b>Owner</b>	<b>A shares</b>	<b>B shares</b>	<b>Total no shares</b>	<b>Capital, %</b>	<b>Votes, %</b>
Erik Selin via company	49,855,968	343,265,400	393,121,368	34.1%	47.8%
Arvid Svensson Invest AB	17,495,352	81,255,240	98,750,592	8.6%	14.6%
Swedbank Robur Fonder	-	72,744,678	72,744,678	6.3%	4.1%
AMF Försäkring och Fonder	-	61,082,056	61,082,056	5.3%	3.5%
Länsförsäkringar Fondförvaltning AB	-	35,477,161	35,477,161	3.1%	2.0%
Lannebo Fonder	-	22,170,378	22,170,378	1.9%	1.3%
SEB Investment Management	-	22,004,723	22,004,723	1.9%	1.2%
Folksam	-	16,950,433	16,950,433	1.5%	1.0%
Handelsbanken fonder	-	15,529,601	15,529,601	1.3%	0.9%
Cliens Fonder	-	13,772,789	13,772,789	1.2%	0.8%
Other	25,272	402,370,949	402,396,221	34.9%	22.9%
<b>Total</b>	<b>67,376,592</b>	<b>1,086,623,408</b>	<b>1,154,000,000</b>	<b>100%</b>	<b>100%</b>

# Q&A