

Your sustainable investment partner -
together building the link between
property and capital



Interim Report

July – September 2023

Today's presenters



Christoffer Abramson
CEO and President



Michel Fischier
CFO

Leading European group in property and alternative investments

Catella Group –
The sustainable link between property and capital

INVESTMENT MANAGEMENT

Regulated fund products, custom made indirect products and regional asset management services

PRINCIPAL INVESTMENTS

Direct investments and co-investments with partners in real estate projects. Project Management of real estate developments

CORPORATE FINANCE

Leading European advisor within real estate related corporate finance

- ▣ Founded in 1987
- ▣ Headquartered in Stockholm
- ▣ 25 offices across 12 countries
- ▣ +500 employees
- ▣ Listed at Stockholm Stock Exchange, Nasdaq, OMX, midcap

STRONG LOCAL PRESENCE

- ▣ Deep local knowledge in each market
- ▣ Local entrepreneurship and expertise
- ▣ Local offices in over 20 cities across Europe
- ▣ Cross-border capacity and knowledge sharing

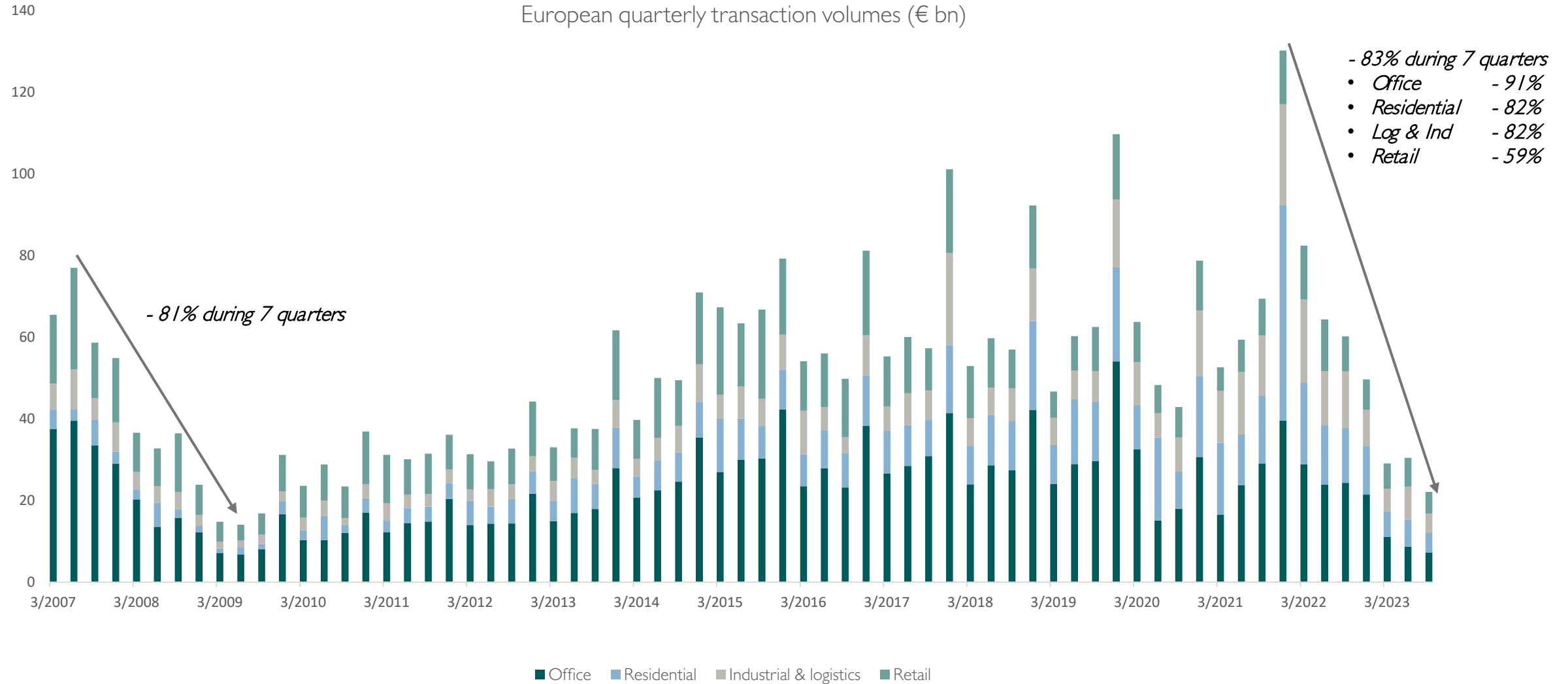
PAN-EUROPEAN REACH

- ▣ Established in 12 countries
- ▣ Pan-European perspective on investments
- ▣ Integrated approach to business opportunities
- ▣ Ability to support international investors in several European countries

ACCESS TO GLOBAL CAPITAL

- ▣ Fund investors across Europe, many of which have invested in Catella funds since inception
- ▣ Listed on Nasdaq Stockholm with access to listed equity and debt

European Transaction Volumes Have Fallen More Dramatically Than In GFC



Key highlights – Q3 2023

CATELLA GROUP

- Completed acquisition of 60% majority stake in Aquila Group
- Divestment of Infrahubs platform
- Strong balance sheet enabling opportunistic investments

INVESTMENT MANAGEMENT

- SEK 10 bn growth in AUM mainly driven by acquisition of Aquila Group
- Asset Management mandate for Transport for London
- Unchanged capital commitments and retained equity in existing funds
- Pipeline of development projects supporting AUM growth forward

PRINCIPAL INVESTMENTS

- Divestment of 50% ownership in Infrahubs generated a capital gain of SEK 28 M
- Principal Investments engaged in 10 development projects totalling SEK 1.7 bn invested capital
- Market uncertainties continue to postpone divestments

CORPORATE FINANCE

- Stable pipeline of transactions but market timing remains uncertain
- Demand for valuation services remains strong in a continued slow transaction market



The acquisition of 60% of Aquila Group, consisting of Aquila Asset Management SAS and Axitip Real Estate Partners, added 15 mdkr of AUM to Catella Group



Asset management mandate signed for three locations on top of advisory mandate for entire portfolio



First buildings of Phase I of Seestadt mg+, Düsseldorf, completed and tenants moving in



Catella Corporate Finance Finland advised in the sale of a landmark office property located in Helsinki city centre

Key financial highlights – Q3 2023

CATELLA GROUP

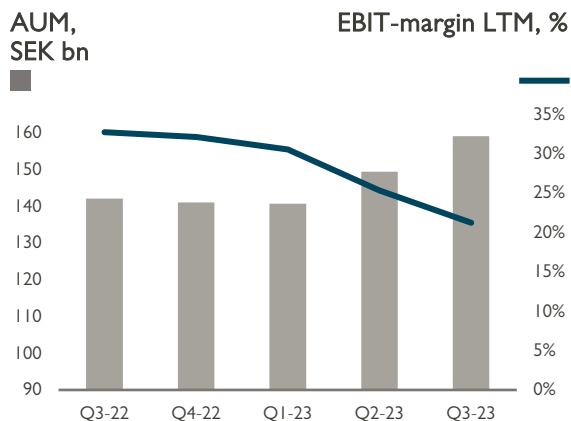
Total revenue
SEK 534 M (SEK 508 M)

EBIT
SEK 32 M (SEK 74 M)

EBIT margin
6% (15%)

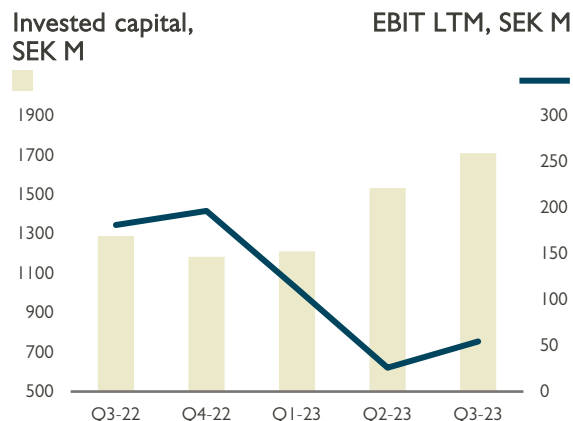
Earnings per share
SEK -0,25 kr (0,77 kr)

INVESTMENT MANAGEMENT



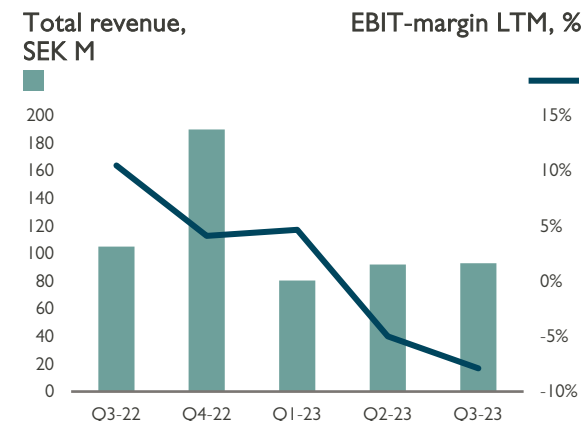
- LTM AUM growth of SEK 16 bn, +11%
- Lower variable revenue partially compensated by higher fixed revenues, which have increased by 13% Y-o-Y

PRINCIPAL INVESTMENTS



- Currently 10 development projects and SEK 1.7 bn invested
- Sales of completed projects most likely executed in 2024

CORPORATE FINANCE

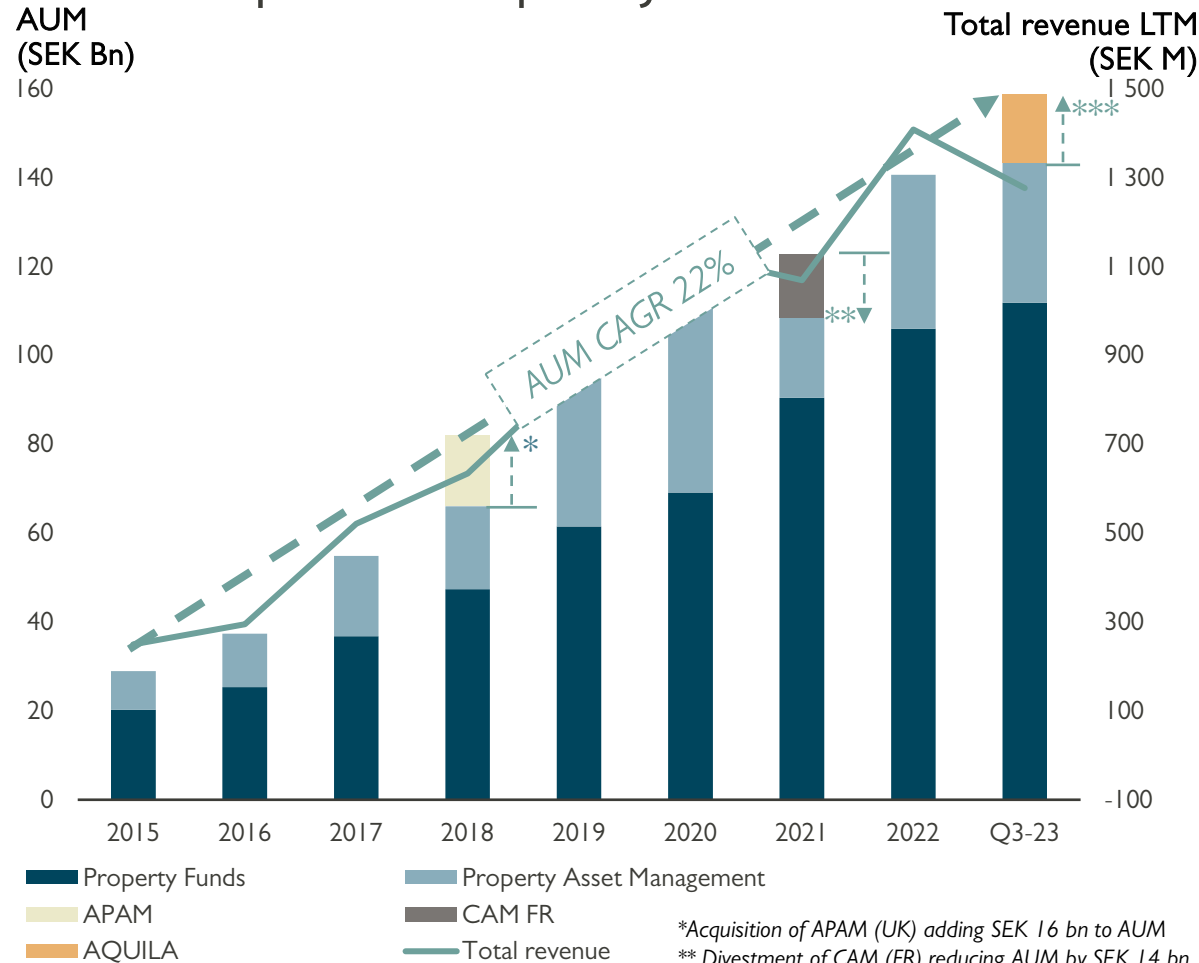


- Slow European transaction market pushing transactions forward in time
- Fewer FTE's but full effect of reduction not yet reflected in expenses



Investment Management

AUM growth driven by acquisition of Aquila and finalized development projects



2023-10-27

*Acquisition of APAM (UK) adding SEK 16 bn to AUM
 ** Divestment of CAM (FR) reducing AUM by SEK 14 bn
 *** Acquisition of Aquila Group (FR) adding 15 bn to AUM

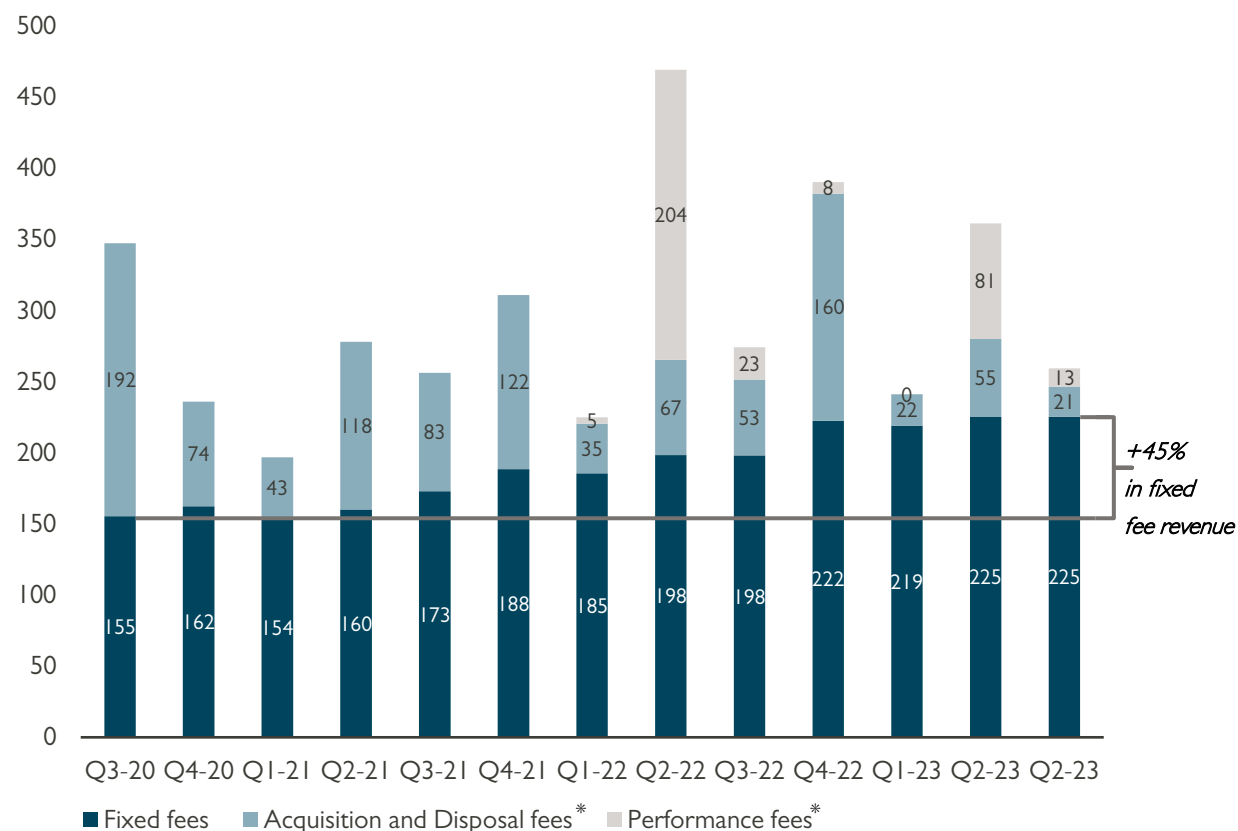
LTM AUM, SEK Bn



Q2 AUM, SEK Bn



Strong fixed fee development as AUM grows



SEK M	Q3 2023	Q3 2022	Change, %
Property Funds**	216	222	-3%
Asset Management**	69	123	-44%
Other	20	0	-
Total revenue	263	313	-16%
<i>Thereof fixed fee revenue</i>	225	198	14%
Assignment expenses and commission	-42	-43	-2%
Net Revenue	221	270	-18%
Variable expenses	-21	-40	-48%
Operating expenses	-174	-140	24%
Operating profit	26	90	-71%
Operating margin, %	10%	29%	-19 p.p.

- 14% increase in underlying fixed fee revenue providing stable revenue stream and profit (+25M)
- Lower variable revenues, performance-based fees (SEK 39M), and a non-recurring revenue from Catella Asset Management Denmark from the sale of GreenPoint last year (SEK 34M) behind SEK 49M lower net revenue
- Increase in operating expenses mainly driven by temporarily increased FTE's, increased management fees from Group, and inflation
- Cost reduction measures actioned in Q3-Q4 to substantially reduce fixed expenses from early 2024

Principal Investments

Divestment of Infracore platform, continued progress in current projects



10 development projects

Sweden (Infracore)

- Logistics, Jönköping

Denmark (Direct Investment)

- Residential, "Kaktus", Copenhagen

Germany (Catella Project Capital)

- Residential, "Seestadt MG+", Düsseldorf
- Residential, "Düssel-Terrassen", Düsseldorf
- Office, "Königsallee", Düsseldorf

Spain (Catella Logistic Europe)

- Logistics, Barcelona

France (Catella Logistic Europe)

- Logistics, "Polaxis"
- Logistics, "Metz-Eurolog"

United Kingdom (Catella APAM)

- Mixed use, "The Maltings", Salisbury
- Retail, Mander Centre, Wolverhampton

Three fund investments

- Catella Fastighetsfond Systematisk C
- UK REIT Fund
- Pamica

Invested equity, project IRR, and targets

	Current status	Long term Target
Catella invested equity (SEK Bn)	1.7	1.5
Project IRR		20%

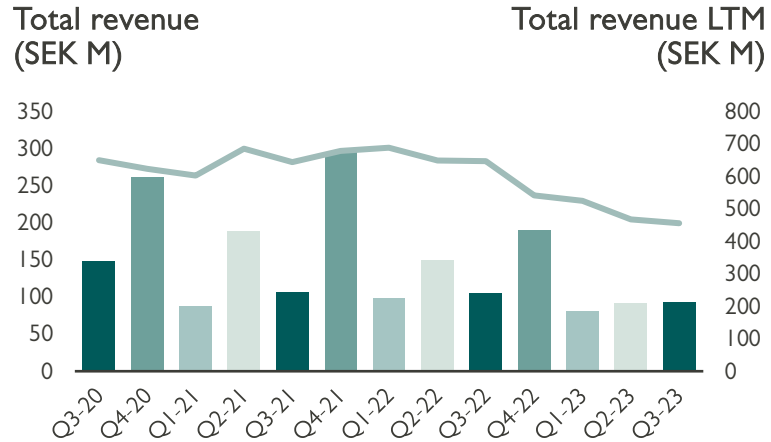
Income statement

SEK M	Q3 2023	Q3 2022	LTM Q3 2023	LTM Q3 2022
Total revenue	177	88	726	600
Expenses	-158	-94	-643	-254
Deducted result from non-controlling operations	-1	-1	-28	-164
Operating profit/loss	21	-7	54	181
Operating margin, %	12%	-8%	-7%	30%
No. of employees	36	37	37	37

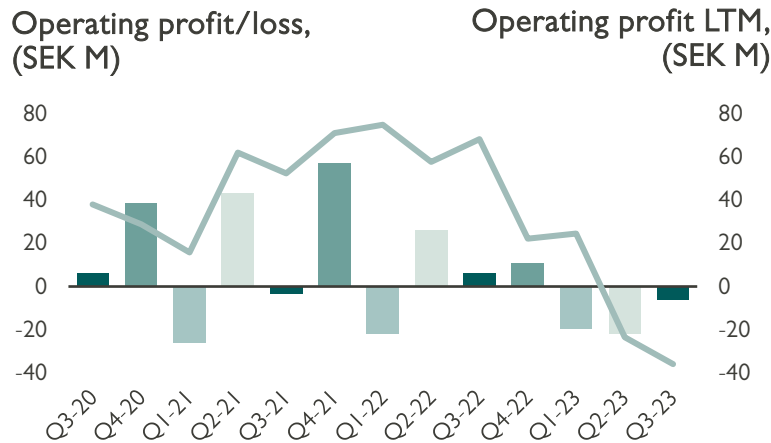
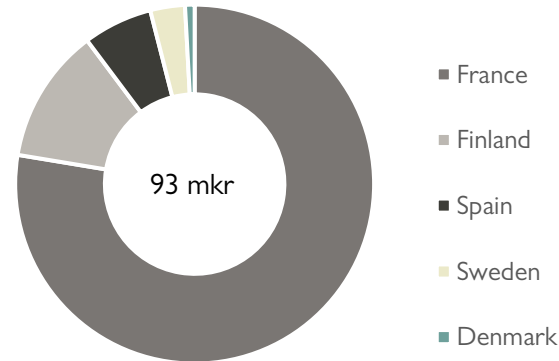


Corporate Finance

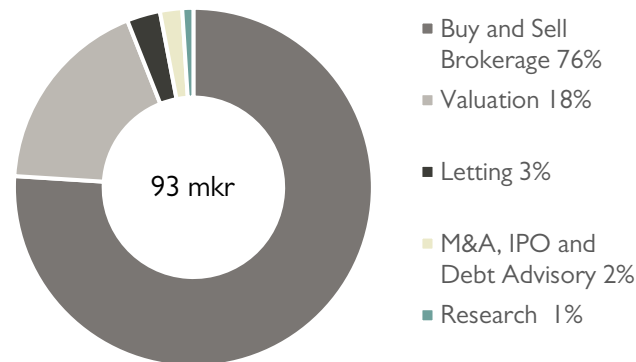
Sales and results of operations



REVENUE SPLIT PER COUNTRY Q3



REVENUE SPLIT PER ADVISORY SERVICES Q3



KEY TAKE-AWAYS

- Historically low market transaction volumes, down 63% compared to Q3'22
- Revenue down by 11% (SEK -13M) driving SEK 12M lower EBIT to SEK -6M
- Significant pipeline of transactions but large market uncertainties pushing execution forward
- Demand for valuation and capital market services remains



Financials

Financial summary

SEK M	Investment Management		Principal Investments		Corporate Finance		Other		Group	
	Q3 2023	Q3 2022	Q3 2023	Q3 2022	Q3 2023	Q3 2022	Q3 2023	Q3 2022	Q3 2023	Q3 2022
Total revenue	263	313	177	88	93	105	0	1	534	508
Expenses	-236	-223	-158	-94	-103	-97	-10	-17	-505	-431
Deduction of profit attributable to non-controlling interests	-2	1	1	-1	4	-2	0	0	-4	-2
EBIT	26	90	21	-7	-6	6	-8	-15	32	74
Financial items - net									-42	15
EBT									-9	90
Tax									-12	-22
Net profit/loss									-22	68
<i>Operating margin, %</i>									6%	15%
<i>Earnings per share, SEK</i>									-0.25	0.77

KEY TAKE-AWAYS

- SEK 64M lower EBIT mainly driven by:
 - Comparable period including a non-recurring revenue from Catella Asset Management Denmark from the sale of GreenPoint (SEK 34M)
 - Lower net variable revenue in Investment Management as transaction volumes at historical lows (SEK -39M)
 - Lower revenue in Corporate Finance (SEK -12M) and full effect of reduction of FTEs not yet reflected in expenses
- Negative Financial Net explained by interest on bond (SEK -27M), strengthened SEK against EUR and DKK (SEK -37M), partially offset by divestment of Infrahubs (SEK 28M)

Strong equity and cash position

SEK M	Q3, 2023	Q3, 2022	Change
Total assets	5 519	5 813	-5%
Equity	2 137	2 273	-6%
<i>Equity ratio</i>	39%	39%	0 p.p
Cash and cash equivalents	1 001	1 601	-37%
Whereof:			
-Group operating units	806	1010	-20%
-Holding companies	195	591	-67%

KEY TAKE-AWAYS

- Continued efficient balance sheet and strong equity ratio
- Main reasons behind lower cash in holding companies was the shareholder loan replacing external financing to Kaktus in June of SEK 370 M and additional investments in developments
- No short-term refinancing needs and strong liquidity position providing capital for opportunistic and long-term value creating investments
- Additional headroom of SEK 250 M under existing bond framework

Summary and key take-aways

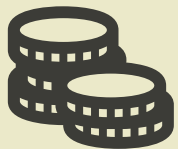
Summary and key take-aways



Different market environment;
Catella has grown and created value
by navigating through markets for
nearly three decades – well
positioned to add value through
active asset management



Stable but slow;
Slightly lower fund values and
inflows, but continued increase in
fixed revenues



Committed capital in funds and
liquidity for own investments



Acquisition of Aquila Group
completed – providing a strategic
expansion for growth, diversification
and synergies



Thank you

catella.com

Investor Relations

Most recent equity research

Date	Institution	Recommendation	TP
2023-10-24	Redeye	–	SEK 54 (Base case)
2023-10-24	DNB	Buy	SEK 37
2023-08-24	ABGSC	–	–

Analyst coverage	Institution	Analyst
	ABGSC	Patrik Brattelius
	DNB	Emil Jonsson
	Redeye	Jesper von Koch

Financial Calendar

- Q2 Interim report 2023-10-27
- Q3 Interim report 2023-10-27
- Year-end report 2024-02-09

For more information:
<https://www.catella.com/en/investor-relations>



Largest shareholders 2023-07-31

	Capital	Votes
Claesson & Anderzén	49,4%	48,9%
Alcur Fonder	7,4%	6,6%
Symmetry Invest	4,4%	4,0%
M2 Asset Management AB (Rutger Arnhult)	3,9%	4,0%
Avanza Pension	2,8%	2,5%
Nordea Fonder	2,4%	2,1%
Nordnet Pension Insurance	1,6%	1,5%
Strawberry Capital AS (Petter Stordalen)	1,6%	2,0%
Familjen Hedberg	1,1%	1,0%
Thomas Andersson Borstam	1,1%	1,0%
Other	24,3%	26,%



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