

As a result of the divestments of Catella Bank's operations, the entire Banking business area has been reported as a disposal group held for sale in accordance with IFRS 5. This means that in the Consolidated Income Statement net profit (after tax) is reported on a separate line under period profit from disposal group held for sale.

Year-End Report

January – December 2019

» *A Catella clearly positioned for future growth.*

CATELLA

Leading finance group in property and alternative investments

Catella was founded in 1987, has 29 offices across 15 countries and 550+ employees within three business areas:

CORPORATE FINANCE

Leading European advisor within high-end real estate transaction services and real estate related corporate finance.

PROPERTY INVESTMENT MANAGEMENT

Offers institutions, companies and individuals specialized regulated fund products and regional asset management services.

EQUITY, HEDGE AND FIXED INCOME FUNDS

Leading independent fund manager in the Nordics and a global niche player in systematic macro.



Headquartered in Stockholm and listed at Stockholm Stock Exchange, Nasdaq OMX, midcap.

MARKET CAPITALISATION

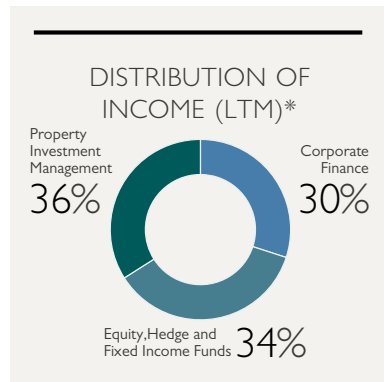
SEK 2,3 Bn

February 2019

TOTAL INCOME*

SEK 2,4 Bn

Last 12 months "LTM"



OPERATING PROFIT*

SEK 422M

LTM

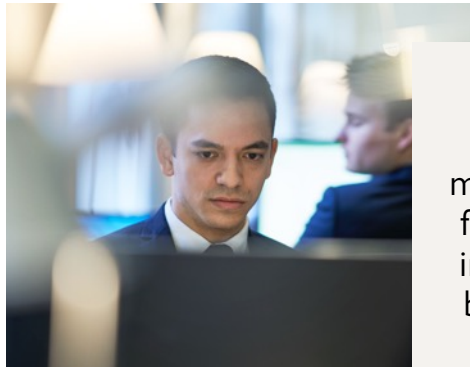
ASSETS UNDER MANAGEMENT "AUM"*

SEK 171 Bn

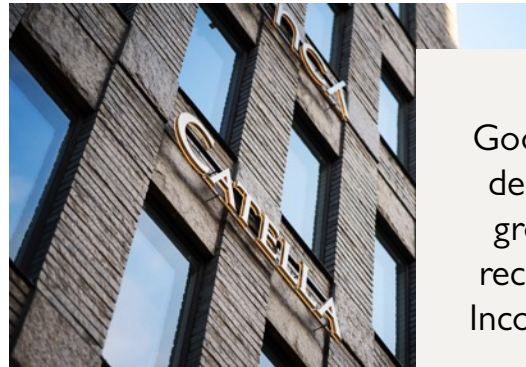
Q4 2019

*The Banking business area is reported as a Disposal group held for sale and is not included in the Group figures.

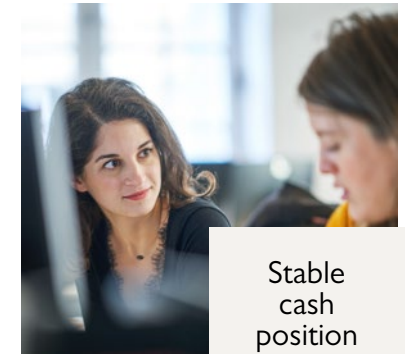
Differentiated, linked business model with a clear income base



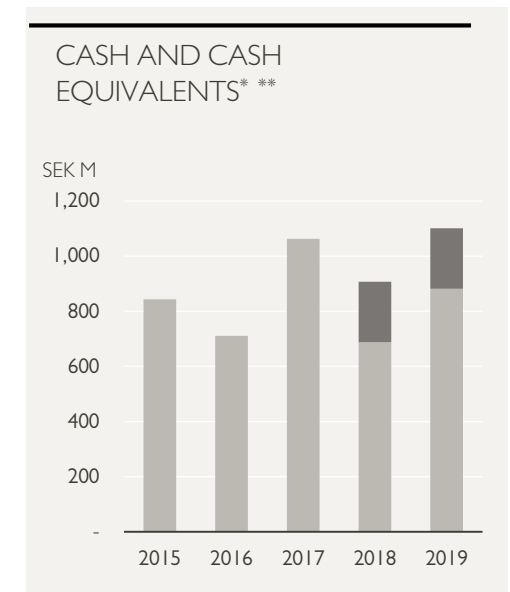
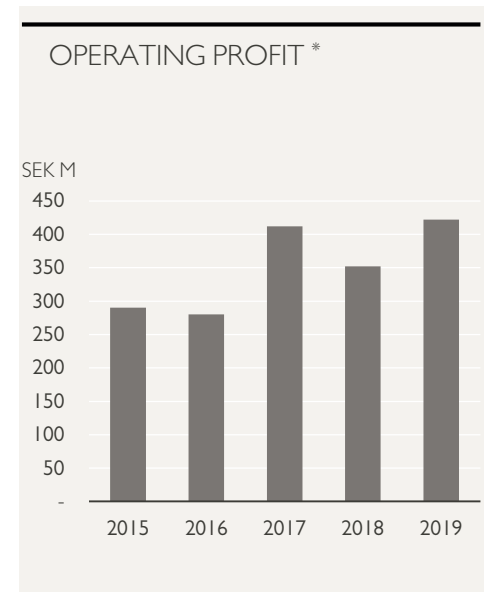
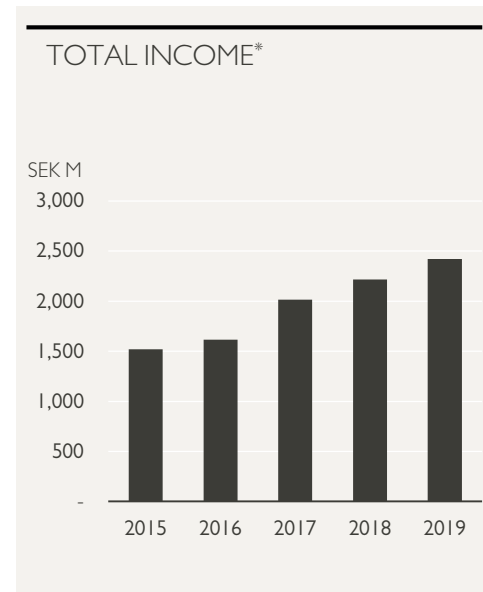
Strong growth in assets under management drives fixed earnings and increases Catella's base for potential variable earnings



Good profitability despite most of growth already recognised in the Income Statement



Stable cash position

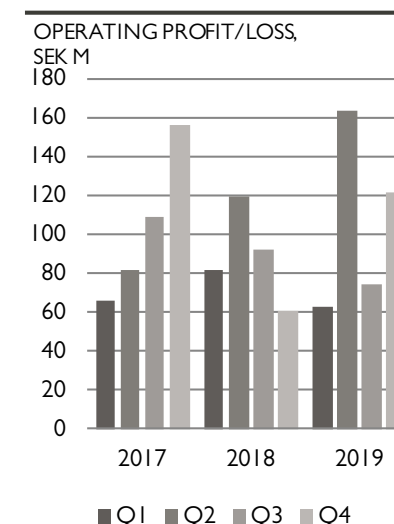
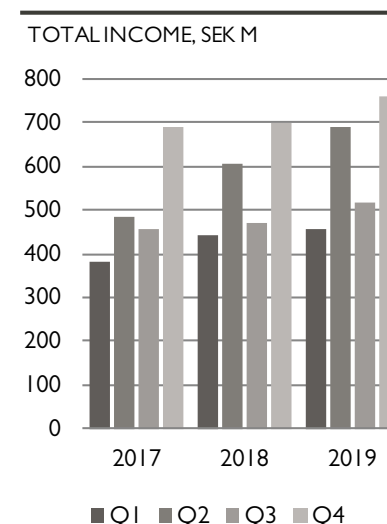
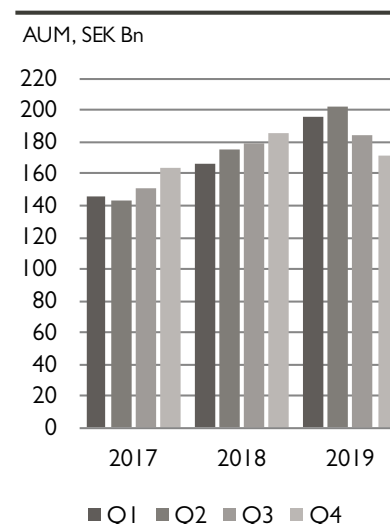


* The Banking business area has been reported as Disposal group held for sale and has not been included in Group figures.

** The darker areas of the bars show bridge financing of SEK 220 M relating to banking, which will be repaid to Catella's remaining operations in 2020.

Sales and results of operations Group

- Total income increased by SEK 63 M year-on year, driven by Property Investment Management and principal investments.
- Operating profit was SEK 122 M in the fourth quarter, up 102% year-on-year and attributable to Property Investment Management and Corporate Finance. Assets under management in Property Investment Management continued to increase. Growth is mainly organic through new operational units and products in line with our strategy.
- Catella experienced outflows from its hedge products in 2019, which decreased profit from fixed earnings/fixed expenses in Equity, Hedge and Fixed Income Funds. The annualized rate in was SEK 204 M at the end of the quarter, a decrease of SEK 123 M year-on-year.
- The migration of card customers to Advanzia Bank is proceeding as planned, and is expected to be completed in the first quarter 2020. A further SEK 56 M of the additional purchase consideration was recognized as revenue in the fourth quarter, which means that SEK 104 M was recognized in 2019.



SEK M	3 Months		12 Months	
	2019 Oct-Dec	2018 Oct-Dec	2019 Jan-Dec	2018 Jan-Dec
Total income	761	698	2,420	2,216
Assignment expenses and commission	-83	-101	-372	-389
Operating expenses	-556	-537	-1,626	-1,474
Operating profit/loss	122	60	422	352
Profit for the period from continuing operations	72	23	148	210
Net profit/loss for the period	65	-119	193	-28
Profit/loss attributable to the Parent Company shareholders	47	-133	113	-112
Operating margin, %	16	9	17	16
No. of employees, at end of period	582	552	582	552
Asset under management, SEK Bn	-	-	171.3	186.2
net in-(+) and outflow(-)	-13.7	-2.6	-33.0	-0.5

* Includes internal income between business areas.

Financial position – Remaining operations

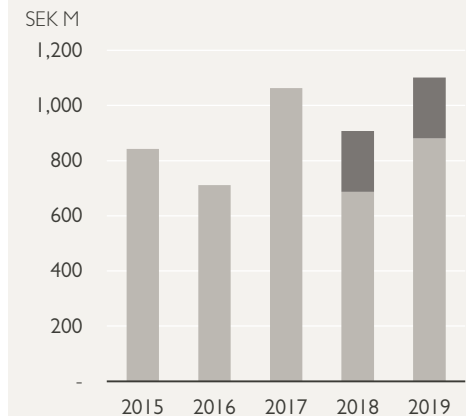
Balance sheet	SEK M
Assets	3,298
Short and long term investments	385
<i>Loan portfolio</i>	120
<i>Other investments (Securities, Co-investments)</i>	128
<i>Treasury placements (Bonds, Macro fund)</i>	72
<i>Accrued bonuses invested in own products</i>	65
Property development projects	408
Deferred tax assets *	78
Cash and cash equivalents	881
Other assets	1,547
Equity	1,266
Shareholders of the parent company	1,052
Minorities interest	214
Liabilities	2,032
Unsecured bond **	750
Other liabilities	1,282

* *Deferred tax assets offsettable against tax in Mutual Funds and the loan portfolios.*

** *3M Stibor (no floor) + 4% margin, maturity June 2022*

*** *The darker areas of the bars show bridge financing of SEK 220 M relating to Banking, which will be repaid to Catella's remaining operations in 2020.*

CASH AND CASH EQUIVALENTS

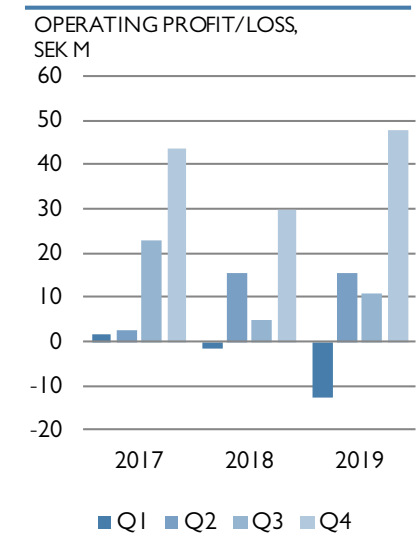
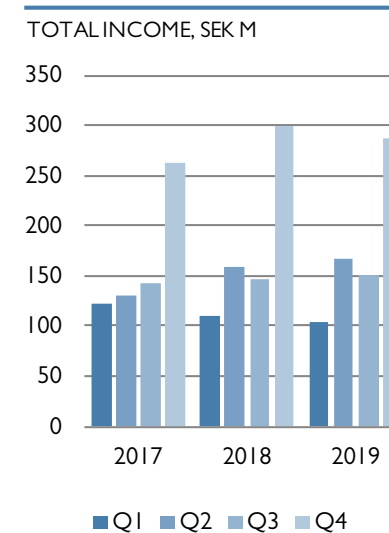
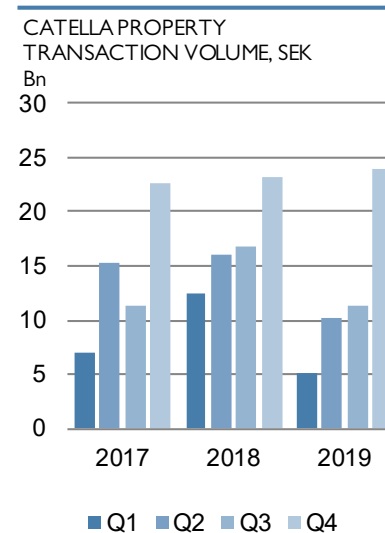




CORPORATE FINANCE

Sales and results of operations

- The total transaction market for commercial properties in Europe, excluding the UK, totalled EUR 90.2 Bn (92.9) in the quarter, a decrease of 3% year-on-year.
- Property transactions where Catella acted as advisor totalled SEK 32.1 Bn (23.3) in the quarter, of which:
 - France SEK 20.9 Bn (10.3)
 - Sweden SEK 6.0 Bn (10.2)
 - Denmark SEK 2.0 Bn (0.2)
 - Germany SEK 1.7 Bn (1.0)
- Total income was SEK 287 M (299) and operating profit was SEK 48 M (30) in the quarter.
- Total income adjusted for assignment costs increased by SEK 20 M, and operating profit increased by 20 M year-on-year.
- The decrease in assignment costs is due to France, where joint invoicing with an external advisor, within the framework of the mandate, was down on the previous year.
- Operating costs were in line with the previous year.
- In the Nordics, the quarter as weaker compared to the corresponding period in the previous year, where Sweden provided a majority of the decrease in income and profit. In continental Europe, Germany mainly increased operating profit year-on-year.



SEK M	3 Months		12 Months	
	2019 Oct-Dec	2018 Oct-Dec	2019 Jan-Dec	2018 Jan-Dec
Nordic *	77	89	225	246
Continental Europe *	210	210	482	468
Total income	287	299	709	715
Assignment expenses and commission	-18	-50	-55	-88
Operating expenses	-222	-219	-592	-578
Operating profit/loss	48	30	62	49
Operating margin, %	17	10	9	7
No. of employees, at end of period	-	-	214	220
Property transaction volume, SEK Bn	32.1	23.3	70.2	68.6
of which Nordic	9.3	11.8	27.1	30.1
of which Continental Europe	22.9	11.5	43.1	38.5

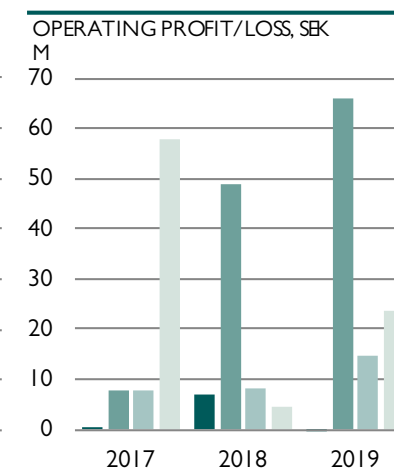
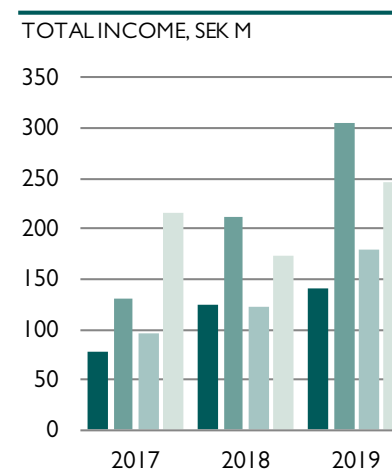
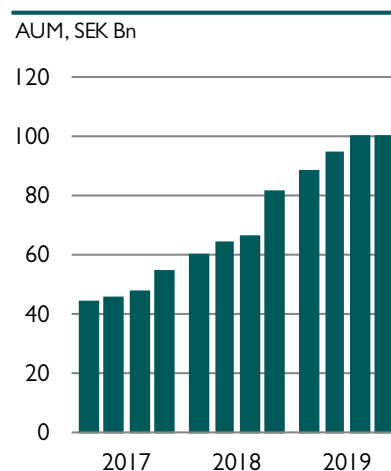
* Includes internal income between business areas.



PROPERTY INVESTMENT MANAGEMENT

Sales and result of operations

- Assets under management were in line with the previous quarter; net flows were SEK 1.1 Bn in the quarter.
- Total income was SEK 246 M (174) and income after assignment costs was SEK 211 M (163) in the quarter.
- Property Funds' total income increased by SEK 43 M year-on-year, mainly driven by increased fixed revenue.
- Property Asset Management increased income by SEK 30 M year-on-year, mainly derived from Property Asset Management operations in the UK.
- Operating costs were affected by increased personnel and consulting costs relating to the aggressive measures completed in the business area.
- Operating profit was SEK 24 M (4), mainly derived from Property Asset Management, where the UK operations provided a substantial share.
- Headcount increased by 31 year-on-year.



SEK M

	3 Months		12 Months	
	2019 Oct-Dec	2018 Oct-Dec	2019 Jan-Dec	2018 Jan-Dec
Property Funds *	147	104	613	406
Property Asset Management *	114	84	306	260
Total income	246	174	871	634
Assignment expenses and commission	-35	-11	-189	-142
Operating expenses	-187	-158	-577	-423
Operating profit/loss	24	4	104	68
Operating margin, %	10	3	12	11
No. of employees, at end of period	-	-	251	220
Asset under management, SEK Bn	-	-	100.5	82.2
net in-(+) and outflow(-)	1.1	-1.0	12.5	5.7

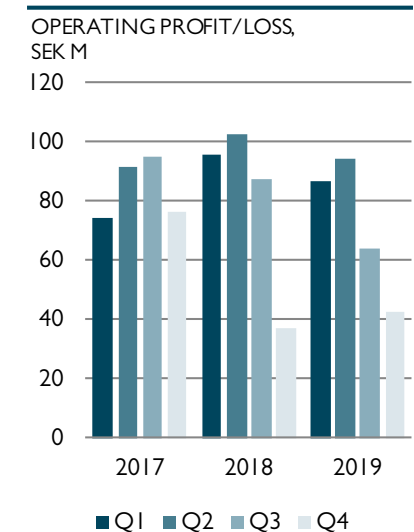
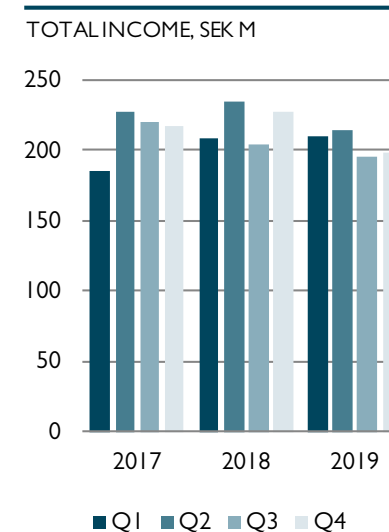
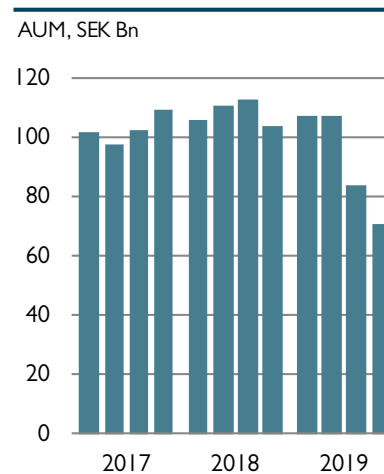
* Includes internal income between business areas.



EQUITY, HEDGE AND FIXED INCOME FUNDS

Sales and results of operations

- New savings in funds in Sweden totalled SEK 74.0 Bn in the quarter.
 - At the end of the quarter, Mutual Funds' share of fund volumes in Sweden was 0.6% (0.7).
- Business area assets under management decreased by SEK 13.0 Bn in the quarter.
 - Net flows were SEK -0.8 Bn in Mutual Funds and SEK -14.1 Bn in Systematic Funds in the quarter, of which SEK -9.8 Bn related to the termination of the product Systematic Equity, which generated very modest earnings.
 - The year closed with positive performance results in fixed income funds, and Catella Hedge Fund returned to a level where performance-based fees can be charged.
- Total income was SEK 199 M (227) in the quarter, a decrease of SEK 29 M year-on-year, driven by lower fixed earnings in the business area. A majority of income comprised fixed earnings.
- Assignment costs and commission decreased as a result of lower fixed earnings in the business area.
- Operating costs decreased year-on-year, mainly driven by lower variable personnel expenses.
- Operating profit was SEK 43 M (37).



SEK M	3 Months		12 Months	
	2019 Oct-Dec	2018 Oct-Dec	2019 Jan-Dec	2018 Jan-Dec
Mutual Funds *	59	64	243	311
Systematic Funds *	139	163	576	564
Total income	199	227	818	875
Assignment expenses and commission	-31	-40	-135	-161
Operating expenses	-125	-151	-395	-391
Operating profit/loss	43	37	288	323
Operating margin, %	22	16	35	37
No. of employees, at end of period	-	-	93	91
Asset under management, SEK Bn	-	-	70.8	103.9
net in-(+) and outflow(-)	-14.8	-1.7	-45.5	-6.2

* Includes internal income between business areas.

PRINCIPAL INVESTMENTS

Catella's principal investments

INVESTMENTS

SEK M	31 December 2019
Property development projects	408
Loan portfolios	120
Other holdings	75
Total	603

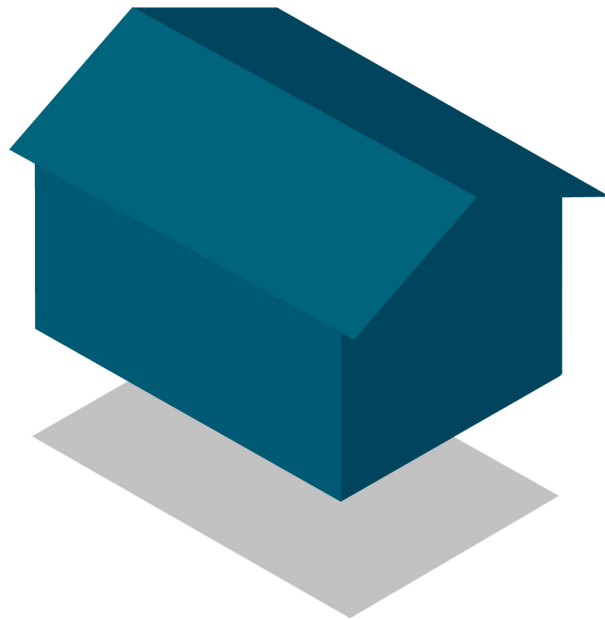
Progress in the quarter

- Principal investments totalled SEK 603 M as of 31 December 2019, an increase of SEK 57 M on the previous quarter.
- The increase was mainly due to additional investments in property development project Kaktus, and revenue recognition for part of property development project Grand Central.

Property development projects

- Grand Central**
 Residential property development project totalling EUR 540 M located adjacent to the Central Station in Düsseldorf. The project consists of 1,000 apartments over a total of 40,000 m². The project started in 2015 and Catella has held planning approval to construct buildings on the land from the outset. As of October 2019, Catella has entered an agreement relating to the divestment of the project that will have a positive effect on profit after tax of some SEK 155 M in the first quarter 2020.
- Seestadt MG+**
 Residential property development project totalling EUR 750 M located adjacent to the Central Station in Mönchengladbach. The project consists of 1,500-2,000 apartments over a total of 140,000 m². The project started in 2017 and Catella acquired the first land parcel in 2019. Catella is working on producing blueprints for the site and finalising an urbanisation agreement.
- Düssel-Terrassen**
 Residential property development project totalling EUR 280 M euro located in a suburb of Düsseldorf. The project consists of 800 apartments over a total of 75,000 m². The project started in 2018 and Catella acquired the first land parcel in 2018. Catella is working on producing blueprints for the site and an urbanisation agreement.
- Kaktus**
 Student housing development project totalling EUR 150 M located in central Copenhagen. The project consists of 495 apartments over a total of 25,000 m². The blueprint was approved in 2017 and planning approval obtained in 2019.

The Catella strategy



Vision

To be the preferred European partner for investors – together shaping the future in property and alternative investments.



Brand promise

Delivering beyond the expected.



Values

- Professional
- Respectful
- Entrepreneurial
- People-oriented



Strategic focus areas

- Growth
- Expand product offer
- Develop global distribution
- Performance and talent management
- One Catella



Thought leadership in alternative investments

We help our clients generate value in other ways than traditional investment alternatives.



Capitalize on market trends

Savings growth; Urbanisation and Digitization.

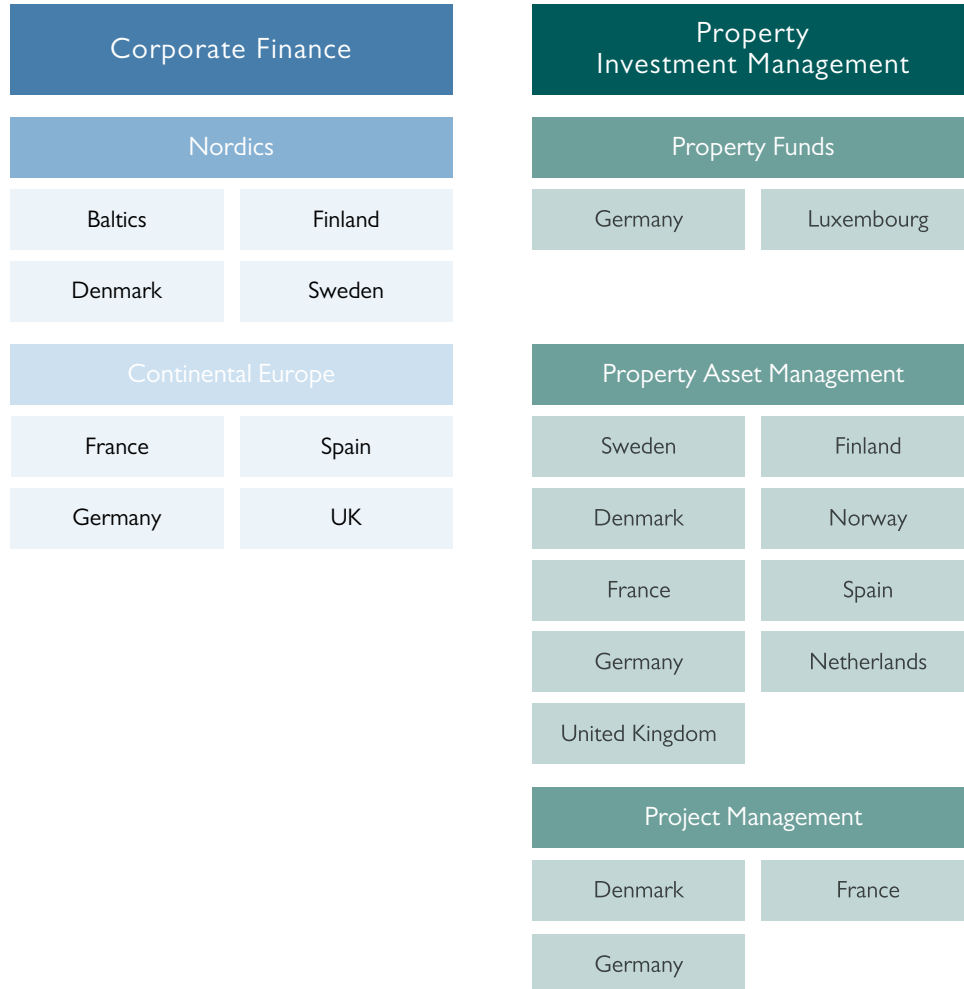


Reach

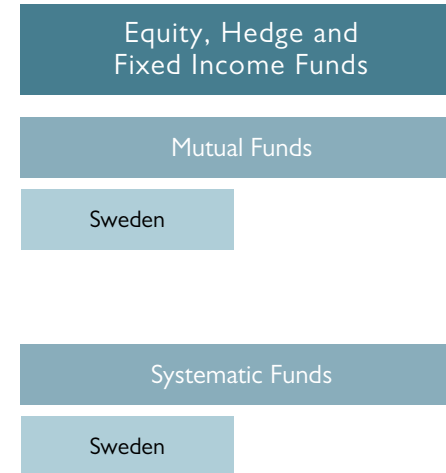
- 15 countries
- 29 cities
- 550+ employees

Business areas and Principal Investments – Pan-European reach

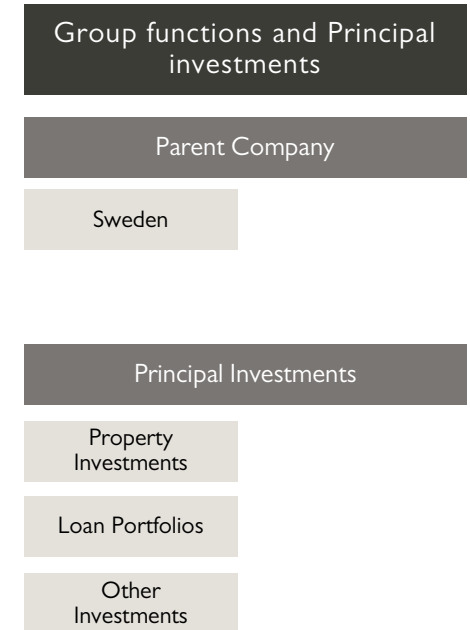
PROPERTY INVESTMENTS AND ADVISORY



FUND MANAGEMENT



OTHER



International Distribution: London, Hong Kong and New York

Financial calendar 2020

Catella Annual Report 2019

- 22 April 2020

Interim Report January–March 2020

- 8 May 2020

AGM 2020

- The Annual General Meeting in Catella AB (publ) will be held on 26 May 2020 in Stockholm, Sweden. Shareholders wishing to submit proposals to the Nomination Committee should do so in writing by no later than 24 February 2020.

Interim Report January–June 2020

- 21 August 2020

Interim Report January–September 2020

- 12 November 2020

Year-end Report 2020

- 25 February 2021

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Birger Jarlsgatan 6

8	3
Synch	Con - Reception
Cord Communications	2
6	1
Catella - Reception	HBO-Nordic
	Tingre transporter tillstånd till leveransbil Birger Jarlsgatan 6A
4	
	Denna fastighet ärvs av HUMLEGÅRDEN
	Tingre transporter tillstånd till leveransbil Birger Jarlsgatan 6A

Thank you!

