



# ATRIUM LJUNGBERG'S CAPITAL MARKET DAY WELCOME



“Urban environments that generate value”



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# Strategies for value growth

- Sustainable urban development
- Strong subsidiary markets in growth towns
- Significant player with large units
- Long-term partnerships that focus on the customer
- Large project portfolio
- In-house expertise and experience
- Passionate employees and widely supported core values

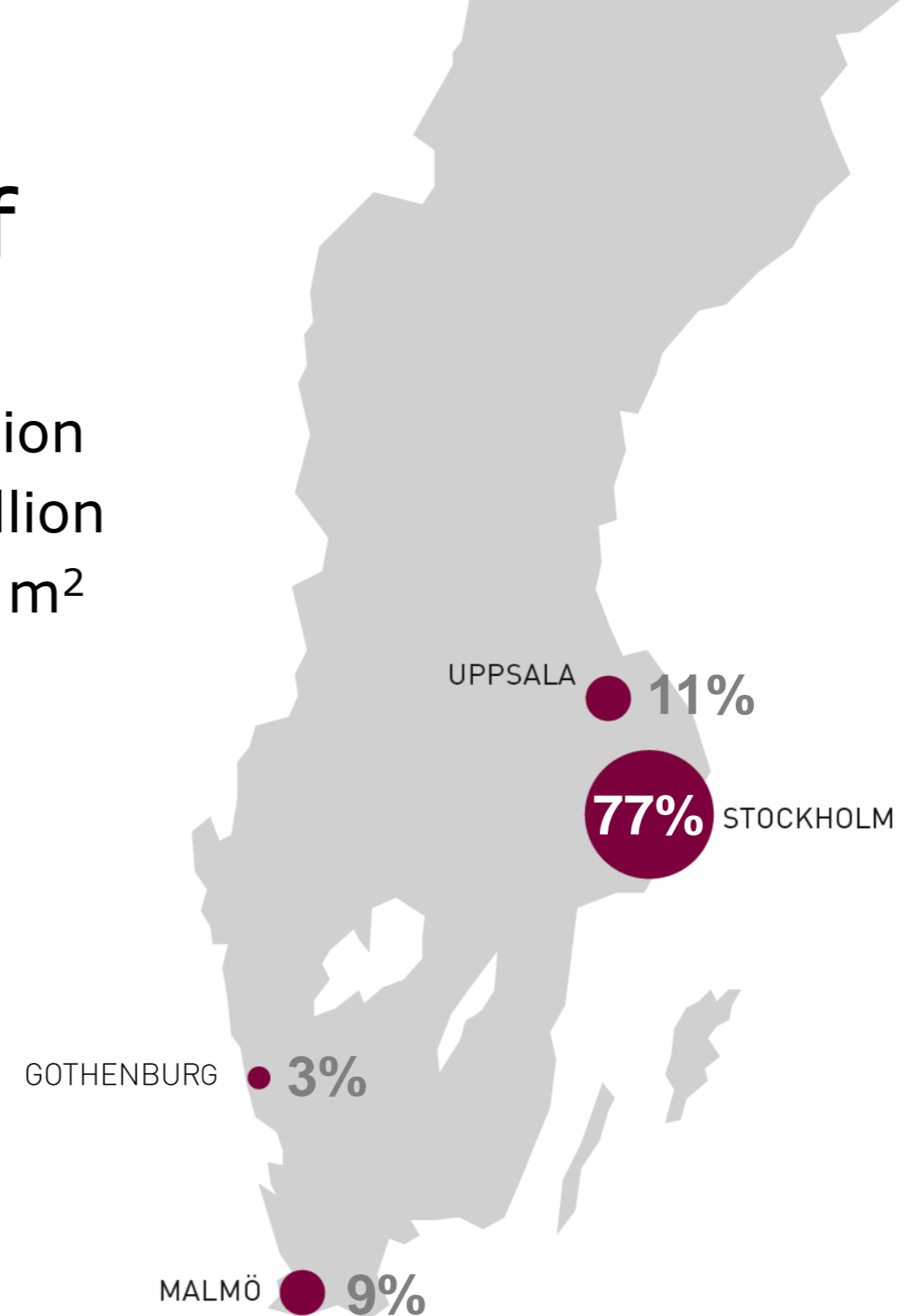
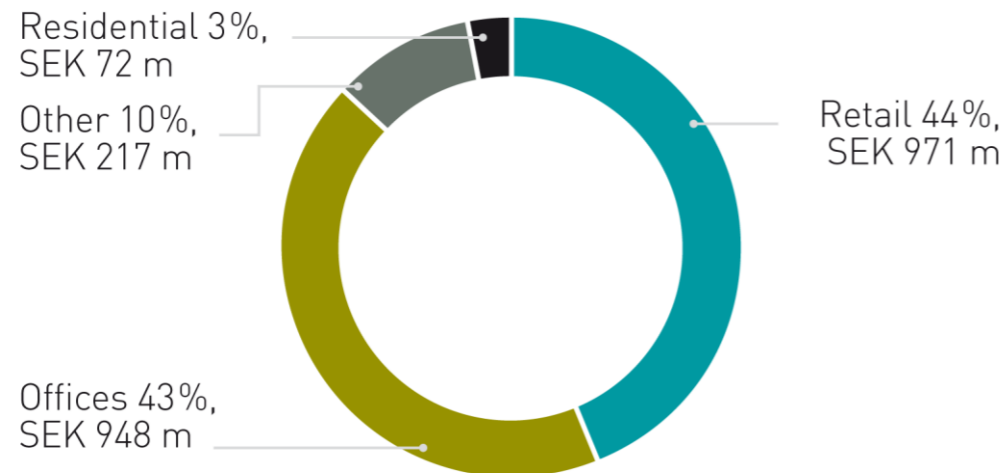


# Urban environments that generate value



# Atrium Ljungberg in brief

- Number of properties 50
- Property value SEK 36 billion
- Contracted annual rent SEK 2.4 billion
- Letting area 1,124,000 m<sup>2</sup>
- Letting rate 93%
- Number of employees 281
- Subsidiary TL Bygg



SIGNIFICANT PROJECT PORTFOLIO

SEK 11 billion

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# RESIDENTIALS – A PART OF OUR CITY



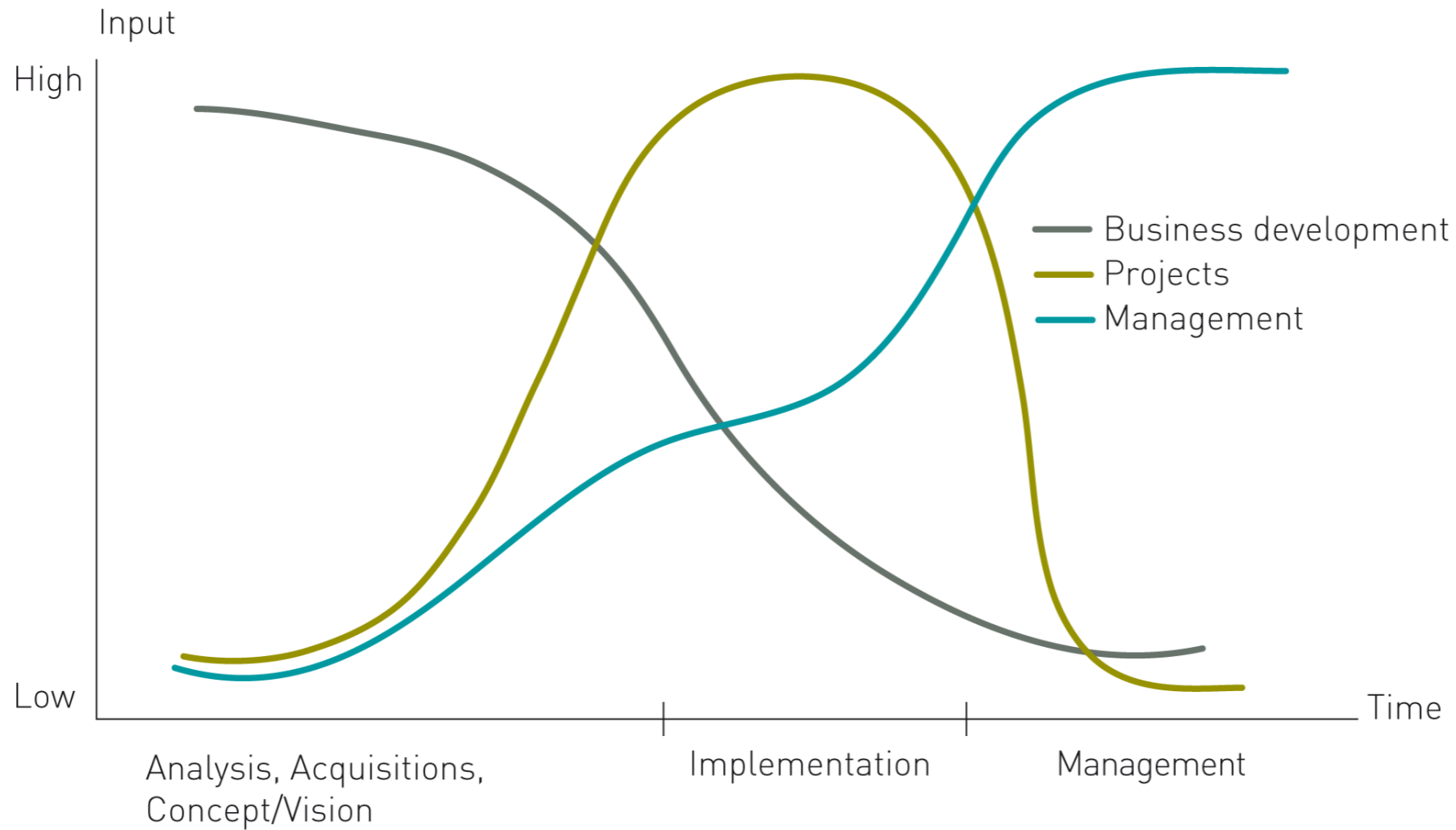
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# In-house expertise at every stage

## Business process collaboration

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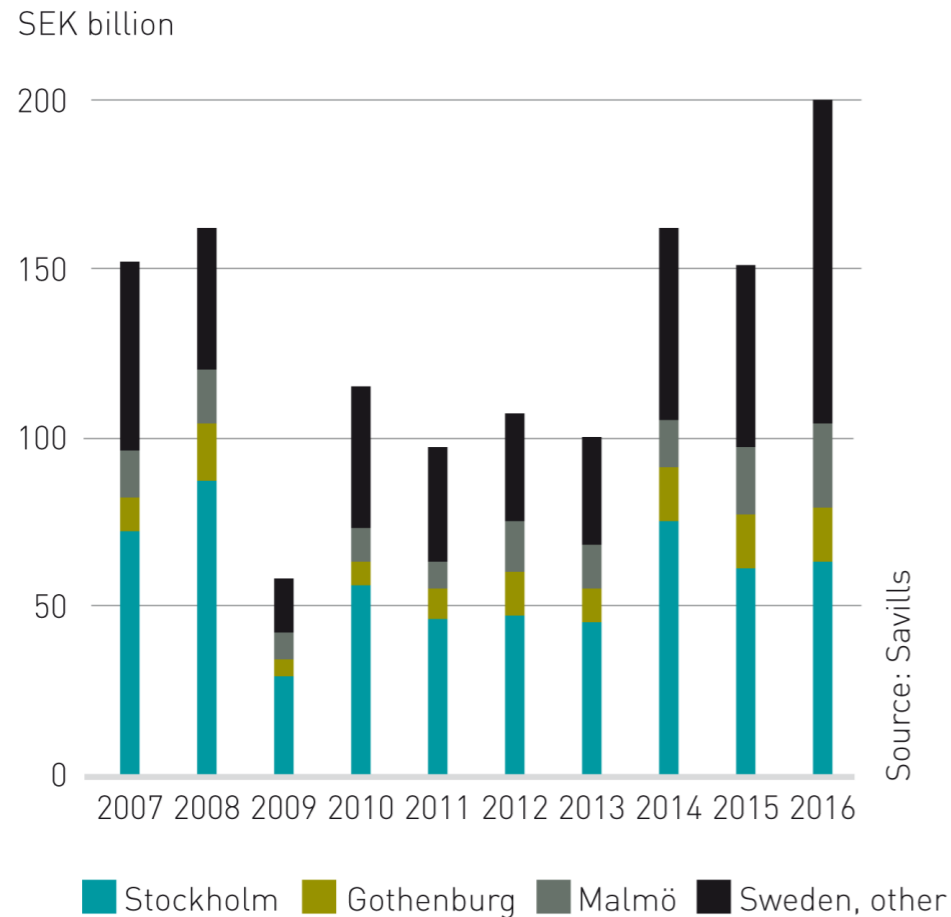


# Strategic partnership with TL Bygg

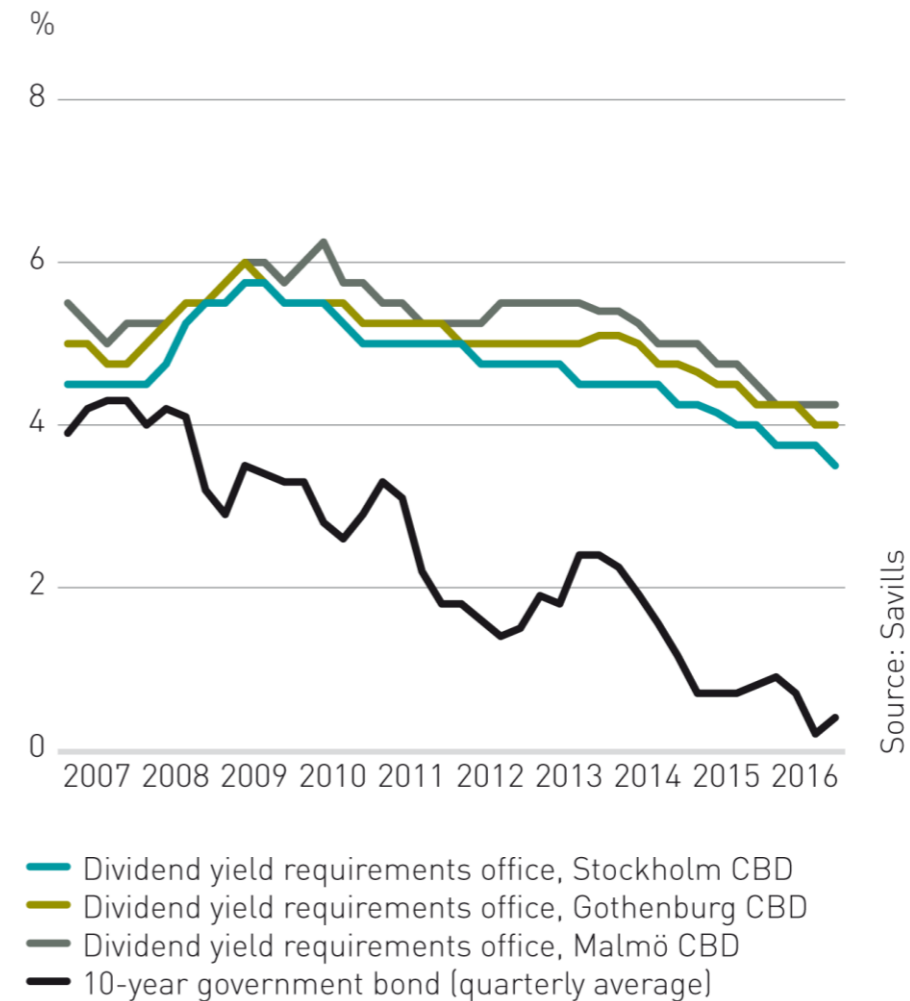
- Long-term strategic partnerships
  - Securer estimates in early phases
  - Systematic work method
  - Secured deliveries
  - Experience feedback

# The strong property market

## Transaction volume per geographic area

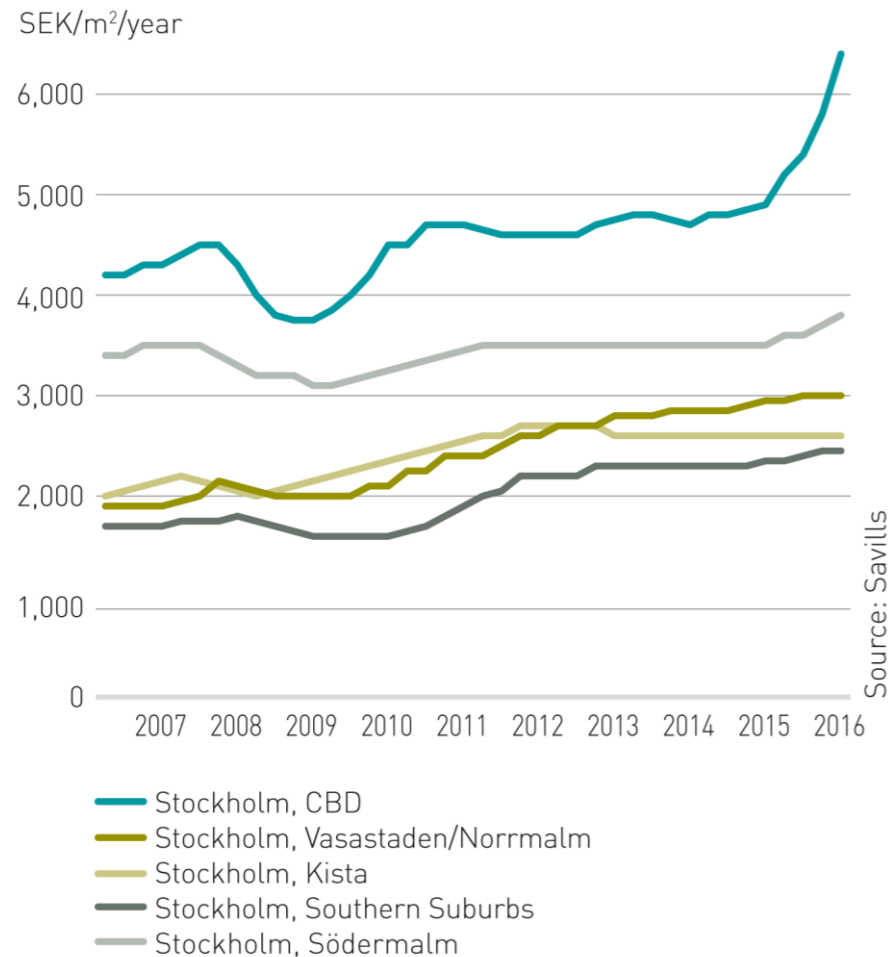


## Dividend yield requirements for office and 10-year government bond interest



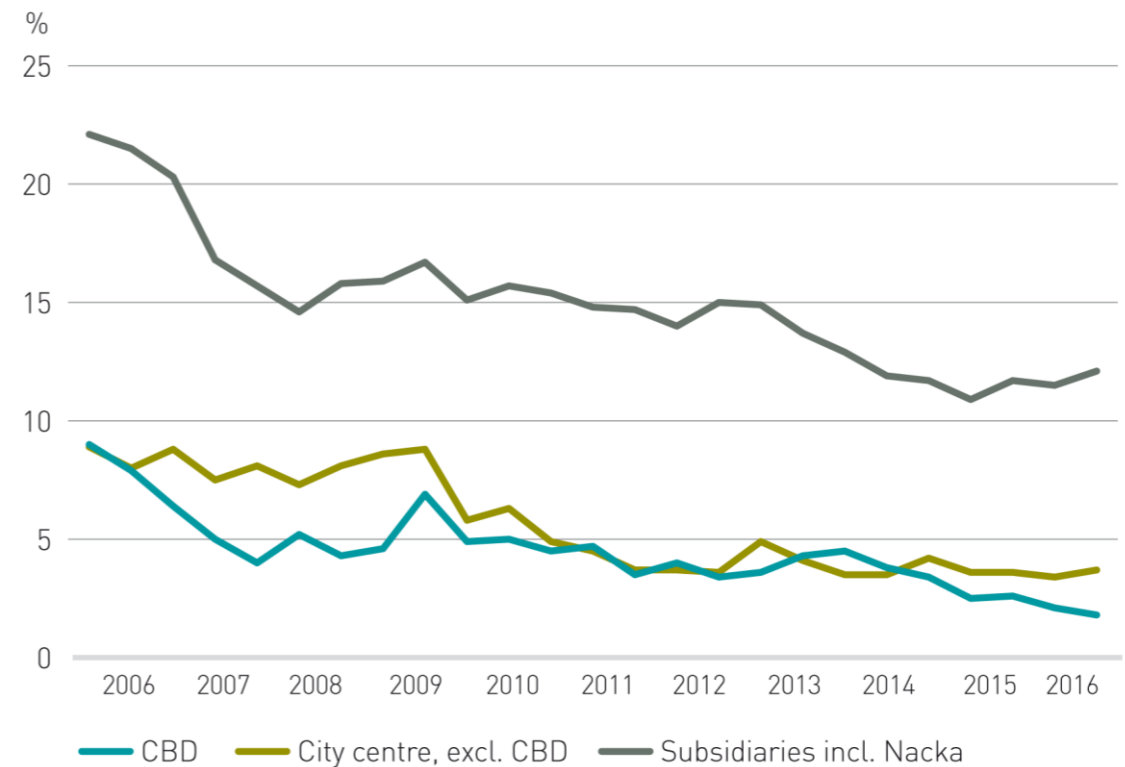
# The low vacancies are pushing up rents

Rental trend in Stockholm <sup>1)</sup>



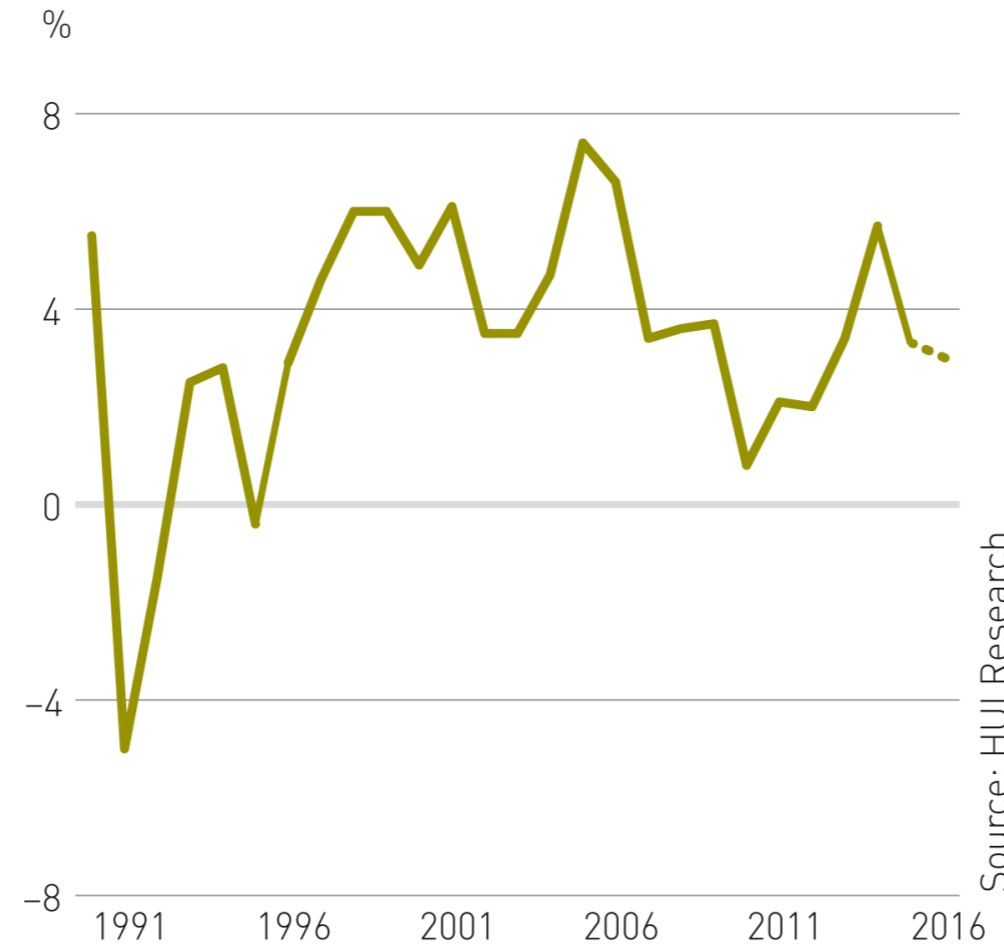
<sup>1)</sup> The average rent for very good premises in the best locations.

Vacancy levels Stockholm, offices



# Continued strong growth in the retail sector (3.3%)

Retail sector's development and forecast  
for 1991–2017 (rolling prices)

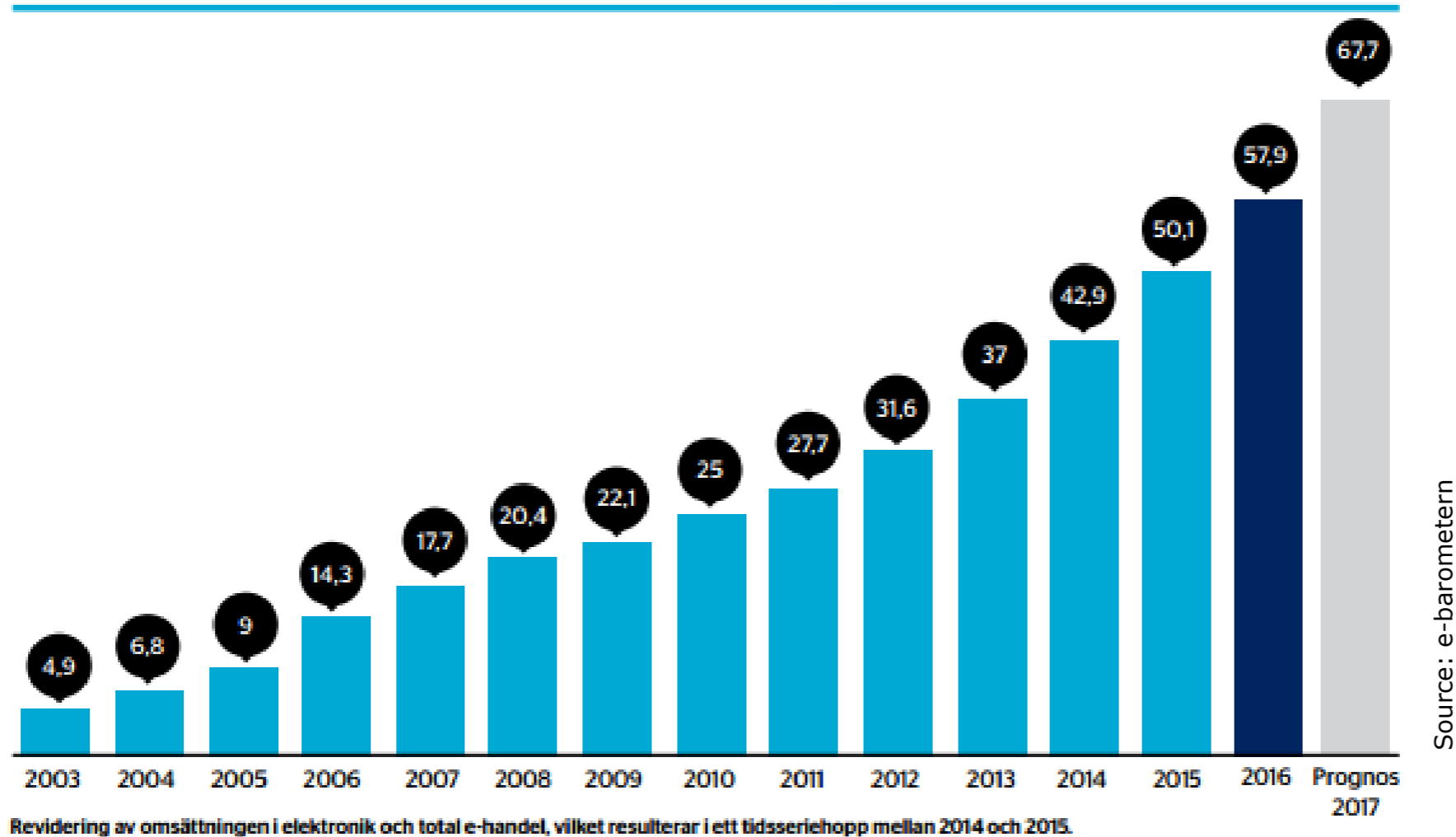


Source: HUI Research

Source: e-barometern

# But even stronger for e-commerce (17%)

e-commerce sales (SEK billion)



Source: e-barometern

# Largest retail centre in Sweden

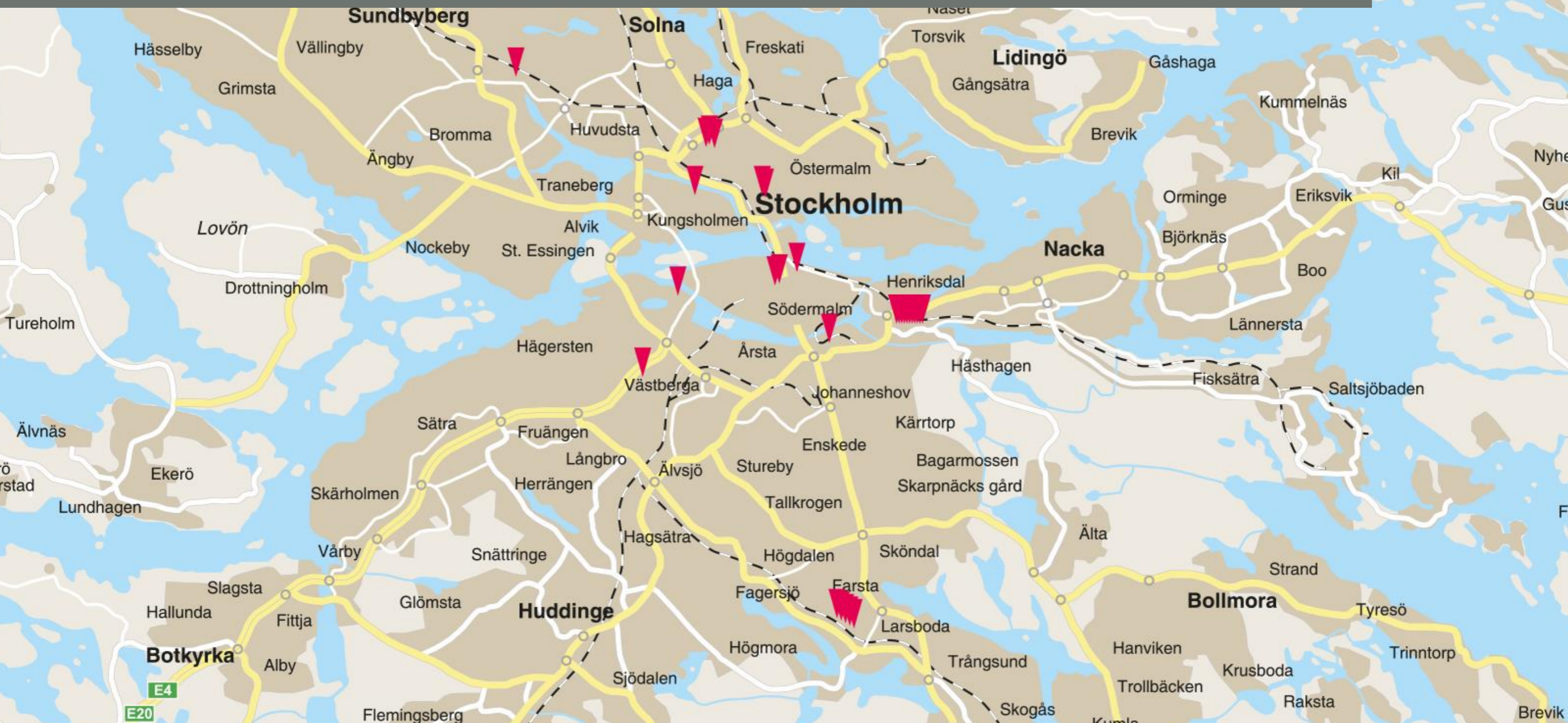
Sales 2015  
(SEK m)

1. Nordstan, Gothenburg	4,175
2. Täby Centrum, Stockholm	4,127
3. Sickla Köp kvarter, Stockholm	3,249
4. Frölunda Torg, Gothenburg	2,846
5. Emporia, Malmö	2,689
6. Farsta Centrum, Stockholm	2,453
7. Kista Galleria, Stockholm	2,439
8. Väla Centrum, Helsingborg	2,380
9. Gränby Centrum, Uppsala	2,036
10. SKHLM, Stockholm	1,934
11. Allum, Gothenburg	1,923
12. Mobilia, Malmö	1,777

Mall of Scandinavia is not reporting



# HIGH QUALITY WELL-SITUATED PROPERTIES



# SICKLA



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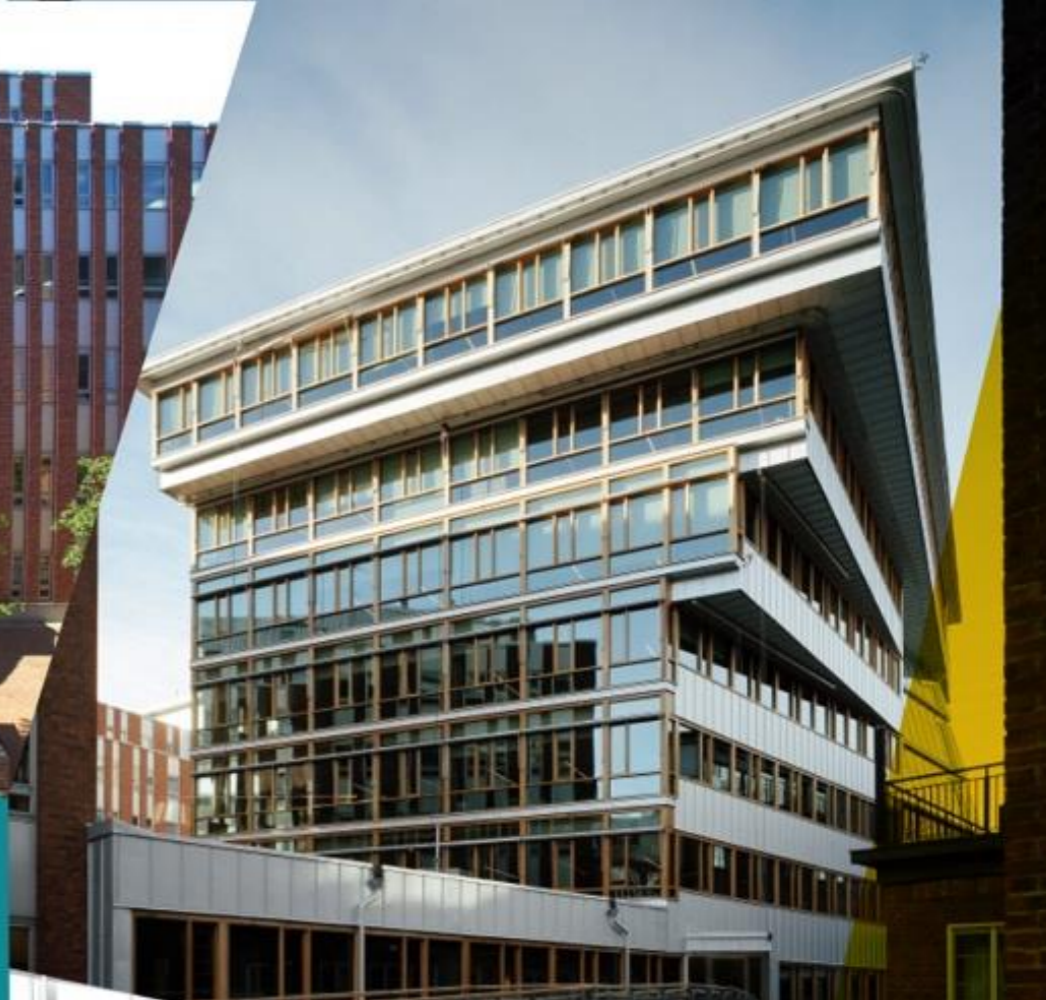


# FARSTA



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# HAGASTADEN



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KISTA



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# SÖDERMALM AND STOCKHOLM CITY CENTRE



# UPPSALA, MALMÖ AND GOTHENBURG



# EKEN 6 – SUNDBYBERG NEW SUBSIDIARY MARKET



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# FATBUREN 2 - SECOND PART OF SÖDERHALLARNA



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# BORGARFJORD 3 – STRONGER POSITION IN KISTA







# GOALS

Profitability and growth

Long-term stability

Corporate Social  
Responsibility

# Profitability and growth

- Investments > SEK 1 billion per year
- Project return > 20%
- Increase in operating surplus > 10% per year
- Dividend > 50% of the profit before changes in value, after nominal tax.



# Long-term stability

- The minimum assets/equity ratio is to be 30%.
- The minimum interest coverage ratio is to be a multiple of 2.0.



# Corporate Social Responsibility

- Integrated part of the business model
- One of Sweden's best workplaces
- Environmental and resource-efficiency targets



The background of the image is a dark blue night sky filled with numerous out-of-focus, colorful bokeh lights in shades of yellow, orange, red, and blue, suggesting a city skyline at night.

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