

# 2nd quarter 2019

Oslo, July 10, 2019



## **Agenda**

- Highlights
- Markets and operations
- Financial update
- Closing remarks
- Q&A session

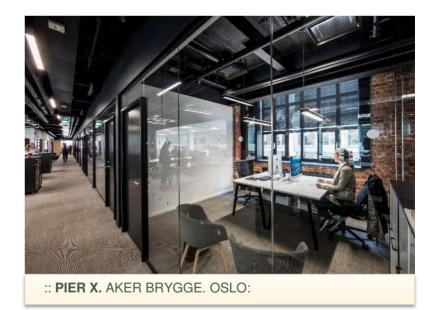


#### Q2 in short:

- Record high activity in the rental market
- Revenues NOK 179.2 million
- Earnings per share (EPS) NOK 0.45

- Refinancing of MNOK 1 500
- Purchase of 10% of shares
- Dividend of NOK 0.07 per share for Q2







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### Rental update

#### Rental contracts in Q2-2019

- Entered new contracts with annual gross rent of NOK 54

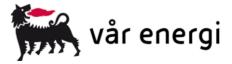
#### Aker Brygge

- Google executed on their option to prolong
  - 2,500 sgm



- Huckletree
  - 1,300 sqm, started April 2019
- Vår Energi prolongs in Terminalbygget
  - 1,300 sqm
- Danske Bank expands in Fondbygget
  - 1,160 sqm, starts September 2019
- Wiersholm additional space
  - 830 sqm, started July 2019











### Rental update

#### Fornebu WORKS (Snarøyveien 36)

- MHWirth AS
  - 2 800 sqm, starts November 2019



#### Stavanger (Badehusgata)

- DNO
  - 5 200 sqm, including Faroe Petroleum, starts January 2020



#### **Pipeline**

- Fair pipeline regarding premises at Aker Brygge and Fornebu WORKS
- Expanding Business Village in Verkstedhallen



## Retail update



#### **Turnover**

- Q2 2019

- 1H 2019

NOK 530 mill. (-7.5%)

NOK 893 mill. (-3.3%)

The decrease in growth is mainly driven by lower F&B in April-June

#### Several retail focused activities during the quarter

- Shopping breakfast
- ESMOD fashion day
- Backyard Thursday (afterwork)
- Sailing week (Færder)

#### **Changing concepts**

- El Camino restaurant (Mexican) opened late June
- Several changes planned for indoor shopping street







### Sustainability update



- The sustainable way of boating A marina for electric boats
  - Prime location on Stranden at Aker Brygge
    - No marina fee for electric boats
    - Power outlets available free of charge
  - Possibility for further expansions
- Be part of the solution "Pirate Rentals"
  - Have rebuilt old fossil fueled boats to run on electricity
  - Rental available
    - 10% discount when bringing back plastic retrieved from the ocean







### **Market trends**



#### **Rental market Oslo**

- Continued strong rental markets in CBD and Nydalen
- Limited office space available in Nydalen
  - also reflected in official number of signed contracts in the quarter<sup>(1)</sup>

#### **Transaction market**

- Prime yield asset for sale still at 3.75%
- Well functioning transaction market, but limited opportunities in CBD
- Completed transactions in the quarter shows significant yield drop outside CBD

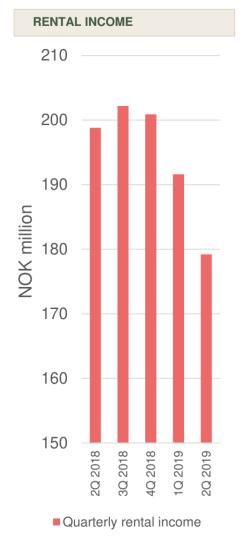


### **Agenda**

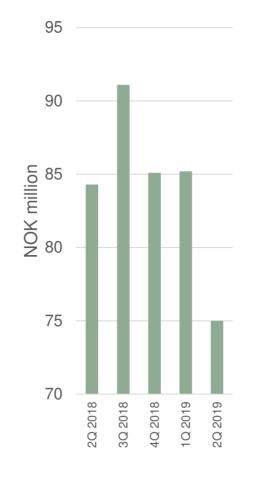
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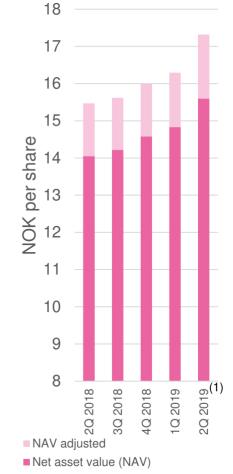
## Financial highlights



#### PROFIT BEFORE TAX AND VALUE ADJ.



#### VALUE PER SHARE





### Income statement - Q2 and 1H 2019

NOK million	Q2 2019	Q2 2018	YTD Q2 2019	YTD Q2 2018	Year 2018
Revenue	179.2	198.8	370.7	395.9	798.9
Property-related operational expenses	(16.3)	(18.7)	(32.0)	(36.6)	(71.7)
Other property-related expenses	(13.1)	(17.0)	(27.1)	(33.4)	(65.8)
Administrative expenses	(12.2)	(12.9)	(26.6)	(26.4)	(57.1)
Share of profit in joint ventures 1	2.7	-	4.3	-	0.3
Operating profit before value adjustments	140.2	150.3	289.3	299.5	604.6
Change in market value of investment property	230.4	(29.7)	355.1	(18.7)	161.1
Operating profit	370.6	120.6	644.4	280.8	765.7
Realised financial items	(65.2)	(66.0)	(129.1)	(130.7)	(259.6)
Change in market value of financial instruments	(0.7)	2.4	9.7	48.6	71.3
Net financial items	(65.9)	(63.6)	(119.4)	(82.2)	(188.3)
Profit before income tax	304.7	57.0	525.0	198.6	577.4
Income tax (not payable) <sup>2</sup>	(64.4)	(24.3)	(115.4)	(73.7)	(86.8)
Profit for the period	240.3	32.7	409.6	124.9	490.6
Earnings per share (NOK)	0.45	0.06	0.76	0.23	0.89
Profit before income tax and value adjustments	75.0	84.3	160.2	168.7	345.0

<sup>&</sup>lt;sup>1</sup> Related to the property Badehusgata 33-39 in Stavanger from Q4 2018

<sup>&</sup>lt;sup>2</sup> In 2019, amendments have been made to the rules on limiting interest deductions under tax legislations, see Q2-Report note 11



### Portfolio valuation by area Q2-2019

- External valuation conducted by Cushman & Wakefield and Akershus Eiendom
- Positive fair value adjustment of NOK 230.4 million for properties owned 100%

Area		Total space (m²)	WAULT (years)	Valuation		Gross rent per year		Net yield <sup>1</sup>	Vacancy based on market rent <sup>2</sup>
				NOK mill.	NOK/m <sup>2</sup>	NOK mill.	NOK/m <sup>2</sup>	(%)	(%)
	CBD	132 447	6.0	11 838.6	89 383	460.7	3 478	3.6	4.5
Oslo	Nydalen	88 898	3.5	2 150.8	24 194	131.8	1 483	5.6	6.1
	Other <sup>3</sup>	87 870	1.4	1 117.5	12 718	101.8	1 159	8.4	4.6
Total	Oslo Portfolio	309 216	4.9	15 106.9	126 295	694.4	2 246	4.2	4.8
Stavar	nger <sup>4</sup>	33 928	2.8	219.4	6 467	10.7	315	4.5	28.7
Total	office portfolio <sup>5</sup>	343 143	4.8	15 326.3	132 762	705.1	2 055	4.2	5.2

<sup>&</sup>lt;sup>1</sup> For illustration; based on rents as of 30 June 2019 and estimated long term property expenses of 8 per cent

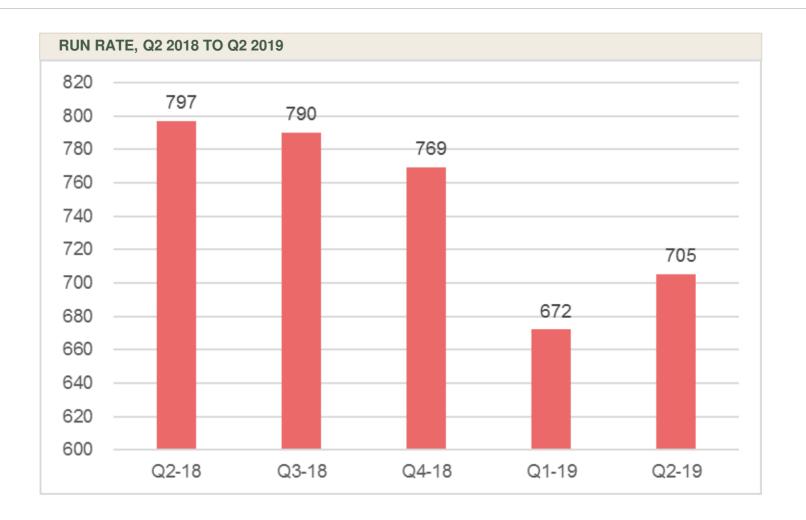
<sup>&</sup>lt;sup>2</sup> Vacancy calculated as market rent in vacant space, using market rent estimated by Cushman & Wakefield

<sup>&</sup>lt;sup>3</sup> Hasle retail property included in calculation of space and valuation in "Other", residential project excluded.

<sup>&</sup>lt;sup>4</sup> Vacancy is calculated excluding Forusbeen 35 where a zoning process for conversion is initiated. 50% of Badehusgata included in calculations (not included in balance sheet.)



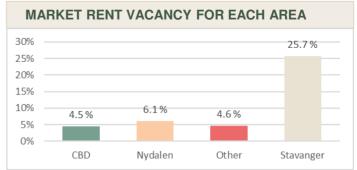
# Run rate last 5 quarters

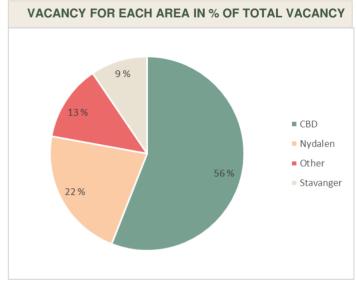




### Vacancy based on market rent



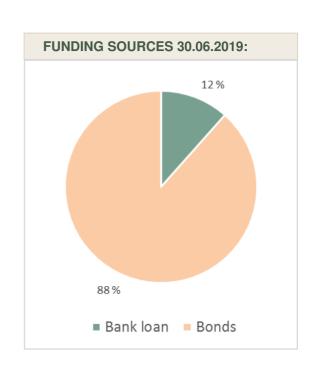






## Financial position

Interest bearing debt and hedging	g	30.06.2019
Total interest bearing debt <sup>1</sup>	NOK million	6 740.4
Property value <sup>2</sup>	NOK million	15 181.2
Net Loan to value <sup>3</sup>	Per cent	43.5
Cash and cash equivalents	NOK million	129.0
Unused committed credit facilities	NOK million	550.0
Average remaining duration. Hedging	Years	4.8
Average interest rate (including margin) <sup>1</sup>	Per cent	3.63
Average margin <sup>1</sup>	Per cent	1.22
Average remaining duration. Borrowing <sup>1</sup>	Years	2.9
Hedging ratio <sup>4</sup>	Per cent	62.3
WAULT	Years	4.8



<sup>&</sup>lt;sup>1</sup> Not including NOK 787.6 million project financing at Hasle

<sup>&</sup>lt;sup>2</sup> Including value of Hasle Retail, not including residential project at Hasle and 50% of Badehusgata 33-39

<sup>&</sup>lt;sup>3</sup> Net loan to value = interest bearing debt net of cash divided by gross property value

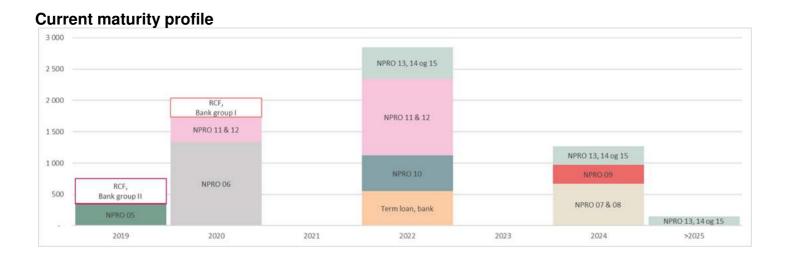
<sup>&</sup>lt;sup>4</sup> Calculated as the amount of interest hedging / total interest bearing debt



## Refinancing in Q2

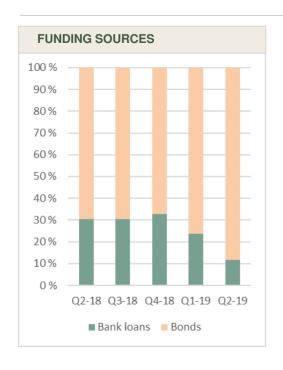
#### Refinancing of MNOK 1 500 bank loan

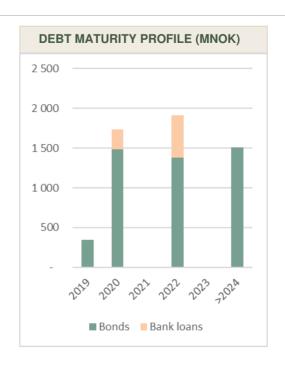
- As of June 20, the bank loan in DNB / Danske Bank was refinanced with bonds with three different maturities:
  - MNOK 500 3 years / 85 bps
  - MNOK 300 5 years / 115 bps
  - MNOK 150 7 years / 135 bps
- A new three year bank facility in SEB
- Contemplating possible tap issues in the 5 and 7 years bonds

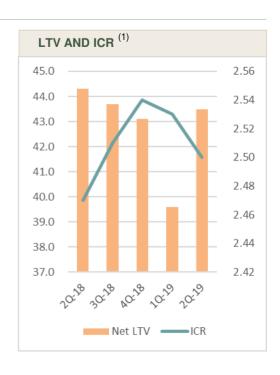




### **Financing**







- Diversified sources of funding
  - 5.97 bn in bonds Q2 2019

#### Diversified maturity profile

Average remaining time to maturity Q2 2019 is 2.9 years

#### LTV below long time target

- Net LTV 43.5% at Q2 2019
- Not including Hasle residential development and project financing



### Refurbishments and newbuild in 2019

#### Refurbishment

Area	Property	Tenant	SQM	Quarter finalized
Aker Brygge	Fondbygget	United Influencers	500	Q1 2019
Aker Brygge	Fondbygget	Regnskap Norge	1 050	Q2 2019
Aker Brygge	Fondbygget	Kongsberg Gruppen	1 120	Q2 2019
Nydalen	Sandakerveien 130	Universitetet	1 750	Q2 2019
Fornebu	Snarøyveien 36	Broadnet	8 200	Q3 2019
Aker Brygge	Fondbygget	Danske Bank	1 150	Q3 2019
Aker Brygge	Verkstedhallen	Business Village	2 700	Q1 2020

#### Newbuild

Area	Property	Tenant	SQM	Quarter finalized
Hasle	Vinslottet	Several tenants	8 810	Q4 2019



:: FONDBYGGET. AKER BRYGGE. KONGSBERG GRUPPEN:



:: FONDBYGGET. AKER BRYGGE. UNITED INFLUENCERS

Completed 19



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### **Summary**

• Dividend of NOK 0.07 for Q2-2019

- Ex date: July 15

- Payment date: August 14

- Very good rental figures
- Refinancing of MNOK 1 500
- Purchase of 10% of own shares
- Continued focus on execution
  - Growth / development
  - Retail mix
  - Refinancing





## Q & A



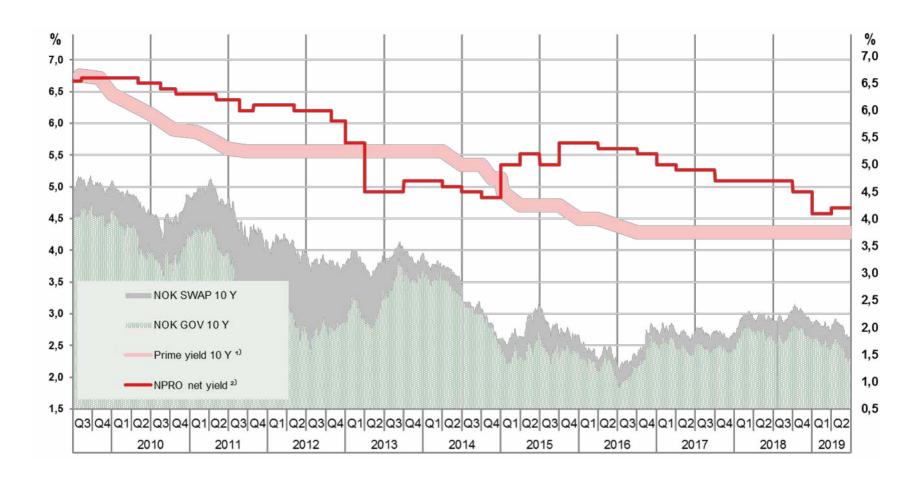


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# Yield spread



<sup>&</sup>lt;sup>1</sup> Source: Akershus Eiendom

<sup>&</sup>lt;sup>2</sup> NPRO net yield as summarised in slide; Portfolio valuation Q2-2019



### Balance sheet - Q2 2019

NOK million	30.06.2019	31.12.2018
Investment property	15 042.1	14 573.7
Owner-occupied property	86.2	75.6
Investment property held for sale <sup>1</sup>	52.9	941.6
Property, plant and equipment	41.4	39.2
Investment in joint ventures <sup>2</sup>	34.4	30.1
Inventory <sup>3</sup>	950.0	815.5
Receivables <sup>4</sup>	98.0	455.7
Cash and cash equivalents	129.0	124.6
Equity	7 700.7	8 002.8
Deferred tax	733.5	615.9
Long term interest bearing debt	6 610.1	4 679.6
Short term interest bearing debt	918.0	3 153.8
Market value financial derivatives (net)	146.8	156.5
Net other debt	324.9	447.4
Equity ratio (%)	46.8	46.9
NAV per share, book value of equity (NOK)	15.60	14.59
NAV, adjusted per share (NOK)	17.32	16.01
NNNAV per share (NOK)	16.25	15.13

<sup>&</sup>lt;sup>1</sup> Related to properties agreed to sell in 2019 (Gardermoen).

<sup>2</sup> Related to the property Badehusgata 33-39 in Stavanger.

<sup>3</sup> Related to apartments under construction at Hasle in Oslo.

<sup>4</sup> Includes loans and seller credits totalling NOK 354 million in connection with the sale of properties in Stavanger at year-end 2018 (repaid in january 2019).



### **Cash flow – Q2 and 1H 2019**

NOK million	Q2 2019	Q2 2018	YTD Q2 2019	YTD Q2 2018	Year 2018
Cash flow from profit and loss before fair-value adjustments	76.7	82.4	163.5	168.2	352.0
Change in property-related inventory <sup>1</sup>	(100.2)	-	(167.3)	-	-
Change in short-term items	(33.7)	(23.1)	(39.6)	26.5	67.7
Cash flow from operating activities	(57.2)	59.3	(43.4)	194.7	419.7
Sale of tangible assets <sup>2</sup>	-	-	823.0	-	110.6
Purchase of tangible assets	(74.6)	(54.8)	(99.2)	(91.7)	(582.2)
Other investment activities <sup>3</sup>	-	-	354.0	-	-
Cash flow from investment activities	(74.6)	(54.8)	1 077.8	(91.7)	(471.6)
Net change in interest bearing debt	497.8	(2.2)	(308.7)	(5.1)	240.8
Paid dividend	(38.4)	(38.4)	(76.8)	(76.8)	(153.6)
Other financing activities <sup>4</sup>	(644.5)	-	(644,5)	-	-
Net cash flow from financing activities	(185.1)	(40.6)	(1 030.0)	(81.8)	87.3
Net change in cash	(316.9)	(36.1)	4.4	21.2	35.4
Net cash at end of period	129.0	110.5	129.0	110.5	124.6

<sup>&</sup>lt;sup>1</sup> Related to apartments under construction at Hasle in Oslo.

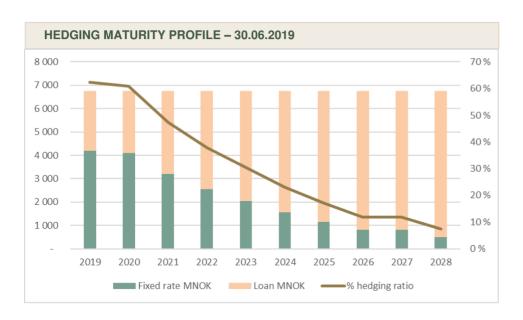
<sup>2</sup> Related to properties at Skøyen in Oslo sold in Q1 2019.

<sup>3</sup> Related to loans and seller credits totalling NOK 354 million in connection with the sale of properties in Stavanger at year-end 2018 (repaid in january 2019).

<sup>4</sup> Related to purchase of treasury shares in Norwegian Property ASA.



## Interest rate hedging



#### Interest rate risk:

- 50-100% of the group's debt shall be hedged.
- Average remaining time to maturity shall be 3-6 years.
- Hedging ratio 30.06.2019 was 62.3 % and remaining average time to maturity was 4.8 years.
- Diversified maturity profile to avoid exposure to interest levels.
- Project financing at Hasle is excluded from the loan amount



## Overview and key figures





#### Key figures as of 30 June 2019 **Properties** 27 nο 343 143 Portfolio size (ex. new space in redev. Projects) m<sup>2</sup> m² Average size per property 12 709 NOK mill. 705 Gross rent per year (run rate) 56 Operational expenses per year 1) NOK mill. Net rent per year (run rate) NOK mill. 649 Average gross rent per m² per year NOK 2 055 Gross market value 2) NOK mill 15 326 Average value per property NOK mill. 568 NOK Average value per m<sup>2</sup> 44 665 4.6 Gross yield, actual 4.2 Net vield, actual WAULT Years 4.8 **CPI** adjustment 99.8 Vacancy, calculation based on market rate 3) 5.2







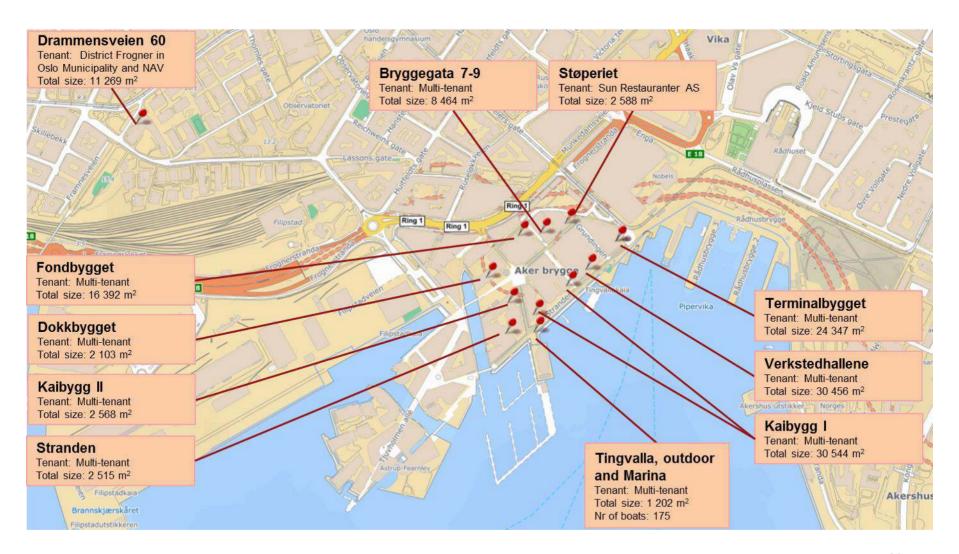
For illustration; based on estimated long term property expenses of 8 per cent of gross rent

Gross market value includes 50% of value of Badehusgata 33-39 and the commercial property at Hasle

<sup>3</sup> Market rate as estimated by Cushman & Wakefield

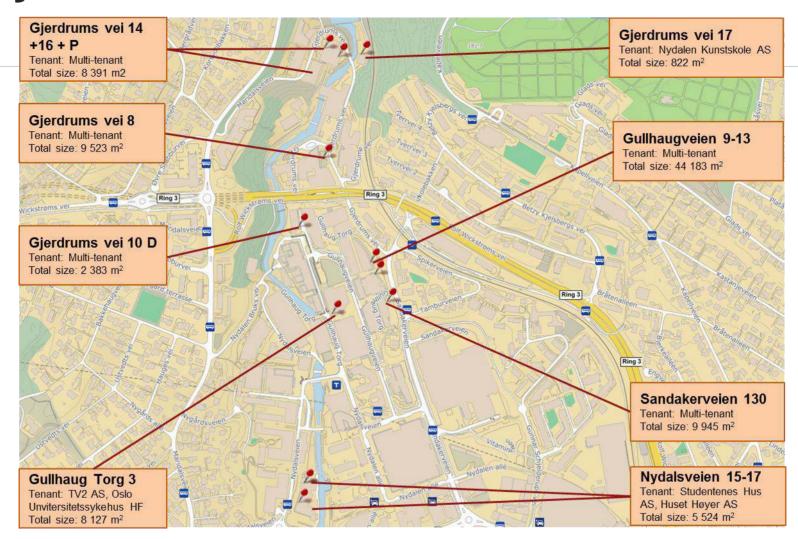


### **CBD**



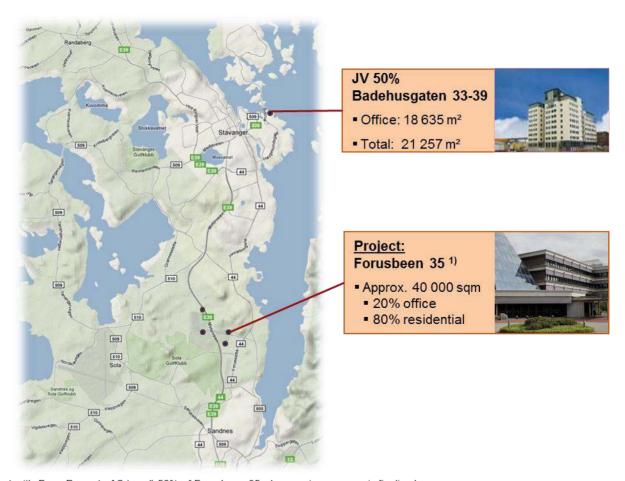


# Nydalen





## Stavanger



1) Agreement with Base Property AS to sell 50% of Forusbeen 35 when zoning process is finalized.



			Proper	ty facts				Rent	facts	
			Space	split						
Property	Offices	Retail / restaurant	Warehouse	Indoor parking	Other	Total m2	Market rent vacancy	СРІ	WAULT per June 2019	Run rate per June 2019
OSLO/AKERSHUS	m²	m²	m²	m²	m²	m²	%	%	Years	NOK million
CBD										
Bryggegata 7-9	6 376	2 088	0	0	0	8 464	0.0	98.0	4.2	28.7
Dokkbygningen	1 688	389	26	0	0	2 103	35.0	100.0	5.5	3.1
Drammensveien 60	8 975	0	1 890	404	0	11 269	0.3	100.0	10.6	26.5
Fondbygget	12 947	2 443	915	0	87	16 392	19.3	100.0	7.2	42.8
Kaibygning I (Stranden 5)	20 933	6 503	2 310	0	798	30 544	0.0	100.0	5.7	118.7
Kaibygning II	0	1 775	793	0	0	2 568	0.9	100.0	7.3	11.8
Stranden	1 386	674	4	451	0	2 515	23.5	100.0	1.5	6.1
Støperiet	0	2 032	0	0	556	2 588	0.0	100.0	0.1	4.7
Terminalbygget (Stranden 1)	17 787	3 194	1 686	1 386	294	24 347	2.6	100.0	5.9	100.6
Tingvallautstikkeren, uteareal og marina <sup>1</sup>	0	1 202	0	0	0	1 202	0.0	97.1	3.6	20.6
Verkstedhallene (Stranden 3)	19 419	7 961	2 227	0	849	30 456	4.9	100.0	6.3	97.1
Total CBD	89 511	28 261	9 851	2 241	2 584	132 447	4.5	99.7	6.0	460.7

<sup>&</sup>lt;sup>1</sup> Adjusted for normal seasonal short term contracts



			Proper	ty facts			Rent facts			
			Space	split						
Property	Offices	Retail / restaurant	Warehouse	Indoor parking	Other	Total m2	Market rent vacancy	СРІ	WAULT per June 2019	Run rate per June 2019
OSLO/AKERSHUS	m²	m²	m²	m²	m²	m²	%	%	Years	NOK million
Nydalen										
Gjerdrums vei 10 D	2 205	0	178	0	0	2 383	1.8	100.0	5.2	4.3
Gjerdrums vei 14, 16 and 16 P-house	5 353	0	986	2 052	0	8 391	19.9	98.0	2.5	9.3
Gjerdrums vei 17	806	0	16	0	0	822	9.8	100.0	3.6	1.2
Gjerdrums vei 8	7 726	0	634	1 163	0	9 523	11.1	100.0	2.8	15.2
Gullhaug Torg 3	7 699	0	428	0	0	8 127	0.0	100.0	4.0	14.7
Gullhaugveien 9 - 13	24 882	0	7 517	11 784	0	44 183	3.4	100.0	1.9	59.7
Nydalsveien 15	3 427	311	67	0	28	3 833	2.0	100.0	6.2	8.2
Nydalsveien 17	0	1 691	0	0	0	1 691	0.0	100.0	5.5	4.9
Sandakerveien 130	5 512	0	1 072	3 361	0	9 945	12.4	100.0	8.3	14.3
Total Nydalen	57 610	2 002	10 898	18 360	28	88 898	6.1	99.9	3.5	131.8



			Proper	ty facts	Rent facts					
			Space	split						
Property	Offices	Retail / restaurant	Warehouse	Indoor parking	Other	Total m2	Market rent vacancy	СРІ	WAULT per June 2019	Run rate per June 2019
OSLO/AKERSHUS	m²	m²	m²	m²	m²	m²	%	%	Years	NOK million
Other										
Oslo Airport Gardermoen 1	0	0	0	0	20 976	20 976	0.0	100.0	0.5	30.9
Snarøyveien 36 (prev. Aker Hus)	40 779	0	0	17 305	0	58 084	6.5	100.0	1.7	71.0
Hasle - development	0	8 810	0	0	0	8 810	NA	0.0	0.0	0.0
Total Other	40 779	8 810	0	17 305	20 976	87 870	4.6	100.0	1.4	101.8
TOTAL OSLO - AKERSHUS	187 900	39 073	20 749	37 906	23 588	309 216	4.8	99.8	4.9	694.4

<sup>&</sup>lt;sup>1</sup> Oslo Airport Gardermoen agreed sold with take over in December 2019



			Proper	ty facts		Rent facts				
			Space	split						
Property	Offices	Retail / restaurant	Warehouse	Indoor parking	Other	Total m2	Market rent vacancy	СРІ	WAULT per June 2019	Run rate per June 2019
STAVANGER	m²	m²	m²	m²	m²	m²	%	%	Years	NOK million
Badehusgata 33-39 (50%)	9 318	130	185	996	0	10 629	28.7	100.0	3.1	9.2
Forusbeen 35 <sup>1</sup>	19 075	0	0	4 224	0	23 299	NA	100.0	0.9	1.5
TOTAL STAVANGER	28 393	130	185	5 220	-	33 928	28.7	100.0	2.8	10.7
GROSS TOTAL	216 293	39 203	20 934	43 126	23 588	343 143	5.2	99.8	4.8	705.1

<sup>&</sup>lt;sup>1</sup> Forusbeen 35 is not included in the calculation of vacancy as zoning process is ongoing for transformation to mixed use.



## Largest shareholders as of 30 June 2019

#	Name	Share (%)	Number of shares	Account type	Nationality
1	GEVERAN TRADING CO LTD	66.68	329 147 372	Ordinary	CYP
2	FOLKETRY GDFONDET	14.98	73 951 642	Ordinary	NOR
3	NIAM V PROSJEKT AS	13.66	67 437 425	Ordinary	NOR
4	NORWEGIAN PROPERTY ASA	10,00	54 821 236	Ordinary	NOR
5	DANSKE BANK AS	0.57	2 830 532	Ordinary	DNK
6	MORGAN STANLEY INVESTMENT FUNDS	0.26	1 297 608	Nominee	LUX
7	The Bank of New York Mellon SA/NV	0.26	1 262 838	Ordinary	NLD
8	SANDEN AS	0.20	1 000 000	Ordinary	NOR
9	BANANIIAS	0.20	1 000 000	Ordinary	NOR
10	Sijoitusrahasto UB Eurooppa REIT	0.15	763 640	Nominee	FIN
11	State Street Bank and Trust Comp	0.15	719 939	Nominee	USA
12	KAS Bank N.V.	0.15	716 239	Ordinary	NLD
13	Morgan Stanley & Co. International	0.14	713 918	Ordinary	GBR
14	Sijoitusrahasto UB Global REIT	0.12	607 777	Ordinary	FIN
15	CANOMARO REAL ESTATE AS	0.09	452 870	Ordinary	NOR
16	BARCLAYS CAPITAL SEC. LTD FIRM	0.06	317 481	Nominee	GBR
17	CLEARSTREAM BANKING S.A.	0.06	295 164	Nominee	LUX
18	State Street Bank and Trust Comp	0.05	235 440	Ordinary	USA
19	SOLBERG INVEST & CONSULT AS	0.05	233 445	Ordinary	NOR
20	VIK, ERIK MARTIN	0.05	226 516	Ordinary	NOR
	Total 20 largest shareholders	97.89	538 031 082		8/20 NOR



#### **Disclaimer**

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