

# SSM

# Financial report January - September 2016

## 1 July - 30 September 2016

- » Net sales amounted to SEK 189,689 thousand (40,570)
- » Operating profit was SEK 63,093 thousand (9,115)
- » The operating margin was 33.3 per cent (22.5)
- » Profit after tax was SEK 45,612 thousand (10,563)
- » On the closing date we had 1,481 (786) apartments in production
- » On the closing date 94 (100) per cent of apartments in production had been sold

## 1 January - 30 September 2016

- » Net sales amounted to SEK 392,693 thousand (276,076)
- » Operating profit was 125,355 thousand (60,010)
- » The operating margin was 31.9 per cent (21.7)
- » Profit after tax was SEK 94,077 thousand (54,155)
- » 2,601 (56) apartments were acquired
- » 187 (86) apartments were sold

| Key indicators relating to the period, SEK million          | 2016Q3 | 2015Q3 | 2016 9M | 2015 9M    | 2015-10-0<br>2016-09-3   |             | 2015   |
|-------------------------------------------------------------|--------|--------|---------|------------|--------------------------|-------------|--------|
| Net sales, SSM Group                                        | 190    | 41     | 393     | 276        | 468                      | 3           | 351    |
| Net sales, joint ventures                                   | 199    | 91     | 496     | 260        | 1 080                    | )           | 844    |
| Gross profit                                                | 53     | 5      | 89      | 56         | 85                       | 5           | 52     |
| Operating profit                                            | 63     | 9      | 125     | 60         | 167                      | 7           | 102    |
| Profit for the period, after tax                            | 46     | 11     | 94      | 54         | 135                      | 5           | 96     |
| Gross margin                                                | 28.1 % | 12.1 % | 22.6 %  | 20.4 %     | 18.1 %                   | ,<br>b      | 14.8 % |
| Operating margin                                            | 33.3 % | 22.5 % | 31.9 %  | 21.7 %     | 35.8 %                   | ,<br>b      | 29.0 % |
| Interest coverage ratio                                     | 3.6    | 2.9    | 3.5     | 5.3        | 4.0                      | )           | 5.8    |
| Return on equity                                            | 78.6 % | 33.3 % | 59.4 %  | 67.9 %     | 71.1 %                   | ,           | 75.1 % |
| Profit after tax per share, SEK                             | 152    | 35     | 312     | 180        | 450                      | )           | 317    |
| Changes compared to the same period previous year, per cent | 2016Q3 | 2015Q3 | 2016 9M | 2015 9M    | 2015-10-01<br>2016-09-30 |             | 2015   |
| Net sales                                                   | 367.6  | 76.2   | 42.2    | 32.9       | -2.4                     | 1           | -14.6  |
| Gross profit                                                | 989.5  | 120.8  | 57.9    | 82.1       | 2.2                      | 2           | -9.    |
| Operating profit                                            | 592.2  | 40.9   | 108.9   | 82.8       | 85.8                     | 3           | 62.    |
| Operating margin, per cent units                            | 10.8   | -5.6   | 10.2    | 5.9        | 17.0                     | )           | 13.    |
| Per ending date, MSEK                                       |        |        |         | 2016-09-30 | 2015-09-30               |             | 2015   |
| Liquidity ratio                                             |        |        |         | 2,8        | 3.0                      |             | 2,9    |
| Equity ratio                                                |        |        |         | 29.8 %     | 31.4 %                   |             | 31.8 % |
| Shareholders' equity                                        |        |        |         | 249        | 132                      |             | 173    |
| Total assets                                                |        |        |         | 837        | 421                      |             | 544    |
| No. of shares, thousand                                     |        |        |         | 301        | 301                      |             | 301    |
| Equity per share, SEK                                       |        |        |         | 827        | 439                      | <del></del> | 576    |
| Project portfolio, including joint ventures                 |        |        |         | 2016 9M    | 2015                     | 2014        | 2013   |
| No. of apartments at end of period                          |        |        |         | 1,481      | 1,287                    | 813         | 455    |
| No. of apartments started                                   |        |        |         | 240        | 547                      | 515         | 370    |
| No. of apartments completed                                 |        |        |         | 46         | 73                       | 157         | 99     |
| No. of acquired building rights                             |        |        |         | 2,601      | 513                      | 887         | 507    |
| Project optimization                                        |        |        |         | 85         | 145                      |             |        |
| No. of building rights at end of period                     |        |        |         | 4,977      | 2,337                    | 1,752       | 1,02   |
| No. of apartments sold, accumulated                         |        |        |         | 1,390      | 1,249                    | 773         | 230    |
| No. of apartments sold                                      |        |        |         | 187        | 549                      | 700         | 145    |
|                                                             |        |        |         |            |                          |             |        |

94 %

97 %

95 %

51 %

Percentage of sold apartments in production

## CEO's statement

As I write this, I note that both Sweden and Stockholm have had a fantastic fall weather-wise with plenty of sunshine, warm breezes and surprisingly few dark clouds in the sky. The same applies to development in the Swedish housing market where demand is still very strong. There was a downturn in the summer but demand has recovered nicely. We're seeing positive price development in particular for space-efficient apartments centrally located near public transportation. More buyers are focusing on function and location related to absolute price. The trend is to invest in smaller, more space-efficient apartments rather than cutting back on consumption. Our customers prioritize having money to spend on travel, eating out and other experiences.

The shortage of housing for people without big wallets and who aren't in the position to buy expensive properties has never been greater. I want SSM to be at the forefront of creating a new form of housing where your choice of where to live has nothing to do with your family history or where you studied. This is why we're looking for partners who want to be active in taking social responsibility and creating the right conditions for the next generation to live well and be able to choose whether they want to rent or own a home. In 2017, together with our partners and customers, we'll be presenting how this can work.

Urbanization is on the rise and recent statistics confirm what we we've known all along. Of the 38,000 people that the population of Stockholm grows by each year, most are the result of immigration and birth. But of the remaining one-third, 75 percent are people between 20 and 40 moving from other parts of the country because of urbanization, a relationship, or the opportunity to build a richer and more exciting life. It is their movement patterns that determine the demand for our apartments.

Statistics say that these urbanites will move within the city twelve times on average during their lifetime. And that people in this group are normally between 20 and 40. In fact, 75 percent of those who were registered as having moved within Stockholm were between these ages. These statistics don't include the large number of people who live in sublets and aren't registered at their temporary addresses, and who also tend to be in this age bracket.

In short, the market is big and supply is small. We can meet the demand by offering these urbanites small apartments so they can live larger lives.

### Growth

SSM continues to grow. During the fall, we started our second project this year, Metronomen, with 190 apartments. This follows a project we launched earlier this year, The Tube, with 50 apartments. Metronomen is an important project for us since financially it accounts for a large part of this year's results.

We're continuing to grow and during the quarter, we hired more employees. In this context, I'd especially like to mention that during the quarter, we hired Casper Tamm for the newly created position of Finance Director. Casper brings solid and new experience to the company thanks to his previous work as CFO in a listed company - something I'm sure will benefit us greatly since we intend to list SSM in 2017. Today, we have 65 employees and 1,481 apartments in production in eight projects, 94 percent of which have already been sold with binding preliminary contracts.

During the year, we've acquired 2,601 building permits, more than any other year. This means that SSM now has 4,977 building rights in its portfolio, 1,481 of which are in production. We continue to have a great need to acquire more building permits to achieve our expansion goals in the long term and for housing starts in the short term.

## Strategy

During the third quarter, SSM developed a new business plan for the company development over the next five years. Like our goals, the level of ambition is high on the part of the owners and board alike. As CEO, I'm inspired by our owners' continued confidence in us to continue developing the company and our business model through a clear and strong growth strategy with a view to best be able to offer our customers a richer life.

SSM will also continue to work strategically to achieve a long-term development of 60 percent tenant owned apartments, 30 percent rental units and 10 percent student housing units per year, an important prerequisite to be able to offer our customers the chance to choose how they want to live.

Stockholm, November 2016

Mattias Roos, CEO

# The Group Statement of comprehensive income

|                                        | 2016-07-01 | 2015-07-01 | 2016-01-01 | 2015-01-01 |
|----------------------------------------|------------|------------|------------|------------|
| SEK thousand                           | 2016-09-30 | 2015-09-30 | 2016-09-30 | 2015-09-30 |
|                                        |            |            |            |            |
| Net sales                              | 189 689    | 40 570     | 392 693    | 276 076    |
| Expenses for production and management | - 136 312  | - 35 671   | - 303 841  | - 219 797  |
| Gross profit                           | 53 377     | 4 899      | 88 852     | 56 279     |
| Sales and administration expenses      | - 6 391    | - 3 333    | - 10 867   | - 16 071   |
| Participations in joint ventures       | 16 107     | 7 549      | 47 370     | 19 802     |
| Operating profit                       | 63 093     | 9 115      | 125 355    | 60 010     |
| Financial income                       | 2 230      | 2 898      | 7 885      | 7 277      |
| Financial expenses                     | - 18 335   | - 4 193    | - 38 012   | - 12 590   |
| Net financial items                    | - 16 105   | - 1 295    | - 30 127   | - 5 313    |
| Pre-tax profit                         | 46 988     | 7 820      | 95 228     | 54 697     |
| Tax                                    | - 1 376    | 2 743      | - 1 151    | - 542      |
| EARNINGS FOR THE PERIOD                | 45 612     | 10 563     | 94 077     | 54 155     |
|                                        |            |            |            |            |
| Profit attributable to                 |            |            |            |            |
| Parent company shareholders            | 45 610     | 10 559     | 94 074     | 54 148     |
| Minority interest                      | 2          | 4          | 3          | 7          |
|                                        | 45 612     | 10 563     | 94 077     | 54 155     |

There are no items for the Group reported as other comprehensive income, so the total comprehensive income is the same as the profit for the period.

# The Group Statement of financial position

## ASSETS

| SEK thousand                     | 2016-09-30 | 2015-09-30 | 2015-12-31 |
|----------------------------------|------------|------------|------------|
| Fixed assets                     |            |            |            |
| Intangible assets                |            |            |            |
| Software                         | 918        | -          | 1 469      |
| Total intangible assets          | 918        | -          | 1 469      |
| Tangible assets                  |            |            |            |
| Machinery and equipment          | 245        | 422        | 349        |
| Total tangible assets            | 245        | 422        | 349        |
| Financial assets                 |            |            |            |
| Holdings in joint ventures       | 220 084    | 73 303     | 130 189    |
| Receivables from joint ventures  | 55 462     | 6 876      | 22 080     |
| Other long-term receivables      | 159 574    | 121 014    | 71 030     |
| Total financial assets           | 435 120    | 201 193    | 223 299    |
| Deferred tax receivables         | 4 483      | 5 223      | 5 223      |
| Total fixed assets               | 440 766    | 206 838    | 230 340    |
| Current assets                   |            |            |            |
| Inventories                      |            |            |            |
| Project properties               | 152 832    | 101 346    | 114 952    |
| Total inventories                | 152 832    | 101 346    | 114 952    |
| Other current assets             |            |            |            |
| Accounts receivables             | 2 452      | 99         | 1 714      |
| Recognised, non-invoiced revenue | 133 162    | 63 086     | 61 928     |
| Receivables from joint ventures  | 114        | -          | 95         |
| Tax receivables                  | 1          | 19         | -          |
| Other receivables                | 48 351     | 20 110     | 68 806     |
| Prepaid costs and accrued income | 19 727     | 9 419      | 13 884     |
| Liquid funds                     | 39 147     | 20 051     | 52 696     |
| Total current assets             | 395 786    | 214 130    | 314 075    |
| TOTAL ASSETS                     | 836 552    | 420 968    | 544 415    |

# The Group Statement of financial position

## LIABILITIES AND EQUITY

| SEK thousand                                         | 2016-09-30 | 2015-09-30 | 2015-12-31 |
|------------------------------------------------------|------------|------------|------------|
| Shareholders' equity                                 |            |            |            |
| Share capital                                        | 30 100     | 30 100     | 30 100     |
| ·                                                    | 218 867    | 101 965    | 143 293    |
| Profit brought forward including profit for the year |            |            |            |
| Equity attributable to parent company shareholders   | 248 967    | 132 065    | 173 393    |
| Minority interest                                    | 14         | 79         | 151        |
| Total equity                                         | 248 981    | 132 144    | 173 544    |
| LIABILITIES                                          |            |            |            |
| Long-term liabilities                                |            |            |            |
| Bond issues                                          | 390 440    | 196 425    | 196 822    |
| Liabilities to credit institutions                   | 99 708     | 50 000     | 99 521     |
| Provisions                                           | 10 944     | -          | 5 042      |
| Deferred tax liabilities                             | 1 071      | 4 987      | 1 678      |
| Total long-term liabilities                          | 502 163    | 251 412    | 303 063    |
| Current liabilities                                  |            |            |            |
| Advance payments from customers                      | -          | 4 950      | 10 425     |
| Accounts payable - trade                             | 30 914     | 4 625      | 28 565     |
| Provisions                                           | 9 7 1 6    | 7 729      | 1 537      |
| Current tax liabilities                              | 2 179      | 3 087      | 3 036      |
| Other liabilities                                    | 31 350     | 11 314     | 11 965     |
| Accrued costs and prepaid income                     | 11 249     | 5 707      | 12 280     |
| Total current liabilities                            | 85 408     | 37 412     | 67 808     |
| TOTAL LIABILITIES AND EQUITY                         | 836 552    | 420 968    | 544 415    |

# The Group

# Statement of changes in equity

# Attributable to Parent Company shareholders

|                                      |               | 3Harcholaci3                 |          |                      |              |
|--------------------------------------|---------------|------------------------------|----------|----------------------|--------------|
| SEK thousand                         | Share capital | Profit<br>brought<br>forward | Total    | Minority<br>interest | Total equity |
| SER MOUSUITA                         | Share capital | TOTWATA                      | iotai    | meerese              | rotal equity |
| Equity, 1 January 2015               | 30 100        | 50 315                       | 80 415   | 172                  | 80 587       |
| Profit                               |               |                              |          |                      |              |
| Profit this year                     |               | 95 476                       | 95 476   | 79                   | 95 555       |
| Total profit                         |               | 145 791                      | 175 891  | 251                  | 176 142      |
| Transactions with shareholders       |               |                              |          |                      |              |
| Paid dividend                        |               | - 2 498                      | - 2 498  | - 100                | - 2 598      |
| Total transactions with shareholders |               | - 2 498                      | - 2 498  | - 100                | - 2 598      |
| EQUITY, 31 DECEMBER 2015             | 30 100        | 143 293                      | 173 393  | 151                  | 173 544      |
| Equity, 1 January 2016               | 30 100        | 143 293                      | 173 393  | 151                  | 173 544      |
| Profit                               |               |                              |          |                      |              |
| Profit this period                   |               | 94 074                       | 94 074   | 3                    | 94 077       |
| Total profit                         |               | 237 367                      | 267 467  | 154                  | 267 621      |
| Transactions with shareholders       |               |                              |          |                      |              |
| Paid dividend                        |               | - 18 501                     | - 18 501 | - 140                | - 18 641     |
| Total transactions with shareholders |               | - 18 501                     | - 18 501 | - 140                | - 18 641     |
| CLOSING BALANCE, 30 SEPTEMBER 2016   | 30 100        | 218 866                      | 248 966  | 14                   | 248 980      |

# Comments Group financials

Net sales

ND Studios, Metronomen, Bromma Tracks, Turbinhallen, and The Tube accounts for the lion's share of net sales.

Participations in joint ventures

Comprices earnings from Rosteriet, The Lab, West Side Solna, Turbinhallen, and Twin House.

Holdings in joint ventures

Comprices the holdings in joint ventures with Alecta, Profi, and Student Hill.

Recognised non-invoiced revenue

This item refers to the projects Metronomen and Bromma Tracks.

# The Group Cash flow statement

|                                                | 2016-01-01 | 2015-01-0 |
|------------------------------------------------|------------|-----------|
| SEK thousand                                   | 2016-09-30 | 2015-09-3 |
| Cash flow from current activities              |            |           |
| Operating profit before financial expenses     | 125 355    | 60 010    |
| Items not affecting liquidity                  | - 46 848   | - 7 113   |
| Received interest                              | 7 885      | 230       |
| Paid interest                                  | - 31 012   | - 13 714  |
| Paid income taxes                              | - 857      | - 653     |
| Cash flow before changes in operating capital  | 54 523     | 38 760    |
| Cash flow before changes in operating capital  |            |           |
| Decrease/increase in property projects         | - 109 114  | 1 623     |
| Decrease/increase in accounts receivables      | - 738      | 454       |
| Decrease/increase in other current receivables | 14 593     | 9 313     |
| Decrease/increase in supplier liabilities      | - 8 076    | - 5 01    |
| Decrease/increase in current liabilities       | 18 355     | - 4 74    |
| Total change in operating capital              | - 84 980   | 1 632     |
| Cash flow from current activities              | - 30 457   | 40 392    |
| Cash flow from investment activities           |            |           |
| Investments in tangible assets                 | -          | - 42      |
| Investments in financial assets                | - 164 451  | - 57 210  |
| Sale of financial assets                       | -          | 32 500    |
| Cash flow from investment activities           | - 164 451  | - 24 752  |
| Cash flow from financing activities            |            |           |
| Dividend                                       | - 18 641   | - 2 598   |
| Increase in long-term liabilities              | 245 000    | 50 500    |
| Amortisation of long-term liabilities          | - 45 000   | - 72 163  |
| Cash flow from financing activities            | 181 359    | - 24 26   |
| Decrease/increase in liquid funds              | - 13 549   | - 8 62    |
| Liquid funds, opening balance                  | 52 696     | 28 672    |
| LIQUID FUNDS AT THE END OF THE PERIOD          | 39 147     | 20 051    |
|                                                |            |           |

# Parent company Statement of comprehensive income

|                                                 | 2016-07-01 | 2015-07-01 | 2016-01-01 | 2015-01-01 |
|-------------------------------------------------|------------|------------|------------|------------|
| SEK thousand                                    | 2016-09-30 | 2015-09-30 | 2016-09-30 | 2015-09-30 |
|                                                 |            |            |            |            |
| Net sales                                       | -          | -          | -          | -          |
| Gross profit                                    | -          | -          | -          | -          |
| Sales and administration costs                  | - 651      | - 237      | - 828      | - 429      |
| Operating profit                                | - 651      | - 237      | - 828      | - 429      |
| Interest income and similar profit/loss items   | 8 676      | 4 032      | 17 691     | 11 962     |
| Interest expenses and similar profit/loss items | - 16 272   | - 4 531    | - 31 473   | - 13 495   |
| Profit after financial items                    | - 8 247    | - 736      | - 14 610   | - 1 962    |
| Tax                                             | -          | -          | <u>-</u>   | -          |
| PROFIT FOR THE PERIOD                           | - 8 247    | - 736      | - 14 610   | - 1 962    |

There are no items for the parent company reported as other comprehensive income, so the total comprehensive income is the same as the profit for the period.

# Parent company Statement of financial position

| SEK thousand                          | 2016-09-30 | 2015-09-30 | 2015-12-3 |
|---------------------------------------|------------|------------|-----------|
| Fixed assets                          |            |            |           |
| Participations in Group companies     | 92 270     | 92 270     | 92 270    |
| Receivables from Group companies      | 332 988    | 159 228    | 164 064   |
| Restricted funds                      | 332 700    | 9 000      | 9 000     |
| Total fixed assets                    | 425 258    | 260 498    | 265 334   |
| Current assets                        |            |            |           |
| Receivables from Group companies      | -          | -          | 5 000     |
| Other assets                          | 116        | -          |           |
| Cash and bank balances                | 9 965      | 43         | 32        |
| Total current assets                  | 10 081     | 43         | 5 032     |
| TOTAL ASSETS                          | 435 339    | 260 541    | 270 360   |
| EQUITY AND LIABILITIES                |            |            |           |
| SEK thousand                          | 2016-09-30 | 2015-09-30 | 2015-12-3 |
| Shareholders' equity                  |            |            |           |
| Share capital                         | 30 100     | 30 100     | 30 100    |
| Unrestricted equity                   | 24 697     | 35 746     | 35 74     |
| Profit/loss for the year              | - 14 610   | - 1 962    | 7 45      |
| Total equity                          | 40 187     | 63 884     | 73 29     |
| Long-term liabilities                 |            |            |           |
| Other long-term liabilities           | 390 440    | 196 426    | 196 82    |
| Total long-term liabilities           | 390 440    | 196 426    | 196 82    |
| Current liabilities                   |            |            |           |
| Liabilities to Group companies        | 50         | 50         | 5         |
| Accounts payable - trade              | -          | 7          | 2:        |
| Accrued costs and prepaid liabilities | 4 662      | 174        | 17:       |
| Total current liabilities             | 4 712      | 231        | 24        |
| TOTAL EQUITY AND LIABILITIES          | 435 339    | 260 541    | 270 36    |

# Parent company Statement of changes in equity

|                                      | _             | Unrestricted equity |              |
|--------------------------------------|---------------|---------------------|--------------|
|                                      | _             | Profit brought      |              |
| SEK thousand                         | Share capital | forward             | Total equity |
|                                      |               |                     |              |
| Equity, 1 January 2015               | 30 100        | 38 244              | 68 344       |
| Profit                               |               |                     |              |
| Profit for the year                  |               | 7 451               | 7 451        |
| Total profit                         |               | 7 451               | 7 451        |
|                                      |               |                     |              |
| Transactions with shareholders       |               |                     |              |
| Paid dividend                        |               | - 2 498             | - 2 498      |
| Total transactions with shareholders |               | - 2 498             | - 2 498      |
|                                      |               |                     |              |
| CLOSING BALANCE, 31 DECEMBER 2015    | 30 100        | 43 197              | 73 297       |
|                                      |               |                     |              |
| Equity, 1 January 2016               | 30 100        | 43 197              | 73 297       |
| Profit                               |               |                     |              |
| Profit for the period                |               | - 14 610            | - 14 610     |
| Total profit                         |               | - 14 610            | - 14 610     |
| Total profit                         |               | 14010               | 14010        |
| Transactions with shareholders       |               |                     |              |
| Paid dividend                        |               | - 18 501            | - 18 501     |
| Total transactions with shareholders | -             | - 18 501            | - 18 501     |
|                                      |               |                     |              |
| CLOSING BALANCE, 30 SEPTEMBER 2016   | 30 100        | 10 086              | 40 187       |

# Parent company Cash flow statement

|                                               | 2016-01-01 | 2015-01-0 |
|-----------------------------------------------|------------|-----------|
| SEK thousand                                  | 2016-09-30 | 2015-09-3 |
|                                               |            |           |
| Cash flow from current activities             |            |           |
| Operating profit before financial expenses    | - 828      | - 429     |
| Received interest                             | 17 691     | 11 962    |
| Paid interest                                 | - 31 473   | - 12 303  |
| Cash flow before changes in operating capital | - 14 610   | - 770     |
| Cash flow from changes in operating capital   |            |           |
| Decrease/increase in current assets           | 4 884      |           |
| Decrease/increase in supplier liabilities     | - 22       |           |
| Decrease/increase in current liabilities      | 4 489      | 9:        |
| Total change in operating capital             | 9 351      | 99        |
| CASH FLOW FROM CURRENT ACTIVITIES             | - 5 259    | - 67      |
| Cash flow from investment activities          |            |           |
| Investments in financial assets               | - 159 924  | - 50      |
| Sale of financial assets                      | -          | 3 249     |
| Cash flow from investment activities          | - 159 924  | 3 19      |
| Cash flow from financing activities           |            |           |
| Paid dividend                                 | - 18 501   | - 2 498   |
| Increase in long-term liabilities             | 193 617    |           |
| Cash flow from financing activities           | 175 116    | - 2 49    |
| Decrease/increase in liquid funds             | 9 933      | 3         |
| Liquid funds, opening balance                 | 32         | 1.        |
| LIQUID FUNDS AT THE END OF THE PERIOD         | 9 965      | 4:        |

# Notes cont'd

### Note 1 General information

SSM Holding AB (publ), corporate registration no. 556533-3902, is the parent company of the SSM Group. SSM has its registered office at Kungsgatan 57A, 111 22 Stockholm, Sweden.

The business of the parent company comprises Group-wide functions and organization of the CEO and administrative staffs. Organization of projects and management of property are performed by the Group's subsidiaries. The parent company does not directly own property.

SSM acquires, develops, sells and produces residential property in the Stockholm region.

The SSM Group's financial statement for the period January-September 2016 was approved for publication via decision by the Board of Directors on 22 November 2016.

This interim report has been verified by SSM's auditors.

All amounts are reported as SEK thousand unless otherwise stated. Figures in brackets are for the previous year.

### Note 2 Basis for preparation of financial statements

SSM Holding AB (publ) applies IFRS (International Financial Reporting Standards) as adoped by the European Union. This interim report was prepared in accordance with IAS 34, Interim Financial Reporting. The interim report has been prepared according to Chapter 9 of the Swedish annual accounts act and RFR 2 Accounting for legal entities. The interim report should be read in conjunction with the annual accounts for the financial year ending 31 December 2015.

## Note 3 Accounting principles

The accounting principles are in agreement with the principles used for the previous year. For a full description of the principles, see SSM Holding AB (publ)'s annual report for fiscal year 2015.

SSM applies the guidelines of the European Securities and Markets Authority (ESMA) on Alternative Performance Measures (APMs). The guidelines aim to make APMs in financial reports more comprehensible, reliable, and comparable, and thereby promote their applicability. According to these guidelines, an APM is a financial measure of historical or future profit performance, financial position, financial results, or cash flows which are not defined or stated in applicable rules for financial reporting; IFRS and the Swedish Annual Accounts Act. The guidelines are mandatory for financial reports which are published after 3 July 2016.

Reconciliation of APMs is available on www.ssmfastigheter.se.

### Note 4 Financial instruments - Fair value

Information on the fair value of lending and borrowing. The carrying amounts and fair values of long-term debt are as follows:

Fair values are based on discounted cash flows using a rate based on the lending rate of 7,74 % (2015-09-30 7,75 %) and classified in Level 2 of the fair value hierarchy. The fair value of short-term borrowing corresponds to its carrying value, since the discount is not significant.

|                             |            | Reported value |            |            | Fair value |            |
|-----------------------------|------------|----------------|------------|------------|------------|------------|
| SEK thousand                | 2016-09-30 | 2015-09-30     | 2015-12-31 | 2016-09-30 | 2015-09-30 | 2015-12-31 |
| Bond issue                  | 390,440    | 196,425        | 196,822    | 400,000    | 200,000    | 200,000    |
| Other long-term liabilities | 99,708     | 50,000         | 99,521     | 100,000    | 50,000     | 100,000    |
| Total long-term liabilities | 490,148    | 246,425        | 296,343    | 500,000    | 250,000    | 300,000    |

## Note 5 Segment information

Group-wide information. Distribution of revenues from all products and services:

The Group has its registered office in Sweden. Revenues from external customers in Sweden amounted to SEK 392,693 thousand (2015 Jan-Sept 2015: SEK 276,075 thousand) and total revenues from external customers in other countries amounted to SEK 0 (2015 Jan-Sept: SEK 0).

Total fixed assets, other than financial instruments and deferred tax receivables (there are no assets in connection with benefits following terminated employment or rights associated with insurance contracts) located in Sweden amounts to SEK 1,163 thousand (2015-09-30: SEK 422 thousand, and 2015-12-31: SEK 1,818 thousand), and the total of such fixed assets located outside Sweden amounts to SEK 0 (2015-09-30: SEK 0, and 2015-12-31: SEK 0).

Revenues of SEK 311,647 thousand are attributable to The Tube, Metronomen, Turbinhallen, ND Studios, and Bromma Tracks. For the period Jan-Sept 2015 revenues of SEK 227,904 thousand were attributable to two individual external customers.

|                                                         | 2016-01-01 | 2015-01-01 |
|---------------------------------------------------------|------------|------------|
| Analysis of revenue by revenue type                     | 2016-09-30 | 2015-09-30 |
| – Project revenue, contracted                           | 381,159    | 259,076    |
| <ul> <li>Sale of other construction services</li> </ul> | 8,044      | 15,804     |
| – Sale of other construction goods                      | 1,113      | 460        |
| – Other revenue                                         | 2,377      | 735        |
| TOTAL                                                   | 392,693    | 276,075    |

# Notes cont'd

Note 6 Pledged assets and guarantees

During the period January-September 2016, the Group's contingent liabilities has decreased by 42 SEKm, restricted funds has decreased by 9 SEKm, participations in Group companies increased by 109 SEKm, and company mortgages increased by 4 SEKm. The total value of pledged assets for the Group thereby amounts to 232 SEKm at the end of the period. The Parent company pledged assets in shape of restricted funds has decreased by 9 SEKm. The total value of pledged assets for the Parent company thereby amounts to 92 SEKm at the end of the period.

The value of guarantees has during the period increased by 197 SEKm for the Group, and has been unchanged for the Parent company. The total value of guarantees at the end of the period thereby amounts to 1,084 SEKm for the Group, and 0 SEKm for the Parent company.

Future financial statements

Financial report for the period Jan-Dec will be published on February 20 2017, 08.30 CET.

Stockholm 22 November 2016

Anders Janson Styrelseordförande

Bo Andersson Styrelseledamot Per Berggren Styrelseledamot Sheila Florell Styrelseledamot

Ulf Sjöstrand

Styrelseledamot

Jonas Wikström Styrelseledamot

# This report has been reviewed by the Group's auditor

The Auditor's report of a review of the interim financial information (interim report) prepared in accordance with IAS 34 and Chapter 9 of the Swedish Annual Accounts Act

### Introduction

We have reviewed the interim financial information (the interim report) of SSM Holding AB (publ) as at September 30, 2016 and for the nine-month period ending as at this date. The Board of Directors and the President & CEO are responsible for the preparation and fair presentation of this interim report in accordance with IAS 34 and the Swedish Annual Accounts Act. Our responsibility is to express a conclusion on this interim report based on our review.

### Focus and scope of the review

We have performed this review in accordance with the International Standard on Review Engagements ISRE 2410 Review of Interim Financial Information Performed by the auditors elected by the company. A review consists of making inquiries, primarily to persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review differs from and is substantially less in scope than an audit conducted in accordance with the International Standards on Auditing and generally accepted auditing practices. The procedures performed in a review do not enable us to obtain a level of assurance that would make us

aware of all significant matters that might be identified in an audit. Therefore, the conclusion expressed based on a review does not give the same level of assurance as a conclusion expressed based on an audit.

### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the interim report is not prepared, in all material respects, in accordance with IAS 34 and the Swedish Annual Accounts Act for the Group, and in accordance with the Swedish Annual Accounts Act for the Parent Company.

Stockholm 22 November 2016 Öhrlings PricewaterhouseCoopers AB

Ola Salemyr Authorized auditor

# Definitions of key indicators

No. of emplyees Number of contracted emplyees.

Return on total capital Profit after financial items in relation to adjusted equity.

No. of shares

Number of registered shares at the end of the period, less repurchased shares, which have no voting rights or right to dividend.

Leverage

Interest-bearing liabilities as a percentage of total assets.

Gross margin

Gross profit divided by Net sales.

Gross profit

Net sales minus expenses for production and management.

Equity per share

Shareholders' equity divided by no. of shares.

Changes compared to the same period previous year

Amounts percentage change from the same period previous year. Marginal measures are presented in percentage units.

Headquarters

SSM's headquarters are located on Kungsgatan 57A, 111 22 Stockholm, Sweden.

Adjusted equity

Shareholders' equity plus untaxed reserves less deferred tax liability.

Liquidity

Current assets excluding inventories in relation to current liabilities.

Net debt

Interest-bearing liabilities including pension liabilities and accrued interest less cash and cash equivalents, interest-bearing current and non-current receivables and capital investment shares.

Net sales joint ventures Total net sales in SSM's joint ventures.

Net profit margin

Profit after financial items in relation to net

Earnings per share after tax Net profit after tax in relation to average number of outstanding shares.

Return on equity

Profit after tax divided by average shareholders' equity.

Return on total capital

Profit after financial items and interest expenses as a percentage of average total capital.

Interest coverage

Profit after financial income in relation to financial costs

Operating margin

Operating income as a percentage of net sales.

Operating profit

Earnings before financial items.

Gearing

Total debt relative to equity.

**Equity ratio** 

Equity in relation to total assets.

No. of apartments in construction Number of apartments started, and not completed.

No. of apartments started Number of apartments for which SSM has started revenue recognition.

No. of apartments completed Number of apartments in projects that have been closed out.

Project optimization

Changes in no. of building rights in previously acquired projects.

**Building right** 

Forecasted no. of developable apartments within the company's project portfolio.

Project

A project is included in the project portfolio when the company has acquired, agreed to acquire, or has the option to directly or indirectly acquire a property in order to develop

Accumulated no. of sold apartments Total number of apartments in production which are sold on binding contracts.

Sold apartments

Number of apartments that have been sold on binding contracts.

Percentage of sold apartments in production

Accumulated number of sold apartments in relation to number of apartments in construcion.

