



HusCompagniet 4 May 2023

Q1 2023 – Trading statement Conference call

Q1 2023 Trading statement

Disclaimer

Forward-looking statements

This presentation includes forward-looking statements on various matters, such as expected earnings and future strategies and expansion plans. Such statements are uncertain and involve various risks, as many factors, some of which are beyond our control, may result in actual developments differing considerably from the expectations expressed. Such factors include, but are not limited to, general economic and business conditions, exchange rate and interest rate fluctuations, the demand for our services and competition in the market.

Q1 2023 - Summary

2023 Outlook

Outlook for 2023 from 9 March updated due to enhanced visibility

- Revenue at DKK 2,250- 2,500 million
- EBITDA before special items at DKK 100-130 million
- EBIT at DKK 50-75 million

Capital update

Management is progressing the review of the financing and capital structure of HusCompagniet

Market update

Sales activities

- Increasing interest and sales activity in Q1
- However, higher interest rate still affects market activity
- Uncertainty going forward despite increased visibility

Subcontractors

- Supply chains normalised

Supply chains

- Visibility still reduced
- Price inflation persist on certain materials

Highlights Q1 2023

Revenue

DKK 656 million

Gross profit

DKK 149 million

EBITDA bsi

DKK 42 million

Free cash flow

DKK 25 million

Average selling price, Detached

DKK 2.9 million

Deliveries

344 houses

Gross margin

22.7%

EBITDA bsi margin

6.4%

Financial gearing (NIBD/EBITDA bsi)

2.6x

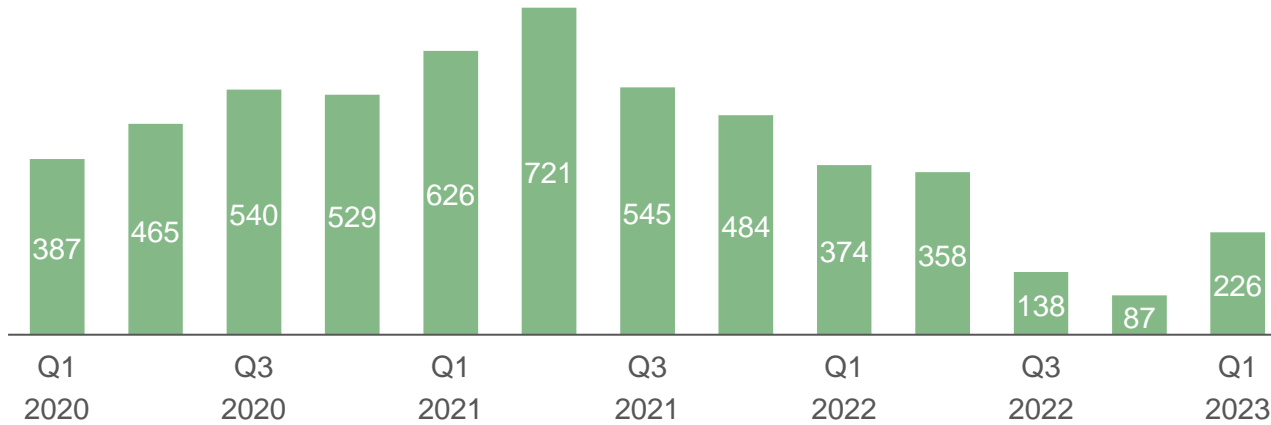
Average selling price, Semi-detached

DKK 1.4 million

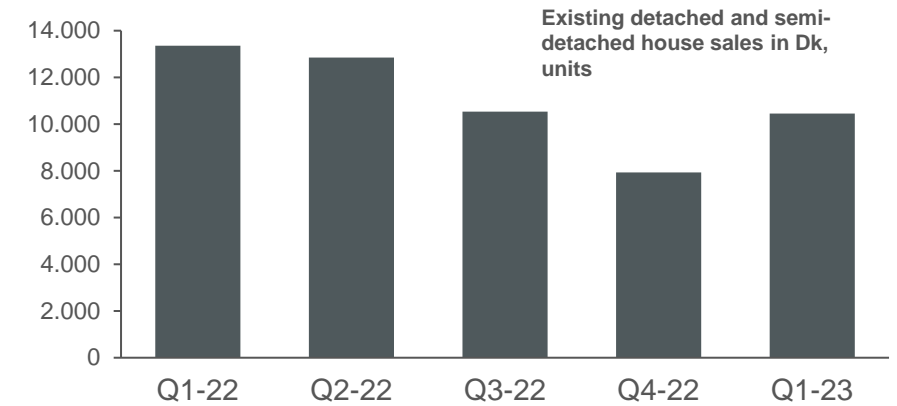


Improved activity on the housing market has a positive effect

HusCompagniet quarterly sales (units)

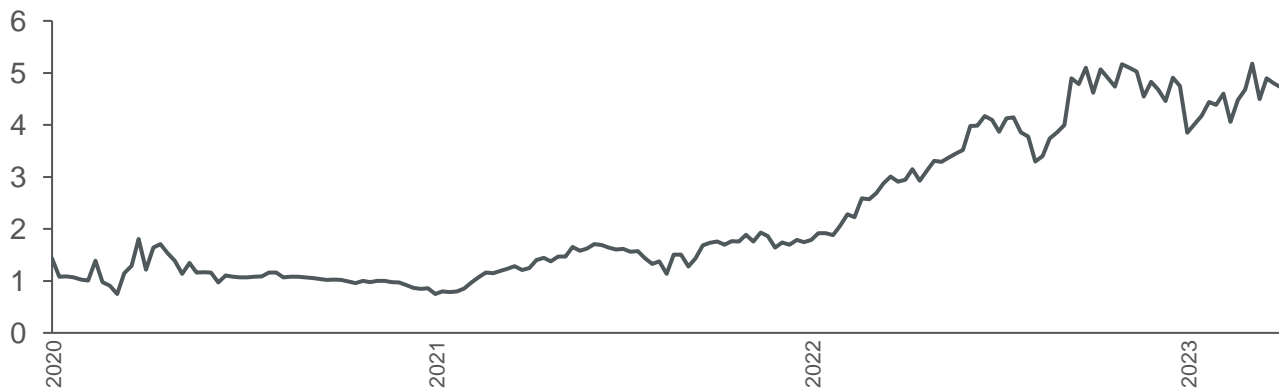


Improved sales activity on the existing housing market



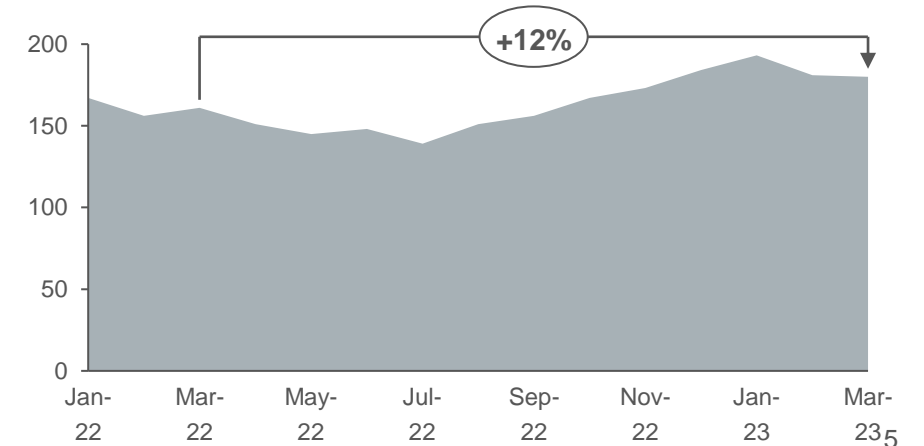
Source: Boligsiden and own calculations

Long fixed bond rate, Mortgage rate (%)



Source: Finance Denmark

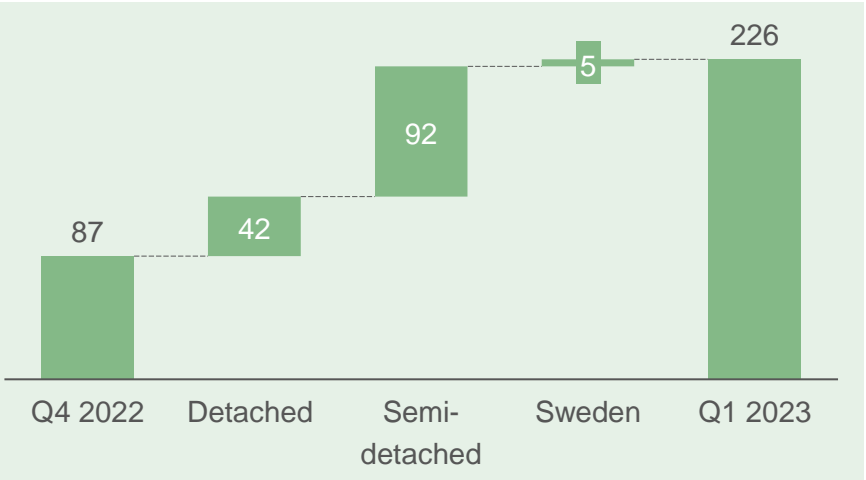
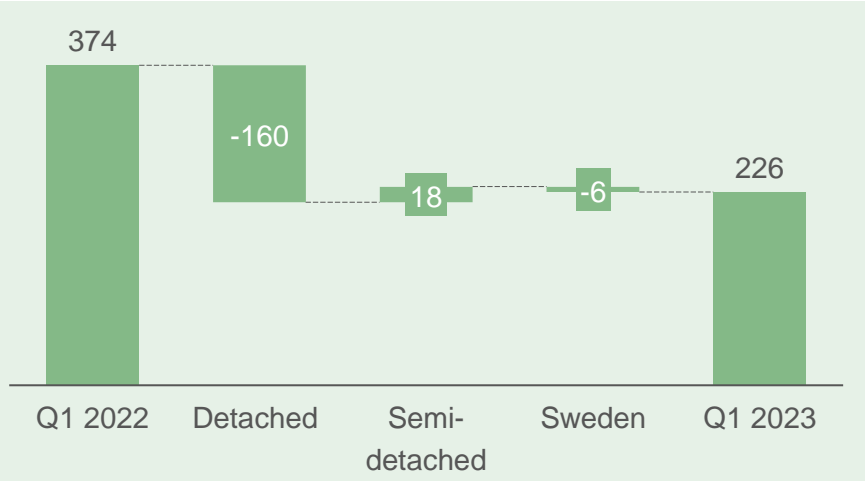
Number of days for sale detached & semi-detached, DK



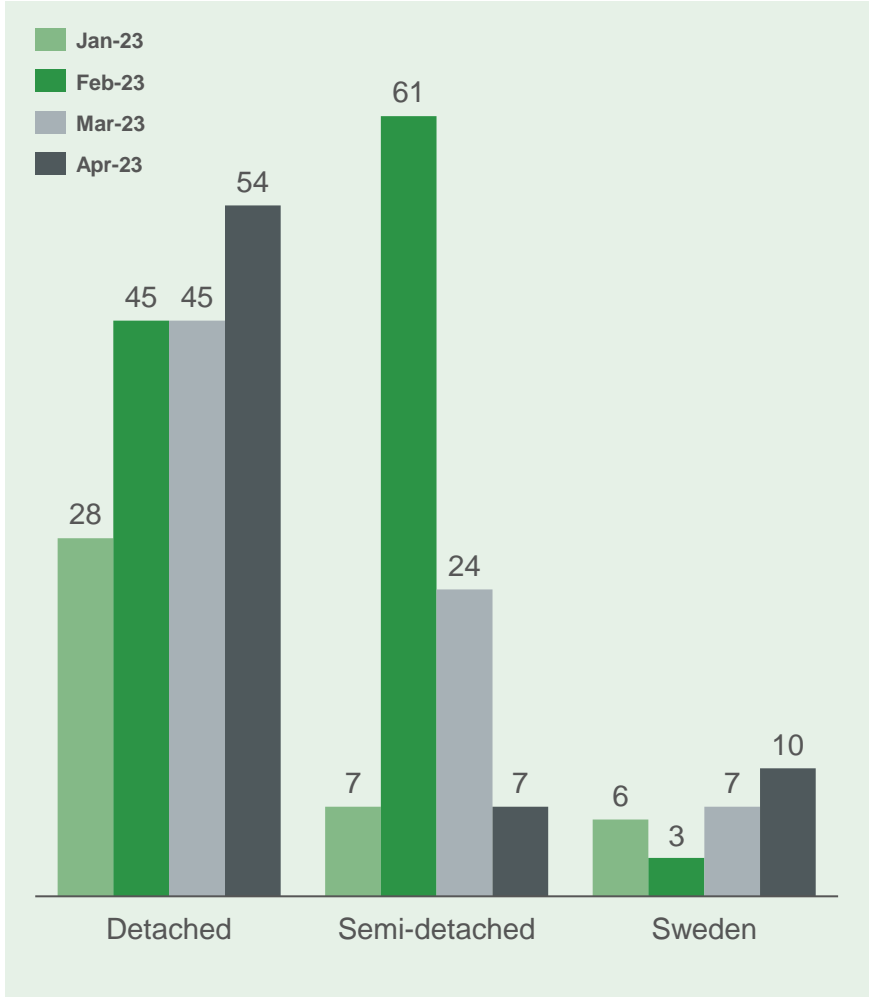
Source: Finance Denmark

Sale up in the first months but still below historic average

Segment split – development



Segment split – first 4 months of 2023

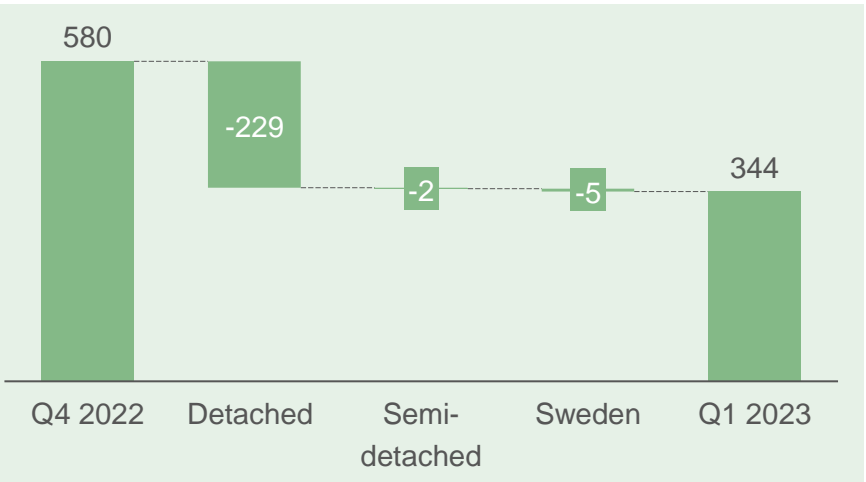
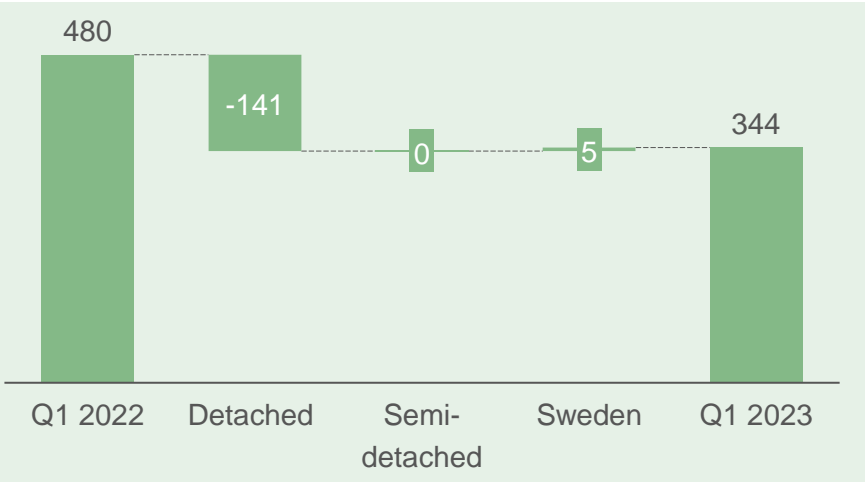


Comments

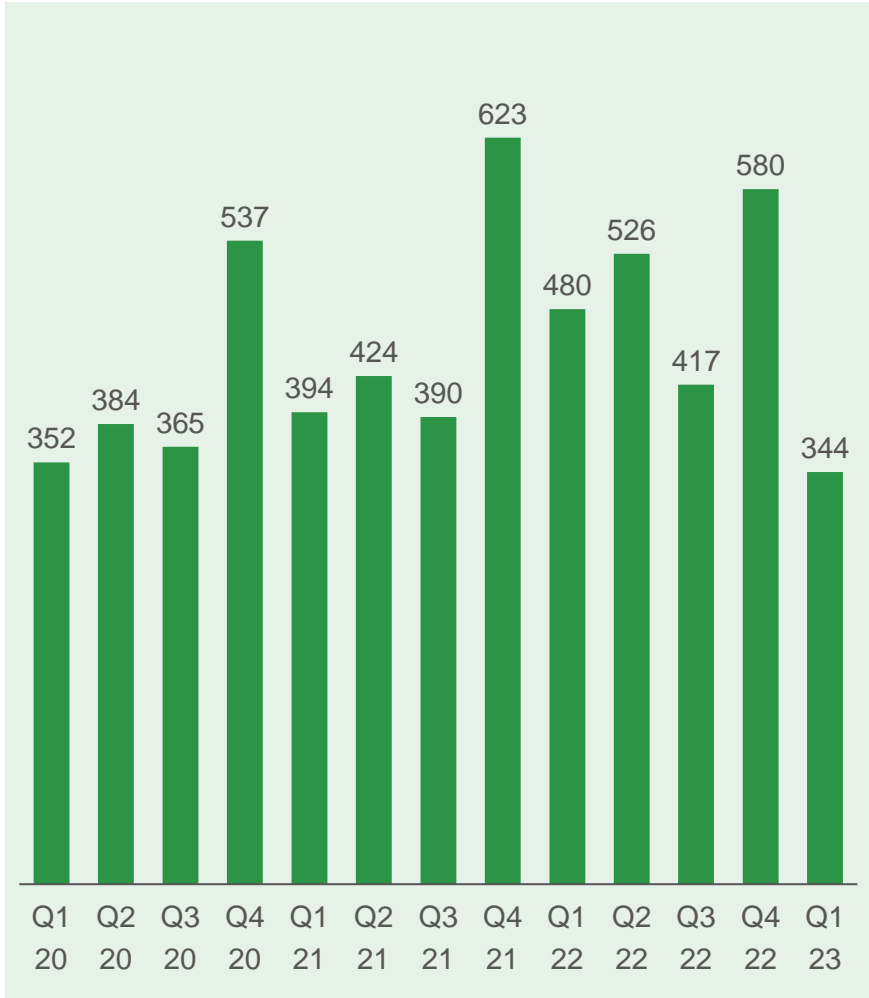
- Sales activity increased in Q1 moving towards historical average
- Sales levels still affected by the current market situation with uncertainty and higher interest rates
- 118 houses sold in Detached in Q1 2023
- 92 units sold in Semi-detached in Q1 2023 impacted by period fluctuation in the B2B sale
- 16 houses sold in Sweden in Q1 2023

344 houses delivered in Q1 2023

Segment split – development



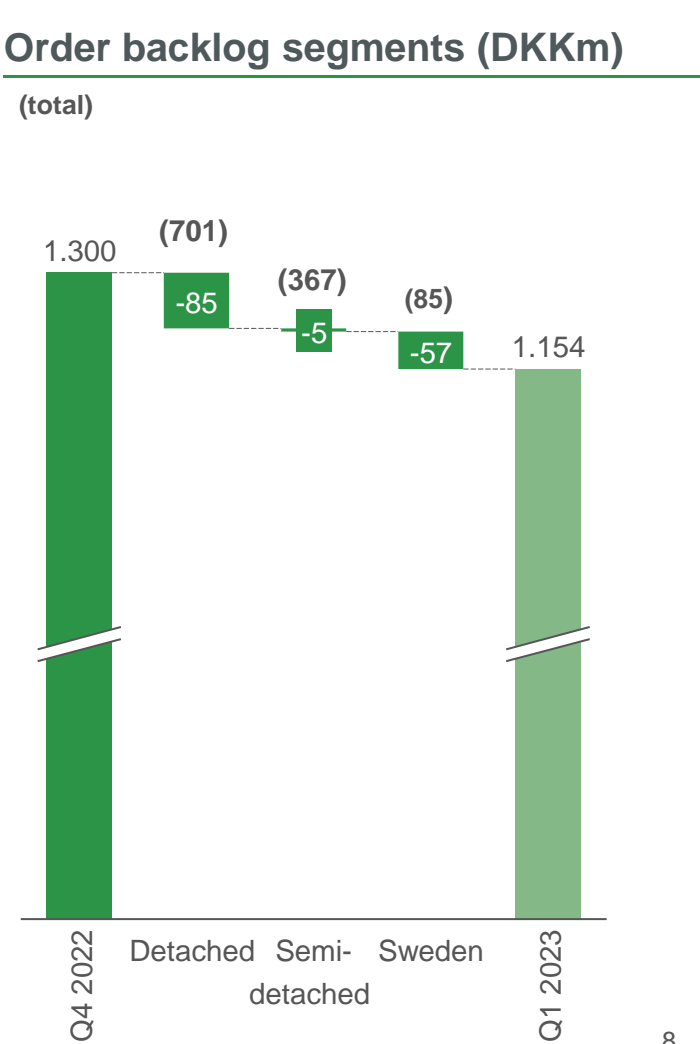
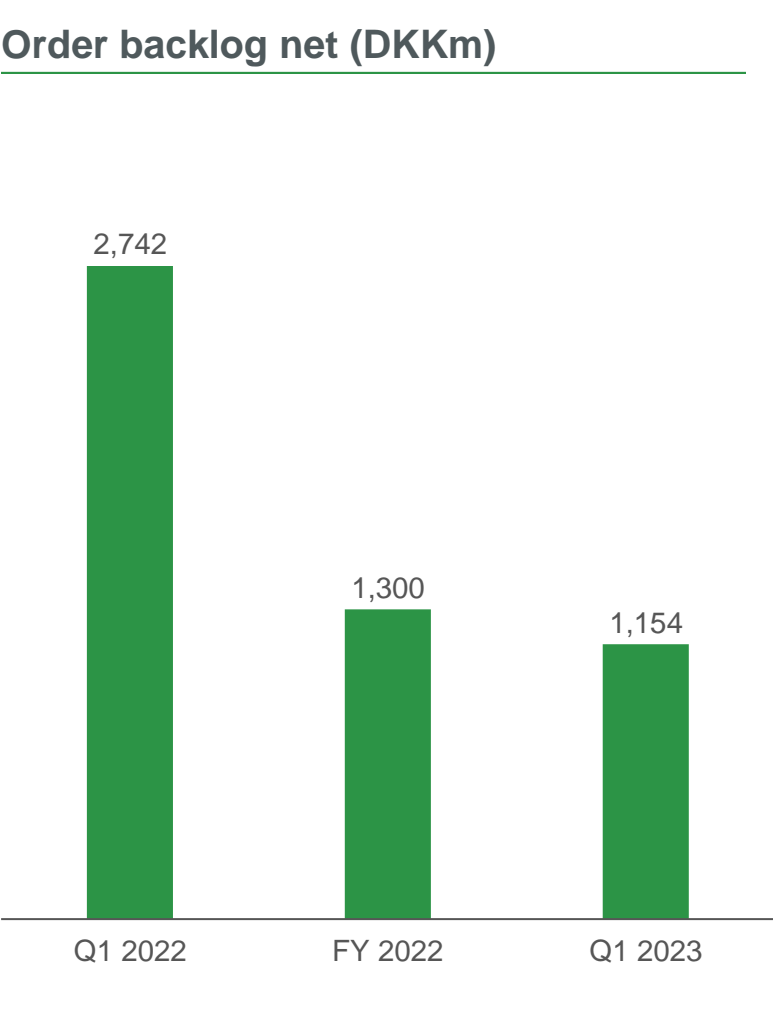
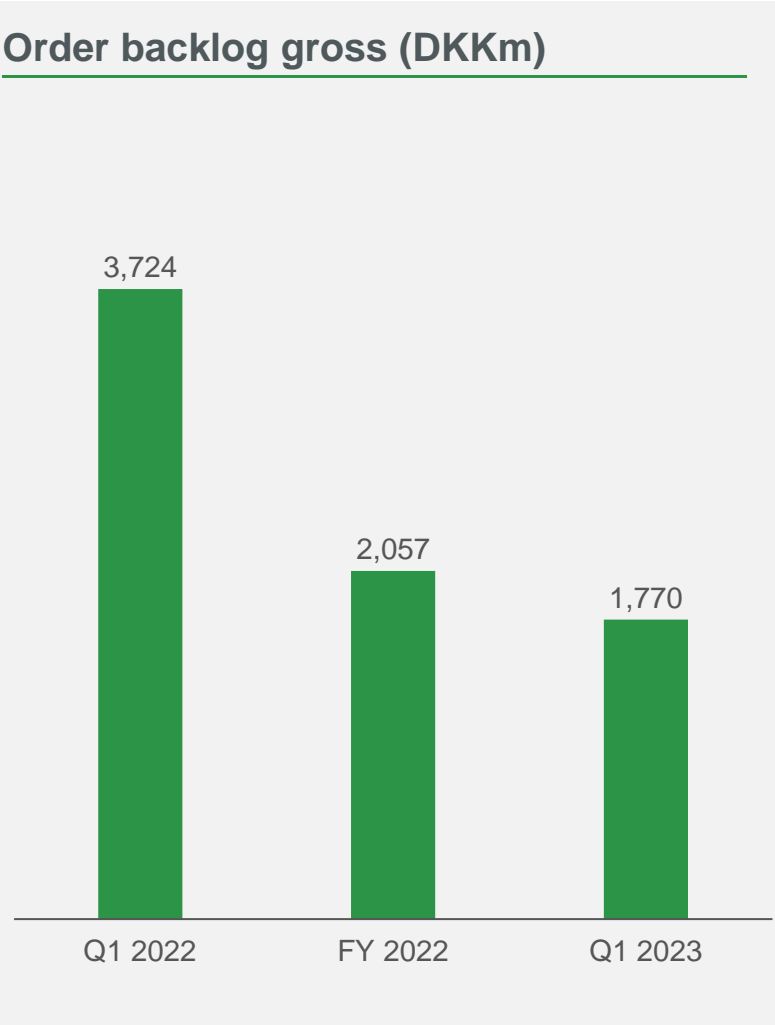
Deliveries



Comments

- 200 houses delivered in Detached
- Semi-detached amounted to 72 deliveries in Q1 2023
- 72 houses delivered in Sweden
- Deliveries in Q1 2023 line with expectations

Ordre backlog net only reduced by 146(DKKm) q-on-q



Cash flow Q1 2023

Cash flow

DKKm	Group Q1 2023
Net Cash from operating activities	31,886
Net Cash from investing activities	-6,414
Net Cash from financial activities	-15,685
Total cash flows	9,787
Free cash flow	25,472

DKKm	Group Q1 2023
Inventories	365
Available cash	415
Net interest-bearing debt (NIBD)	751
NIBD/LTM EBITDA bsi	2.6x

Comments

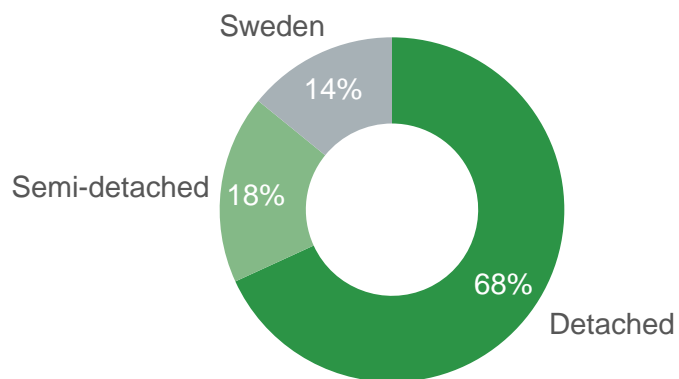
- Operating activities driven by EBITDA and changes in working capital
- Investing activities driven by investments in Property, plant and equipment as well as digitalisation
- Financial activities impacted by an acquisition of own shares

Comments

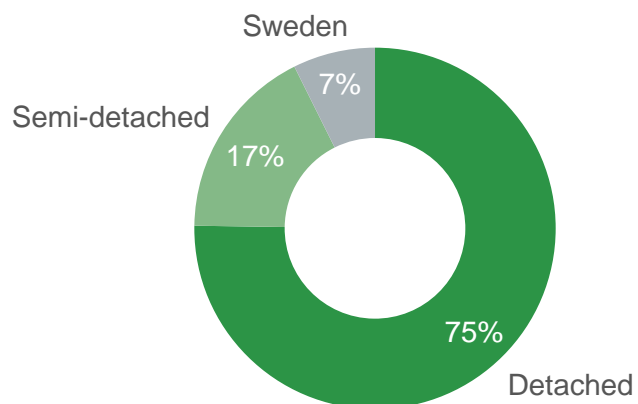
- Inventories impacted by land purchase, of which some sold already. Inventories comprised; Raw materials of DKK 21 million; Show-houses of DKK 154 million; and Land of DKK 190 million
- Net debt amounted to DKK 751 million impacted by a land purchase committed a few years back
- Leverage ratio was 2.6x compared to 2.2x at end of year 2022

Segments Q1 2023

Revenue split Q1 2023



Revenue split Q1 2022



DKK m	Denmark				Swedish business		Group	
	Detached Houses		Semi-detached Houses					
	Q1 2023	Q1 2022	Q1 2023	Q1 2022	Q1 2023	Q1 2022	Q1 2023	Q1 2022
Order backlog (gross)	1,026	2,652	590	706	154	365	1,770	3,724
Order backlog (net)	701	1,941	367	465	85	336	1,154	2,742
Revenue	447	882	116	205	93	86	656	1,173
Gross profit	82	170	33	15	34	33	149	218
EBITDA bsi	18	78	15	9	9	12	42	99
Share of own land*	8.0%	8.5%	23.6%	86.1%	n/a	n/a	12.1%*	22.0%*
Average Selling Price	2.9	2.3	1.4	2.2	1.3	1.3	n/a	n/a
Revenue growth (%)	-49.3%	16.5%	-43.1%	55.3%	7.4%	26.5%	-44.0%	22.6%
Gross margin	18.4%	19.3%	28.1%	7.4%	36.8%	37.8%	22.7%	18.6%
EBITDA margin bsi	3.9%	8.9%	13.0%	4.4%	10.1%	14.2%	6.4%	8.5%

*Includes houses delivered solely in Denmark.

Outlook for 2023

Financial outlook for 2023 announced 9 March updated:

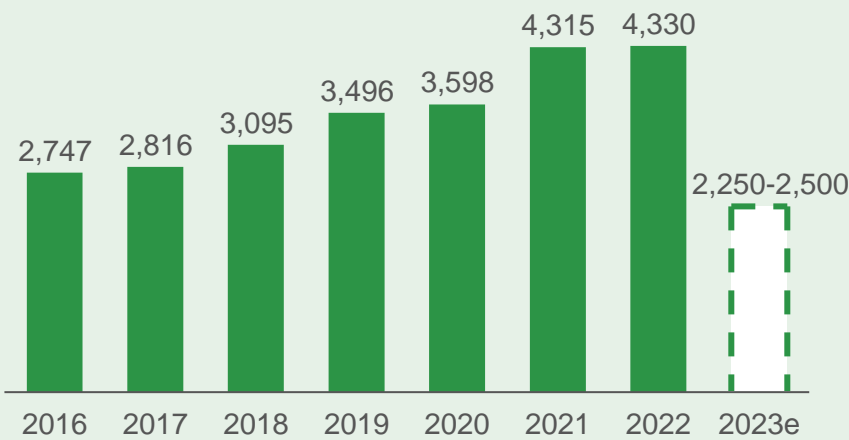
- **Revenue is expected to be DKK 2,250-2,500 million** (previously DKK 2,200-2,500 million)
- **EBITDA before special items is expected to be DKK 100-130 million** (previously DKK 75-125 million)
- **EBIT is expected to be DKK 50-75 million** (previously DKK 25-75 million)
 - EBIT guidance adjustment includes special items effect of DKK 5-10 million from reorganization

Assumptions for the outlook

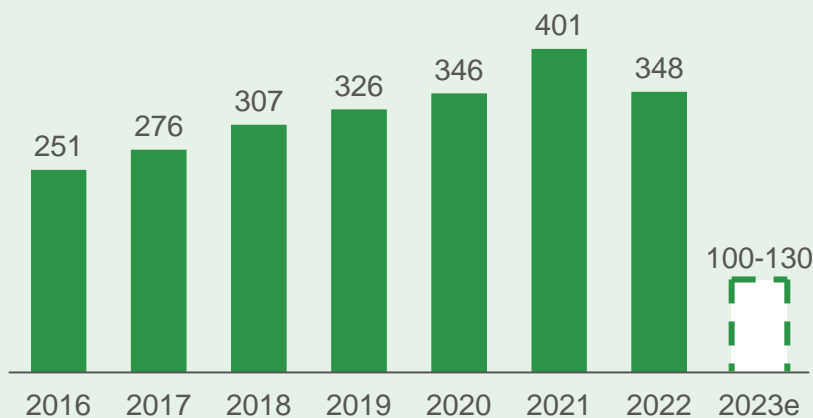
The 2023 guidance is based on no severe disruption of supply chains emerging and on raw material prices not significantly exceeding current levels and that the market will slowly pick-up during 2023.

- Current expectations for 2023 deliveries are between 950 and 1,100 houses. (previously 900 and 1,100 houses)
- Revenue from the semi-detached segment is assumed to be between DKK 350-450 million. (unchanged)
- Special items between DKK 5-10 million related to reorganisation in all segments and management changes in Sweden. (unchanged)
- Dividends are suspended in 2023 leading to no distribution to shareholders in 2023. HusCompagniet expects to resume dividend payments once the leverage is back at appropriate levels.

Revenue



EBITDA bsi





Q&A