



HusCompagniet 17 August 2023

H1 2023 – Interim report Conference call

H1 2023 Interim report

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.

H1 2023 - Summary

2023 Outlook

Outlook for 2023 from 4 May reiterated

Revenue at DKK 2,250- 2,500 million

- EBITDA at DKK 100-130 million
- EBIT at DKK 50-75 million

Business Update

- **Activity increased after a difficult H2 2022**
- **EBITDA of DKK 57 million in H1 2023 – including provision of DKK 15 million**
- **Margin continues to be strong**
- **HusCompagniet completed a capital raise of DKK 207 million and refinanced the loan facilities**

Market update

Sales activities

- Gradually recovery in demand for newbuild during H1 2023. Thus, the activity level is still below the historical average
- High interest rate continues to affects market activity – particular in the BtB segment.
- Uncertainty going forward despite increased visibility

Subcontractors

- Supply /demand balance for subcontractors normalised
- Prices are flattish compared to last year

Supply chains

- Supply challenges normalised

Highlights H1 2023

Revenue

DKK 1,280 million

Gross profit

DKK 267 million

EBITDA

DKK 57 million

Free cash flow

DKK 87 million

Average selling price, Detached

DKK 2.9 million

Deliveries

609 houses

Gross margin

20.9%

EBITDA margin

4.4%

Financial gearing (NIBD/EBITDA)

2.5x

Average selling price, Semi-detached

DKK 1.8 million



Highlights Q2 2023

Revenue

DKK 624 million

Gross profit

DKK 118 million

EBITDA

DKK 17 million

Deliveries

265 houses

Gross margin

18.9 %

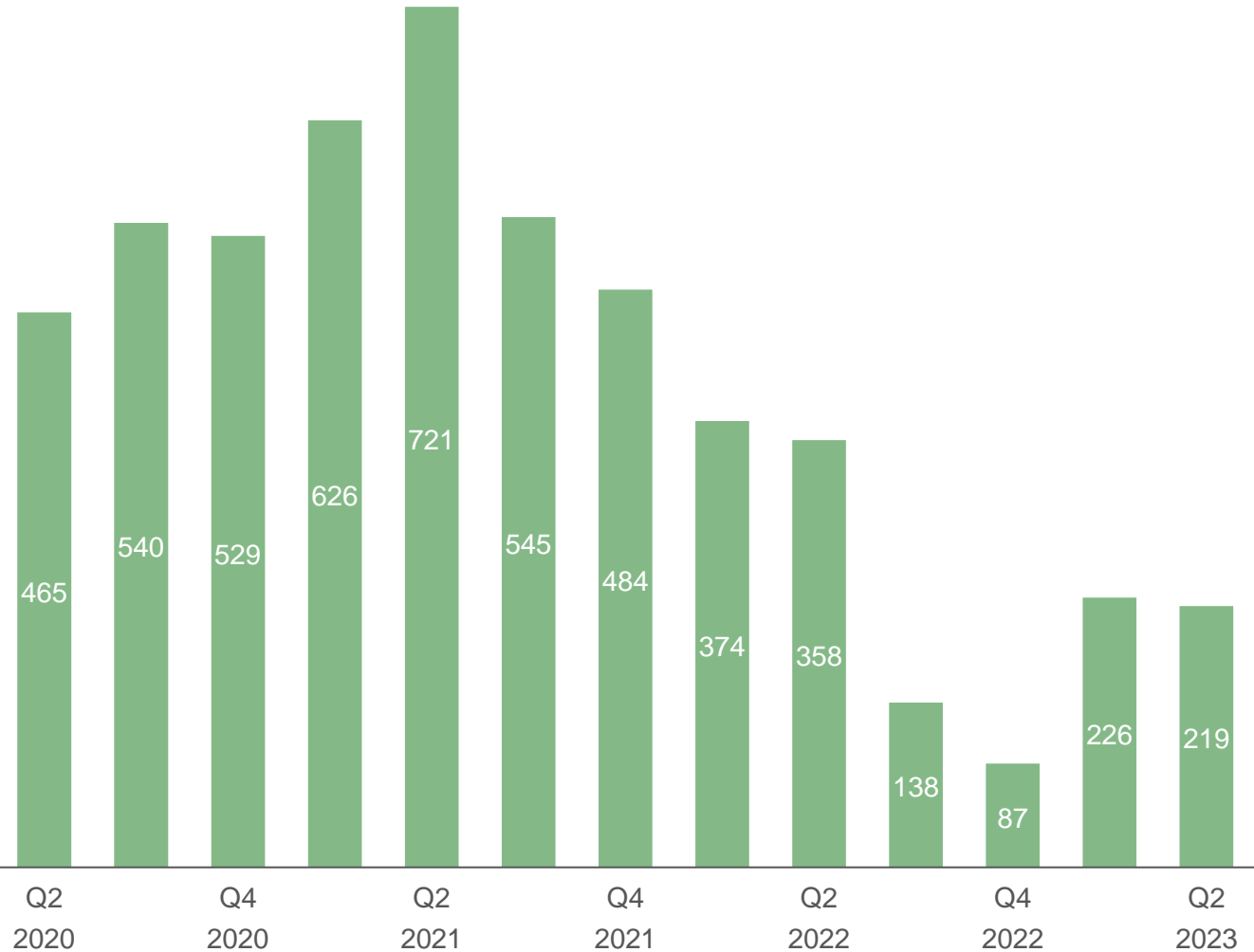
EBITDA margin

2.7 %

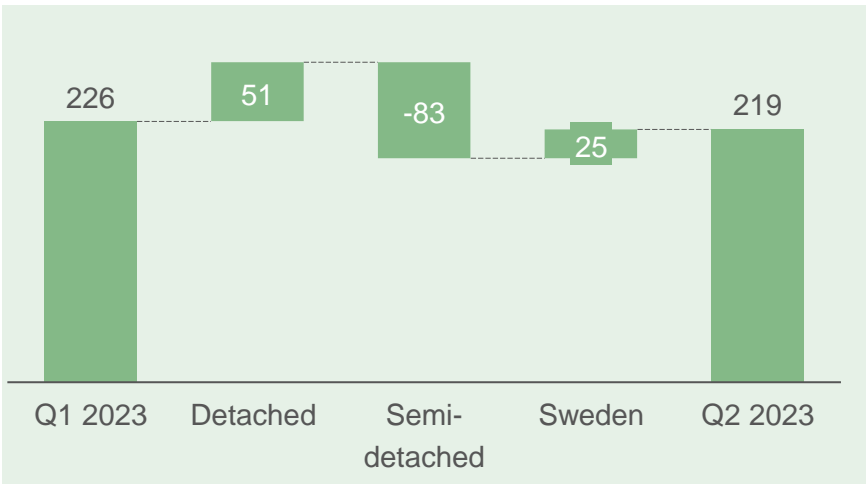
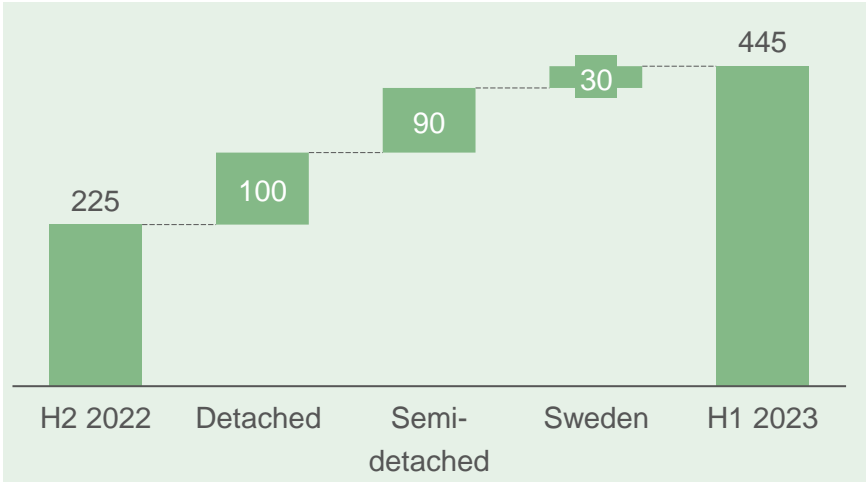


Slightly recovery in demand for newbuild

HusCompagniet quarterly sales (units)

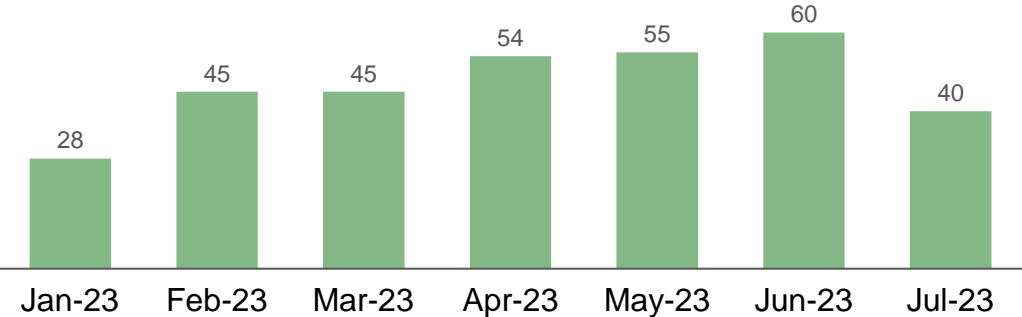


Segment split

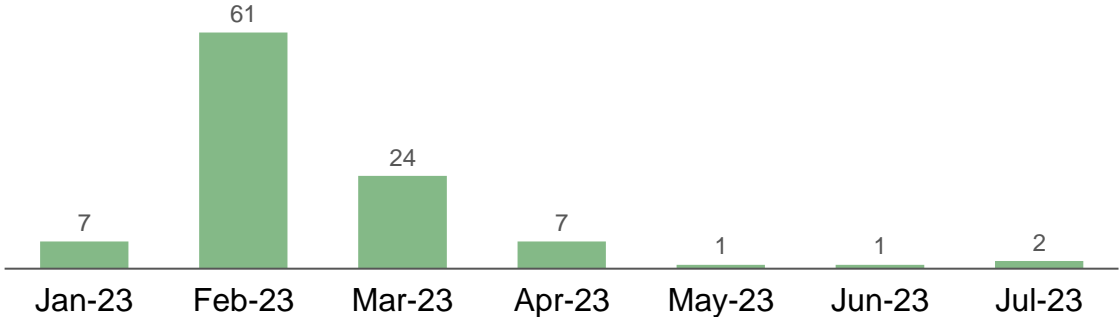


Sales in July in line with expectations driven by summer break

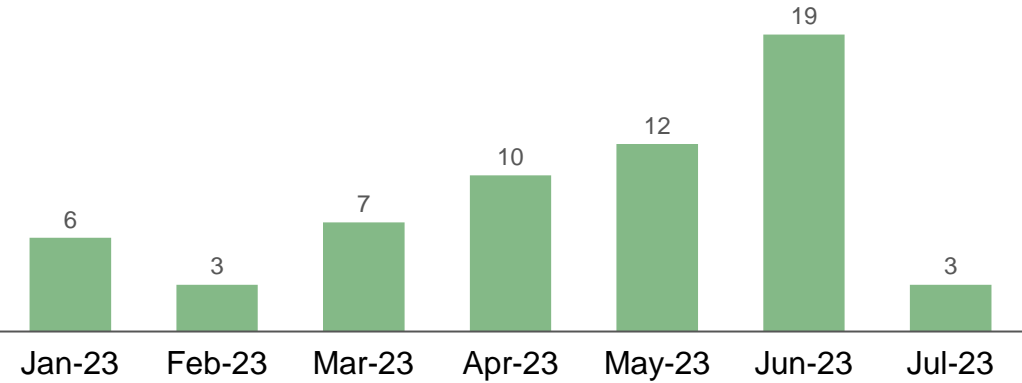
Detached - # of sales



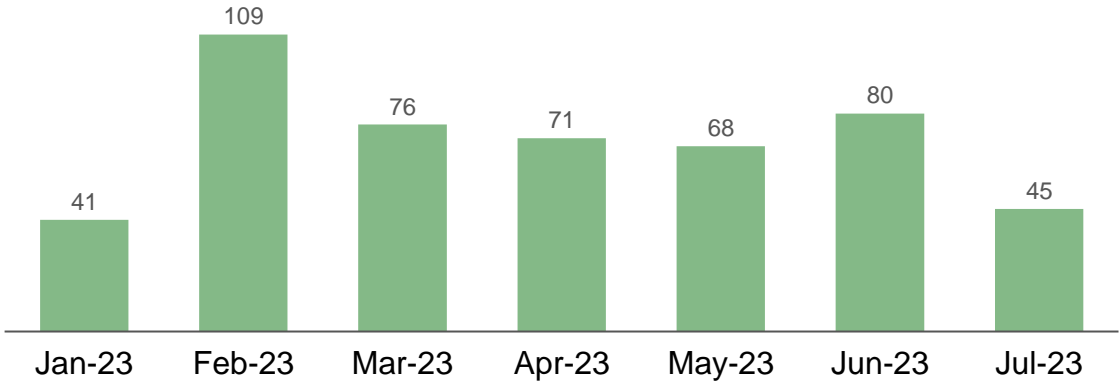
Semi-detached - # of sales



VGH - # of sales*



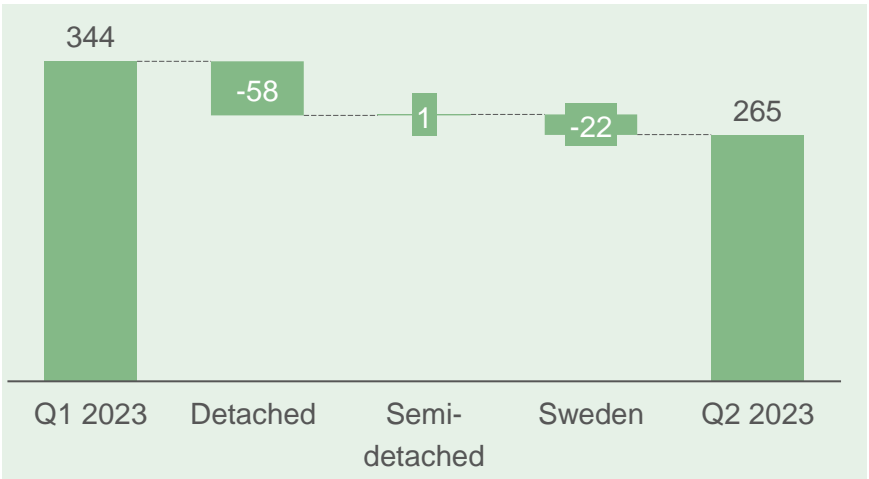
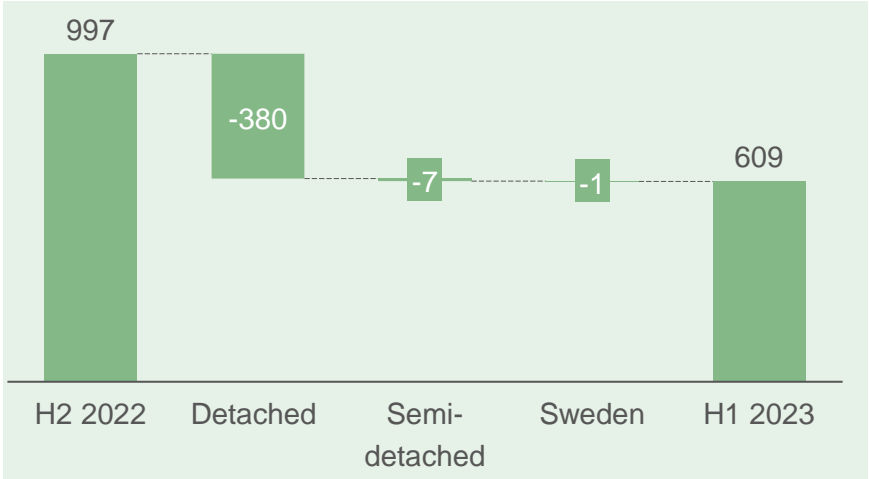
Group - # of sales



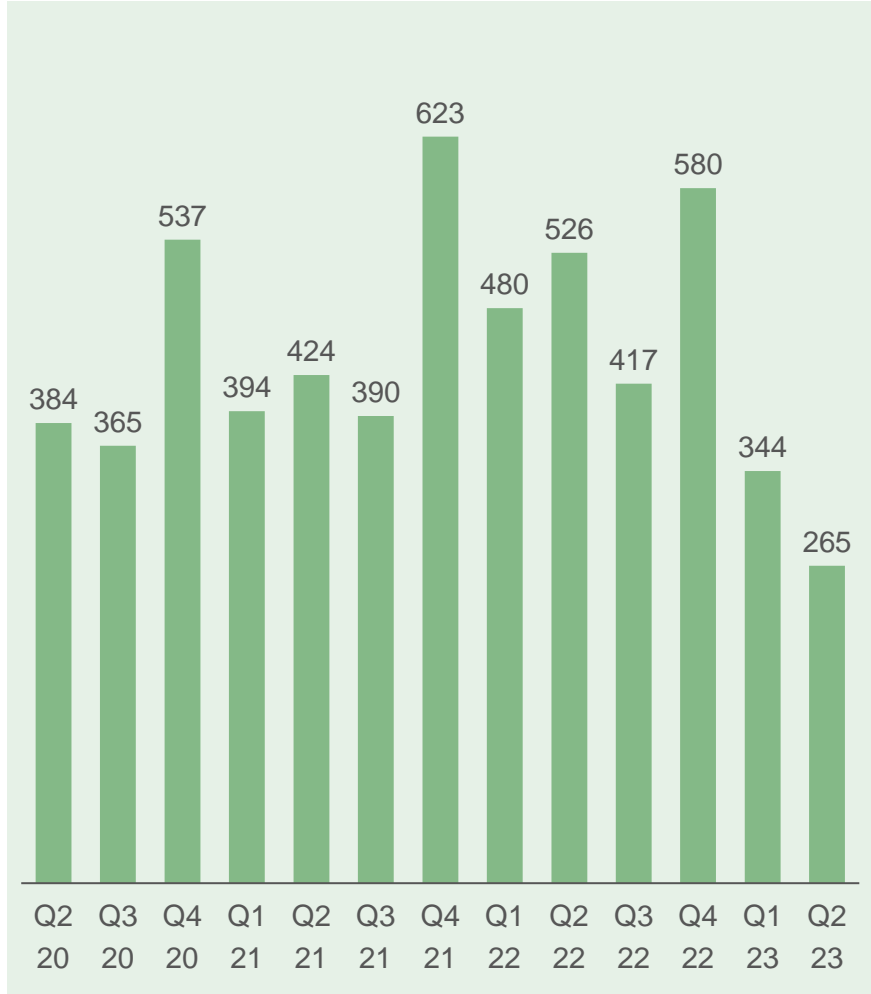
Realised

609 houses delivered in H1 2023

Segment split – development



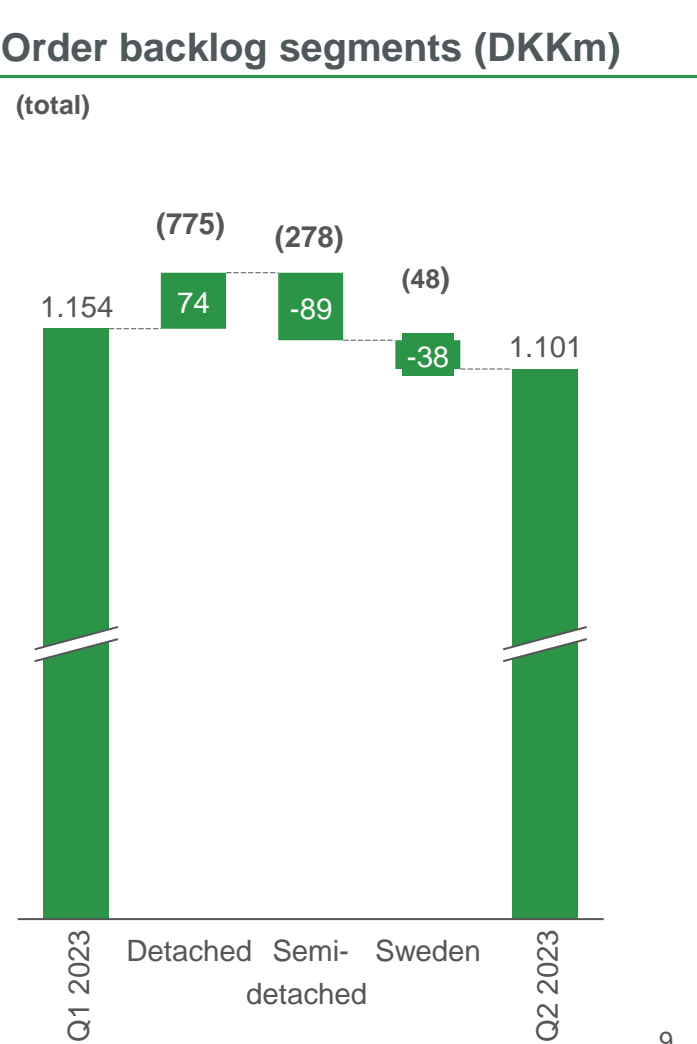
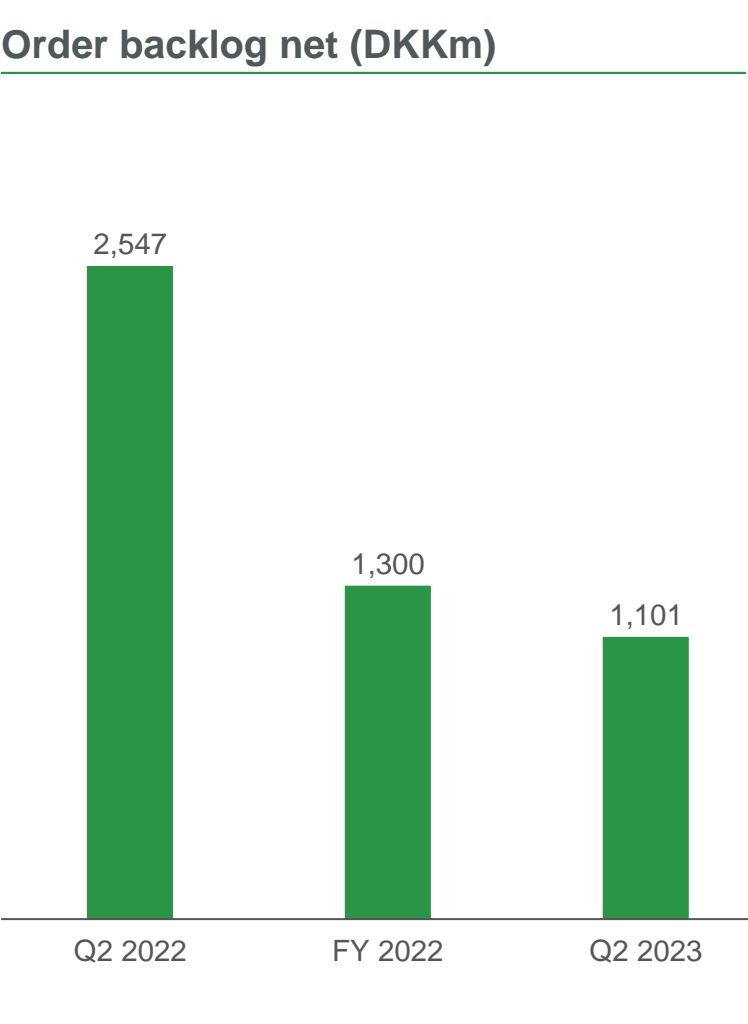
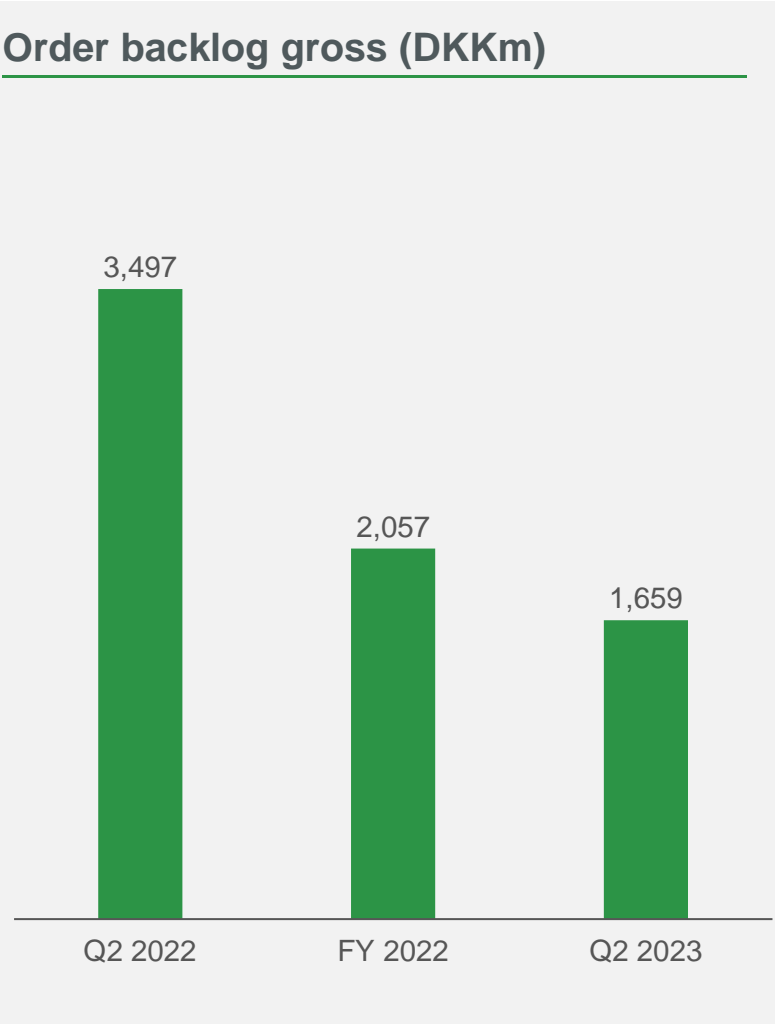
Deliveries



Comments

- 342 houses delivered in Detached
- Semi-detached amounted to 145 deliveries in H1 2023
- 122 houses delivered in Sweden
- Deliveries in H1 2023 line with expectations

Net order backlog starting to increase in Detached q-on-q



Cash flow H1 2023

Cash flow

DKKm	Group H1 2023
Net Cash from operating activities	97.2
Net Cash from investing activities	-10.5
Net Cash from financial activities	2.4
Total cash flows	89.1
Free cash flow	86.7

DKKm	Group H1 2023
Inventories	344
Available cash	344
Net interest-bearing debt (NIBD)	489
NIBD/LTM EBITDA	2.5x

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 refinancing and capital raise in Q2 2023

Comments

- Inventories impacted by land purchase, of which some sold already. Inventories comprised; Raw materials of DKK 20 million; Show-houses of DKK 148 million; and Land of DKK 175 million

Capital and Refinancing

Capital Increase

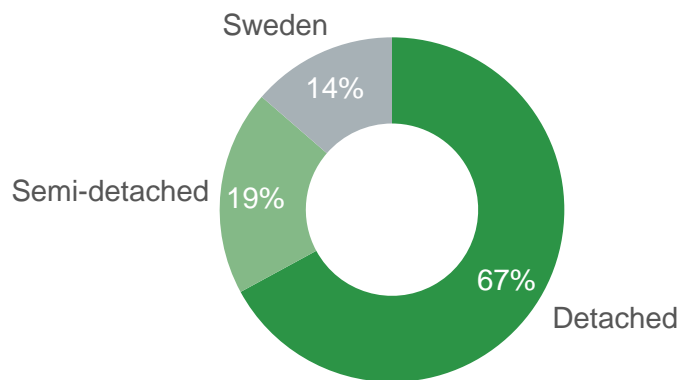
- HusCompagniet offered 3,500,000 new shares in a private placement
- DKK 207 million were raised at a price of 59 DKK per share – equal to a discount of 5%
- The raise was equal to an increase of 19.22% in number of shares

Refinancing

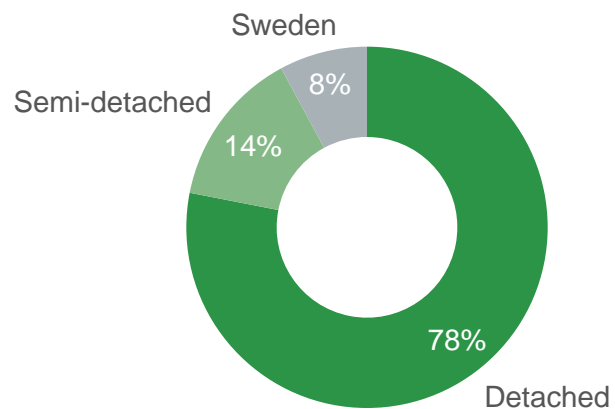
- HusCompagniet refinanced the facilities with Nordea and Danske Bank
- Term loan of DKK 500 million and DKK 250 million revolving facility
- Maturity date of 3 years with the opportunity to extend two times one year
- Change of control clause
- Leveraged financial covenant. Up to 4.5x EBITDA/Debt to 30/06-2024 and 3.5 thereafter
- Restrictions on land acquisition
- Restrictions on M&A, dividends and share buy-back until 30/06-2024

Segments H1 2023

Revenue split H1 2023



Revenue split H1 2022



	Denmark						Group	
	Detached Houses		Semi-detached Houses		Swedish business		H1 2023	H1 2022
	H1 2023	H1 2022	H1 2023	H1 2022	H1 2023	H1 2022		
DKKm								
Order backlog (gross)	1,080	2,525	449	658	129	314	1,659	3,497
Order backlog (net)	775	1,832	278	434	48	281	1,101	2,547
Revenue	859	1,769	247	319	175	178	1,280	2,267
Gross profit	144	332	64	27	59	67	267	425
EBITDA bsi	12	139	29	13	17	23	58	175
Share of own land*	8.5%	8.2%	23.4%	47.9%	n/a	n/a	12.9%*	15.7%*
Average Selling Price	2.9	2.4	1.8	1.8	1.4	1.3	n/a	n/a
Revenue growth (%)	-51.5%	7.2%	-22.6%	33.3%	-2.1%	18.7%	-43.5%	11.1%
Gross margin	16.8%	18.8%	25.8%	8.3%	33.9%	37.4%	20.9%	18.8%
EBITDA margin bsi	1.3%	7.8%	11.9%	4.1%	9.6%	13.1%	4.5%	7.7%

*Includes houses delivered solely in Denmark.

Outlook for 2023

We reiterate the financial outlook for 2023 announced 4 May 2023:

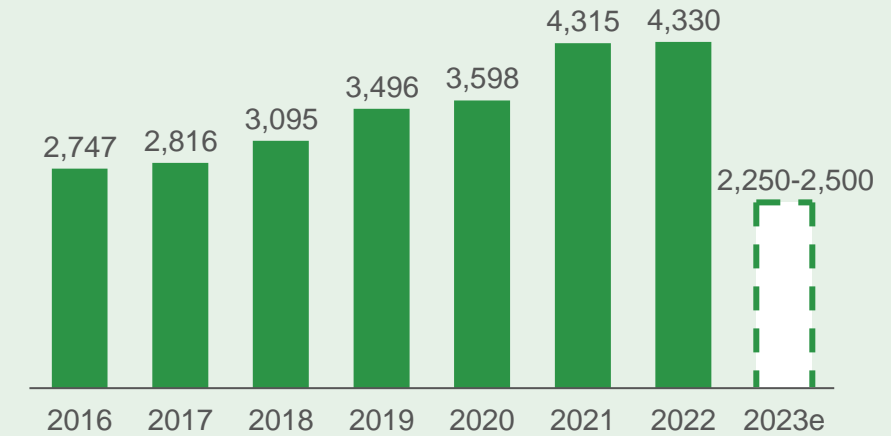
- Revenue is expected to be DKK 2,250-2,500 million
- EBITDA is expected to be DKK 100-130 million
- EBIT is expected to be DKK 50-75 million

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.
- Revenue from the semi-detached segment is assumed to be between DKK 350-450 million.
- Dividends are suspended in 2023 leading to no distribution to shareholders in 2023. HusCompagniet expects to resume dividend payments once the leverage is back within the long-term target.

Revenue



EBITDA bsi





Q&A