

Q3 2024 presentation

High business tempo and good growth

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Investment highlights

1

A global & growing market

We are active in travel and tourism – a global and dynamic industry with strong structural growth factors.

2

Hotel properties only

We invest exclusively in hotel properties and create value through active and engaged ownership.

3

Revenue-based leases

We have long-term revenue-based leases with a good guaranteed minimum level with skilled operators.

4

Investing for growth & ambitious ESG targets

Profitable project portfolio that increases our organic profit and value potential over the coming years. We are investing in climate change projects with good returns.

5

Higher yields & long leases

Portfolio* with an average valuation yield of 6.28 percent mainly with long leases, and a WAULT of 14.4 years.

6

Solid financial position

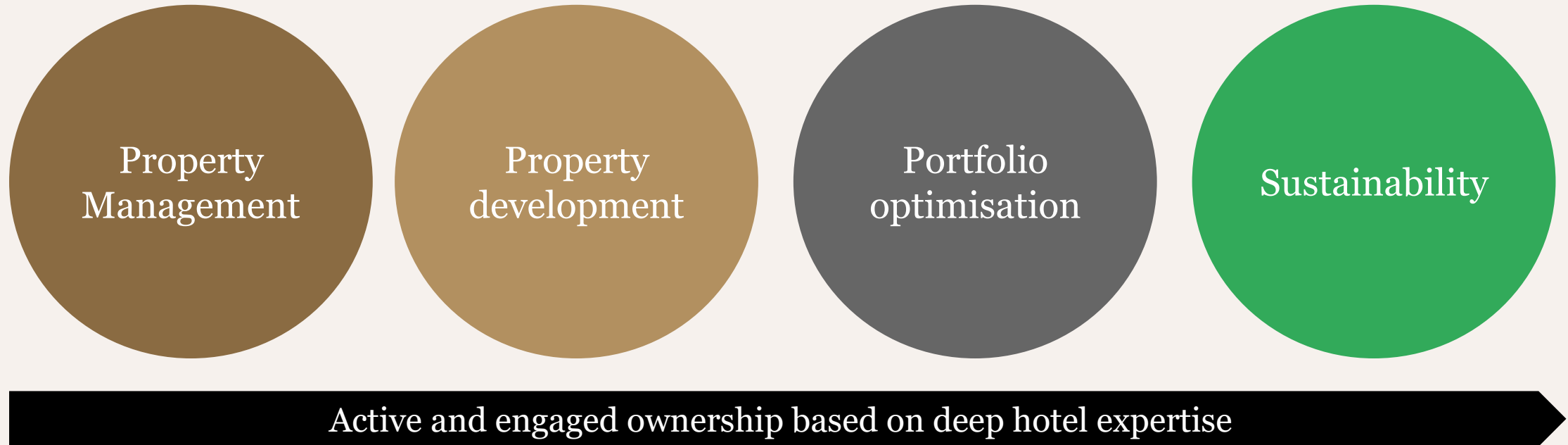
Only bank financing with strong and positive lender relationships. LTV of 45.1% and Net Debt to EBITDA of 8.6x.

* Per 30 September 2024

Strategic position

Our business model

To own, improve and lease hotel properties to strong hotel operators under long-term revenue-based leases



Strategic position

Finally, a portfolio transaction...

Three modern and highly profitable aparthotels in central London

Extended stay | City center | Own Operations | Management agreement



Residence Inn by Marriott London Kensington
315 rooms



Residence Inn by Marriott Tower Bridge
87 rooms



Residence Inn by Marriott London Bridge
101 rooms

Transaction value MGBP 230 | Revenue MGBP 34 | Net operating income MGBP 17 | Initial yield >7 percent

Strategic position

...and another profitable single asset

A classic hotel with good profitability

City center | Own Operations | Management agreement | Transaction price MGBP 49 | Initial yield >7.5 percent | 1 October



Strategic position

A strong and well-diversified business portfolio

Pandox Group

160
Hotel properties

35,534
Rooms

SEK 74,234bn
Property market value

6.28%
Yield

MSEK 4,058
Net operating income (R12m)

Leases

138
Leased properties

29,976
Rooms

SEK 59,281bn
Property market value

6.14%
Yield

MSEK 3,265
Net operating income (R12m)

Own Operations

22
Operated properties

5,558
Rooms

SEK 14,953bn
Property market value

6.87%
Yield

MSEK 793
Net operating income (R12m)

HOTEL
INDIGO

Scandic

IHG
InterContinental Hotels Group

adagio
APARTHOTEL

Mercure
HOTELS

Hilton
Garden Inn

Hotel Hubert
Grand Place

NH
HOTELS

Axiom
Hospitality

SIRCLE
COLLECTION

Radisson
BLU

Hilton
HOTELS & RESORTS

CROWNE PLAZA
HOTELS & RESORTS

LOANCO
HOTELS

RHG RADISSON
HOTEL GROUP

H
Holiday Inn

The Hotel.
BRUSSELS

HOTEL
mayfair

MOTEL ONE

Strawberry

W
HOTELS & RESORTS

ELITE HOTELS
OF SWEDEN

M
ALEXANDER

DOUBLE TREE
BY HILTON

NOVOTEL
HOTELS & RESORTS

Scandic GO

Citybox

Grape
HOSPITALITY

pullman
HOTELS AND RESORTS

Dorint
HOTELS & RESORTS

skylne
AIRPORT HOTEL

Park
Centraal
AMSTERDAM

VIENNA HOUSE
Easy
BY WYNDHAM

Hotel Berlin, Berlin

THE QUEENS HOTEL
HOTELS

Residence INN

Note: Acquisition of DoubleTree by Hilton Edinburgh finalised 1 October and is not included

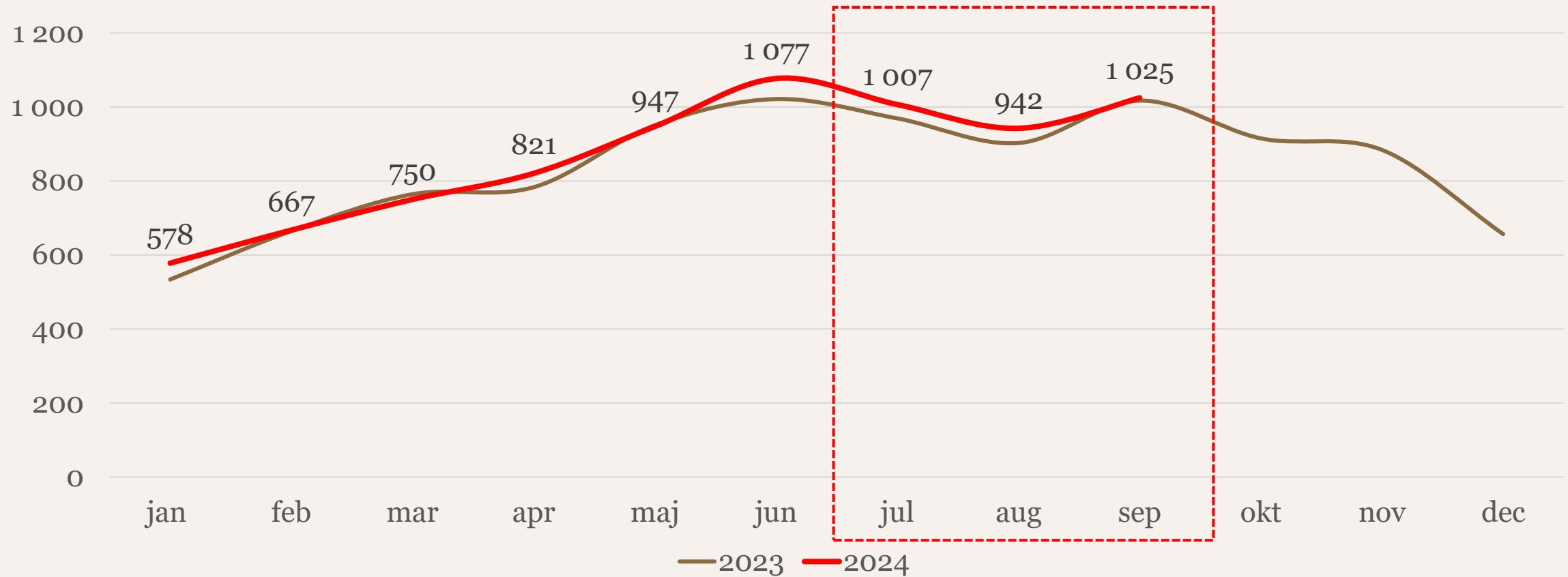
Quarter in brief

High business tempo and good growth

- High business tempo
- Active leisure travel and good business demand
- Good operational performance
 - Group revenue +5 percent LFL
 - Group NOI +3 percent LFL
- Growth in cash earnings and EPRA NRV (annualised) per share of 4 percent respectively
- A yield spread of more than 200 bps
- New share issue of MSEK 2,000 in September
- Strong financial position and prepared to act on upcoming acquisition opportunities

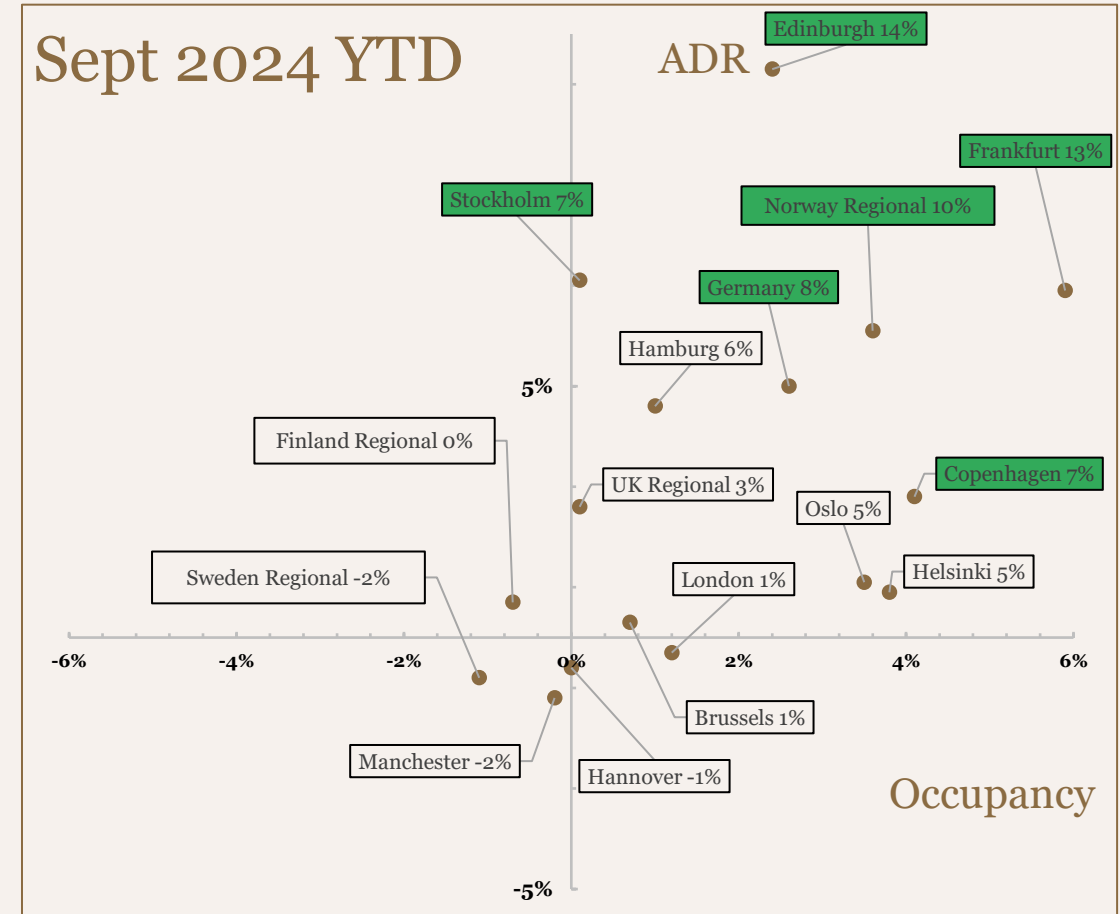
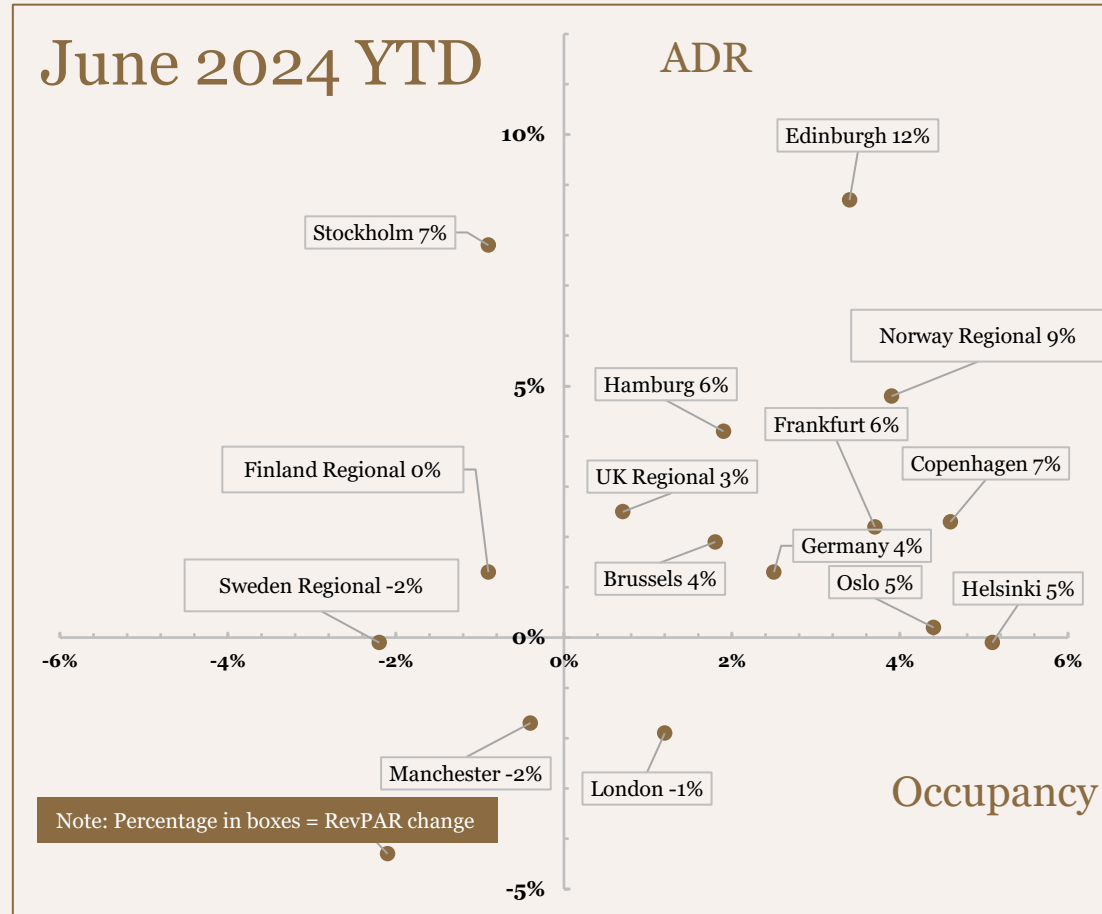
Business segment Leases RevPAR

RevPAR YTD trending above 2023 (LFL)



Hotel market development (vs 2023)

A positive hotel market



Source: Benchmarking Alliance, STR Global

High quality project pipeline – A selection of projects

Investing for value growth

On track to MSEK +300 in NOI per year by 2026

Property	Location	Business segment	Type of investment	Completed
The Hotel, Brussels	Brussels Belgium	Own Operations	Rooms, new rooms and mini-spa	Q1 2025
Radisson Blu Glasgow	Glasgow UK	Own Operations	Spa and gym	Q3 2025
Leonardo Hotel Christchurch	Dublin Ireland	Leases	Rooms, bathrooms and public areas	H1 2025
Hotel Mayfair	Copenhagen Denmark	Own Operations	Rooms, public areas, and conversion of public areas	H2 2025
DoubleTree by Hilton Brussels City	Brussels Belgium	Own Operations	Extension with 151 rooms	H1 2026

Recently completed projects

Property	Location	Business segment	Type of investment	Completed
Scandic Nürnberg Central	Nuremberg Germany	Leases	Total renovation	Q3 2023
Citybox Brussels	Brussels Belgium	Leases	Total renovation	Q2 2024
Radisson Blu Glasgow	Glasgow UK	Own Operations	Rooms and public spaces	Q2 2024
Scandic Go Sankt Eriksgatan 20	Stockholm Sweden	Leases	Total renovation	Q3 2024

Our value framework

- We strive to maximise the value of each individual hotel property
- We create attractive hotel products and properties based on the uniqueness of each property
- Own Operations is an important transformation tool
- Maximum optionality is a key value driver

Profitable growth

- A seasonally strong quarter
- Good performance in Own Operations
 - NOI Group +5 percent LFL
 - NOI Leases +1 percent LFL
 - NOI Own Operations +15 percent LFL
- Positive earnings traction
 - Profit before changes in value +8 percent
 - Cash earnings +4 percent

Revenue and result (MSEK)	24Q3	23Q3	YoY%	LFL% ¹⁾
Pandox Group revenue	1,873	1,884	-1	5
Pandox Group NOI	1,159	1,142	1	3
Leases revenue	1,069	1,040	3	2
Leases NOI	933	920	1	1
Own Operations revenue	804	844	-5	9
Own Operations NOI	226	222	2	15
EBITDA	1,123	1,102	2	-
Profit before changes in value	624	576	8	-
Cash earnings	582	558	4	-

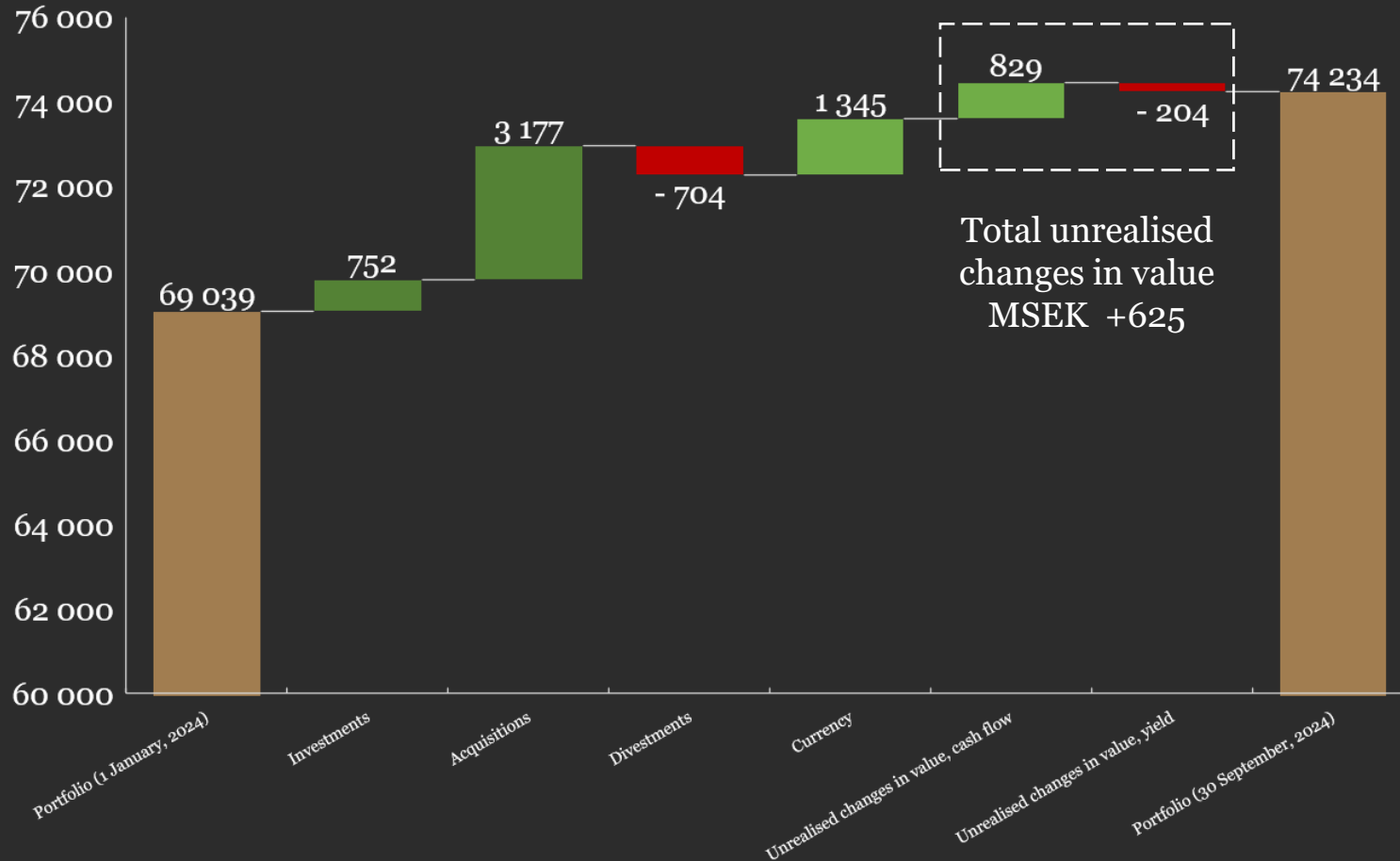
1) For comparable units at fixed currency

Property portfolio

Positive unrealised changes in value

MSEK

Value change total portfolio, YTD 2024



Comment:

A mix of changes in cash flow and yields, reflecting value creation from acquisition and repositioning of several properties

Approximately 100 percent of the properties externally valued in the past 12 months, based on value

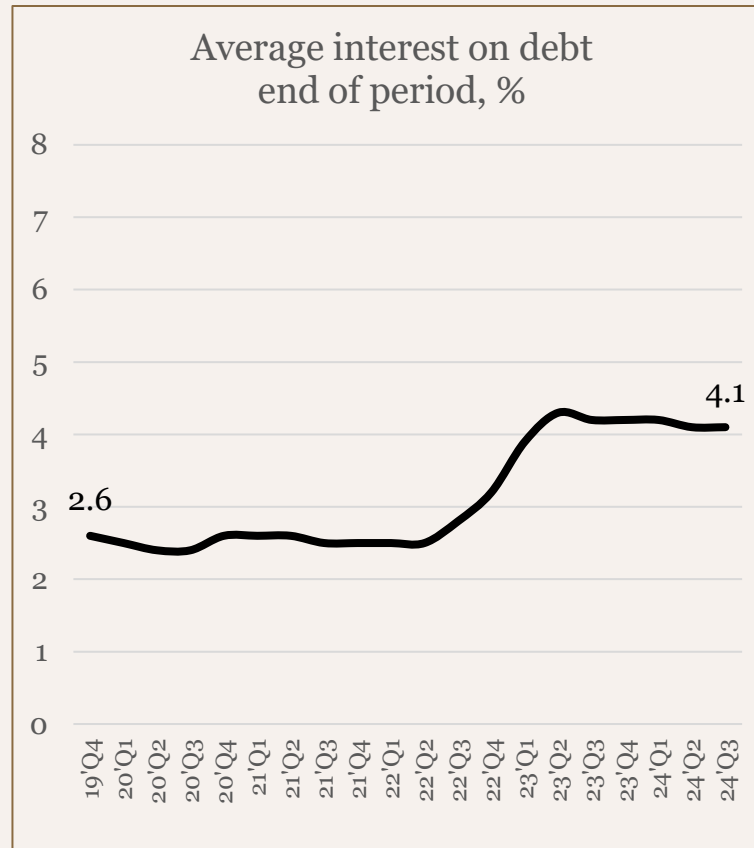
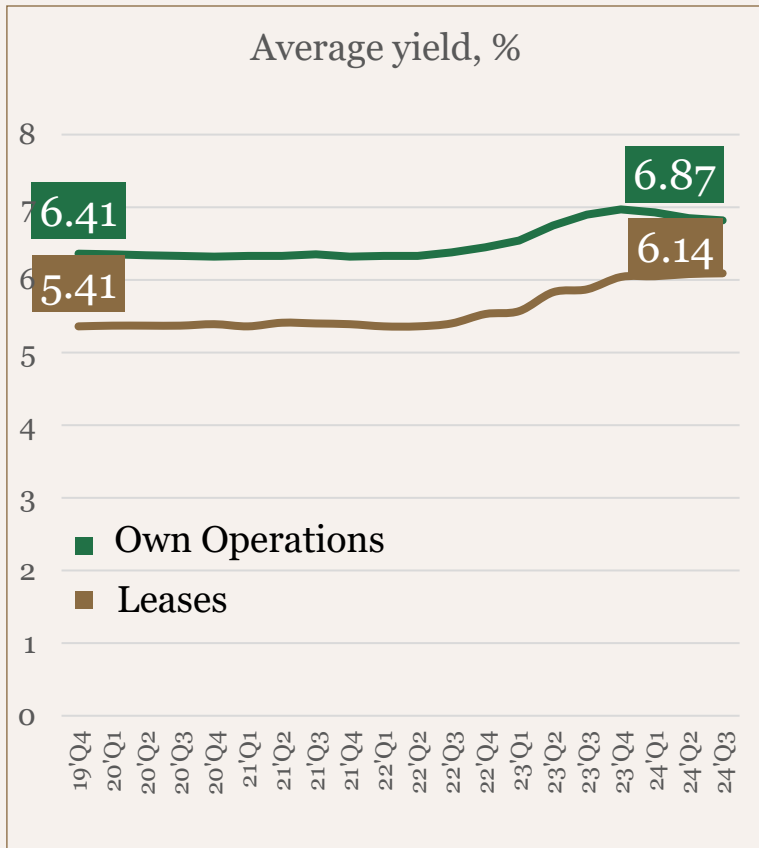
Acquisitions:

Residence Inn by Marriott (28 Aug)
DoubleTree by Hilton Edinburgh (Closed 1 Oct)

Divestments:

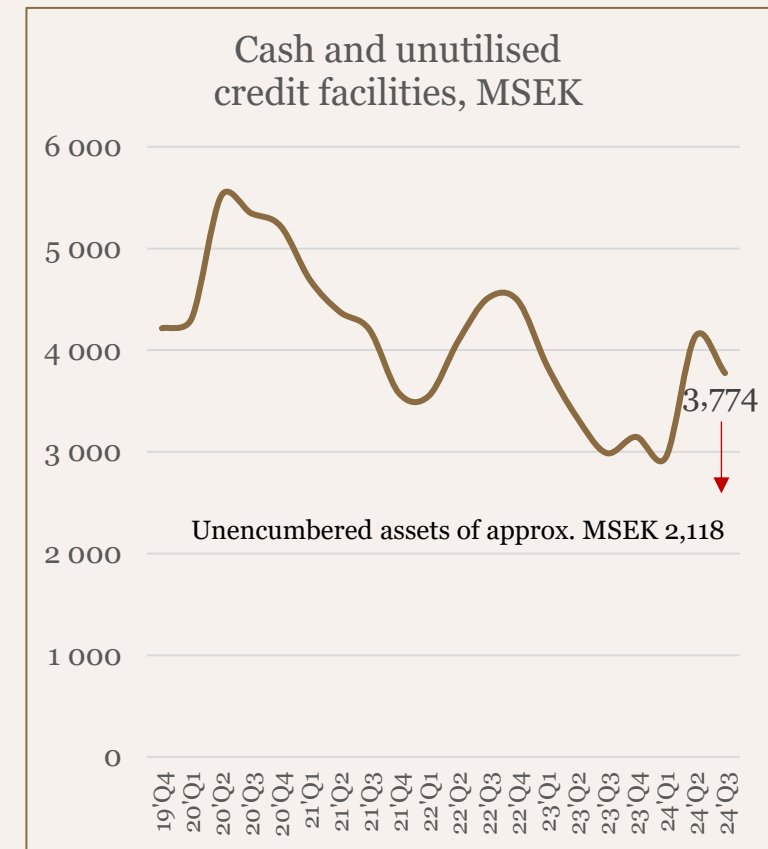
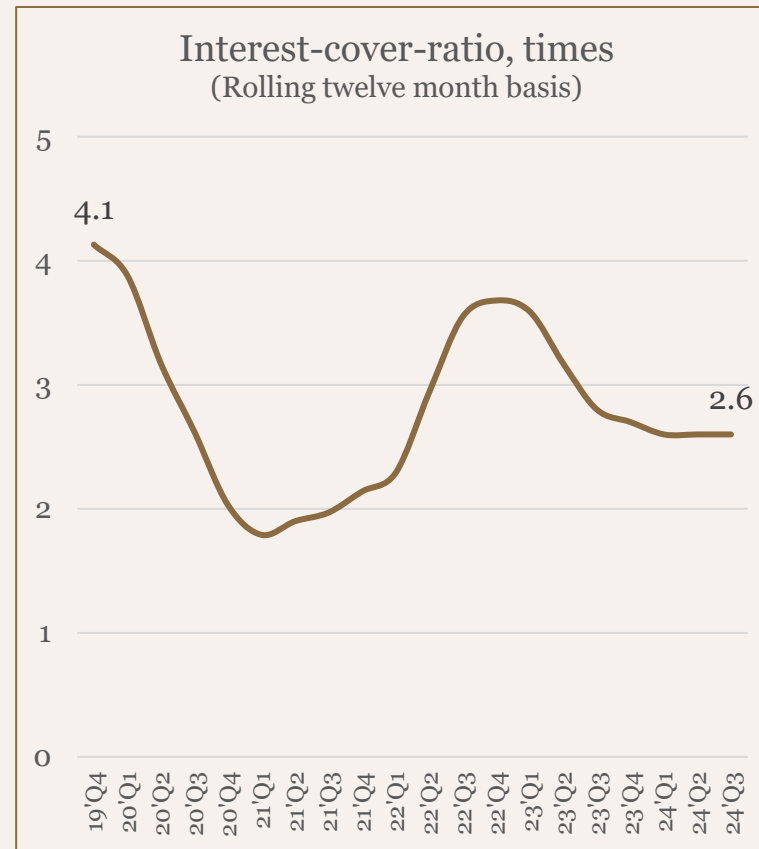
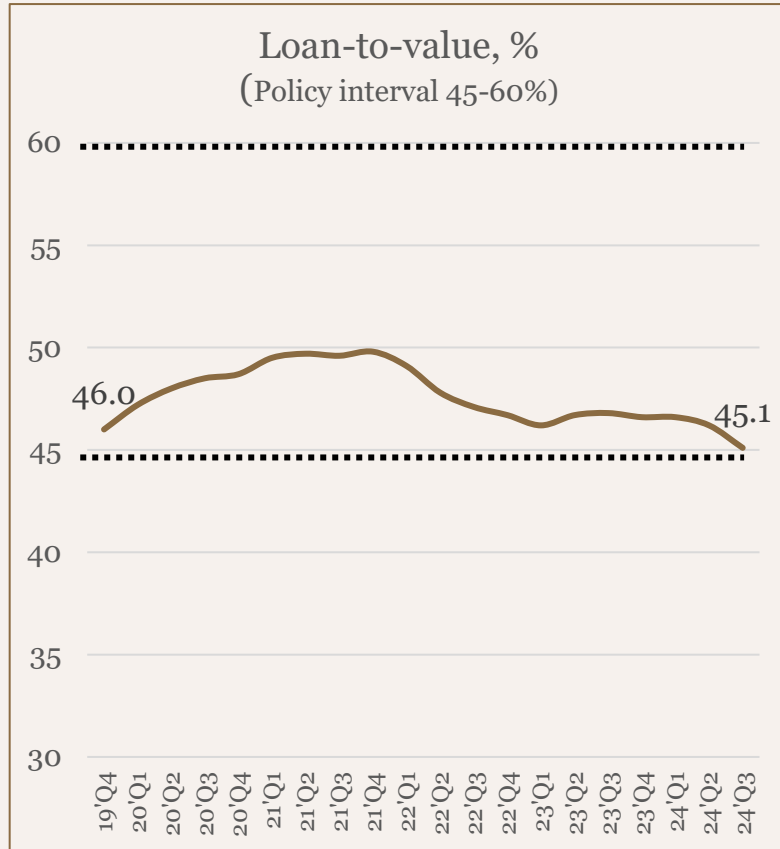
DoubleTree by Hilton Montreal (closed 15 Apr)

Solid yield gap and growing EPRA NRV



Key financial metrics

Low LTV, resilient ICR and solid cash position



Solid financial position

- Refinancings of approximately MSEK 8,069 in the quarter
- Some MSEK 11,381 is now sustainability linked
- MSEK 6,360 of debt maturing within one year, of which approximately 70 percent in the fourth quarter
- Lower credit margins, slightly lower base rates
- Approximately 69 percent of net interest-bearing-debt is hedged

Key metrics (at end of period)	24Q3	23Q3	YoY%
Net interest-bearing debt, MSEK	33,515	33,334	+0.5
EPRA NRV, MSEK	40,742	38,154	+7(*)
Loan to value, %	45.1	46.8	-1.7pp
Interest cover ratio, times	2.6	2.7	-0.1x
Interest cover ratio (R12m), times	2.6	2.8	-0.2x
Average interest on debt, %	4.1	4.2	-0.1pp
Average fixed rate period, years	2.9	4.1	-1.2yrs
Cash and unutilised credit facilities, MSEK	3,774	2,988	+26

(*) Annualised growth of 4 percent adjusted for dividend and new share issue

Clear conditions for growth

- For the fourth quarter we expect:
 - Stable RevPAR growth in the hotel market
 - Normal seasonality with slower demand from mid-December to mid-January
 - Positive contribution from completed acquisitions and repositionings
- For 2025 we expect:
 - RevPAR growth in the hotel market
 - Positive contribution from acquisitions and repositionings
- Geopolitics is still the main uncertainty factor

Q&A





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