

# Get started with ESEF/UKSEF

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# Today's agenda

- » Secure and collaborative report production
- » What to consider when choosing your ESEF/UKSEF solution
- » Q&A
- » Suggested next step
- » Mapping deep dive

# Session interactivity

- » Ask a question in the chat
- » I will answer them during the Q&A
- » If we run out of time – I will respond via email

# Who are CtrlPrint?

- » InDesign/InCopy collaboration solution
- » Annual, sustainability and interim reports
- » 850 clients in the Nordics, **UK (400)**, EU & APAC
- » **200 ESEF clients** in 2020
- » 150 design agency and consulting partners
- » Offices in **London, Stockholm and Helsinki**

# Secure and collaborative report production

# What is our focus?

Solving work flow challenges related to the complex production process of reports part of a public company's **shareholder and investor communications**

Somewhat different from Disclosure Management

# Statutory **and** communicative objectives

- » A lot of specialised information - involves a lot of competencies
- » High demands design and flexibility - last minute changes
- » High demands on information security
- » The work is always done against a very hard deadline

**Puts specific demands on a solution provider like us**

# How does CtrlPrint meet these demands?

- » The editing capability is given to the **content owner/specialist**
- » InDesign is the master document format **from start to finish**
- » **Encrypted cloud storage** with easy-to-use version handling
- » **Information security management** (ISO 27001:2013/SOC type I/II)
- » **On call client services desk** for technical support is included



# Client interim report example



InDesign is the leading software for producing designed PDFs

## Q2 | 2021

1 JULY - 30 SEP

**Rental income in comparable periods**

0.1% 1.3%

Jan-Jun 2021

**Profit before changes in value, SEK m**

683 372

Jan-Jun 2021

**Investments in held properties, SEK m**

1,043 558

Jan-Jun 2021

**Significant events during the second quarter**

- ▶ In the second quarter we recognized the first earnings from our tenant-owned dwelling project, with a gross profit of SEK 91 million.
- ▶ In June an agreement was signed for the sale of the Innerhulds Holding 3 and 4 in Kista. The purchase price amounted to SEK 800 million.
- ▶ At the beginning of June our Hotel Tapetfabriken project at Marmaduktgatan opened in Gäddede.
- ▶ In the middle of June we started sales for our first tenant-owned dwelling project in Uppsala, Parkhusen in Örnbystrådet.

**Strong quarter boosted by earnings from the first tenant-owned dwelling project in Sickla**

- ▶ **Net IRR** amounted to SEK 1,745 million (SEK 1,404 m), of which rental income amounted to SEK 1,127 million (SEK 1,227 m).
- ▶ **The operating surplus** from property management amounted to SEK 70 million (SEK 81 m), a reduction of 15 per cent. This reduction is mostly due to the sale of Campus Continuum. For like-for-like performance, the operating surplus from property management, excluding income related to Covid-19, increased by 0.1 per cent.
- ▶ **The gross profit** for project and development work amounted to SEK 125 million (SEK -2 million) and was positively affected by a profit of SEK 91 million (SEK -1 m) from our tenant-owned dwelling project, which was recognized in the second quarter.
- ▶ **Temporary rebates related to Covid-19** amounted to SEK 9 million net (SEK 38 m).
- ▶ **Profit before changes in value** amounted to SEK 683 million (SEK 372 m).

- ▶ **Unrealized changes in value** for investment properties amounted to SEK 1,531 million (SEK -1,207 m) for the first six months. This increase in value is mostly due to better operating net in the office and long-term, and project returns. Unrealized changes in the value of derivatives amounted to SEK 262 million (SEK -240 m) as a result of a slight rise in market interest rates.
- ▶ **Profit for the period** amounted to SEK 1,491 million (SEK -870 m). This change compared to the same period in the previous year is mostly due to the change in the value of properties.
- ▶ **Earnings per share** amounted to SEK 13.22 SEK (+4.2%).
- ▶ **Net lending** for the quarter amounted to SEK 17 million (SEK -7 m), of which SEK 2 million (SEK -1 m) related to project properties.
- ▶ **Property acquisitions** amounted to SEK 35 million (SEK 270 m) and property sales to SEK 800 million (SEK 3,899 m).

Key performance indicators*	Half year 2021	Half year 2020	Quarter 2021	Quarter 2020	Full year 2020
	Jan-Jun	Jan-Jun	Apr-Jun	Apr-Jun	Jan-Dec
Property value at the end of the period, SEK m	48,244	44,760	46,444	44,760	43,224
Operating surplus margin, %	1.7	1.6	1.7	1.6	1.7
Average return on interest-bearing liabilities at the end of the period, %	1.6	1.8	1.6	1.8	1.6
Share price at the end of the period, SEK per share	194.90	197.20	194.90	197.20	197.40
SEK at the end of the period, SEK per share	229.27	234.40	229.27	234.40	217.25
<b>Financial goals*</b>					
Investments in held properties, -SEK 2,000 million per year	-1,000	-1,500	500	500	2,000
Return on equity, rolling 12-month period, +10% over time	17.8	4.7	22.8	4.7	8.8
Earnings ratio at the end of the period, +0%	47.8	45.2	42.7	41.2	39.9
Interest coverage ratio, +2.0	3.7	4.1	4.8	3.8	4.4

\* See page 28 for the complete table of key performance indicators and pages 28-29 for definitions.

## Hotel Tapetfabriken has opened – an important piece of the puzzle in the development of Sickla

**Key message**

I hope that we are finally starting to see the end of this awful pandemic. The vaccination programme is picking up pace and Sweden has gradually started to open up. I believe that we will see a more normal market in the autumn, with higher consumption in physical retail and workers back in the office. It is true that everything will not be like it used to be, but I am convinced that people's basic need to meet and socialize will be so great that it will outweigh all the concerns of working from home. As I have said many times before, it is these insights that are behind our urban development strategy, creating exciting and inspirational locations with a mix of work, housing, services and restaurants, locations where people want to live and work. I am convinced that these are the areas that will be the winners in the future.

**Profit for the first tenant-owned dwelling project**

In the autumn we completed the first residential block in Nobelberget in Sickla and we have recognized the earnings from our tenant-owned dwelling project for the first time in this quarter. The gross profit amounted to SEK 91 million, a project return of 30 per cent. The fact that a car park was included in the project had a positive impact on the figures. The housing market remains very strong in the subsidiary markets where we operate. The second block in Nobelberget is virtually sold out and in the middle of June we also started selling our first tenant-owned block in Uppsala, Parkhusen in Örnbystrådet, which has 90 apartments. Block 1 with 64 rental apartments was also completed there in May.

**Profit for the first six months**

Operating net for comparable periods increased marginally in the first six months of 2021. We look at the second quarter by itself, operating net for comparable periods increased by 7.7 per cent. Our rental income for the first six months decreased by a total of 1.3 per cent, due to Fortis Continuum being opened in June 2020. Including the earnings from our first tenant-owned dwelling project, our profit before changes in value increased by more than 20 per cent to SEK 683 million compared with the first quarter of the previous year. We have valued our properties at more than SEK 1 billion, approximately 70 per cent of which is a result of higher cash flows and project returns. Profit for the period amounted to SEK 1.49 billion.

**We have sold Sickla Nord**

In 17 June we sold the Innerhulds Holding 3 and 4, also known as Kista Nord, to Hata in Techopolis. This deal comprised 44,000 m<sup>2</sup> and the

**Investment decision in Sickla Nord**

The development of Sickla Nord is progressing according to plan. Sickla Nord will be at the heart of the destination for food, culture and experiences that we are creating in this area. This will play a key role in attracting companies from. We have now made a decision to invest SEK 500 million in the project, with construction expected to start in the autumn and be completed in the summer of 2022.

**Lettings during the second quarter**

It is good to see that activity in the market has now started to gather real momentum. In the spring we secured several lettings, including 10x Denmark, a global technology company that signed a contract for more than 2,000 m<sup>2</sup> in Lånby Sjöby in Hagersten. In Uppsala we signed a lease contract with a major fashion company, which will open a store measuring more than 1,000 m<sup>2</sup> in Örnbystrådet. In our Sickla Nord project in Sickla, we have so far sold as much as 3,400 m<sup>2</sup> in Sickla Nord and around an additional 1,400 m<sup>2</sup> in Uppsala, including Örnbystrådet. Both lettings are conditional on the approval of the Swedish Tax Authority. In Sickla several rental contracts, as well as sales, are taking place as part of the reconstruction project at the shopping centre.

Unfortunately a tenant in one of our projects decided to use the option to lease more than 2,000 m<sup>2</sup>, which has had a major impact on our net letting. The tenant will need to pay a penalty for returning these premises, which we will receive in the fourth quarter of this year.

**Opening of Hotel Tapetfabriken**

It is fantastic that our Hotel Tapetfabriken project has finally opened its doors at Marmaduktgatan in Sickla. The hotel is going to be a hub in this area and will help to make this a vibrant and buzzing city district as all kinds of life and right. This is an incredibly important piece of the puzzle in the transformation of Sickla into a diverse city with mixed-use developments. Tapetfabriken is an impressive project. The ground floor covers as much as 2,000 m<sup>2</sup> with a combined lobby, bar, restaurant and conference room. The ceiling is up to 12 metres high in some areas. I can only imagine what Peter Sandström said when he walked through the doors at the opening. "Wow! This could be so new Sickla!"

I would like to take this opportunity to wish you all a wonderful summer!

Annika Anders, CEO

STRÖM LUNDBERG

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INTERIM REPORT Q2 2021

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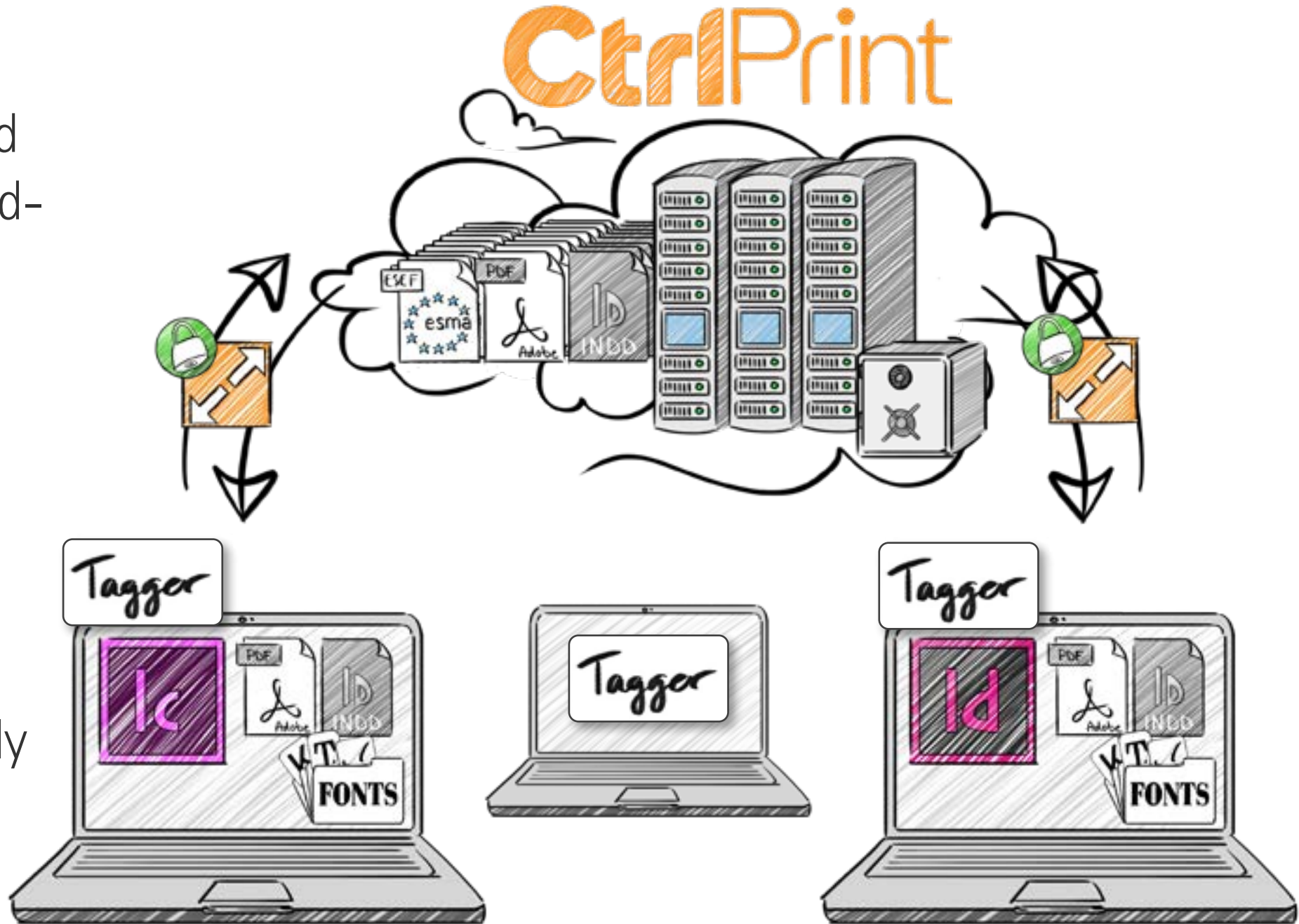
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INTERIM REPORT Q2 2021

# CtrlPrint

Documents, PDFs and ESEF are version handled and encrypted in the cloud. Content owners edit on their machine.

Typical workgroup:  
3-10+ users internally  
Internal/external  
designers



# Example AR



- The year in brief
- Our markets
- Sustainability
- Management report
- Financial Statements
- Notes
- Governance Report
- The share and overview

Last year's report is rolled forward and uploaded in sections based on the various content owners' responsibilities

# The principle behind our XBRL solution

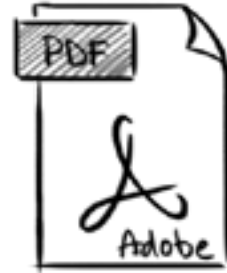
**INDD**



The InDesign document is the source



**PDF**



For printing or publishing online



**ESEF**

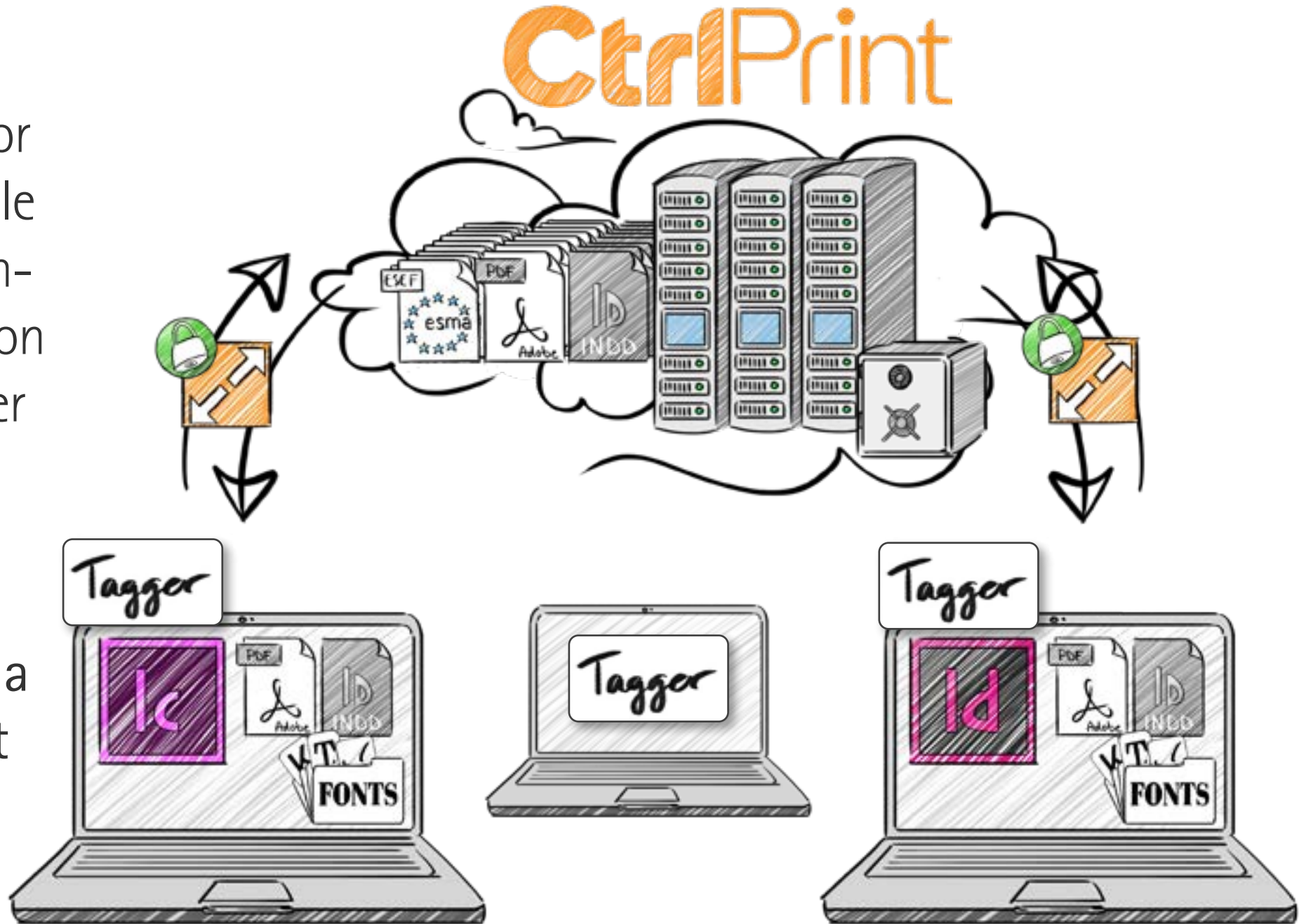


The PDF is converted to XHTML and tagged

# CtrlPrint

The internal user(s) (or consultant responsible for the tagging downloads the latest version of the PDF to a tagger on the computer.

Any user with permissions can export a merged iXBRL report package



# The output from CtrlPrint

- » Designed PDF – used also as the base for the XHTML
- » Designed iXBRL (XHTML+XBRL) report package according to ESEF
- » Company specific XBRL taxonomy
  - ◇ *Your chosen standard tags including your extensions*
- » CtrlPrint is an XBRL Certified solution

# What to consider when choosing your ESEF solution

# The ESEF or UKSEF taxonomy?

Since UKSEF is not yet published we recommend using ESEF

- » You can get started now
- » All mandatory tags are included
- » The FCA doesn't mention UKSEF on their ESEF page
- » You can't file to the Companies House



# Inhouse or outsourced?

Our solution lets you decide!

- » The ESEF format is the company's responsibility
- » Mapping demands detailed knowledge about your disclosures
- » Big difference between mapping and producing a new review version
- » Control the data and the access to it (DTR 2.8 Insider list)

# Important considerations

- » Functionality of the solution
- » Support from the supplier
- » Information security and audit trail
- » Review process support
- » Support for extended tagging

# Functionality of our solution

- » XBRL Certification – produces valid XBRL reports
- » Validations according to the ESEF filing rules
- » Rolling forward capabilities – most of your work can be reused
- » Comprehensive mapping reports in a sharable format
- » Simple/no implementation

# Support from us

- » Two hours "Get started with ESEF" workshop
- » Our world class client services desk (open 7am to 6pm, Mon-Fri)
  - » Answers any questions on how to use the tagger
  - » Helps you interpret and solve XBRL validations in your report
- » Live scheduled training sessions and video tutorials
- » We give the same support to your consultants - all costs included

# Information security and audit trail

- » DTR 2.8 Insider list - unpublished data in the report
- » Only users with permissions can access - 2FA and SSO
- » Access logs for internal control - full audit trail of all versions
- » CtrlPrint is certified according to ISO 27001:2013
- » Service Organisation Control reports (ISAE 3402 type I/II)

# Review process support

- » You can update both contents and mapping
- » You can create a new ESEF version for review
- » The review process will grow - important to handle updates fast
- » We help you solve validation questions (not mapping questions)

# Support for extended tagging

- » Block tagging of notes (ESEF from 2022)
- » Sustainability related information
- » Support for handling other taxonomies

# Q&A



# Suggested next step

We will email you an offer to set up a cost free dry run of our ESEF solution.

And you are welcome to keep all your results from the dry run.

# Mapping deep dive

# Thank you for your time and interest

You will receive our ESEF Dry Run offer shortly.

Your reach us at [sales@ctrlprint.net](mailto:sales@ctrlprint.net)

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Product & Marketing