



Financial Statements Release

1 January–31 December 2021





Kojamo plc's Financial Statements Release 1 January–31 December 2021

Total revenue increased, the fair value of investment properties grew to EUR 8.3 billion

Unless otherwise stated, the comparison figures in brackets refer to the corresponding period of the previous year. The information in the Financial Statements Release is based on the Kojamo plc's audited Financial Statements for the year 2021. The quarterly figures are unaudited.

All statements made in this report regarding the company or its business are based on the views of the management, and the

sections addressing the general macro-economic or industry situation are based on third-party information.

If there are differences between different language versions of the Financial Statements Release, the Finnish version is the official one.

Summary of October–December 2021

- Total revenue increased by 2.6 per cent to EUR 99.6 (97.1) million.
- Net rental income increased by 2.6 per cent totalling EUR 65.5 (63.8) million. Net rental income represented 65.8 (65.7) per cent of revenue.
- Profit before taxes was EUR 662.9 (193.2) million. The profit includes EUR 621.6 (151.7) million in net gain on the valuation of investment properties at fair value. Earnings per share was EUR 2.15 (0.62).
- Funds From Operations (FFO) increased by 1.1 per cent and amounted to EUR 38.6 (38.2) million.
- Gross investments totalled EUR 98.7 (107.2) million, representing 99.1 (110.3) per cent of total revenue.

Summary of January–December 2021

- Total revenue increased by 2.0 per cent to EUR 391.7 (383.9) million.
- Net rental income increased by 1.8 per cent, totalling EUR 262.3 (257.6) million. Net rental income represented 67.0 (67.1) per cent of revenue.
- Profit before taxes was EUR 1,278.9 (391.2) million. The profit includes EUR 1,105.7 (225.8) million in net gain on the valuation of investment properties at fair value and EUR 0.3 (-0.7) million in profits and losses from the sale of investment properties. Earnings per share was EUR 4.14 (1.27).
- Funds From Operations (FFO) increased by 1.1 per cent and amounted to EUR 153.1 (151.4) million.
- The fair value of investment properties was 8.3 (6.9) billion at the end of the financial year, including EUR 1.1 (2.4) million in Investment properties held for sale.
- The financial occupancy rate stood at 93.9 (96.4) per cent during the financial year.
- Gross investments totalled EUR 356.9 (371.2) million, representing 91.1 (96.7) per cent of total revenue.
- Equity per share was EUR 17.25 (13.39) and return on equity was 27.0 (9.8) per cent. Return on investment was 19.2 (7.4) per cent.
- EPRA NRV per share (net reinstatement value) grew by 28.1 per cent and amounted to EUR 22.04 (17.21).
- At the end of the financial year, there were 2,675 (2,624) Lumo apartments under construction.
- The Board of Directors' dividend proposal is EUR 0.38 per share.

Kojamo owned 36,897 (35,802) rental apartments at the end of the financial year. In 2021, Kojamo acquired 0 (71) apartments, completed 1,282 (532) apartments, sold 0 (18) apartments and demolished or otherwise altered -187 (-55) apartments.

Effects of the COVID-19 pandemic on Kojamo

Kojamo takes the coronavirus seriously and is committed to looking after the health and well-being of the Group's employees, customers and partners. Kojamo monitors the recommendations issued by the authorities and complies with them. The

pandemic did not have a significant impact on the Group's profit, balance sheet or cash flow during the financial year. Kojamo's financial position and liquidity are good.



The pandemic has had an impact on the housing market and the operating environment. The supply of rental apartments has increased temporarily in the market. Due to the COVID-19 restrictions, work-related migration and travel decreased. Towards the end of the year, the demand for rental housing in Turku and Tampere increased significantly. The uncertainty surrounding the restrictions has delayed the recovery in the capital region. These factors have had a substantial effect on the Group's financial occupancy rate.

Outlook for 2022

Kojamo estimates that in 2022, the Group's total revenue will increase by 3–6 per cent year-on-year. In addition, Kojamo estimates that the Group's FFO for 2022 will amount to between EUR 153–165 million, excluding non-recurring items.

The outlook is based on the management's assessment of total revenue, property maintenance costs and repairs, administrative expenses, financial expenses, taxes to be paid and new development to be completed, as well as the management's view on future developments in the operating environment.

The rapid spread of the Omicron variant at the end of the year increased uncertainty and the COVID-19 restrictions were tightened again. However, it is expected that the COVID-19 situation will ease rapidly and economic growth will continue. Kojamo expects the impacts of the pandemic to be short-lived and that migration will gradually recover to the level seen before the COVID-19 pandemic.

The outlook takes into account the estimated occupancy rate and rises in rents as well as the number of apartments to be completed. The outlook does not take into account the impact of potential acquisitions or disposals on total revenue and FFO.

The management can influence total revenue and FFO through the company's business operations. In contrast, the management has no influence over COVID-19 restrictions, market trends, the regulatory environment or the competitive landscape.



Key figures

	10–12/2021	10–12/2020	Change %	2021	2020	Change %
Total revenue, M€	99.6	97.1	2.6	391.7	383.9	2.0
Net rental income, M€ *	65.5	63.8	2.6	262.3	257.6	1.8
Net rental income margin, % *	65.8	65.7		67.0	67.1	
Profit before taxes, M€ *	662.9	193.2	243.2	1,278.9	391.2	226.9
EBITDA, M€ *	678.5	206.9	228.0	1,334.8	447.6	198.2
EBITDA margin, % *	681.1	213.0		340.8	116.6	
Adjusted EBITDA, M€ *	57.0	55.2	3.3	228.5	222.6	2.6
Adjusted EBITDA margin, % *	57.2	56.8		58.3	58.0	
Funds From Operations (FFO), M€ ¹⁾	38.6	38.2	1.1	153.1	151.4	1.1
FFO margin, % *	38.7	39.3		39.1	39.5	
FFO excluding non-recurring costs, M€ *	38.6	38.2	1.1	153.1	151.4	1.1
Investment properties, M€ ²⁾				8,327.5	6,863.1	21.3
Financial occupancy rate, %				93.9	96.4	
Interest-bearing liabilities, M€ *				3,334.5	3,053.3	9.2
Return on equity (ROE), % *				27.0	9.8	
Return on investment (ROI), % *				19.2	7.4	
Equity ratio, % *				49.0	45.6	
Loan to Value (LTV), % ³⁾				37.7	41.4	
EPRA Reinstatement value (NRV), M€				5,447.9	4,254.6	28.0
Gross investments, M€ *	98.7	107.2	-7.9	356.9	371.2	-3.9
Number of personnel, end of the period				325	317	
Key figures per share, €						
FFO per share *	0.16	0.15	6.7	0.62	0.61	1.6
Earnings per share	2.15	0.62	246.8	4.14	1.27	226.0
EPRA NRV per share				22.04	17.21	28.1
Equity per share				17.25	13.39	28.8
Dividend per share ⁴⁾				0.38	0.37	2.7

* In accordance with the guidelines issued by the European Securities and Markets Authority (ESMA), Kojamo provides an account of the Alternative Performance Measures used by the Group in the Key figures, the formulas used in their calculation, and reconciliation calculations in accordance with ESMA guidelines section of the Financial Statements

¹⁾ The formula used in the calculation was changed during the review period regarding current taxes from disposals. The comparison figures for 2020 have been adjusted to reflect the current calculation method

²⁾ Including Non-current assets held for sale

³⁾ Excluding Non-current assets held for sale

⁴⁾ 2021: The Board of Directors proposes to the Annual General Meeting that a dividend of EUR 0.38 per share be paid



CEO's review



We have made steady progress in implementing our strategy and we were able to achieve profitable growth in 2021 in spite of the challenging circumstances. Our total revenue and net rental income increased. The value of our investment properties increased significantly due to our investments and lower yield requirements in the market. Our financial position has remained strong.

Our occupancy rate was lower than in the previous year, as work-related immigration has temporarily slowed down due to the COVID-19 pandemic. During 2021, there were already positive signs of recovery in the Tampere and Turku regions, where the rental market has returned almost to normal levels. In the capital region, however, the recovery in work-related migration has been slower, although labour shortages were observed especially in the services sector towards the end of the year. It is clear that the uncertainty around the duration of the pandemic and the related restrictions will continue to affect the market this year as well.

We are a long-term operator and the impact of the decisions we make today will be felt for decades. We are confident that the impact of the pandemic on the market will remain temporary and that urbanisation will continue strongly after the pandemic.

Our investments in future growth continued as planned. We started construction of more than 1,300 apartments, and there were 2,675 apartments under construction at the end of the year. Last year, we literally elevated rental housing to a new level as construction of Lumo One, Finland's first and tallest skyscraper intended for rental use, reached rooftop height in Helsinki's Kalasatama district. The rental of the apartments completed on top of the REDI shopping centre during 2022 started in January.

In this year, we also expect construction to begin on the first properties under the Metropolia real estate development project. The Metropolia real estate development project will see us develop as many as 1,000 new apartments in excellent locations in Helsinki in the coming years.

During the year, we invested in building a future customer experience, and updated our brand strategy. Lumo focuses primarily on growing the target group, which chooses rental housing over owner-occupied housing. Lumo – Easily best living, will offer customers a better urban life by investing in the housing experience and providing services together with its extensive partner network.

More than a year has passed since the publication of our sustainability programme, and our sustainability work has continued as planned in several areas. One significant step on the sustainable finance front was the Green Finance Framework, which we published in the spring. In this context, we issued our first green bond. The proceeds from the issue will be used to finance the construction of nearly zero-energy buildings. During the year, we also created a carbon-neutral roadmap that guides us towards our goal of achieving carbon-neutral energy consumption in our properties by 2030. We have set an annual apartment-specific emission reduction target of a minimum 4% reduction in CO₂ emissions until the end of 2025, and we will also introduce solutions that support carbon neutrality to our customers.

I want to take this opportunity to thank all Kojamo employees, our customers and partners for the good cooperation during the last year.

Jani Nieminen
CEO



Operating environment

General operating environment

As Kojamo operates in the residential real estate sector, the company is affected particularly by the situation in the residential property market and development in Finnish growth centres. The company is also affected by macroeconomic factors,

such as economic growth, employment, disposable income, inflation, regional population growth and household sizes.

Operating environment key figures

%	2022E	2021E
GDP growth	3.0	3.4
Unemployment	6.7	7.6
Inflation	2.6	2.2
Coverage of vaccination against COVID-19-virus, over 18 years old (1st vaccine / 2nd vaccine)	87.4 / 84.7	

Sources: Ministry of Finance, Economic survey 12/2021; Finnish Institute for Health and Welfare 2.2.2022

According to the economic survey of the Ministry of Finance, the global economy has recovered quickly from the downturn caused by the COVID-19 pandemic but the growth prospects are overshadowed by the prolongation of the pandemic, supply chain disturbances and quickly accelerating inflation. The forecast by the Ministry of Finance assumes that the rise in inflation is temporary, and inflation will slow down during 2022 as energy prices are expected to decrease and the disruptions in demand and supply are expected to ease. There are, however, significant risks to the inflation outlook.

In Finland, the rapid economic growth continues in 2022 driven by domestic demand. Consumers' confidence in their own economy has remained high and the services are estimated to continue their growth. The overall view of the economy is stable in spite of the new acceleration of the COVID-19 pandemic. Growth in private investments has come from residential construction but there are signs of recovery in other investments as well.

Industry operating environment

Industry key figures

	2022E	2021E
Residential start-ups, units	40,000	44,000
of which non-subsidised block-of-flats	20,000	23,000
start-ups in the capital region	n/a	14,278
Building permits granted, annual, units *	n/a	44,534
Construction costs, change %	1.5	3.5

* Rolling 12 months, November 2021

Sources: Confederation of Finnish Construction Industries, business survey October 2021; Housing production information of the municipalities in the capital region; Statistics Finland, Building and dwelling production

According to the business survey by the Confederation of Finnish Construction Industries (RT), the volume of new housing production turned to growth last year and the construction of apartment buildings is expected to have grown to almost record levels supported by economic recovery, low interest rates and low level of housing supply. Residential construction will remain high this year. According to the Ministry of Finance's economic survey, residential investments will, however, turn to a slight decline towards the end of 2022 and return closer to the long-term average in 2023.

According to RT's housing production survey in October, the construction of apartment buildings and terraced houses continues to be vivid especially in larger cities outside the Helsinki region. The focus is shifting even more clearly towards developer contracting and the share of investor demand is declining. In the longer term, housing production will be more concentrated in areas with a growing population.

The foundation of the Finnish housing market is stable and the rise in house prices has been very moderate compared to the western neighbours. Nevertheless, rapidly increasing costs and problems with the availability of materials and labour may significantly slow down housing production.



Effects of urbanisation

Area	Population growth forecast, %	Share of rental household-dwelling units, %	
	2020–2040	2010	2020
Helsinki	18.8	47.1	49.4
Capital region ¹⁾	21.1	41.9	45.6
Helsinki region ²⁾	n/a	37.7	41.6
Jyväskylä	4.2	40.2	45.0
Kuopio	0.0	36.5	40.5
Lahti	-1.1	37.3	41.1
Oulu	5.0	36.7	42.3
Tampere	11.1	42.2	49.4
Turku	11.7	43.0	49.9
Other areas	n/a	23.8	26.2

¹⁾ Helsinki, Espoo, Kauniainen, Vantaa

²⁾ Capital region, Hyvinkää, Järvenpää, Kerava, Kirkkonummi, Mäntsälä, Nurmijärvi, Pornainen, Porvoo, Riihimäki, Sipoo, Tuusula, Vihti

Sources: Statistics Finland, Dwellings and Housing Conditions 2020; MDI, New population forecast 2021

According to the population forecast published by MDI in June, the capital region will continue to attract people in the future. The forecasts present three growth scenarios that take the impacts of the COVID-19 pandemic into account. The population of the capital region is predicted to grow by 13–21 per cent during the period 2020–2040 in the three scenarios. Turku and Tampere will also grow by more than 10 per cent in all three scenarios.

According to the forecast, population growth will be driven by the growth of the non-Finnish-speaking population. This is predicted to be the case particularly in the capital region, where

growth is driven by the positive net migration of non-Finnish speakers from other countries and from other regions of Finland. The future population trends will increase regional divergence, with significant population growth only seen in the largest urban areas.

According to Statistics Finland, three out of five households of people under 40 years of age currently rent their homes. In changing life circumstances, rental housing is more flexible than owner-occupied housing.

Business operations

Kojamo is the largest private residential real estate company in Finland measured by the fair value of investment properties. Kojamo offers rental apartments and housing services for residents primarily in Finnish growth centres. At the end of the financial year, Kojamo's property portfolio comprised 36,897 (35,802) rental apartments. The fair value of Kojamo's investment properties amounted to EUR 8.3 (6.9) billion at the end of the financial year. Investment properties include completed apartments as well as development projects and land areas.

Measured at fair value on 31 December 2021, 97.6 per cent of Kojamo's rental apartments were located in the seven largest Finnish growth centres, 88.1 per cent in the Helsinki, Tampere and Turku regions and 76.0 per cent in the Helsinki region.

Kojamo's share of the country's entire rental housing market is about four per cent.

Kojamo aims to create the best customer service experience for its customers, which is why the company has made significant investments in services. The Lumo webstore allows customers to rent a suitable apartment by paying the first month's rent, after which they can move into their new home as soon as the next day. Kojamo's resident cooperation model gives the residents an opportunity to influence the development of housing and Lumo services. Lumo apartments offer a range of different services, such as broadband internet connection included in the rent and a car sharing service.

Financial development October–December 2021

Total revenue

Kojamo's total revenue increased to EUR 99.6 (97.1) million. Total revenue is generated entirely by income from rental operations.

The completion of rental apartments in 2020 and 2021 and rental growth had a positive impact and the decrease of financial occupancy rate had a negative impact on the total revenue.



Result and profitability

Net rental income increased to EUR 65.5 (63.8) million, which corresponds to 65.8 (65.7) per cent of total revenue. The growth of total revenue and the decrease of repair costs had a positive impact and higher property maintenance costs had a negative impact on the net rental income.

Profit before taxes was EUR 662.9 (193.2) million. The profit includes EUR 621.6 (151.7) million in net gain on the valuation of investment properties at fair value and EUR 0.0 (0.0) million in profits and losses from the sale of investment properties. The net gain on the valuation of investment properties at fair

value was mainly attributable to yield compression. Profit before taxes and excluding the net valuation gain on the fair value assessment of investment properties decreased by EUR -0.2 million.

Financial income and expenses totalled EUR -15.5 (-13.7) million. Financial income and expenses include EUR -0.5 (0.1) million in unrealised changes in the fair value of derivatives.

Funds From Operations (FFO) amounted to EUR 38.6 (38.2) million. The increase in FFO was attributable to the improvement in net rental income during the review period.

Financial development January–December 2021

Total revenue

Kojamo's total revenue increased to EUR 391.7 (383.9) million. Total revenue is generated entirely by income from rental operations.

The completion of rental apartments in 2020 and 2021 and rental growth had a positive impact and the decrease of financial occupancy rate had a negative impact on the total revenue.

Result and profitability

Net rental income increased to EUR 262.3 (257.6) million, which corresponds to 67.0 (67.1) per cent of revenue. The growth of total revenue and the decrease of repair costs had a positive impact and higher property maintenance costs had a negative impact on the net rental income. Heating costs, in particular, increased year-on-year due to the cold weather in the first quarter.

Profit before taxes was EUR 1,278.9 (391.2) million. The profit includes EUR 1,105.7 (225.8) million in net gain on the valuation of investment properties at fair value and EUR 0.3 (-0.7)

million in profits and losses from the sale of investment properties. The net gain on the valuation of investment properties at fair value was mainly attributable to yield compression. Profit before taxes and excluding the net valuation gain on the fair value assessment of investment properties increased by EUR 7.8 million.

Financial income and expenses totalled EUR -54.9 (-55.3) million. Financial income and expenses decreased EUR 0.4 million year-on-year. Gains and losses on the valuation of investments amounted to EUR 0.1 (-0.2) million and the unrealised change in the fair value of derivatives EUR 3.0 (-0.8) million. Interest expenses increased by EUR 3.4 million year-on-year due to the higher amount of interest-bearing liabilities.

Funds From Operations (FFO) amounted to EUR 153.1 (151.4) million. The increase in FFO was attributable to the improvement in net rental income during the financial year.

Kojamo has assessed the impact of the COVID-19 pandemic on the Group's result and profitability and determined that the pandemic did not have a significant impact on these items during the financial period.



Balance sheet, cash flow and financing

	31 Dec 2021	31 Dec 2020
Balance sheet total, M€	8,716.8	7,261.5
Equity, M€	4,263.3	3,309.5
Equity per share, €	17.25	13.39
Equity ratio, %	49.0	45.6
Return on equity (ROE), %	27.0	9.8
Return on investment (ROI), %	19.2	7.4
Interest-bearing liabilities, M€	3,334.5	3,053.3
Loan to Value (LTV), %	37.7	41.4
Average interest rate of loan portfolio, % *	1.8	1.8
Average loan maturity, years	4.3	4.5
Cash and cash equivalents, M€	197.0	210.5

* Includes interest rate derivatives

Kojamo's liquidity was good in the financial year. At the end of the financial year, Kojamo's cash and cash equivalents stood at EUR 197.0 (210.5) million and liquid financial assets at EUR 128.8 (117.5) million.

EUR 50.0 (50.0) million of the EUR 250 million commercial paper programme was in use at the end of the financial year. In addition, Kojamo has committed credit facilities of EUR 300 million and an uncommitted credit facility of EUR 5 million that were unused at the end of the financial year.

The following financing arrangements were made during the financial year:

In January, Kojamo plc signed a committed EUR 75 million revolving credit facility linked to its sustainability targets with Danske Bank A/S, Finland branch. The revolving credit facility is unsecured and has a maturity of three years with two one-year extension options. The credit facility will be used for the Group's general financing needs and it replaced the previous EUR 55 million revolving credit facility signed with Danske Bank, maturing in 2021.

In March, Kojamo plc signed a committed EUR 100 million revolving credit facility linked to its sustainability targets with Handelsbanken. The revolving credit facility is unsecured and has a maturity of five years. The revolving credit facility will be

used for the Group's general financing needs and it replaced EUR 100 million revolving credit facility signed with Handelsbanken, maturing in 2022.

In March, Lumo Kodit Oy signed an unsecured loan agreement of EUR 100 million with Swedbank AB (publ). The maturity of the loan is 5 years and it was used to refinance the secured loan facility signed with Swedbank, maturing in 2021.

In March, Kojamo published its Green Finance Framework, which links the Group's sustainability targets and climate actions with the Group's investments and their financing. Within the framework, Kojamo can finance or refinance investments that promote sustainable and low-carbon urban development with green bonds or other green debt instruments.

In May, Kojamo plc issued inaugural green bond of EUR 350 million under its EMTN programme of EUR 2,500,000,000. The maturity of the senior unsecured Notes is 8 years and the maturity date is 28 May 2029. The Notes carry a fixed annual coupon of 0.875 per cent.

In November, Kojamo plc and OP Corporate Bank signed an unsecured loan agreement of EUR 50 million. The loan matures in January 2028 and it was used to refinance a secured loan from OP, maturing in 2021.



Real estate property and fair value

M€	31 Dec 2021	31 Dec 2020
Fair value of investment properties on 1 Jan ¹⁾	6,863.1	6,260.8
Acquisition of investment properties ^{1) 2)}	343.7	348.7
Modernisation investments	11.9	27.1
Disposals of investment properties	-2.5	-4.2
Capitalised borrowing costs	5.4	3.8
Transfer from property, plant and equipment	0.0	1.2
Profit/loss on fair value of investment properties ¹⁾	1,105.7	225.8
Fair value of investment properties at the end of the period	8,327.5	6,863.1

The value of investment properties includes EUR 1.1 (2.4) million in Investment properties held for sale.

¹⁾ Includes IFRS 16 Leases. The net gain on the valuation of investment properties at fair value was mainly attributable to yield compression.

²⁾ Includes the existing apartment stock and the acquisition costs of new projects under construction

Kojamo owned a total of 36,897 (35,802) rental apartments at the end of the review period.

The fair value of Kojamo's investment properties is determined quarterly on the basis of the company's own evaluation. An external expert gives a statement on the valuation of Kojamo's investment properties. The latest valuation statement was issued on the situation as at 31 December 2021. The criteria for determining fair value are presented in the Notes to the Financial Statements.

At the end of the review period, the plot and real estate development reserve held by the Group totalled about 162,000 floor sq.m (172,000 floor sq.m). The fair value of the plot and real estate development reserve (including the Metropolia properties) was EUR 131.1 (139.8) million at the end of the review period.

Rental housing

Lumo apartments	31 Dec 2021	31 Dec 2020
Number of apartments	36,617	35,476
Average rent, €/m ² /month	16.97	16.48
Average rent, €/m ² /month, yearly average	16.75	16.35

Kojamo responds to the trends of urbanisation, digitalisation and communality in accordance with its strategy, providing its customers with apartments with good locations and services that make daily life easier, increase the attractiveness of housing and improve the sense of community. Kojamo's properties form a networked service platform that enables agile innovation implementation in cooperation with other operators.

All Lumo rental apartments that become vacant are available for rent on the Lumo webstore, where customers can rent the apartment of their choice by using their online banking credentials and paying the first month's rent.

Rental housing key figures

%	1-12/2021	1-12/2020
Financial occupancy rate	93.9	96.4
Tenant turnover rate, excluding internal turnover	33.3	32.5
Like-for-Like rental income growth *	-0.3	1.2
Rent receivables in proportion to revenue	1.2	1.2

* Change of rental income for properties owned for two consecutive years in the past 12 months compared to the previous 12-month period



The financial occupancy rate was 93.9 (96.4) per cent for the review period. The COVID-19 pandemic had a substantial effect on the Group's financial occupancy rate. At the end of the period, 223 (367) apartments were vacant due to renovations.

Kojamo's property portfolio by region as at 31 December 2021

%	Helsinki region	Tampere region	Turku region	Oulu	Jyväskylä	Kuopio region	Lahti region	Others
Distribution by number of apartments	60.1	10.6	5.0	6.0	4.8	4.5	3.9	5.0
Distribution by fair value	76.0	8.3	3.8	2.6	2.5	2.3	2.0	2.4

Information on the property portfolio as at 31 December 2021

Area	Number of apartments, units	Number of commercial premises and other leased premises, units	Fair value, M€	Fair value, € 1,000/unit	Fair value, €/m ²	Financial occupancy rate, % ³⁾
Helsinki region	22,191	414	5,871.6	260	4,710	93.2
Tampere region	3,899	116	642.2	160	3,112	97.4
Turku region	1,855	20	290.5	155	2,730	97.4
Other	8,952	145	917.8	101	1,891	93.7
Total	36,897	695	7,722.2 ¹⁾	205	3,776	93.9
Other			605.3 ²⁾			
Total portfolio	36,897	695	8,327.5			

¹⁾ The figures reflect income-generating portfolio assets, which excludes ongoing projects, plots owned by the company and ownership of certain assets through shares

²⁾ Fair value of ongoing projects, plots owned by the company and ownership of certain assets through shares and rented plots (IFRS 16 right-of-use assets)

³⁾ The financial occupancy rate does not include commercial premises and other leased premises

Investments, divestments and real estate development

Investments

M€	31 Dec 2021	31 Dec 2020
Acquisition of investment properties *	339.5	340.4
Modernisation investments	11.9	27.1
Capitalised borrowing costs	5.4	3.8
Total	356.9	371.2
Repair expenses, M€	32.4	35.8

* Not including IFRS 16 Leases



Number of apartments

Units	31 Dec 2021	31 Dec 2020
Apartments at the start of the financial year	35,802	35,272
Divestments	-	-18
Acquisitions	-	71
Completed	1,282	532
Demolished or altered	-187	-55
Apartments at the end of the financial year	36,897	35,802
Started during the financial year	1,333	1,840
Under construction at the end of the financial year	2,675	2,624
Preliminary agreements for new construction	636	965

Kojamo estimates that investments in development projects will amount to EUR 310–360 million in 2022.

No apartments were acquired during the financial year.

During the financial year, Kojamo signed agreements on the construction of the following projects:

- 18 January 2021: an agreement with Hausia Oy on the acquisition of two properties in Tillingmäki and Jousenpuisto, Espoo. The properties will comprise a total of 120 apartments.
- 31 May 2021: an agreement with Suomen Kaupunkikodit Oy on the acquisition of two properties. A conversion project in Helsinki's Pohjois-Haaga district will have 119 apartments, while 142 new apartments will be built in Tampere's Hervanta district.
- 30 June 2021: an agreement with Newil & Bau and Samla Asunnot on the acquisition of a newly constructed property in Helsinki's Lehtisaari district. The property will consist of 54 new apartments.
- 12 July 2021: an agreement with SRV on the construction of two properties in Helsinki's Pasila district as part of the cooperation agreement signed by Kojamo and SRV in March 2020. The properties will comprise a total of 129 apartments.
- 12 July 2021: an agreement with SRV on the construction of 65 apartments in Vantaa's Veromies district as part of the cooperation agreement signed by Kojamo and SRV in August 2019.

- 12 July 2021: an agreement with Pohjola Rakennus Oy on the construction of two properties in Helsinki's Kannelmäki and Malmi districts. The properties will comprise a total of 113 apartments.
- 12 July 2021: an agreement with Hartela on the construction of 80 apartments in Espoo's Olari district as part of the previously signed cooperation agreement with Hartela.
- 12 July 2021: an agreement with Hausia on the construction of 126 apartments in Vantaa's Tikkurila district as part of the cooperation agreement signed with Hausia in January 2021.
- 13 December 2021: an agreement with Arkta Reponen Oy on the construction of one property in Espoo's Olari district. The property will comprise 60 apartments.
- 14 December 2021: an agreement with SRV on the construction of 78 apartments in Helsinki's Munkkivuori district as part of the cooperation agreement signed by Kojamo and SRV in 2019.
- 31 December 2021: an agreement with Jalo Oy on the construction of 113 apartments in Helsinki's Puotila district.

Of the apartments under construction, 2,626 (2,624) are located in the Helsinki region and 49 (-) in other Finnish growth centres. A total of 1,282 (532) apartments were completed during the financial year.

Modernisation investments during the financial year amounted EUR 11.9 (27.1) million and repair costs totalled EUR 32.4 (35.8) million.



Binding acquisition agreements for new development

M€	31 Dec 2021	31 Dec 2020
Actual costs incurred from new construction in progress	392.1	370.0
Cost of completing new construction in progress	267.6	262.9
Total	659.6	633.0

Plots and real estate development sites owned by the company

	31 Dec 2021		31 Dec 2020	
	M€	1,000 fl.sq.m	M€	1,000 fl.sq.m
Plots	29.5	52	29.3	55
Plots and existing residential building	21.6	32	25.0	37
Conversions	80.0	78	85.5	80
Total ¹⁾	131.1	162	139.8	172

¹⁾ The management's estimate of the fair value and building rights of the plots

Binding preliminary agreements and provisions for plots and real estate development

	31 Dec 2021		31 Dec 2020	
	M€	1,000 fl.sq.m	M€	1,000 fl.sq.m
Preliminary agreements for new construction ¹⁾	122.9		214.0	
Estimate of the share of plots of preliminary agreements for new development ²⁾	20.9	30	37.8	53
Preliminary agreements and reservations for plots ²⁾	23.8	39	35.4	52

¹⁾ Including plots

²⁾ The management's estimate of the fair value and building rights of the plots

Progress of strategy implementation and targets

Strategic targets 2020–2023

	2021	2020	Target
Annual growth of total revenue, %	2.0	2.3	4–5
Annual investments, M€	356.9	371.2	200–400
FFO/total revenue, %	39.1	39.5	> 36
Loan to Value (LTV), %	37.7	41.4	< 50
Equity ratio, %	49.0	45.6	> 40
Net Promoter Score (NPS)	20	36	40

According to its strategy, Kojamo's operations are focused on the largest growth centres in Finland. As a part of implementing its strategy Kojamo's Board of Directors has decided to evaluate options for investment properties located outside of the key growth centres, including potential disposals of properties.

Kojamo's objective is to be a stable dividend payer whose annual dividend payment will be at least 60 per cent of FFO, provided that the Group's equity ratio is 40 per cent or more and taking account of the company's financial position.



Shares and shareholders

Issued shares and share capital

Kojamo's share capital on 31 Dec 2021 was EUR 58,025,136 and the number of shares at the end of the financial year was 247,144,399.

Kojamo has a single series of shares, and each share entitles its holder to one vote in the general meeting of shareholders of the company. There are no voting restrictions related to the shares. The shares have no nominal value. The company shares belong to the book-entry system.

The trading code of the shares is KOJAMO and ISIN code FI4000312251.

Trading in the company's share

Kojamo's shares are listed on the official list of Nasdaq Helsinki.

Share price and trading

	2021	2020	2019
Lowest price, €	15.64	13.64	8.00
Highest price, €	21.42	21.45	16.48
Average price, €	18.97	17.95	13.48
Closing price, €	21.24	18.10	16.20
Market value of share capital, end of period, M€	5,249.3	4,473.3	4,003.7
Share trading, million units	125.0	159.2	51.1
Share trading of total share stock, %	50.6	64.4	20.7
Share trading, M€	2,370.9	2,858.1	688.7

In addition to the Nasdaq Helsinki stock exchange, Kojamo shares were traded on other marketplaces. From 1 January to 31 December 2021, more than 135 million (approximately 300 million) Kojamo shares were traded on alternative marketplaces, corresponding to over 50 per cent (approximately 40 per cent) of the total trading volume (Sources: 2021, Monitor finance; 2020, Reuters).

Own shares

Kojamo did not hold any of its own shares during or at the end of the financial year.

Dividend

In accordance with the Board of Directors' proposal, the Annual General Meeting on 17 March 2021 decided that a dividend of EUR 0.37 per share, or EUR 91,443,427.63 in total, be paid for the financial year and that EUR 264,578,868.99 be retained in unrestricted equity. The dividend payment date was 8 April 2021.

The Board of Directors' authorisations

Kojamo's Annual General Meeting on 17 March 2021 authorised the Board of Directors to decide on the repurchase and/or acceptance as pledge of an aggregate maximum of 24,714,439 of the company's own shares according to the proposal of the Board of Directors. The proposed amount of shares corresponds to approximately 10 per cent of all the shares of the company. The authorisation will remain in force.

until the closing of the next Annual General Meeting, however no longer than until 30 June 2022.

The Board of Directors was also authorised to decide on the issuance of shares and the issuance of special rights entitling to shares as referred to in Chapter 10, Section 1 of the Companies Act according to the proposal of the Board of Directors. The number of shares to be issued on the basis of the authorisation shall not exceed an aggregate maximum of 24,714,439 shares, which corresponds to approximately 10 per cent of all the shares of the company. The authorisation applies to both the issuance of new shares and the conveyance of own shares held by the company. The authorisation will remain in force until the closing of the next Annual General Meeting, however no longer than until 30 June 2022.

The Board has not used authorisations.

Shareholders

At the end of the review period, the number of registered shareholders was 11,843, including nominee-registered shareholders. The proportion of nominee-registered and direct foreign shareholders was 52.4 per cent of the company's shares at the end of the financial year. The 10 largest shareholders owned in aggregate 39.3 per cent of Kojamo's shares at the end of the financial year.

The list of Kojamo's shareholders is based on information provided by Euroclear Finland Ltd (formerly the Finnish Central Securities Depository).



Flagging notifications

Kojamo received four flagging notifications pursuant to Chapter 9, Section 5 of the Securities Market Act. The notices are available on Kojamo's website <https://kojamo.fi/en/investors/shareholders/flaggings/>.

Managers' transactions and shareholdings

Managers' transactions at Kojamo in 2021 have been published as stock exchange releases and they are available on the Kojamo website at www.kojamo.fi/en/news.

Governance

Annual General Meeting

Kojamo's Annual General Meeting (AGM) of 17 March 2021 adopted the financial statements for the financial year 2020 and discharged the members of the Board of Directors and the CEO from liability. The AGM also decided on dividend payment, the number of members of the Board of Directors, the Board of Directors' remuneration and composition and the election and remuneration of the auditor. The AGM approved the Remuneration Report for the members of the Board of Directors, the CEO and the Deputy CEO. The AGM authorised the Board of Directors to resolve on one or more share issues or the issuance of special rights entitling to shares, as referred to in Chapter 10, Section 1 of the Companies Act. The minutes of the AGM are available at <https://kojamo.fi/en/investors/corporate-governance/annual-general-meeting/>.

Board of Directors and auditors

The members of Kojamo's Board of Directors are Mikael Aro (Chairman), Mikko Mursula (Vice-Chairman), Matti Harjuniemi, Anne Leskelä, Minna Metsälä, Reima Rytsölä and Catharina Stackelberg-Hammarén. The company's auditor is KPMG Oy Ab, with Authorised Public Accountant Esa Kailiala as the auditor with principal responsibility.

Board committees

Kojamo's Board of Directors has established two permanent committees, an Audit Committee and a Remuneration Committee. Anne Leskelä (Chairman), Matti Harjuniemi, Mikko Mursula and Catharina Stackelberg-Hammarén serve in the Audit Committee. Mikael Aro (Chairman), Minna Metsälä and Reima Rytsölä serve in the Remuneration Committee.

Nomination Board

A stock exchange release was issued on 6 September 2021 announcing the composition of Kojamo plc's Nomination

The members of the Board of Directors or corporations over which they exercise control owned a total of 51,741 (41,044) shares and share-based rights in the company or in companies belonging to the same Group as the company. The members of the Management Team or corporations over which they exercise control owned a total of 159,768 (123,536) shares and share-based rights in the company or in companies belonging to the same Group as the company. These shares represent 0.09 (0.07) per cent of the company's entire share capital.

Board. Kojamo's three largest shareholders nominated the following members to the Shareholders' Nomination Board: Riku Aalto, President, Finnish Industrial Union; Jouko Pölönen, CEO, Ilmarinen Mutual Pension Insurance Company; and Risto Murto, CEO, Varma Mutual Pension Insurance Company. In addition, the Chairman of Kojamo's Board of Directors serves as an expert member of the Nomination Board.

The Shareholders' Nomination Board is a body established by the Annual General Meeting consisting of shareholders, with the task of annually preparing and presenting proposals for the General Meeting concerning the number, composition and Chairman of the Board of Directors, remuneration of the Board of Directors and remuneration of the members of the Board Committees.

The proposal of the Nomination Board to the Annual General Meeting were published as a stock exchange release on 30 November 2021.

CEO

Jani Nieminen, M.Sc. (Tech.), MBA was the CEO during the review period. The CEO's deputy was CFO Erik Hjelt, Licentiate in Laws, eMBA.

Management Team

At the end of the review period, the members of the Management Team were Jani Nieminen, CEO; Erik Hjelt, CFO; Irene Kantor, Marketing and Communications Director; Tiina Kuusisto, Chief Customer Officer; Katri Harra-Salonen, Chief Digital Officer; and Ville Raitio, Chief Investment Officer.

Description of corporate governance

The description of Kojamo's administration and the Corporate Governance Statement are publicly available on Kojamo's website at www.kojamo.fi/en.



Personnel

At the end of 2021, Kojamo had a total of 325 (317) employees, of who 284 (282) were on permanent contracts and 41 (35) were on temporary contracts. The average number of personnel during the year was 321 (315). The average length of service was 9.4 (9.3) years. Personnel turnover in 2021 was 10.9 (9.8) per cent. The company hired nearly 50 summer employees in 2021.

The salaries and fees paid during the financial year totalled EUR 16.4 (17.3) million.

Annual performance bonus and incentive system

Kojamo's employees are included in an annual performance bonus system which is based on the achievement of the company's general targets as well as personal targets.

Kojamo also has a long-term share-based incentive plan for the Group's key personnel. The reward is based on reaching

the targets set for Kojamo's key business criteria in relation to the Group's strategic goals. Three performance periods were ongoing at the end of the financial year: 2019–2021, 2020–2022, 2021–2023.

On 18 February 2021, Kojamo's Board of Directors resolved on the long-term incentive plan's performance period of 2021–2023. The possible rewards for the performance period are based on the Group's revenue (%) and Funds From Operations (FFO) per share. The rewards to be paid on the basis of the performance period correspond to the value of a maximum total of 102,277 shares including the proportion to be paid in cash.

If the three ongoing earning periods were accrued in full, the maximum bonus would be a sum corresponding to 312,161 Kojamo shares, of which 50 per cent would be paid in Kojamo shares and 50 per cent in cash. More information on the long-term incentive plan is provided in Kojamo's Remuneration Report for 2021 and Kojamo's website.

Responsibility

Responsibility and sustainable development is one of Kojamo's strategic focal points. Sustainability is integral to Kojamo's operations and corporate culture. Sustainability is part of our DNA and it plays an important role in the work of everyone at Kojamo.

Our sustainability programme

Our sustainability programme documents the priorities of our sustainability efforts until 2030: sustainable cities, the best customer experience, the most competent personnel and a dynamic place to work, and a responsible corporate citizen. The focus areas of the sustainability programme consist of sustainability themes that create added value in our business as well as related short-term and long-term targets and actions along with key performance indicators. The key cornerstones of our sustainability programme are ensuring long-term profitability and growth, sustainable and responsible operations and transparent sustainability communications and reporting.

In our sustainability programme, we commit to the UN Sustainable Development Goals and carbon-neutral energy consumption throughout our property portfolio by 2030. As part of our goal of becoming carbon-neutral with regard to energy consumption, we have joined the Net Zero Carbon Buildings Commitment of the World Green Building Council.

Strong performance in the GRESB sustainability survey

We participated in the annual Global Real Estate Sustainability Benchmark (GRESB) survey for the second time. The results of the survey, which focused on operations in 2020, were published after the end of the review period. Our score of 77/100 represented an improvement of seven points compared to the previous year. With our result, we earned our second Green Star designation and three stars out of five. We also exceeded

the average score of all survey participants (73) and the average score of our comparison group (Europe, Listed Residential, 72). We ranked second in our comparison group.

We also participated in the separate GRESB Public Disclosure assessment, which measures the transparency and scope of public disclosures on sustainability. In this assessment, we achieved the highest possible score (A) and ranked second in our comparison group (Northern Europe, Residential).

The quality of our sustainability reporting was also recognised by EPRA (European Public Real Estate Association), which is an advocacy organisation for publicly listed European property investment companies. Our sustainability reporting received a silver award for the second time. We have reported in accordance with the EPRA Sustainability Best Practices Recommendations since 2019.

We are continuing to focus on high-quality and transparent sustainability reporting. We will report in accordance with the GRESB, GRI and EPRA frameworks and continuously develop our reporting.

Sustainable cities

Since 2016, we have implemented all of our new construction projects using our own plot reserves as near-zero energy buildings in accordance with the nZEB principles. At the end of the period, near zero-energy buildings represented 82% (3,211 apartments) of all Kojamo projects completed since 2016. Of the properties under construction using Kojamo's own plot reserve at the end of the period, near zero-energy buildings represented 100% (848 apartments) and of all properties under construction 82% (2,200). All of our newly constructed properties are situated in growth centres, in locations that are close to good transport connections and services.



Kojamo has joined the Rental Property Action Plan (VAETS II) for the period 2017–2025. Our target under this action plan is to enhance the efficiency of energy consumption by 7.5 per cent during the period in question, using 2016 as the baseline. We focus on managing the energy consumption of the buildings in our property portfolio and use an AI-driven IoT solution to control the temperature of 28,000 apartments owned by Kojamo.

All Kojamo offices are WWF Green Office certified.

The best customer experience

We want to deliver the best customer experience in housing for our customers. We create safe and comfortable homes that provide our customers with a strong sense of community, sustainable housing and services that make life easier. The operating model Through the Customer's Eyes has become an established practice for us. Nearly 500 Lumo teams made up of active residents have already been established.

All of Kojamo's properties use hydropower-certified property electricity. We have also started to use carbon-neutral district heating at many of our properties. Carbon-neutral district heating has already been introduced at 79 properties. We offer the residents of Lumo homes the opportunity to use shared cars. We continuously develop waste recycling and aim to provide our residents with comprehensive recycling opportunities.

During the period under review, we launched a more extensive nationwide model of the car sharing service we provide for the residents of Lumo homes. Lumo residents now have access to all of our partner's more than 700 shared cars in over 30 municipalities around Finland. The car sharing service provides Lumo residents with mobility options, complements public transport and promotes our sustainability objectives.

Near-term risks and uncertainties

Kojamo estimates that the most significant risks and uncertainties in the current review period are related to the development of the Finnish economy. The near-term risks arise particularly from the COVID-19 pandemic. The risks and their magnitude are affected by the development of the pandemic as well as the scope and duration of the measures introduced to limit the pandemic. The prolongation of the pandemic could have impacts on the housing market and property market, including apartment prices, rents and yield requirements as well as on the operations of the construction companies.

The development of the Finnish economy may affect the housing and financial markets in exceptional ways. These factors may have an impact on Kojamo's profit and cash flow as well as the fair value of apartments. A general economic downturn may lead to unemployment, which can affect the ability of residents to pay rent and, subsequently, the company's rental income.

Urbanisation is expected to continue in the longer term. However, the pandemic and related restrictions may, in the short

The most competent personnel and a dynamic place to work

We ensure our future competitiveness through competence development and offer an employee experience that attracts the best talent in the industry. We also work continuously to promote our corporate culture and the well-being of our personnel. Our corporate culture is based on Kojamo's shared values: Happy to serve, Strive for success and Courage to change.

During the review period, we continued to develop our "Leadership steps", or Kojamo's leadership culture and consistent leadership model, among supervisors and the Management Team. The operating model summarises our leadership principles and the objectives we all commit to in our day-to-day work.

In the summer, we employed 46 summer workers and participated in the Responsible Summer Job campaign.

A responsible corporate citizen

Our Code of Conduct documents the sustainable operating practices we apply in our interactions with our stakeholders, society and the environment. Code of Conduct training for all of our employees was under way in 2021.

We also require our partners to operate sustainably, which is why our Supplier Code of Conduct is an integral part of all of our partnership agreements starting from the beginning of 2021. The anti-grey economy models used by Kojamo exceed the legislative requirements in many respects.

Kojamo's sponsorship and grant programme provides financial support for young talents. The programme covers not only individual sports but also team sports. Grants have been awarded annually since 2012.

term, affect people's willingness to relocate and reduce migration.

The supply of rental apartments may increase locally in the main areas in which Kojamo operates, and the changes in supply and demand could have an impact on Kojamo's tenant turnover or the financial occupancy rate and, thereby, rental income.

If inflation continues to accelerate or remains high for longer than previously estimated, costs will generally increase, which could affect Kojamo's result and cash flow as well as the fair value of apartments. Rising construction costs may have an impact on the profitability of new development projects and thereby slow down development investments.

The weakening of the financial markets could have a negative effect on the availability of financing or lead to a higher cost of financing. In addition, tightening monetary policy may increase financing costs.



Proposal by the Board of Directors for the distribution of profits

The parent company Kojamo plc's distributable unrestricted equity on 31 Dec 2021 was EUR 308,426,117.35, of which the profit for the financial year amounted to EUR 45,050,838.39. No significant changes have taken place in the company's financial position since the end of the financial year.

The Board of Directors proposes to the Annual General Meeting that the distributable funds be used as follows: a dividend of EUR 0.38 per share to be paid, totalling EUR 93,914,871.62, and EUR 214,511,245.73 to be retained in unrestricted equity.

News conference as a webcast

Kojamo will hold a news conference for institutional investors, analysts and media on 17 Feb 2022 at 10.00 a.m. EET as a webcast. The event will be held in English.

A recording of the webcast will be available later on the company's website at <https://kojamo.fi/en/investors/releases-and-publications/financial-reports/>.

The news conference can be streamed online at <https://kojamo.videosync.fi/q4-2021>.

You can also participate in the news conference by calling:

FI: +358 981 710 310

SE: +46 856 642 651

UK: +44 333 300 0804

US: +1 631 913 1422

The participants joining the news conference will be asked to provide the following PIN code: 96038349#



EPRA performance measures

EPRA (European Public Real Estate Association) is an advocacy organisation for publicly listed European property investment companies. Kojamo is a member of EPRA. As part of its activities, the organisation promotes financial reporting in the industry and the adoption of best practices to ensure the qual-

ity of information provided to investors and improve comparability between companies. Kojamo follows EPRA recommendations in its reporting practices. This section covers EPRA performance measures and their calculation. More information on EPRA and EPRA recommendations is available on the EPRA website at www.epra.com.

EPRA performance measures

	10-12/2021	10-12/2020	2021	2020
EPRA Earnings, M€	38.3	38.1	151.9	150.0
EPRA Earnings per share (EPS), €	0.16	0.15	0.61	0.61
EPRA Net Reinstatement Value (NRV), M€			5,447.9	4,254.6
EPRA NRV per share, €			22.04	17.21
EPRA Net Initial Yield (NIY), %			3.5	4.2
EPRA 'topped-up' NIY, %			3.5	4.2
EPRA Vacancy Rate, %			6.2	3.7
EPRA Cost Ratio (including direct vacancy costs), %	12.6	12.9	11.9	13.5
EPRA Cost Ratio (excluding direct vacancy costs), %	9.0	11.1	8.8	11.7

EPRA Earnings

M€	10-12/2021	10-12/2020	2021	2020
Earnings per IFRS income statement	530.3	154.4	1,023.4	312.9
(i) Change in value of investment properties, development properties held for investment and other interests	-621.6	-151.7	-1,105.7	-225.8
(ii) Profits or losses on disposal of investment properties, development properties held for investment and other interests	0.0	-	-0.6	0.7
(iv) Tax on profits or losses on disposals	0.0	0.2	1.1	-0.1
(vi) Changes in fair value of financial instruments and associated close-out costs	0.5	-0.1	-3.0	0.8
(viii) Deferred tax in respect of EPRA adjustments	129.1	35.4	236.7	61.5
EPRA Earnings	38.3	38.1	151.9	150.0
EPRA Earnings per share (EPS), €	0.16	0.15	0.61	0.61

EPRA Net Reinstatement Value

M€	2021	2020
IFRS Equity attributable to shareholders	4,263.3	3,309.5
Diluted NAV	4,263.3	3,309.5
Diluted NAV at Fair Value	4,263.3	3,309.5
Exclude:		
(v) Deferred tax in relation to fair value gains	970.3	726.7
(vi) Fair value of financial instruments	47.7	81.1
Include:		
(xi) Real estate transfer tax	166.6	137.3
EPRA Net Reinstatement Value (NRV)	5,447.9	4,254.6
EPRA NRV per share, €	22.0	17.2



EPRA Net Initial Yield (NIY) and EPRA "topped-up" NIY

M€		2021	2020
Investment property		8,327.5	6,863.1
Trading property		0.1	0.1
Developments		-559.9	-571.3
Completed property portfolio		7,767.7	6,291.9
Allowance for estimated purchasers' costs		155.4	125.8
Gross up completed property portfolio valuation	B	7,923.1	6,417.8
Annualised cash passing rental income		407.9	395.6
Property outgoings		-131.6	-127.4
Annualised net rents	A	276.3	268.2
Notional rent expiration of rent-free periods or other lease incentives		-	-
Topped-up net annualised rent	C	276.3	268.2
EPRA Net Initial Yield (NIY), %	A/B	3.5	4.2
EPRA 'topped-up' NIY, %	C/B	3.5	4.2

EPRA Vacancy Rate

M€		2021	2020
Estimated rental value of vacant space *	A	24.2	13.8
Estimated rental value of the whole portfolio *	B	390.5	375.4
EPRA Vacancy Rate, %	A/B	6.2	3.7

* Including rental value of apartments

EPRA Cost Ratios

M€		10-12/2021	10-12/2020	2021	2020
Include:					
(i) Administrative expense line per IFRS income statement		9.9	9.4	37.3	38.4
(i) Maintenance expense line per IFRS income statement		25.2	22.4	96.9	90.5
(i) Repair expense line per IFRS income statement		8.9	10.9	32.4	35.8
(ii) Net service charge costs/fees		-3.1	-2.4	-11.3	-8.5
(iii) Management fees less actual/estimated profit element		-0.1	0.0	-0.2	-0.1
(iv) Other operating income/recharges intended to cover overhead expenses less any related profits		-0.1	-0.1	-0.3	-0.3
Exclude:					
(vii) Ground rent costs		0.0	0.0	0.0	0.0
(viii) Service charge costs recovered through rents but not separately invoiced		-32.7	-32.1	-124.6	-121.7
EPRA Costs (including direct vacancy costs)	A	8.0	8.1	30.4	34.1
(ix) Direct vacancy costs		-2.3	-1.2	-8.0	-4.6
EPRA Costs (excluding direct vacancy costs)	B	5.7	6.9	22.3	29.5
(x) Gross Rental Income less ground rent costs - per IFRS		96.3	94.6	379.6	374.9
(xi) Service fee and service charge costs components of Gross Rental Income		-32.7	-32.1	-124.6	-121.7
Gross Rental Income	C	63.6	62.5	255.1	253.2
EPRA Cost Ratio (including direct vacancy costs), %	A/C	12.6	12.9	11.9	13.5
EPRA Cost Ratio (excluding direct vacancy costs), %	B/C	9.0	11.1	8.8	11.7



Condensed consolidated income statement

M€	Note	10–12/2021	10–12/2020	1–12/2021	1–12/2020
Total revenue		99.6	97.1	391.7	383.9
Maintenance expenses		-25.2	-22.4	-96.9	-90.5
Repair expenses		-8.9	-10.9	-32.4	-35.8
Net rental income		65.5	63.8	262.3	257.6
Administrative expenses		-9.9	-9.4	-37.3	-38.4
Other operating income		1.7	1.0	4.6	3.6
Other operating expenses		-0.4	-0.2	-0.7	-0.2
Profit/loss on sales of investment properties		-	-	0.3	-0.7
Profit/loss on fair value of investment properties	3	621.6	151.7	1,105.7	225.8
Depreciation, amortisation and impairment losses		-0.3	-0.2	-1.2	-1.3
Operating profit		678.2	206.7	1,333.7	446.3
Financial income		-0.1	0.1	4.8	1.8
Financial expenses		-15.4	-13.8	-59.7	-57.0
Total amount of financial income and expenses		-15.5	-13.7	-54.9	-55.3
Share of result from associated companies		0.1	0.2	0.1	0.2
Profit before taxes		662.9	193.2	1,278.9	391.2
Current tax expense		-3.5	-3.4	-18.8	-16.9
Change in deferred taxes		-129.1	-35.4	-236.7	-61.5
Profit for the period		530.3	154.4	1,023.4	312.9
Profit for the financial period attributable to shareholders of the parent company		530.3	154.4	1,023.4	312.9
Other comprehensive income					
Items that may be reclassified subsequently to profit or loss					
Cash flow hedges		8.4	1.1	29.1	-11.9
Deferred taxes		-1.7	-0.2	-5.8	2.4
Items that may be reclassified subsequently to profit or loss		6.7	0.9	23.3	-9.6
Total comprehensive income for the period		537.1	155.3	1,046.7	303.3
Total comprehensive income attributable to shareholders of the parent company		537.1	155.3	1,046.7	303.3
Earnings per share based on profit attributable to shareholders of the parent company					
Basic, €		2.15	0.62	4.14	1.27
Diluted, €		2.15	0.62	4.14	1.27
Average number of shares, million	8	247.1	247.1	247.1	247.1



Condensed consolidated balance sheet

M€	Note	31 Dec 2021	31 Dec 2020
Assets			
Non-current assets			
Intangible assets		0.8	0.4
Investment properties	3	8,326.4	6,860.7
Property, plant and equipment	4	28.8	29.8
Investments in associated companies		1.5	1.1
Financial assets	7	0.7	0.7
Non-current receivables		6.9	7.7
Derivatives	6, 7	-	-
Deferred tax assets		10.1	16.0
Total non-current assets		8,375.2	6,916.4
Non-current assets held for sale	10	1.1	2.4
Current assets			
Trading property		0.1	0.1
Derivatives	6, 7	0.4	0.1
Current tax assets		5.2	3.8
Trade and other receivables		8.9	10.5
Financial assets	7	128.8	117.5
Cash and cash equivalents		197.0	210.5
Total current assets		340.5	342.7
Total assets		8,716.8	7,261.5
Shareholders' equity and liabilities			
Equity attributable to shareholders of the parent company			
Share capital		58.0	58.0
Share issue premium		35.8	35.8
Fair value reserve		-31.0	-54.2
Invested non-restricted equity reserve		164.4	164.4
Retained earnings		4,036.0	3,105.5
Equity attributable to shareholders of the parent company		4,263.3	3,309.5
Total equity		4,263.3	3,309.5
Liabilities			
Non-current liabilities			
Loans and borrowings	5, 7	3,234.8	2,832.6
Deferred tax liabilities		981.0	744.5
Derivatives	6, 7	47.9	80.6
Provisions		0.4	0.4
Other non-current liabilities		5.1	4.6
Total non-current liabilities		4,269.3	3,662.7
Current liabilities			
Loans and borrowings	5, 7	99.7	220.7
Derivatives	6, 7	0.3	0.6
Current tax liabilities		5.5	2.3
Trade and other payables		78.7	65.6
Total current liabilities		184.2	289.2
Total liabilities		4,453.5	3,952.0
Total equity and liabilities		8,716.8	7,261.5



Consolidated statement of cash flows

M€	1–12/2021	1–12/2020
Cash flow from operating activities		
Profit for the period	1,023.4	312.9
Adjustments	-795.7	-90.6
Change in net working capital		
Change in trade and other receivables	0.5	-2.1
Change in trade and other payables	0.0	3.6
Interest paid	-56.6	-50.5
Interest received	0.8	0.8
Other financial items	-4.0	-6.1
Taxes paid	-17.1	-20.3
Net cash flow from operating activities	151.4	147.7
Cash flow from investing activities		
Acquisition of investment properties	-344.4	-378.6
Acquisition of associated companies	-0.3	-0.1
Acquisition of property, plant and equipment and intangible assets	-0.7	-0.4
Proceeds from sale of investment properties	2.8	3.5
Proceeds from sale of property, plant and equipment and intangible assets	0.8	-
Purchases of financial assets	-95.6	-210.0
Proceeds from sale of financial assets	84.5	224.8
Non-current loans, granted	-	-4.8
Repayments of non-current loan receivables	0.9	0.2
Interest and dividends received on investments	0.2	1.1
Net cash flow from investing activities	-351.8	-364.2
Cash flow from financing activities		
Non-current loans and borrowings, raised	534.0	643.5
Non-current loans and borrowings, repayments	-254.2	-268.2
Current loans and borrowings, raised	200.0	261.8
Current loans and borrowings, repayments	-200.0	-261.8
Repayments of lease liabilities	-1.4	-1.6
Dividends paid	-91.4	-84.0
Net cash flow from financing activities	186.9	289.7
Change in cash and cash equivalents	-13.5	73.2
Cash and cash equivalents at the beginning of the period	210.5	137.3
Cash and cash equivalents at the end of the period	197.0	210.5



Condensed consolidated statement of changes in equity

M€	Share capital	Share issue premium	Fair value reserve	Invested non-restricted equity reserve	Retained earnings	Equity attributable to shareholders of the parent company	Total equity
Equity at 1 Jan 2021	58.0	35.8	-54.2	164.4	3,105.5	3,309.5	3,309.5
Comprehensive income							
Cash flow hedging			23.3			23.3	23.3
Profit for the period					1,023.4	1,023.4	1,023.4
Total comprehensive income for the period			23.3		1,023.4	1,046.7	1,046.7
Transactions with shareholders							
Share-based incentive scheme					-1.5	-1.5	-1.5
Dividend payment					-91.4	-91.4	-91.4
Total transactions with shareholders					-92.9	-92.9	-92.9
Total change in equity			23.3		930.5	953.8	953.8
Equity at 31 Dec 2021	58.0	35.8	-31.0	164.4	4,036.0	4,263.3	4,263.3

M€	Share capital	Share issue premium	Fair value reserve	Invested non-restricted equity reserve	Retained earnings	Equity attributable to shareholders of the parent company	Total equity
Equity at 1 Jan 2020	58.0	35.8	-44.7	164.4	2,877.0	3,090.6	3,090.6
Comprehensive income							
Cash flow hedging			-9.6			-9.6	-9.6
Profit for the period					312.9	312.9	312.9
Total comprehensive income for the period			-9.6		312.9	303.3	303.3
Transactions with shareholders							
Share-based incentive scheme					-0.3	-0.3	-0.3
Dividend payment					-84.0	-84.0	-84.0
Total transactions with shareholders					-84.4	-84.4	-84.4
Total change in equity			-9.6		228.5	218.9	218.9
Equity at 31 Dec 2020	58.0	35.8	-54.2	164.4	3,105.5	3,309.5	3,309.5



Condensed notes to the consolidated financial statements

Basic information about the Group

Kojamo plc is Finland's largest market-based, private housing investment company that offers rental apartments and housing services in Finnish growth centres. Its range of apartments is extensive. On 31 December 2021, Kojamo owned 36,897 rental apartments across Finland.

The Group's parent company, Kojamo plc, is a Finnish public company domiciled in Helsinki. Its registered address is Mannerheimintie 168, 00300 Helsinki, Finland. A copy of the consolidated financial statements is available at www.kojamo.fi/en/ or the parent company's head office.

Trading in Kojamo's shares commenced on the pre-list of Nasdaq Helsinki on 15 June 2018 and on the official list of Nasdaq Helsinki on 19 June 2018. In addition, a bond issued

by Kojamo in 2016 is listed on the official list of Nasdaq Helsinki Ltd. The Group's four other bonds are listed on the official list of the Irish Stock Exchange. The Group has chosen Finland as its home state for the disclosure of periodic information pursuant to Chapter 7, Section 3 of the Finnish Securities Market Act.

Kojamo plc's Board of Directors approved this Financial Statement Release for publication at its meeting on 17 Feb 2022. Kojamo's Financial Statements and the Report of the Board of Directors as well as Corporate Governance Statement and Remuneration Report 2021 will be published as a stock exchange release on 17 Feb 2022, since when the documents are available at Kojamo's website at www.kojamo.fi/en/.

1. Accounting policies

Basis for preparation

This financial statements were prepared in accordance with IAS 34 Interim Financial Reporting as well as by applying the same accounting policies as in the previous annual financial statements, excluding the exceptions described below. The figures of the financial statements release have not been audited.

The figures for 2021 are based on Kojamo plc's audited financial statements for 2021. The figures in brackets refer to the corresponding period in 2020, and the comparison period is the corresponding period the year before, unless otherwise stated.

The preparation of the financial statements release in accordance with IFRS requires application of judgement by Kojamo's management to make estimates and assumptions that affect the reported amounts of assets and liabilities on the balance sheet date and the reported amounts of income and expenses

for the period. Management must also make judgements when applying the Group's accounting policies. Actual results may differ from the estimates and assumptions used. The most significant items of this financial statements where judgement has been applied by management, as well as the assumptions about the future and other key uncertainty factors in estimates at the end of the reporting period that create a significant risk of change in the carrying amounts of Kojamo's assets and liabilities within the next review period, are the same as those presented in the consolidated financial statements for the 2021 financial year. Of these, the most important are the determination of the fair values of investment properties and financial instruments. The COVID-19 pandemic may affect the housing and financial markets in exceptional ways. These factors may have an impact on Kojamo's profit and cash flow as well as the fair value of apartments.

2. Revenue

Specification of revenue from contracts with customers

M€	1-12/2021	1-12/2020
Rental income	379.7	374.9
Water fees	10.7	8.0
Sauna fees	0.6	0.5
Other income from service sales	0.2	0.1
Total	391.1	383.5

Revenue consists primarily of rental income based on tenancy agreements. In the Group's business, the scope of IFRS 15 includes maintenance and service revenue, which include use-based charges collected from tenants.



3. Investment properties

M€	31 Dec 2021	31 Dec 2020
Fair value of investment properties on 1 Jan ¹⁾	6,863.1	6,260.8
Acquisition of investment properties ^{1) 2)}	343.7	348.7
Modernisation investments	11.9	27.1
Disposals of investment properties	-2.5	-4.2
Capitalised borrowing costs	5.4	3.8
Transfer from property, plant and equipment	0.0	1.2
Profit/loss on fair value of investment properties ¹⁾	1,105.7	225.8
Fair value of investment properties at the end of the period	8,327.5	6,863.1

The value of investment properties includes EUR 1.1 (2.4) million in Investment properties held for sale.

¹⁾ Includes IFRS 16 Leases. The net gain on the valuation of investment properties at fair value was mainly attributable to yield compression.

²⁾ Includes the existing apartment stock and the acquisition costs of new projects under construction

Right-of-use assets included in the fair values of investment properties

M€	31 Dec 2021	31 Dec 2020
Fair value on 1 Jan	67.4	60.2
Increases/decreases	4.2	8.3
Profit/loss on fair value of investment properties	-1.0	-1.1
Fair value at the end of the period	70.6	67.4

Modernisation investments are often significant and they are primarily related to repairs and renovations of plumbing, facades, roofs, windows and balconies. The expected average technical useful lives of the plumbing systems, facades, roofs and balconies of residential properties are taken into consideration in the planning of modernisation investments.

Capitalised borrowing costs totalled EUR 5.4 (3.8) million. The interest rate applied to capitalised borrowing costs was 1.8 (2.1) per cent at the end of the review period.

Fair value of investment properties by valuation method

M€	31 Dec 2021	31 Dec 2020
Yield value *	7,610.3	6,157.1
Acquisition cost	646.5	638.7
Right-of-use assets	70.6	67.4
Total	8,327.5	6,863.1

* 31 December 2021 including properties valued at the cash flow based valuation method (DCF) EUR 7,540.2 million and other yield-based valued items EUR 70.6 million

Number of apartments	31 Dec 2021	31 Dec 2020
Yield value	34,858	33,527
Acquisition cost *	2,039	2,275
Total	36,897	35,802

* 31 December 2021 includes 4 apartments as part of development projects



Average valuation parameters for yield-based valued items

	31 Dec 2021		
	Capital region	Other regions of Finland	Group total
Unobservable inputs:			
Yield requirement, weighted, %	3.25	4.62	3.67
Inflation assumption, %	1.5	1.5	1.5
Market rents, weighted by square metres, €/m ² /month	19.40	15.03	17.31
Property maintenance expenses, repairs and modernisation investments €/m ² /month	6.22	6.09	6.16
10-year average financial occupancy rate, %	97.5	96.6	97.2
Rent increase assumption, %	2.0	1.7	1.9
Expense increase assumption, %	2.0	2.0	2.0

	31 Dec 2020		
	Capital region	Other regions of Finland	Group total
Unobservable inputs:			
Yield requirement, weighted, %	3.83	5.06	4.23
Inflation assumption, %	1.5	1.5	1.5
Market rents, weighted by square metres, €/m ² /month	18.93	14.65	16.82
Property maintenance expenses, repairs and modernisation investments €/m ² /month	6.09	6.04	6.07
10-year average financial occupancy rate, %	97.5	96.4	96.9
Rent increase assumption, %	2.0	1.6	1.8
Expense increase assumption, %	2.0	2.0	2.0

Sensitivity analysis for measuring the fair value of investment properties

Properties measured at yield value		31 Dec 2021				
Change % (relative)		-10%	-5%	0%	5%	10%
Change, M€						
Yield requirement		845.3	400.3		-361.9	-690.7
Market rents		-950.0	-475.0		475.0	950.0
Maintenance costs		304.1	152.1		-152.1	-304.1
Change % (absolute)		-2%	-1%	0%	1%	2%
Change, M€						
Financial occupancy rate		-195.4	-97.7		97.7	195.4

Properties measured at yield value		31 Dec 2020				
Change % (relative)		-10%	-5%	0%	5%	10%
Change, M€						
Yield requirement		678.2	321.1		-290.3	-553.9
Market rents		-766.5	-383.2		383.2	766.5
Maintenance costs		250.6	125.3		-125.3	-250.6
Change % (absolute)		-2%	-1%	0%	1%	2%
Change, M€						
Financial occupancy rate		-157.7	-78.8		78.8	157.7

Fair value measurement of investment property

In Kojamo's consolidated financial statements, the determination of the fair value of investment property is the key area that involves the most significant uncertainty factors arising from the estimates and assumptions that have been used. The determination of the fair value of investment property requires

significant management discretion and assumptions, particularly with respect to market prices and amounts of future rental income. Estimates and assumptions are particularly related to the future development of yield requirements, vacancy rates and rent levels.



Kojamo uses valuation techniques that are appropriate under those circumstances, and for which sufficient data is available to measure fair value. Kojamo aims to maximise the use of relevant observable inputs and minimise the use of unobservable inputs.

Investment property

Investment property refers to an asset (land, building or part of a building) that Kojamo retains to earn rental income or capital appreciation, or both. An investment property can be owned directly or through an entity. Properties used for administrative purposes are owner-occupied property and included in the balance sheet line item "Property, plant and equipment". An investment property generates cash flows largely independently of the other assets held by an entity. This distinguishes investment property from owner-occupied property.

Kojamo's investment property portfolio consists of the completed properties, properties under construction and renovation, leased plots (right-of-use assets) and the plot reserve. Properties classified as trading properties as well as properties classified as held for sale are included in the Group's property portfolio but excluded from the balance sheet item "Investment properties". A property is reclassified from "Investment properties" under "Trading properties" in the event of a change in the use of the property, and under "Investment property held for sale", when the sale of an investment property is deemed highly probable.

An investment property is derecognised from the balance sheet on disposal or when the investment property is permanently withdrawn from use and no future economic benefits are expected from its disposal. Capital gains and losses on disposals are presented netted as a separate line item in the income statement.

Restrictions on investment properties

Some of the investment properties are subject to legislative divestment and usage restrictions. The so-called non-profit restrictions apply to the owning company, and the so-called property-specific restrictions apply to the investment owned. The non-profit restrictions include, among other things, permanent restrictions on the company's operations, distribution of profit, lending and provision of collateral, and the divestment of investments. The property-specific restrictions include fixed-term restrictions on the use of apartments, the selection of residents, the determination of rent and the divestment of apartments.

Measurement of investment property

Investment property is measured initially at acquisition cost, including related transaction costs, such as transfer taxes and professional fees, as well as capitalised expenditure arising from eligible modernisation. The acquisition cost also includes related borrowing costs, such as interest costs and arrangement fees, directly attributable to the acquisition or construction of an investment property. The capitalisation of borrowing costs is based on the fact that an investment property is a qualifying asset, i.e. an asset that necessarily takes a substantial period of time to get ready for its intended use or sale. The capitalisation commences when the construction of a new building or extension begins, and continues until such time as the asset is substantially ready for its intended use or sale.

Capitalisable borrowing costs are directly attributable costs accrued on the funds borrowed for a construction project or costs attributable to a construction project.

After initial recognition, investment property is measured at fair value and the changes in fair value are recognised through profit or loss in the period in which they are observed. Fair value gains and losses are presented netted as a separate line item in the income statement. Fair value refers to the price that would be received from selling an asset, or paid for transferring a liability, in an ordinary transaction between market participants on the measurement date. The valuation techniques used by Kojamo are described below.

The value of investment properties is assessed internally at Kojamo on a quarterly basis. The results of the assessment are reported to the Management Group, Audit Committee and Board of Directors. The measurement process, market conditions and other factors affecting the assessment of the fair value of properties are reviewed quarterly with the CEO and CFO in accordance with Kojamo's reporting schedule. Each quarter, an external independent expert issues a statement on the valuation methods applied in the valuation of rental apartments and business premises owned by Kojamo as well as on the quality and reliability of the valuation.

Fair value of investment properties by valuation method

Inputs used in determining fair values (used in the valuation techniques) are classified on three levels in the fair value hierarchy. The fair value hierarchy is based on the source of inputs.

Level 1 inputs

Quoted prices (unadjusted) in active markets for identical investment property.

Level 2 inputs

Inputs other than quoted prices included within Level 1 that are observable for the investment property, either directly or indirectly.

Level 3 inputs

Unobservable inputs for investment property.

An investment property measured at fair value is categorised in its entirety in the same level of the fair value hierarchy as the lowest level input that is significant to the entire measurement. The fair value measurement for all of the investment property of Kojamo has been categorised as a Level 3 fair value, as observable market information for the determination of fair values has not been available.

Fair value of investment properties by valuation method

The fair values of investment properties measured by Kojamo are based on transaction value or balance sheet value (acquisition cost).



Income value (yield value)

The measurement of value is based on 10-year discounted cash flow (DCF), in which the terminal value of the property is calculated based on direct capitalisation and net yield in year 11. The discount rate is the 10-year cash flow yield requirement plus inflation.

On completion, newly developed properties are moved from balance sheet value measurement to yield value measurement in the quarter they are completed in. The development margin, if any, is recognised as income in connection with this transition.

Completed properties acquired by the Group are measured in their first quarter using the acquisition cost and subsequently using the yield value method.

The yield value method is used to measure the value of properties that are not subject to restrictions.

The yield value method is also used to measure the value of properties that can be sold as entire properties but not apartment by apartment due to restrictions stipulated by the legislation concerning state-subsidised rental housing. The disposal of such properties is only possible when the entire property is sold, and it must be sold to a party that will continue to use the property for the provision of rental housing until the restrictions expire. The rents for such properties can be set freely. The yield value method is used to measure the value of properties that belong to the following restriction groups: free of restrictions, subject to extension restrictions, 20-year interest subsidy, 10-year interest subsidy.

The yield requirements are analysed on a quarterly basis in connection with valuation. The determination of the yield requirement is based on the size of the municipality. In larger cities, several area-specific yield requirements are determined while, in smaller cities, the yield requirement is set at the municipal level. The yield requirement for terraced houses is increased by 20 basis points. Properties with a particularly large proportion of premises that are not in residential use (in excess of 40% of the total floor area) are analysed separately.

The change in yield requirement based on the age of the property is as follows: more than 15 years from completion or renovation +12.5%, more than 30 years from completion or renovation +22.5%.

Provision for modernisation investments:

Age of the property or the number of years since the completion of the most recent renovation	Provision (€/m²/month)
0-10 years	0.25
11-30 years	1.00
31-40 years	1.50
>40 years	2.00

Acquisition cost (balance sheet value)

The balance sheet value is used for the measurement of residential and commercial properties whose disposal price is restricted under the legislation governing state-subsidised rental properties, meaning that their disposal price cannot be determined freely. In addition, the setting of rents for such properties is, as a rule, based on the cost principle, which means that the rent levels cannot be determined freely.

The balance sheet value method is used to measure the value of properties that belong to the following restriction groups: ARAVA (state-subsidised rental properties), and 40-year interest subsidy.

The fair value of property development projects, the plot reserve and shares and holdings related to investment properties is their original acquisition cost.

Business combinations and asset acquisition

Acquisitions of investment properties by Kojamo are accounted for as an acquisition of asset or a group of assets, or a business combination within the scope of IFRS 3 *Business Combinations*. Reference is made to IFRS 3 to determine whether a transaction is a business combination. This requires the management's judgment.

IFRS 3 is applied to the acquisition of investment property when the acquisition is considered to constitute an entity that is treated as a business. Usually, a single property and its rental agreement does not constitute a business entity. To constitute a business entity, the acquisition of the property should include acquired operations and people carrying out these operations, such as marketing of properties, management of tenancies and property repairs and renovation.

The consideration transferred in the business combination and the detailed assets and accepted liabilities of the acquired entity are measured at fair value on the acquisition date. Goodwill is recognised at the amount of consideration transferred, interest of non-controlling shareholders in the acquiree and previously held interest in the acquiree deducted by Kojamo's share of the fair value of the acquired net assets. Goodwill is not amortised, but it is tested for impairment at least annually.

Acquisitions that do not meet the definition of business in accordance with IFRS 3 are accounted for as asset acquisitions. In this event, goodwill or deferred taxes etc. are not recognised.



4. Property, plant and equipment

M€	31 Dec 2021	31 Dec 2020
Carrying value, beginning of period	29.8	30.9
Increases	0.6	0.6
Decreases	-0.5	-
Transfer to investment properties	-	-0.5
Depreciation for the period	-1.0	-1.2
Carrying value, end of period	28.8	29.8

Property, plant and equipment consist of assets held and used by the company, mainly buildings and land areas, as well as

machinery and equipment. The right-of-use asset item includes car leasing agreements in accordance with IFRS 16 Leases.

Right-of-use assets included in property, plant and equipment

M€	31 Dec 2021	31 Dec 2020
Carrying value, beginning of period	1.0	0.9
Increases/decreases	0.4	0.5
Depreciation for the period	-0.4	-0.4
Carrying value, end of period	0.9	1.0

5. Interest-bearing liabilities

M€	31 Dec 2021	31 Dec 2020
Non-current liabilities		
Bonds	2,037.2	1,688.3
Loans from financial institutions	1,101.5	1,046.7
Interest subsidy loans	26.5	30.8
Lease liability	69.7	66.7
Non-current liabilities total	3,234.8	2,832.6
Current liabilities		
Loans from financial institutions	41.1	153.3
Interest subsidy loans	0.3	7.0
Commercial papers	50.0	50.0
Other loans	6.4	8.8
Lease liability	1.8	1.6
Current liabilities total	99.7	220.7
Total interest-bearing liabilities	3,334.5	3,053.3



6. Derivative instruments

Fair values of derivative instruments

M€	31 Dec 2021			31 Dec 2020
	Positive	Negative	Net	Net
Interest rate derivatives				
Interest rate swaps, cash flow hedging		-41.2	-41.2	-71.4
Interest rate swaps, not in hedge accounting		-6.9	-6.9	-9.5
Electricity derivatives	0.4	-	0.4	-0.1
Total	0.4	-48.1	-47.7	-81.1

Nominal values of derivative instruments

M€	31 Dec 2021	31 Dec 2020
Interest rate derivatives		
Interest rate swaps, cash flow hedging	806.9	919.2
Interest rate swaps, not in hedge accounting	41.3	41.9
Total	848.2	961.1
Electricity derivatives, MWh	13,140	74,448

During the review period, EUR 29.1 (-11.9) million was recognised in the fair value reserve from interest rate derivatives classified as cash flow hedges. The interest rate derivatives mature between 2022 and 2035. At the end of the review period, the average maturity of interest rate swaps was 4.7 (5.1) years.

Electricity derivatives hedge against increases in electricity prices and mature until 2022. Electricity derivatives are not included in hedge accounting. The unrealised gains and losses from their measurement are presented in the balance sheet under current and non-current assets or liabilities in the item Derivative instruments.



7. Financial assets and liabilities by valuation category

M€	31 Dec 2021				Fair value total
	Carrying value total	Level 1	Level 2	Level 3	
Financial assets					
Measured at fair value					
Electricity derivatives	0.4	0.4			0.4
Financial assets recognised at fair value through profit or loss	129.5	128.8	0.0	0.7	129.5
Measured at amortised cost					
Cash and cash equivalents	197.0		197.0		197.0
Trade receivables	4.9				4.9
Financial liabilities					
Measured at fair value					
Interest rate derivatives	48.1		48.1		48.1
Measured at amortised cost					
Other interest-bearing liabilities	1,297.3		1,299.6		1,299.6
Bonds	2,037.2	2,110.3			2,110.3
Trade payables	26.5				26.5

M€	31 Dec 2020				Fair value total
	Carrying value total	Level 1	Level 2	Level 3	
Financial assets					
Measured at fair value					
Electricity derivatives	0.1	0.1			0.1
Financial assets recognised at fair value through profit or loss	118.2	80.5	37.0	0.7	118.2
Measured at amortised cost					
Cash and cash equivalents	210.5		210.5		210.5
Trade receivables	5.5				5.5
Financial liabilities					
Measured at fair value					
Interest rate derivatives	81.0		81.0		81.0
Electricity derivatives	0.3	0.3			0.3
Measured at amortised cost					
Other interest-bearing liabilities	1,364.9		1,368.4		1,368.4
Bonds	1,688.3	1,797.7			1,797.7
Trade payables	19.1				19.1

There were no transfers between the hierarchy levels during the review period. The fair value of floating rate loans is the same as their nominal value, as the margins of the loans correspond to the margins of new loans. The fair values of bonds are based on market price quotations. The fair value of other fixed-rate liabilities is based on discounted cash flows, in which market interest rates are used as input data.

If there is no active market for the financial instrument, judgment is required to determine fair value and impairment. External mark to market valuations may be used for some interest rate derivatives. Recognition of impairment is considered if the impairment is significant or long-lasting. If the amount of impairment loss decreases during a subsequent financial year

and the decrease can be considered to be related to an event occurring after the recognition of impairment, the impairment loss will be reversed.

Financial assets and liabilities measured at fair value are classified into three fair value hierarchy levels in accordance with the reliability of the valuation technique:

Level 1:

The fair value is based on quoted prices for identical instruments in active markets.



Level 2:

A quoted market price exists in active markets for the instrument, but the price may be derived from directly or indirectly quoted market data. Fair values are measured using valuation techniques. Their inputs are based on quoted market prices, including e.g. market interest rates, credit margins and yield curves.

Level 3:

There is no active market for the instrument, the fair value cannot be reliably derived and input data used for the determination of fair value is not based on observable market data.

Level 3 reconciliation

Financial assets recognised at fair value through profit or loss

M€	31 Dec 2021	31 Dec 2020
Beginning of period	0.7	0.7
Change	0.0	0.0
End of period	0.7	0.7

Investments measured at fair value through profit or loss on hierarchy level 3 are investments in unlisted securities and they are mainly measured at acquisition cost, as their fair value

cannot be reliably measured in the absence of an active market. For these items, the acquisition cost is evaluated to be an appropriate estimate of fair value.

8. Earnings per share

	1–12/2021	1–12/2020
Profit for the period attributable to shareholders of the parent company, M€	1,023.4	312.9
Weighted average number of shares during the period (million)	247.1	247.1
Earnings per share		
Basic, €	4.14	1.27
Diluted, €	4.14	1.27

The company has no diluting instruments.

9. Guarantees, commitments and contingent liabilities

M€	31 Dec 2021	31 Dec 2020
Loans covered by pledges on property and shares as collateral	809.5	1,048.5
Pledges given	907.4	1,059.7
Shares ¹⁾	117.3	173.9
Pledged collateral, total	1,024.7	1,233.6
Other collaterals given		
Mortgages and shares	7.6	5.9
Guarantees ²⁾	672.9	514.0
Pledged deposits	0.0	0.1
Other collateral, total	680.6	520.1

¹⁾ Pledged mortgages and shares relate in some cases to the same properties

²⁾ Guarantees given mainly relate to parent company guarantees given on behalf of Group companies' loans and some of these loans have also mortgages or shares as collaterals



10. Non-current assets held for sale

Kojamo had EUR 1.1 (2.4) million non-current assets held for sale at the end of the financial year. The asset item in question consisted of one plot of land. On 31 December 2020 the asset item in question consisted of one plot of land that was sold to T2H Rakennus Oy on 16 March 2021.

The investment properties have been measured at fair value in the financial statements (fair value hierarchy level 3).

11. Effects of the COVID-19 pandemic

Kojamo has assessed the impact of the COVID-19 pandemic on the Group's profit, balance sheet and cash flow and determined that the pandemic did not have a significant impact on the items in question during the review period.

12. Events after the review period

There were no significant events after the review period.



Key figures, the formulas used in their calculation, and reconciliation calculations in accordance with ESMA guidelines

	Formula	10-12/2021	10-12/2020	2021	2020
Total revenue, M€		99.6	97.1	391.7	383.9
Net rental income, M€	1	65.5	63.8	262.3	257.6
Net rental income margin, %	2	65.8	65.7	67.0	67.1
Profit before taxes, M€	3	662.9	193.2	1,278.9	391.2
EBITDA, M€	4	678.5	206.9	1,334.8	447.6
EBITDA margin, %	5	681.1	213.0	340.8	116.6
Adjusted EBITDA, M€	6	57.0	55.2	228.5	222.6
Adjusted EBITDA margin, %	7	57.2	56.8	58.3	58.0
Funds From Operations (FFO), M€ ¹⁾	8	38.6	38.2	153.1	151.4
FFO margin, %	9	38.7	39.3	39.1	39.5
Funds From Operations (FFO) per share, €	10	0.16	0.15	0.62	0.61
FFO excluding non-recurring costs, M€	11	38.6	38.2	153.1	151.4
Adjusted Funds From Operations (AFFO), M€	12	34.4	31.2	141.1	124.3
Investment properties, M€ ²⁾				8,327.5	6,863.1
Financial occupancy rate, %	26			93.9	96.4
Interest-bearing liabilities, M€	13			3,334.5	3,053.3
Return on equity, % (ROE)	14			27.0	9.8
Return on investment, % (ROI)	15			19.2	7.4
Equity ratio, %	16			49.0	45.6
Loan to Value (LTV), % ³⁾	17			37.7	41.4
Unencumbered asset ratio, %	18			86.3	79.4
Coverage ratio	19			3.9	4.1
Solvency ratio	20			0.36	0.39
Secured solvency ratio	21			0.09	0.14
Earnings per share, €		2.15	0.62	4.14	1.27
Dividend/share, € ⁴⁾				0.38	0.37
Dividend/earnings, %	22			9.2	29.1
Price/Earnings ratio (P/E)	23			5.1	14.3
Effective dividend yield, %	24			1.8	2.0
Equity per share, €				17.25	13.39
Gross investments, M€	25	98.7	107.2	356.9	371.2
Number of personnel, end of the period				325	317

¹⁾ The formula used in the calculation was changed during the review period regarding current taxes from disposals. The comparison figures for 2020 have been adjusted to reflect the current calculation method

²⁾ Including Non-current assets held for sale

³⁾ Excluding Non-current assets held for sale

⁴⁾ 2021: The Board of Directors proposes to the Annual General Meeting that a dividend of EUR 0.38 per share be paid

Alternative Performance Measures

Kojamo presents Alternative Performance Measures to illustrate the financial development of its business operations and improve comparability between reporting periods. The Alternative Performance Measures, i.e. performance measures that

are not based on financial reporting standards, provide significant additional information for the management, investors, analysts and other parties. The Alternative Performance Measures should not be considered substitutes for IFRS performance measures.



Formulas used in the calculation of the key figures

Alternative Performance Measures specified in accordance with ESMA Guidelines

- 1) Net rental income = Total revenue - Maintenance expenses - Repair expenses

Net rental income measures the profitability of the Group's rental business after the deduction of maintenance and repair costs.
- 2) Net rental income margin, % = $\frac{\text{Net rental income}}{\text{Total revenue}} \times 100$

This figure reflects the ratio between net rental income and total revenue.
- 3) Profit before taxes = Net rental income - Administrative expenses + Other operating income - Other operating expenses +/- Profit/loss on sales of investment properties +/- Profit/loss on sales of trading properties +/- Profit/loss on fair value of investment properties - Depreciation, amortisation and impairment losses +/- Financial income and expenses +/- Share of result from associated companies

Profit before taxes measures profitability after operative costs and financial expenses.
- 4) EBITDA = Profit for the period + Depreciation, amortisation and impairment losses +/- Financial income and expenses +/- Share of result from associated companies + Current tax expense + Change in deferred taxes

EBITDA measures operative profitability before financial expenses, taxes and depreciation.
- 5) EBITDA margin, % = $\frac{\text{EBITDA}}{\text{Total revenue}} \times 100$

EBITDA margin discloses EBITDA in relation to net sales.
- 6) Adjusted EBITDA = Profit for the period + Depreciation, amortisation and impairment losses +/- Profit/loss on sales of investment properties +/- Profit/loss on sales of trading properties +/- Profit/loss on sales of other non-current assets +/- Profit/loss on fair value of investment properties profit for the period +/- Financial income and expenses +/- Share of result from associated companies + Current tax expense + Change in deferred taxes

Adjusted EBITDA measures the profitability of the Group's underlying rental operations excluding gains/losses on sale of properties and unrealised value changes of investment properties.
- 7) Adjusted EBITDA margin, % = $\frac{\text{Adjusted EBITDA}}{\text{Total revenue}} \times 100$

Adjusted EBITDA margin discloses adjusted EBITDA in relation to total revenue.
- 8) Funds From Operations (FFO) = Adjusted EBITDA - Adjusted net interest charges - Current tax expense +/- Current taxes from disposals

FFO measures cash flow before change in net working capital. The calculation of this APM takes into account financial expenses and current taxes but excludes items not directly connected to rental operations, such as unrealised value changes.

The formula used in the calculation was changed during the review period regarding current taxes from disposals. The comparison figures for 2020 have been adjusted to reflect the current calculation method.



- 9) FFO margin, % $= \frac{\text{FFO}}{\text{Total revenue}} \times 100$
- FFO margin discloses FFO in relation to total revenue.
- 10) FFO per share $= \frac{\text{FFO}}{\text{Weighted average number of shares outstanding during the financial period}}$
- FFO per share illustrates FFO for an individual share.
- 11) FFO excluding non-recurring costs $= \text{FFO} + \text{non-recurring costs}$
- FFO measures cash flow before change in net working capital. The calculation of this APM takes into account financial expenses and current taxes but excludes items not directly connected to rental operations, such as unrealised value changes and non-recurring costs.
- 12) Adjusted FFO (AFFO) $= \text{FFO} - \text{Modernisation investments}$
- AFFO measures cash flow before change in net working capital, adjusted for modernisation investments. The calculation of this APM takes into account modernisation investments, financial expenses and current taxes but excludes items not directly connected to rental operations, such as unrealised value changes.
- 13) Interest-bearing liabilities $= \text{Non-current loans and borrowings} + \text{Current loans and borrowings}$
- Interest-bearing liabilities measures the Group's total debt.
- 14) Return on equity, % (ROE) $= \frac{\text{Profit for the period (annualised)}}{\text{Total equity, average during the period}} \times 100$
- ROE measures the financial result in relation to equity. This APM illustrates Kojamo's ability to generate a return for the shareholders.
- 15) Return on investment, % (ROI) $= \frac{(\text{Profit before taxes} + \text{Interests and other financial expenses}) \text{ (annualised)}}{(\text{Total assets} - \text{Non-interest-bearing liabilities}), \text{ average during the period}} \times 100$
- ROI measures the financial result in relation to invested capital.
This APM illustrates Kojamo's ability to generate a return on the invested funds.
- 16) Equity ratio, % $= \frac{\text{Total equity}}{\text{Balance sheet total} - \text{Advances received}} \times 100$
- Equity to assets is an APM for balance sheet structure that discloses the ratio of equity to total capital.
This APM illustrates the Group's financing structure.
- 17) Loan to Value (LTV), % $= \frac{\text{Interest-bearing liabilities} - \text{Cash and cash equivalents}}{\text{Investment properties}} \times 100$
- Loan to value discloses the ratio of net debt to investment properties. This APM illustrates the Group's indebtedness.
- 18) Unencumbered asset ratio, % $= \frac{\text{Unencumbered assets}}{\text{Assets total}} \times 100$
- This APM illustrates the amount of unencumbered assets relative to total assets.



- 19) Coverage ratio = $\frac{\text{Adjusted EBITDA, rolling 12 months}}{\text{Adjusted net financial expenses, rolling 12 months}}$
- The ratio between EBITDA and net financial expenses. This APM illustrates the Group's ability to service its debts.
- 20) Solvency ratio = $\frac{\text{Interest-bearing debt* - Cash and cash equivalents}}{\text{Assets total}}$
- The solvency ratio illustrates the ratio of net debt to total assets.
*For this APM, interest-bearing debt includes interest-bearing liabilities, interest-bearing debt related to non-current assets held for sale and transaction prices due after more than 90 days.
- 21) Secured solvency ratio = $\frac{\text{Secured interest-bearing liabilities}}{\text{Assets total}}$
- This APM illustrates the ratio of secured loans to total assets
- 22) Dividend/earnings, % = $\frac{\text{Dividend per share}}{\text{Earning per share}} \times 100$
- Dividend/earnings measures the ratio of dividends to earnings. This APM illustrates how large a proportion of its earnings the Group distributes to its shareholders.
- 23) Price/Earnings ratio (P/E) = $\frac{\text{Closing price of the share}}{\text{Earnings per share}}$
- The P/E ratio illustrates the ratio between the share price and earnings per share. This APM illustrates the share's payback period based on the closing price and current earnings.
- 24) Effective dividend yield, % = $\frac{\text{Dividend per share}}{\text{Closing price of the share}} \times 100$
- Effective dividend yield illustrates the ratio between earnings per share and the share price.
- 25) Gross investments = Acquisition and development of investment properties + Modernisation investments + Capitalised borrowing costs
- This APM illustrates total investments including acquisitions, development investments, modernisation investments and capitalised interest.

Other performance measures

- 26) Financial occupancy rate, % = $\frac{\text{Rental income}}{\text{Potential rental income at full occupancy}} \times 100$



Reconciliation of key indicators

M€	10–12/2021	10–12/2020	2021	2020
Profit for the period	530.3	154.4	1,023.4	312.9
Depreciation, amortisation and impairment losses	0.3	0.2	1.2	1.3
Profit/loss on sales of investment properties	-	-	-0.3	0.7
Profit/loss on sales of other non-current assets	0.0	-	-0.3	-
Profit/loss on fair value of investment properties	-621.6	-151.7	-1,105.7	-225.8
Financial income	0.1	-0.1	-4.8	-1.8
Financial expenses	15.4	13.8	59.7	57.0
Share of result from associated companies	-0.1	-0.2	-0.1	-0.2
Current tax expense	3.5	3.4	18.8	16.9
Change in deferred taxes	129.1	35.4	236.7	61.5
Adjusted EBITDA	57.0	55.2	228.5	222.6
Financial income and expenses	-15.5	-13.7	-54.9	-55.3
Profit/loss on fair value measurement of financial assets	0.6	-0.1	-3.2	1.0
Adjusted net interest charges	-14.9	-13.8	-58.1	-54.2
Current tax expense	-3.5	-3.4	-18.8	-16.9
Current taxes from disposals	0.0	0.2	1.5	-0.1
FFO	38.6	38.2	153.1	151.4
FFO excluding non-recurring costs	38.6	38.2	153.1	151.4
Equity			4,263.3	3,309.5
Assets total			8,716.8	7,261.5
Advances received			-6.6	-6.6
Equity ratio, %			49.0	45.6
Unencumbered investment properties			7,084.2	5,327.0
Non-current assets, other than investment properties			94.2	97.6
Current assets			340.5	342.7
Unencumbered assets total			7,518.8	5,767.3
Total assets			8,716.8	7,261.5
Unencumbered asset ratio, %			86.3	79.4
Adjusted EBITDA, rolling 12 months			228.5	222.6
Adjusted net interest charges, rolling 12 months			-58.1	-54.2
Coverage ratio			3.9	4.1
Interest-bearing liabilities			3,334.5	3,053.3
Cash and cash equivalents			197.0	210.5
Total indebtedness - Cash and cash equivalents			3,137.5	2,842.8
Total assets			8,716.8	7,261.5
Solvency ratio			0.36	0.39
Secured loans			809.5	1,048.5
Total assets			8,716.8	7,261.5
Secured solvency ratio			0.09	0.14