



**Toivo Group Plc's
business review
1 January–30 September
2022**

Toivo Group Plc's business review

1 January–30 September 2022: Operating profit almost doubled to EUR 18.0 (9.9) million, growth of 81%.

Occupancy rate 98.7%. (Unaudited)

EUR thousand	1 January– 30 September 2022	1 January– 30 September 2021	Change %	1 January–31 December 2021
Revenue	13,283	11,120	19%	13,574
Operating profit	18,015	9,927	81%	15,818
Profit or loss for the financial year	13,400	7,767	73%	12,071
Earnings per share (EUR)	0.25	0.15	60%	0.24
Fair value of investment properties	160,681	83,433	93%	97,649
Economic occupancy rate	98.7%	98.6%	0%	98.9%
Total equity	70,962	51,169	39%	54,420
Total assets	183,317	101,182	81%	121,054

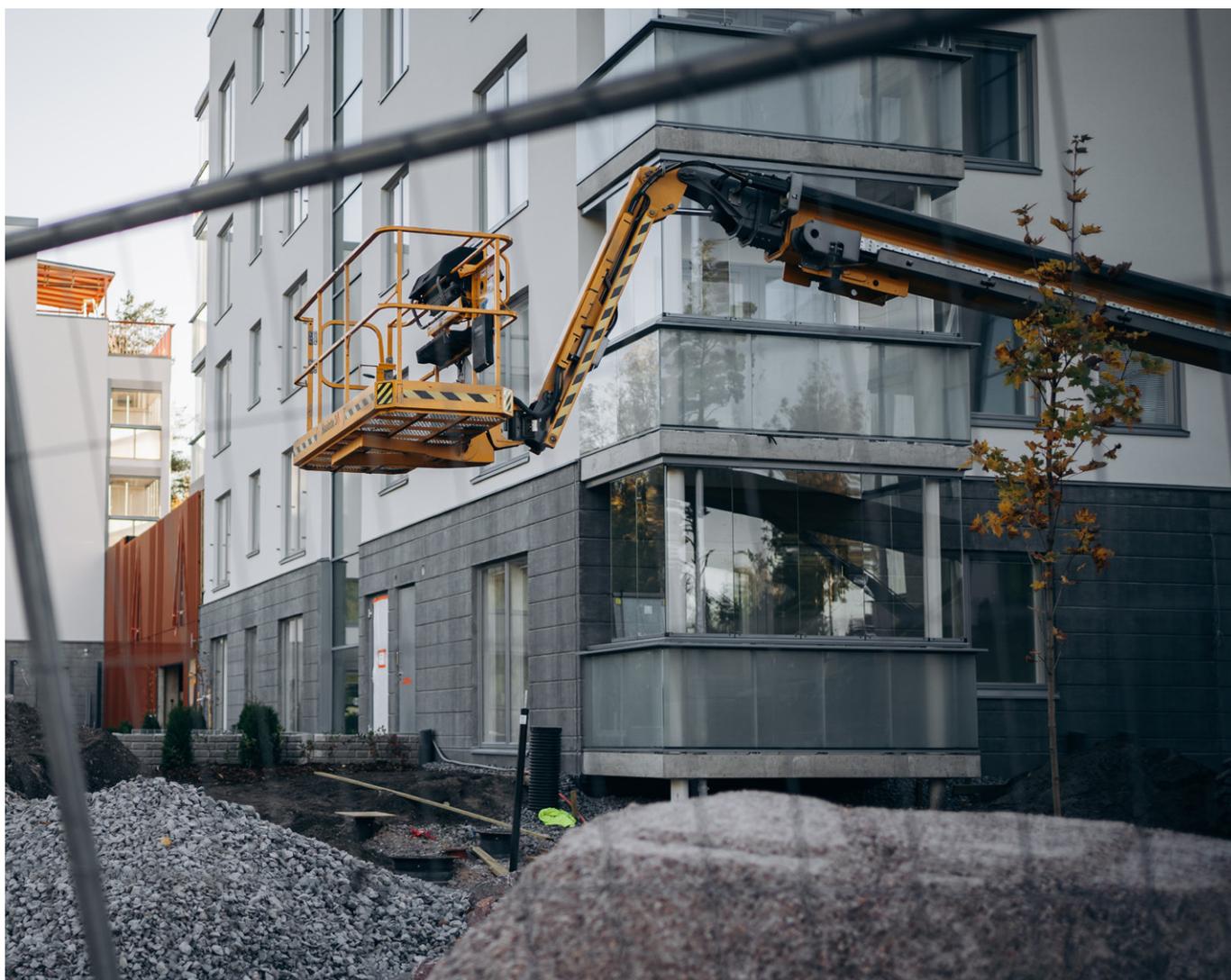
EUR thousand	1 July– 30 September 2022	1 July– 30 September 2021	Change %
Revenue	6,707	3,180	111%
Operating profit	4,697	3,941	19%
Profit or loss for the financial year	3,363	3,278	3%
Earnings per share (EUR)	0.06	0.06	10%
Fair value of investment properties	160,681	83,433	93%
Economic occupancy rate	98.7%	98.5%	0%
Total equity	70,962	51,169	39%
Total assets	183,317	101,182	81%

FINANCIAL PERIOD 1 JANUARY–30 SEPTEMBER 2022 KEY EVENTS

- Operating profit MEUR 18.0 (9.9).
- Contracts for building a total of 302 (650) apartments were made during the period under review.
- 417 (464) apartment start-ups during the period under review.
- 309 (112) apartments were completed during the period under review.

PROSPECTS FOR 2022 UNCHANGED

- The company expects the operating profit of the financial year of 1 January–31 December 2022 to be EUR 22–28 million. (Unchanged)
- The company expects the fair value of investment properties to be approximately EUR 175 (12/2021: 97.6) million at the end of 2022. (Unchanged)





CEO Markus Myllymäki

Building a house and building a great company share many similarities. When you build a good foundation and frame for your house, it will endure all kinds of weather conditions. Toivo's foundations have been laid on a sturdy and successful strategy that is now proving its strength.

Affordable rental housing in the Helsinki metropolitan area, Turku and Tampere never go out of fashion. Our 2022 occupancy rate of 98.7% is also a sign of that. There is a huge demand in the customer interface for the products produced by the company.

Housing investors and developers are now facing difficult changes in the market. Interest rate hikes as well as increases in construction costs and inflation are posing challenges for the market. The business model created by Toivo, in which a cash flow yield of over 6% is generated with new apartments, an occupancy rate of 98.7% and a conservative valuation, is more sustainable against market changes.

Over the years, we have also developed pillars that support the company's core business in addition to the traditional housing rental business. In 2023, one of these pillars is pre-sold projects, from which we are expecting an operating profit of approximately EUR 2-4 million in 2023.

In addition to this, we have improved and will improve our competitiveness in the following months with specific project selection, calculating construction costs in project start-ups, cost savings, additional sources of income and rent increases.

DEVELOPMENT: The challenging market conditions open up opportunities in development in particular, but we must be very cautious with new opportunities. During 2022, the company selects projects with particular care and analysis. During the period under review, the company agreed on the construction of 120 new apartments in an excellent location in Itäkeskus in Helsinki.

CONSTRUCTION: During the period under review, the company started up the construction of 417 apartments, but during the third quarter of the period under review, no new sites were started. The company is scheduled to start some new housing projects in late 2022. Great attention is paid to the price and location of projects to be initiated. For new project start-ups, the aim is to tender the construction costs to lower them significantly.

OWNERSHIP: With regard to lease activities and management, Asuntomestarit® have succeeded well. The economic occupancy rate for the period was 98.7%. Toivo's competitive, high-quality apartment product combined with the services of Asuntomestarit has proved its price-quality ratio in the challenging market.

Toivo's business is very capital-intensive, and an optimal financial structure is vital for the company. The company's equity ratio was 39.2% and the financial loan to value (LTV) rate of its properties was 55.5%, both providing Toivo with financial resources.

I would like to thank everyone at Toivo for their disciplined and determined work and for the good results in the challenging market. I would also like to thank the many customers that have chosen us.

NEW CONTRACTS 1 JULY–30 SEPTEMBER 2022 (DEVELOPMENT)

One new contract was signed during the third quarter of the period under review. In 2019, the company acquired a share in Puhos Shopping Centre located in Itäkeskus, Helsinki. During the period under review, Puhos received a planning reserve for a residential block. This enables the construction of approximately 120 apartments for the company after land use planning. The project's construction is estimated to begin in 2025. At the end of the period under review, the company held a project development portfolio of about 1,900 apartments and EUR 410 million.

City	District	Apartment product	Number of apartments (estimate)
Helsinki	Itäkeskus	Apartment building	120

NEW SITES 1 JULY–30 SEPTEMBER 2022 (CONSTRUCTION)

The company did not start any new sites during the third quarter of the period under review.

COMPLETED SITES 1 JULY–30 SEPTEMBER 2022 (OWNERSHIP)

Five new residential sites and a daycare centre property were completed during the third quarter of the period under review, featuring a total of 67 apartments. As Oy Espoon Rupatus is a 41-apartment terraced house project in Vesirattaanmäki, Espoo, of which the final 16 apartments were completed. As Oy Espoon Swan is a 16-apartment semi-detached house project in Perusmäki, Espoo, of which the final 8 apartments were completed. As Oy Vantaan Syreeni is a 23-apartment terraced house project in Koivuhaka, Vantaa, of which the final 7 apartments were completed. As Oy Turun Heinäketo is an 18-apartment semi-detached house project in Hirvensalo, Turku. As Oy Espoon Utu is a 9-apartment regional construction project in Leppävaara, Espoo.

Site	District	Apartment product	Apartment qty	Completion	Energy efficiency class A
As Oy Espoon Rupatus	Vesirattaanmäki	Terraced house	16	9/2022	
As Oy Espoon Swan	Perusmäki	Semi-detached home	8	8/2022	
As Oy Vantaan Syreeni	Koivuhaka	Terraced house	7	8/2022	
As Oy Turun Heinäketo	Hirvensalo	Terraced house	18	8/2022	
As Oy Espoon Utu	Leppävaara	Regional construction	9	9/2022	
Koy Espoon Loiste	Leppävaara	Daycare centre	250 m ²	8/2022	

OTHER ACTIVITIES 1 JULY–30 SEPTEMBER 2022

Two new companies were established and three companies left the Group during the period under review.

On 12 August 2022, the company announced that it had strengthened its position in the Leppävaara neighbourhood of Espoo and received a legally valid building permit for a significant apartment building project in Leppävaara, Espoo.

On 31 August 2022, the company announced the decisions taken in the Extraordinary General Meeting. The number of members of the Board of Directors was confirmed to be five. Jonna Toikko was elected as a new member. In addition, the General Meeting amended the Articles of Association so that it enables organising the Annual General Meeting as a remote meeting.

The company's personnel grew by one person.



PREPARING FOR THE CHANGES IN THE OPERATING ENVIRONMENT

In 2022, the most significant changes to the operating environment of housing investment, construction and investing have been the rising inflation, increased interest costs, increased construction costs and the fluctuating Swedish housing market.

In early 2022, the company started to prepare for these changes in the operating environment and continues to prepare with the following actions.

Specific project selection: The company will only build affordable housing in the Helsinki metropolitan region, Tampere and Turku.

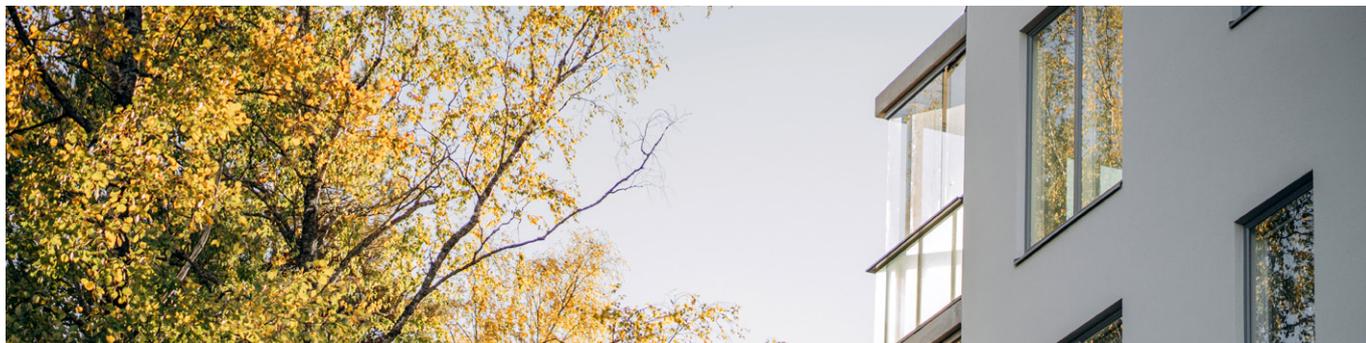
Pre-sold projects: In 2022, the company has closed pre-sold projects and they are expected to generate an operating profit of approximately EUR 2–4 million for the financial year 2023.

Construction costs: The company aims to make the most out of the cost benefits of decreasing volumes.

Cost savings: The company has sought and will seek cost savings during the 2022 and 2023.

New sources of income: The company will seek new additional cashflow with new concepts and services offered to customers.

Rent increases: The company will transfer the increases in the cost-of-living index to rents to the extent that is possible based on building-specific reviews. Increase of the rents will impact positively to the balance sheet values of the properties.



PROPERTY VALUATION

One of the cornerstones of Toivo's strategy is moderate property valuation. The company has aimed at developing its competitiveness and operations based on moderate property valuations. The company values its properties at their fair value using the yield requirement method. Another valuation method often used in the industry is the fair market value method. When defining the valuation with the fair market value method, the valuation of the apartments in the assets is based on the selling the apartments individually to a free housing market.

When reviewing the valuation of Toivo's apartments in the assets in relation to completed housing projects and housing projects under construction in which the apartments are sold separately in Helsinki, Espoo, Vantaa, Turku and Järvenpää, Toivo's apartments are usually valued more moderately. The review covers approximately 75% of Toivo's completed housing projects and housing projects under construction.

City	Toivo's number of apartments ¹⁾	Toivo's average size	Toivo's value in assets € per apartment	New apartments' € per apartment ^{2) 3) 4) 5)}
Helsinki	94	42.1	216,000	281,133
Espoo	417	36.7	191,000	213,993
Vantaa	110	34.7	172,000	183,025
Turku	103	36.2	149,727	183,209
Järvenpää	149	34.4	155,000	150,316

1) The apartments included in the total number include completed apartments and apartments expected to be under construction at the end of 2022.

2) The price per apartment of new apartments has been calculated by city from data provided by STH-Group. Coverage over 90% of the market.

3) From the data, the apartments selected by city include those with an average area of below 50 m² per apartment.

4) The average price per square metre of the apartments included in the data has been multiplied by Toivo's average size in the city in question.

5) The data included the following number of corresponding projects by city: Helsinki 35, Espoo 42, Vantaa 25, Turku 32, Järvenpää 3.

Source: STH-Group market overview autumn and spring 2022.

OPERATING ENVIRONMENT

Strong urbanisation will continue in Finland.

Megatrends identified by the company in 2018:

1. Urbanisation

Prediction: 245,000 people will move to the sub-regions of Helsinki, Turku and Tampere by 2040. ¹⁾

2. Small apartments will continue to become more popular

77% of all households consist of 1 or 2 people. ²⁾

3. Affordability

59% of the Finnish population have low income or lower middle income (gross earnings less than EUR 2,300/month). ³⁾

4. Increased value

Increases in rental rates and values of apartments focused in the sub-regions of Helsinki, Turku and Tampere. ⁴⁾



The company does not see significant changes in its operating environment that require changing the strategic cornerstones of its business model. By implementing the selected strategy, the company has accumulated the following apartment portfolio:

1. New apartments

The average age of the portfolio is about 1 year.

2. Small and efficient apartments

The average size of the apartments in the portfolio is about 41 m².

3. Sub-regions of Helsinki, Turku and Tampere

94% of the apartments in portfolio are located in the sub-regions of Helsinki, Turku and Tampere.

4. Affordable

The average monthly rent of the apartments in the portfolio is approximately EUR 825.

1) Statistics Finland, Population projection 2019. 2) Statistics Finland, Household-dwelling units by size and type. 3) Finnish Business and Policy Forum EVA, Me olemme keskiluokka, May 2018. 4) Statistics Finland, price index, rent index and average rent per square metre of old apartments.

FINANCIAL OPERATING ENVIRONMENT

Finland's GDP is expected to increase by 1.7% in 2022, even though the growth will clearly slow towards the end of the year. Consumer price inflation has already accelerated to almost 8%, and inflation expected to increase to an average of 6.5% this year, measured by national consumer price. Even though the rapid increase in consumer prices is largely due to the increase in energy prices, in the consumer price index, the number of increasing prices exceed the number of decreasing prices by tenfold. Consumer price inflation is very wide-ranging, and prices in all commodity prices are increasing rapidly. The GDP growth is expected to slow down to approximately 1.4% in 2023–2026. (Source: Ministry of Finance, Economic Survey, autumn 2022)

The development of apartments in the construction sector has been exceptionally high in 2018–2020, with the construction of up to 44,600 new apartments beginning every year. The number of new project start-ups and construction permits has plummeted in 2022. (Source: The Confederation of Finnish Construction Industries RT sectoral report October 2022)

Interest rates have begun to rise in 2022. The ECB increased all three of its key interest rates by 0.75 percentage points in its meeting in October. The 12-month Euribor rate is now positive after remaining negative for several years and is now at approximately 2.7%. With regard to interest rates in 2023, the focus is on the European Central Bank's key interest rate and how it controls potential inflation. (Source: Ministry of Finance, Economic Survey, autumn 2022, Bank of Finland statistics 28 October 2022)





REVIEW OF FINANCES

Development of finances 1 January–30 September 2022

The Group's revenue was EUR 13.3 (11.1) million and it increased by 19% compared to the reference period (1 January–30 September 2021). Changes in the fair values and the profit and loss on the disposal of investment properties were EUR 15.3 (8.0) million. Changes in the fair values of investment properties were better than in the reference period due to the fact that the company's business has grown strongly in the past 12 months. The development margin of properties has remained at a good level and in line with the company's goals.

At the end of the period under review, the company had 440 apartments, 52 leased plots/real estate units and 3 commercial properties generating rental cash flow.

The maintenance costs of properties were EUR -0.75 (-0.40) million. The maintenance costs of properties were 88% higher than in the reference period, mainly due to the increase in the number of apartments.

Staff expenses were EUR -0.74 (-0.73) million, growing by 1%.

Operating profit was EUR 18.0 (9.9) million, growing by 81%. The increase in operating profit was largely due to the growth of business.

Net financial income and expenses were EUR -0.88 (-0.46) million. The financial year's current income tax was EUR -0.46 (-0.46) million and, largely due to the changes in the fair values of properties, the deferred tax was EUR -3.28 (-1.24) million.

The net profit of the period under review was EUR 13.4 (7.8) million, growing by 72% compared to the reference period. Earnings per share was EUR 0.25 (0.15).

INVESTMENTS

The consolidated balance sheet total at the end of the period was EUR 183.3 (101.2) million, growing by 81% compared to the reference period. During the period, investments worth a total of EUR 44.1 (26.3) million in acquisition value were made in properties.

FINANCING

At the end of the period, the company's debts with interest were EUR 85.4 (33.5) million.

The company's financing position was good throughout the period under review. The company's sources of finance consisted of cash, drawn investment loans, investment loans to be drawn according to loan agreements and commercial paper to be issued according to the business programme. Commercial paper (EUR 50 million) remained unused throughout the period.

PROPERTY SITES AND CONTRACTS

By 30 September 2022, the company had 440 apartments, 52 leased plots/real estate units and 3 commercial properties. An additional 17 properties with a total of 631 apartments were also being built. Six sites were completed in full or part during the period under review: As Oy Espoon Rupatus 16 apartments, As Oy Espoon Swan 8 apartments, As Oy Vantaan Syreeni 7 apartments, As Oy Espoon Utu 9 apartments, As Oy Turun Heinäketo 18 apartments and Koy Espoon Loiste.

With the exception of four sites, all completed residential sites are located in the Helsinki metropolitan area. The sites under construction are located in the Helsinki metropolitan area, Turku or Tampere. The sites specified in the contracts are located in the Helsinki metropolitan area (1,205 apartments) and Turku (41 apartments).

PERSONNEL AND MANAGEMENT

The average number of Toivo's personnel between 1 January and 30 September 2022 was 36 people. At the end of the period under review, Toivo employed 41 people.

The management group of Toivo consists of CEO Markus Myllymäki, CFO Samuli Niemelä, Director of Finance and Risk Management Aleksu Kallio, Director of Real Estate Development Tuomas Hemmilä, Construction Director Heikki Myllymäki and Director of Building Urho Myllymäki.

FINANCIAL TARGETS 2021–2026

- The fair value of investment properties will be EUR 500 million by the end of 2026.
- Toivo's non-current net assets per share (Net asset value, NAV/share) will increase significantly every year.
- The loan to value (LTV) rate will be under 60%.

Toivo will not pay dividends or only minimal dividends in the coming years as the potential profit from business will be invested in securing the continued growth of Toivo.

ASSESSMENT OF OPERATIONAL RISKS AND UNCERTAINTIES

Operational risks

Operational risks include the dependency on the expertise of key personnel. It is important that the key personnel will remain at the company. Success is largely based on the skills of the company's management and employees. Recruiting skilled employees to the company poses a potential challenge. The company conducts employee satisfaction surveys regularly a few times a year.

Financial risks

Financial risks include, for example, risks related to interest rates and the availability and adequacy of financing. During the period under review, the company managed to secure the financing it required for the sites under construction. The Group's solvency was good during the period of 1 January–30 September 2022. The cash flow is enough to cover the Group's running costs and debt management costs (repayments + interest). The company's rental income involves a risk that its customers may be unable to carry out their duties. The company's lease agreements (regarding apartments) typically include a security deposit equal to the rent of 1 month, which reduces the risk of the company facing loss of income. The agreements for leased plots include a priority mortgage equal to the rent of 2–3 years. This also considerably reduces the risk of loss of income.

Damage risks

The company estimates that it has secured adequate insurance coverage required in the industry. All properties are insured with full value insurance, which includes a coverage for interruption in lease income. The company has valid indemnity insurance.

Financial risks related to operations

The company estimates that the risks and uncertainties of the current financial year are largely related to the development of Finnish economy. The development of the economy is reflected in the housing and financing markets. These factors may affect Toivo's result and cash flow.

For example, the development of Finnish economy, higher interest rates or new demands on returns from property investors may cause fluctuation in the prices of apartments, which may in turn affect the fair value of the Group's property portfolio.

The supply of rental apartments may grow locally in Toivo's key operating areas and this fluctuation in supply and demand may affect the turnover rate of Toivo's tenants or economic occupancy rate and, consequently, the company's lease income. The project development portfolio involves risks related to financing, zoning and building permits, for example.

Geopolitical risks and war in Ukraine

The company estimates that the strong geopolitical risks that emerged during 2022 will be reflected in the residential and financial markets. These factors may affect Toivo's result and cash flow.

The geopolitical situation can have impacts on inflation, interest rate hikes, availability and price of materials, availability of labour or changes in the yield requirements of apartments. This may cause fluctuation in the prices of apartments, which may in turn affect the fair value of the Group's property portfolio.

SHARES AND SHAREHOLDERS

A total of 54,986,226 Toivo Group Plc shares were entered in the trade register on 30 September 2022.

On 30 September 2022, Toivo had a total of 2,183 shareholders.

FINANCIAL ANNOUNCEMENTS

Toivo Group Plc aims to publish its financial report for 2022 on 16 February 2023.

MEDIA AND ANALYST CONFERENCE

A public media and analyst conference in Finnish will be held on 9 November 2022 at 10:00 as a webcast broadcast. You can join the webcast with the following link:

<https://toivo.videosync.fi/2022-q3-tulos>

The review will be presented by CEO Markus Myllymäki and CFO Samuli Niemelä.

The presentation materials will be published later at: sijoittajille.toivo.fi ja investors.toivo.fi

Helsinki, 9 November 2022

Toivo Group Plc

Board of Directors



GROUP INCOME STATEMENT

EUR thousand	1 January– 30 September 2022	1 January– 30 September 2021	1 January– 31 December 2021
Revenue	13,283	11,120	13,574
Changes in the fair values and the profit and loss on the disposal of investment properties	15,269	7,953	13,252
Other operating income	-	30	4
Raw materials and services	-8,465	-7,099	-8,475
Staff expenses	-741	-730	-1,060
Depreciation, amortisation and reduction in value	-30	-110	-68
Other operating expenses	-1,300	-1,239	-1,409
Operating profit (loss)	18,015	9,927	15,818
Financial income	42	21	18
Financial expenses	-919	-476	-703
Net financial expenses	-877	-455	-685
Profit (loss) before taxes	17,139	9,472	15,133
Current tax based on financial year's taxable income	-463	-462	-756
Deferred taxes, change	-3,276	-1,242	-2,306
Income taxes, total	-3,739	-1,705	-3,062
Financial year profit (loss)	13,400	7,767	12,071
Distribution of the profit (loss) of the financial year			
Parent company owners	13,353	7,543	11,918
Non-controlling interests	47	-112	153
THE GROUP'S STATEMENT OF COMPREHENSIVE INCOME			
Financial year profit (loss)	13,400	7,767	12,071
Other comprehensive income			
Items that may be subsequently reclassified to profit or loss			
Currency translation differences	-22	-0	-1
Other comprehensive income for the year	-22	-0	-1
Total comprehensive income for the financial year	13,378	7,767	12,070
Distribution of total comprehensive income for the financial year			
Parent company owners	13,332	7,543	11,917
Non-controlling interests	47	-112	153

CONSOLIDATED BALANCE SHEET

EUR thousand	30 September 2022	30 September 2021	31 December 2021
ASSETS			
Non-current assets			
Investment properties	160,681	83,433	97,649
Right-of-use assets	24	27	16
Tangible assets	58	67	61
Intangible assets	167	10	45
Investments combined using the equity method	2		
Deferred tax assets	248	278	57
Non-current assets, total	161,179	83,815	97,828
Current assets			
Inventories	9,526	1,129	4,808
Rent, trade and other receivables	7,500	7,885	3,143
Cash and cash equivalents	5,112	8,353	15,275
Current assets total	22,138	17,367	23,226
Investment properties available for sale		-	
Assets, total	183,317	101,182	121,054
EQUITY			
Share capital	1,000	1,000	1,000
Subordinated loans	16,943	16,921	16,921
Share premium account	18,061	14,756	14,529
Currency translation differences	-24	-0	-2
Retained earnings	34,819	18,287	21,726
Equity belonging to the owners of the parent company	70,799	50,964	54,175
Non-controlling interests	163	204	245
Total equity	70,962	51,169	54,420
LIABILITIES			
Non-current liabilities			
Financial institution loans	83,167	28,207	46,125
Lease liabilities	8,321	4,142	4,105
Loans granted to associates	-	3,000	-
Other financial liabilities and other non-current liabilities	1,311	1,478	1,263
Deferred tax liabilities	7,451	3,247	3,972
Non-current liabilities total	100,249	40,073	55,466
Current liabilities			
Financial institution loans	921	494	971
Lease liabilities	605	13	26
Loans granted to associates	-	369	3,000
Provisions	-		123
Trade and other payables	10,580	9,064	7,049
Current liabilities total	12,105	9,940	11,169
Liabilities, total	112,355	50,013	66,634
Liabilities associated with investment properties available for sale	-	-	
Total equity and liabilities	183,317	101,182	121,054

KEY FIGURES

Group, EUR thousand	1-9/2022	1-9/2021	Change
Revenue	13,283	11,120	2,163
Lease income	2,604	1,852	752
Net lease income	1,851	1,453	398
Operating profit	18,015	9,927	8,089
Cash flow before changes in working capital (Funds from Operations, FFO)	1,511	1,850	-339
Fair value of investment properties	160,681	83,433	77,248
Investments in investment properties	44,060	26,342	17,718
Sales of investment properties	3,478	10,000	-6,522
Net debt with interest	89,212	29,350	59,862
Non-current net assets (Net asset value, NAV)	61,059	37,012	24,047
Loan to value (LTV), %	55.5%	35.2%	20.3%
Equity ratio	39.2%	52.0%	-12.8%
Non-current net assets per share, EUR	1.11	0.70	0.41
Increase in non-current net assets per share, %	59.3	191.2	
Earnings per share (EPS), EUR ¹⁾	0.25	0.15	0.09
Occupancy rate, %	98.7%	98.6%	0.1%
Total leasable apartment area, square metres	17,937	6,642	11,295
Other leasable area, square metres	16,189	21,135	-4,946

1) The reverse stock split decided on by the company's Annual General Meeting on 22 April 2021 is taken into account in the number of shares.

KEY FIGURE CALCULATION FORMULAE

Key figure	Definition
Net lease income	= Lease income - Maintenance costs
Cash flow before changes in working capital (Funds from Operations, FFO)	= Cash flows before changes to net working capital and financial items - Interest paid - Income tax expense
Fair value of investment properties	= Investment properties + Investment properties available for sale
Gross investments in investment properties	= Acquisition cost-based gross investments
Sales of investment properties	= Investment properties sold at fair value
Net debt with interest	= Financial institution loans + Lease liabilities + Loans to related parties + Loans related to investment properties available for sale + Other financial liabilities and other non-current liabilities - Cash and cash equivalents
Non-current net assets (Net asset value, NAV)	= Equity attributable to the owners of the parent company - Subordinated loans + Deferred tax liabilities - Deferred tax assets
Loan to value (LTV) rate	= $\frac{\text{Net debt with interest}}{\text{Fair value of investment properties}}$
Equity ratio	= $\frac{\text{Total equity}}{(\text{Assets total} - \text{Deferred revenue})}$
Non-current net assets per share (Net asset value, NAV)	= $\frac{\text{Non-current net assets (Net asset value, NAV)}}{\text{Number of shares at end of year}}$
Increase in non-current net assets per share	= $\frac{(\text{Non-current net assets per share} - \text{Non-current net assets per share of the previous year})}{\text{Non-current net assets per share of the previous year}}$
Earnings per share (EPS)	= $\frac{\text{Profit (loss) of the financial year attributable to owners of the parent company}}{\text{The weighted average of the number of issued ordinary shares (during the financial year), with the exception of any shares potentially held by Toivo}}$
Occupancy rate	= $\frac{\text{Net lease income from properties}}{\text{Potential lease income with full occupancy rate} \times 100, (\text{including apartments older than two months})}$

TOIVO GROUP PLC IN BRIEF

Toivo is a Finnish real estate company that was founded in 2015. Its business consists of developing apartment lots, constructing housing and ownership of apartments. The Company's business model is unique as Toivo's business combines the value chain of real estate business from development and construction to ownership, management and rental of a completed property. Toivo manages the entire life cycle of residential real estate with its own team, from raw land development to renting apartments. This way Toivo is able to generate additional value to its customers, shareholders and stakeholders.

Toivo's strategy is to develop apartments in accordance with the Toivo concept. The apartments aim for a strong development margin and a stable and attractive return, and this way enable long-term ownership and the generation of higher additional value to Toivo's customers. Toivo has a knowledgeable and experienced team of experts with strong merits in the real estate business. The members of Toivo's team have been involved in the development and construction of over 17,000 apartments, and they have an average of ten years of experience.

Toivo's revenue in 2021 was EUR 13.6 million and its operating profit was EUR 15.8 million.

FURTHER INFORMATION

Toivo Group Plc
Markus Myllymäki
CEO
tel. +358 (0)40 847 6206
markus.myllymaki@toivo.fi

Certified Adviser
Danske Bank A/S, Finland branch
Pekka Hiltunen
tel. +358 (0)50 575 4422



investors.toivo.fi