



SCANDIC HOTELS

Q2 2021

Scandic

RECOVERY GAINING MOMENTUM

IMPROVED DEMAND IN ALL MARKETS

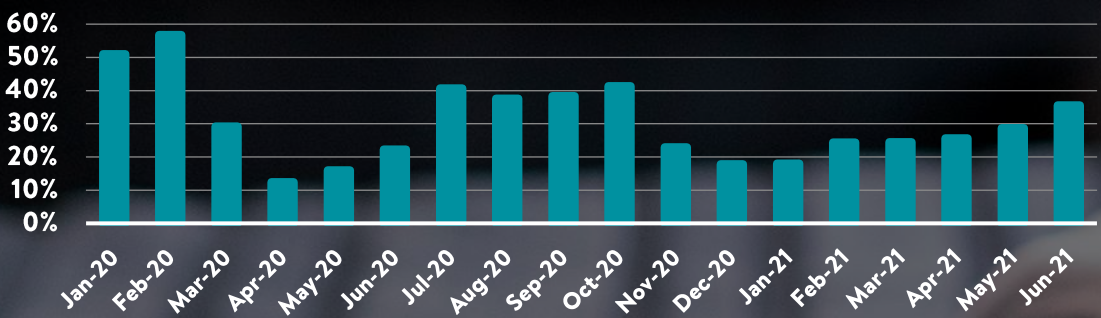
OCCUPANCY 36 PERCENT IN JUNE

REDUCED CASH OUTFLOW IN Q2

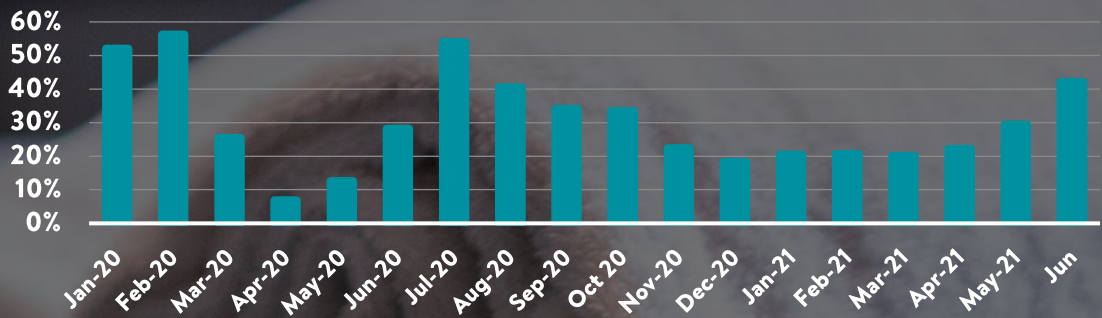
**OCCUPANCY EXPECTED TO BE AROUND 55 PERCENT IN
JULY**

CLEAR MARKET IMPROVEMENT IN JUNE

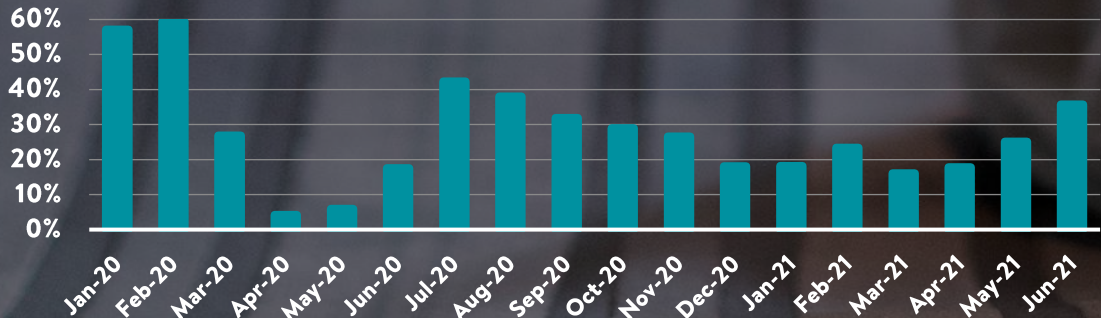
SWEDEN (TOTAL MARKET OCCUPANCY)



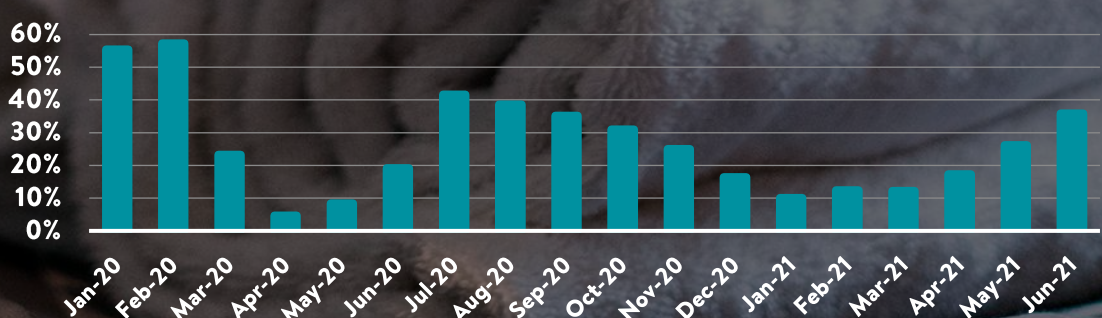
NORWAY (TOTAL MARKET OCCUPANCY)



FINLAND (TOTAL MARKET OCCUPANCY)



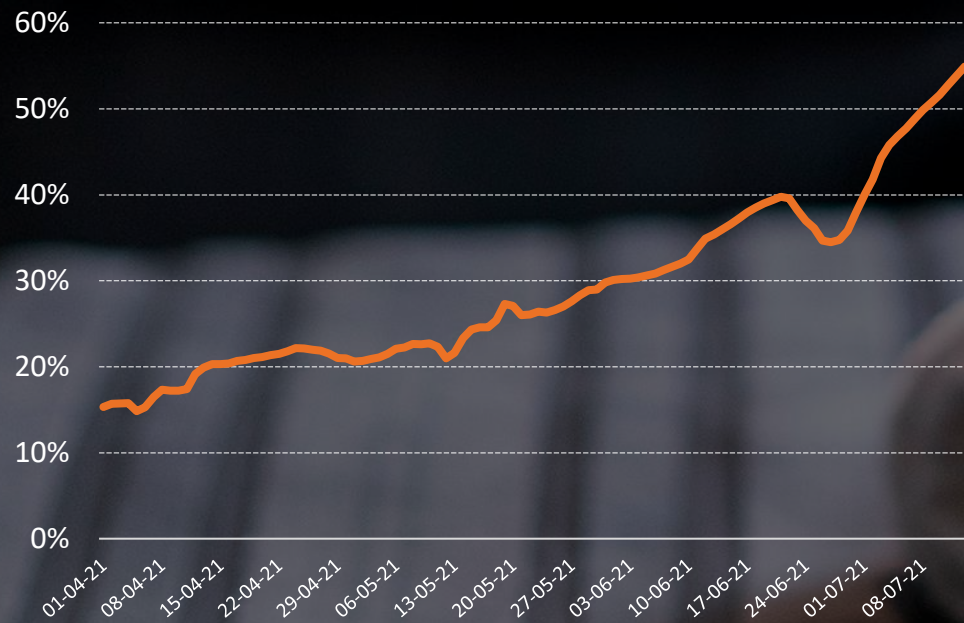
DENMARK (TOTAL MARKET OCCUPANCY)



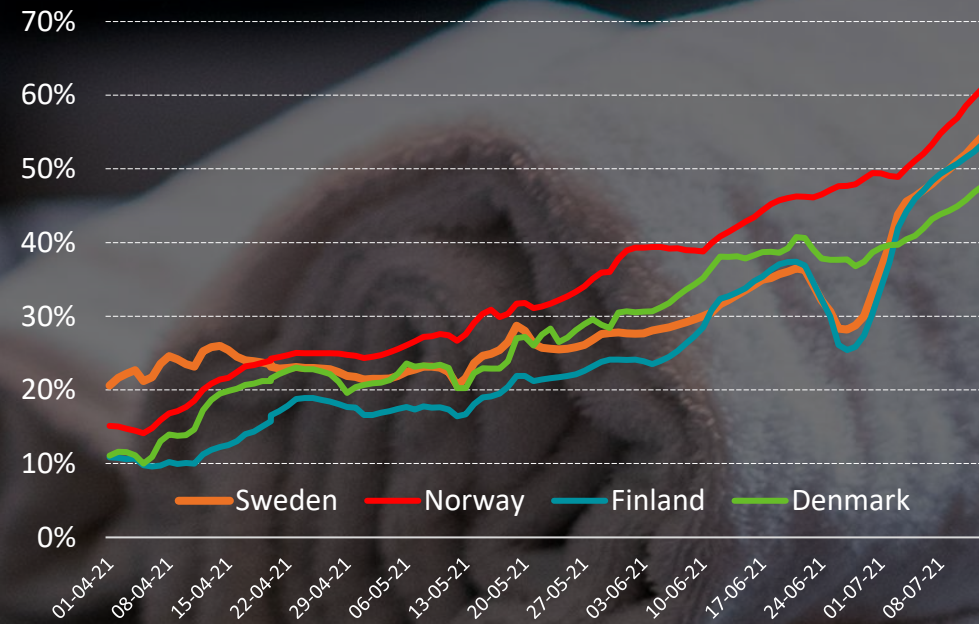
Source: Benchmarking Alliance

CONTINUED POSITIVE DEVELOPMENT IN RECENT WEEKS

SCANDIC – OCCUPANCY, 7-DAY ROLLING

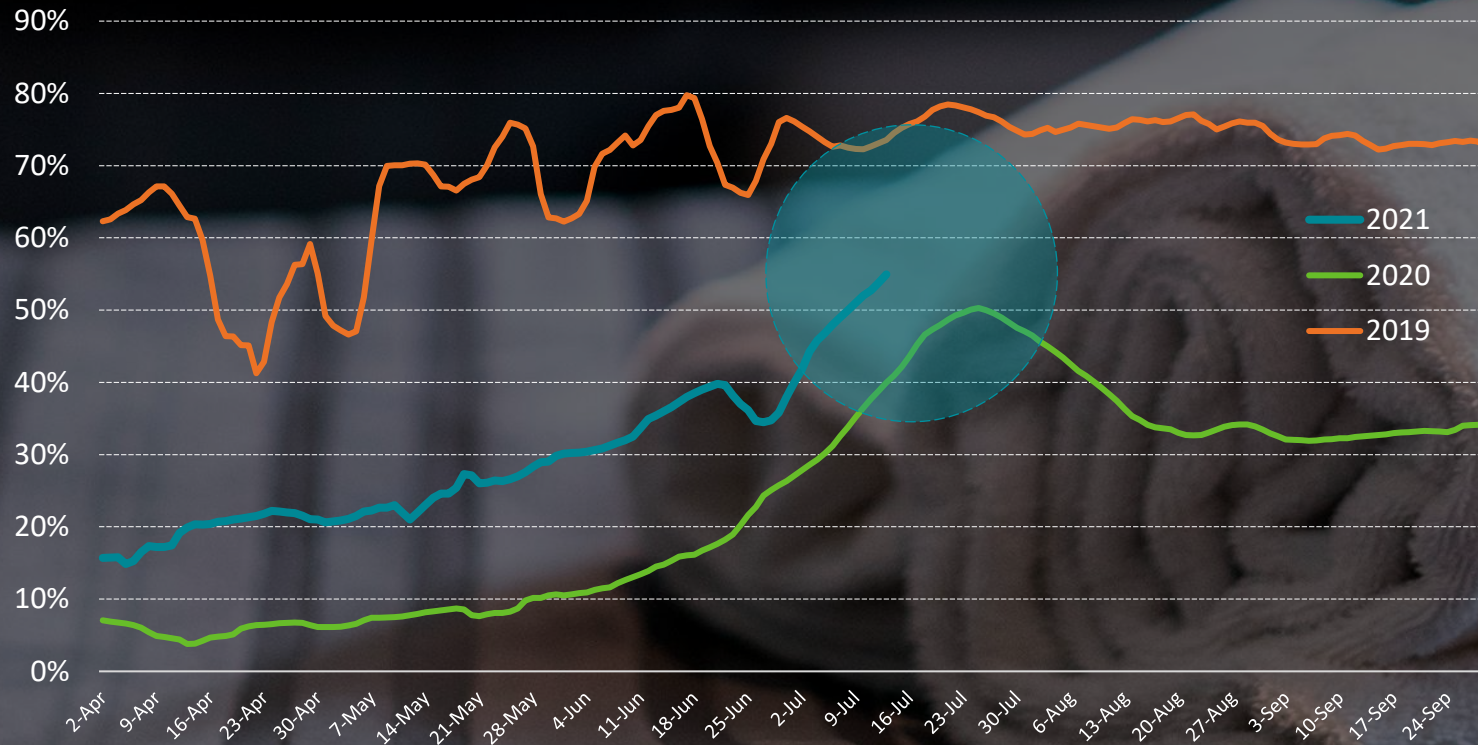


SCANDIC – OCCUPANCY, 7-DAY ROLLING PER MARKET



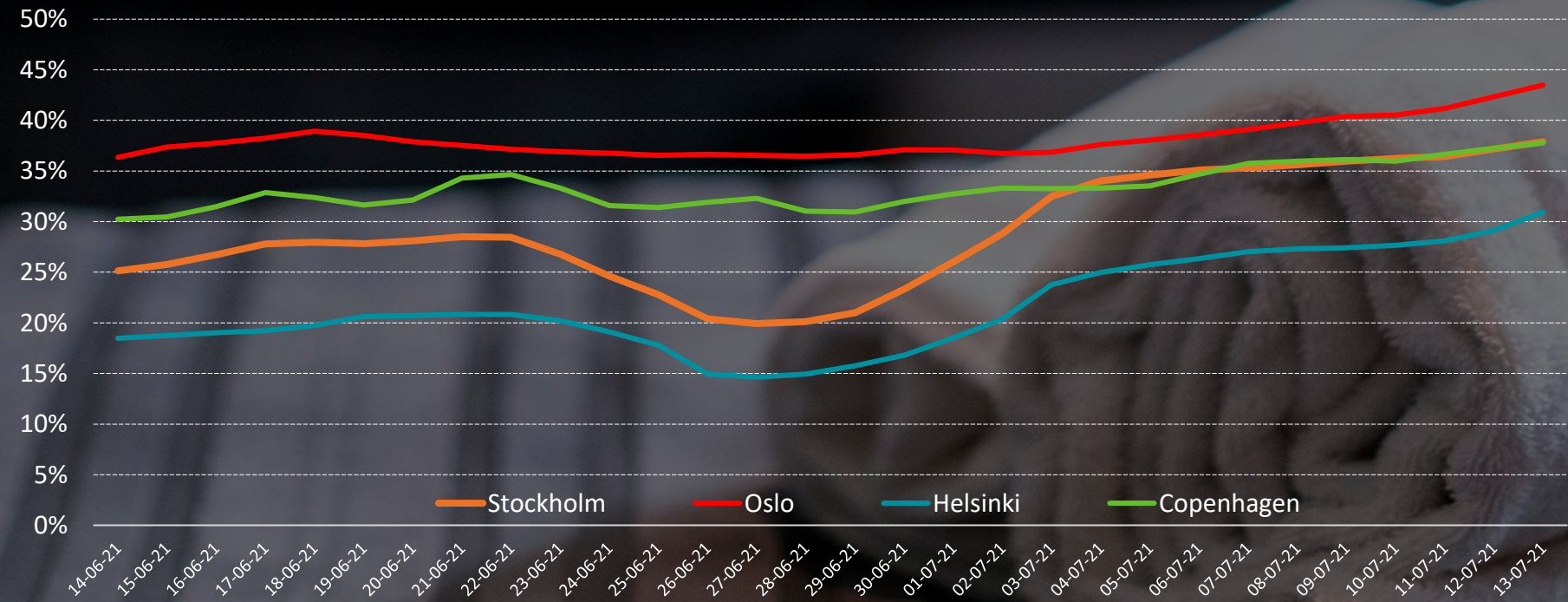
OCCUPANCY IN JULY EXPECTED TO BE AROUND 55 PERCENT

SCANDIC – OCCUPANCY, 7-DAY ROLLING



CAPITAL CITIES IMPROVING FROM LOW LEVELS

SCANDIC – OCCUPANCY, 7-DAY ROLLING IN THE PAST MONTH



HIGH-QUALITY PIPELINE

Year	Hotel	Destination		No. of Rooms	
Q4 2021	Scandic Nørreport	Copenhagen, Denmark	New	100	
Q4 2021	Scandic Hamburger Börs	Turku, Finland	Takeover	272	
Q1 2022	Scandic Holmenkollen Park	Holmenkollen, Norway	Reopening	343	Reopening after renovation and extension
Q1 2022	Scandic Macherei	Munich, Germany	New	234	
Q1 2022	Scandic Spectrum	Copenhagen, Denmark	New	632	
Q2 2022	Scandic Örebro Central	Örebro, Sweden	New	160	
Q2 2022	Scandic Helsingborg Harbour	Helsingborg, Sweden	New	184	
Q2 2022	Scandic Platinan	Gothenburg, Sweden	New	451	
Q2 2022	Scandic Ferrum	Kiruna, Sweden	New	230	
Q3 2022	Scandic Avenue	Helsinki, Finland	New	350	
Q1 2023	Scandic Hafenpark	Frankfurt, Germany	New	505	
Q1 2025	Scandic Aarhus Harbour	Aarhus, Denmark	New	485	Likely to be reconfigured
				3,946	
	Ongoing extensions			45	
	Exits			-353	
	Total net pipeline			3,638	

FINANCIAL UPDATE

Scandic

REDUCED EBITDA LOSSES

April-July	Net sales		Adjusted EBITDA		Adjusted EBITDA %	
	2021	2020	2021	2020	2021	2020
MSEK						
Sweden	460	246	-255	-344	-55.3%	-139.8%
Norway	644	215	27	-94	4.2%	-43.7%
Finland	313	107	-168	-309	-53.7%	-288.2%
Other Europe	223	97	88	-296	39.5%	-305.2%
Central costs & Group adj.	-	-	-57	-95	-	-
Group	1 640	665	-364	-1,138	-22.2%	-171.1%

- **POSITIVE ADJUSTED EBITDA IN NORWAY & OTHER EUROPE**
- **STATE AID IN Q2: 42 MSEK IN NORWAY & 161 MSEK IN OTHER EUROPE**
- **RENT DISCOUNTS IN Q2 = 105 MSEK**

LIMITED CASH OUTFLOW IN Q2

	Q2
Adjusted EBITDA	-364
Change in working capital	424
Paid tax	0
Interest, pre-opening costs & other items	-140
Cash flow from operations	-80
Investments in existing operations	-36
Free cash flow before expansion capex	-116
Expansion capex	-97
Free cash flow	-214
Net debt	4,410
Available liquidity on June 30	2,130

**CASH FLOW SUPPORTED BY
POSITIVE WORKING CAPITAL
DEVELOPMENT**

NET FINANCIAL ITEMS, REPORTED VS CASH FLOW

	Q2
Total financial net, reported	-438
of which interest expenses, IFRS 16	-305
Financial net excl. IFRS 16	-134
Adjustments to paid financial items	
Interest expenses, convertible bond (non-cash)	31
Timing difference, interest on bank loans	-37
Other	-31
Total adjustments	-37
Paid financial items, net	-171

- **REPORTED FINANCIAL NET WAS -438 MSEK (IFRS 16) & -134 MSEK EXCL. IFRS 16**
- **NON-CASH CONVERTIBLE INTEREST = -31 MSEK**
- **PAID FINANCIAL ITEMS = -171 MSEK**

SENSITIVITY ANALYSIS DURING RECOVERY PHASE

**ESTIMATED IMPACT ON MONTHLY ADJUSTED EBITDA &
CASH FLOW FROM 1PP CHANGE IN OCCUPANCY**

~10-15 MSEK

ESTIMATED ADJUSTED EBITDA BREAK-EVEN

~40% OCC

ESTIMATED CASH FLOW BREAK-EVEN

~50% OCC

IFRS ACCOUNTING EFFECTS

LEASEHOLD ACCOUNTING

Due to temporary rent discounts and extended maturity of lease portfolio, the negative IFRS impact on net result is expected to increase to -550 MSEK for 2021

With the current portfolio, the negative impact will diminish over time and become positive from 2027

CONVERTIBLE BOND

**Interest cost in P&L ~11%, no coupon
Debt/equity split in balance sheet: 78% / 22%
Full dilution in EPS calculation when EPS becomes positive**

CONCLUDING REMARKS

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WELL POSITIONED TO BENEFIT FROM MARKET RECOVERY

GUEST OFFERING

- **BROAD MID-MARKET OFFERING**
- **HIGH FOCUS ON DOMESTIC GUESTS**
- **ENHANCED OFFERING TO CAPTURE GROWING LEISURE DEMAND**

LOW COST BASE

- **ENTERING RECOVERY WITH LOW COST BASE**
- **SUSTAINABLE COST REDUCTIONS, ESPECIALLY WITHIN GROUP FUNCTIONS & COUNTRY SUPPORT OFFICES**

THANK YOU!

Scandic