



# Self Storage Group ASA

*First quarter 2019*

8 May 2019



# SELF STORAGE GROUP AT A GLANCE

102

Facilities

20 000

Storage rooms

117 500 m<sup>2</sup>

Current lettable area

131 000 m<sup>2</sup>

Total lettable area

76 600 m<sup>2</sup>

Gross owned area

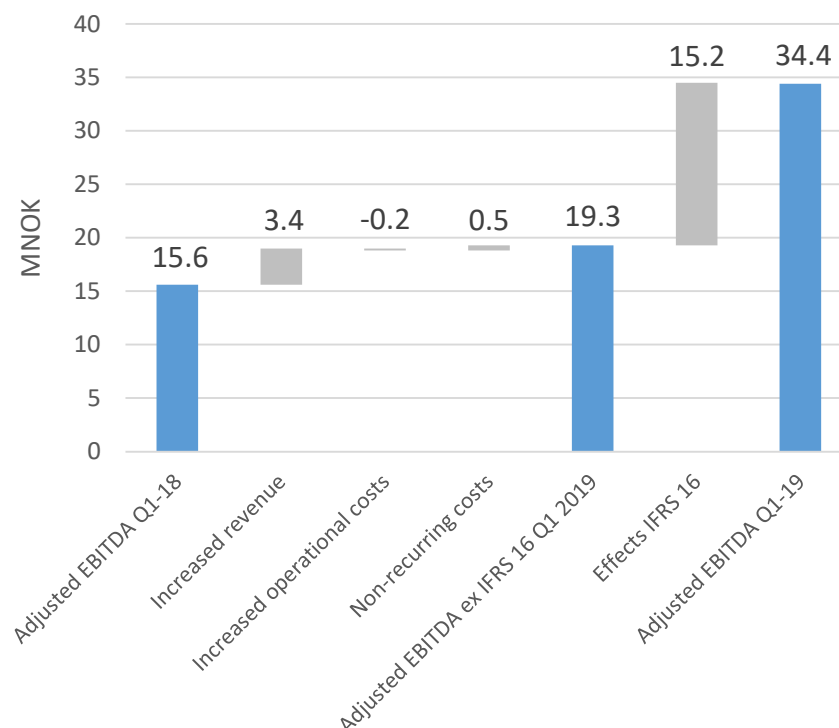
13 500 m<sup>2</sup>

Lettable area under  
development

# GROUP HIGHLIGHTS – FIRST QUARTER 2019

- Revenues in Q1 2019 of NOK 61.6 million, up from NOK 58.3 million in Q1 2018
- EBITDA in Q1 2019 of NOK 33.9 million, up from NOK 14.7 million in Q1 2018
- Adjusted EBITDA<sup>1)</sup> ex IFRS 16 in Q1 2019 of NOK 19.3 million, up from NOK 15.6 million in Q1 2018
- Pre-tax profit in Q1 2019 of NOK 12.8 million, up from NOK 12.0 million in Q1 2018
- Adjusted pre-tax profit<sup>1)</sup> ex IFRS 16 in Q1 2019 of NOK 15.9 million, up from NOK 12.9 million in Q1 2018,
- Average occupancy in Q1 2019 for sites with more than 12 months of operation was 83.5% (84.1%) with an average rent per m<sup>2</sup> of NOK 2 353 per year (2 328 NOK)
- Acquisition of one property in Stavanger in the quarter with a total potential lettable area of 700 m<sup>2</sup>
- Current lettable area end of March 2019 was 117 500 m<sup>2</sup>, up from 110 000 m<sup>2</sup> end of March 2018
- Total value of owned investment property end March 2019 of NOK 537.7 million
- Cash position end of March 2019 of NOK 129.5 million





EBITDA development Q1 2018 vs Q1 2019, including impact of IFRS 16

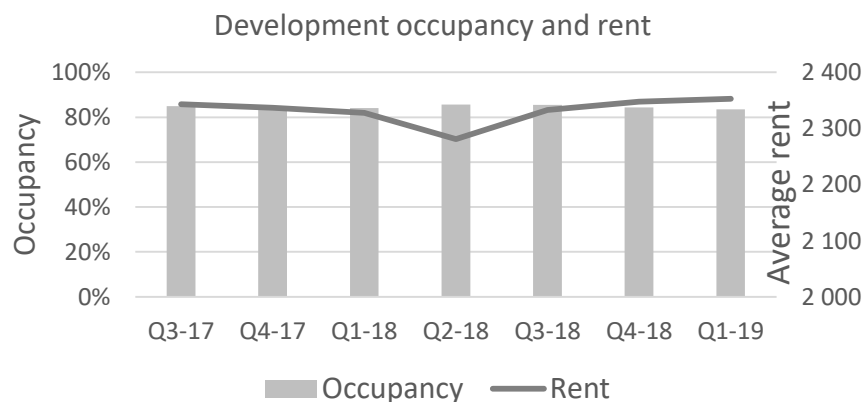
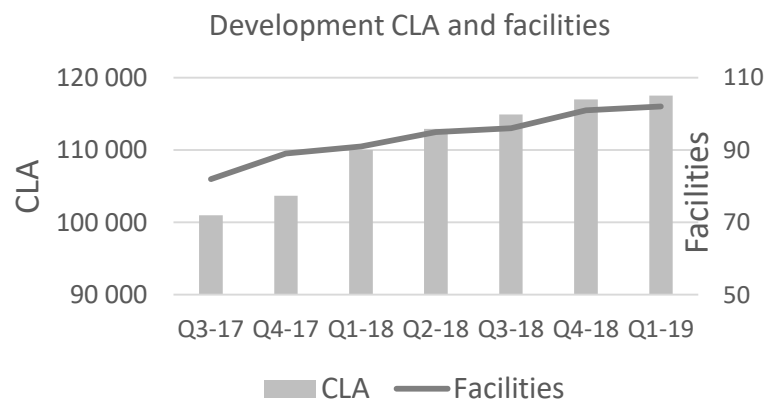


Notes: 1) Adjusted for non-recurring costs of NOK 0.5 million in Q1 2019 and NOK 0.9 million in Q1 2018

# KEY PERFORMANCE INDICATORS – FIRST QUARTER 2019

	CLA	Facilities	Occupancy <sup>1)</sup>	Average rent <sup>1)</sup>
Q1 2019	117 500 m <sup>2</sup>	102	83.5%	2 353 NOK pr m <sup>2</sup>
Q1 2018	110 000 m <sup>2</sup>	91	84.1%	2 328 NOK pr m <sup>2</sup>



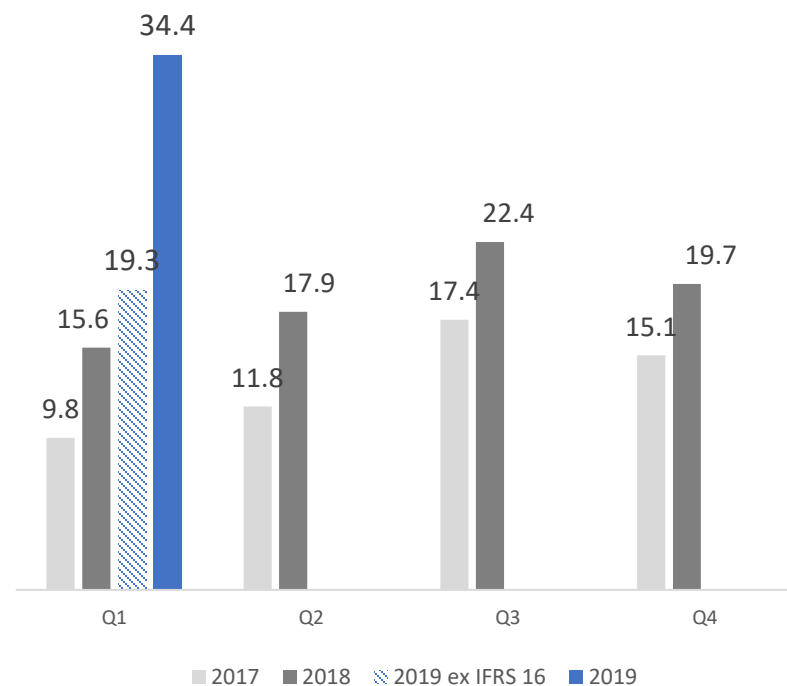
# KEY FIGURES – FIRST QUARTER 2019

(NOK million)

## KEY FIGURES

	2019 Q1	2018 Q1	2018 FY
Revenue	61.6	58.3	238.4
Total operating costs <sup>1)</sup>	-42.4	-42.6	-162.6
<b>Adjusted EBITDA ex IFRS 16</b>	<b>19.3</b>	<b>15.6</b>	<b>75.7</b>
Effect IFRS 16	+15.2	0	0
<b>Adjusted EBITDA</b>	<b>34.4</b>	<b>15.6</b>	<b>75.7</b>
<i>Non-recurring costs</i>	<i>0.5</i>	<i>0.9</i>	<i>1.9</i>
Reported EBITDA	33.9	14.7	73.8

## ADJUSTED EBITDA Q1 2017-Q1 2019



1) Adjusted for non-recurring costs of NOK 0.5 million in Q1 2019, NOK 0.9 million in Q1 2018 and NOK 1.9 million in FY 2018

# KEY FIGURES<sup>1)</sup> – Q1 2019

(NOK million)

P&L	Q1 18	Operational change	Impact IFRS16	Q1 19	FY 18
Revenue	58.3	+3.4	0.0	61.6	238.4
Total operating costs <sup>2)</sup>	-42.6	+0.2	+15.2	-27.2	-162.6
Adjusted EBITDA	15.6	3.6	15.2	34.4	75.7
Adjusted EBIT	13.3	3.6	15.1	32.0	65.2
Change in fair value of inv. property	+0.5	-0.1	0.0	+0.4	38.2
Change in fair value of lease property	0.0	0.0	-13.2	-13.2	0.0
Adjusted Pre-tax profit	12.9	3.0	-2.6	13.3	100.3
Adjusted Net profit	9.9	3.8	-2.7	11.0	81.1
Current lettable area (thousands m2)	110.0	+7.5	0.0	117.5	117.0
Lettable area under development (thousands m2)	16.2	-2.7	0.0	13.5	13.4
Cash flows					
Net cash flows from operating activities	7.9	+16.1	+15.2	39.2	66.0
Net cash flows from investing activities	-70.1	+57.7	0.0	-12.4	-157.5
Net cash flows from financing activities	-2.4	-1.4	-15.2	-19.0	18.6
Cash and cash equivalents at beginning of the period	195.2	-73.0	0.0	122.2	195.2
Cash and cash equivalents at end of the period	130.4	-0.9	0.0	129.5	122.2

## Balance sheet

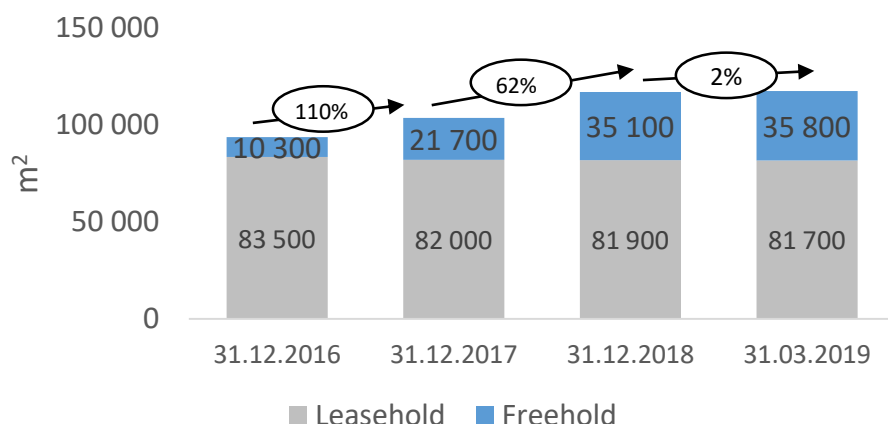
	31 Dec 18	31 Mar 19	Impact IFRS 16
<b>ASSETS</b>			
Investment property	524.5	537.7	0.0
Right-of-use assets (lease)	0.0	444.7	444.7
Property, plant and equipment	71.8	74.8	0.4
Goodwill	94.6	94.7	0.0
Total non-current assets	690.9	1 152.9	445.1
Other current assets	37.3	30.3	-2.6
Cash and bank deposits	122.2	129.5	0.0
Total current assets	159.5	159.8	-2.6
TOTAL ASSETS	850.4	1 312.7	442.5
<b>EQUITY AND LIABILITIES</b>			
Total equity	625.1	635.0	-2.6
Long-term interest-bearing debt	118.0	115.1	0.0
Long-term obligations under finance leases	0.1	403.8	403.7
Deferred tax liabilities	34.9	35.8	0.0
Other non-current liabilities	1.0	1.0	0.0
Total current liabilities	71.4	122.3	41.4
Total liabilities	225.4	677.7	444.1
TOTAL EQUITY AND LIABILITIES	850.4	1 312.7	442.5

1) Unaudited figures for 2019

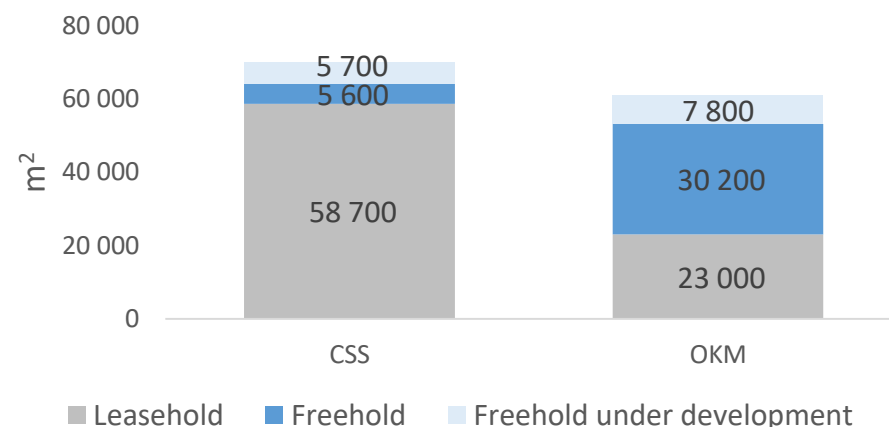
2) Adjusted for non-recurring costs of NOK 0.5 million in Q1 2019, NOK 0.9 million in Q1 2018, and NOK 1.9 million in FY 2018

# STEADY GROWTH IN SHARE OF OWNED PORTFOLIO

## DEVELOPMENT IN SHARE OF FREEHOLD FACILITIES



## SHARE OF FREEHOLD FACILITIES PER CONCEPT



- SSG's strategy is to expand within owned facilities
- 30% of current lettable area in operation at the end of March 2019 was freehold
- Freehold m² increased with 110% during 2017 and additional 62% during 2018
- SSG plans to open 10 000 m² in 2019, mainly owned
- 44<sup>1)</sup> of a total of 102 facilities in operation (43%) were freehold as of March 2019

31.3.2019 m²	Current lettable area	Under development	Total lettable area
Owne d facilities	35 800	13 500	49 300
Lease d facilities	81 700	0	81 700
<b>SUM</b>	<b>117 500</b>	<b>13 500</b>	<b>131 000</b>

1) Four facilities were merged into two facilities during Q1 2019, as a last step of the integration of Minilageret with OK Minilager

# OWNED PROPERTY

-PROPERTY VALUE INCREASED BY 25% FROM Q1 2018

## Owned portfolio

- SSG owns 50 properties with a total gross area of 76 600 m<sup>2</sup>

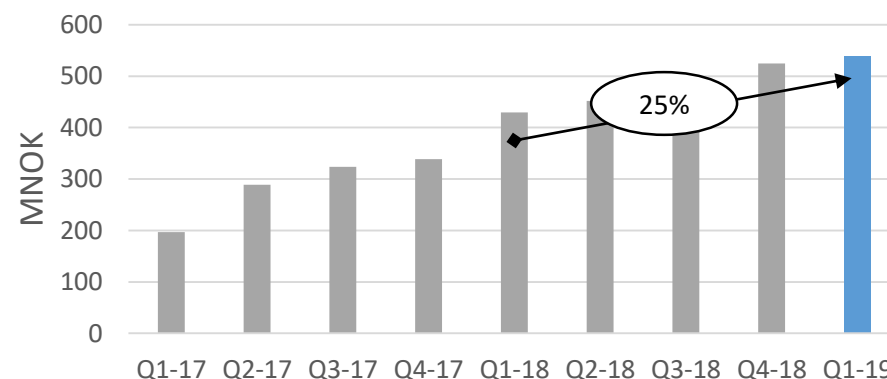
31.3.2019 m <sup>2</sup>	Gross area	Total lettable area	Current lettable area	Area under <sup>1)</sup> development
Facilities in operation	72 000	46 200	35 800	10 400
Facilities not yet opened	4 600	3 100	0	3 100
<b>Sum ex Tiller</b>	<b>76 600</b>	<b>49 300</b>	<b>35 800</b>	<b>13 500</b>
Tiller <sup>2)</sup>	5 400	3 600	0	3 600

- The signed agreement for the landmark development property at Alnabru, Oslo, has an estimated lettable area<sup>2)</sup> of 4 900 m<sup>2</sup>
- Internal lease agreements at commercial terms are signed between OK Property and the operating companies in the Group
- External valuations was performed by Newsec in December 2018 – no indications of change in Q1 2019

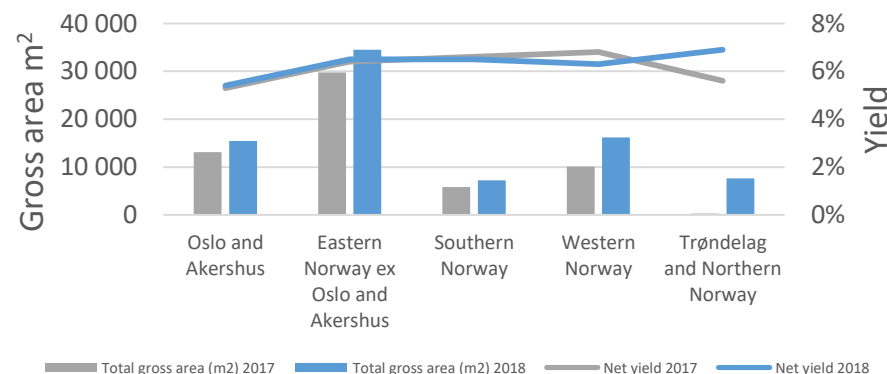
1) 2 300 m<sup>2</sup> leased to office-tenants on expiring contracts

2) The potential lettable area is subject to building permits

## Total investment property of 537.7 MNOK

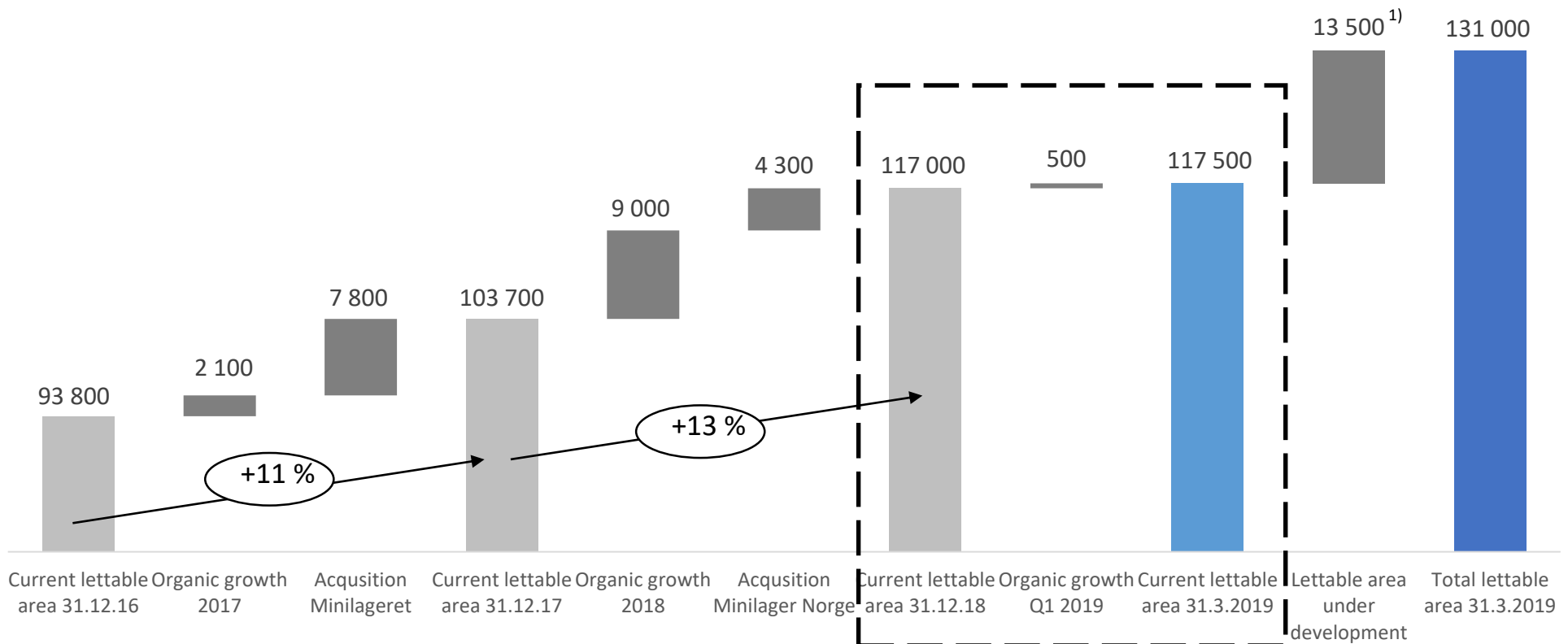


## Gross area pr region and yield as of 31.12.18





# CURRENT LETTABLE AREA OF 117 500 M<sup>2</sup> – 13 500 M<sup>2</sup> IN PIPELINE<sup>1)</sup>

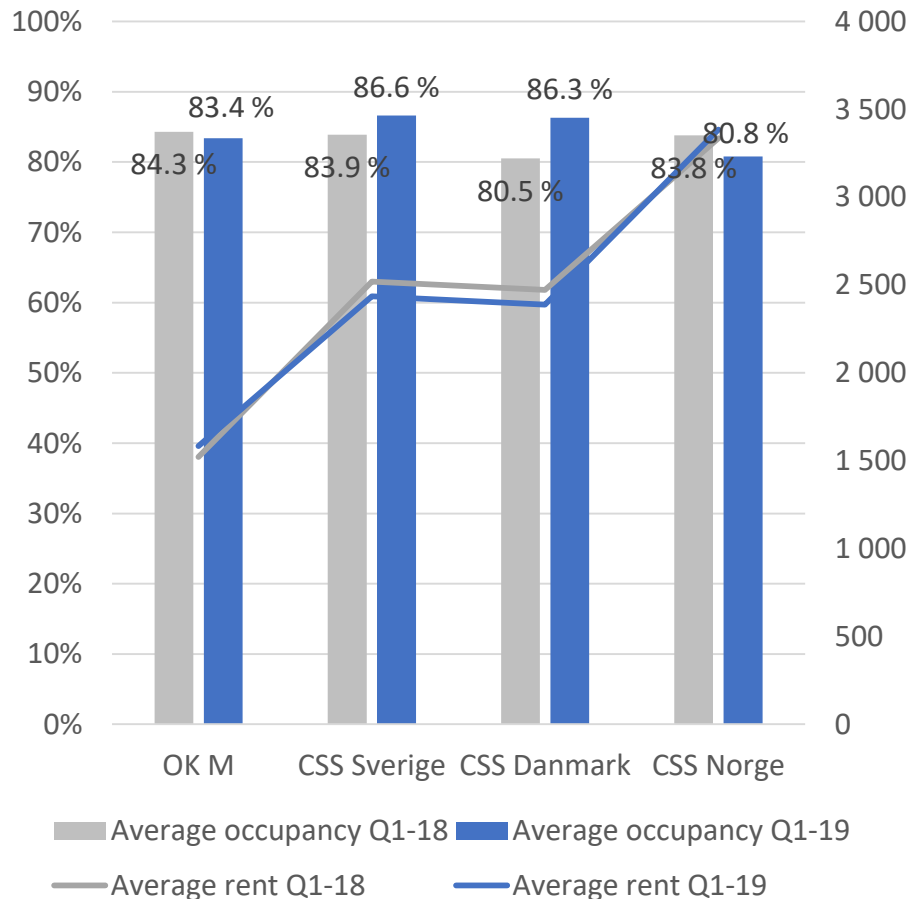


1) In addition there is a potential lettable area of 3 600 m<sup>2</sup> from the greenfield project in Trondheim and 4 900 m<sup>2</sup> from the greenfield project in Alnabru, Oslo, that is not included in the KPIs of Q1 2019, pending building permits

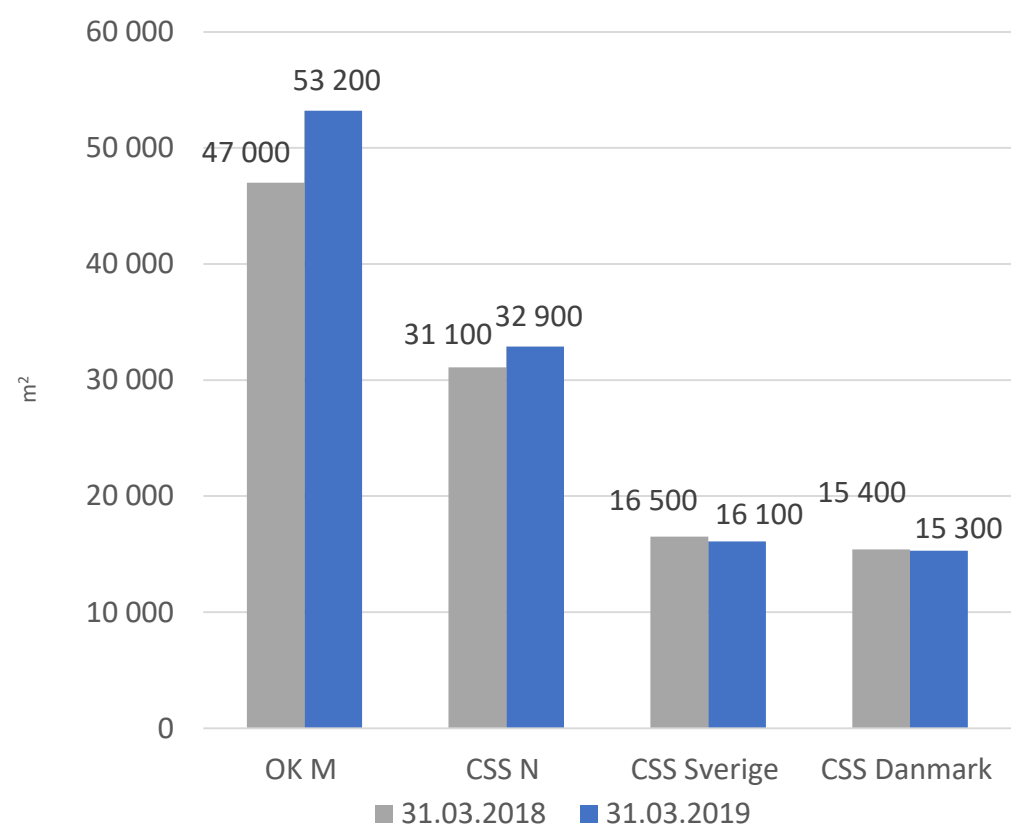
# DEVELOPMENT IN CAPACITY, OCCUPANCY AND RENT

- Occupancy in CSS Norway and OKM has decreased due to expansions of lettable area during the year
- Positive trend in CSS Sweden and CSS Denmark
- Rent pr m<sup>2</sup> is stable in OK M and CSS Norway, slightly reduced prices in Denmark and Sweden

## AVERAGE OCCUPANCY<sup>1)</sup> AND RENT<sup>1)</sup>

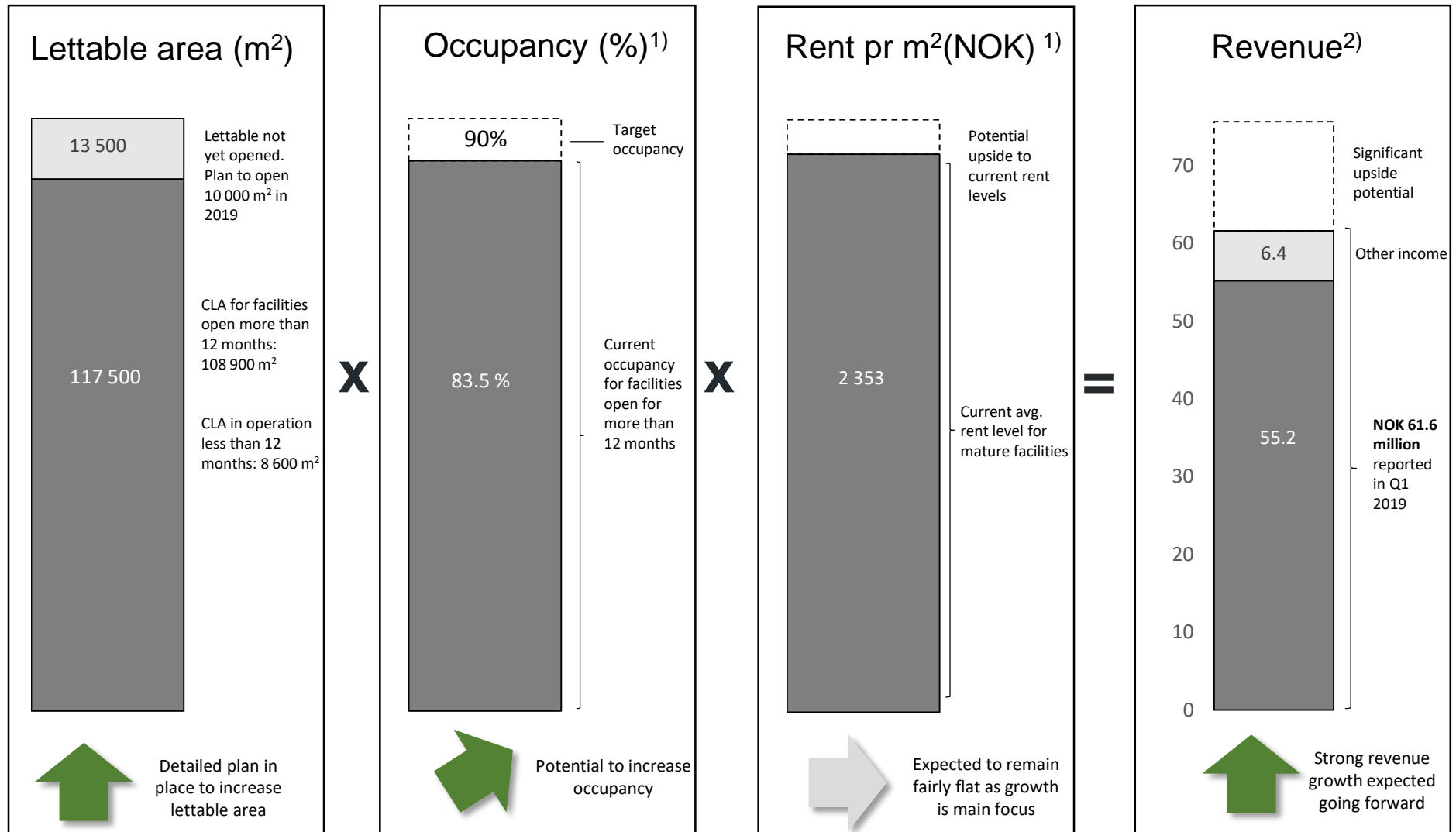


## CURRENT LETTABLE AREA



1) Average occupancy and rent per m<sup>2</sup> for sites with more than 12 months of operation in NOK

# REVENUE DYNAMICS Q1 2019

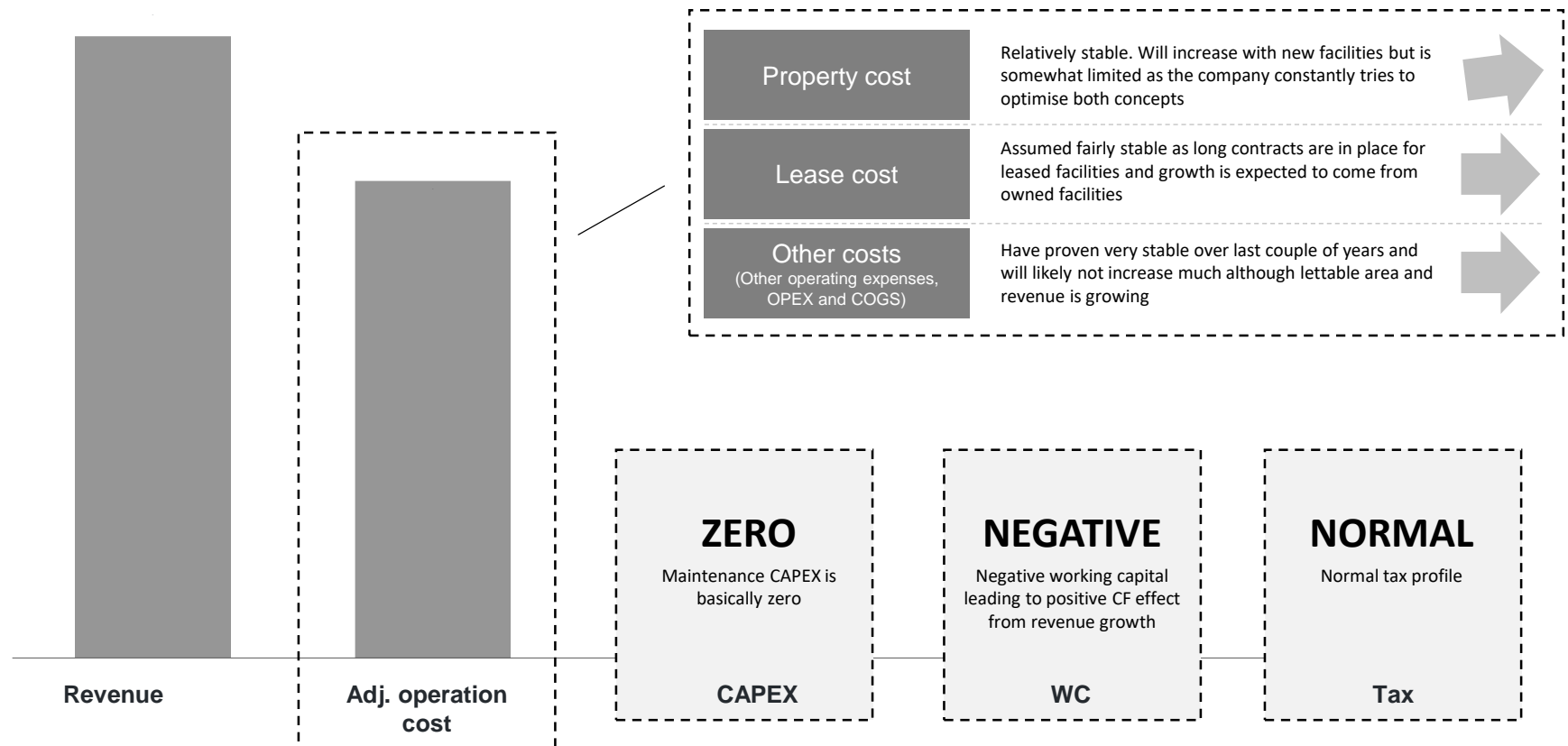


1) Average occupancy and rent pr m<sup>2</sup> for sites with more than 12 months of operation in NOK

2) Numbers in NOK million

# STRONG LINK BETWEEN REVENUE GROWTH AND ABSOLUTE GROWTH IN PRE TAX FREE CASH FLOW

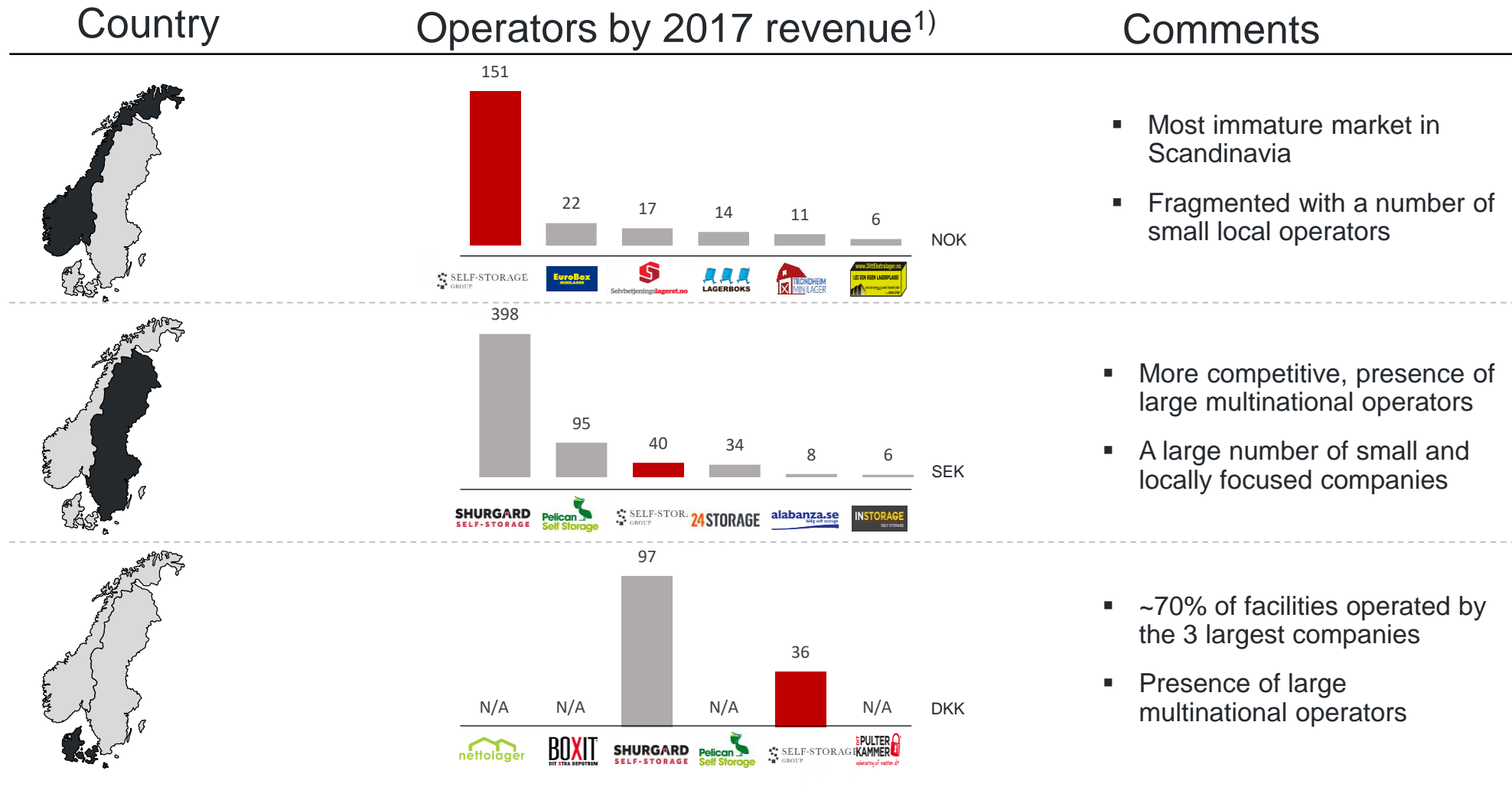
## Strong link between further growth in revenue and EBITDA



## THE MARKET



# THE SCANDINAVIAN SELF STORAGE MARKET AT A GLANCE



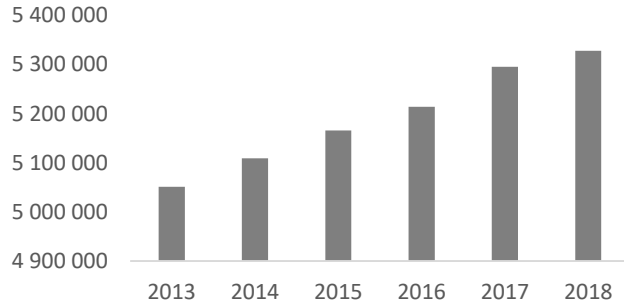
Source: Company information, proff.no, proff.se

1) Showing revenue in local currencies. Ranking in Denmark based on number of sites as revenue is not available

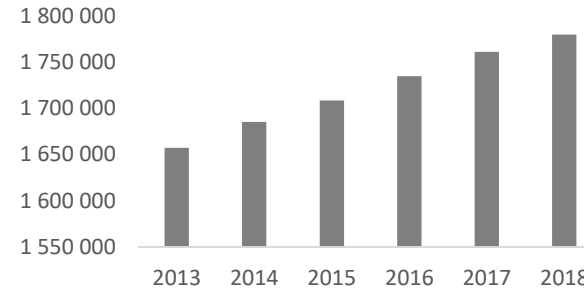
# THE NORWEGAIN MARKET IS UNDERDEVELOPED

## -AN INCREASING NEED FOR STORAGE GOING FORWARD

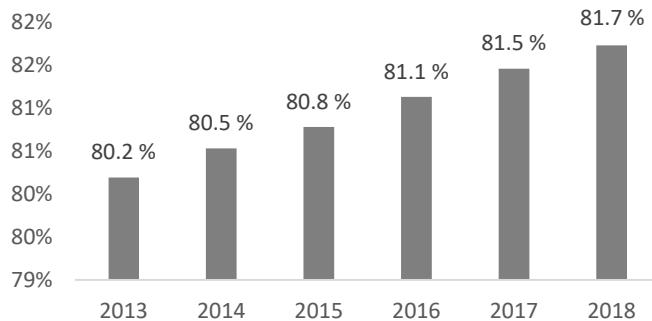
Growth in population



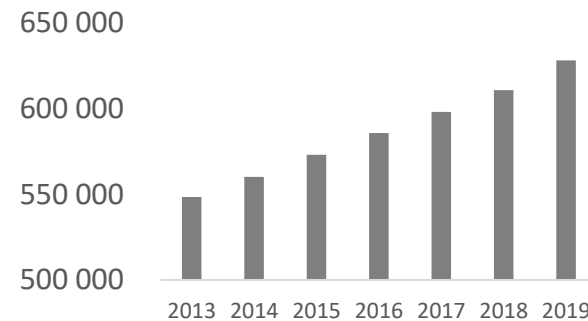
Growth in population in 5 largest cities<sup>1)</sup>



% of population living in cities



Growth in number of apartments



BNP-level in Norway is 50% higher than European average

- 1) Oslo, Bergen, Stavanger/Sandnes, Trondheim, Drammen
- Source: SSB (Statistics Norway)

## THE COMPANY





# SELF STORAGE GROUP AT A GLANCE

102

Facilities

20 000

Storage rooms

117 500 m<sup>2</sup>

Current lettable area

131 000 m<sup>2</sup>

Total lettable area

76 600 m<sup>2</sup>

Gross owned area

13 500 m<sup>2</sup>

Lettable area under  
development

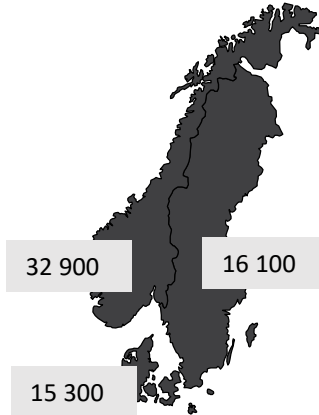
# SSG CONSISTS OF TWO DISTINCT BUSINESS CONCEPTS

## City Self-Storage



*High-end brand providing self-storage rental and ancillary products and services in Scandinavia's larger cities*

- 32<sup>1)</sup> temperate storage facilities across Scandinavia
- One of the leading self-storage providers in the Scandinavian market
- Located in Oslo, Stockholm and Copenhagen, due to open in Trondheim and Stavanger
- 64 300 m<sup>2</sup> CLA (5 600 m<sup>2</sup> is freehold)

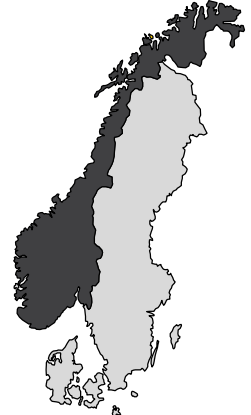


## OK Minilager



*Countrywide, discount-priced offering of self-served storage facilities in Norway*

- 70<sup>1)</sup> facilities located across Norway
- 40 temperate storage facilities and 30 drive-in storage facilities
- 2<sup>nd</sup> largest player in Norway, behind CSS
- Self service, open 24 hr/day and 7 days a week
- 53 200m<sup>2</sup> CLA ( 30 200 m<sup>2</sup> is freehold)



1) As of 31 March 2019

# OUR HISTORY



• First CSS site established in Norway, investment in “Safe Mini Lager” in Sweden

• Selvaag Group entered into the business and CSS expanded to Denmark

• OK Minilager was established by Gustav and Fabian Søbæk

• Ferncliff invested in OK Minilager  
• OK Minilager acquired CSS

• SSG established  
• Listed on OSE

Q1-17      Q2-17      Q3-17      Q4-17      Q1-18      Q2-18      Q3-18      Q4-18      Q1-19

Private placements

100 MNOK

200 MNOK<sup>1</sup>

Acquisition of companies

[www.minilageret.as](http://www.minilageret.as)

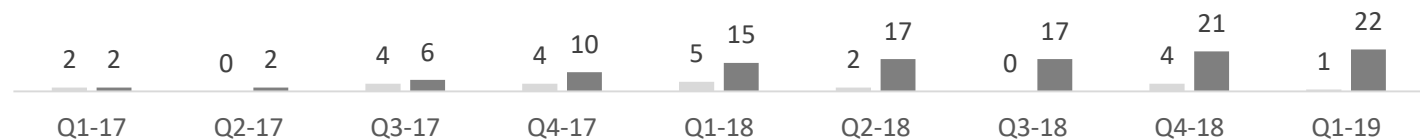
(9 facilities)



Minilager Norge

(4 facilities)

Acquisition of properties



■ Facilities acquired in the quarter

■ Total number of facilities acquired since 2017

1) IPO 27.10.2017

# MARKETING, SALES AND SERVICE

- Complexity and cost of digital marketing – Increased barrier to entry
- Investments in Search Engine Optimization and Conversion Rate Optimization
- Aligning marketing, sales and service with Salesforce, the World's leading CRM-platform
- Leveraging customer data to deliver personalized customer experiences
- Innovations in omni-channel and self-service
- Strategy to increase brand awareness with highly visible facilities and increased online presence



# ACQUISITIONS IN THE QUARTER

## Acquisition of 1 new property in the quarter

### STAVANGER- HILLEVÅG

**Date<sup>1</sup>** : 02.01.2019

**Type:** Company asset acquisition

**Potential lettable area:**  
700 m<sup>2</sup>

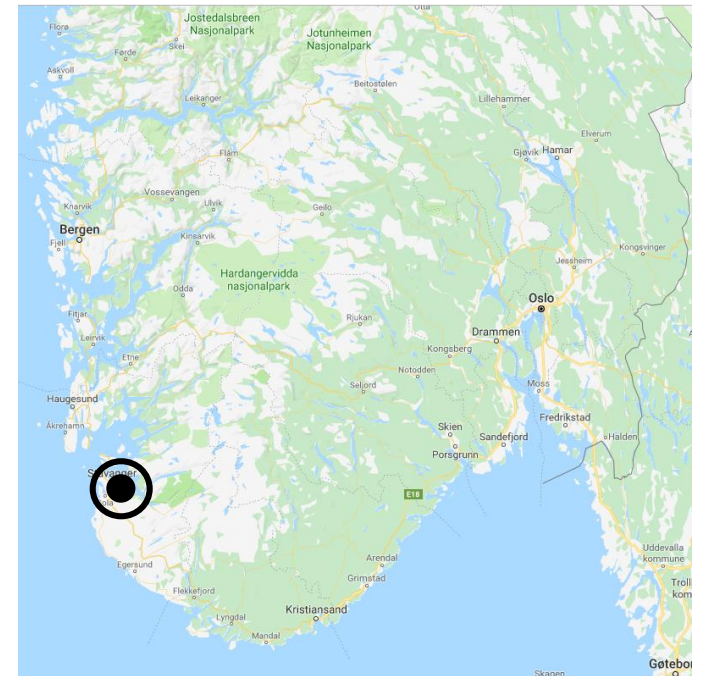
**Location:**

Located in Hillevåg, just outside Stavanger City Centre. Hillevåg will be SSG's 8<sup>th</sup> facility in the Greater Stavanger Region. With this acquisition we strengthen our position as the market leader in region. Stavanger is the 4<sup>th</sup> largest city in Norway, and the most densely populated municipality.

**Brand:**




The property will be operated under the OK Minilager brand

**The facility opened in April 2019**



<sup>1</sup>Date of acquisition

# DEVELOPMENT PIPELINE – GREENFIELD PROJECTS

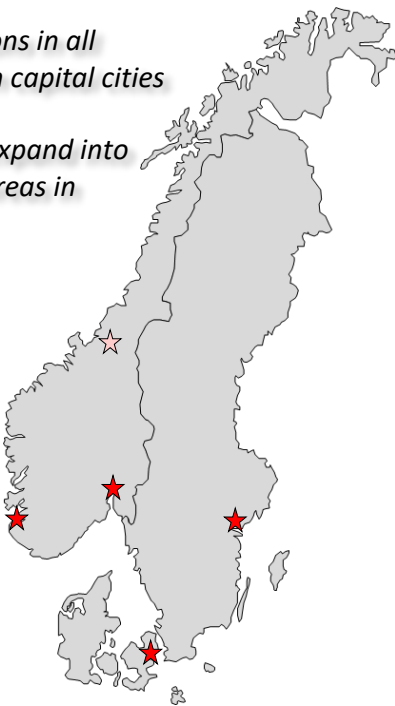
SITE	LOCATION	STATUS	POTENTIAL CLA (Approx.)	EXPECTED OPENING	CONCEPT
Oslo – Breivollveien	Landmark location with unique visibility	Site acquired in April 2019 Planning application to be submitted in Q3 2019	4 900 m2	2021	
Trondheim – Tiller	Prime location with great visibility	Site acquired in June 2018 Planning application to be submitted in Q2 2019	3 600 m2	2020	
Moss - Nøkkeveien	Prime location with great visibility	Construction in progress (extension of existing facility)	1 200 m2	Q4 2019	

# SSG HAS A STRONG PLATFORM FOR FUTURE GROWTH

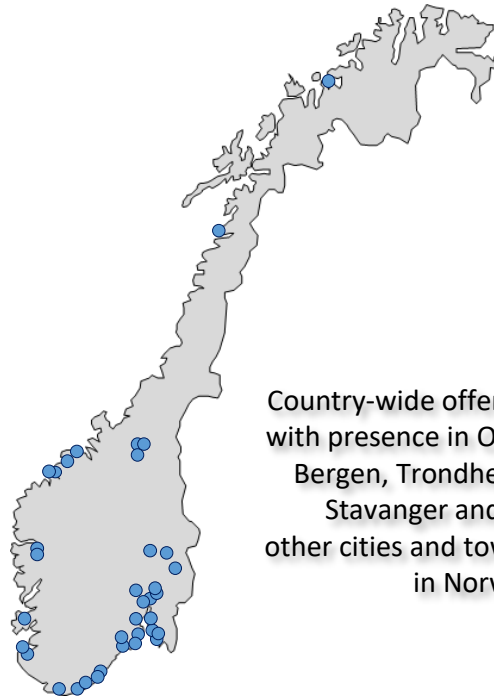


*Prime locations in all  
Scandinavian capital cities*

*Strategy to expand into  
new urban areas in  
Norway*



Country-wide offering  
with presence in Oslo,  
Bergen, Trondheim,  
Stavanger and 32  
other cities and towns  
in Norway



- Focus on organic growth in Greater Oslo. Strengthening the position of both the CSS and OK Minilager brands in the region
- Focus on the larger urban areas in Norway.
- Potential to enter 30+ smaller markets with population of 10.000<
- Growth potential within existing smaller markets
- Opportunity for M&A in selected markets

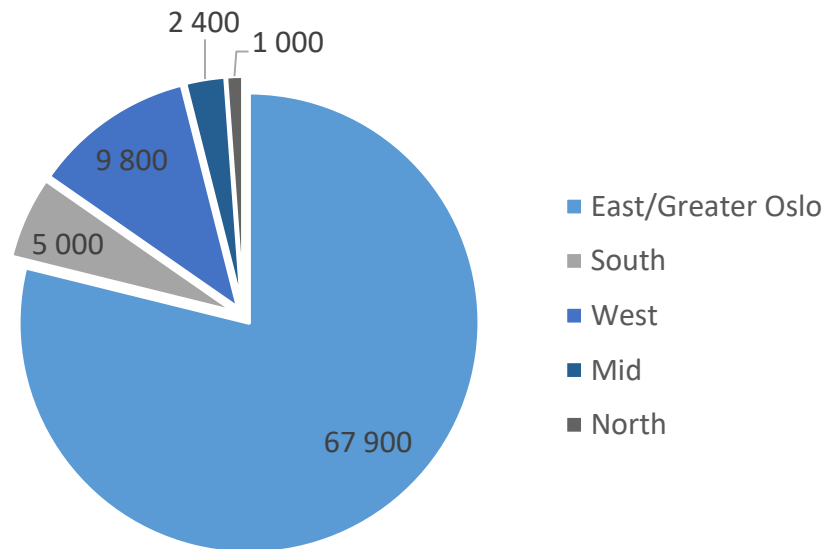


# 13 500 M<sup>2</sup> IN POTENTIAL LETTABLE AREA<sup>1)</sup>

- The potential m<sup>2</sup> is in freehold facilities in Norway
- Rent income from expiring lease contracts from 2 300 m<sup>2</sup> of the 13 500 m<sup>2</sup> not yet built into self-storage units
- 10 000+ m<sup>2</sup> are planned to open during 2019

## Lettable area under development

### Current lettable area pr region in Norway<sup>2)</sup>



1) In addition there is a potential lettable area of 3 900 m<sup>2</sup> from the greenfield project in Trondheim and 4 900 m<sup>2</sup> from the greenfield project at Alnabru in Oslo that is not included in the KPIs of Q1 2019

2) As of 31 March 2019



# STRATEGIC SUMMERY

- Focus on occupancy growth (target 90%)
- Investments in CRM, automation and digital platforms
- Creating Great customer experiences at every touchpoint
- Lean operation and self-service
- Grow our freehold portfolio in selected urban markets
- Focus on the larger urban areas in Norway
- Looking to selectively acquire existing self storage providers in Scandinavia



Illustration of a greenfield project developed under the CSS brand

# Disclaimer

The information included in this Presentation contains certain forward-looking statements that address activities, events or developments that Self Storage Group ASA (“the company”) expects, projects, believes or anticipates will or may occur in the future. These statements are based on various assumptions made by the Company, which are beyond its control and are subject to certain additional risks and uncertainties. The Company is subject to a large number of risk factors including but not limited to economic and market conditions in the geographic areas and markets in which Self Storage Group is or will be operating, counterpart risk, interest rates, access to financing, fluctuations in currency exchange rates, and changes in governmental regulations. For a further description of other relevant risk factors we refer to the Annual Report for 2018 for Self Storage Group. As a result of these and other risk factors, actual events and our actual results may differ materially from those indicated in or implied by such forward-looking statements. The reservation is also made that inaccuracies or mistakes may occur in the information given above about current status of the Company or its business. Any reliance on the information above is at the risk of the reader, and Self Storage Group disclaims any and all liability in this respect.

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# Appendix



# SSG LISTED ON OSLO STOCK EXCHANGE SINCE 27.10.2017

## Largest shareholders

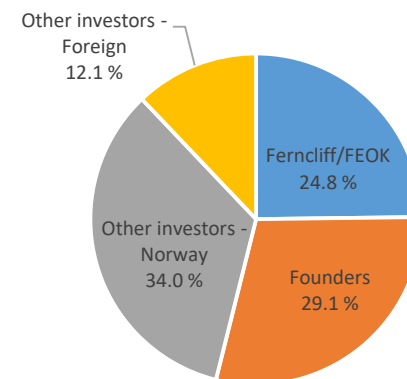
Holding	%	Name	Country
12 220 000	18.6 %	FEOK AS	Norway
9 565 000	14.6 %	FABIAN HOLDING AS	Norway
9 565 000	14.6 %	CENTRUM SKILT AS	Norway
4 080 000	6.2 %	FERNCLIFF INVEST AS	Norway
3 201 598	4.9 %	HOLTA INVEST AS	Norway
3 197 630	4.9 %	VATNE EQUITY AS	Norway
2 376 147	3.6 %	SKAGEN M2 VERDIPAPIRFOND	Norway
1 850 000	2.8 %	HNDLSBKN NORDISKA SMABOLAGSFOND	Sweden
1 605 815	2.4 %	HSBC TTEE MARLB EUROPEAN TRUST	United Kingdom
1 498 432	2.3 %	EATS AS	Norway
1 436 294	2.2 %	VERDIPAPIRFONDET DNB SMB	Norway
1 368 752	2.1 %	FDLTY SL PF: FDLTY INTL RL EST FD	United States
1 127 521	1.7 %	STOREBRAND VEKST VERDIPAPIRFOND	Norway
1 084 245	1.6 %	KLAVENESS MARINE FINANCE AS	Norway
1 071 428	1.6 %	Danske Invest Norge Vekst	Norway
675 000	1.0 %	Taaleri Nordic Value Equity Fund	Finland
594 566	0.9 %	GRANDEUR PEAK GLOBAL REACH FUND	United States
532 000	0.8 %	SABINUM AS	Norway
505 770	0.8 %	BERNT HOLDING AS	Norway
419 269	0.6 %	VJ INVEST AS	Norway
57 974 467	88.2 %		

Total number of shares: 65 734 111

## Share development



## Shareholder structure



# FIRST QUARTER 2019

## COMPREHENSIVE INCOME

### Profit and loss statement

(Amounts in NOK 1 000)

	Note	Unaudited For the three months ended 31 March 2019	Unaudited For the three months ended 31 March 2018	Audited For the twelve months ended 31 December 2018
Revenue	3	61 637	58 285	238 361
Lease expenses	2,3	3 108	18 057	71 451
Property-related expenses	3	6 974	7 287	25 425
Salary and other employee benefits	3	9 750	9 367	37 403
Depreciation		2 467	2 386	10 527
Other operating expenses	3	7 857	8 857	30 311
<b>Operating profit before fair value adjustments</b>		<b>31 481</b>	<b>12 331</b>	<b>63 244</b>
Change in fair value of investment properties	5	406	490	38 223
Change in fair value of leasehold properties	2,5	-13 181	-	-
<b>Operating profit after fair value adjustments</b>		<b>18 706</b>	<b>12 821</b>	<b>101 467</b>
Finance income		158	552	1 511
Finance expense	2	6 059	1 373	4 632
<b>Profit before tax</b>		<b>12 805</b>	<b>12 001</b>	<b>98 346</b>
Income tax expense		2 213	2 811	18 856
<b>Profit for the period</b>		<b>10 592</b>	<b>9 190</b>	<b>79 490</b>
<b>Total non-recurring costs</b>		<b>500</b>	<b>920</b>	<b>1 942</b>

### Comments

- Financial development is highly impacted by the implementation of IFRS 16 from 1 January 2019
- Revenue for Q1 2019 was NOK 61.6 million, up NOK 3.4 million from Q1 2018. The increase is related to growth in lettable area and rentals
- Operating profit in Q1 2019 of NOK 31.5 million was impacted by the implementation of IFRS 16. The increase from Q1 2018 was NOK 19.2 million, whereof NOK 15.1 million relates to the implementation of IFRS 16. In total non-recurring items amounted to NOK 0.5 million in Q1 2019 and NOK 0.9 million in Q1 2018
- The fair value of investment properties is based on external valuations on owned properties and fair value of leasehold properties relates value adjustment due to passage of time of recognised leases

# YTD 2019 – FINANCIAL POSITION

## Financial position

(Amounts in NOK 1 000)		Unaudited	Audited	(Amounts in NOK 1 000)		Unaudited	Audited
		31 March 2019	31 December 2018			31 March 2019	31 December 2018
<b>ASSETS</b>				<b>EQUITY AND LIABILITIES</b>			
<b>Non-current assets</b>				<b>Equity</b>			
Investment property	Note 5	537 714	524 505	Issued share capital	6	6 573	6 573
Right-of-use assets - leasehold property	2,5	444 659	-	Share premium		427 889	427 889
Property, plant and equipment		74 225	70 405	Other reserves		- 360	290
Goodwill		94 737	94 639	Retained earnings		200 891	190 299
Other intangible assets		1 544	1 376	<b>Total equity</b>		<b>634 993</b>	<b>625 051</b>
<b>Total non-current assets</b>		<b>1 152 879</b>	<b>690 925</b>	<b>LIABILITIES</b>			
<b>Current assets</b>				<b>Non-current liabilities</b>			
Inventories		1 509	1 270	Long-term interest-bearing debt	7	115 053	118 023
Trade and other receivables		14 037	13 421	Long-term obligations under finance leases	2,7	403 798	143
Other current assets		14 708	22 598	Other financial liabilities		756	873
Cash and bank deposits		129 522	122 228	Deferred tax liabilities		35 794	34 911
<b>Total current assets</b>		<b>159 776</b>	<b>159 517</b>	<b>Total non-current liabilities</b>		<b>555 401</b>	<b>153 950</b>
<b>TOTAL ASSETS</b>		<b>1 312 655</b>	<b>850 442</b>	<b>Current liabilities</b>			
				Short-term interest-bearing debt	7	11 750	11 750
				Short-term obligations under finance leases	2,7	44 104	74
				Trade and other payables		7 893	11 404
				Income tax payable		12 690	11 647
				Other taxes and withholdings		4 926	5 291
				Other current liabilities		40 898	31 275
				<b>Total current liabilities</b>		<b>122 261</b>	<b>71 441</b>
				<b>Total liabilities</b>		<b>677 662</b>	<b>225 391</b>
				<b>TOTAL EQUITY AND LIABILITIES</b>		<b>1 312 655</b>	<b>850 442</b>

## Comments

- Total assets of NOK 1 313 million
- Owned investment property increased by NOK 13.2 million since 31 December 2018 and implementation of IFRS 16 with recognition of leasehold property amounted to NOK 444.7 million end March
- Cash and bank deposits increased with NOK 7.3 million
- Increased equity through result for the period
- Positive net interest-bearing debt was NOK 2.7 million. Increased obligations under financial lease due to implementation of IFRS 16, with NOK 447.9 million in the balance as of 31 March 2019
- Equity ratio was 48%
- Negative working capital due to invoicing of customers in advance and stable costs

# YTD 2019 – CASH FLOW

## Condensed consolidated statement of cash flows

### Comments

#### Operating activities

- Implementation of IFRS 16 impacts the cash flow from operating activities positive with NOK 15.2 million for Q1 2019 due to reduced lease expense
- Strong cash flow
- Invoicing of customers in advance – predictable and stable costs

#### Investing activities

- Acquisition of 1 company assets acquisitions (cash) in 2019
- Establishment and fit out new facilities and expansions
- Maintenance is posted as property cost

#### Financing activities

- Implementation of IFRS 16 impacts the net cash flow from financing activities negative with NOK 15.2 million due to payments of lease liabilities
- Repayment of loan facility in Q1 2019

**SSG's cash position at the end of March 2019 was NOK 129.5 million**

		Unaudited For the three months ended 31 March 2019	Unaudited For the three months ended 31 March 2018	Audited For the year ended 31 December 2018
(Amounts in NOK 1 000)	Note			
<b>Cash flow from operating activities</b>				
Profit before tax		12 805	12 001	98 346
Income tax paid		- 723	-	- 2 244
Interest expense	2	5 238	35	1 819
Depreciation		2 467	2 386	10 527
Gain/loss on disposal of property, plant and equipment		41	-	- 47
Change in fair value of investment property	5	- 406	- 490	- 38 223
Change in fair value of leasehold property	2,5	13 181	-	-
Change in trade and other receivables		- 603	219	- 1 946
Change in trade and other payables		- 3 512	443	791
Change in other current assets		809	- 5 205	- 2 414
Change in other current liabilities		9 899	- 1 531	- 582
<b>Net cash flow from operating activities</b>		<b>39 196</b>	<b>7 858</b>	<b>66 027</b>
<b>Cash flow from investing activities</b>				
Payments for investment property		- 6 107	- 26 559	- 62 902
Payments for property, plant and equipment		- 6 267	- 4 855	- 21 648
Net cash outflow on acquisition of subsidiaries		21	- 38 648	- 72 957
Net cash outflow from disposal of subsidiaries				
<b>Net cash flow from investing activities</b>		<b>- 12 353</b>	<b>- 70 062</b>	<b>- 157 507</b>
<b>Cash flow from financing activities</b>				
Net proceeds from issue of equity instruments of the Company		-	-	-
Proceeds from borrowing		-	-	40 000
Repayment of borrowings	7	- 2 938	- 1 717	- 19 066
Payments of lease liabilities	2,7	- 10 643	-	-
Payments of leases classified as interest	2,7	- 4 561	-	-
Interest paid	7	- 827	- 629	- 2 312
<b>Net cash flow from financing activities</b>		<b>- 18 969</b>	<b>- 2 346</b>	<b>18 622</b>
Net change in cash and cash equivalents		7 874	- 64 550	- 72 858
Cash and cash equivalents at beginning of the period		122 228	195 224	195 224
Effect of foreign currency rate changes on cash and cash equivalents		- 580	- 300	- 138
<b>Cash and equivalents at end of the period</b>		<b>129 522</b>	<b>130 374</b>	<b>122 228</b>

# EBITDA-DEVELOPMENT

(NOK million)

## BRIDGE Q1 2018-Q1 2019

