



# Self Storage Group ASA

*Second quarter 2020*

18 August 2020



## FINANCIALS Q2 2020 & 1H 2020



# SELF STORAGE GROUP AT A GLANCE

3

Countries

113

Facilities

23 800

Storage rooms

142 100 m<sup>2</sup>

Current lettable area

29 700 m<sup>2</sup>

Lettable area under  
development

171 800 m<sup>2</sup>

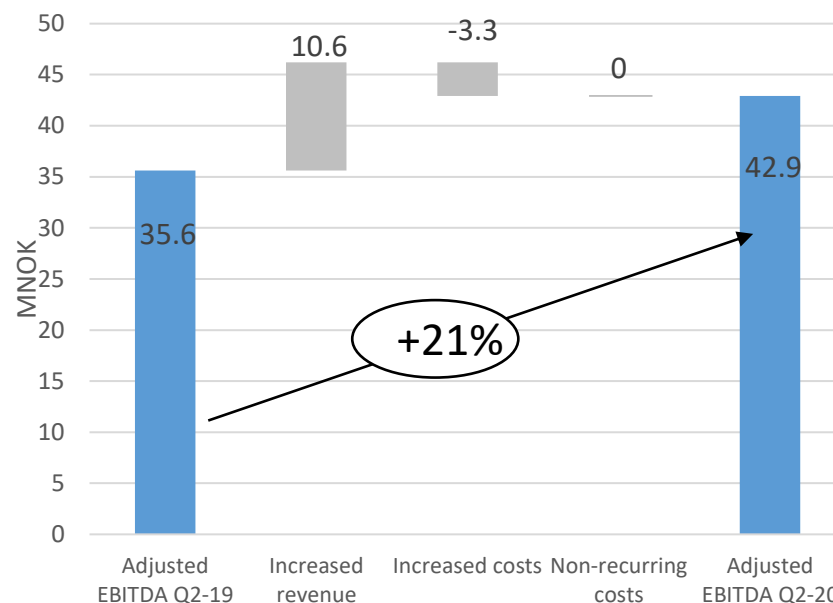
Total lettable area

# GROUP HIGHLIGHTS – SECOND QUARTER 2020

*SSG experienced limited business impact from the COVID-19 situation in the second quarter of 2020 and has a solid platform for further profitable growth and expansion.*

- Revenues of NOK 71.7 million, up from NOK 61.0 million in Q2 2019
- Adjusted EBITDA<sup>1</sup> of NOK 42.9 million, up from NOK 35.6 million in Q2 2019
- Average occupancy for sites with more than 12 months of operation was 82.3% (84.9%) with an average rent per m<sup>2</sup> of NOK 2 349 per year (NOK 2 338)
- Like-for-like occupancy in Q2 2020 was 85.1% (84.0%) with an average rent per m<sup>2</sup> of NOK 2 355 per year (NOK 2 337 NOK)
- Total number of facilities end June 2020 was 113, up from 106 facilities at the end of June 2019
- Current lettable area end of June 2020 was 142 100 m<sup>2</sup>, up from 122 000 m<sup>2</sup> end of June 2019

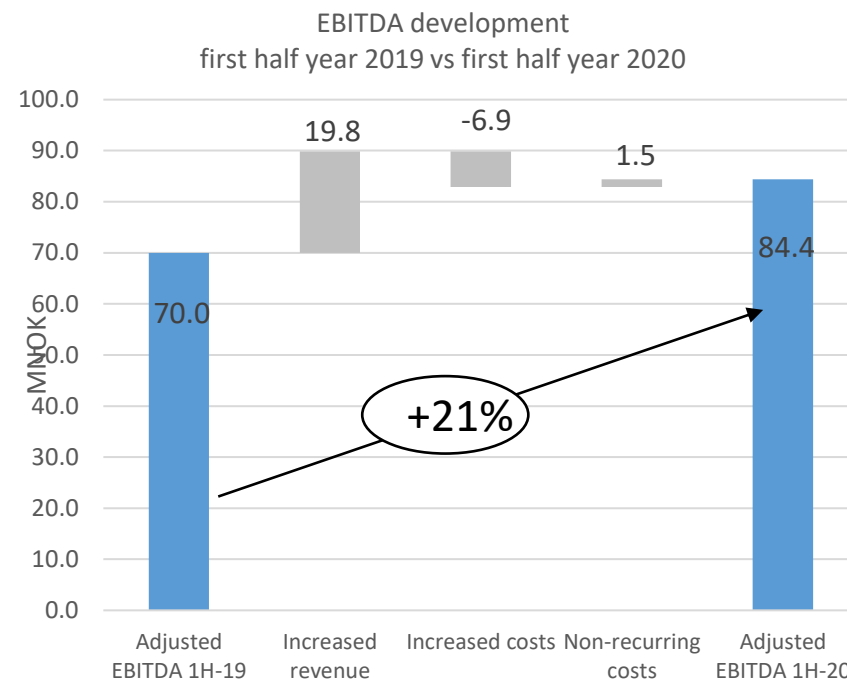
EBITDA development Q2 2019 vs Q2 2020



1) Adjusted for non-recurring costs of NOK 0 million in Q2 2020 and NOK 2.5 million in Q2 2019

# GROUP HIGHLIGHTS – FIRST HALF YEAR 2020

- Revenues of NOK 142.5 million, up from NOK 122.7 million in first half year 2019
- Adjusted EBITDA<sup>1</sup> of NOK 84.4 million, up from NOK 70.0 million in first half year 2019
- Change in fair value of freehold investment properties of NOK 5.9 million, up from NOK 5.1 million in first half year 2019
- Agreement of two interest rate swaps in first half year 2020 of a total of NOK 300 million
- Net finance of NOK -23.4 million, compared to NOK -11.6 million in first half year 2019
- Adjusted profit before tax<sup>1</sup> of 28.8 million, down from NOK 31.9 million in first half year 2019
- Cash position end June 2020 of NOK 204.9 million, up from NOK 88.1 million end of December 2019
- Total value of freehold investment property end June 2020 of NOK 1 204 million, up from NOK 1 074 million end of December 2019
- Loan to value of freehold investment property is 42% as of end June 2020, compared to 32% as of end December 2019



1) Adjusted for non-recurring costs of NOK 1.5 million in first half year 2020 and NOK 3.0 million in first half year 2019

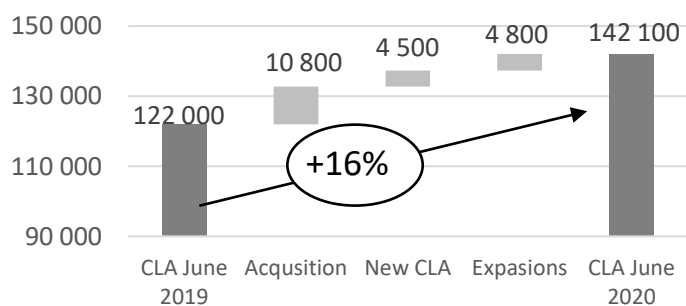
# KEY PERFORMANCE INDICATORS – SECOND QUARTER 2020

	CLA	Facilities	Occupancy	Average rent
Q2 2020	142 100 m <sup>2</sup>	113	82.3%*	2 349 NOK pr m <sup>2</sup> *
Q2 2019	122 000 m <sup>2</sup>	106	84.9%*	2 338 NOK pr m <sup>2</sup> *
▲	+20 100 m <sup>2</sup>	+7	-2.6%*	+11 NOK pr m <sup>2</sup> *

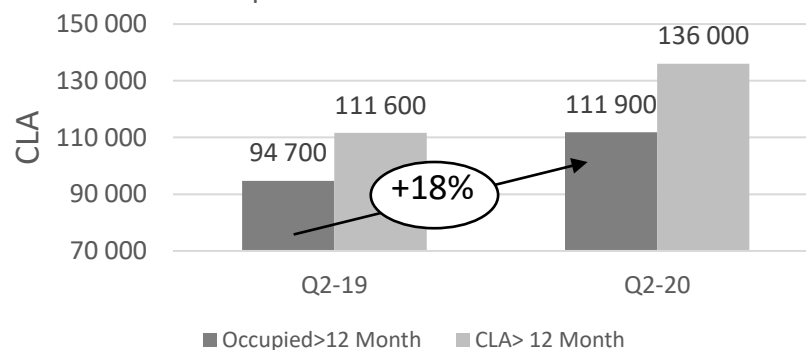
Performance of facilities with comparable m<sup>2</sup> in Q2 20 and Q2 19\*\*

	CLA	Facilities	Occupancy	Average rent
Like-for-like	100 500 m <sup>2</sup>	90	85.1% <sup>+1.1%</sup>	2 355 NOK pr m <sup>2</sup> <sup>+18</sup>

CLA increased by 16% since Q2 2019



Occupied area\* increased with 18% since Q2 2019



\* Average occupancy and rent price pr m<sup>2</sup> for all sites with more than 12 months of operation, expansions are included

\*\* Facilities with same CLA in Q2 20 as in Q2 19 +/- 50 m<sup>2</sup>

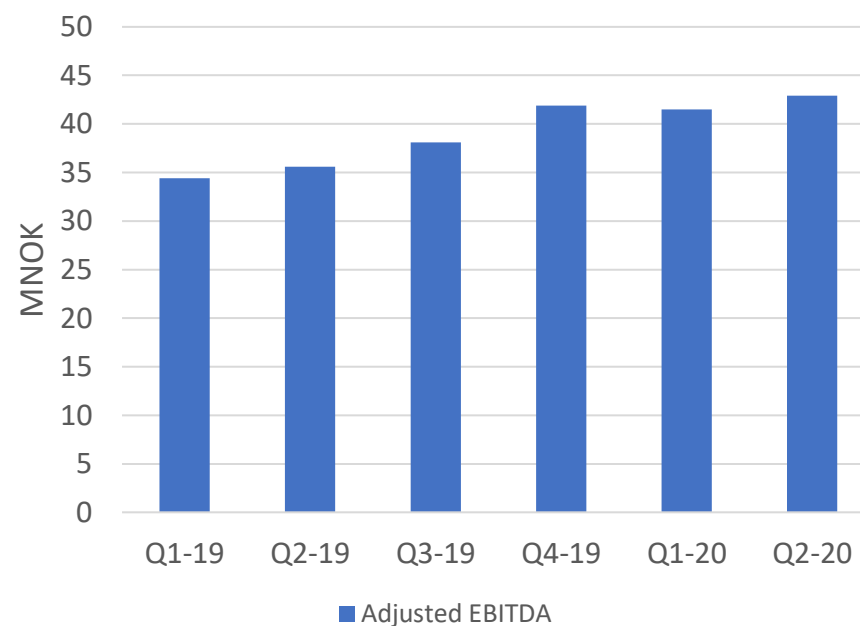
# KEY FIGURES – SECOND QUARTER 2020

(NOK million)

## KEY FIGURES

	2020 Q2	2019 Q2	Q2 20 vs Q2 19	2019 FY
Revenue	71.7	61.0	+10.6	266.5
Lease expenses	-2.8	-3.2	+0.4	-11.8
Property-related expenses	-7.7	-6.0	-1.7	-29.0
Salary and other employee benefits	-9.9	-9.7	-0.2	-39.6
Other operating expenses	-8.3	-9.0	+0.7	-34.7
<b>EBITDA</b>	<b>42.9</b>	<b>33.1</b>	<b>+9.8</b>	<b>151.3</b>
Adjustments <sup>1)</sup>	0.0	2.5	-2.5	4.7
<b>Adjusted EBITDA</b>	<b>42.9</b>	<b>35.6</b>	<b>+7.3</b>	<b>156.0</b>
<i>Adjusted EBITDA-margin</i>	<i>59.8%</i>	<i>58.4%</i>	<i>68.9%</i>	<i>58.5%</i>

## ADJUSTED EBITDA Q1 2019-Q2 2020



1) Adjusted for non-recurring costs related to acquisitions, restructuring and severance packages

# KEY FIGURES<sup>1)</sup> – Q2 2020

(NOK million)

P&L	Q2 20	Operational change	Q2 19	FY 19
Revenue	71.7	+10.6	61.0	266.5
Total operating costs <sup>2)</sup>	-28.7	-3.3	-25.4	-110.4
Adjusted EBITDA	42.9	+7.3	35.6	156.0
Adjusted EBIT	39.1	+6.1	33.0	143.9
Change in fair value of inv. property	0.2	-4.5	4.7	17.5
Change in fair value of lease property	-15.8	-2.4	-13.4	-55.2
Net finance	-13.9	-8.2	-5.7	-26.0
Adjusted Pre-tax profit	9.6	-9.0	18.6	80.3
Adjusted Net profit	7.9	-6.1	14.0	65.5
Current lettable area (thousands m <sup>2</sup> )	142.1	+20.1	122.0	137.5
Lettable area under development (thousands m <sup>2</sup> )	29.7	+16.0	13.7	21.4
Cash flows				
Net cash flows from operating activities	39.6	+5.5	34.1	145.5
Net cash flows from investing activities	-23.9	+49.7	-73.6	-561.2
Net cash flows from financing activities	68.6	-264.9	333.5	381.9
Cash and cash equivalents at beginning of the period	121.0	-8.5	129.5	122.2
Cash and cash equivalents at end of the period	204.9	-218.5	423.4	88.1

Balance sheet	30 Jun 20	31 Dec 19
<b>ASSETS</b>		
Freehold investment property	1 203.7	1 074.4
Leasehold investment property	520.9	489.1
Property, plant and equipment	116.4	114.4
Goodwill	184.5	184.8
Financial instruments	24.8	24.8
Total non-current assets	2 052.1	1 887.5
Other current assets	35.0	28.9
Cash and bank deposits	204.9	88.1
Total current assets	239.9	117.1
TOTAL ASSETS	2 292.0	2 004.6
<b>EQUITY AND LIABILITIES</b>		
Total equity	1 077.5	1 005.1
Long-term interest-bearing debt	304.9	239.1
Long-term obligations under finance leases	489.0	450.6
Deferred tax liabilities	89.5	91.1
Other non-current liabilities	6.0	0.5
Total current liabilities	325.1	218.3
Total liabilities	1 214.5	999.6
TOTAL EQUITY AND LIABILITIES	2 292.0	2 004.6

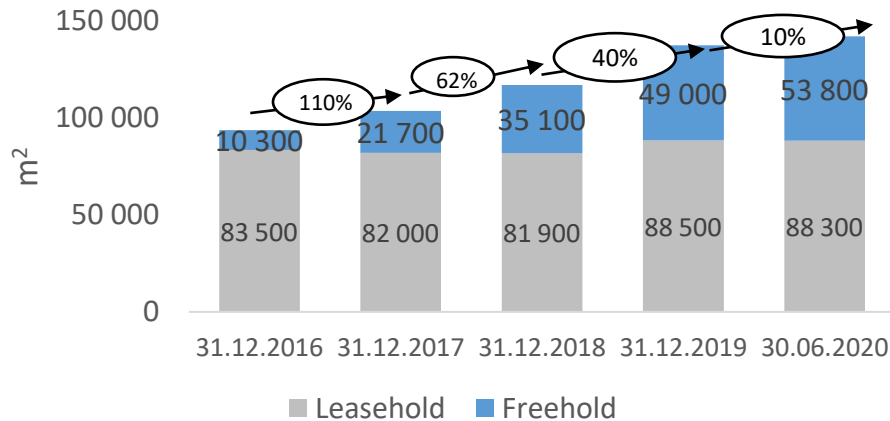
1) Unaudited figures for 2020

2) Adjusted for non-recurring costs of NOK 0.0 million in Q2 2020, NOK 2.5 million in Q2 2019 and NOK 4.7 million FY 2019

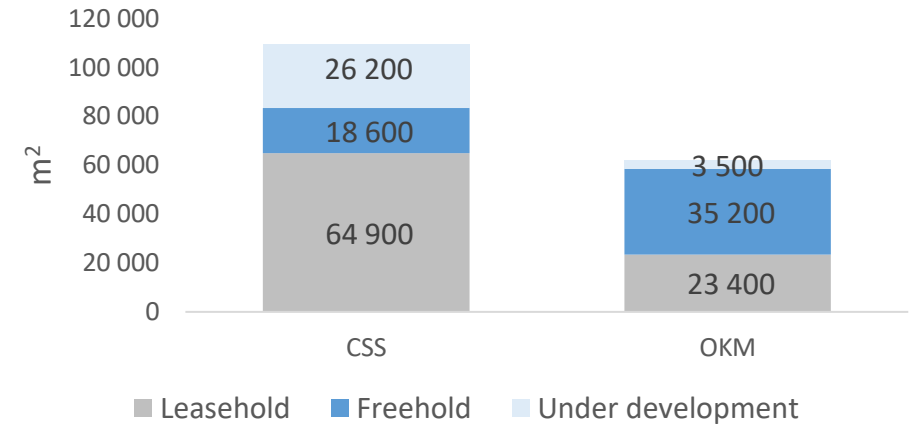


# STEADY GROWTH IN SHARE OF FREEHOLD PORTFOLIO

## DEVELOPMENT IN SHARE OF FREEHOLD FACILITIES



## SHARE OF FREEHOLD FACILITIES PER CONCEPT



- SSG's strategy is to expand within freehold facilities
- 38% of current lettable area in operation at the end of June 2020 was freehold
- Freehold m² has increased with 10% since December 2019
- 54 of a total of 113 facilities in operation (48%) were freehold as of June 2020
- SSG plans to open 10 000 m² in 2020, mainly freehold

30.06.2020 m²	Current lettable area	Under development	Total lettable area
Freehold facilities	53 800	29 500	83 300
Leased facilities	88 300	200	88 500
<b>SUM</b>	<b>142 100</b>	<b>29 700</b>	<b>171 800</b>

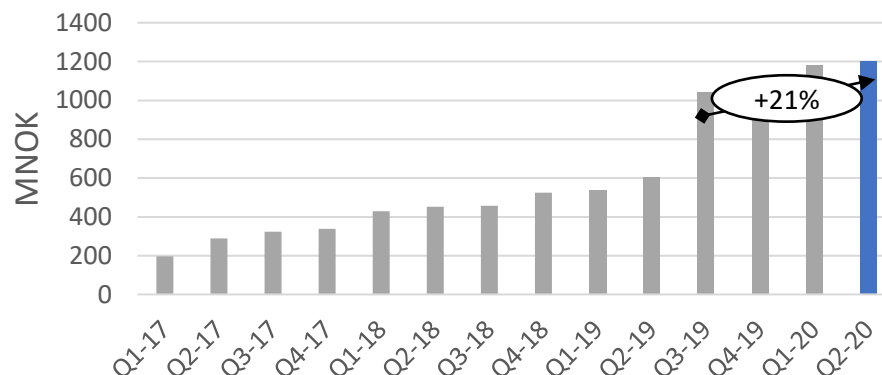
# FREEHOLD INVESTMENT PROPERTY AS OF Q2 2020

## -PROPERTY VALUE INCREASED BY 21% FROM DECEMBER 2019

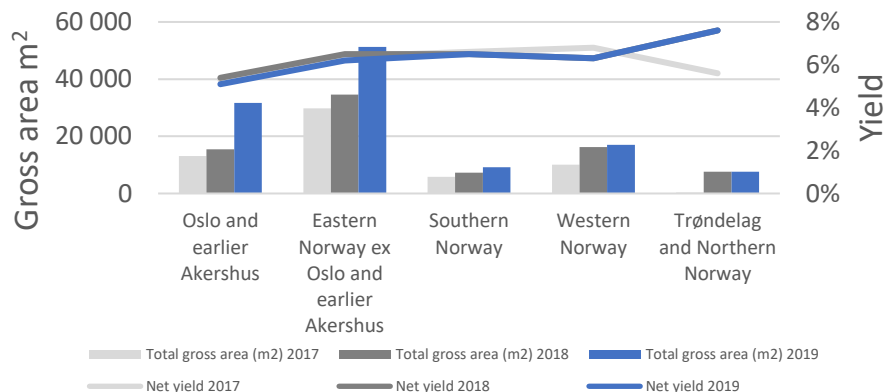
### Freehold portfolio

- 55 self-storage facilities with a total gross area of 103 700 m
- 5 land properties for containers with a total gross area of 15 600 m<sup>2</sup>
- 2 greenfield development properties with a total gross area of 11 400 m<sup>2</sup>
- 1 freehold properties acquired in Q2 2020
- Internal lease agreements at commercial terms are signed between OK Property and the operating companies in the Group
- External valuations by real estate appraiser Newsec once a year, quarterly assessment of indications of change

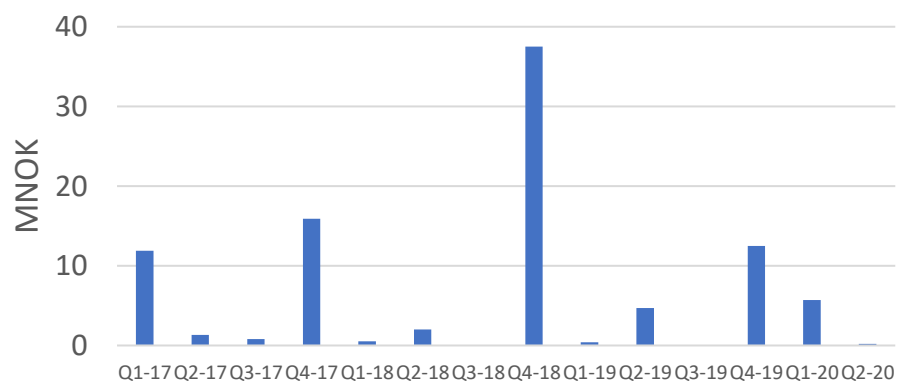
### Total freehold property of 1 204 MNOK



### Gross area pr region and yield as of 31.12.19

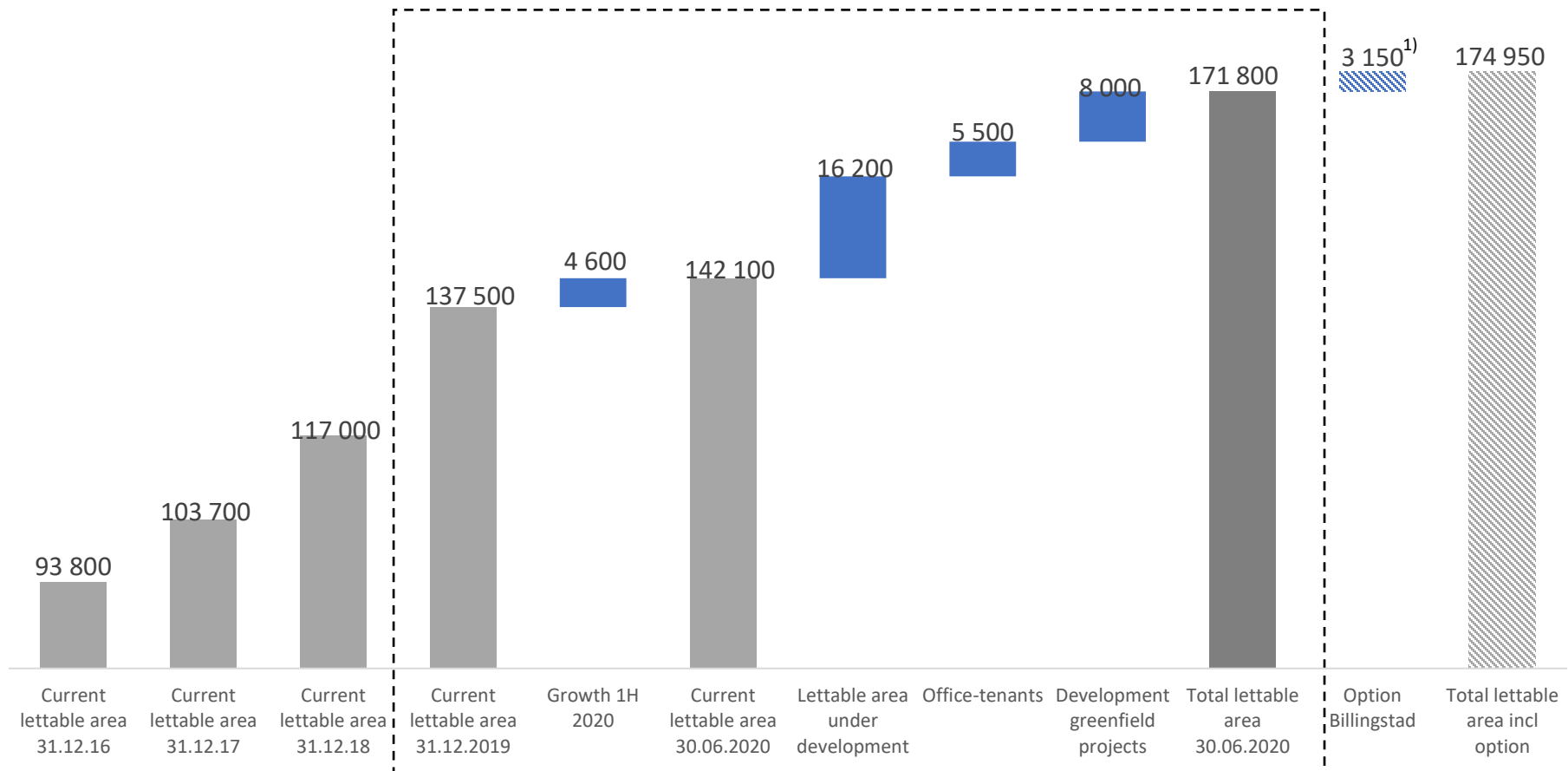


### Development change in fair value over P&L



# CURRENT LETTABLE AREA OF 142 100 M<sup>2</sup> AS OF Q2 2020

## - 29 700 M<sup>2</sup> IN PIPELINE<sup>1)</sup>



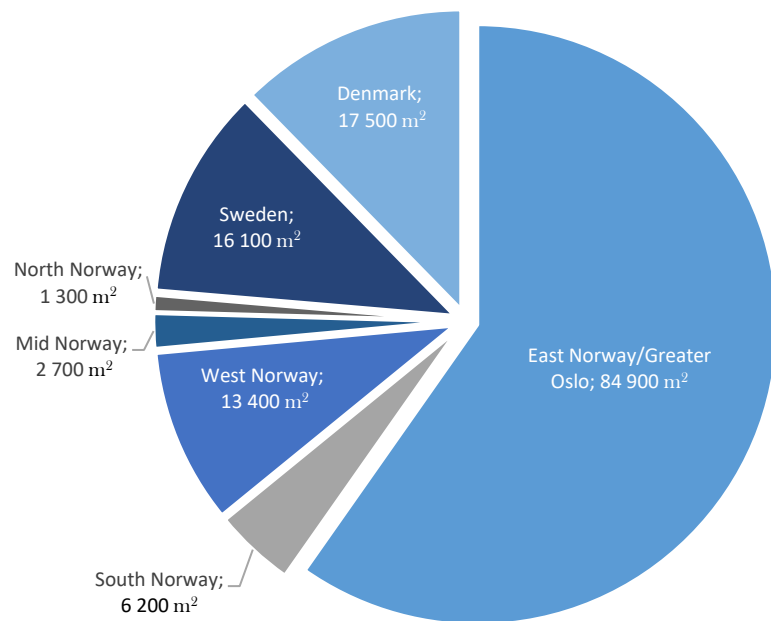
1) Potential lettable area of the option to acquire a neighbouring building at Billingstad is not included in the CPIs of Q2 2020

# 29 700 M<sup>2</sup> IN POTENTIAL LETTABLE AREA

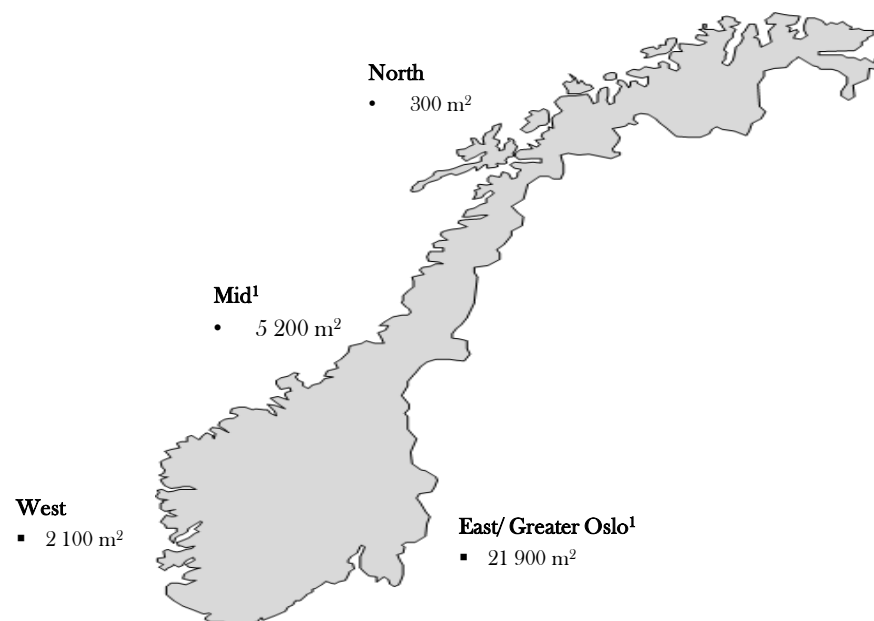
- The potential m<sup>2</sup> is in freehold facilities in Norway
- Rent income from expiring lease contracts from 5 500 m<sup>2</sup> of the 20 700 m<sup>2</sup> not yet built into self-storage units
- 10 000 m<sup>2</sup> are planned to open during 2020 (organic)
- 4 600 m<sup>2</sup> opened as of 30.06.2020

	CSS	OKM	Total SSG
New facilities	15 100	0	15 100
Expansions	11 100	3 500	14 600
<b>Sum</b>	<b>26 200</b>	<b>3 500</b>	<b>29 700</b>
<i>Area with other rentals</i>	<i>5 200</i>	<i>300</i>	<i>5 500</i>

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



## Lettable area under development<sup>1)</sup>



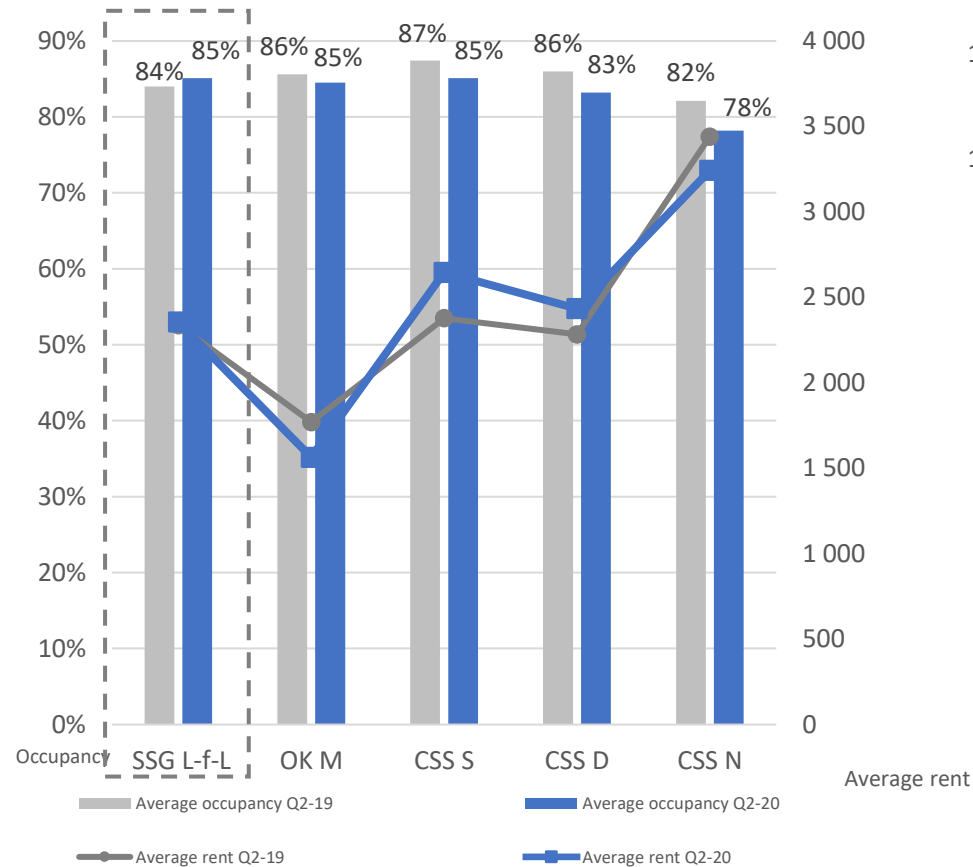
1) As of 30 June 2020. In addition there is a potential in lettable area of 200 m<sup>2</sup> in Denmark (expansion)

# DEVELOPMENT IN CAPACITY, OCCUPANCY AND RENT

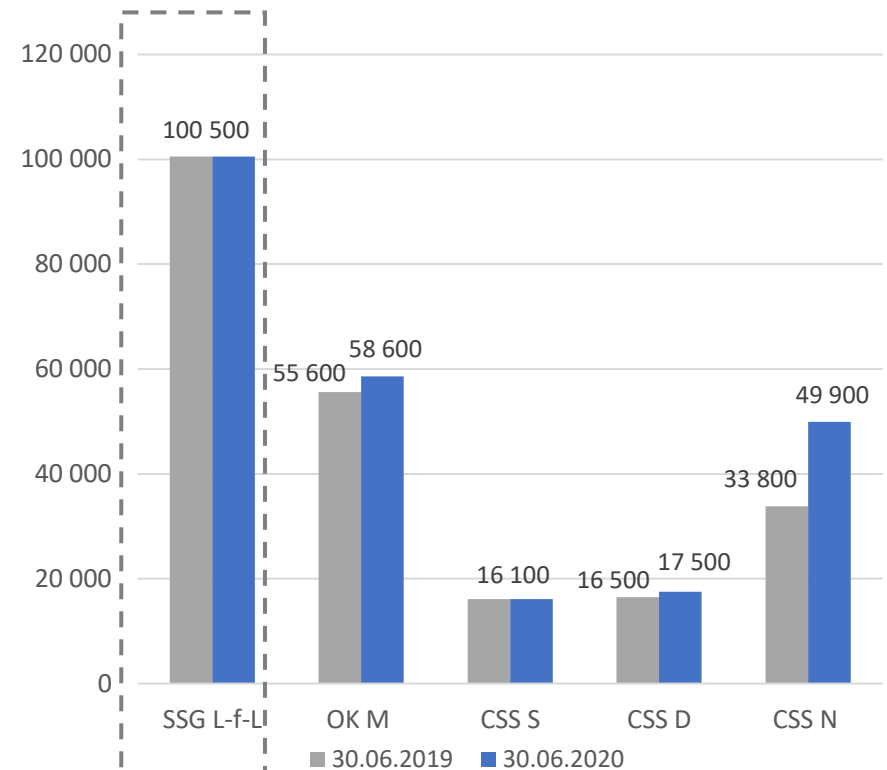
Occupancy for facilities Like-for-Like<sup>2)</sup> has increased from 84.0% in Q2-19 to 85.1% in Q2-20

Average rent pr m<sup>2</sup> per year for facilities Like-for-Like<sup>2)</sup> has increased from NOK 2 337 to NOK 2 355

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



## CURRENT LETTABLE AREA

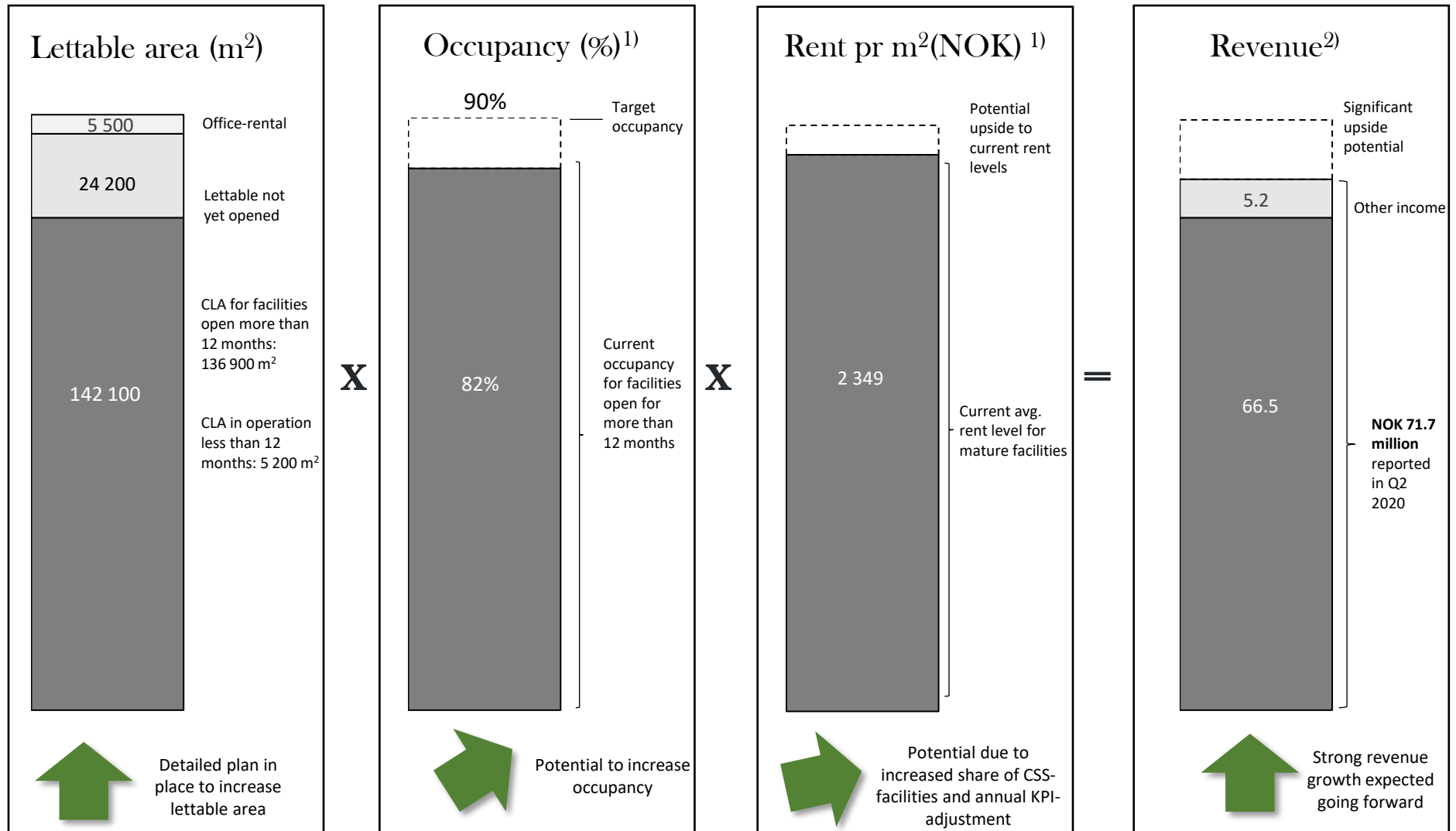


The move-in rates in Q2 2020 in the CSS segment were slightly lower for a period of time after mid-march impacting occupancy growth. There was however a strong development in move-ins in June. Occupancy in CSS Norway, CSS Denmark and OKM has decreased due to expansions of lettable area during the year, and due to longer filling-up phase than 12 months for some large facilities

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

2) Facilities with same CLA in Q2 20 as in Q2 19 +/- 50 m<sup>2</sup>

# REVENUE DYNAMICS Q2 2020

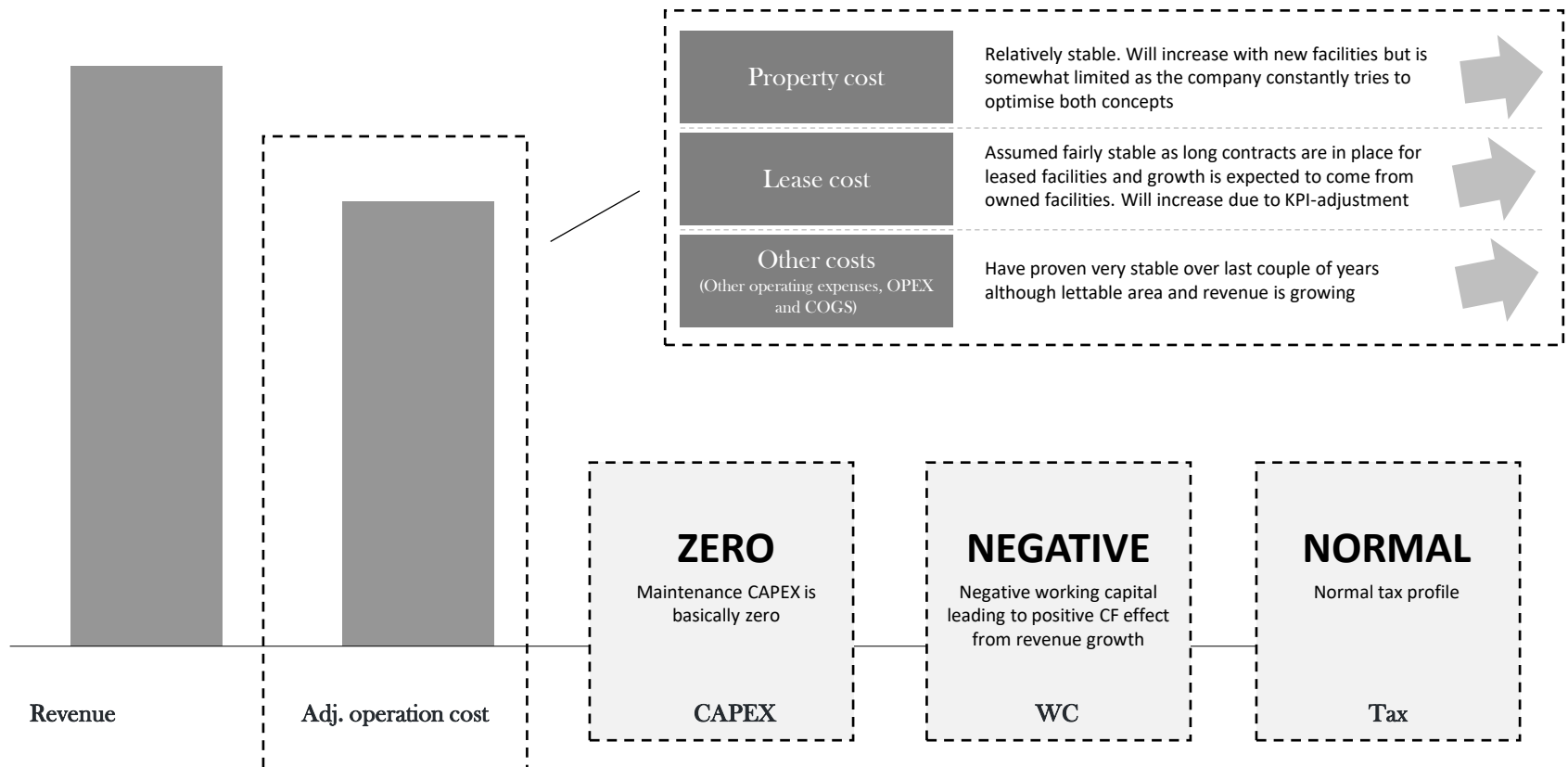


1) Average occupancy and rent pr m<sup>2</sup> for sites with more than 12 months of operation in NOK

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 COMPANY





# SELF STORAGE GROUP AT A GLANCE

3

Countries

113

Facilities

23 800

Storage rooms

142 100 m<sup>2</sup>

Current lettable area

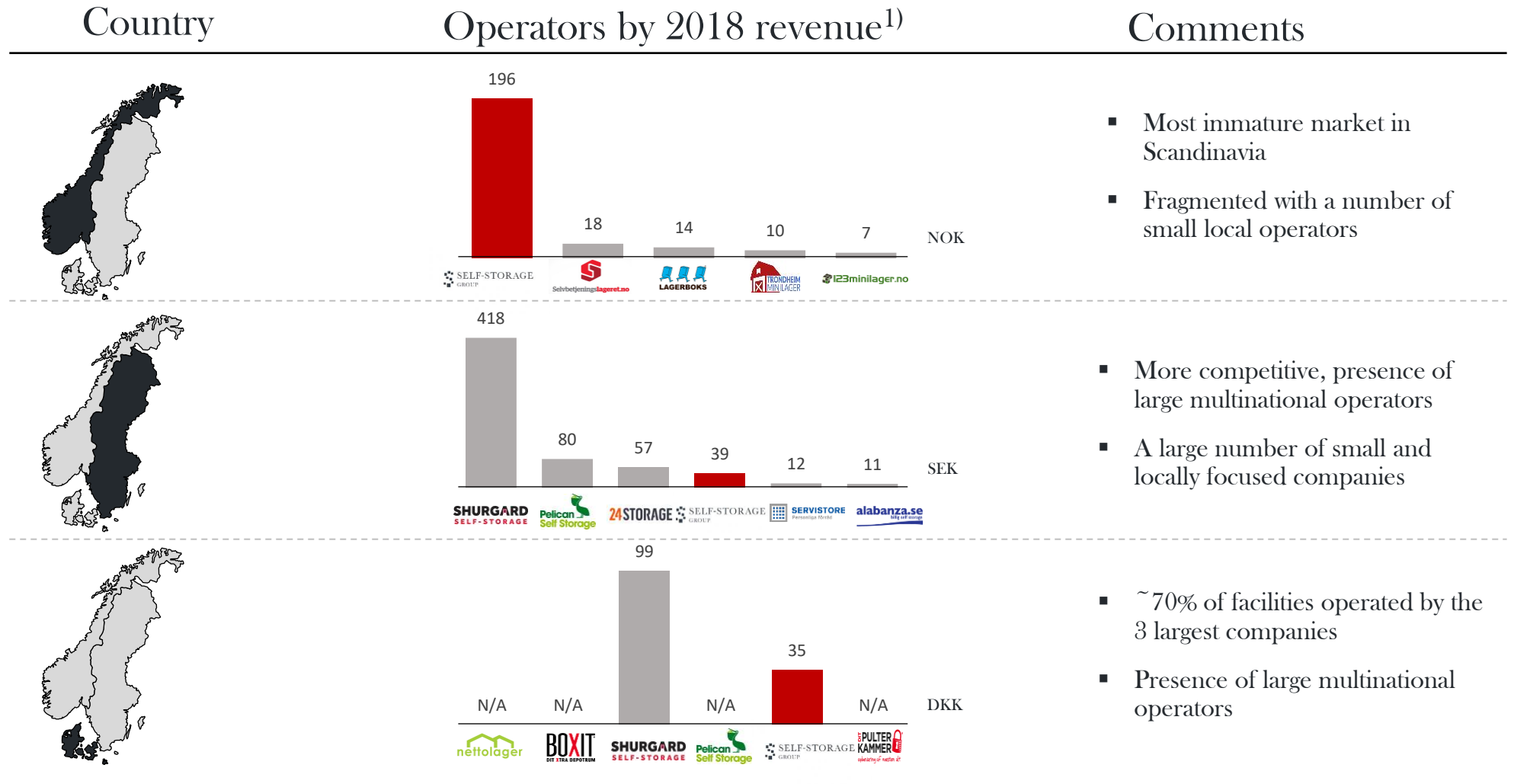
29 700 m<sup>2</sup>

Lettable area under  
development

171 800 m<sup>2</sup>

Total lettable area

# THE SCANDINAVIAN SELF STORAGE MARKET AT A GLANCE



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

1) Showing revenue in local currencies. Ranking in Denmark based on number of sites as revenue is not available. Some operators have still not reported revenue for 2019.

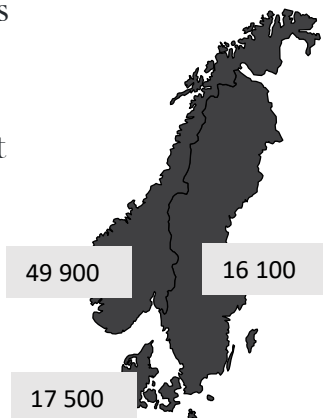
# SSG CONSISTS OF TWO DISTINCT BUSINESS CONCEPTS

## City Self-Storage



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

- 39<sup>1)</sup> temperate storage facilities across Scandinavia
- One of the leading self-storage providers in the Scandinavian market
- Located in Greater-Oslo, Stavanger, Stockholm and Copenhagen, due to open in Trondheim
- 83 500 m<sup>2</sup> CLA (18 600 m<sup>2</sup> is freehold)

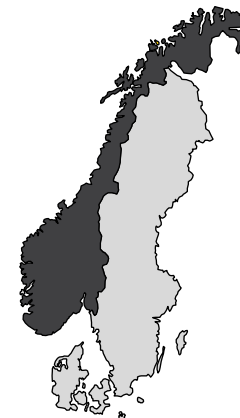


## OK Minilager



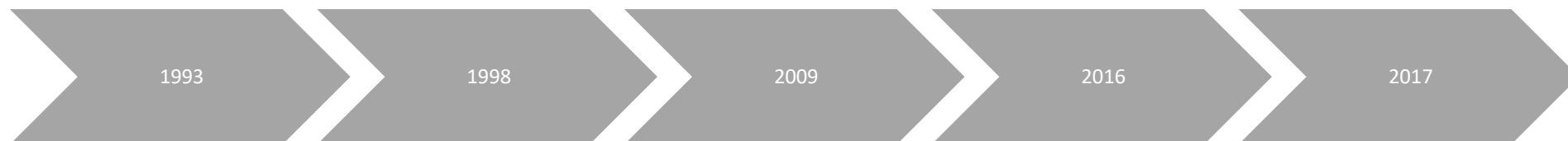
*Countrywide, discount-priced offering of self-served storage facilities in Norway*

- 74<sup>1)</sup> facilities located across Norway
- 45 temperate storage facilities and 29 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
- 58 600m<sup>2</sup> CLA ( 35 200 m<sup>2</sup> is freehold)



1) As of 30 June 2020

# OUR HISTORY



1993

1998

2009

2016

2017

- 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 Søbak

- Ferncliff invested in OK Minilager
- OK Minilager acquired CSS

- SSG established
- Listed on OSE

2017

2018

2019

Q1-20

Q2-20

Private placements<sup>1)</sup>

100 MNOK  
200 MNOK

250 MNOK

Acquisition of companies

**www.minilageret.as**  
(9 facilities)



(4 facilities)



(4 facilities)

Acquisition of properties

10

11

8

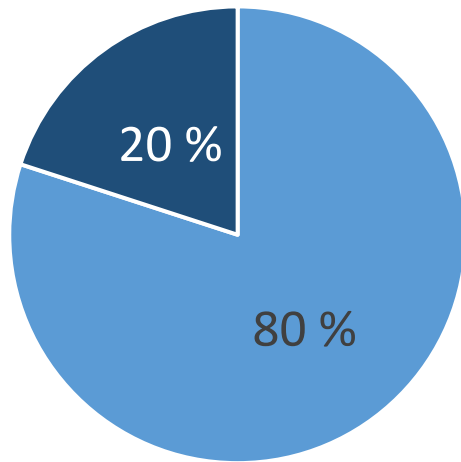
2

1

1) Gross proceeds

# A LARGE, DIVERSIFIED AND INCREASINGLY LOYAL CUSTOMER BASE SECURING EVERGREEN INCOME STREAMS

**Customer split <sup>1)</sup>**

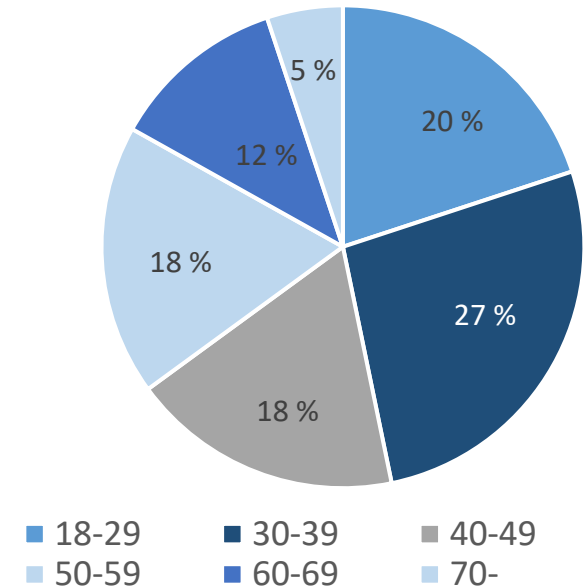


■ Private customers ■ Business customers

**Average rental time <sup>1), 2)</sup>  
Per customer**

**12**  
months

**Age of the customers <sup>1), 3)</sup>**



■ 18-29 ■ 30-39 ■ 40-49  
■ 50-59 ■ 60-69 ■ 70+

1) The numbers are approximate

2) Average rental time is longer than 12 months as customers who have not yet terminated the lease is not included in the average

3) The data is based on customer surveys on selected facilities

# BUILDING PERMISSION RECEIVED

## Breivollveien 25B - Oslo

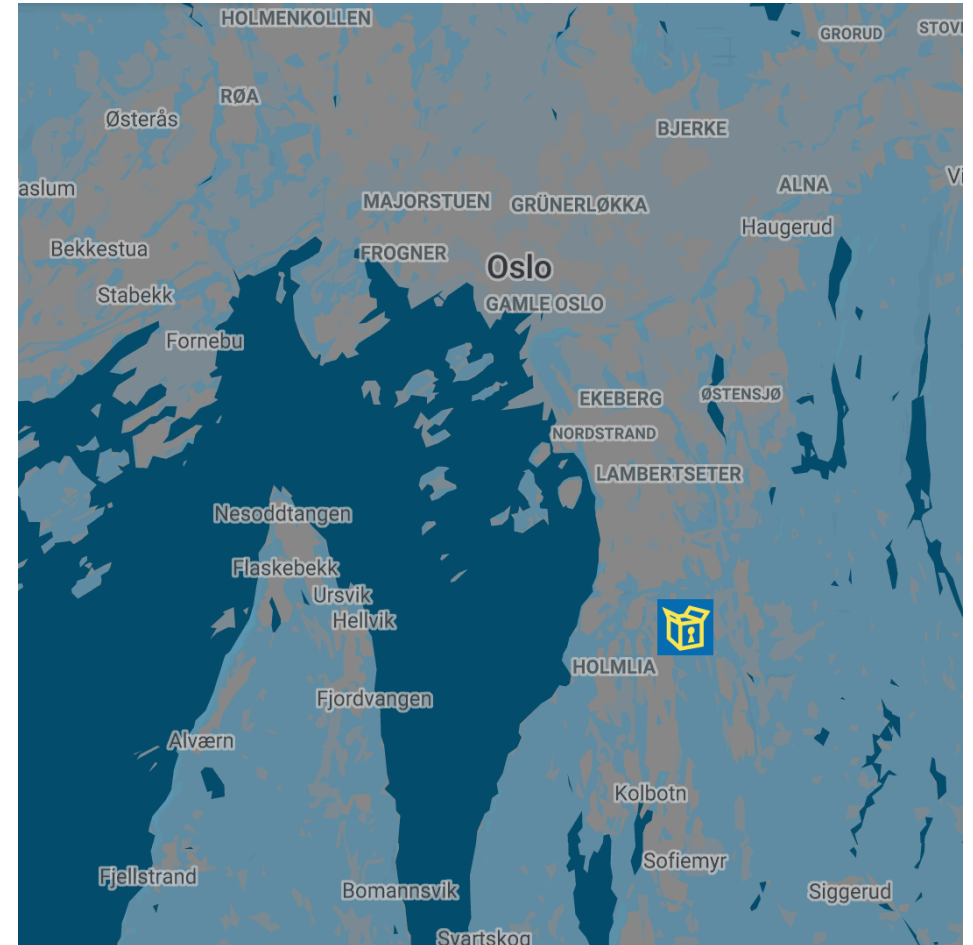
- Building permission received on 1st July 2020
- Gross area of 7 100 m<sup>2</sup>
- Estimated lettable area of 4 900 m<sup>2</sup>
- 1<sup>st</sup> phase estimated to open during Q3 2021
- The facility will be operated under the CSS brand
- Unique visibility with daily traffic count of 100 000+ cars
- 200 000 residents within a 4 km<sup>2</sup> radius



# BUILDING PERMISSION RECEIVED

## Bjørnerudveien 10 - Oslo

- Building permission received on May 7th 2020
- Gross area of 3 600 m<sup>2</sup>
- Estimated lettable area of 2 500 m<sup>2</sup>
- 1<sup>st</sup> phase estimated to open during Q3 2021
- The facility will be operated under the OKM brand
- The property has a significant catchment area
- There is additional land for further development on the property





# BUILDING PERMISSION RECEIVED

## John Aaes vei - Trondheim





- Building permission received on June 6th 2020
- Gross area of 4 400 m<sup>2</sup>
- Estimated lettable area of 3 100 m<sup>2</sup>
- Estimated to open during 2<sup>nd</sup> half of 2021
- The facility will be operated under the CSS brand
- The property has a significant catchment area
- The property has great visibility and easy access from main roads.





# DEVELOPMENT PIPELINE

## Significant conversion/expansion projects

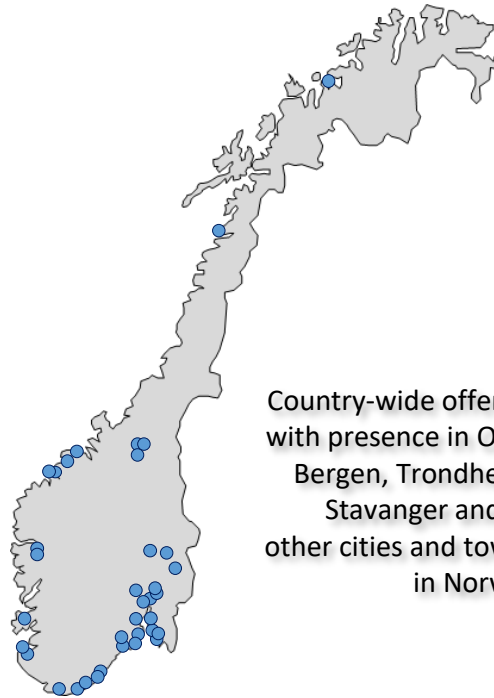
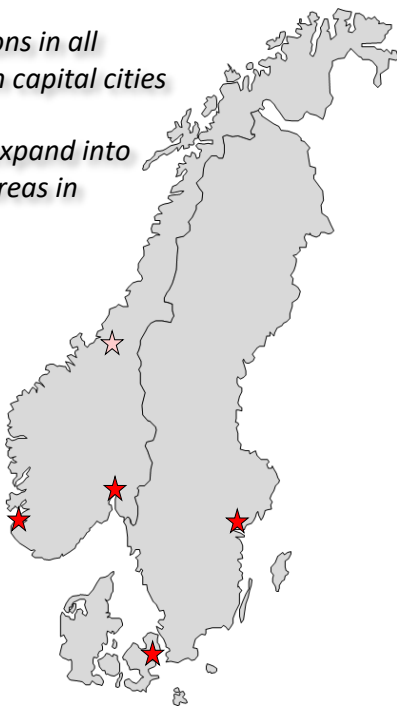
Facility	Location	Status	Potential CLA (approx.)	Expected opening	Concept
<b>Oslo</b> Hovfaret 11	Located at Skøyen, an attractive commercial hub with a significant catchment area	Self Storage fit-out is constructed on two floors of this 6 floor building. 2 <sup>nd</sup> phase of the fit-out installation is completed in August 2020. Next phases are planned to open in 2021.	3 500 m <sup>2</sup>	Open	
<b>Oslo</b> Østre Aker vei 101	Facility located alongside Østre Aker vei with great visibility and access	First phase of this conversion project is under construction and estimated to open during Q3 2020.	3 000 m <sup>2</sup>	2020	
<b>Trondheim</b> Håkon Magnussons gate 1 A	Highly visible location in a big-box retail areal close to the city centre	Construction completed. Opened in August 2020. The project was delayed due to COVID-19.	2 100 m <sup>2</sup>	Open	
<b>Oslo</b> Ulvenveien 28	Highly visible location in a larger development area	Planning under progress. Estimated to open during 2021.	2 500 m <sup>2</sup>	2021	

# 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 34  
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

# STRATEGIC REVIEW

- In January 2020, Self Storage Group announced a strategic review. After exploring a variety of opportunities, the Board has concluded that what is likely to serve shareholders best at present is to continue our growth strategy as an independent and listed company.
- In addition to ongoing projects and organic growth in existing locations, Self Storage Group is also actively considering acquisition growth opportunities that can create value for our shareholders. Further strengthening our position in Norway remains a key priority, while we simultaneously review opportunities for growth in the Nordics



# STRATEGIC SUMMARY

- Grow our freehold portfolio in selected urban markets
- Focus on the larger urban areas in Norway
- Occupancy target of 90%
- Investments in CRM, automation and digital platforms
- Creating Great customer experiences
- Lean operation and self-service
- Opportunistic approach to expansion in Sweden and Denmark
- Looking to selectively acquire existing self storage providers in the Nordics



Illustration of a greenfield project developed under the CSS brand

# COVID-19

- Norway went into a partial lockdown from 12 March 2020
  
- Self Storage Group adapted to the pandemic by;
  - Implementing measures to safeguard customers and employees
  - Keeping self-storage facilities open as usual for both existing and new customers
  - Using our self-serviced and digitalised offering that by nature is a safe and flexible solution for our customers
  - Updating the risk evaluation in the interim report for Q2 2020
  
- The Group experienced limited business impact due to Covid-19 in the second quarter and first half year of 2020. The move-in rates in the CSS segment were slightly lower for a period of time after mid-March impacting occupancy growth. There was however a strong development in move-ins in June. A few of the sites under construction were delayed due to closed factories, but the company still plan to reach the target of developing 10 000 CLA in 2020.

# 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, counterparty 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 2019 for Self Storage Group and updated risk evaluation in the interim report for Q2 2020. 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

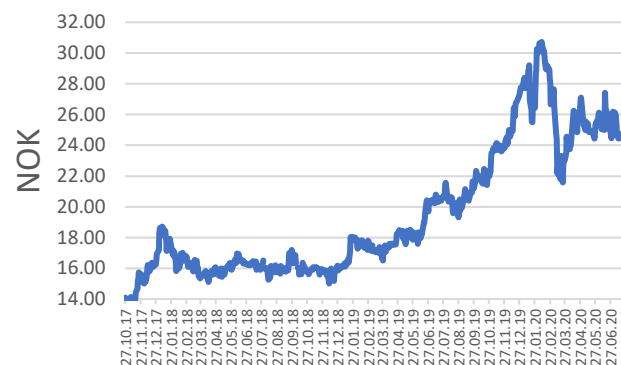
	Holding	%	Name	Country
1	19 230 909	22,8 %	UBS Switzerland AG 1)	Switzerland
2	9 565 000	11,3 %	FABIAN HOLDING AS	Norway
3	6 565 000	7,8 %	CENTRUM SKILT AS	Norway
4	3 896 103	4,6 %	FIRST RISK CAPITAL AS	Norway
5	3 828 293	4,5 %	SKAGEN M2 VERDIPAPIRFOND	Norway
6	3 772 180	4,5 %	VERDIPAPIRFONDET ODIN EIENDOM	Norway
7	3 623 214	4,3 %	VATNE EQUITY AS	Norway
8	2 134 246	2,5 %	J.P. Morgan Bank Luxembourg S.A.	Sweden
9	1 957 620	2,3 %	Citibank, N.A.	Ireland
10	1 923 074	2,3 %	MARLBOROUGH EUROPEAN MULTI-CAP FND	United Kingdom
11	1 711 358	2,0 %	WESSEL-INVEST AS	Norway
12	1 641 428	1,9 %	Danske Invest Norge Vekst	Norway
13	1 533 216	1,8 %	The Bank of New York Mellon SA/NV	France
14	1 158 611	1,4 %	BNP Paribas Securities Services	Luxembourg
15	1 126 089	1,3 %	VPF FIRST NORDISK EIENDOM	Norway
16	1 102 008	1,3 %	Brown Brothers Harriman & Co.	United States
17	1 050 000	1,2 %	VERDIPAPIRFONDET HOLBERG NORGE	Norway
18	951 038	1,1 %	MUSTAD INDUSTRIER AS	Norway
19	709 227	0,8 %	KLAVENESS MARINE FINANCE AS	Norway
20	705 146	0,8 %	SOLE ACTIVE AS	Norway
	68 183 760	80,9 %		

Total number of shares: 84 328 584

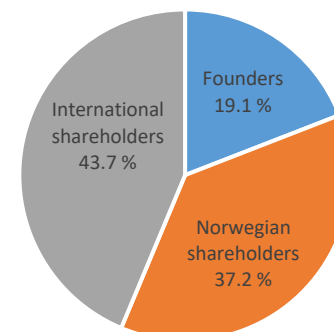
As of 17 August 2020

1) Alta Lux Holdco S.a.r.l./Centerbridge Partners

## Share development



## Shareholder structure





# SECOND QUARTER 2020

## COMPREHENSIVE INCOME

### Profit and loss statement

(Amounts in NOK 1 000)		Unaudited For the three months ended 30 June 2020	Unaudited For the three months ended 30 June 2019	Unaudited For the six months ended 30 June 2020	Unaudited For the six months ended 30 June 2019	Audited For the twelve months ended 31 December 2019
	Note					
Revenue	3	71 657	61 022	142 474	122 660	266 453
Lease expenses	3	2 819	3 215	5 773	6 323	11 813
Property-related expenses	3	7 706	6 013	15 788	12 987	28 975
Salary and other employee benefits	3	9 937	9 734	20 943	19 484	39 566
Depreciation		3 870	2 533	6 929	4 961	12 108
Other operating expenses	3	8 264	8 968	17 021	16 826	34 730
<b>Operating profit before fair value adjustments</b>		<b>39 061</b>	<b>30 559</b>	<b>76 020</b>	<b>62 079</b>	<b>139 261</b>
Change in fair value of freehold investment property	5	239	4 667	5 944	5 073	17 523
Change in fair value of leasehold investment property	5	-15 809	-13 433	-31 252	-26 653	-55 204
<b>Operating profit after fair value adjustments</b>		<b>23 491</b>	<b>21 793</b>	<b>50 712</b>	<b>40 499</b>	<b>101 580</b>
Finance income		258	126	386	284	1 283
Finance expense	7	14 190	5 833	23 767	11 892	27 260
<b>Profit before tax</b>		<b>9 559</b>	<b>16 086</b>	<b>27 331</b>	<b>28 891</b>	<b>75 603</b>
Income tax expense		1 691	3 989	4 937	6 202	13 870
<b>Profit for the period</b>		<b>7 868</b>	<b>12 097</b>	<b>22 394</b>	<b>22 689</b>	<b>61 733</b>
<b>Total adjustments</b>		<b>-</b>	<b>2 489</b>	<b>1 461</b>	<b>2 989</b>	<b>4 653</b>

### Comments

- Revenue for Q2 2020 was NOK 71.7 million, up NOK 10.6 million from Q2 2019. The increase is related to the acquisition of Eurobox in July 2019 and growth in lettable area and rentals
- Operating profit before fair value adjustments in Q2 2020 of NOK 39.1 million, an increase of NOK 8.5 million related to Q2 2019. The acquisition of Eurobox in July 2019 and growth in lettable area and rentals impact the figures.
- In total non-recurring items amounted to NOK 0.0 million in Q2 2020 and NOK 2.5 million in Q2 2019
- The fair value of investment property is based on external valuations for freehold investment property and value adjustment due to passage of time for leasehold investment property

# YTD 2020 – FINANCIAL POSITION

## Financial position

(Amounts in NOK 1 000)		Unaudited	Audited	(Amounts in NOK 1 000)		Unaudited	Audited
		30 June	31 December			30 June	31 December
		2020	2019			2020	2019
<b>ASSETS</b>				<b>EQUITY AND LIABILITIES</b>			
<b>Non-current assets</b>	Note			<b>Equity</b>			
Freehold investment property	5	1 203 678	1 074 457	Issued share capital	6	8 432	8 261
Leasehold investment property	2,5	520 913	489 062	Share premium		791 594	744 853
Property, plant and equipment		116 439	112 595	Other reserves		3 026	- 93
Goodwill		184 519	184 828	Retained earnings		274 426	252 032
Other intangible assets		1 778	1 839	<b>Total equity</b>		<b>1 077 478</b>	<b>1 005 053</b>
<b>Total non-current assets</b>		<b>2 052 077</b>	<b>1 887 531</b>	<b>LIABILITIES</b>			
<b>Current assets</b>				<b>Non-current liabilities</b>			
Inventories		1 686	1 617	Long-term interest-bearing debt	7	304 896	239 057
Trade and other receivables		15 218	15 928	Long-term obligations under finance leases	7	488 972	450 642
Other current assets		18 112	11 410	Other financial liabilities		6 035	454
Cash and bank deposits		204 931	88 117	Deferred tax liabilities		89 531	91 053
<b>Total current assets</b>		<b>239 947</b>	<b>117 072</b>	<b>Total non-current liabilities</b>		<b>889 434</b>	<b>781 206</b>
<b>TOTAL ASSETS</b>		<b>2 292 024</b>	<b>2 004 603</b>	<b>Current liabilities</b>			
				Short-term interest-bearing debt	7	204 927	103 223
				Short-term obligations under finance leases	7	50 692	52 190
				Trade and other payables		12 432	7 115
				Income tax payable		10 411	9 309
				Other taxes and withholdings		7 219	5 276
				Other current liabilities		39 431	41 231
				<b>Total current liabilities</b>		<b>325 112</b>	<b>218 344</b>
				<b>Total liabilities</b>		<b>1 214 546</b>	<b>999 550</b>
				<b>TOTAL EQUITY AND LIABILITIES</b>		<b>2 292 024</b>	<b>2 004 603</b>

## Comments

- Total assets of NOK 2 292 million
- Freehold investment property increased with NOK 129.2 million and leasehold investment property increased with NOK 31.9 million since 31 December 2019
- Cash and bank deposits increased with NOK 116.8 million since 31 December 2019, mainly due to new borrowings under the existing loan facility exceeding net outflow on acquisition of subsidiaries and investment property in the first half year 2020
- Increased equity through issuance of considerations shares and result for the period
- Negative net interest-bearing debt was NOK 304.9 million in the balance as of 30 June 2020. Increased obligations under financial lease with NOK 36.8 million due to additional options included in the balance sheet and translation differences exceeding lease payments in the first half year 2020
- Equity ratio was 47% 30 June 2020

# YTD 2020 – CASH FLOW

## Condensed consolidated statement of cash flows

### Comments

#### Operating activities

- Strong cash flow
- Invoicing of customers in advance – predictable and stable costs

#### Investing activities

- One company asset acquisition with cash in Q2 2020
- Establishment and fit out new facilities and expansions
- Maintenance is posted as property cost

#### Financing activities

- Proceeds from a new loan under the existing loan facility and repayment of loan facility in Q2 2020
- Payment of lease liabilities and payments of lease classified as interests

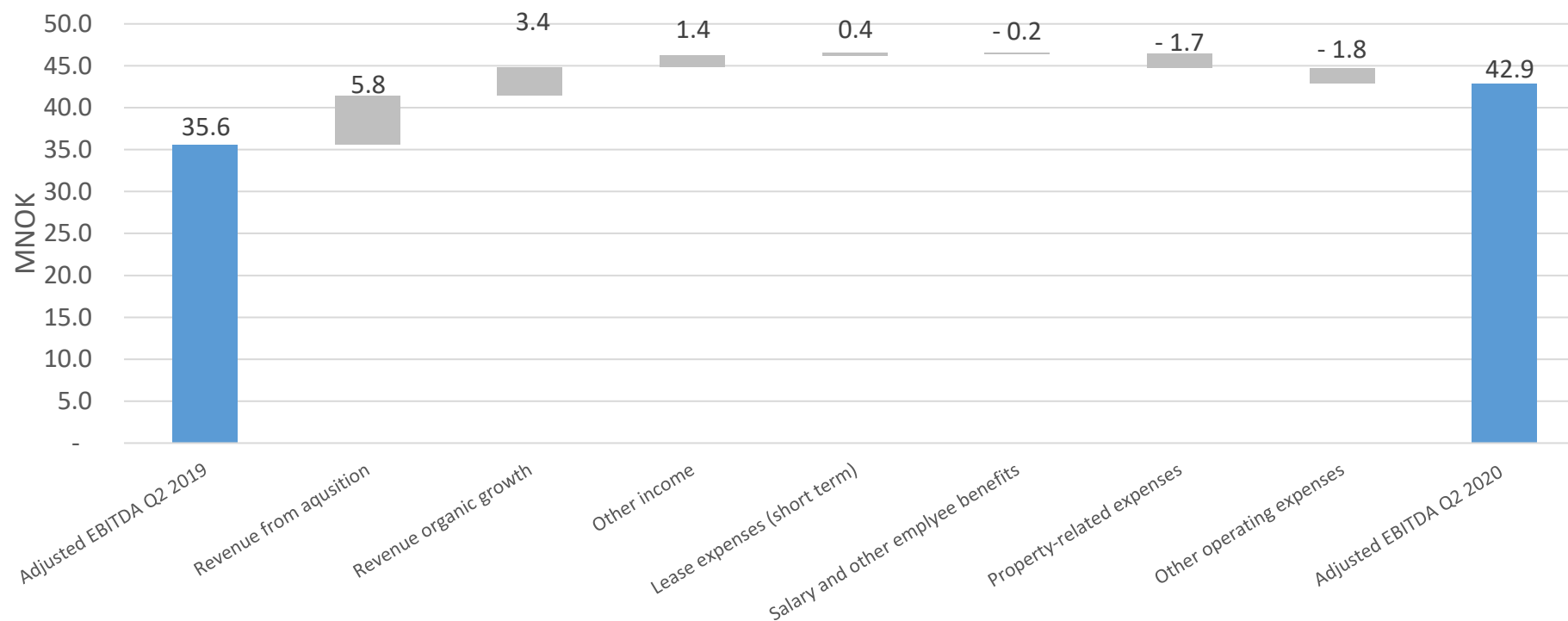
SSG's cash position at the end of June 2020 was NOK 204.9 million

		Unaudited For the three months ended 30 June 2020	Unaudited For the three months ended 30 June 2019	Unaudited For the six months ended 30 June 2020	Unaudited For the six months ended 30 June 2019	Audited For the year ended 31 December 2019
(Amounts in NOK 1 000)	Note					
<b>Cash flow from operating activities</b>						
Profit before tax		9 559	16 086	27 331	28 891	75 603
Income tax paid		- 62	- 723	- 3 792	- 1 446	- 10 720
Interest expense	2	13 617	5 236	21 913	10 474	24 602
Depreciation		3 870	2 533	6 929	4 961	12 108
Gain/loss on disposal of property, plant and equipment		-	- 41	-	-	-
Change in fair value of freehold investment property	6	- 239	- 4 667	- 5 944	- 5 073	- 17 523
Change in fair value of leasehold investment property	2,5	15 809	13 433	31 252	26 653	55 204
Change in trade and other receivables		1 261	- 879	710	- 1 482	- 703
Change in trade and other payables		1 396	4 121	5 119	609	- 5 497
Change in other current assets		- 3 517	1 127	- 6 614	1 936	6 332
Change in other current liabilities		- 2 095	- 2 140	- 739	7 759	6 107
<b>Net cash flow from operating activities</b>		<b>39 599</b>	<b>34 086</b>	<b>76 165</b>	<b>73 282</b>	<b>145 513</b>
<b>Cash flow from investing activities</b>						
Payments for freehold investment property		- 14 540	- 16 305	- 31 709	- 22 412	- 42 753
Payments for property, plant and equipment		- 4 124	- 8 964	- 9 764	- 15 231	- 28 497
Net cash outflow on acquisition of subsidiaries		- 5 228	- 48 377	- 43 921	- 48 356	- 489 962
Net cash outflow from disposal of subsidiaries		-	-	-	-	-
<b>Net cash flow from investing activities</b>		<b>- 23 892</b>	<b>- 73 646</b>	<b>- 85 394</b>	<b>- 85 999</b>	<b>- 561 212</b>
<b>Cash flow from financing activities</b>						
Net proceeds from issue of equity instruments of the Company	7	-	243 904	-	243 904	241 862
Proceeds from borrowing	8	100 000	108 000	180 000	108 000	228 000
Repayment of borrowings	8	- 6 787	- 2 937	- 12 575	- 5 875	- 15 950
Payments of lease liabilities	2,7	- 16 417	- 10 101	- 26 739	- 20 744	- 47 442
Payments of leases classified as interest	2,7	- 5 155	- 4 483	- 10 286	- 9 044	- 18 417
Interest paid	8	- 3 080	- 856	- 5 929	- 1 683	- 6 148
<b>Net cash flow from financing activities</b>		<b>68 561</b>	<b>333 527</b>	<b>124 471</b>	<b>314 558</b>	<b>381 905</b>
Net change in cash and cash equivalents		84 268	293 967	115 242	301 841	- 33 794
Cash and cash equivalents at beginning of the period		120 999	129 522	88 117	122 228	122 228
Effect of foreign currency rate changes on cash and cash equivalents		- 336	- 98	1 572	- 678	- 317
<b>Cash and equivalents at end of the period</b>		<b>204 931</b>	<b>423 391</b>	<b>204 931</b>	<b>423 391</b>	<b>88 117</b>

# EBITDA-DEVELOPMENT

(NOK million)

## BRIDGE Q2 2019-Q2 2020

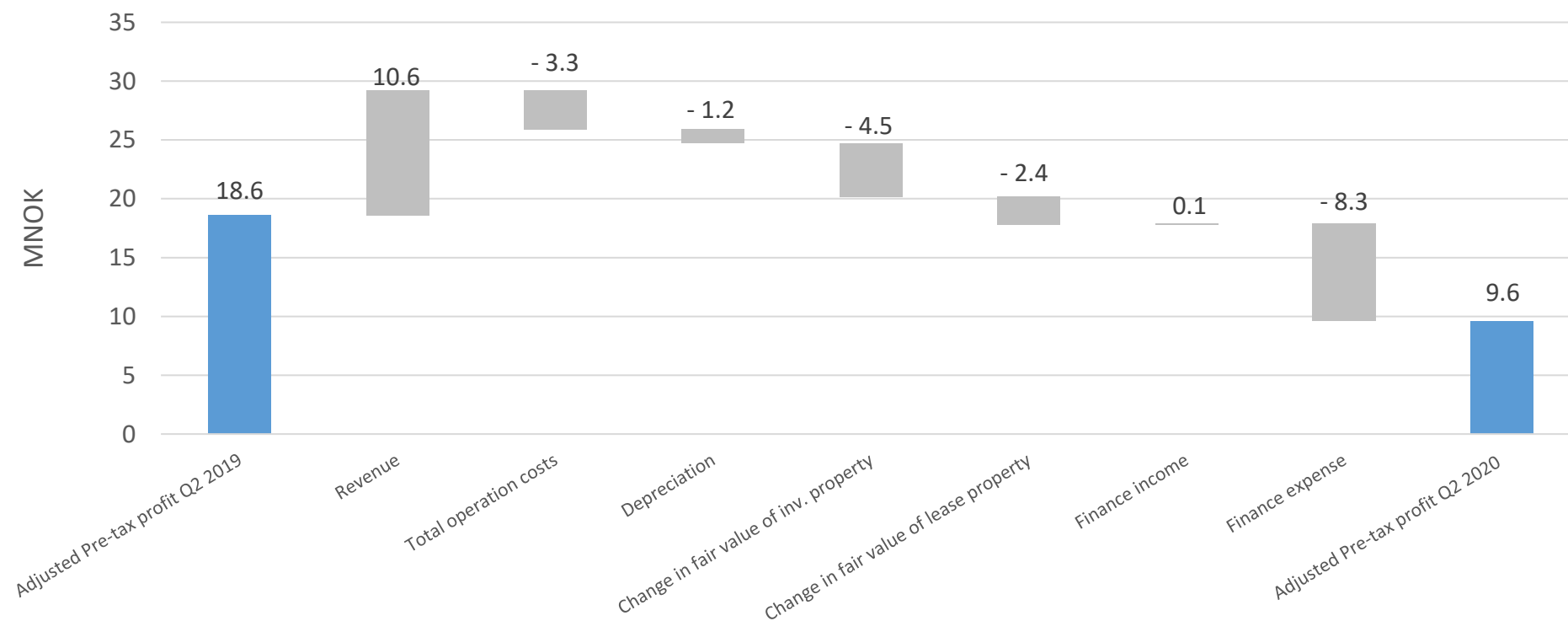


1) Adjusted for non-recurring costs of NOK 0 million in Q2 2020 and NOK 2.5 million in Q2 2019

# ADJUSTED PROFIT BEFORE TAX DEVELOPMENT

(NOK million)

## BRIDGE Q2 2019-Q2 2020

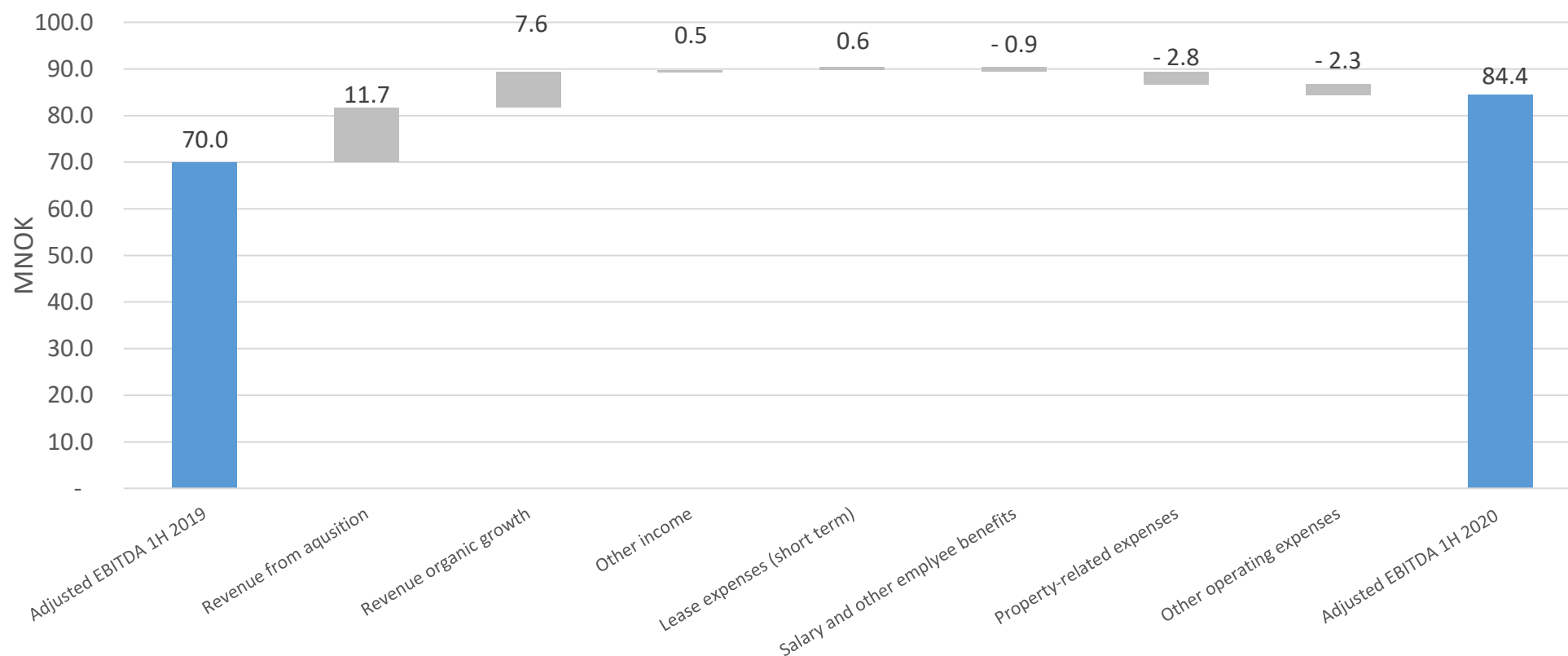


1) Adjusted for non-recurring costs of NOK 0 million in Q2 2020 and NOK 2.5 million in Q2 2019

# EBITDA-DEVELOPMENT

(NOK million)

## BRIDGE FIRST HALF YEAR 2019-FIRST HALF YEAR 2020

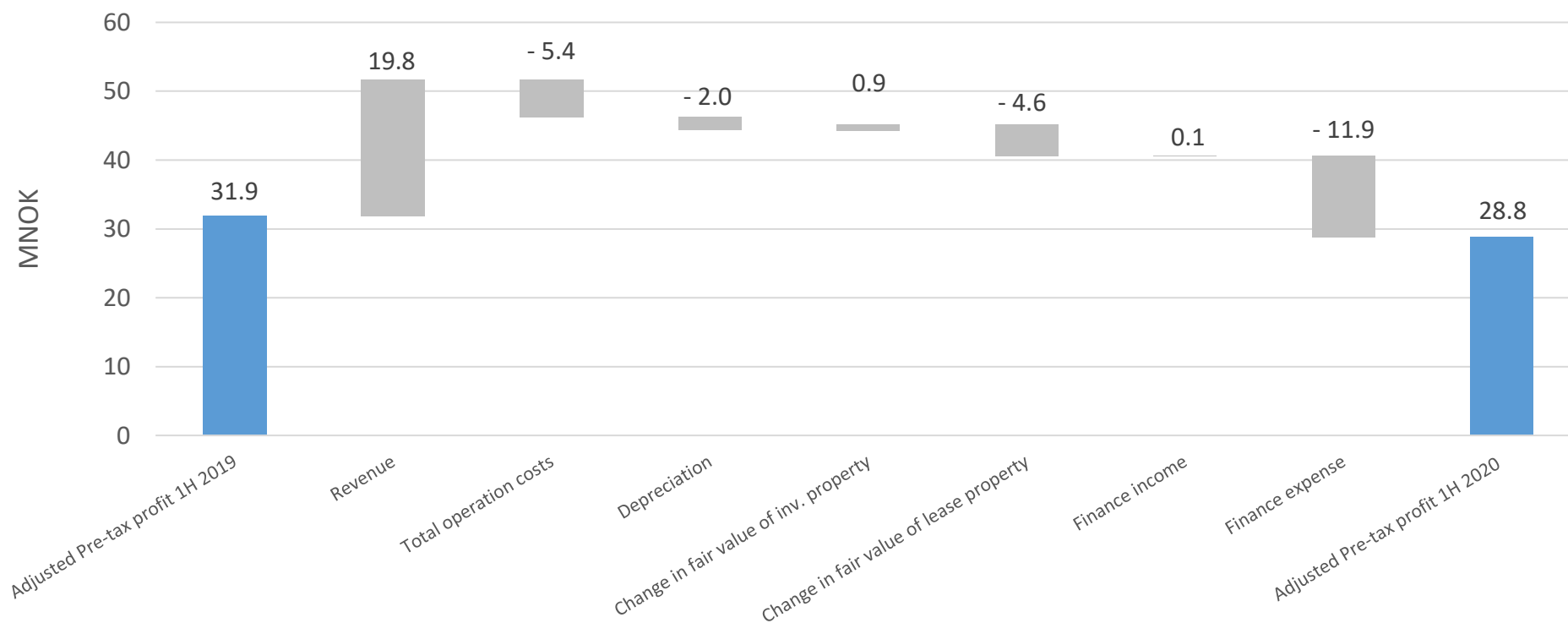


1) Adjusted for non-recurring costs of NOK 1.5 million in the first half year 2020 and NOK 3.0 million in the first half year 2019

# ADJUSTED PROFIT BEFORE TAX DEVELOPMENT

(NOK million)

## BRIDGE 1H 2019-1H 2020



1) Adjusted for non-recurring costs of NOK 0 million in Q2 2020 and NOK 2.5 million in Q2 2019