

# Mainor Ülemiste AS

Interim Report  
April – June 2017



<http://mainorulemiste.ee/opiku/>

## Main Events in the 2Q 2017

### **On May 10, MyFitness Sports Club was opened in Ülemiste City**

MyFitness, the biggest sports club chain in the Baltics, opened its new sports club at Ülemiste City. The facilities include Estonia's largest gym, supplied with the latest sound and light equipment. To open the sports club, Mainor Ülemiste renovated the old limestone industrial building – the former Dvigatel's mechanical and assembly plant. The building was completely restored, including the rarely occurring historic concrete saw-shape roof. The distinctive interior of the club is achieved thanks to the 8.5-meter-high ceiling with 1,000 m<sup>2</sup> glass surface.

### **On the 30<sup>th</sup> of May CityStock was opened at an old production site as a warehouse**

Mainor Ülemiste adapted an old warehouse into a complex for small-scale storage solution that is suitable for both businesses and private individuals. CityStock storage boxes, compiled from the sea containers, are conveniently accessible by car; the whole territory is under the cameras' surveillance around the clock. The keys to this self-service storage space are available to the subscribers from the digital key box developed by Securitas Estonia.

### **Tele2 signed a contract in June to relocate company's headquarters to Ülemiste City, Öpik-2 office tower**

Tele2 signed a contract with Mainor Ülemiste's subsidiary Öpiku Majad Ltd to relocate the telecom company's headquarters to Öpik-2 office tower by fall 2018. Tele2 CEO Argo Virkebau stated the company's need for a more spacious and modern premise. Ülemiste City is the most modern technology campus in Estonia with 330 companies, many of which are Tele2 customers and partners. For an international company like Tele2 with employees' frequent travelling needs, the proximity of the airport serves as a strong advantage.

### **The Prime Minister of Estonia visited Ülemiste City on June 19**

Prime Minister of Estonia Mr Jüri Ratas met with leaders of the Mainor Group who, presented their proposals on how to increase the competitiveness of Estonia in the private and public sectors and how to develop Estonia as an attractive destination for living and working. The Prime Minister's visit to Ülemiste City was initiated by Mainor Ltd as the strategic investor and business developer, who's aim is to participate actively in ensuring the success and sustainability of the Estonian economy and to be the leader in developing new business models.

### **Ülemiste City Key Figures as of 30.06.2017**

Rented space	163,550 square meters
Occupancy Rate	98%

## Financial Performance

2Q 2017 – Net profit EUR 1,226 thousand

### Net Sales and Net Profit

- Net sales amounted to EUR 1,910 th in the 2<sup>nd</sup> quarter, increase of 43.2% compared to the 2<sup>nd</sup> quarter of 2016
- Net profit amounted to EUR 1,226 th, increase of 41.7% compared to 2<sup>nd</sup> quarter of 2016

### Expenses

- Operating expenses decreased from EUR 1,083 th (1<sup>st</sup> quarter 2017) to EUR 1,057 th in the 2<sup>nd</sup> quarter of 2017
- Interest expense on loans and issued bonds amounted to EUR 481 th, increase of 44.0% compared to the 2<sup>nd</sup> quarter in 2016 (EUR 334 th)

### Interest-bearing liabilities

- Mainor Ülemiste AS interest-bearing liabilities amounted to EUR 51,789 th. The Company's three largest creditors at the end of the period were Nordea Bank AB, LHV Pank AS and OP Corporate Bank Plc
- At the end of the reporting period, Mainor Ülemiste had EUR 20,750 th in untapped credit facilities

## Statement of the Management Board

The financial and other additional information published in the Interim Report April – June 2017 is true and complete. Consolidated financial statements give a true and fair view of the actual financial position, results of operations and cash flows of the group.

Consolidated financial statements in the report for the period April – June 2017 are not audited.



Margus Nõlvak  
Member of the Management Board  
Tallinn, 31.07.2017

# Consolidated Income Statement

(according to IFRS)

*In thousands Euros*

<b>Mainor Ülemiste AS</b>	<b>2Q 2016</b>	<b>3Q 2016</b>	<b>4Q 2016</b>	<b>1Q 2017</b>	<b>2Q 2017</b>
<b>Sales</b>	<b>1 334</b>	<b>1 368</b>	<b>1 660</b>	<b>1 837</b>	<b>1 910</b>
Cost of Sales	-456	-463	-647	-651	-572
Administrative expenses	-430	-402	-484	-432	-485
Depreciation	-14	-14	-14	-15	-14
Income from associate companies	674	891	930	950	966
Other operating income	1	0	0	15	0
Other operating expenses	-3	-1	-1	-2	-2
<b>Operating profit</b>	<b>1106</b>	<b>1379</b>	<b>1444</b>	<b>1702</b>	<b>1803</b>
Other finance income	93	131	335	83	94
Interest paid and fees	-334	-348	-431	-402	-481
Income tax	0	0	0	0	-190
<b>Net profit*</b>	<b>865</b>	<b>1 162</b>	<b>1 348</b>	<b>1 383</b>	<b>1 226</b>

\* Without change of valuation of Mainor Ülemiste AS's and associate companies' investments properties.

# Consolidated Balance Sheet

(according to IFRS)

*In thousands Euros*

<b>Mainor Ülemiste AS</b>	<b>30.06.2016</b>	<b>30.09.2016</b>	<b>31.12.2016</b>	<b>31.03.2017</b>	<b>30.06.2017</b>
Tangible and intangible assets	121	122	111	99	76
Property	75 148	78 438	83 052	88 656	91 539
Other	10 240	9 744	9 791	9 668	9 667
Financial assets*	25 681	26 572	27 502	28 579	29 545
Receivables	1 428	842	1 107	1 267	1 585
Cash	6 096	7 235	6 989	9 543	8 295
<b>Total assets</b>	<b>118 714</b>	<b>122 953</b>	<b>128 552</b>	<b>137 812</b>	<b>140 707</b>
<b>Owners' equity</b>					
Share capital	19 200	19 200	19 200	19 200	19 200
Mandatory reserves	1 920	1 920	1 920	1 920	1 920
Retained earnings*	58 733	59 895	61 261	64 526	64 905
<b>Total equity</b>	<b>79 853</b>	<b>81 015</b>	<b>82 381</b>	<b>85 646</b>	<b>86 025</b>
<b>Liabilities</b>					
Debt	35 798	39 815	42 693	49 390	51 789
Other liabilities	672	632	619	561	527
Accounts payable	2 391	1 491	2 859	2 215	2 366
<b>Total liabilities</b>	<b>38 861</b>	<b>41 938</b>	<b>46 171</b>	<b>52 166</b>	<b>54 682</b>
<b>TOTAL LIABILITIES &amp; OWNERS' EQUITY</b>	<b>118 714</b>	<b>122 953</b>	<b>128 552</b>	<b>137 812</b>	<b>140 707</b>

# Consolidated Cash Flow Statement

In thousands Euros

<b>Mainor Ülemiste AS</b>	<b>2Q 2016</b>	<b>3Q 2016</b>	<b>4Q 2016</b>	<b>1Q 2017</b>	<b>2Q 2017</b>
<b>Operating activities</b>					
Net result for the period	865	1 162	1 348	1 383	1 226
Adjustment:					
Depreciation	14	14	14	15	14
Income from associate companies	-674	-891	-930	-950	-966
Financial income and expenses	93	131	96	319	387
Change in operating assets	-185	220	-145	120	-445
Change in operating liabilities	223	-728	1 444	-942	295
Interest received	9	85	5	5	18
Dividends received	434	217	217	0	0
Interest paid and fees	-319	-330	-431	-402	-481
Income tax	0	0	0	0	0
<b>Net cash flow from operating activities</b>	<b>460</b>	<b>-120</b>	<b>1 618</b>	<b>-452</b>	<b>48</b>
<b>Investing activities</b>					
Investments in tangible and intangible assets	-10	-25	0	0	0
Proceeds from sale of tangible and intangible assets	0	0	0	0	0
Investments in investment properties	-4 336	-3 226	-4 613	-3 692	-2 898
Loans granted	0	0	0	0	0
Repayment of loans granted	0	490	0	0	0
Acquisition of associates	0	0	0	0	0
<b>Cash flows from investing activities</b>	<b>-4 346</b>	<b>-2 761</b>	<b>-4 613</b>	<b>-3 692</b>	<b>-2 898</b>
<b>Financing activities</b>					
Bond issue	311	0	0	0	0
Increase in long-term loans	4 479	4 226	2 959	7 037	2 804
Decrease in long-term loans	-206	-206	-210	-339	-362
Dividends paid	-790	0	0	0	-840
<b>Cash flows from financing activities</b>	<b>3 794</b>	<b>4 020</b>	<b>2 749</b>	<b>6 698</b>	<b>1 602</b>
<b>Total cash flow</b>	<b>-92</b>	<b>1 139</b>	<b>-246</b>	<b>2 554</b>	<b>-1 248</b>
<b>Cash and cash equivalents at period-start</b>	<b>6 188</b>	<b>6 096</b>	<b>7 235</b>	<b>6 989</b>	<b>9 543</b>
Change in cash and cash equivalents	-92	1 139	-246	2 554	-1 248
<b>Cash and cash equivalents at period-end</b>	<b>6 096</b>	<b>7 235</b>	<b>6 989</b>	<b>9 543</b>	<b>8 295</b>

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