

Mainor Ülemiste AS

Interim Report
January – March 2019



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

Main Events in the 1Q 2019

January 16, 2019

An international business and education network to be created at Ülemiste City

The Estonian Entrepreneurship University of Applied Sciences and the developers of Ülemiste City wish to support the development of the intellectual environment of the district more and more. In cooperation with seven partner universities, they have established a new business and education network in the Nordics and Baltics called “Building Educational Cooperation in Smart City”. The purpose of this network is cooperation with other universities in the Nordics and Baltics in the fields of business, education and the work environment, to create new, important solutions for the future city and education, share international experience and learn from the best on how to find, involve and retain talent. Three meetings of the network will be held in 2019 in Ülemiste City within the cooperation project. These three-day events will entail meetings of companies, students and lecturers, joint discussions, open lectures for sharing experiences and knowledge, a hackathon, and much more. The focus topics this year are creative entrepreneurship, IT and digitalisation, and workplace-based learning.

February 19, 2019

New e-Estonia Briefing Centre taking Estonian digital success stories to the world

On 19 February, President of the Republic of Estonia Kersti Kaljulaid opened the new e-Estonia Briefing Centre in the Öpiku Building in Ülemiste City, which introduces our unique digital society and e-solutions to high-level foreign visitors from both the private and public sector. The Managing Director of the Briefing Centre Liina Maria Lepik says interest in Estonia’s e-solutions has continued to grow over the years. “Last year, the e-Estonia Briefing Centre received more than 800 delegations and close to 9,000 guests, exceeding the previous year by 20%. Our e-story is unique and fascinates the international community, and a number of e-solutions which seem common to us are still utopian to a large part of the world. One of the objectives of our Briefing Centre is to bring interested parties from foreign countries together with those Estonian businesses that provide e-solutions and, thereby, to increase Estonia’s export of e-services,” she explained.

March 6, 2019

Ülemiste City commenced a new development stage

The cornerstone of a 12-storey office building was laid today at Ülemiste City; this is the first building that will be completed in the next major development stage of the district. The office building at 1 Sepapaja Street is situated at a strategically important location for the district – at the intersection of Suur-Sõjamäe Street and Lõõtsa Streets, which are the main gateways to the campus. In addition, this is also the first building to be completed in the next major development stage of the district, which was introduced in the autumn. The office building, which will be completed in spring 2020, will have 10,800 m² of rentable space; in addition, a multistorey car park for 540 cars will be constructed.

Technopolis Ülemiste AS will invest a total of 25 million euros into the construction of the 12-storey office building, five-storey car park, and town square.

Ülemiste City Key Figures as of 31.03.2019

Rented space	190,564 square meters
Occupancy Rate	98%

Financial Performance

1Q 2018 – Net profit EUR 1,964 thousand

Net Sales and Net Profit

- Net sales amounted to EUR 2,693 th in the 1st quarter, increase of 22.7% compared to the 1st quarter of 2018
- Net profit amounted to EUR 1,964 th, increase of 30.8% compared to 1st quarter of 2018

Expenses

- Operating expenses increased from EUR 1,213 th (1st quarter 2018) to EUR 1,476 th in the 1st quarter of 2019
- Interest expense on loans and issued bonds amounted to EUR 501 th, decrease of 1.6% compared to the 1st quarter in 2018 (EUR 509 th)

Interest-bearing liabilities

- Mainor Ülemiste AS interest-bearing liabilities amounted to EUR 78,791 th. The Company's four largest creditors at the end of the period were SEB Pank AS, LHV Pank AS, OP Corporate Bank Plc and Luminor Bank AS
- At the end of the reporting period, Mainor Ülemiste had EUR 17,400 th in untapped credit facilities

Statement of the Management Board

The financial and other additional information published in the Interim Report January – March 2019 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 January – March 2019 are not audited.



Margus Nõlvak
Member of the Management Board
Tallinn, 30.04.2019

Consolidated Income Statement

(according to IFRS)

In thousands Euros

Mainor Ülemiste AS	1Q 2018	2Q 2018	3Q 2018	4Q 2018	1Q 2019
Sales	2 194	2 067	2 127	2 410	2 693
Cost of Sales	-732	-557	-649	-756	-864
Administrative expenses	-481	-506	-434	-539	-612
Depreciation	-12	-12	-11	-11	-15
Income from associate companies*	1 038	1 054	1 127	1 191	1 253
Other operating income	4	0	6	25	1
Other operating expenses	-2	-1	-5	-7	-4
Operating profit*	2 009	2 045	2 161	2 313	2 452
Other finance income	1	2	25	75	13
Interest paid and fees	-509	-722	-518	-724	-501
Income tax	0	0	0	0	0
Net profit*	1 501	1 325	1 668	1 664	1 964

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

Consolidated Balance Sheet

(according to IFRS)

In thousands Euros

Mainor Ülemiste AS	31.03.2018	30.06.2018	30.09.2018	31.12.2018	31.03.2019
Tangible and intangible assets	72	66	101	153	160
Property	106 421	112 307	117 283	122 630	124 176
Other	9 320	9 332	9 352	9 606	9 417
Financial assets	34 555	34 377	35 504	37 748	39 001 *
Receivables	1 533	2 389	1 621	991	1 137
Cash	8 693	9 049	10 798	9 620	9 646
Total assets	160 594	167 520	174 659	180 748	183 537
Owners' equity					
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	72 318	72 410	74 079	78 919	80 884 *
Total equity	93 438	93 530	95 199	100 039	102 004
Liabilities					
Debt	62 777	68 692	75 690	77 807	78 791
Other liabilities	645	704	789	749	765
Accounts payable	3 734	4 594	2 981	2 153	1 977
Total liabilities	67 156	73 990	79 460	80 709	81 533
TOTAL LIABILITIES & OWNERS' EQUITY	160 594	167 520	174 659	180 748	183 537

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

Consolidated Cash Flow Statement

In thousands Euros

Mainor Ülemiste AS	1Q 2018	2Q 2018	3Q 2018	4Q 2018	1Q 2019
Operating activities					
Net result for the period	1 501	1 325	1 668	1 664	1 964
Adjustment:					
Depreciation	12	12	11	11	15
Income from associate companies	-1 038	-1 054	-1 127	-1 191	-1 253
Financial income and expenses	508	681	493	649	488
Change in operating assets	-329	-367	212	-366	89
Change in operating liabilities	552	1 067	-1 265	-1 044	-157
Interest received	0	0	0	0	0
Dividends received	0	616	308	308	0
Interest paid and fees	-509	-722	-518	-724	-501
Income tax	0	0	0	0	0
Net cash flow from operating activities	697	1 558	-218	-693	645
Investing activities					
Investments in tangible and intangible assets	0	0	-46	-52	-7
Proceeds from sale of tangible and intangible assets	0	0	0	0	0
Investments in investment properties	-4 338	-5 900	-4 976	-2 548	-1 544
Loans granted	0	0	0	0	0
Repayment of loans granted	0	0	0	0	0
Acquisition of associates	0	0	0	0	0
Cash flows from investing activities	-4 338	-4 338	-5 022	-2 603	-1 551
Financing activities					
Bond issue	14	1 204	1 162	0	0
Increase in long-term loans	3 284	5 056	6 167	2 452	1 381
Decrease in long-term loans	-364	-330	-340	-335	-449
Dividends paid	0	-1 232	0	0	0
Cash flows from financing activities	2 934	4 698	6 989	2 117	932
Total cash flow	-707	356	1 749	-1 178	26
Cash and cash equivalents at period-start	9 400	8 693	9 049	10 798	9 620
Change in cash and cash equivalents	-707	356	1 749	-1 178	26
Cash and cash equivalents at period-end	8 693	9 049	10 798	9 620	9 646

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