



# MAINOR ÜLEMISTE AS INTERIM REPORT

July – September 2020

# MAIN EVENTS IN 3Q 2020

14. August 2020

## Mainor Ülemiste is building a 17-million-euro educational complex

Construction should begin next spring and school buildings should open their doors for teaching in the fall of 2022. The International School of Tallinn, Emil School and Kalli-Kalli Kindergarten, which operate in Ülemiste City, will all move to the new educational complex. The new complex will accommodate a total of 850 children and offers both local and international education from kindergarten to university.



18. August 2020

## The beginning of new era: Ülemiste City opened its first homes

On August 18<sup>th</sup>, Mainor Ülemiste AS opened the first homes in Ülemiste City, which marks an important milestone in the development of the business campus, making the well-known business and learning environment now also a place with permanent residents. The 13-storey residential building with 81 rental apartments is primarily intended for short-term and long-term accommodation for the employees of the campus. The fully furnished apartments have one, two and three rooms, and there is also one five-room penthouse. In addition, there is an 8-storey office tower, where last free office spaces are still available. The two towers together are forming the Lurich building, which investment exceeded more than 15 million euros.



31. August 2020

## A new 25-million-euro office building and parking complex of was opened in Ülemiste City

On August 31<sup>st</sup>, Technopolis Ülemiste AS, an associated company of Mainor Ülemiste AS, opened a complex consisting of a 12-storey office, a parking house and the Victor Square in front of it. The office building is located in a strategically important place for the town - at the intersection of the main entrance roads Suur-Sõjamäe and Lõotsa streets. It is also the first completed building of a larger building complex. The total cost of the buildings exceeded 25 million euros.



14. September 2020

## Ülemiste City opened the most innovative health center in the Baltics

On September 14<sup>th</sup>, Mainor Ülemiste AS fully opened Ülemiste Health Center, which forward-looking approach, close cooperation with universities and new technologies will create new standards in health care and disease prevention. In the new health center, everyone can receive consultation and assistance - from the youngest children to the elderly people, from functional diagnostics to 17 family doctors who provide service in 6 different languages. In total, there are about 250 specialists working in 24 companies, including Health Founders, the first health technology start-up business accelerator in the Baltics, offering a growth program with experienced mentors and living lab validation-services. The total investment value of the health center was over 9 million euros.



23. September 2020

## Ülemiste City switches the whole city to 100% green energy

From October, the whole campus will switch to green energy. Green energy is produced using 100% renewable energy sources, mainly solar, wind and hydro. Based on the city's annual consumption, its ecological footprint will be reduced comparable to an annual consumption of 5,000 households. In setting environmentally friendly targets, Ülemiste City has joined the Green Tiger pilot program, the aim of which is to carry out a green revolution in Estonia and make our country one of the most advanced green countries in the world.

28. September 2020

## Ülemiste City brings all Estonian universities under one roof

All the employees in Ülemiste City will be able to participate in hundreds of university courses completely free of charge. The service with free courses is currently being piloted to 16 companies on the campus, but from next February, the opportunity to join will be open to all other companies as well. If the pilot succeeds with Estonian universities, the goal is to expand in the upcoming years the network of universities in Finland, Latvia, Lithuania, Germany, Denmark and other countries, where partner universities already exist.

# KEY FIGURES

## Ülemiste City Key Figures (as of 30.09.2020)

Rented space	203,300 square meters
Incl. rented office space	149,800 square meters
Occupancy Rate	95%
Incl. Office's Occupancy Rate	95%

# FINANCIAL PERFORMANCE

3Q 2020 - Net profit EUR 1,869 thousand

## Net Sales and Net Profit

- Net sales amounted to EUR 2,810 th in the 3<sup>rd</sup> quarter, increase of 10.8 % compared to the 3<sup>rd</sup> quarter of 2019
- Rent Income amounted to EUR 2,081 th in the 3<sup>rd</sup> quarter, increase of 8.5 % compared to the 3<sup>rd</sup> quarter of 2019
- Net profit amounted to EUR 1,869 th, decrease of 2.3% compared to the 3<sup>rd</sup> quarter of 2019.

## Expenses

- Operating expenses increased from EUR 1,187 th (3<sup>rd</sup> quarter 2019) to EUR 1,440 th in the 3<sup>rd</sup> quarter of 2020
- Interest expense on loans and issued bonds amounted to EUR 617 th (3<sup>rd</sup> quarter 2020), increase of 27.2 % compared to the 3<sup>rd</sup> quarter in 2019 (EUR 485 th)

## Interest-bearing liabilities

- Mainor Ülemiste AS interest-bearing liabilities amounted to EUR 94,139 th. The Company's four largest creditors at the end of period were SEB Pank AS, OP Corporate Bank Plc, LHV Pank AS and Luminor Bank AS.
- At the end of the reporting period, Mainor Ülemiste AS had EUR 1,900 th in untapped credit facilities.

# STATEMENT OF THE MANAGEMENT BOARD

The financial and other additional information published in the Interim Report July-September 2020 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 July-September 2020 are not audited.



Margus Nõlvak  
Member of the Management Board  
Tallinn, 30.10.2020

# CONSOLIDATED INCOME STATEMENT

(According to IFRS)

In thousands Euros

	3Q 2019	4Q 2019	1Q 2020	2Q 2020	3Q 2020
<b>SALES</b>	<b>2 535</b>	<b>2 708</b>	<b>2 794</b>	<b>2 571</b>	<b>2 810</b>
COST OF SALES	-667	-671	-773	-588	-726
ADMINISTRATIVE EXPENSES	-520	-637	-721	-716	-714
DEPRECIATION	-19	-24	-26	-28	-30
INCOME FROM ASSOCIATE COMPANIES*	1 057	1 068	1 127	754	1 132
OTHER OPERATING INCOME	0	0	3	40	0
OTHER OPERATING EXPENSES	-1	-3	-3	-1	-2
<b>OPERATING PROFIT*</b>	<b>2 385</b>	<b>2 441</b>	<b>2 401</b>	<b>2 032</b>	<b>2 470</b>
OTHER FINANCE INCOME	13	12	12	13	16
INTEREST PAID AND FEES	-485	-730	-426	-642	-617
INCOME TAX	0	0	0	0	0
<b>NET PROFIT*</b>	<b>1 913</b>	<b>1 723</b>	<b>1 987</b>	<b>1 403</b>	<b>1 869</b>

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

# CONSOLIDATED BALANCE SHEET

(According to IFRS)

In thousands Euros

	30.09.2019	31.12.2019	31.03.2020	30.06.2020	30.09.2020
TANGIBLE AND INTANGIBLE ASSETS	235	258	257	236	240
PROPERTY	133 220	137 780	142 330	146 900	149 252
OTHER	8 661	8 856	8 756	8 740	8 770
FINANCIAL ASSETS	39 477	40 314	41 441	40 811	41 943 *
RECEIVABLES	833	945	1 115	1 568	1 175
CASH	10 542	12 937	11 009	9 494	9 478
<b>TOTAL ASSETS</b>	<b>192 968</b>	<b>201 090</b>	<b>204 908</b>	<b>207 749</b>	<b>210 858</b>
<b>OWNERS' EQUITY</b>					
SHARE CAPITAL	18 200	18 200	18 200	18 200	18 200
MANDATORY RESERVES	1 920	1 920	1 920	1 920	1 920
RETAINED EARNINGS	82 879	89 622	91 609	91 627	93 496 *
<b>TOTAL EQUITY</b>	<b>102 999</b>	<b>109 742</b>	<b>111 729</b>	<b>111 747</b>	<b>113 616</b>
<b>LIABILITIES</b>					
DEBT	85 309	86 511	87 856	91 425	94 139
OTHER LIABILITIES	1 014	1 339	1 316	1 281	1 255
ACCOUNTS PAYABLE	3 646	3 498	4 007	3 296	1 848
<b>TOTAL LIABILITIES</b>	<b>89 969</b>	<b>91 348</b>	<b>93 179</b>	<b>96 002</b>	<b>97 242</b>
<b>TOTAL LIABILITIES &amp; OWNERS' EQUITY</b>	<b>192 968</b>	<b>201 090</b>	<b>204 908</b>	<b>207 749</b>	<b>210 858</b>

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

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

*In thousands of Euros*

	Share capital	Statutory reserve	Retained earnings	Total Equity
<b>BALANCE AT 31.12.2017</b>	19 200	1 920	70 817	91 937
DIVIDENDS DECLARED			-1 232	-1 232
TOTAL COMPREHENSIVE INCOME FOR THE YEAR			9 334	9 334
<b>BALANCE AT 31.12.2018</b>	19 200	1 920	78 919	100 039
PAYMENTS TO SHAREHOLDERS	-1 000			-1 000
DIVIDENDS DECLARED			-1 400	-1 400
TOTAL COMPREHENSIVE INCOME FOR THE YEAR			12 102	12 102
<b>BALANCE AT 31.12.2019</b>	18 200	1 920	89 622	109 742
DIVIDENDS DECLARED				0
TOTAL COMPREHENSIVE INCOME FOR THE YEAR			1 987	1 987
<b>BALANCE AT 31.03.2020</b>	18 200	1 920	91 608	111 728
DIVIDENDS DECLARED			-1 384	-1 384
TOTAL COMPREHENSIVE INCOME FOR THE YEAR			1 403	1 403
<b>BALANCE AT 30.06.2020</b>	18 200	1 920	91 627	111 747
DIVIDENDS DECLARED				0
TOTAL COMPREHENSIVE INCOME FOR THE YEAR			1 869	1 869
<b>BALANCE AT 30.09.2020</b>	18 200	1 920	93 496	113 616

# CONSOLIDATED CASH FLOW STATEMENT

*In thousands Euros*

<b>OPERATING ACTIVITIES</b>	<b>3Q 2019</b>	<b>4Q 2019</b>	<b>1Q 2020</b>	<b>2Q 2020</b>	<b>3Q 2020</b>
NET RESULT FOR THE PERIOD	1 913	1 723	1 987	1 403	1 869
ADJUSTMENT:					
DEPRECIATION	19	24	26	28	30
INCOME FROM ASSOCIATE COMPANIES	-1 057	-1 068	-1 127	-754	-1 132
FINANCIAL INCOME AND EXPENSES	472	718	414	629	601
CHANGE IN OPERATING ASSETS	-150	-456	-70	-434	363
CHANGE IN OPERATING LIABILITIES	-1 002	-19	486	-746	-1 458
DIVIDENDS RECEIVED AND CASH RECEIVED FOR SHARES IN ASSOCIATE COMPANY	0	4 900	0	1 384	0
INTEREST PAID AND FEES	-485	-890	-426	-642	-617
INCOME TAX	0	0	0	0	0
<b>NET CASH FLOW FROM OPERATING ACTIVITIES</b>	<b>-290</b>	<b>4 932</b>	<b>1 290</b>	<b>868</b>	<b>-344</b>
<b>INVESTING ACTIVITIES</b>	<b>3Q 2019</b>	<b>4Q 2019</b>	<b>1Q 2020</b>	<b>2Q 2020</b>	<b>3Q 2020</b>
INVESTMENTS IN TANGIBLE AND INTANGIBLE ASSETS	-69	-64	-41	0	-34
PROCEEDS FROM SALE OF TANGIBLE AND INTANGIBLE ASSETS	0	0	31	0	0
INVESTMENTS IN INVESTMENT PROPERTIES	-3 588	-3 676	-4 552	-4 568	-2 352
LOANS GRANTED	0	0	0	0	0
REPAYMENT OF LOANS GRANTED	0	0	0	0	0
ACQUISITION OF ASSOCIATES	0	0	0	0	0
<b>CASH FLOWES FROM INVESTING ACTIVITIES</b>	<b>-3 657</b>	<b>-3 740</b>	<b>-4 567</b>	<b>-4 568</b>	<b>-2 386</b>
<b>FINANCING ACTIVITIES</b>	<b>3Q 2019</b>	<b>4Q 2019</b>	<b>1Q 2019</b>	<b>2Q 2020</b>	<b>3Q 2020</b>
BOND ISSUE	0	0	0	0	0
INCREASE IN LONG-TERM LOANS	3 127	1 829	1 976	4 274	3 501
DECREASE IN LONG-TERM LOANS	-626	-626	-627	-705	-787
DIVIDENDS PAID	0	0	0	-1 384	0
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>	<b>2 501</b>	<b>1 203</b>	<b>1 349</b>	<b>2 185</b>	<b>2 714</b>
<b>TOTAL CASH FLOW</b>	<b>-1 446</b>	<b>2 395</b>	<b>-1 928</b>	<b>-1 515</b>	<b>-16</b>
<b>CASH AND CASH EQUIVALENTS AT PERIOD-START</b>	<b>11 988</b>	<b>10 542</b>	<b>12 937</b>	<b>11 009</b>	<b>9 494</b>
CHANGE IN CASH AND CASH EQUIVALENTS	-1 446	2 395	-1 928	-1 515	-16
<b>CASH AND CASH EQUIVALENTS AT PERIOD-END</b>	<b>10 542</b>	<b>12 937</b>	<b>11 009</b>	<b>9 494</b>	<b>9 478</b>

# MAINOR

## ÜLEMISTE

Mainor Ülemiste AS

Valukoja 8/1

11415 Tallinn

Phone: +372 5304 6992

E-mail: [info@mainorulemiste.ee](mailto:info@mainorulemiste.ee)

[www.mainorulemiste.ee](http://www.mainorulemiste.ee)