

# PORTFOLIO REPORT



MALLING & CO INVESTMENTS / 2019

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#### MALLING & CO - ONE STOP SHOP



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#### Malling & Co Forvaltning

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#### THE OFFICE LETTING MARKET











<sup>\*</sup>As of August 2019



\*As of 1H 2019

#### THE OFFICE LETTING MARKET



The ten largest office buildings finalized in 2018–2020				
Property	Office space	Developer	Cluster	Finalized
Lørenfaret 1 / Økern Portal	48 500 m²	OPF	Økern / Løren	2021
Ruseløkkveien 26 / Via	41 500 m²	Storebrand	CBD	2021
Fyrstikkalléen 1-3	36 000 m²	Vedal / Ugland	Økern / Løren	2020
Harbitzalléen 3-7	26 000 m²	Møller Eiendom	Skøyen	2020
Freserveien 1	25 600 m²	OBOS	Oslo outer east	2020
Drammensveien 145-147	23 000 m²	Schage Eiendom	Skøyen	2019
Valle View	22 000 m²	NCC	Bryn / Helsfyr	2020
Universitetsgata 7-9	18 500 m²	Entra	Inner City	2021
Lørenveien 65 / Parallell	18 300 m²	Skanska	Økern / Løren	2020
Karvesvingen 5	16 000 m²	Hasle Utvikling	Økern / Løren	2020

#### THE OFFICE LETTING MARKET

#### Macro

Statistics Norway adjusted its GDP-growth forecast for Mainland Norway in June to 2.5 % for 2019, and down from 2.3 % to 2.2 % in 2020. Growth is expected to fall further below trend to 1.8 % in 2021. The unemployment rate (LFS) was measured at 3.4% in May (avg. April-June), which is down 0.4% from the previous three-month period measured in February (avg. January – March). Employment numbers from the LFS is showing a slight increase of approx. 1 000 employees over the same period, on a national level. The key policy rate was increased further to 1.25 % on 20 June. This is the third increase since the record low level of 0.50 % that lasted from March 2016 to September 2018. The Norwegian Central Bank has signalled further hikes in 2019, but the worsening economic outlook seen outside Norway is expected to affect the Central Bank's decision on the September meeting. 12 month rolling inflation for June was measured at 1.9 % and 2.3 % for the CPI-ATE. CPI has decreased over the past six months. Money market rates (3m NIBOR) have increased significantly over the first half of 2019 and is currently above 1.6 %(1.64 COB 13 Aug.), up from 1.25 % at the start of January. While the Nibor has increased over the year, the 10 year swap has been reduced and is now just below 1.60 %, which means that the interest rate curve has been inverted. The NOK has depreciated since the end of July, and is now hovering around 10 NOK per EUR.

#### The office letting market

The arithmetic average of all new office contracts signed in Q2 2019 jumped incredible 9 % from Q1 to Q2. This increase is mainly due to an increased share of contract volumes in the city centre where rents are the highest, skewing the arithmetic average upwards. However, the growth was also recorded at almost 4 % for the location weighted average, signalling both higher rents in general and an increased share of expensive leases. The rental growth is way beyond normal statistical variations for the mean rental growth between quarters. The rental growth is 2019. The

office vacancy is still at a low level and is measured at 5.5 % on average in the office clusters, slightly up from levels just above 5.0 % seen early in 2019 which we also have been expecting. Office take-up is high, both measured in  $m^2$  and # of contracts signed compared to historical numbers for Q2 and H1 in previous years. Net construction finalized is expected to increase over the coming 24 months as the construction will increase and the conversion and demolition pipeline is somewhat reduced compared to previous years.

Recent large office lease contracts in Oslo			
Tenant	Address	Cluster	Size (m²)
Telia / GET	Lørenfaret 1	Øker / Løren	21 500
Utlendingsdirektoratet	Innspurten 11D	Bryn / Helsfyr	16 000
Høyskolen Kristiania	Urtegata 9	Inner City	10 000
The We Company (WeWork)	Fjordalléen 15	CBD	4 200
The We Company (WeWork)	Haakon VIIs gate 5	CBD	4 000
The We Company (WeWork)	Tjuvholmen allé 1-5	CBD	2 700
Advokatfirmaet Føyen Torkildsen	Dronning Eufemias gate 8	Bjørvika	3 000

Indicative rents in Greater Oslo office clusters				
orr	Per September 20	019 NOK/m²/yr	Per September 2	018 NOK/m²/yr
Office cluster	«Normal» rent	Prime rent	«Normal» rent	Prime rent
Asker	1600 - 1800	2 150	1500 - 1700	2 150
Billingstad	1 250 - 1 500	1800	1 250 - 1 500	1800
Sandvika	1600 - 1800	2 250	1500 - 1700	2 150
Fornebu	1 450 – 1 650	1950	1 400 - 1 600	1950
Lysaker	1750 - 1950	2 400	1 700 – 1 900	2 350
Skøyen	2 200 – 2 600	3 200	2 000 – 2 400	3 000
Majorstuen	2 100 – 2 500	3 100	1850 - 2200	2 800
CBD	3 000 - 3 600	5 600	2 900 - 3 500	5 400
Kvadraturen	2 300 – 2 900	3 400	2 100 - 2 800	3 400
Inner City	2 600 - 3 000	3 900	2 400 – 2 800	3 900
Bjørvika	3 200 - 3 400	4 200	2 800 - 3 200	4 000
Nydalen	1 750 – 1 950	2 400	1600 - 1800	2 350
Økern / Løren	1 200 – 1 700	2 200	1000 – 1 500	2 200
Bryn / Helsfyr	1600 - 1950	2 350	1 600 - 1 800	2 350

#### THE TRANSACTION MARKET

#### High volume and resilient yields

The preliminary tally for H1 2019 shows a total volume of 40.3 NOK bn. Q2 2019 is the second highest ever recorded, and we have an unconfirmed pipeline of another 3-4 NOK bn. that we know of now. It is not unlikely that we could see Q2 become the highest Q2 ever recorded, surpassing the close to 31 NOK bn. in Q2 2015.

The pipeline of future structured processes for H2 looks very promising for maintaining the high liquidity in the market. The latest investor survey shows that the demand for commercial real estate is high, and the access to financing is indicated to be good.

The latest investor survey from Q2 2019 shows that close to 70 % wants to increase their exposure towards commercial real estate over the coming 12 months, and for the office segment alone the share is even higher with close to 85 % of investors wanting to increase their share over the same period. Our forecast for transaction volume and activity for 2019 is hence revised upwards from NOK 80-85 bn to NOK 85-95 bn.

Office is the largest segment with a 50 % share. The second largest segment is industrial at 20 %, still driven by demand for logistics assets, and on par with retail which is at a 20 % share. Given the negative connotations associated with retail, especially over the past year, the relatively high share of retail transactions shows that quality assets are still attractive investments. However, we are seeing that the investor sentiment towards retail is weakening, where an increasing number of investors have gone from a neutral stance towards a net seller view on the segment from 24 % net sellers in Q1 to 52 % in Q2.

The prime office yield estimate remains at 3.75 % and other yield estimates, except retail, remain flat from late 2018 levels.



Recent transactions			Donce: N	
Property/portfolio	Buyer	Seller	Price (MNOK)	Source: Malling &
Dronning Eufemias Gate 30	DNB Liv	SBB	4 500	6
Edge Portfolio	Ragde Eiendom	Tristan Capital Partners	1 550	
Vitaminveien 4	DNB Sca. Property Fund	Skanska	1 325	
Kristian Augusts gate 23	Nasjonalmuseet for Kunst	Entra	450	
20 prop. retail portfolio	AKA	Ragde Eiendom	N/A	







<sup>\*</sup>As of Q2 2019



Source: Malling &



### EXISTING PROJECTS

#### DRONNINGENS GATE 8B, OSLO







**Comments:** Newly renovated retail, office and residential building in Kvadraturen, Oslo City centre. The residential part is let out to Forenom (apartment hotel) on a triple-net lease structure with fixed 2.5 % CPI.

Key facts (2019)		
Date of investment	March 2018	
Owner	Dronningens gate 8B ANS	
Org. no/VAT. No	948 403 714	
Type of asset	Office / Apartment Hotel / Retail	
Year of construction	1708 / 2017 (total refurbishment)	
Size building (m²)	4 083 m²	
Size plot (m²)	880 m² (freehold)	
Gnr/Bnr	207/214	
Annual rent	9.9 NOKm	
WAULT	4 years	
Main Tenant(s)	Forenom AS, Samisk Hus, myVR Software	
Vacancy	7 %	
CPI	100% / (Forenom fixed 2.5%)	
Type of contract	Standard	
Zoning	Office, retail, hotel, public purposes, residential, etc.	
Parking	N/A	
Energy Rating	E/F	

Estimated cash flow (NOK 1 000)			
	2020	2021	2022
Rental income	9 932	10 131	10 333
Owners cost	469	479	488
Net operating income	9 463	9 652	9 845

Estimated gross property value			
Yield         3.75 %         4.00 %         4.25 %			
Property value	252 341 333	236 570 000	222 654 118

**Contact:** Cecilie Ellefsen, M: + 47 916 94 541 — E: ce@malling.no

#### GRENSEN 5-7, OSLO





Main tenants (% of gross rental income)

N/A

	Key facts (2019)
Date of investment	May 2015
Owner	Border 5-7 AS
Org. no/VAT. No	990 637 490
Type of asset	Office / Retail
Year of construction	1901
Size building (m²)	14 000 m²
Size plot (m²)	2 400 m² (freehold)
Gnr/Bnr	208/260
Annual rent	N/A
WAULT	N/A
Main Tenant(s)	N/A
Vacancy	N/A
СРІ	N/A
Type of contract	N/A
Zoning	N/A
Parking	N/A
Energy Rating	N/A

Estimated cash flow (NOK 1 000)			
	2020	2021	2022
Rental income			
Operating expenses			
Net operating income			

Estimated gross property value			
Yield			
Property value (NOK)			

Comments: N/A

**Contact:** Didrik Carlsen, M: + 47 994 97 575 — E: dc@malling.no

#### GRENSEVEIEN 80/82, OSLO





Main tenants (% of gross rental income)

N/A

Key facts (2019)		
Date of investment	July 2017	
Owner	Helsfyr Holding AS	
Org. no/VAT. No	917 071 519	
Type of asset	Office and neighbouring development plot	
Year of construction	G80: 2018 / G82: 1949	
Size building (m²)	G80: 9 600 m² / G82: 5 900 m²	
Size plot (m <sup>2</sup> )	G80: 2 080 m² / G82: 3 725 m² (freehold)	
Gnr/Bnr	G80: 130/210 / G82: 130/63	
Annual rent	N/A	
WAULT	N/A	
Main Tenant(s)	N/A	
Vacancy	N/A	
СРІ	N/A	
Type of contract	N/A	
Zoning	N/A	
Parking	N/A	
Energy Rating	N/A	

Estimated cash flow (NOK 1 000)			
	2020	2021	2022
Rental income			
Operating expenses			
Net operating income			

Estimated gross property value				
Yield				
Property value (NOK)				

Comments: N/A

**Contact:** Mads Mortensen, M: + 47 922 90 666 – E: mads@malling.no

#### GRENSEVEIEN 95, OSLO





Key facts (2019)			
Date of investment	July 2019		
Owner	Grønvold Gård Holding AS		
Org. no/VAT. No	922 324 905		
Type of asset	Office		
Year of construction	1997 / 2014 (total refurbishment)		
Size building (m <sup>2</sup> )	10 686 m²		
Size plot (m²)	5 802 m² (freehold)		
Gnr/Bnr	130 / 193		
Annual rent	18.4 NOKm		
WAULT	1.8 years		
Main tenant(s)	Telenor Norge AS		
Vacancy	0 %		
СРІ	100 %		
Type of contract	Standard		
Zoning	Office, retail, hotel, public purposes, residential, etc.		
Parking	# 138		
Energy rating	N/A		



Estimated cash flow (NOK 1 000)						
	2020	2021	2022			
Rental income	Rental income					
Owners cost						
Net operating income						
Estimated gross property value						
Yield						
Property value						

**Comments:** Grenseveien 95 was fully refurbished in 2014 and is a modern office building located minutes away from the transportation hub at Helsfyr. The building will be vacated in June 2020.

**Contact:** Cecilie Ellefsen, M: + 47 916 94 541 — E: ce@malling.no

#### GRØNLAND 67, DRAMMEN







Key facts (2019)			
Date of investment	July 2016		
Owner	Grønland 67 AS		
Org. no/VAT. No	913 187 741		
Type of asset	Office		
Year of construction	2016		
Size building (m <sup>2</sup> )	10 766 m²		
Size plot (m <sup>2</sup> )	2 175 m² (freehold)		
Gnr/Bnr	110/979		
Annual rent	23.3 NOKm		
WAULT	б.5 years		
Main tenant(s)	Glitre Energi, Trysilhus, Conexus		
Vacancy	0 %		
CPI	100 %		
Type of contract	Standard		
Zoning	Office, retail, hotel, food $\&$ beverage, public purposes and residential		
Parking	# 110		
Energy rating	А		

Estimated cash flow (NOK 1 000)				
2020 2021 2022				
Rental income	23 300	23 766	24 241	
Operating expenses	330	337	343	
Net operating income	22 970	23 429	23 898	

Estimated gross property value				
Yield         4.60 %         4.70 %         4.80 %				
Property value (NOK)	499 347 826	488 723 404	478 541 667	

**Comments:** Award winning office building at Union Brygge in Drammen with passive house standard. The asset is a net provider of electricity, through solar panels on the facade and on the roof.

**Contact:** Cecilie Ellefsen, M: + 47 916 94 541 — E: ce@malling.no

#### HOLLENDERIGATA 15, SKIEN







**Comments:** Teater Ibsen is a theatre scene on Klosterøya in Skien, an area under large redevelopment from former industrial purposes. The tenant has the right to extend the lease period with 2 x 20 years on same terms. In case the tenant want to invest in the property an amount equal to more than one year of rental income, the landlord has the right to execute the construction works against a rate of return of 9.0 % and a extension of the current lease to a new 30 year long lease.

Key facts (2019)			
Date of investment	April 2018		
Owner	Teaterbygg AS		
Org. no/VAT. No	916 348 401		
Type of asset	Theatre / Office / Workshop / Storage		
Year of construction	2015		
Size building (m <sup>2</sup> )	4 243 m²		
Size plot (m <sup>2</sup> )	2 874 m² (freehold)		
Gnr/Bnr	300/5297		
Annual rent	5.2 NOKm		
WAULT	26.3 years		
Main tenant(s)	Telemark og Vestfold Regionteater AS (Teater Ibsen)		
Vacancy	0 %		
CPI	100 %		
Type of contract	Standard		
Zoning	Residential, office, industrial, food $\&$ beverage, public purposes and hostel		
Parking	# 25		
Energy rating	Unknown		

Estimated cash flow (NOK 1 000)			
	2020	2021	2022
Rental income	5 268	5 373	5 481
Operating expenses	358	365	372
Net operating income	4 910	5 008	5 108

Estimated gross property value				
Yield         4.40 %         4.50 %         4.60 %				
Property value (NOK)	111 590 909	109 111 111	106 739 130	

#### HOVINMOVEGEN 2, JESSHEIM







Key facts (2019)			
Date of investment	November 2018		
Owner	Næringsparkvegen 2 AS		
Org. no/VAT. No	980 650 952		
Type of asset	Retail		
Year of construction	2000		
Size building (m <sup>2</sup> )	3 600 m²		
Size plot (m <sup>2</sup> )	19 300 m²		
Gnr/Bnr	137/50		
Annual rent	5.3 NOKm		
WAULT	15.6 years		
Main tenant(s)	Plantasjen ASA		
Vacancy	0.0 %		
CPI	100 %		
Type of contract	Bare-house		
Zoning	Retail		
Parking	# 180		
Energy rating	N/A		

Estimated cash flow (NOK 1 000)					
2020 2021 2022					
Rental income	5 443	5 552	5 663		
Owners cost	50	51	52		
Net operating income 5 393 5 501 5 61					

Estimated gross property value					
Yield 4.90 % 5.00 % 5.10 %					
Property value	110 070 893	107 869 476	105 754 388		

**Comments:** A retail big-box located close to Gardermoen Airport and E6. The tenant has the option to extend the lease period with 10 years on same terms and 10 years on market terms.

**Contact:** Cecilie Ellefsen, M: + 47 916 94 541 — E: ce@malling.no

#### KANALARMEN 12, STAVANGER







**Comments:** Kanalarmen 12 is a modern and flexible asset with a combination of production, office and storage. The building is located at Forus West with good access to both Sola airport and Stavanger city centre.

Key facts (2019)			
Date of investment	Mars 2019		
Owner	Forus Property AS		
Org. no/VAT. No	993 855 081		
Type of asset	Logistics / Storage / Industrial		
Year of construction	2010		
Size building (m <sup>2</sup> )	10 655 m²		
Size plot (m <sup>2</sup> )	10 247 m² (freehold)		
Gnr/Bnr	35/373		
Annual rent	20 NOKm		
WAULT	7.9 years		
Main tenant(s)	MRC Global Norway, FPE Sontum		
Vacancy	0 %		
СРІ	100 %		
Type of contract	Bare-house		
Zoning	Industrial		
Parking	# 100		
Energy rating	N/A		

Estimated cash flow (NOK 1 000)				
2020 2021 20				
Rental income Operating expenses	20 769	21 184	21 608	
	243	248	253	
Net operating income	20 526	20 936	21 355	

Estimated gross property value					
Yield         7.25 %         7.50 %         7.75 %					
Property value (NOK)	286 468 966	276 920 000	267 987 097		

#### LERSTADVEGEN 540, ÅLESUND







Key facts (2019)		
Date of investment	June 2018	
Owner	Ålesund Bilbygg Invest AS	
Org. no/VAT. No	819 599 122	
Type of asset	Retail / Showroom / Workshop / Storage / Office	
Year of construction	2004 / 2017	
Size building (m <sup>2</sup> )	6 478 m²	
Size plot (m <sup>2</sup> )	7 255 m² (freehold)	
Gnr/Bnr	32/522	
Annual rent	6.8 NOKm	
WAULT	13.7 years	
Main tenant(s)	Ålesund Bil	
Vacancy	Ο %	
CPI	100 %	
Type of contract	Bare-house	
Zoning	Car dealership, showroom, warehouse, workshop and office	
Parking	# 110	
Energy rating	E	

Estimated cash flow (NOK 1 000)			
	2022		
Rental income Operating expenses	6 763	6 898	7 036
	40	41	42
Net operating income	6 723	6 857	6 995

Estimated gross property value					
Yield         6.25 %         6.50 %         6.75 %					
Property value (NOK)	107 568 000	103 430 769	99 600 000		

Comments: Centrally located car-dealership and workshop in important retail area in Breivika, Ålesund. The tenant has the option to break the contract after 10 years, with 2 years notice, thus effective after 12 years. The tenant has the option to extend the lease period with 2  $\times$  10 years on same terms. Group guarantee for the entire lease period from Nardo Bil.

#### MARKVEIEN 35, OSLO





Key facts (2019)		
Date of investment	April 2017	
Owner	Markveien 35 AS	
Org. no/VAT. No	990 545 944	
Type of asset	Retail / Office / Food & Beverage	
Year of construction	1980 / 1989 / 2009-2013	
Size building (m <sup>2</sup> )	7 770 m²	
Size plot (m <sup>2</sup> )	2 197 m²	
Gnr/Bnr	135/23	
Annual rent	17 NOKm	
WAULT	1.8 years	
Main tenant(s)	Lindex, Kiwi, Colosseumklinikken	
Vacancy	20 %	
СРІ	100 %	
Type of contract	Standard	
Zoning	Retail, office, residential, hotel, public purposes, etc.	
Parking	# 12	
Energy rating	D	



Estimated cash flow (NOK 1 000)					
	2020	2021	2022		
Rental income	1				
Operating expenses	V				
Net operating income					
Estimated gross property value					
Yield					
Property value (NOK)					

**Comments:** Centrally located retail and office asset in Grünerløkka, Oslo. The asset is undergoing a development phase, and will be upgraded. Grape Architects has been engaged to conduct a feasibility study with regards to redeveloping the property into a retail and residential asset.

#### MØLLERGATA 37, OSLO





	Key facts (2019)
Date of investment	March 2018
Owner	Møllergata 37 AS
Org. no/VAT. No	991 360 778
Type of asset	Office / Retail
Year of construction	1940
Size building (m <sup>2</sup> )	6 397 m²
Size plot (m²)	920 m² (freehold)
Gnr/Bnr	208/307
Annual rent	N/A
WAULT	N/A
Main tenant(s)	Various
Vacancy	62.7%
СРІ	100 %
Type of contract	Standard
Zoning	Office, retail, hotel, public purposes, residential, etc.
Parking	#2
Energy rating	N/A
	·

N	lain	tenants	<sup>(%)</sup> of c	iross	rental	income <sup>*</sup>	١
1 1	i aii i	tenants		1033	rentai	income,	

N/A



Comments: Office building centrally located next to the future Governmental area. Within current zoning it is possible to increase lettable area by c. 4 300 m<sup>2</sup>. Flexible lease structure with regards to a future redevelopment of the asset.

**Contact:** Didrik Carlsen, M: + 47 994 97 575 — E: dc@malling.no

#### NORDRE KULLERØD 9, TORP





Main tenants (% of gross rental income)



Key facts (2019)			
Date of investment	January 2018		
Owner	Torp Lagerbygg Invest AS		
Org. no/VAT. No 919 880 643			
Type of asset	Industrial / Warehouse / Workshop / Office		
Year of construction	2004 / 2019		
Size building (m <sup>2</sup> )	3 616 m²		
Size plot (m <sup>2</sup> )	28 000 m² (freehold)		
Gnr/Bnr	34/78, 34/79, 34/105, 34/114, 25/52, 25/54		
Annual rent 5.0 NOKm			
WAULT	16 years		
Main tenant(s)	Enwa PMI		
Vacancy	0.0 %		
CPI	100 %		
Type of contract Bare-house			
Zoning Industrial (development plot: green structure			
Parking	# 30		
Energy rating	N/A		

Estimated cash flow (NOK 1 000)				
2020 2021 202				
Rental income	5 100	5 202	5 306	
Operating expenses	50	51	52	
Net operating income	5 050	5 151	5 254	

Estimated gross property value				
Yield         6.00 %         6.25 %         6.50 %				
Property value (NOK)	84 166 667	80 800 000	77 692 308	

**Comments:** Industrial asset centrally located between E18 and Sandefjord Airport, Torp. The tenant has the option to extend the lease period with 2 x 5 years on same terms. 3-year security deposit the first 10 years of the lease (8 years remaining). Large plot with development potential. Parts of the building was renovated in 2019.

#### OLE DEVIKS VEI 2-4-6, OSLO





Key facts (2019)			
Date of investment	May 2019		
Owner	Tveten Park AS		
Org. no/VAT. No	996 247 988		
Type of asset	Office / Retail / Storage		
Year of construction	1988 / 1990 / 2012		
Size building (m <sup>2</sup> )	34 653 m²		
Size plot (m <sup>2</sup> )	19 814 m² (freehold)		
Gnr/Bnr	138/87, 138/89, 138/5		
Annual rent	40.3 NOKm		
WAULT	5 years		
Main tenant(s)	Advania Norge AS, Tradesolution, OneCo, Q-Park, Rema 1000		
Vacancy	27.4 %		
СРІ	100 %		
Type of contract	Standard		
Zoning	Office, retail and storage		
Parking	# 370		
Energy rating	N/A		



 Estimated cash flow (NOK 1 000)

 2020
 2021
 2022

 Rental income
 Image: Colspan="3">Image: Colspan="3">Colspan="3">Colspan="3">Colspan="3">Colspan="3">Colspan="3">Colspan="3">Colspan="3">Colspan="3"

 Operating expenses
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 Net operating income
 Image: Colspan="3">Image: Colspan="3">Colspan="3">Colspan="3">Colspan="3">Colspan="3">Colspan="3">Colspan="3">Colspan="3">Colspan="3">Colspan="3">Colspan="3"

 Net operating income
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 Vield
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**Comments:** Centrally located business park at Bryn. Consists of three individual buildings with office, storage and retail with a large parking lot connecting the buildings. The outside area, facades and common areas are under refurbishment.

Contact: Didrik Carlsen, M: + 47 994 97 575 - E: dc@malling.no

Property value (NOK)

#### SJØGATA 39/41/43, TROMSØ







**Comments:** Office and retail building in the centre of Tromsø with a unique sea front location. The property consist of three buildings with internal access and communication. Some office vacancy with a flexible layout making it easy to create units with different sizes.

Key facts (2019)			
Date of investment	April 2019		
Owner	Bryggekvartalet Tromsø AS		
Org. no/VAT. No	921 173 083		
Type of asset	Office / Retail		
Year of construction	1960 / 1988 / 1988		
Size building (m <sup>2</sup> )	7 192 m²		
Size plot (m <sup>2</sup> )	1 580 m <sup>2</sup>		
Gnr/Bnr	200/1996, 200/1997, 200/1626		
Annual rent	11.4 NOKm		
WAULT	4.7 years		
Main tenant(s)	Norconsult, Arbeidstilsynet, Peppes Pizza		
Vacancy	14 %		
CPI	100 %		
Type of contract	Standard		
Zoning	Office, hotel, retail, public purposes, residential, etc.		
Parking	N/A		
Energy rating	N/A		

Estimated cash flow (NOK 1 000)				
2020 2021 202				
Rental income	11 430	11 658	11 891	
Owners cost	940	958	977	
Net operating income	10 490	10 700	10 914	

Estimated gross property value			
Yield	5.75 %	6.00 %	6.25 %
Property value	182 435	174 833	167 840

Contact: Cecilie Ellefsen, M: + 47 916 94 541 — E: ce@malling.no

#### SVEND HAUGS GATE 9, DRAMMEN





Key facts (2019)			
Date of investment	October 2016		
Owner	Svend Haugs Gate 9 AS		
Org. no/VAT. No	917 902 410		
Type of asset	Industrial / Office		
Year of construction	1969		
Size building (m <sup>2</sup> )	4 690 m²		
Size plot (m <sup>2</sup> )	4 422 m² (freehold)		
Gnr/Bnr	113/605		
Annual rent	3.5 NOKm		
WAULT	3.5 years		
Main tenant(s)	JA Magnussen Engros, Bulkfix.no, Tool Pack		
Vacancy	О %		
СРІ	100 %		
Type of contract	Standard		
Zoning	Industrial		
Parking	# 70		
Energy rating	Unknown		



Estimated cash flow (NOK 1 000)				
2020 2021 2022				
Rental income	3 232	3 297	3 363	
Operating expenses	350	357	364	
Net operating income	2 882	2 940	2 998	

Estimated gross property value				
Yield         6.00 %         6.25 %         6.50 %				
Property value (NOK)	48 033 333	46 112 000	44 338 462	

Comments: Industrial asset with great location at Holmen near Drammen Port.

**Contact:** Jørgen Bue Solli, M: + 47 971 94 826 – E: jbs@malling.no

#### TORGARDSVEGEN 16, TRONDHEIM







Key facts (2019)			
Date of investment	July 2018		
Owner	Torgårdsveien 16 AS		
Org. no/VAT. No	919 461 152		
Type of asset	Logistics		
Year of construction	2014		
Size building (m <sup>2</sup> )	б 195 m²		
Size plot (m <sup>2</sup> )	13 245 m² (freehold)		
Gnr/Bnr	310/19		
Annual rent	6.3 NOKm		
WAULT	15.1 years		
Main tenant(s)	Nor Tekstil		
Vacancy	0.0 %		
CPI	100 %		
Type of contract	Bare-house		
Zoning	Industrial, warehouse and logistics		
Parking	# 45		
Energy rating	С		

Estimated cash flow (NOK 1 000)				
2020 2021 2023				
Rental income	6 454	6 583	6 715	
Operating expenses	286	292	298	
Net operating income	6 168	6 291	6 417	

Estimated gross property value				
Yield 5.00 % 5.10 % 5.20 %				
Property value (NOK)	123 360 000	120 941 176	118 615 385	

Comments: New build logistics asset centrally located in Torgard, Trondheim. The tenant has the option to extend the lease period with 2 x 5 years on same terms.

#### VINTERPARKEN, LØRENSKOG





Key facts (2019)		
Date of investment	September 2018	
Owner	Malling & Co Vinterparken AS	
Org. no/VAT. No	920 953 840	
Type of asset	Various plots under development	
Year of construction	Under construction	
Size building (m <sup>2</sup> )	N/A	
Size plot (m <sup>2</sup> )	140 000 m²	
Gnr/Bnr	106/133, 106/142, 106/249, 106/250	
Annual rent	N/A	
WAULT	N/A	
Main tenant(s)	N/A	
Vacancy	N/A	
СРІ	N/A	
Type of contract	N/A	
Zoning	Skiarena, office, retail, food $\&$ beverage, hotel, culture, public purposes, residential and parking	
Parking	N/A	
Energy rating	N/A	

Main tenants (% of gross rental income)		
N/A		

 Estimated cash flow (NOK 1000)

 2020
 2021
 2022

 Rental income
 Image: Colspan="3">Image: Colspan="3">Colspan="3">Colspan="3">Colspan="3">Colspan="3">Colspan="3"

 Rental income
 Image: Colspan="3">Image: Colspan="3"

 Operating expenses
 Image: Colspan="3">Image: Colspan="3">Colspan="3"

 Net operating income
 Image: Colspan="3">Image: Colspan="3"

 Estimated gross property value
 Image: Colspan="3">Image: Colspan="3"

 Yield
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Comments: Malling & Co Investments has raised equity for Malling & Co Vinterparken AS, a company owning c. 10 % of the shares in the Vinterparken development at Lørenskog outside Oslo city centre. The project is part of a city development scheme which includes the development of an indoor skiing arena, a hotel, retail, food & beverage, culture, public purposes, offices, residentials and parking facilities. In sum, the project will consist of c. 175 000 m<sup>2</sup> of commercial and residential real estate when fully developed.

Contact: Mads Mortensen, M: + 47 922 90 666 — E: mads@malling.no

Property value (NOK)

#### VITAMINVEIEN 1, OSLO





Main tenants (% of gross rental income)			
	N/A		

Key facts (2019)			
Date of investment	May 2018		
Owner	Vitaminveien 1 AS		
Org. no/VAT. No	817 762 662		
Type of asset	Office / Retail		
Year of construction	2002 / 2019 (total refurbishment)		
Size building (m <sup>2</sup> )	24 300 m²		
Size plot (m <sup>2</sup> )	6 637 m² (freehold)		
Gnr/Bnr	76/289		
Annual rent	N/A (see comments below)		
WAULT	12.2 years		
Main tenant(s)	Sector Alarm, GE Healthcare, LHL		
Vacancy	3.2 %		
СРІ	100 %		
Type of contract	Standard		
Zoning	Office and retail		
Parking	# 180 (130 indoor)		
Energy rating	С		

Estimated cash flow (NOK 1 000)			
	2020	2021	2022
Rental income			
Operating expenses			
Net operating income			

Estimated gross property value				
Yield				
Property value (NOK)				

**Comments:** Located on top of the public transportation hub at Storo, and next to one of the largest shopping centres in Norway. A new section that increased the total area with 2 000 m<sup>2</sup> was finalized in June 2019. The net rental income will not be accurate until the construction and all rehabilitation is finalized in Q4 2019.

#### ØKERN TORGVEI 13, OSLO







Key facts (2019)			
Date of investment	May 2016		
Owner	Økern Torgvei 13 AS		
Org. no/VAT. No	933 068 404		
Type of asset	Office / Storage		
Year of construction	1967 / 2010-2015		
Size building (m <sup>2</sup> )	19 694 m²		
Size plot (m <sup>2</sup> )	10 222 m² (freehold)		
Gnr/Bnr	84/186		
Annual rent	20.3 NOKm		
WAULT	7.0 years		
Main tenant(s)	NEP, Riks TV, Nortura		
Vacancy	0 %		
СРІ	100 %		
Type of contract	Standard		
Zoning	Residential, retail, office and public purposes		
Parking	# 150		

Estimated cash flow (NOK 1 000)			
	2020	2021	2022
Rental income	20 400	20 808	21 224
Operating expenses	1 300	1 326	1 353
Net operating income	19 100	19 482	19 872

D

Energy rating

Estimated gross property value			
Yield	4.50 %	4.75 %	5.00 %
Property value (NOK)	424 444 444	402 105 263	382 000 000

**Comments:** "Oslo Broadcasting Centre" is a fully let combination building at Økern. The location is considered attractive for residential development in the future. Residential purpose is within current zoning.

**Contact:** Didrik Carlsen, M: + 47 994 97 575 — E: dc@malling.no

#### ØSTENSJØVEIEN 27, OSLO







**Comments:** Centrally located office building at Bryn/Helsfyr. The building is a "passiv house", BREEAM excellent certified and a reference project for FutureBuild.

Key facts (2019)		
Date of investment	December 2016	
Owner	Østensjøveien 27 AS	
Org. no/VAT. No	997 788 907	
Type of asset	Office	
Year of construction	2013	
Size building (m <sup>2</sup> )	17 191 m²	
Size plot (m <sup>2</sup> )	5 083 m² (freehold)	
Gnr/Bnr	137/34	
Annual rent	34.4 NOKm	
WAULT	4.2 years	
Main tenant(s)	NCC, Plandent, Weifa	
Vacancy	0 %	
CPI	100 %	
Type of contract	Standard	
Zoning	Office, retail and residential	
Parking	# 80	
Energy rating	BREEAM NOR Excellent	

Estimated cash flow (NOK 1 000)				
2020 2021 2022				
Rental income	34 400	35 088	35 790	
Operating expenses	1 250	1 275	1 301	
Net operating income	33 150	33 813	34 489	

Estimated gross property value			
Yield	5.20 %	5.40 %	5.60 %
Property value (NOK)	637 500 000	613 888 889	591 964 286

Contact: Cecilie Ellefsen, M: + 47 916 94 541 — E: ce@malling.no

#### GRENSEVEIEN 95, OSLO



Malling & Co Project Finance acquired Grenseveien 95 from Aberdeen Eiendomsfond Norge in July 2019 on behalf of a club deal of investors. The property was fully refurbished in 2014 and will be vacated in June 2020.

## SUMMARY OF EXISTING PROJECTS MALLING & CO INVESTMENTS











Campus Hamar, Hamar	
Property class	Campus / Education
Size (m²)	11 002 m²
Investment date	Mar-13
Divestment date	Jul-17
Purchase prise	NOKm 186
Sales price	NOKm 322
IRR post-tax	35.7 %
Equity multiple	3.08x





#### High Street Retail Portfolio, Oslo City Centre

Property class	9 high-street retail assets
Size (m <sup>2</sup> )	51 500 m²
Investment date	Oct-13
Divestment date	Investor hand-over
Purchase prise	NOKm 1 000
Sales price	N/A
IRR post-tax	N/A
Equity multiple	N/A

Østensjøveien 27, Oslo	
Property class	Office
Size (m²)	17 191 m²
Investment date	Nov-13
Divestment date	Investor hand-over
Purchase prise	NOKm 457
Sales price	N/A
IRR post-tax	N/A
Equity multiple	N/A







Solbråveien 11-23, Asker	
Property class	Office
Size (m²)	10 966 m²
Investment date	May-14
Divestment date	Investor hand-over
Purchase prise	NOKm 212
Sales price	N/A
IRR post-tax	N/A
Equity multiple	N/A

Onninen HQ, Berger	
Property class	Industrial / Logistics
Size (m²)	25 974 m²
Investment date	Nov-14
Divestment date	Sep-17
Purchase prise	NOKm 420
Sales price	NOKm 538
IRR post-tax	26.3 %
Equity multiple	1.96x

SAS Technical Base, Oslo Airport Gardermoen	
Property class	Aircraft Hangar
Size (m²)	60 600 m²
Investment date	Nov-14
Divestment date	Investor hand-over
Purchase prise	NOKm 650
Sales price	N/A
IRR post-tax	N/A
Equity multiple	N/A



A REAL	



Grensen 5–7, Oslo	
Property class	Office / Retail
Size (m <sup>2</sup> )	14 262 m²
Investment date	May-15
Divestment date	Feb-19
Purchase prise	NOKm 630
Sales price	NOKm 900
IRR post-tax	27.3 %
Equity multiple	2.53x

#### Oksenøya Marina, Fornebu

Property class	Marina / Workshop / Retail
Size (m <sup>2</sup> )	3 244 m <sup>2</sup> + 522 mooring spaces
Investment date	May-15
Divestment date	Oct-18
Purchase prise	NOKm 200
Sales price	NOKm 215
IRR post-tax	10.0 %
Equity multiple	1.37x

#### Borregaard HQ, Sarpsborg Property class Office Size (m<sup>2</sup>) 3 579 m² Investment date Jun-15 Divestment date Feb-18 NOKm 103 Purchase prise Sales price NOKm 118.8 29.3 % IRR post-tax 1.86x Equity multiple



Project Edge (Big box retail park portfolio across Norway)	
Property class	5 retail parks and 3 development plots
Size (m²)	96 000 m²
Investment date	Nov-15
Divestment date	Investor hand-over
Purchase prise	NOKm 1 170
Sales price	N/A
IRR post-tax	N/A
Equity multiple	N/A





#### Nygård Retail Park Phase II, Greater-Oslo

Property class	Retail plot
Size (m²)	52 007 m <sup>2</sup>
Investment date	Jan-16
Divestment date	Investor hand-over
Purchase prise	NOKm 100
Sales price	N/A
IRR post-tax	N/A
Equity multiple	N/A

Stoa Vest, Arendal	
Property class	Big box retail park
Size (m²)	22 470 m²
Investment date	Mar-16
Divestment date	Investor hand-over
Purchase prise	NOKm 450
Sales price	N/A
IRR post-tax	N/A
Equity multiple	N/A







#### Kongens gate 21, Oslo City Centre

Property class	Office / Retail
Size (m²)	25 365 m²
Investment date	Jun-16
Divestment date	Investor hand-over
Purchase prise	NOKm 557.5
Sales price	N/A
IRR post-tax	N/A
Equity multiple	N/A

#### Grenseveien 80/82, Oslo

Property class	Office + Neighbouring development plot
Size (m²)	5 928 + 9 600 m <sup>2</sup>
Investment date	Jul-17
Divestment date	Jun-19
Purchase prise	NOKm 225
Sales price	NOKM 628
IRR post-tax	65.8 %
Equity multiple	2.22x

#### Biskop Jens Nilssøns gate 5, Oslo Property class Office / Storage / Retail Size (m<sup>2</sup>) 9 044 m² Investment date Jul-18 Divestment date Jan-19 NOKm 130 Purchase prise Sales price NOKm 175 IRR post-tax 272.8 % 2.01x Equity multiple

## SUMMARY OF TRANSACTIONS MALLING & CO INVESTMENTS (SINCE 2013)







#### TRANSACTION



Mads Mortensen Managing Partner M: + 47 922 90 666 E: mads@malling.no



Torjus Mykland Partner/Investment Manager M: + 47 400 19 144 E: tm@malling.no



Jørgen Bue Solli Partner/Investment Manager M: + 47 971 94 826 E: jbs@malling.no



Jostein Faye-Petersen Investment Associate M: + 47 480 96 354 E: jfp@malling.no

#### ASSET MANAGEMENT



Didrik Carlsen Partner/Head of Asset Management M: + 47 994 97 575 E: dc@malling.no



Fredrik Jansen Senior Asset Manager M: + 47 920 46 149 E: fj@malling.no



Cecilie Ellefsen Senior Asset Manager M: + 47 916 94 541 E: ce@malling.no



Kjersti Bringe Controller M: + 47 476 64 644 E: kb@malling.no

₩ALLING & CO



