

# Q3 INTERIM REPORT 1 JAN-30 SEP 2019



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## KEY FIGURES



| Key figure  | 1-9/2019             | 1-9/2018             | 1-12/2018            |
|---|----------------------|----------------------|----------------------|
| Net sales   | €220.5 million       | €217.2 million       | €290.4 million       |
| Number of rental apartments                         | 25,844 homes         | 26,029 homes         | 25,893 homes         |
| Investment properties                               | €4.10 billion        | €3.81 billion        | €3.88 billion        |
| Housing investments                                 | €110.2 million       | €96.5 million        | €143.5 million       |
| Under construction Finland                          | 1,221 pcs            | 1,004 pcs            | 1,116 pcs            |
| Average rent in Finland at the end of review period | €17.12/sqm/<br>month | €16.77/sqm/<br>month | €16.86/sqm/<br>month |
| Cash earnings                                       | €64.9 million        | €68.5 million        | €97.9 million        |
| Shareholders' equity at the end of review period    | €1,630.9 million     | €1,520.2 million     | €1,554.5 million     |

# SATO CORPORATION'S INTERIM REPORT I JAN–30 SEP 2019

## OVER 1,000 RENTAL APARTMENTS UNDER CONSTRUCTION

### SUMMARY FOR I JAN–30 SEP 2019 (I JAN–30 SEP 2018)

- Net sales were EUR 220.5 (217.2) million.
- Profit before taxes was EUR 149.8 (182.8) million.
- Earnings per share were EUR 2.10 (2.58).
- The change in the fair value of investment properties included in the result was EUR 64.2 (86.6) million.
- Equity was EUR 1,630.9 (1,520.2) million, or EUR 28.81 (26.85) per share.
- Investments in rental apartments were EUR 110.2 (96.5) million.
- A total of 0 (403) rental apartments were acquired or completed.
- The occupancy rate in Finland was 98.1 (97.7) per cent.
- A total of 1,090 rental apartments and 131 owner-occupied apartments are under construction.

### SUMMARY FOR I JUL–30 SEP 2019 (I JUL–30 SEP 2018)

- Net sales were EUR 74.0 (73.1) million.
- Profit before taxes was EUR 64.3 (56.0) million.
- Earnings per share were EUR 0.91 (0.79).
- The change in the fair value of investment properties included in the result was EUR 25.0 (19.2) million.
- Equity was EUR 1,630.9 (1,520.2) million, or EUR 28.81 (26.85) per share.
- Investments in rental apartments were EUR 33.0 (31.5) million.
- A total of 0 (173) rental apartments were acquired or completed.
- The occupancy rate in Finland was 98.3 (98.2) per cent.
- A total of 1,090 rental apartments and 131 owner-occupied apartments are under construction.

## CEO SHARAM RAHI:

- SATO's economic occupancy rate improved further and was 98.3 per cent (98.2%) during the review period and cumulatively from the beginning of the year 98.1 percent (97.7%). This development builds on long-term work that has been performed throughout our organisation to advance our Customer First strategy. We are continuing to develop areas impacting customer satisfaction, in particular. During the review period, we announced a service model in which we will take on some of our current maintenance partners' tasks to bring us closer to the customer. In upcoming years, we will recruit up to 60 new residential caretakers, of which the first five will start their work in December.
- Developing the districts and growth is a key part of achieving our vision: In thriving cities people enjoy a high level of well-being. We have been closely involved in developing Hakunila, among others, and we wish to continue to improve the district in future. During the review period, SATO, YIT, M2-Kodit and As Oy Hiirakkokuja 6 have signed a cooperation agreement on the planning of new apartments and a shared parking facility for the Hiirakkokuja area.
- In September, the credit rating agency Standard and Poor's gave SATO a BBB credit rating with a stable outlook. At the same time, we ended our co-operation with our earlier credit rating agency Moody's.
- During the review period, we released our sustainability programme for the years 2019–2022. The programme accentuates carbon-neutral cities and the well-being of residents and neighbourhoods. SATO's long-term sustainability work was spotlighted in September's Global Real Estate Sustainability Benchmark (GRESB) comparison, in which we took part for the fifth time, maintaining our four-star rating.
- During the review period, we introduced the revamped online service, in which we focused on the uniformity of the customer experience and on improving online customer service. The online service includes the SATO website, the Find a Home service for home seekers, and OmaSATO, a digital service for residents.

## OPERATING ENVIRONMENT

Finland's economic growth is slowing, and the economic forecasts are being adjusted downward. Growth is projected to fall well below two per cent in 2019. Europe's weak economic development and the resulting loose monetary policy of the European Central Bank is maintaining short-term interest rates at an exceptionally low level. The consumer's confidence in Finnish economic development has weakened further. Consumers' assessment of the current situation and near future of their personal finances has slightly improved but has remained modest. (Source: Statistics Finland)

Demand for rental apartments has remained good, and urbanisation continues to be strong. In construction, the number of new construction permits has fallen dramatically but the number of completed apartments is still on the rise.

## REVIEW PERIOD 1 JANUARY–30 SEPTEMBER 2019 (1 JANUARY–30 SEPTEMBER 2018)

### NET SALES AND PROFIT

Between January and September 2019, consolidated net sales were EUR 220.5 (217.2) million, showing a change of 1.5 per cent from the reference period. Growth is based on an improvement in the economic occupancy rate and rent development.

Operating profit was EUR 194.5 (214.5) million. The operating profit without the change in the fair value of investment properties was EUR 130.3 (127.9) million. The change in fair value was EUR 64.2 (86.6) million. The adoption of the IFRS 16 *Leases* standard improved the review period's operating profit by EUR 2.2 million. The Group applies IFRS 16 using the modified retrospective approach, without the restatement of comparative information.

Financial income and expenses totalled EUR -44.6 (-31.7) million. The adoption of the IFRS 16 standard increased the review period's financial expenses by EUR 2.3 million. The financial expenses include a one off cost of MEUR 11.8 due to the repurchase of outstanding bonds with maturity in year 2020 and 2021.

Profit before taxes was EUR 149.8 (182.8) million. Cash flow from operations (free cash flow after taxes excluding changes in fair value) between January and September amounted to EUR 64.9 (68.5) million.

### FINANCIAL POSITION AND FINANCING

The consolidated balance sheet totalled EUR 4,171.6 (3,872.8) million at the end of September. Equity was EUR 1,630.9 (1,520.2) million. Equity per share was EUR 28.81 (26.85).

The Group's equity ratio was 39.1 (39.3) per cent at the end of September. The adoption of IFRS 16 reduced the equity ratio by 0.5 percentage points. EUR 620.1 million in new long-term financing was withdrawn and the solvency ratio was 49.3 (50.8) per cent at the end of September. The strengthening of the equity ratio and the solvency ratio is the result of a rise in the value of investment properties and a long period of good earnings performance.

The Group's annualised return on equity was 10.0 (13.3) per cent. Return on investment was 7.2 (8.4) per cent.

Interest-bearing liabilities at the end of September totalled EUR 2,057.6 (1,972.9) million, of which loans subject to market terms accounted for EUR 1,770.0 (1,609.7) million. The average loan interest rate was 1.8 (2.1) per cent. Net financing costs totalled EUR -44.6 (-31.7) million, of which the impact of the adoption of the IFRS 16 standard was EUR -2.3 million. The average maturity of loans was 4.2 (4.0) years.

The calculated impact of changes in the market value of interest hedging on equity was EUR -14.4 (5.1) million.

## HOUSING BUSINESS

*Our housing business includes rental activities, customer service, lifecycle management and maintenance. Effective rental activities and digital services provide home-seekers with quick access to a home, and the Group with a steadily increasing cash flow. High-quality maintenance operations ensure the comfort of residents and that the apartments stay in good condition and maintain their value. We serve our customers in daily housing issues through our customer-oriented service organisation.*

Due to an improved economic occupancy rate, rental income rose by 1.5 per cent and was EUR 220.5 (217.2) million. The economic occupancy rate of apartments in Finland was 98.1 (97.7) per cent on average, and the external tenant turnover was 29.5 (29.8) per cent. The rise in the economic occupancy rate was, above all, the result of measures based on the Customer First strategy.

The average monthly rent of SATO's rental apartments in Finland at the end of the review period was EUR 17.12 (16.77) per m<sup>2</sup>.

Net rental income from apartments stood at EUR 153.5 (148.6) million, and the net rental income rate was 5.3 (5.4) per cent.

## INVESTMENT PROPERTIES

On 30 September 2019, SATO owned a total of 25,844 (26,029) apartments. During the review period rental apartments were not acquired or completed. The total number of divested rental apartments and shared ownership apartments redeemed by the owner-occupants was 25.

### Fair value

*The development of the value of rental apartments is a key factor for SATO. Its housing stock is concentrated in areas and apartment sizes which are expected to be the focus, in the long term, of increasing rental apartment demand. The allocation of building repairs is based on life-cycle plans and repair need specifications.*

At the end of September, the fair value of investment properties came to a total of EUR 4,102.4 (3,809.1) million. The change in the value of investment properties, including the rental apartments acquired and divested during the review period, was EUR 227.3 (176.7) million. In addition to investments and divestments, the change in value was affected by the development of market prices and change in the value of the rouble.

Of the value of apartments, the Helsinki metropolitan area accounted for some 80 per cent, Tampere and Turku made up 14 per cent, Jyväskylä and Oulu 3 per cent and St. Petersburg covered 3 per cent at the end of September.

## Investments, divestments and property development

*Investment activities are used to manage the housing portfolio and prepare the ground for growth. Since 2000, SATO has invested more than EUR 2.0 billion in non-subsidised rental apartments. SATO acquires and builds entire rental buildings and single rental apartments. Property development allows for new investments in rental apartments in Finland. The rental potential and value of rental apartments owned by SATO are developed through renovation activities.*

Investments in rental apartments stood at EUR 110.2 (96.5) million. Investments in the Helsinki metropolitan area represented 93 per cent of all investments in the review period. Investments in new apartments represented 68 per cent of the investments. On 30 September 2019, binding purchase agreements in Finland totalled EUR 72.0 (125.2) million.

During the review period, 25 (84) rental apartments were divested in Finland. Their total value was EUR 4.5 (10.8) million.

The book value of plot reserves totalled EUR 35.7 (40.4) million at the end of September. The value of new plots acquired by the end of September totalled EUR 6.2 (19.9) million.

The permitted building volume for approximately 2,900 apartments is being developed for the plots in the company's housing portfolio. This allows SATO to utilise existing infrastructure, create a denser urban structure and thus bring more customers closer to services and public transport connections.

In Finland, a total of 0 (403) rental apartments and 0 (0) owner-occupied apartments were completed. On 30 September 2019, a total of 1,090 (873) rental apartments and 131 (131) owner-occupied apartments were under construction.

A total of EUR 46.7 (33.6) million was spent on repairing apartments and improving their quality.

At the end of September, SATO owned 534 (534) apartments in St. Petersburg. The economic occupancy rate of rental apartments in St. Petersburg was 92.4 (92.5) per cent on average. For the time being, SATO will refrain from making new investment decisions in Russia. The share of investments in Russia is limited to a maximum of 10 per cent of the Group's housing assets.

## PERSONNEL

At the end of September, the Group employed 224 (210) people, of whom 204 (193) had a permanent employment contract. The average number of personnel was 221 (214) between January and September.

## PERIOD I JULY–30 SEPTEMBER 2019 (I JULY–30 SEPTEMBER 2018)

### NET SALES AND PROFIT

Between July and September 2019, consolidated net sales were EUR 74.0 (73.1) million, showing a change of 1.3 per cent from the reference period.

Operating profit was EUR 75.1 (66.2) million. The operating profit without the change in the fair value of investment properties was EUR 50.1 (46.9) million. The change in fair value was EUR 25.0 (19.2) million.

Financial income and expenses totalled EUR -10.8 (-10.2) million. The adoption of the IFRS 16 standard increased the review period's financial expenses by EUR 0.8 million.

Profit before taxes was EUR 64.3 (56.0) million. Cash flow from operations (free cash flow after taxes excluding changes in fair value) between July and September amounted to EUR 33.6 (26.8) million.

During the review period, the credit rating agency Standard and Poor's gave SATO a BBB credit rating with a stable outlook.

### HOUSING BUSINESS

Due to an improved economic occupancy rate, rental income rose by 1.3 per cent and was EUR 74.0 (73.1) million. The economic occupancy rate of apartments in Finland was 98.3 (98.2) per cent on average, and the external tenant turnover was 32.2 (32.7) per cent.

The average monthly rent of SATO's rental apartments in Finland at the end of the review period was EUR 17.12 (16.77) per m<sup>2</sup>.

Net rental income from apartments stood at EUR 56.3 (54.0) million, and the net rental income rate was 5.8 (5.8) per cent.

During the review period, SATO announced a service model in which the company will take on some of maintenance partners' tasks to bring SATO closer to the customer. In upcoming years, the company will recruit up to 60 new residential caretakers, of which the first five will start their work in December.

### INVESTMENT PROPERTIES

On 30 September 2019, SATO owned a total of 25,844 (26,029) apartments. During the review period rental apartments were not acquired or completed. The total number of divested rental apartments and shared ownership apartments redeemed by the owner-occupants was 4.

At the end of September, the fair value of investment properties came to a total of EUR 4,102.4 (3,809.1) million. The change in the value of investment properties, including the rental apartments acquired and divested during the review period, was EUR 64.1 (41.5) million.

Of the value of apartments, the Helsinki metropolitan area accounted for some 80 per cent, Tampere and Turku made up 14 per cent, Jyväskylä and Oulu 3 per cent and St. Petersburg covered 3 per cent at the end of September.

### Investments, divestments and property development

Investments in rental apartments stood at EUR 33.0 (31.5) million. Investments in the Helsinki metropolitan area represented 91 per cent of all investments in the review period. Investments in new apartments represented 60 per cent of the investments.

During the review period 4 (60) rental apartments were divested in Finland. Their total value was EUR 0.5 (7.3) million.

The book value of plot reserves totalled EUR 35.7 (40.4) million at the end of September. The value of new plots acquired by the end of September totalled EUR 2.5 (0) million.

The permitted building volume for approximately 2,900 (2,300) apartments is being developed for the plots in the company's housing portfolio.

In Finland, a total of 0 (173) rental apartments and 0 (0) apartments for sale were completed. On 30 September 2019, a total of 1,090 (873) rental apartments and 131 (131) owner-occupied apartments were under construction.

A total of EUR 15.1 (13.4) million was spent on repairing apartments and improving their quality.

### PERSONNEL

At the end of September, the Group employed 224 (210) people, of whom 204 (193) had a permanent employment contract. The average number of personnel was 223 (217) between July and September.

SATO Corporation's CEO until 31 August 2019 was Saku Sipola. On 29 August, SATO Corporation's Board of Directors appointed Sharam Rahi, 46, as the President and CEO of SATO, starting from 1 September 2019. Mr. Rahi will act as President and CEO until a permanent CEO is appointed. Mr. Rahi is the Vice CEO at Fastighets AB Balder, the main owner of SATO.

### EVENTS AFTER THE REVIEW PERIOD

There are no significant events following the review period.

### FUTURE RISKS AND UNCERTAINTIES

Risk management is used to ensure that risks impacting the company's business are identified, managed and monitored. The main risks of SATO's business are risks related to the business environment and financial risks.

The most significant risks in the renting of apartments are related to economic cycles and fluctuations in demand. A clear weakening in the housing market could have a negative impact on the market value of SATO's housing portfolio.

In accordance with its strategy, SATO focusses its investments on growth centres, thus ensuring the rental potential of its apartments and the development of their value.

Changes in official regulations and legislation and uncertainty stemming from them can have a significant impact on the reliability of the investment environment and thus on SATO's business. SATO monitors and anticipates these changes and also calls attention to what it considers to be negative impacts of regulation.

The management of financial risks is steered by the Group's financial policy. Our risk management principles have been defined in the treasury policy approved by SATO's Board of Directors. Our most significant financial risks relate to liquidity, refinancing and interest rates. We manage our liquidity and refinancing risks by diversifying the financing sources and maturity of our loan portfolio, and by holding sufficient liquidity reserves in the form of committed credit facilities and other financing commitments.

The means for managing the liquidity risk at SATO include cash assets, a bank account limit, committed credit facilities of EUR 400 million, and a commercial paper programme of EUR 400 million. We increase the amount of reserves as the funding requirements grow. Our objective is to keep the liquidity requirements of the next 12 months covered by committed agreements.

Floating rate loans form an interest rate risk which we manage by balancing the share of fixed and floating rate loans either by issuing fixed rate loans or by interest rate hedges. At the end of the review period the share of fixed rate loans of debt portfolio was 65.3 per cent.

There are risks related to the business environment in our St. Petersburg operations, including currency risk. The consolidation of foreign currency-denominated assets in the consolidated financial statements also involves a translation risk. Possibilities of hedging the translation risk are evaluated in accordance with our treasury policy. For the time being, SATO will refrain from making new investments in Russia.

A more detailed description of risks and risk management is available in the Group's annual report for 2018 and on the website [www.sato.fi](http://www.sato.fi).

## OUTLOOK

In the operating environment, SATO's business activities are mainly affected by consumer confidence, the development of purchasing power, rent and price development for apartments, general competitive situation and interest rates.

The Finnish economy is expected to continue its growth path, but growth is projected to slow down clearly. Due to weakened economic growth, the increase in the employment rate has stalled and is expected to fall slightly. Due to Europe's weak economic development, interest rates are expected to remain low for a longer time, which will have a positive impact on SATO's financing costs.

Continuous urbanisation provides good long-term conditions for sustained investments in SATO's main operating areas in Finland. The share of net migration in population increase is expected to be the highest in SATO's operating areas. Some 80 per cent of SATO's housing stock is located in the Helsinki metropolitan area, where price development is expected to be more positive than in the rest of Finland.

The number of construction permits applied for has fallen dramatically, due to which the historically high rate of housing construction is expected to decrease in the coming years.

According to the Bank of Finland's forecast, global economic growth will slow down as a result of the trade war and China's weakened economic development. The eurozone's growth outlook is overshadowed by the uncertainties related to the Brexit negotiations, other political events that may slow down economic growth, and concerns related to the state of the banking sector and public finances outlook in certain countries in the eurozone.

The slowing down of global economic growth and Europe's growth outlook will negatively impact Finland's economic outlook and growth is expected to slow significantly.

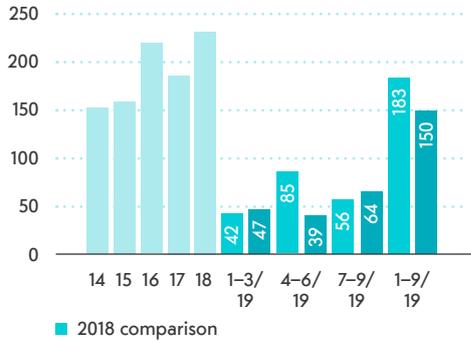
## SATO CORPORATION'S SHAREHOLDERS ON 30 SEPTEMBER 2019

| Largest shareholders and their holdings             | pcs        | %    |
|---|------------|------|
| Balder Finska Otas AB (Fastighets AB Balder)        | 30,892,806 | 54.4 |
| Stichting Depository APG Strategic Real Estate Pool | 12,811,647 | 22.6 |
| Elo Mutual Pension Insurance Company                | 7,233,081  | 12.7 |
| The State Pension Fund                              | 2,796,200  | 4.9  |
| The Finnish Construction Trade Union                | 619,300    | 1.1  |
| Valkila Erkkä                                       | 390,000    | 0.7  |
| Hengityssairauksien tutkimussäätiö                  | 227,000    | 0.4  |
| Rausanne Oy   | 194,920    | 0.3  |
| Entelä Tuula  | 179,000    | 0.3  |
| SATO Corporation                                    | 160,000    | 0.3  |
| Others (107 shareholders)                           | 1,279,113  | 2.3  |

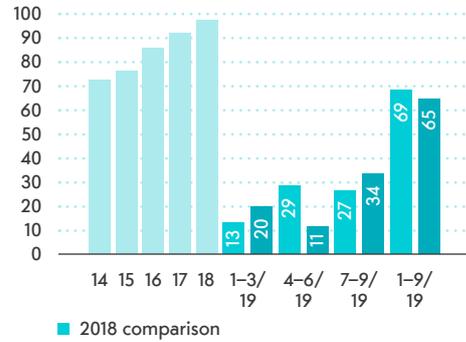
On 30 September 2019, SATO had 56,783,067 shares and 117 shareholders registered in the book-entry system. The share turnover rate was 0.04 per cent for the period 1 January–30 September 2019.

# FINANCIAL TREND

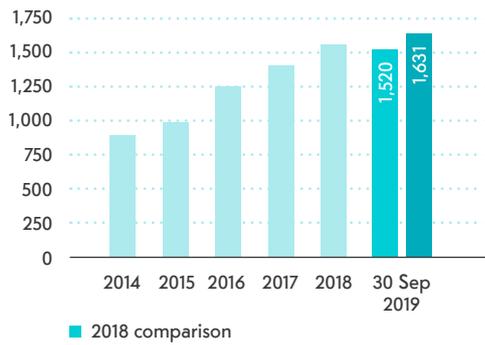
Profit before taxes, MEUR



Cash earnings, MEUR



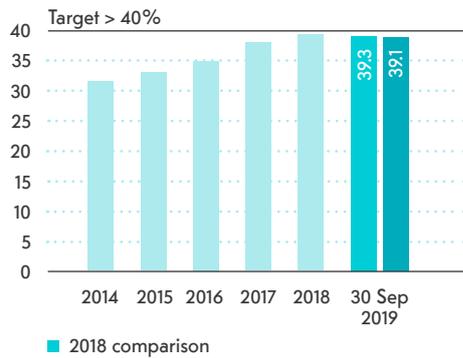
Shareholders' equity, MEUR



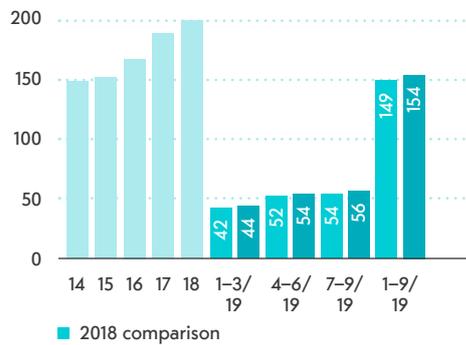
Return on invested capital, %



Equity ratio, %



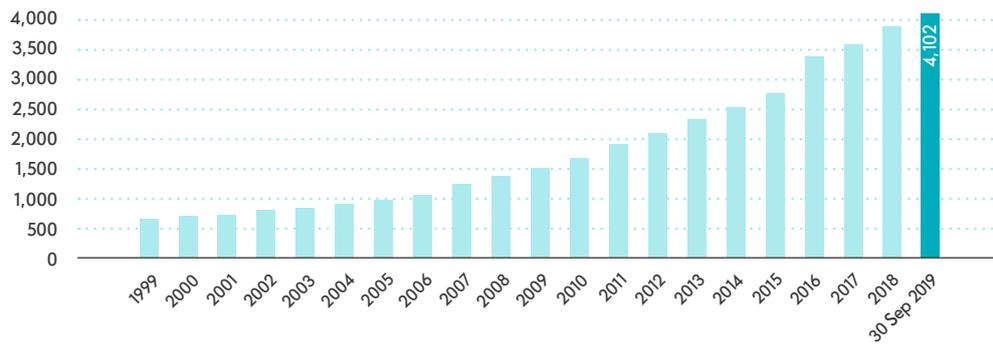
Net rental income, MEUR



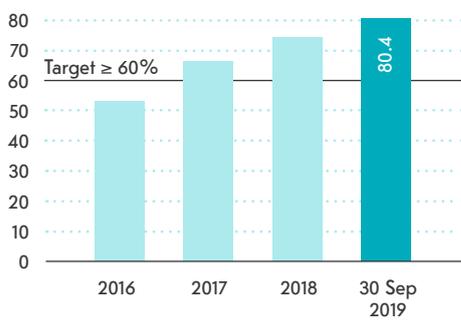
### Housing investments and divestments, MEUR



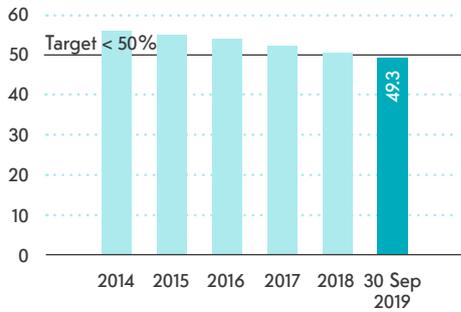
### Trend in the investment property portfolio value, MEUR



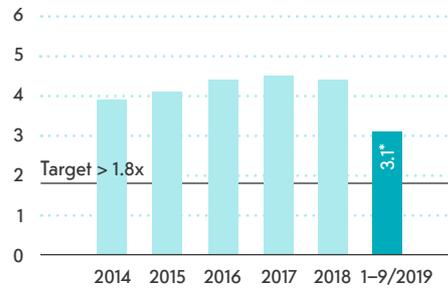
### Unencumbered assets, %



Solvency ratio, %

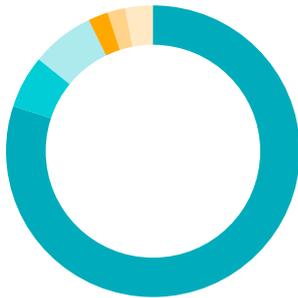


Interest coverage ratio



\* Repurchase of outstanding bonds increased the financial expenses by a one off cost of MEUR 11.8. The interest coverage ratio excluding the impact of the repurchase is 4.2.

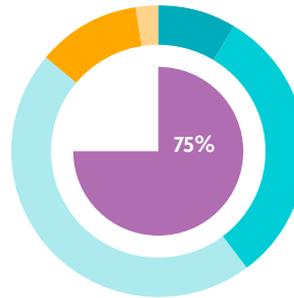
Regional distribution of the housing portfolio, 30 September 2019



- Helsinki Metropolitan Area 80%
- Turku region 6%
- Tampere region 7%
- Jyväskylä region 2%
- Oulu region 2%
- St. Petersburg 3%

Total housing portfolio MEUR 3,937

Debt portfolio, Nominal values 30 September 2019, total MEUR 2,076



- Commercial papers 180
- Corporate bonds 649
- Bank loans 960
- Interest subsidised 238
- State subsidised (ARAVA) 50
- 75% of loans without asset based securities

## CONSOLIDATED INCOME STATEMENT, IFRS

| MEUR   | 1 Jul–30 Sep 2019 | 1 Jul–30 Sep 2018 | 1 Jan–30 Sep 2019 | 1 Jan–30 Sep 2018 | 1 Jan–31 Dec 2018 |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|
| Net sales  | 74.0              | 73.1              | 220.5             | 217.2             | 290.4             |
| Property maintenance expenses  | -17.7             | -19.0             | -67.0             | -68.7             | -91.9             |
| <b>Net rental income</b>   | <b>56.3</b>       | <b>54.0</b>       | <b>153.5</b>      | <b>148.6</b>      | <b>198.5</b>      |
| Fair value change of investment properties, realised                   | 0.1               | 1.1               | -0.4              | 2.7               | 3.8               |
| Fair value change of investment properties, unrealised                 | 25.0              | 19.2              | 64.2              | 86.6              | 102.0             |
| Sales, marketing and administrative expenses                           | -7.3              | -8.4              | -23.0             | -25.6             | -33.4             |
| Other operating income   | 0.5               | 0.4               | 0.4               | 3.0               | 3.8               |
| Other operating expenses   | 0.2               | -0.2              | -0.5              | -0.8              | -1.3              |
| Share of profit of associated companies and joint ventures             | 0.2               | 0.0               | 0.2               | 0.0               | 0.0               |
| <b>Operating profit</b>  | <b>75.1</b>       | <b>66.2</b>       | <b>194.5</b>      | <b>214.5</b>      | <b>273.3</b>      |
| Financial income   | 0.2               | 0.4               | 0.6               | 0.7               | 0.9               |
| Financial expenses   | -10.9             | -10.6             | -45.2             | -32.5             | -43.5             |
|  | <b>-10.8</b>      | <b>-10.2</b>      | <b>-44.6</b>      | <b>-31.7</b>      | <b>-42.5</b>      |
| <b>Profit before tax</b>   | <b>64.3</b>       | <b>56.0</b>       | <b>149.8</b>      | <b>182.8</b>      | <b>230.8</b>      |
| Income tax expenses  | -12.9             | -11.3             | -30.7             | -36.9             | -46.5             |
| <b>Profit for the period</b>   | <b>51.4</b>       | <b>44.7</b>       | <b>119.1</b>      | <b>145.9</b>      | <b>184.3</b>      |
| <b>Profit for the period attributable to</b>                           |                   |                   |                   |                   |                   |
| Equity holders of the parent   | 51.4              | 44.7              | 119.1             | 146.0             | 184.3             |
| Non-controlling interests  | 0.0               | 0.0               | 0.0               | 0.0               | 0.0               |
|  | <b>51.4</b>       | <b>44.7</b>       | <b>119.1</b>      | <b>145.9</b>      | <b>184.3</b>      |
| <b>Earnings per share attributable to equity holders of the parent</b> |                   |                   |                   |                   |                   |
| Basic, EUR   | 0.91              | 0.79              | 2.10              | 2.58              | 3.26              |
| Diluted, EUR   | 0.91              | 0.79              | 2.10              | 2.58              | 3.26              |
| Average number of shares, million                                      | 56.6              | 56.6              | 56.6              | 56.6              | 56.6              |

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME, IFRS

| MEUR   | 1 Jul–30 Sep 2019 | 1 Jul–30 Sep 2018 | 1 Jan–30 Sep 2019 | 1 Jan–30 Sep 2018 | 1 Jan–31 Dec 2018 |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|
| <b>Other comprehensive income</b>                                      |                   |                   |                   |                   |                   |
| Remeasurement of defined benefit liability, net of tax                 | 0.0               | 0.0               | 0.0               | 0.0               | 0.0               |
| Related tax  | 0.0               | 0.0               | 0.0               | 0.0               | 0.0               |
| <b>Items that will never be reclassified to income statement</b>       | <b>0.0</b>        | <b>0.0</b>        | <b>0.0</b>        | <b>0.0</b>        | <b>0.0</b>        |
| Cash flow hedges   | -4.1              | 5.2               | -18.0             | 6.3               | 1.2               |
| Translation differences  | 0.0               | 0.0               | 0.1               | -0.1              | -0.1              |
| Related tax  | 0.8               | -1.0              | 3.6               | -1.3              | -0.2              |
| <b>Items that may be reclassified subsequently to income statement</b> | <b>-3.3</b>       | <b>4.1</b>        | <b>-14.4</b>      | <b>5.0</b>        | <b>0.9</b>        |
| <b>Other comprehensive income, net of tax</b>                          | <b>-3.3</b>       | <b>4.1</b>        | <b>-14.4</b>      | <b>5.0</b>        | <b>0.9</b>        |
| <b>Total comprehensive income</b>                                      | <b>48.1</b>       | <b>48.8</b>       | <b>104.8</b>      | <b>150.9</b>      | <b>185.2</b>      |
| <b>Comprehensive income attributable to</b>                            |                   |                   |                   |                   |                   |
| Equity holders of the parent   | 48.1              | 48.8              | 104.8             | 151.0             | 185.2             |
| Non-controlling interest   | 0.0               | 0.0               | 0.0               | 0.0               | 0.0               |
|  | <b>48.1</b>       | <b>48.8</b>       | <b>104.8</b>      | <b>150.9</b>      | <b>185.2</b>      |

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION, IFRS

| MEUR   | 30 Sep 2019    | 30 Sep 2018    | 31 Dec 2018    |
|--|----------------|----------------|----------------|
| <b>ASSETS</b>  |                |                |                |
| <b>Non-current assets</b>                                  |                |                |                |
| Investment property  | 4,102.4        | 3,809.1        | 3,875.1        |
| Tangible assets  | 2.7            | 2.0            | 2.4            |
| Intangible assets  | 3.4            | 2.6            | 2.6            |
| Investments in associated companies                        | 0.2            | 0.0            | 0.0            |
| Other non-current investments                              | 1.1            | 1.7            | 1.9            |
| Right-of-use assets  | 6.1            | 0.0            | 0.0            |
| Non-current receivables                                    | 6.2            | 11.6           | 8.5            |
| Deferred tax assets  | 16.4           | 12.1           | 12.9           |
| <b>Total</b>   | <b>4,138.5</b> | <b>3,839.2</b> | <b>3,903.4</b> |
| <b>Current assets</b>                                      |                |                |                |
| Account and other receivables                              | 12.4           | 16.3           | 11.9           |
| Current tax assets   | 16.4           | 4.1            | 1.7            |
| Cash and cash equivalents                                  | 4.3            | 13.2           | 5.4            |
| <b>Total</b>   | <b>33.1</b>    | <b>33.7</b>    | <b>19.0</b>    |
| <b>TOTAL ASSETS</b>  | <b>4,171.6</b> | <b>3,872.8</b> | <b>3,922.4</b> |
| <b>SHAREHOLDERS' EQUITY AND LIABILITIES</b>                |                |                |                |
| <b>Equity attributable to equity holders of the parent</b> |                |                |                |
| Share capital  | 4.4            | 4.4            | 4.4            |
| Fair value and other reserves                              | -38.9          | -20.4          | -24.4          |
| Reserve fund   | 43.7           | 43.7           | 43.7           |
| Reserve for invested non-restricted equity                 | 114.8          | 114.8          | 114.8          |
| Retained earnings  | 1,506.9        | 1,377.7        | 1,416.1        |
| <b>Total</b>   | <b>1,631.0</b> | <b>1,520.3</b> | <b>1,554.6</b> |
| <b>Non-controlling interests</b>                           | <b>-0.1</b>    | <b>-0.1</b>    | <b>-0.1</b>    |
| <b>TOTAL SHAREHOLDERS' EQUITY</b>                          | <b>1,630.9</b> | <b>1,520.2</b> | <b>1,554.5</b> |
| <b>LIABILITIES</b>   |                |                |                |
| <b>Non-current liabilities</b>                             |                |                |                |
| Deferred tax liabilities                                   | 290.4          | 272.3          | 273.2          |
| Provisions   | 1.6            | 2.1            | 2.0            |
| Lease liabilities  | 48.1           | 0.0            | 0.0            |
| Derivative liabilities                                     | 61.0           | 35.7           | 39.7           |
| Long-term non-interest bearing liabilities                 | 0.0            | 0.0            | 1.3            |
| Long-term interest bearing liabilities                     | 1,709.9        | 1,625.4        | 1,635.0        |
| <b>Total</b>   | <b>2,111.0</b> | <b>1,935.6</b> | <b>1,951.3</b> |
| <b>Current liabilities</b>                                 |                |                |                |
| Accounts payable and other liabilities                     | 63.7           | 64.4           | 64.4           |
| Provisions   | 3.0            | 2.9            | 2.7            |
| Lease liabilities  | 5.3            | 0.0            | 0.0            |
| Current tax liabilities                                    | 10.0           | 2.2            | 2.3            |
| Short-term interest bearing liabilities                    | 347.7          | 347.5          | 347.2          |
| <b>Total</b>   | <b>429.7</b>   | <b>417.1</b>   | <b>416.6</b>   |
| <b>TOTAL LIABILITIES</b>                                   | <b>2,540.7</b> | <b>2,352.6</b> | <b>2,367.9</b> |
| <b>TOTAL SHAREHOLDERS' EQUITY AND LIABILITIES</b>          | <b>4,171.6</b> | <b>3,872.8</b> | <b>3,922.4</b> |

## CONSOLIDATED STATEMENT OF CASH FLOWS, IFRS

| MEUR   | 1 Jul–30 Sep 2019 | 1 Jul–30 Sep 2018 | 1 Jan–30 Sep 2019 | 1 Jan–30 Sep 2018 | 1 Jan–31 Dec 2018 |
|--|-------------------|-------------------|-------------------|-------------------|-------------------|
| <b>Cash flow from operating activities</b>                         |                   |                   |                   |                   |                   |
| Profit for the period  | 51.4              | 44.7              | 119.1             | 145.9             | 184.3             |
| Adjustments:   |                   |                   |                   |                   |                   |
| Non-cash items included in the profit                              | -24.7             | -18.4             | -62.0             | -86.7             | -102.1            |
| Profit and loss on sales of investment properties and fixed assets | -0.2              | -0.2              | 0.3               | -1.8              | -3.9              |
| Other adjustments  | -0.2              | 0.1               | -0.1              | 0.1               | 0.0               |
| Interest expenses and other financial expenses                     | 10.9              | 10.6              | 45.2              | 32.5              | 43.5              |
| Interest income  | -0.1              | -0.2              | -0.5              | -0.7              | -0.9              |
| Dividend income  | 0.0               | -0.1              | 0.0               | 0.0               | 0.0               |
| Income taxes   | 12.9              | 11.3              | 30.7              | 36.9              | 46.5              |
| <b>Cash flow before change in net working capital</b>              | <b>50.0</b>       | <b>47.7</b>       | <b>132.7</b>      | <b>126.1</b>      | <b>167.4</b>      |
| Change in net working capital:                                     |                   |                   |                   |                   |                   |
| Changes in accounts receivable and other receivables               | -0.5              | 3.5               | 0.2               | -4.8              | 0.9               |
| Change in accounts payable and other liabilities                   | -1.9              | -4.3              | 5.3               | 7.7               | 5.7               |
| Interest paid  | -8.9              | -12.8             | -49.6             | -38.9             | -45.2             |
| Interest received  | 0.1               | 0.3               | 0.3               | 0.6               | 1.0               |
| Taxes paid   | -6.3              | -7.2              | -20.4             | -23.2             | -29.2             |
| <b>Net cash flow from operating activities</b>                     | <b>32.5</b>       | <b>27.2</b>       | <b>68.5</b>       | <b>67.4</b>       | <b>100.6</b>      |
| <b>Cash flow from investing activities</b>                         |                   |                   |                   |                   |                   |
| Disposals of subsidiaries, net of disposed cash                    | 0.0               | 0.0               | 0.0               | 1.6               | 1.6               |
| Investments in investment properties                               | -39.1             | -31.1             | -127.3            | -94.2             | -153.2            |
| Net investment in tangible and intangible assets                   | -0.6              | -0.4              | -2.2              | -1.7              | -2.4              |
| Repayments of loans receivable                                     | -0.3              | 0.5               | 0.8               | 0.0               | 2.3               |
| Payments of granted loans  | 0.0               | -0.5              | 0.0               | -0.5              | 0.0               |
| Disposals of investment property                                   | 1.0               | 8.6               | 11.0              | 12.8              | 20.5              |
| <b>Net cash flow from investing activities</b>                     | <b>-39.0</b>      | <b>-22.8</b>      | <b>-117.7</b>     | <b>-82.0</b>      | <b>-131.2</b>     |
| <b>Cash flow from financing activities</b>                         |                   |                   |                   |                   |                   |
| Repayments (-) / withdrawals (+) of current loans                  | -55.9             | -34.0             | -3.0              | 49.9              | 42.0              |
| Withdrawals of non-current loans                                   | 75.0              | 67.2              | 617.0             | 206.7             | 257.1             |
| Repayments of non-current loans                                    | -10.8             | -34.6             | -535.8            | -214.5            | -249.0            |
| Repayments of lease liabilities                                    | -0.6              | 0.0               | -1.9              | 0.0               | 0.0               |
| Repayment of capital and dividends paid                            | 0.0               | 0.0               | -28.3             | -28.3             | -28.3             |
| <b>Net cash flow from financing activities</b>                     | <b>7.6</b>        | <b>-1.4</b>       | <b>48.0</b>       | <b>13.8</b>       | <b>21.9</b>       |
| <b>Change in cash and cash equivalents</b>                         | <b>1.1</b>        | <b>3.0</b>        | <b>-1.2</b>       | <b>-0.8</b>       | <b>-8.8</b>       |
| Cash and cash equivalents at the beginning of period               | 3.1               | 10.3              | 5.4               | 14.2              | 14.2              |
| Effect of exchange rate fluctuations on cash held                  | 0.0               | -0.1              | 0.1               | -0.2              | 0.0               |
| Cash M&A   | 0.0               | 0.0               | 0.0               | 0.0               | 0.0               |
| Cash and cash equivalents at the end of period                     | 4.3               | 13.2              | 4.3               | 13.2              | 5.4               |

## CONSOLIDATED STATEMENT OF CHANGES IN SHAREHOLDERS EQUITY, IFRS

| MEUR  | Attributable to owners of the parent |                               |              |  |                   |                | Non-controlling interests | Total equity   |
|---|--------------------------------------|-------------------------------|--------------|--|-------------------|----------------|---------------------------|----------------|
|   | Share capital                        | Fair value and other reserves | Reserve fund | Reserve for invested non-restricted equity | Retained earnings | Total          |                           |                |
| <b>Shareholders' equity 1 Jan 2018</b>      | 4.4                                  | -25.4                         | 43.7         | 114.8                                      | 1,260.1           | 1,397.7        | -0.1                      | 1,397.6        |
| Comprehensive income:                       |                                      |                               |              |  |                   |                |                           |                |
| Cash flow hedges, net of tax                | -                                    | 5.1                           | -            | -  | -                 | 5.1            | -                         | 5.1            |
| Translation differences                     | -                                    | -                             | -            | -  | -0.1              | -0.1           | -                         | -0.1           |
| Profit for the period                       | -                                    | -                             | -            | -  | 146.0             | 146.0          | 0.0                       | 145.9          |
| <b>Total comprehensive income</b>           | <b>0.0</b>                           | <b>5.1</b>                    | <b>0.0</b>   | <b>0.0</b>                                 | <b>145.9</b>      | <b>151.0</b>   | <b>0.0</b>                | <b>150.9</b>   |
| Transactions with shareholders:             |                                      |                               |              |  |                   |                |                           |                |
| Dividend                                    | -                                    | -                             | -            | -  | -28.3             | -28.3          | -                         | -28.3          |
| <b>Transaction with shareholders, total</b> | <b>0.0</b>                           | <b>0.0</b>                    | <b>0.0</b>   | <b>0.0</b>                                 | <b>-28.3</b>      | <b>-28.3</b>   | <b>0.0</b>                | <b>-28.3</b>   |
| Other adjustments                           | 0.0                                  | -                             | -            | -  | -                 | 0.0            | -                         | 0.0            |
| <b>Total of equity movements</b>            | <b>0.0</b>                           | <b>5.1</b>                    | <b>0.0</b>   | <b>0.0</b>                                 | <b>117.6</b>      | <b>122.6</b>   | <b>0.0</b>                | <b>122.6</b>   |
| <b>Shareholders' equity 30 Sep 2018</b>     | <b>4.4</b>                           | <b>-20.4</b>                  | <b>43.7</b>  | <b>114.8</b>                               | <b>1,377.7</b>    | <b>1,520.3</b> | <b>-0.1</b>               | <b>1,520.2</b> |

| MEUR  | Attributable to owners of the parent |                               |              |  |                   |                | Non-controlling interests | Total equity   |
|---|--------------------------------------|-------------------------------|--------------|--|-------------------|----------------|---------------------------|----------------|
|   | Share capital                        | Fair value and other reserves | Reserve fund | Reserve for invested non-restricted equity | Retained earnings | Total          |                           |                |
| <b>Shareholders' equity 1 Jan 2019</b>      | 4.4                                  | -24.4                         | 43.7         | 114.8                                      | 1,416.1           | 1,554.6        | -0.1                      | 1,554.5        |
| Comprehensive income:                       |                                      |                               |              |  |                   |                |                           |                |
| Cash flow hedges, net of tax                | -                                    | -14.4                         | -            | -  | -                 | -14.4          | -                         | -14.4          |
| Translation differences                     | -                                    | -                             | -            | -  | 0.1               | 0.1            | -                         | 0.1            |
| Profit for the period                       | -                                    | -                             | -            | -  | 119.1             | 119.1          | 0.0                       | 119.1          |
| <b>Total comprehensive income</b>           | <b>0.0</b>                           | <b>-14.4</b>                  | <b>0.0</b>   | <b>0.0</b>                                 | <b>119.2</b>      | <b>104.8</b>   | <b>0.0</b>                | <b>104.8</b>   |
| Transactions with shareholders:             |                                      |                               |              |  |                   |                |                           |                |
| Dividend                                    | -                                    | -                             | -            | -  | -28.3             | -28.3          | -                         | -28.3          |
| <b>Transaction with shareholders, total</b> | <b>0.0</b>                           | <b>0.0</b>                    | <b>0.0</b>   | <b>0.0</b>                                 | <b>-28.3</b>      | <b>-28.3</b>   | <b>0.0</b>                | <b>-28.3</b>   |
| Other adjustments                           | -                                    | -                             | -            | -  | -                 | 0.0            | -                         | 0.0            |
| <b>Total of equity movements</b>            | <b>0.0</b>                           | <b>-14.4</b>                  | <b>0.0</b>   | <b>0.0</b>                                 | <b>90.9</b>       | <b>76.4</b>    | <b>0.0</b>                | <b>76.4</b>    |
| <b>Shareholders' equity 30 Sep 2019</b>     | <b>4.4</b>                           | <b>-38.9</b>                  | <b>43.7</b>  | <b>114.8</b>                               | <b>1,506.9</b>    | <b>1,631.0</b> | <b>-0.1</b>               | <b>1,630.9</b> |

## NOTES TO THE INTERIM REPORT

### 1. GENERAL INFORMATION

SATO Corporation is a Finnish public limited company domiciled in Helsinki, Finland. The registered address of the company is Panuntie 4, 00600 Helsinki. SATO Corporation and its subsidiaries together form the consolidated SATO Group ("SATO" or "the Group"). SATO provides housing solutions and its operations consists of investments in housing properties. The focus of the Group's operations is in the largest growth centers, and approximately 80 per cent of the investment property is located in the Helsinki region. The rest of the operations are located in Tampere, Turku, Oulu, Jyväskylä and St. Petersburg.

### 2. BASIS OF PREPARATION AND NEW ACCOUNTING STANDARDS

SATO's interim report has been prepared in accordance with IAS 34 *Interim Financial Reporting* -standard. Figures presented in this interim report have been rounded from exact figures and therefore the sum of figures presented individually may deviate from the presented sum figure. The preparation of the interim report requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expenses. Actual results may differ from these estimates. The figures in the interim report are unaudited.

#### Implementation of IFRS 16 Leases

IFRS 16 *Leases* standard replaced the previous IAS 17 *Leases* standard and related interpretations from 1 January 2019.

SATO applies the new standard from the beginning of the 2019 financial period.

Due to the new standard, lessees recognise most of their leases on the balance sheet and a distinction between operating and finance leases is no longer made. Under IFRS 16, a lease asset (i.e. right-of-use asset), representing the right to use the underlying item, and a lease liability, representing an obligation to make lease payments, are recognised. The new standard includes certain optional exemptions in respect of short-term leases and leases of low-value items. Lessor accounting has remained similar compared to the IAS 17 standard.

SATO has recognised right-of-use assets from leases in the scope of the standard in the balance sheet item "Investment property" and in the new balance sheet item "Right-of-use assets". The right-of-use assets recognised in investment property consist entirely of land lease agreements related to a number of its residential investment properties. Other right-of-use assets include lease agreements of premises in SATO's own use and they are presented under item "Right-of-use assets" in the statement of financial position. The liabilities arising from the lease agreements under IFRS 16 are presented in the item "Lease liabilities" under non-current and current liabilities.

These liabilities are measured at their present value by discounting the future lease payments of the recognised lease agreements, using a discount rate that the management's view of the cost of the Group's incremental borrowings at the date of initial application.

The fair value change of the right-of-use assets recognised in investment property is presented in the income statement item "Fair value change of investment properties, unrealised". The depreciation of other right-of-use assets is included in the sales, marketing and administration expenses. The financing component of lease payments, arising from the effect of discounting of the lease liabilities, is included in financial expenses.

The Group applies IFRS 16 using the modified retrospective application, without restatement of comparatives. The right-of-use assets are measured at the same amount as the related lease liabilities at the date of initial application. The Group has also applied the optional exemptions in respect of accounting for short-term lease agreements and lease agreements of low-value assets, which are not recognised in the statement of financial position.

The effects of application of the standard on SATO's financial reporting in the period 1 January–30 September 2019 were as follows:

### CONSOLIDATED INCOME STATEMENT

| MEUR   | 1–9/2019   |
|--|------------|
| Property maintenance expenses                          | 2.7        |
| <b>Net operating income</b>                            | <b>2.7</b> |
| Fair value change of investment properties, unrealised | -0.5       |
| Sales, marketing and administrative expenses           | 0.1        |
| <b>Operating profit</b>                                | <b>2.2</b> |
| Financial expenses                                     | -2.3       |
| <b>Profit before tax</b>                               | <b>0.0</b> |
| Deferred taxes   | 0.0        |
| <b>Profit for the period</b>                           | <b>0.0</b> |

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

| MEUR                                   | 30 Sep 2019 |
|--|-------------|
| Investment property                    | 47.7        |
| Right-of-use assets                    | 6.1         |
| Deferred tax assets                    | 0.0         |
| <b>Non-current assets</b>              | <b>53.8</b> |
| <b>Total assets</b>                    | <b>53.8</b> |
| Retained earnings                      | 0.0         |
| <b>Total shareholders' equity</b>      | <b>0.0</b>  |
| Lease liabilities                      | 48.1        |
| <b>Non-current liabilities</b>         | <b>48.1</b> |
| Accounts payable and other liabilities | 0.5         |
| Lease liabilities                      | 5.3         |
| <b>Current liabilities</b>             | <b>5.8</b>  |
| <b>Total liabilities</b>               | <b>53.9</b> |

## CONSOLIDATED STATEMENT OF CASH FLOWS

The effect of application of IFRS 16 *Leases* to the Group's net cash flows from operating and financing activities, respectively, amounted to EUR 1.9 million and EUR -1.9 million in the current period.

### Other new accounting standards and changes in accounting principles

From the beginning of the year 2019, the Group has adopted new or amended IFRS's and IFRIC interpretations, as described in the financial statements 2018. The changes have been applied to the comparison periods.

SATO changed its accounting principle in respect of recording of property taxes from the beginning of 2019. According to the amended principle, property tax is expensed at its full amount when the obligation for payment arises, based on the IFRIC 21 *Leases* interpretation. The change has been applied to the comparison periods, and it increased the property maintenance expenses for the period 1 January–30 September 2018 by EUR 1.8 million. The change did not affect the Group's profit for the full financial year 2018.

Otherwise, the interim financial report has been prepared according to the same accounting principles as the consolidated financial statements for the year ended 31 December 2018.

## 3. SEGMENT INFORMATION

SATO has one operating segment. Significant operational decisions are made by SATO's Board of Directors, which reviews the operating results and profitability as a single operating segment. The Group operates in two geographic regions, Finland and Russia. SATO does not have any single external customers that would account for 10% or more of SATO's revenues.

### NET SALES BY GEOGRAPHICAL REGION

| MEUR         | 7–9/2019    | 7–9/2018    | 1–9/2019     | 1–9/2018     | 1–12/2018    |
|--------------|-------------|-------------|--------------|--------------|--------------|
| Finland      | 72.5        | 71.6        | 215.9        | 212.7        | 284.4        |
| Russia       | 1.6         | 1.4         | 4.6          | 4.5          | 6.0          |
| <b>Total</b> | <b>74.0</b> | <b>73.1</b> | <b>220.5</b> | <b>217.2</b> | <b>290.4</b> |

### NON-CURRENT ASSETS BY GEOGRAPHICAL REGION

| MEUR                                | 30 Sep 2019    |              |                | 30 Sep 2018    |              |                |
|-------------------------------------|----------------|--------------|----------------|----------------|--------------|----------------|
|                                     | Finland        | Russia       | Total          | Finland        | Russia       | Total          |
| Investment property                 | 3,979.9        | 122.5        | 4,102.4        | 3,700.3        | 108.8        | 3,809.1        |
| Tangible assets                     | 2.7            | 0.1          | 2.7            | 2.0            | 0.0          | 2.0            |
| Intangible assets                   | 3.3            | 0.0          | 3.4            | 2.6            | 0.0          | 2.6            |
| Investments in associated companies | 0.2            | -            | 0.2            | 0.0            | -            | 0.0            |
| <b>Total</b>                        | <b>3,986.1</b> | <b>122.6</b> | <b>4,108.7</b> | <b>3,704.9</b> | <b>108.9</b> | <b>3,813.8</b> |

| MEUR                                | 31 Dec 2018    |              |                |
|-------------------------------------|----------------|--------------|----------------|
|                                     | Finland        | Russia       | Total          |
| Investment property                 | 3,770.3        | 104.8        | 3,875.1        |
| Tangible assets                     | 2.3            | 0.0          | 2.4            |
| Intangible assets                   | 2.6            | 0.0          | 2.6            |
| Investments in associated companies | 0.0            | -            | 0.0            |
| <b>Total</b>                        | <b>3,775.3</b> | <b>104.8</b> | <b>3,880.1</b> |

#### 4. GAINS AND LOSSES ON DISPOSAL OF INVESTMENT PROPERTIES

| MEUR  | 7-9/2019   | 7-9/2018   | 1-9/2019    | 1-9/2018   | 1-12/2018  |
|---|------------|------------|-------------|------------|------------|
| <b>Sale of residential investment properties</b>            |            |            |             |            |            |
| Proceeds from disposal of residential investment properties | 0.5        | 9.6        | 4.5         | 13.2       | 15.4       |
| Carrying value of investment properties sold                | -0.5       | -9.5       | -4.5        | -13.0      | -14.9      |
| <b>Total</b>  | <b>0.0</b> | <b>0.1</b> | <b>0.0</b>  | <b>0.2</b> | <b>0.4</b> |
| <b>Sale of land plots</b>                                   |            |            |             |            |            |
| Proceeds from disposal of land plots                        | 0.5        | 4.5        | 6.0         | 9.9        | 10.0       |
| Carrying value of land plots sold                           | -0.4       | -3.5       | -6.3        | -7.5       | -6.7       |
| <b>Total</b>  | <b>0.1</b> | <b>1.0</b> | <b>-0.4</b> | <b>2.4</b> | <b>3.4</b> |
| <b>Total</b>  | <b>0.1</b> | <b>1.1</b> | <b>-0.4</b> | <b>2.7</b> | <b>3.8</b> |

Proceeds from the disposal of investment properties include the disposal price received net of disposal costs. The carrying value of disposed-of assets includes the fair value recognised in the statement of financial position at the end of the previous quarter, plus any further investments made thereafter.

#### 5. OTHER OPERATING INCOME

| MEUR                                    | 7-9/2019   | 7-9/2018   | 1-9/2019   | 1-9/2018   | 1-12/2018  |
|---|------------|------------|------------|------------|------------|
| <b>Other operating income</b>           |            |            |            |            |            |
| Sales income, new production            | 0.0        | 0.0        | 0.0        | 1.0        | 1.0        |
| New production expenses                 | 0.4        | -0.5       | 0.1        | -0.5       | -0.1       |
| Proceeds from disposal of subsidiaries  | 0.0        | 0.0        | 0.0        | 1.7        | 1.7        |
| Carrying value of subsidiaries divested | 0.0        | 0.0        | 0.0        | -0.2       | -0.2       |
| Other income                            | 0.1        | 0.8        | 0.3        | 1.0        | 1.5        |
| <b>Total</b>                            | <b>0.5</b> | <b>0.4</b> | <b>0.4</b> | <b>3.0</b> | <b>3.8</b> |

Proceeds from disposal of subsidiaries are related to the divestment of SATO HotelliKoti Oy in February 2018.

#### 6. FINANCIAL INCOME AND EXPENSES

| MEUR   | 7-9/2019     | 7-9/2018     | 1-9/2019     | 1-9/2018     | 1-12/2018    |
|--|--------------|--------------|--------------|--------------|--------------|
| <b>Financial income</b>  |              |              |              |              |              |
| Interest income on loans and other receivables                       | 0.1          | 0.4          | 0.4          | 0.8          | 1.0          |
| Dividend income from other non-current investments                   | 0.0          | 0.0          | 0.0          | 0.0          | 0.0          |
| Foreign exchange gains   | 0.0          | 0.0          | 0.1          | -0.1         | -0.1         |
| <b>Total</b>   | <b>0.2</b>   | <b>0.4</b>   | <b>0.6</b>   | <b>0.7</b>   | <b>0.9</b>   |
| <b>Financial expenses</b>  |              |              |              |              |              |
| Interest expense on financial liabilities measured at amortised cost | -5.8         | -6.7         | -18.4        | -20.3        | -27.3        |
| Interest expense on effective cash flow hedges                       | -3.0         | -2.8         | -8.7         | -8.7         | -11.6        |
| Interest expense on lease liabilities*                               | -0.8         | 0.0          | -2.3         | 0.0          | 0.0          |
| Other financial expenses**   | -1.4         | -1.1         | -15.9        | -3.4         | -4.6         |
| <b>Total</b>   | <b>-10.9</b> | <b>-10.6</b> | <b>-45.2</b> | <b>-32.5</b> | <b>-43.5</b> |
| <b>Total</b>   | <b>-10.8</b> | <b>-10.2</b> | <b>-44.6</b> | <b>-31.7</b> | <b>-42.5</b> |

\* Includes the financial expense component from lease agreements recognised in accordance with IFRS 16 *Leases*. See note 2 for further information.

\*\* Includes a one-off cost of EUR 11.8 million due to the repurchase of outstanding bonds with maturities in 2020 and 2021.

## 7. INVESTMENT PROPERTIES

| MEUR  | 1-9/2019       | 1-9/2018       | 1-12/2018      |
|---|----------------|----------------|----------------|
| <b>Fair value of investment properties at start of period</b>           | 3,875.1        | 3,632.5        | 3,632.5        |
| Effect of initial application of new IFRS standards*                    | 47.3           | 0.0            | 0.0            |
| Acquisitions of properties  | 0.0            | 5.6            | 5.6            |
| New construction and other investments in properties                    | 123.6          | 104.0          | 155.0          |
| Disposals of investment properties                                      | -11.2          | -21.0          | -21.7          |
| Capitalised borrowing costs   | 1.9            | 1.2            | 1.7            |
| Reclassified from other items   | 0.5            | 0.2            | 0.1            |
| Gains and losses in profit and loss from changes in fair value**        | 64.2           | 86.6           | 102.0          |
| Fair value changes of right-of-use investment properties, no P/L effect | 0.9            | 0.0            | 0.0            |
| <b>Fair value of investment properties at end of period</b>             | <b>4,102.4</b> | <b>3,809.1</b> | <b>3,875.1</b> |

\* Includes land lease contracts accounted for as right-of-use assets under IFRS 16, which are recognised in investment property and measured at fair value in accordance with IAS 40 from 1 Jan 2019.

\*\* Gains and losses from changes in fair value include foreign exchange gains and losses of EUR 5.5 (-10.7) million.

### Investment property valuation principles

SATO's investment properties mainly comprise of residential properties. In addition, the investment properties include commercial and parking space, unbuilt land and development projects as well as right-of-use investment properties.

The housing properties are located in the largest growth centres, with approximately 80.0 per cent of them located in the Helsinki region. The quality of investment properties is maintained by renovation and repair activities based on their lifecycle and repair plans. Change in the fair value of SATO's owned investment property was mainly due to market price levels, reclassifications from measurement group to another when legal restrictions have ended and changes in parameters used in valuation.

Some of the residential investment properties are subject to legislative and usage restrictions. The so-called non-profit restrictions apply to the owning company and the so-called property-specific restrictions apply to the investment owned. The non-profit restrictions include, among other things, permanent limitations on the company's operations, distribution of profit, lending and provision of collateral, and the divestment of investments. The property-specific restrictions include the use of apartments, the selection of residents, the setting of rents and divestment of apartments, and they are fixed-term.

The valuation of investment properties in SATO's ownership is based on a method which has been prepared by SATO in co-operation with a third party expert (currently: JLL). The external expert quarterly issues a statement on the applicability of SATO's valuation methods, the appropriateness of sources of information used and the credibility of the valuation. As part of the valuation process, the external expert also reviews each SATO's property on site every three years. Existing properties located in St. Petersburg are valued by third party expert (JLL). The principles and methods used in the fair value measurement are approved by the Corporate Management Group. During the valuation process all the periodical changes are analysed. The result of the valuation and the periodic change in fair value recorded through profit and loss are reported to the Corporate Management Group and Board of Directors.

At inception, owned investment properties are recognised at acquisition value, which includes transaction costs. Thereafter, they are recorded at fair value. Gains and losses from changes in fair value are recorded through profit and loss in the period when they are incurred. Fair value of an investment property represents the price that, according to the Group's estimate, would be received for the property in an orderly transaction taking place in the local (principal) market at the reporting date, considering the condition and location of the property. Unbuilt land and development projects, whose realization is uncertain, are valued at cost or probable value, whichever is lower, if their fair value cannot be determined reliably. The valuation methods for SATO's owned investment properties are sales comparison method, income value method and acquisition cost method.

SATO's right-of-use investment properties include land plots leased for residential construction. From 1 January 2019, the land lease agreements, which were previously treated as other lease agreements, are accounted for as right-of-use assets classified as investment property and measured at fair value in accordance with the IFRS 16 *Leases* and IAS 40 *Investment property* standards. They are valued at the present value of future lease payments of the underlying agreements, which is considered to be equivalent to their fair value.

| MEUR  | 30 Sep 2019    | 30 Sep 2018    | 31 Dec 2018    |
|---|----------------|----------------|----------------|
| <b>Investment property classified by valuation method</b> |                |                |                |
| Sales comparison value                                    | 3,348.0        | 3,068.4        | 3,138.0        |
| Income value  | 467.8          | 529.9          | 516.2          |
| Acquisition cost  | 238.9          | 210.8          | 220.9          |
| <b>Owned investment property, total</b>                   | <b>4,054.7</b> | <b>3,809.1</b> | <b>3,875.1</b> |
| Right-of-use investment properties                        | 47.7           | 0.0            | 0.0            |
| <b>Total</b>  | <b>4,102.4</b> | <b>3,809.1</b> | <b>3,875.1</b> |

### Sensitivity analysis of investment properties

Sensitivity analysis of investment properties has been presented in the 2018 financial statements. Quarterly changes are not significant. All SATO's investment properties are classified to hierarchy level 3 under IFRS 13. Items which are included in the hierarchy level 3 are measured using input data which is not based on observable market data.

## 8. TANGIBLE ASSETS

| MEUR                                      | 1-9/2019   | 1-9/2018   | 1-12/2018  |
|---|------------|------------|------------|
| <b>Balance at the start of the period</b> | <b>2.4</b> | <b>2.2</b> | <b>2.2</b> |
| Additions                                 | 0.8        | 0.4        | 0.8        |
| Disposals                                 | -0.1       | -0.1       | -0.4       |
| Accumulated depreciation of disposals     | 0.1        | -0.1       | 0.4        |
| Transfers between items                   | 0.0        | -0.1       | -0.1       |
| Depreciation                              | -0.5       | -0.3       | -0.5       |
| <b>Balance at the end of the period</b>   | <b>2.7</b> | <b>2.0</b> | <b>2.4</b> |

## 9. INTANGIBLE ASSETS

| MEUR                                      | 1-9/2019   | 1-9/2018   | 1-12/2018  |
|---|------------|------------|------------|
| <b>Balance at the start of the period</b> | <b>2.6</b> | <b>1.8</b> | <b>1.8</b> |
| Additions                                 | 1.4        | 1.3        | 1.7        |
| Disposals                                 | 0.0        | -0.2       | -0.7       |
| Accumulated depreciation of disposals     | 0.0        | 0.0        | 0.3        |
| Transfers between items                   | 0.0        | -0.1       | 0.2        |
| Depreciation                              | -0.7       | -0.2       | -0.8       |
| <b>Balance at the end of the period</b>   | <b>3.4</b> | <b>2.6</b> | <b>2.6</b> |

## 10. SHAREHOLDERS' EQUITY

The total number of SATO's shares as at 30 September 2019 was 56,783,067 (56,783,067) and the number of own shares held was 160,000 (160,000).

The following dividends were distributed by the company during the period:

| MEUR  | 1-9/2019     | 1-9/2018     | 1-12/2018    |
|---|--------------|--------------|--------------|
| <b>The following dividend was declared and paid by the company:</b> |              |              |              |
| Dividend 0.50 (0.50) per share, EUR                                 | -28.3        | -28.3        | -28.3        |
| <b>Total</b>  | <b>-28.3</b> | <b>-28.3</b> | <b>-28.3</b> |

The Annual General Meeting of SATO Corporation resolved on 3 April 2019 that EUR 0.50 per share, EUR 28.3 million in total, be paid out in dividends for the financial period ending 31 December 2018. The dividend was paid on 12 April 2019.

## II. FINANCIAL LIABILITIES

| MEUR                         | 30 Sep 2019    | 30 Sep 2018    | 31 Dec 2018    |
|------------------------------|----------------|----------------|----------------|
| <b>Financial liabilities</b> |                |                |                |
| Commercial papers            | 180.0          | 190.9          | 182.9          |
| Corporate bonds              | 646.3          | 746.7          | 747.0          |
| Bank loans                   | 943.7          | 672.1          | 720.2          |
| Interest-subsidised loans    | 237.7          | 305.4          | 275.4          |
| State-subsidised ARAVA loans | 50.0           | 57.8           | 56.7           |
| <b>Total</b>                 | <b>2,057.6</b> | <b>1,972.9</b> | <b>1,982.2</b> |

On the reporting date, the average interest of SATO's debt portfolio was 1.8 (2.1) per cent.

For purposes of short-term financing, SATO has a commercial paper program of EUR 400 (400) million, committed credit limits of EUR 400 (400) million, of which EUR 400 (400) million were unused, and a non-committed current overdraft limit of EUR 5.0 (5.0) million, of which EUR 5.0 (3.2) million were unused.

## 12. DERIVATIVES

| MEUR  | 30 Sep 2019 |              |              | 30 Sep 2018  | 31 Dec 2018  |
|---|-------------|--------------|--------------|--------------|--------------|
|   | Positive    | Negative     | Net          | Net          | Net          |
| <b>Fair values of derivative instruments</b>              |             |              |              |              |              |
| Interest rate swaps, cash flow hedging                    | -           | -45.5        | -45.5        | -20.5        | -26.8        |
| Cross-currency and interest rate swaps, cash flow hedging | -           | -15.9        | -15.9        | -15.5        | -14.0        |
| <b>Total</b>  | <b>0.0</b>  | <b>-61.4</b> | <b>-61.4</b> | <b>-36.0</b> | <b>-40.8</b> |

| MEUR  | 30 Sep 2019  | 30 Sep 2018  | 31 Dec 2018  |
|---|--------------|--------------|--------------|
| <b>Nominal values of derivative instruments</b>           |              |              |              |
| Interest rate swaps, cash flow hedging                    | 683.4        | 745.6        | 775.5        |
| Cross-currency and interest rate swaps, cash flow hedging | 73.4         | 73.4         | 73.4         |
| <b>Total</b>  | <b>756.8</b> | <b>819.0</b> | <b>848.9</b> |

Change in fair value of designated interest rate hedges, booked to fair value reserve, totalled EUR -14.4 (5.1) million. Interest rate swaps are used to hedge interest cash flows against fluctuation in market interest rates. Cross-currency and interest rates swaps additionally hedge the currency risks of interest and repayment cash flows of loan contracts denominated in foreign currency. Interest rate hedges have maturities ranging between 1–10 years. Typically netting agreements are applied to derivative contracts, however the contracts are represented in gross value in financial statements. The method of presentation has no significant impact on figures on reporting or comparative period.

### 13. FAIR VALUES OF FINANCIAL INSTRUMENTS

| MEUR   | 30 Sep 2019 |          |          | 30 Sep 2018 |          |          |
|--|-------------|----------|----------|-------------|----------|----------|
|  | Level 1:    | Level 2: | Level 3: | Level 1:    | Level 2: | Level 3: |
| <b>Assets</b>  |             |          |          |             |          |          |
| Other non-current investments                                  | -           | 1.1      | -        | -           | 1.7      | -        |
| Loans receivable   | -           | 6.2      | -        | -           | 11.2     | -        |
| Derivative assets  | -           | 0.0      | -        | -           | 0.4      | -        |
| Accounts receivable and other non-interest-bearing receivables | -           | 9.9      | -        | -           | 12.5     | -        |
| Cash and cash equivalents                                      | -           | 4.3      | -        | -           | 13.2     | -        |
| <b>Liabilities</b>   |             |          |          |             |          |          |
| Corporate bonds  | 641.1       | 24.0     | -        | 751.9       | 24.0     | -        |
| Other loans  | -           | 1,418.3  | -        | -           | 1,228.9  | -        |
| Derivative liabilities   | -           | 61.4     | -        | -           | 36.4     | -        |
| Accounts payable and other non-interest-bearing payables       | -           | 32.3     | -        | -           | 24.2     | -        |

| MEUR   | 31 Dec 2018 |          |          |
|--|-------------|----------|----------|
|  | Level 1:    | Level 2: | Level 3: |
| <b>Assets</b>  |             |          |          |
| Other non-current investments                                  | -           | 1.9      | -        |
| Loans receivable   | -           | 8.4      | -        |
| Derivative assets  | -           | 0.0      | -        |
| Accounts receivable and other non-interest-bearing receivables | -           | 11.0     | -        |
| Cash and cash equivalents                                      | -           | 5.4      | -        |
| <b>Liabilities</b>   |             |          |          |
| Corporate bonds  | 744.3       | 24.0     | -        |
| Other loans  | -           | 1,239.0  | -        |
| Derivative liabilities   | -           | 40.8     | -        |
| Accounts payable and other non-interest-bearing payables       | -           | 23.6     | -        |

Fair values of assets and liabilities at fair value hierarchy level 1 are quoted on operational markets. Level 2 assets and liabilities fair values are based on verifiable input data and level 3 asset and liabilities are based on unverified input data.

SATO fair values of assets and liabilities level 1 are quoted market prices. Values on hierarchy level 2 are based on discounted cash flows, with market rates as calculation input. Loans are presented at acquisition cost.

### 14. PROVISIONS

| MEUR  | Provision for refund claim | Other provisions | Total      |
|---|----------------------------|------------------|------------|
| <b>Provisions at the beginning of the period 1 Jan 2019</b> | 2.9                        | 1.8              | 4.7        |
| Increases   | 0.6                        | 0.0              | 0.6        |
| Provisions used   | -0.3                       | 0.0              | -0.3       |
| Reversals   | -0.5                       | 0.0              | -0.5       |
| <b>Provisions at the end of the period 30 Sep 2019</b>      | <b>2.8</b>                 | <b>1.8</b>       | <b>4.6</b> |

| MEUR                   | 30 Sep 2019 | 30 Sep 2018 | 31 Dec 2018 |
|------------------------|-------------|-------------|-------------|
| Non-current provisions | 1.6         | 2.1         | 2.0         |
| Current provisions     | 3.0         | 2.9         | 2.7         |
| <b>Total</b>           | <b>4.6</b>  | <b>5.1</b>  | <b>4.7</b>  |

The provision for refund claim includes guarantees related to new construction business and 10 year warranty period after completion of the work. Provision for refund claim is measured based on previous claims and assessment of previous experience. The provision for refund claim will be used, if applicable, within ten years from the reporting date.

## 15. NOTES TO THE CASH FLOW STATEMENT

| MEUR   | 7-9/2019     | 7-9/2018     | 1-9/2019     | 1-9/2018     | 1-12/2018     |
|--|--------------|--------------|--------------|--------------|---------------|
| <b>Non-cash items included in the profit</b>                         |              |              |              |              |               |
| Depreciation and amortization  | 0.9          | 0.3          | 2.6          | 0.9          | 1.3           |
| Gains and losses from changes in fair value of investment properties | -25.0        | -19.2        | -64.2        | -86.6        | -102.0        |
| Changes in provisions  | -0.3         | 0.6          | -0.2         | -1.0         | -1.4          |
| Share of profit of associated companies and joint ventures           | -0.2         | 0.0          | -0.2         | 0.0          | 0.0           |
| <b>Total</b>   | <b>-24.7</b> | <b>-18.4</b> | <b>-62.0</b> | <b>-86.7</b> | <b>-102.1</b> |

| MEUR  | 7-9/2019       | 7-9/2018       | 1-9/2019       | 1-9/2018       | 1-12/2018      |
|---|----------------|----------------|----------------|----------------|----------------|
| <b>Changes in interest-bearing debt during the period</b>                             |                |                |                |                |                |
| <b>Interest-bearing debt, beginning of period</b>                                     | <b>2,049.6</b> | <b>1,973.3</b> | <b>1,982.2</b> | <b>1,931.7</b> | <b>1,931.7</b> |
| Cash changes in interest-bearing debt during the period, total                        | 8.3            | -1.4           | 78.2           | 42.1           | 50.2           |
| Non-cash changes:   |                |                |                |                |                |
| Change in foreign exchange rates  | -0.8           | 1.3            | -2.6           | -0.2           | 0.1            |
| Interest accrued by the effective interest rate method                                | 0.5            | 0.1            | 1.5            | 0.8            | 0.7            |
| Transfer of debt to buyers upon disposal of investment property and other adjustments | 0.0            | -0.4           | -1.6           | -1.4           | -0.5           |
| <b>Interest-bearing debt, end of period</b>   | <b>2,057.6</b> | <b>1,972.9</b> | <b>2,057.6</b> | <b>1,972.9</b> | <b>1,982.2</b> |

## 16. COLLATERAL, COMMITMENTS AND CONTINGENCIES

| MEUR   | 30 Sep 2019 | 30 Sep 2018 | 31 Dec 2018 |
|--|-------------|-------------|-------------|
| <b>Mortgages and pledges for secured borrowings</b>                        |             |             |             |
| Secured borrowings   | 500.4       | 704.2       | 671.2       |
| Pledges and mortgages provided, fair value                                 | 819.5       | 1,056.9     | 1,015.4     |
| <b>Guarantees for others</b>   |             |             |             |
| Shared ownership apartment purchase commitments                            | 7.7         | 10.4        | 7.8         |
| Rs-guarantees  | 3.9         | 3.3         | 4.8         |
| <b>Other collateral provided</b>   |             |             |             |
| Mortgages provided to secure payment of rent and street maintenance        | 4.8         | 4.8         | 4.8         |
| Guarantees and mortgages provided to secure payments of land use contracts | 9.6         | 8.7         | 9.1         |
| <b>Binding purchase agreements</b>   |             |             |             |
| For acquisitions of investment properties                                  | 72.0        | 125.2       | 107.9       |
| Pledges for land use payments on zoned plots                               | 5.4         | 3.9         | 0.8         |
| Commitments to cleaning and removal charges                                | 0.0         | 0.0         | 0.0         |
| Letters of intent on land for which there is a zoning condition            | 42.4        | 39.7        | 39.3        |

Housing companies which hold so-called shared ownership apartments are treated as structured entities, which are established for a fixed period, and are not included in the consolidation. On the reporting date, the loans of such housing companies included in the shared ownership systems, totalled EUR 20.2 (30.0) million.

## 17. RELATED PARTY TRANSACTIONS

SATO's related parties consist of SATO Corporation, its parent company, sister companies, subsidiaries, joint ventures and associated companies. SATO's related parties include shareholders that have direct or indirect control, joint control or significant influence in the reporting entity and persons who are members of the key management personnel of SATO or its parent, or are close family members of the key managements personnel. Shareholders whose holding is 20 per cent or more are automatically considered as related party of SATO. When ownership is below 20 per cent, shareholders are considered as related parties when they have significant influence in the reporting entity, for example, through position in the Board of Directors.

Shareholders that are considered as SATOs related party in 2019 and 2018 are Balder Finska Otas AB (owner: Balder Group, whose parent company is Fastighets Ab Balder, 100 per cent), Stichting Depositary APG Strategic Real Estate Pool (owner: Stichting Pensioenfonds ABP, >95 per cent; manager: APG Asset Management NV) and Elo Mutual Pension Insurance Company.

The members of the Board of Directors and CEO of SATO companies and the members of the Corporate Management Team of SATO Group, CDO, Director of Human Resources and General Counsel and their close family members and the entities controlled or jointly controlled by them and joint venture SV-Asunnot Oy are considered as SATO's related party. The Corporate Management Group comprises of SATO Corporation's President and CEO, Vice Presidents, Director of Marketing and Communications and the Chief Financial Officer.

The terms and conditions used in the potential related party transactions are equivalent to the terms used in transactions between independent parties.

| MEUR                                 | 1-9/2019   | 1-9/2018   | 1-12/2018  |
|--------------------------------------|------------|------------|------------|
| <b>Management employee benefits</b>  |            |            |            |
| Salaries and other employee benefits | 1.2        | 1.9        | 2.1        |
| <b>Total</b>                         | <b>1.2</b> | <b>1.9</b> | <b>2.1</b> |

### Management remuneration

Persons employed by the Group are not paid separate remuneration when serving as a member of the Board of Directors or as a President of a Group company. The members of SATO's Corporate Management Group and SATO's management are covered by an annual incentive scheme based on the SATOs profit and fulfilment of the targets for their respective area of responsibility. The Board of Directors approves the payment of bonuses.

## 18. SUBSEQUENT EVENTS

No significant events after the end of the reporting period.

## KEY INDICATORS, GROUP

| Key financial indicators                           | 1-9/2019 | 1-9/2018* | 1-12/2018* | 1-12/2017* | 1-12/2016** | 1-12/2015** | 1-12/2014** |
|--|----------|-----------|------------|------------|-------------|-------------|-------------|
| Net sales, MEUR                                    | 220.5    | 217.2     | 290.4      | 280.1      | 262.7       | 249.4       | 243.2       |
| Net rental income, MEUR                            | 153.5    | 148.6     | 198.5      | 188.4      | 167.1       | 151.8       | 146.2       |
| Net rental income, %                               | 5.3%     | 5.4%      | 5.5%       | 5.6%       | 5.6%        | 6.0%        | 6.3%        |
| Operating profit, MEUR                             | 194.5    | 214.5     | 273.3      | 230.1      | 267.2       | 196.5       | 191.3       |
| Net financing expenses, MEUR                       | -44.6    | -31.7     | -42.5      | -45.8      | -47.8       | -37.0       | -39.1       |
| Profit before taxes, MEUR                          | 149.8    | 182.8     | 230.8      | 184.4      | 219.4       | 159.4       | 152.2       |
| Balance sheet total, MEUR                          | 4,171.6  | 3,872.8   | 3,922.4    | 3,693.1    | 3,562.2     | 2,979.6     | 2,801.6     |
| Shareholders' equity, MEUR                         | 1,630.9  | 1,520.2   | 1,554.5    | 1,397.6    | 1,252.6     | 993.2       | 892.3       |
| Interest bearing liabilities, MEUR                 | 2,057.6  | 1,972.9   | 1,982.2    | 1,931.7    | 1,943.0     | 1,676.2     | 1,584.9     |
| Return on invested capital, % (ROI)                | 7.2%     | 8.4%      | 7.9%       | 7.1%       | 9.1%        | 7.6%        | 7.7%        |
| Return on equity, % (ROE)                          | 10.0%    | 13.3%     | 12.4%      | 11.0%      | 15.6%       | 13.5%       | 14.0%       |
| Equity ratio, %                                    | 39.1%    | 39.3%     | 39.6%      | 37.8%      | 35.2%       | 33.3%       | 31.8%       |
| Personnel, average**                               | 221      | 214       | 215        | 206        | 170         | 172         | 165         |
| Personnel at the end of period                     | 224      | 210       | 218        | 212        | 175         | 170         | 169         |
| <b>Key indicators per share</b>                    |          |           |            |            |             |             |             |
| Earnings per share, EUR                            | 2.10     | 2.58      | 3.26       | 2.55       | 3.22        | 2.49        | 2.37        |
| Equity per share, EUR***                           | 28.81    | 26.85     | 27.46      | 24.68      | 22.12       | 19.53       | 17.55       |
| Number of shares, million****                      | 56.6     | 56.6      | 56.6       | 56.6       | 56.6        | 50.8        | 50.8        |
| <b>Operational key figures and net asset value</b> |          |           |            |            |             |             |             |
| Operational earnings, MEUR                         | 67.8     | 73.9      | 96.1       | 82.8       | 69.5        | 64.5        | 65.1        |
| Operational earnings per share, EUR                | 1.20     | 1.31      | 1.70       | 1.46       | 1.28        | 1.27        | 1.28        |
| Net asset value, MEUR                              | 1,966.5  | 1,816.5   | 1,855.7    | 1,678.7    | 1,517.5     | 1,227.8     | 1,120.3     |
| Net asset value per share, EUR                     | 34.73    | 32.08     | 32.77      | 29.65      | 26.80       | 24.15       | 22.04       |
| Cash earnings, MEUR                                | 64.9     | 68.5      | 97.9       | 92.4       | 86.2        | 78.1        | 72.9        |
| Cash earnings per share, EUR                       | 1.15     | 1.21      | 1.73       | 1.63       | 1.59        | 1.54        | 1.43        |
| <b>Key financial indicators per quarter</b>        |          |           |            |            |             |             |             |
|  | Q3 2019  | Q2 2019   | Q1 2019    | Q4 2018*   | Q3 2018*    | Q2 2018*    | Q1 2018*    |
| Net sales, MEUR                                    | 74.0     | 73.4      | 73.1       | 73.2       | 73.1        | 72.2        | 72.0        |
| Net rental income, MEUR                            | 56.3     | 53.7      | 43.5       | 49.9       | 54.0        | 52.4        | 42.1        |
| Net rental income, %                               | 5.8%     | 5.6%      | 4.6%       | 5.3%       | 5.8%        | 5.8%        | 5.2%        |
| Operating profit, MEUR                             | 75.1     | 61.6      | 57.8       | 58.8       | 66.2        | 95.7        | 52.6        |
| Profit and losses from changes of fair value, MEUR | 25.0     | 16.5      | 22.7       | 15.3       | 19.2        | 50.3        | 17.1        |
| Net financing expenses, MEUR                       | -10.8    | -22.6     | -11.2      | -10.8      | -10.2       | -10.6       | -10.9       |
| Profit before taxes, MEUR                          | 64.3     | 39.0      | 46.6       | 48.0       | 56.0        | 85.1        | 41.7        |
| Earnings per share, EUR                            | 0.91     | 0.55      | 0.65       | 0.68       | 0.79        | 1.21        | 0.58        |
| Average number of shares, million*                 | 56.6     | 56.6      | 56.6       | 56.6       | 56.6        | 56.6        | 56.6        |
| Housing investments, MEUR                          | 33.0     | 46.8      | 30.4       | 47.3       | 31.5        | 46.8        | 18.3        |
| as percentage of net sales                         | 44.5%    | 63.7%     | 41.6%      | 64.7%      | 43.1%       | 64.8%       | 25.4%       |
| <b>Operational key figures per quarter</b>         |          |           |            |            |             |             |             |
| Operational earnings, MEUR                         | 31.3     | 17.6      | 18.9       | 24.8       | 28.7        | 27.5        | 17.9        |
| Operational earnings per share, EUR                | 0.55     | 0.31      | 0.33       | 0.44       | 0.51        | 0.49        | 0.32        |
| Cash earnings, MEUR                                | 33.6     | 11.3      | 20.0       | 29.8       | 26.3        | 28.6        | 13.2        |
| Cash earnings per share, EUR                       | 0.59     | 0.20      | 0.35       | 0.53       | 0.46        | 0.51        | 0.23        |

† Key figures of 2017 and more recent include the effects of adoption of IFRS 9 *Financial Instruments*. The figures of prior years are unadjusted.

\* Key figures of 2019 include the effects of adoption of IFRS 16 *Leases*. The figures of prior years are unadjusted.

\*\* Including summer trainees.

\*\*\* Equity excluding non-controlling interests.

\*\*\*\* The 160,000 shares held by the Group have been deducted from the number of shares.

## FORMULAS USED IN CALCULATION

|                                |   |       |
|--------------------------------|---|-------|
| <b>Net rental income, EUR</b>  | Rental income<br>– Property, maintenance and reparation expenses  |       |
| <b>Net rental income, %</b>    | $\frac{\text{Net rental income}}{(\text{Fair value of investment property} - \text{property under construction}) \text{ average during the financial year}}$  | x 100 |
| <b>Return on investment, %</b> | $\frac{(\text{Profit or loss before taxes} + \text{interest expense and other financing expenses})}{\text{Balance sheet total} - \text{non-interest-bearing debts (average during the financial year)}}$  | x 100 |
| <b>Return on equity, %</b>     | $\frac{(\text{Profit or loss after taxes})}{\text{Shareholders' equity (average during the financial year)}}$   | x 100 |
| <b>Equity ratio, %</b>         | $\frac{\text{Shareholders' equity}}{\text{Balance sheet total}}$  | x 100 |
| <b>Earnings per share, EUR</b> | $\frac{\text{Profit for the period attributable to owners of the parent}}{\text{Adjusted number of shares (average during the financial year)}}$  |       |
| <b>Equity per share, EUR</b>   | $\frac{\text{Shareholders' equity attributable to owners of the parent}}{\text{Adjusted number of shares (at the end of the reporting period)}}$  |       |
| <b>Operational earnings</b>    | Profit for the period, IFRS<br>–/+ Gains and losses from valuation of investment properties<br>– Profit on sales of investment properties<br>+ Loss on sales of investment properties<br>–/+ Profit on sales of new apartments adjusted with sales and marketing expenses<br>–/+ Fair value change of financial instruments<br>–/+ Deferred taxed of above items<br>– Non-controlling interests |       |
| <b>Net asset value</b>         | Shareholders' equity attributable to owners of the parent<br>–/+ Fair value of financial instruments (net), net of tax<br>–/+ Deferred tax assets and liabilities (net)   |       |
| <b>Cash earnings</b>           | Operating profit<br>+/- Gains and losses from valuation of investment properties<br>+ Depreciations<br>+/- Change of provisions<br>+/- Defined benefit plans<br>– Cash based financial income and expenses<br>– Cash based taxes<br>+/- Other items   |       |

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