Shurgard Denmark ApS

Sundkrogsgade 21 2100 Copenhagen Ø Central Business Registration No 30202503

Annual report 2017

The Annual General Meeting adopted the annual report on 20.04.2018

Chairman of the General Meeting

Name: Marc Oursin

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Entity details

Entity

Shurgard Denmark ApS Sundkrogsgade 21 2100 Copenhagen Ø

Central Business Registration No: 30202503 Registered in: Copenhagen Financial year: 01.01.2017 - 31.12.2017

Website: www.shurgard.dk E-mail: info@shurgard.dk

Executive Board

Marc Oursin

Entity auditors

Ernst & Young Godkendt Revisionspartnerselskab Osvald Helmuths Vej 4 Postboks 250 2000 Frederiksberg

Statement by Management on the annual report

The Executive Board have today considered and approved the annual report of Shurgard Denmark ApS for the financial year 01.01.2017 - 31.12.2017.

The annual report is presented in accordance with the Danish Financial Statements Act.

In my opinion, the financial statements give a true and fair view of the Entity's financial position at 31.12.2017 and of the results of its operations for the financial year 01.01.2017 - 31.12.2017.

I believe that the management commentary contains a fair review of the affairs and conditions referred to therein.

We recommend the annual report for adoption at the Annual General Meeting.

Copenhagen, den 20.04.2018

Executive Board

Marc Oursin

Independent auditor's report

To the shareholders of Shurgard Denmark ApS Opinion

We have audited the financial statements of Shurgard Denmark ApS for the financial year 01.01.2017 - 31.12.2017, which comprise the income statement, balance sheet, statement of changes in equity and notes, including a summary of significant accounting policies. The financial statements are prepared in accordance with the Danish Financial statements Act.

In our opinion, the financial statements give a true and fair view of the Entity's financial position at 31.12.2017 and of the results of its operations and cash flows for the financial year 01.01.2017 - 31.12.2017 in accordance with the Danish Financial statements Act.

Basis for opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) and additional requirements applicable in Denmark. Our responsibilities under those standards and requirements are further described in the Auditor's responsibilities for the audit of the financial statements section of this auditor's report. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Independence

We are independent of the Entity in accordance with the International Ethics Standards Board of Accountants' Code of Ethics for Professional Accountants (IESBA Code) and the additional requirements applicable in Denmark, and we have fulfilled our other ethical responsibilities in accordance with these requirements.

Management's responsibilities for the financial statements

Management is responsible for the preparation of financial statements that give a true and fair view in accordance with the Danish Financial statements Act, and for such internal control as Management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, Management is responsible for assessing the Entity's ability to continue as a going concern, for disclosing, as applicable, matters related to going concern, and for using the going concern basis of accounting in preparing the financial statements unless Management either intends to liquidate the Entity or to cease operations, or has no realistic alternative but to do so.

Auditor's responsibilities for the audit of the financial statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs and the additional requirements applicable in Denmark will always detect a material misstatement when it exits. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit conducted in accordance with ISAs and the additional requirements applicable in Denmark, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

Independent auditor's report

- Identify and assess the risks of material misstatement of the financial statements, whether due to
 fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a
 material misstatement resulting from fraud is higher than for one resulting from error, as fraud may
 involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Entity's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by Management.
- Conclude on the appropriateness of Management's use of the going concern basis of accounting in
 preparing the financial statements, and, based on the audit evidence obtained, whether a material
 uncertainty exists related to events or conditions that may cast significant doubt on the Entity's ability
 to continue as a going concern. If we conclude that a material uncertainty exists, we are required to
 draw attention in our auditor's report to the related disclosures in the financial statements or, if such
 disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence
 obtained up to the date of our auditor's report. However, future events or conditions may cause the
 Entity to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures in the notes, and whether the financial statements represent the underlying transactions and events in a manner that gives a true and fair view.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

Statement on the management commentary

Management is responsible for the management commentary.

Our opinion on the financial statements does not cover the management commentary, and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the management commentary and, in doing so, consider whether the management commentary is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated.

Moreover, it is our responsibility to consider whether the management commentary provides the information required under the Danish Financial statements Act.

Independent auditor's report

Based on the work we have performed, we conclude that the management commentary is in accordance with the financial statements and has been prepared in accordance with the requirements of the Danish Financial statements Act. We did not identify any material misstatement of the management commentary.

Frederiksberg, 20.04.2018

Ernst & Young

Godkendt Revisionspartnerselskab Central Business Registration No: 30700228

Kaare Kristensen Lendorf State Authorised Public Accountant Identification number (MNE) 33819

Management commentary

Financial highlights	
Key figures	
Revenue 96.685 95.917 93.846 89.187 8	5.004
Gross profit/loss 57.639 55.476 54.607 52.705 4	5.109
Operating profit/loss 48.165 45.449 44.038 22.269 1	5.193
Net financials (18.570) (19.124) (16.943) (19.940) (2	2.155)
Profit/loss for the year 20.479 18.067 19.365 (5.451) (1	2.547)
Total assets 363.881 373.444 391.290 428.380 44	8.691
Investments in property, 8 0 0 9	0
plant and equipment	0
Equity 349.361 48.604 30.537 11.171 8	5.622
Ratios	
Gross margin (%) 59,6 57,8 58,2 59,1	53,1
Net margin (%) 21,2 18,8 20,6 (6,1)	(14,8)
Return on equity (%) 10,3 45,7 92,9 (11,1)	(12,7)
Equity ratio (%) 96,0 13,0 7,8 2,6	19,3

Financial highlights are defined and calculated in accordance with "Recommendations & Ratios 2015" issued by the Danish Society of Financial Analysts.

Ratios	Calculation formula	Ratios
Gross margin (%)	<u>Gross profit/loss x 100</u> Revenue	The entity's operating gearing.
Net margin (%)	Profit/loss for the year x 100 Revenue	The entity's operating profitability.
Return on equity (%)	Profit/loss for the year x 100 Average equity	The entity's return on capital invested in the entity by the owners.
Equity ratio (%)	Equity x 100 Total assets	The financial strength of the entity.

Management commentary

Primary activities

The Company's activities comprise construction, projecting, acquisition and lease of real property as well as related products and businesses.

Development in activities and finances

The annual report shows a net gain of DKK 20.479 thousand. Management considers the result expected and satisfactory

As a part of a financial restructuring, loans due to Shurgard Luxembourg Sarl for a total amount of DKK 280.278 thousand have been converted into Share premium capital contribution

Effect on the external environment

Using only ecofriendly components, the company has no adverse impact on the external environment.

Outlook

Management expects a positive result in the coming year.

Events after the balance sheet date

No events have occurred after the balance sheet date to this date which would influence the evaluation of this annual report.

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Income statement for 2017

		2017	2016
	Notes	DKK	DKK
Revenue		96.685.366	95.916.823
Costs of raw materials and consumables		(571.639)	(516.875)
Other external expenses		(38.474.252)	(39.924.200)
Gross profit/loss		57.639.475	55.475.748
Staff costs	1	(9.472.636)	(10.023.650)
Depreciation, amortisation and impairment losses	2	(2.241)	(3.011)
Operating profit/loss		48.164.598	45.449.087
Income from investments in group enterprises		(11.817.356)	(11.206.148)
Other financial income	3	9.749.023	10.237.111
Other financial expenses	4	(16.501.585)	(18.155.247)
Profit/loss before tax		29.594.680	26.324.803
Tax on profit/loss for the year	5	(9.115.814)	(8.257.453)
Profit/loss for the year	6	20.478.866	18.067.350

Balance sheet at 31.12.2017

	Notes	2017 DKK	2016 DKK
Other fixtures and fittings, tools and equipment		8.009	2.123
Property, plant and equipment	7	8.009	2.123
Investments in group enterprises		191.061.421	202.878.777
Receivables from group enterprises		161.770.958	160.509.400
Fixed asset investments	8	352.832.379	363.388.177
Fixed assets		352.840.388	363.390.300
Manufactured goods and goods for resale		118.097	144.903
Inventories		118.097	144.903
Trade receivables		8.420.901	8.028.620
Deferred tax	9	13.325	19.000
Other receivables		1.229.431	1.278.670
Income tax receivable	10	34.519	0
Prepayments	11	337.640	93.931
Receivables		10.035.816	9.420.221
Cash		887.073	488.785
Current assets		11.040.986	10.053.909
Assets		363.881.374	373.444.209

Balance sheet at 31.12.2017

	Notes	2017 DKK	2016 DKK
Contributed capital	12	380.000	380.000
Retained earnings		348.980.653	48.223.928
Equity		349.360.653	48.603.928
		<u>_</u>	
Payables to group enterprises		0	310.426.875
Non-current liabilities other than provisions		0	310.426.875
Trade payables		545.110	92.575
Payables to group enterprises		190.594	0
Income tax payable		0	373.000
Other payables		5.111.188	5.273.746
Deferred income	13	8.673.829	8.674.085
Current liabilities other than provisions		14.520.721	14.413.406
Liabilities other than provisions		14.520.721	324.840.281
Equity and liabilities		363.881.374	373.444.209
Unrecognised rental and lease commitments	14		
Contingent liabilities	15		
Mortgages and securities	16		
Transactions with related parties	17		
Group relations	18		

Statement of changes in equity for 2017

	Contributed capital DKK	Retained earnings DKK	Total DKK
Equity beginning of year	380.000	48.223.928	48.603.928
Increase of capital	0	280.277.859	280.277.859
Profit/loss for the year	0	20.478.866	20.478.866
Equity end of year	380.000	348.980.653	349.360.653

	2017	2016
	DKK	DKK
1. Staff costs	0 700 064	
Wages and salaries	8.733.361	9.263.285
Pension costs	684.466	562.353
Other social security costs	54.809	198.012
	9.472.636	10.023.650
Average number of employees	26	28
	2017	2016
	DKK	DKK
2. Depreciation, amortisation and impairment losses		
Depreciation of property, plant and equipment	2.241	3.011
	2.241	3.011
	2017	2016
	DKK	DKK
3. Other financial income		
Financial income arising from group enterprises	9.747.957	10.221.113
Interest income	1.066	15.998
	9.749.023	10.237.111
	2017	2016
	DKK	DKK
4. Other financial expenses		
Financial expenses from group enterprises	15.837.179	17.513.229
Interest expenses	663.739	642.018
Other financial expenses	667	0
	16.501.585	18.155.247
	2017	2016
	DKK	DKK
5. Tax on profit/loss for the year		
Tax on current year taxable income	9.113.195	8.253.000
Change in deferred tax for the year	5.675	5.393
Adjustment concerning previous years	(3.056)	(940)
	9.115.814	8.257.453

	2017 DKK	2016 DKK
6. Proposed distribution of profit/loss		
Retained earnings	20.478.866	18.067.350
	20.478.866	18.067.350
		Other
		fixtures and
		fittings, tools
		and
		equipment
		DKK
7. Property, plant and equipment		
Cost beginning of year		582.388
Additions		8.127
Cost end of year		590.515
Depreciation and impairment losses beginning of the year		(580.265)
Impairment losses for the year		(2.241)
Depreciation and impairment losses end of the year		(582.506)
Carrying amount end of year		8.009
	Investments	Receivables
	in group	from group
	enterprises	enterprises
	DKK	DKK
8. Fixed asset investments		
Cost beginning of year	260.932.627	160.509.400
Additions	0	1.261.558
Cost end of year	260.932.627	161.770.958
Impairment losses beginning of year	(58.053.850)	0
Share of profit/loss for the year	(11.817.356)	0
Impairment losses end of year	(69.871.206)	0

Carrying amount end of year

191.061.421 161.770.958

Investments in group enterprises comprise:	Registered in	Corpo- rate <u>form</u>	Equity inte- rest %
Shurgard Real Estate ApS	Copenhagen	ApS	100,0
	20 Di	17 KK	2016 DKK
9. Deferred tax			
Property, plant and equipment	13.3	25	19.000
	13.3	25	19.000
Changes during the year			
Beginning of year	19.0	00	
Recognised in the income statement	(5.6	75)	
End of year	13.3	25	

10. Income tax receivable

11. Prepayments

Prepayments comprise prepaid expenses.

			Nominal
		Par value	value
	Number	DKK	DKK
12. Contributed capital			
Shares	380	1000	380.000
	380		380.000

13. Deferred income

Deferred income comprise income relating to the next financial year.

_	2017 DKK	2016 DKK
14. Unrecognised rental and lease commitments		
Hereof liabilities under rental or lease agreements until maturity in total _	1.028.400	1.011.731

15. Contingent liabilities

The Company serves as an administration company in a Danish joint taxation arrangement. According to the joint taxation provisions of the Danish Corporation Tax Act, the Company is therefore liable from the financial year 2013 for income taxes etc. for the jointly taxed companies and from 1 July 2012 also for obligations, if any, relating to the withholding of tax on interest, royalties and dividends for these companies.

16. Mortgages and securities

No assets are pledged.

17. Transactions with related parties

Referring to section 98 c (7) of the Danish Financial Statements Act, Shurgard Denmark ApS has not disclosed transactions with related parties.

18. Group relations

Name and registered office of the Parent preparing consolidated financial statements for the largest group: Shurgard Self Storage Europe S.a.r.I, 6C, rue Gabriel Lippmann L-5365 Munsbach, Luxembourg.

Name and registered office of the Parent preparing consolidated financial statements for the smallest group: Shurgard Self Storage Europe S.a.r.I, 6C, rue Gabriel Lippmann L-5365 Munsbach, Luxembourg.

Reporting class

This annual report has been presented in accordance with the provisions of the Danish Financial Statements Act governing reporting class C enterprises (medium).

Referring to section 112(1) of the Danish Financial Statements Act, Shurgard Denmark ApS has not prepared consolidated financial statements.

The accounting policies applied for these financial statements are consistent with those applied last year.

The financial statements are presented in Danish kroner.

Recognition and measurement

Assets are recognised in the balance sheet when it is probable as a result of a prior event that future economic benefits will flow to the Entity, and the value of the asset can be measured reliably.

Liabilities are recognised in the balance sheet when the Entity has a legal or constructive obligation as a result of a prior event, and it is probable that future economic benefits will flow out of the Entity, and the value of the liability can be measured reliably.

On initial recognition, assets and liabilities are measured at cost. Measurement subsequent to initial recognition is effected as described below for each financial statement item.

Anticipated risks and losses that arise before the time of presentation of the annual report and that confirm or invalidate affairs and conditions existing at the balance sheet date are considered at recognition and measurement.

Income is recognised in the income statement when earned, whereas costs are recognised by the amounts attributable to this financial year.

Foreign currency translation

On initial recognition, foreign currency transactions are translated applying the exchange rate at the transaction date. Receivables, payables and other monetary items denominated in foreign currencies that have not been settled at the balance sheet date are translated using the exchange rate at the balance sheet date. Exchange differences that arise between the rate at the transaction date and the one in effect at the payment date, or the rate at the balance sheet date are recognised in the income statement as financial income or financial expenses.

Income statement

Revenue

Revenue from the sale of services is recognised in the income statement when delivery is made to the buyer. Revenue is recognised net of VAT, duties and sales discounts and is measured at fair value of the consideration fixed.

Costs of raw materials and consumables

Costs of raw materials and consumables comprise the consumption of raw materials and consumables for the financial year after adjustment for changes in inventories of these goods from the beginning to the end of the year. This item includes shrinkage, if any, and ordinary write-downs of the relevant inventories.

Other external expenses

Other external expenses include expenses relating to the Entity's ordinary activities, including expenses for premises, stationery and office supplies, marketing costs, etc. This item also includes write-downs of receivables recognised in current assets.

Staff costs

Staff costs comprise salaries and wages as well as social security contributions, pension contributions, etc for entity staff.

Depreciation, amortisation and impairment losses

Amortisation, depreciation and impairment losses relating to intangible assets and property, plant and equipment comprise amortisation, depreciation and impairment losses for the financial year, calculated on the basis of the residual values and useful lives of the individual assets and impairment testing as well as gains and losses from the sale of intangible assets as well as property, plant and equipment.

Income from investments in group enterprises

Income from investments in group enterprises comprises the pro rata share of the individual enterprises' profit/loss after full elimination of internal profits or losses.

Other financial income

Other financial income comprises dividends etc received on other investments, interest income, including interest income on receivables from group enterprises, net capital gains on securities, payables and transactions in foreign currencies, amortisation of financial assets as well as tax relief under the Danish Tax Prepayment Scheme etc.

Other financial expenses

Other financial expenses comprise interest expenses, including interest expenses on payables to group enterprises, net capital losses on securities, payables and transactions in foreign currencies, amortisation of financial liabilities as well as tax surcharge under the Danish Tax Prepayment Scheme etc.

Tax on profit/loss for the year

Tax for the year, which consists of current tax for the year and changes in deferred tax, is recognised in the income statement by the portion attributable to the profit for the year and recognised directly in equity by the portion attributable to entries directly in equity.

The Entity is jointly taxed with all Danish subsidiaries. The current Danish income tax is allocated among the jointly taxed entities proportionally to their taxable income (full allocation with a refund concerning tax losses).

Balance sheet

Property, plant and equipment

Other fixtures and fittings, tools and equipment are measured at cost less accumulated depreciation and impairment losses.

Cost comprises the acquisition price, costs directly attributable to the acquisition and preparation costs of the asset until the time when it is ready to be put into operation.

The basis of depreciation is cost less estimated residual value after the end of useful life. Straight-line depreciation is made on the basis of the following estimated useful lives of the assets:

Other fixtures and fittings, tools and equipment	3-5 years
Leasehold improvements	3-5 years

Property, plant and equipment are written down to the lower of recoverable amount and carrying amount.

Investments in group enterprises

Investments in group enterprises are recognised and measured according to the equity method. This means that investments are measured at the pro rata share of the enterprises' equity plus or minus unamortised positive, or negative, goodwill and minus or plus unrealised intra-group profits or losses.

Upon distribution of profit or loss, net revaluation of investments in group enterprises is transferred to Reserve for net revaluation according to the equity method under equity.

Goodwill is calculated as the difference between cost of the investments and fair value of the assets and liabilities acquired. Goodwill is amortised over its estimated useful life which is normally five years.

Investments in group enterprises are written down to the lower of recoverable amount and carrying amount.

Receivables

Receivables are measured at amortised cost, usually equalling nominal value less write-downs for bad and doubtful debts.

Inventories

Inventories are measured at the lower of cost using the FIFO method and net realisable value.

The net realisable value of inventories is calculated as the estimated selling price less completion costs and costs incurred to execute sale.

Deferred tax

Deferred tax is recognised on all temporary differences between the carrying amount and tax-based value of assets and liabilities, for which the tax-based value of assets is calculated based on the planned use of each asset.

Deferred tax assets, including the tax base of tax loss carryforwards, are recognised in the balance sheet at their estimated realisable value, either as a set-off against deferred tax liabilities or as net tax assets.

Income tax payable or receivable

Current tax payable or receivable is recognised in the balance sheet, stated as tax calculated on this year's taxable income, adjusted for prepaid tax.

Prepayments

Prepayments comprise incurred costs relating to subsequent financial years. Prepayments are measured at cost.

Cash

Cash comprises cash in hand and bank deposits.

Other financial liabilities

Other financial liabilities are measured at amortised cost, which usually corresponds to nominal value.

Deferred income

Deferred income comprises received income for recognition in subsequent financial years. Deferred income is measured at cost.

Cash flow statement

Pursuant to section 86 (4) of the Danish Financial Statements Act the Company has not prepared any cash flow statement, as is it included in the annual report of Shurgard Self Storage Europe S.a.r.l