



NATIONAL STORAGE REIT ASX ANNOUNCEMENT

23 February 2021

NSR 1H FY21 RESULTS

National Storage REIT (NSR) today announces its financial results for the half-year ended 31 December 2020 with an A-IFRS profit after tax of \$101.4 million (EPS 9.98cps / Underlying EPS¹ 3.9cps).

KEY HIGHLIGHTS

- A-IFRS profit after tax of \$101.4 million
- 1H FY21 underlying earnings¹ of \$39.2 million, up 14%
- 1H FY21 underlying EPS¹ of 3.9cps
- Total assets² of \$2.81 billion, up 14%
- Net tangible assets \$1.72 per stapled security, up 4.2%
- 18 acquisitions totalling \$258 million settled in 1H FY21
- 19 active development projects providing NLA pipeline of approximately 130,000m²
- FY21 underlying earnings guidance range revised to 8.1 - 8.5cps

FINANCIAL RESULTS

Managing Director Mr Andrew Catsoulis said, "NSR has again delivered a strong result as we continue to execute our growth strategy."

Underlying earnings for the period increased by 14% to \$39.2 million. NSR continued to successfully execute its acquisition and development strategy with 18 acquisitions settled totalling \$258 million, along with seven development and expansion projects completed in 2020 adding almost 40,000m² of new NLA. NSR's NTA per security increased to \$1.72, while total assets increased by 14% to \$2.81 billion.

OPERATING RESULTS

Combined Australian and New Zealand occupancy increased by 7.8% to 85.4% with all Australian states and New Zealand showing strong growth.

"NSR has continued to demonstrate positive occupancy growth with 96,000m² of occupancy added since June 2020 and 62% of centres above 85% occupied, with Tasmania and ACT both sitting at over 90% occupied." said Mr Catsoulis.

1 - Underlying earnings is a non-IFRS measure (unaudited)

2 - Net of Finance Lease Liability

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As a business, NSR continues to execute its "four pillars" growth strategy. This strategy focuses on achieving organic growth through rate and occupancy increases, maintaining its acquisition pipeline, undertaking high-quality developments and expansions in key markets - all overlaid by its use of new technology and innovation initiatives.

NSR has significant built capacity within the existing portfolio of approximately 110,000m² of occupancy "runway" available across Australia and New Zealand before NSR reaches an occupancy level of 90%, which should generate up to \$32 million of additional revenue if achieved. Given NSR's relatively fixed cost base, the majority of this potential revenue should fall to underlying earnings.

DEVELOPMENT AND EXPANSION PIPELINE

NSR is pleased to announce 19 active projects with nine new projects currently under construction. Upon completion, NSR's current development pipeline will add an aggregate NLA of approximately 130,000m², providing important additional built capacity.

Mr Catsoulis said "NSR continues to utilise a combination of greenfield development and expansion projects, turnkey and joint venture arrangements in order to capitalise on its in-house development expertise and provide enhanced revenue and capital outcomes for NSR."

OUTLOOK

Subject to no material changes in market conditions or operating environments, including no material deterioration in COVID-19 restrictions, regulations and impact, NSR's FY21 guidance range for underlying earnings will be 8.1 to 8.5 cents per stapled security.

NSR's distribution guidance is in line with NSR's distribution policy of 90% - 100% of underlying earnings.

ENDS

National Storage is the largest self-storage provider in Australia and New Zealand, with 207 centres providing tailored storage solutions to over 80,000 residential and commercial customers. NSR is the first independent, internally managed and fully integrated owner and operator of self-storage centres to be listed on the Australian Securities Exchange (ASX).

For further information:

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NATIONAL STORAGE REIT (NSR)

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National Storage Property Trust (ARSN 101 227 712)