CITYVARASTO OYJ

11/16/2026 09:35 am EET

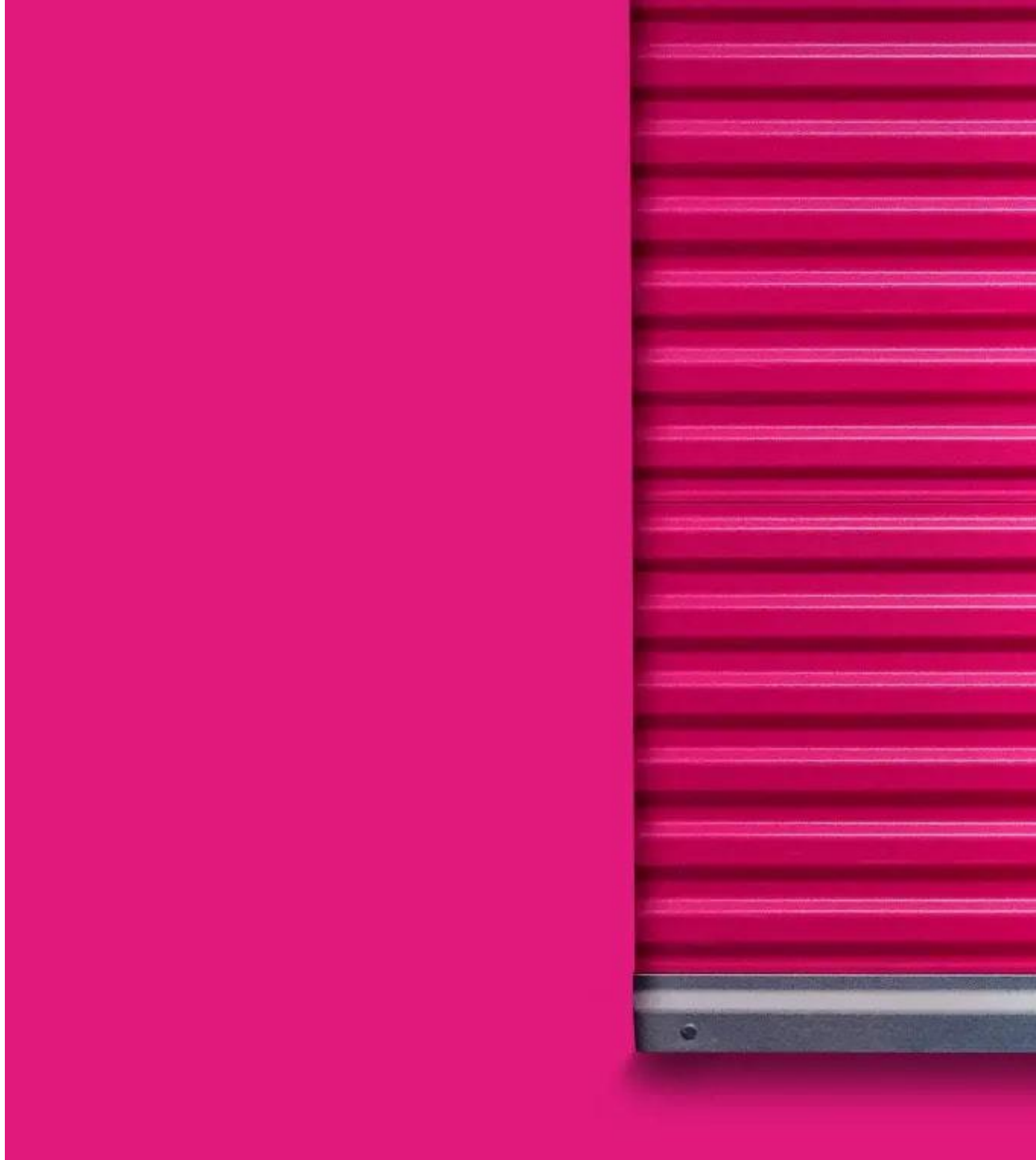
This is a translated version of ”Ostopaikka on edelleen hyvä” report, published on 11/15/2026



Frans-Mikael Rostedt, Analyst
+358 44 327 0395
frans-mikael.rostedt@inderes.fi

INDERES CORPORATE CUSTOMER

COMPANY REPORT



Still a good time to stock up

Cityvarasto's Q3 adjusted EBITDA slightly exceeded our expectations thanks to the strong profitability of the real estate business, and the turnaround in ancillary services began as anticipated. As a result, the risk of a slight profit warning decreased significantly. We raised our operating earnings estimates slightly when incorporating the Vallila property acquired in October into our forecasts. In our view, the strong pace of investment and good profitability track record keep the investment story on track, in line with our initiation of coverage report. We continue to see the valuation highly attractive from many angles (EV/EBITDA 2027e: 11x), considering the company's growth outlook, market position, and moderate risk level. We raise our target price to EUR 17.50 (was EUR 17.00) and reiterate our Buy recommendation.

Operational profitability developed stronger than expected

Revenue grew by 11% in Q3 to 8.1 MEUR, which was slightly below our estimate due to slower growth in ancillary services. The self-storage occupancy rate continued at 83% (Q3'25: 79%), and adj. EBITDA grew by 11% to 4.1 MEUR, slightly exceeding our expectations as the real estate business margin rose to 57% driven by efficiency measures and economies of scale, despite new real estate investments. The profitability of ancillary services recovered from the early-year dip to the 36% level we expected, which was a key demonstration. The EBIT miss was due to the timing of fair value changes (external valuation only at year-end), and otherwise the bottom lines were largely as expected.

Progress in line with the strategy

The core of the investment story for Finland's clear self-storage market leader is buying properties at the end of their life cycle at low prices and converting them step by step into self-storage facilities, at an EBITDA yield of ~15% on the investment. In our view, Q3 supported this investment story, as growth continued through new facilities and acquisitions, and economies of scale from the larger property portfolio were already visible in profitability. In our view, the company has managed to acquire properties at very favorable prices this year. The nearly 15,000 m^2 property in Vallila, acquired in October, provides a large conversion potential in an excellent location in Helsinki, and we see the company with good opportunities to turn the poorly performing property around in the short term. Around half of the leasable space is still business premises, and the strong balance sheet (LTV 19.7%) enables the continuation of investments.

Lower end of the guidance is now well within reach

The company reiterated its guidance, and the lower end of EBITDA (12.7–13.9 MEUR) now requires ~10% growth in Q4, which is roughly the pace seen in Q3. This does not require miracles given the Q3 profitability development and new investments. Our full-year adjusted. EBITDA forecast (12.8 MEUR) is still close to the lower end of the guidance range. We lowered our 2026 revenue forecast by 2% based on Q3, as the business premises area expanded through acquisitions will be leased out gradually and the moving market remains weak. We included the Vallila property in our forecasts with fairly cautious assumptions. Due to this and the improved profitability of the real estate business, our adjusted EBITDA forecasts increased by 1-3% and our adjusted operational EPS forecast for 2027 by ~1%, even though rising interest rates and the Vallila transaction price are increasing financing expenses.

Entry point into a long-term value creator remains attractive

We believe the share price has been weighed down by real estate sentiment, which rising interest rates have dampened, although thanks to its low debt, Cityvarasto is only moderately affected by interest rates. At the current share price, the EV/EBITDA multiples (2026e: 13.3x, 2027e: 11.1x) are 24–33% below the median of European self-storage peers. In our view, the discount is too steep given the company's faster growth than its peers, and investors do not even need multiple expansion to earn a good return. We forecast adjusted operating EPS to grow by ~18% a year through 2030, which, together with the dividend, clearly exceeds our 9.5% cost of equity. Our sum-of-the-parts calculation (EUR 16.2) and DCF model (EUR 20.0) support our view. We do not base our valuation on NAV (EUR 23.67), but we see the company as a potential acquisition target, and an acquirer would likely pay at least NAV. In our view, the risk of even a minor profit warning has practically vanished, and we still see the expected return as very attractive for a long-term investor.

Recommendation
Buy
(was Buy)

Target price:
EUR 17.50
(was EUR 17.00)

Share price:
EUR 14.05

Business risk



Valuation risk



	2025	2026e	2027e	2028e
Revenue	27.1	30.8	34.2	36.9
Growth-%	21 %	13 %	11 %	8 %
EBIT adj.	16.7	9.2	14.4	15.4
Adj. EBIT-%	61.7 %	29.8 %	42.1 %	41.7 %
Net income	10.7	5.1	9.7	10.5
EPS (adj.)	1.49	0.72	1.22	1.32
P/E (adj.)	11.2	19.5	11.5	10.7
P/B	0.9	0.7	0.7	0.6
Dividend yield-%	0.7 %	0.9 %	0.9 %	1.0 %
EV/EBIT (adj.)	10.4	17.7	11.4	10.5
EV/EBITDA	16.0	13.3	11.1	9.9
EV/Sales	6.4	5.3	4.8	4.4

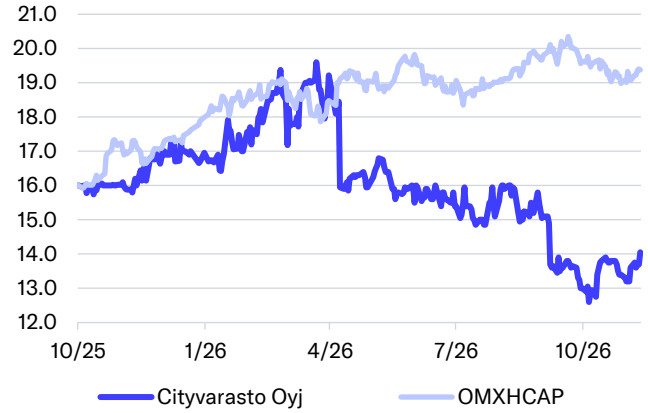
Source: Inderes

Guidance

(Unchanged)

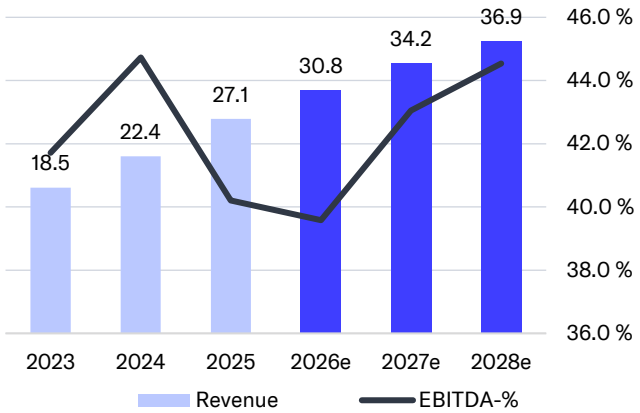
Revenue for the financial year 2026 is expected to be 29.9–31.2 MEUR, representing approximately 10–15% growth compared to the financial year 2025 (2025: 27.1 MEUR).
Adjusted EBITDA for the financial year 2026 is expected to be 12.7–13.9 MEUR, representing approximately 5–15% growth compared to the financial year 2025 (2025: 12.1 MEUR).

Share price



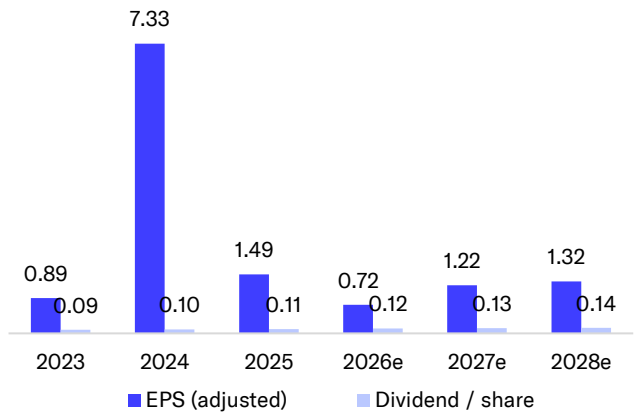
Source: Millistream Market Data AB

Revenue and EBIT-% (adj.)



Source: Inderes

EPS and DPS



Source: Inderes

Value drivers

- Continued strong market growth
- Ability to continue investing by acquiring new properties and making acquisitions at an attractive 15% return level
- Conversion potential of the current premise portfolio
- Attractive acquisition target for large foreign operators
- Full realization of business synergies and cross-selling potential
- Recovery of the Finnish economy and housing market

Risk factors

- Intensified competition
- Weak Finnish economic development
- High key person risk
- Highly concentrated ownership
- Ongoing strong investment phase
- Continued rise in interest rates

Valuation	2026e	2027e	2028e
Share price	14.1	14.1	14.1
Number of shares, millions	7.95	7.95	7.95
Market cap	112	112	112
EV	162	164	162
P/E (adj.)	19.5	11.5	10.7
P/E	21.9	11.5	10.7
P/E (Operatiivinen)	16.0	13.2	11.2
P/B	0.7	0.7	0.6
P/S	3.6	3.3	3.0
EV/Sales	5.3	4.8	4.4
EV/EBITDA	13.3	11.1	9.9
EV/EBIT (adj.)	17.7	11.4	10.5
Payout ratio (%)	18.7 %	10.7 %	10.6 %
Dividend yield-%	0.9 %	0.9 %	1.0 %

Source: Inderes

Profitability improved more than expected thanks to efficiency measures

Revenue growth slowed slightly more than expected

Cityvarasto's revenue grew by 10.6% in Q3 to 8.07 MEUR (Q3'25: 7.30 MEUR), which was slightly below our estimate of 8.30 MEUR. Some of the growth was inorganic, as the comparison period did not include Ja-Ki Muutto, acquired at the beginning of the year, and Kenguruvarastot, acquired in July. Revenue from the real estate business grew by 11.7% to 5.52 MEUR and was close to our expectations. Growth was supported by new facilities and expansions, as well as an increase in the self-storage occupancy rate to 83% (Q3'25: 79 %). The occupancy rate remained at the Q2 level, even though the company opened ~1,200 m^2 of new self-storage space during the quarter, which in our view indicates strong demand. Revenue from ancillary services grew by 10.3% to 2.70 MEUR and fell short of our estimate by ~0.1 MEUR. According to the company, van rental volumes grew moderately, but the moving market remains challenging. In addition, inter-segment eliminations were 0.14 MEUR, while we expected 0.09 MEUR.

Real estate business margin increased clearly

The group's adjusted EBITDA grew by 10.9% to 4.11 MEUR (Q3'25: 3.71 MEUR), slightly beating our estimate of 4.03 MEUR, and the margin was 51.0% (Q3'25: 50.8%). The beat came from the real estate business, where adjusted EBITDA rose by 17.2% to 3.14 MEUR and the margin to 57.0% (Q3'25: 54.3%), while we expected the margin to remain at the level of the comparison period. According to the company, this was driven by revenue growth, restructuring earlier in the year, and other efficiency measures, with Group personnel costs decreasing by 4% year-on-year despite the acquisition of Ja-Ki Muutto. We consider part of the improvement to be permanent, as the growing real estate portfolio brings economies of scale, but the ramp-up of new facilities will continue to dilute the margin.

Turnaround in ancillary services began as expected

The adjusted EBITDA of ancillary services was 0.97 MEUR (Q3'25: 1.03 MEUR), and the margin was 36.0%, in line with our forecast (Q2'26: 17.6%). According to the company, the gap to the comparison period narrowed to 5.6% from 32.5% in H1, as overlapping costs in the moving operations were eliminated and PakuOvelle.com's marketing was targeted more precisely than before. According to management, the elimination of overlapping costs will bring permanent savings, which will be more strongly visible in Q4. We view this development as an important proof point, as the weakness in ancillary services was the biggest burden on earnings earlier in the year. However, we estimate that a full recovery of profitability to the comparison period's level still requires a recovery in the moving market, and Q4 is seasonally weaker for the segment.

Estimates	Q3'25	Q3'26	Q3'26e	Q3'26e	Consensus		Diff-%	2026e
MEUR/EUR	Comparison	Actualized	Inderes	Consensus	High	Low	Act. vs. Inderes	Inderes
Revenue	7.30	8.07	8.30				-3 %	30.8
Adj. EBITDA	3.71	4.11	4.03				2 %	12.8
Adj. EBITDA, Real Estate business	2.68	3.14	3.02				4 %	10.4
Adj. EBITDA, Ancillary Services	1.03	0.97	1.01				-4 %	2.4
EBITDA	2.81	4.06	3.98				2 %	12.2
EBIT	1.70	2.72	3.90				-30 %	8.5
Adj. operational EPS	0.30	0.32	0.31				3 %	0.88
EPS (reported)	0.13	0.22	0.34				-35 %	0.64
Occupancy rate of self-storage facilities	79.0 %	83.0 %	80.0 %				3 pp	81.0 %
Revenue growth-%	22.4 %	10.6 %	13.7 %				-3.1 pp	13.4 %
Adj. EBITDA-%	50.8 %	51.0 %	48.5 %				2.4 pp	41.6 %

Source: Inderes

Investments continued, balance sheet remains strong

Change in fair value amounted to the scale of repair investments

EBIT grew by 60% to 2.72 MEUR (Q3'25: 1.70 MEUR) as the comparison period was burdened by IPO costs of 0.90 MEUR, but fell well short of our estimate of 3.90 MEUR. The difference came from the change in fair value of investment properties, which was negative by the amount of repair investments (-0.37 MEUR), whereas we expected an increase of 0.9 MEUR. The company commissions an external valuation only at year-end (with the exception of the semi-annual valuation conducted in connection with the listing in June 2025), and without this valuation, the change in fair value has historically always been negative. The development margin is thus practically booked for Q4, and we follow the result primarily excluding value changes. This was an error in our model.

Investments continued and the balance sheet can withstand growth

Investments in Q3 were 3.7 MEUR (Q3'25: 3.1 MEUR), of which Kenguruvarastot and the Kangasala acquisitions accounted for 1.4 MEUR, other real estate investments for 1.9 MEUR, and ancillary services for 0.4 MEUR (primarily IT and vans). According to our calculations, the company has paid an average of around EUR 150 per gross square meter (a total of 5.1 MEUR) for the 14 facilities acquired since the beginning of 2025, which is roughly half of the average acquisition price per rentable square meter for the entire portfolio that we estimated based on the prospectus. Low square-meter costs support a return level of ~15% for the conversion model, provided that the facilities fill up. The purchase price of the Vallila property acquired after the review period has not been disclosed, and we conservatively assume it to be 5.5 MEUR (~370 EUR/m^2). The loan-to-value ratio fell to 19.7% (Q3'25: 23.6%), which is well below the company's target ceiling of 35%, so we believe the balance sheet allows for the continuation of the investment pace. The Vallila deal will only be recorded in Q4.

The calculation method for the occupancy rate of business premises changed

The company now excludes spaces in its own use from the calculation of the occupancy rate, which increases the figure by 3–5pp. In Q3, the occupancy rate was 79% (76% under the old method). The change does not affect revenue or earnings, nor does it alter our view. More importantly, the occupancy rate has fallen from 85% in a year, while the leasable business premises area grew through acquisitions from 57,000 m^2 to 73,000 m^2. However, the decrease is practically entirely explained by the increased facility portfolio. According to the company, the leased business premises area increased by ~6,000 m^2 at the same time.

Estimates	Q3'25	Q3'26	Q3'26e	Q3'26e	Consensus		Diff-%	2026e
MEUR/EUR	Comparison	Actualized	Inderes	Consensus	High	Low	Act. vs. Inderes	Inderes
Revenue	7.30	8.07	8.30				-3 %	30.8
Adj. EBITDA	3.71	4.11	4.03				2 %	12.8
Adj. EBITDA, Real Estate business	2.68	3.14	3.02				4 %	10.4
Adj. EBITDA, Ancillary Services	1.03	0.97	1.01				-4 %	2.4
EBITDA	2.81	4.06	3.98				2 %	12.2
EBIT	1.70	2.72	3.90				-30 %	8.5
Adj. operational EPS	0.30	0.32	0.31				3 %	0.88
EPS (reported)	0.13	0.22	0.34				-35 %	0.64
Occupancy rate of self-storage facilities	79.0 %	83.0 %	80.0 %				3 pp	81.0 %
Revenue growth-%	22.4 %	10.6 %	13.7 %				-3.1 pp	13.4 %
Adj. EBITDA-%	50.8 %	51.0 %	48.5 %				2.4 pp	41.6 %

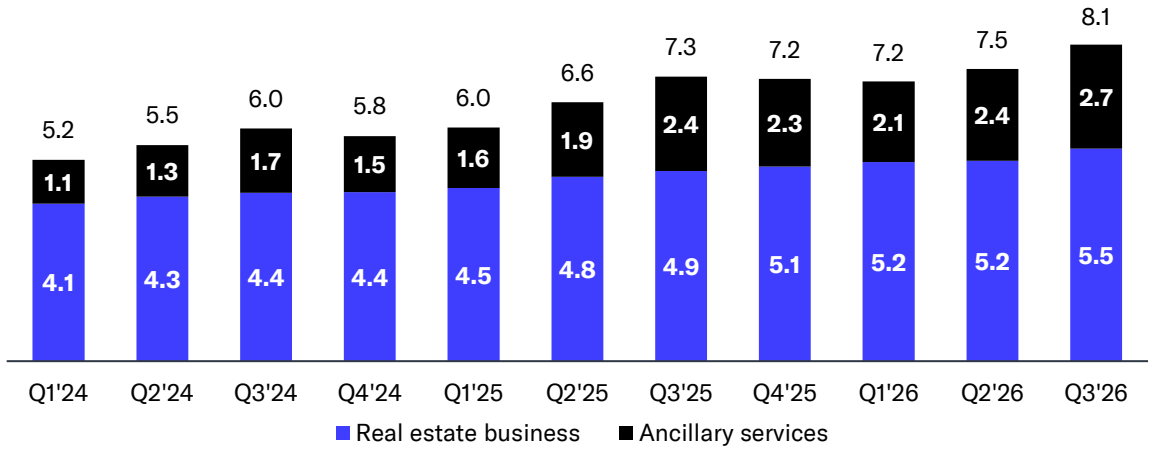
Source: Inderes

Operating earnings drivers (Q3'25 in parentheses)

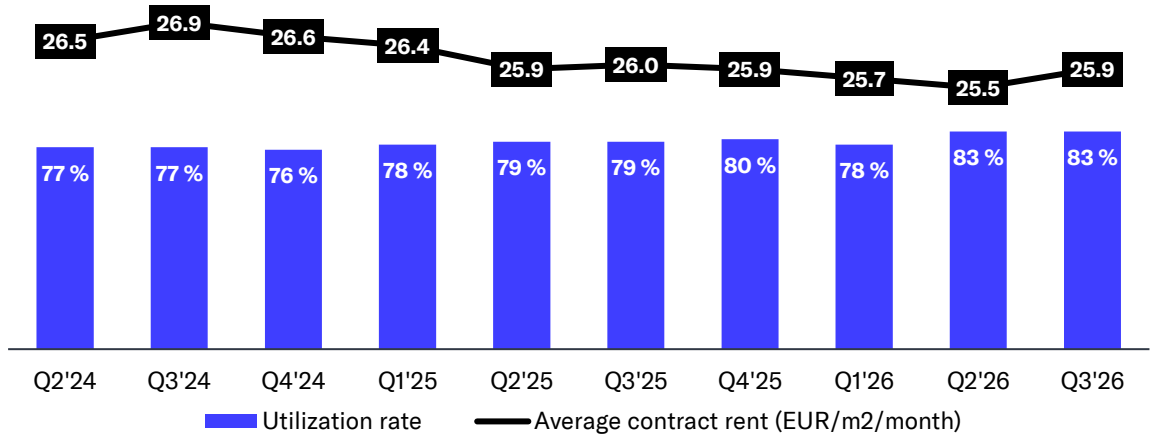
- Occupancy rate of self-storage units 83% (79%), contract rent EUR 25.9/m^2/month (EUR 26.0; Q2'26: EUR 25.5)
- Occupancy rate of business premises 79% (85%), contract rent EUR 9.7/m^2/month (EUR 9.7)
- Self-storage facilities 84 (76), of which 75 (70) open
- New self-storage space ~1,200 m^2, with 4,000 m^2 under construction
- Leasable area 146,000 m^2 (125,000 m^2)
- Vans 556 (513); average personnel 83 (64)

Key figures

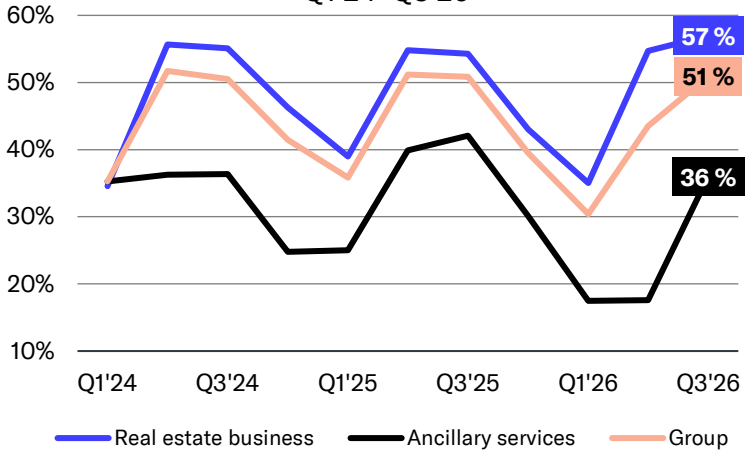
Revenue by segment (MEUR),
Q1'24–Q3'26



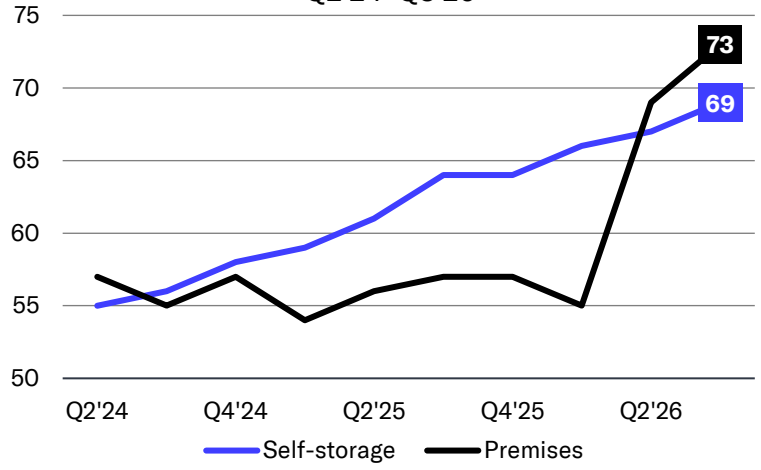
Self-storage occupancy rate and contract rent,
Q2'24–Q3'26



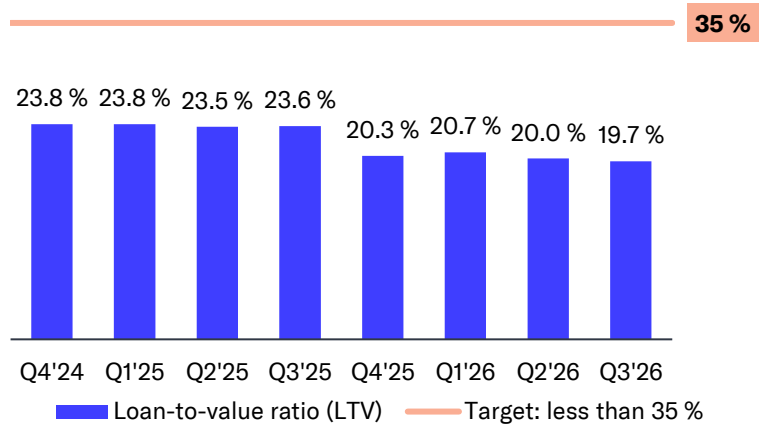
Adjusted EBITDA-% by segment,
Q1'24–Q3'26



Leasable area (1,000 m²),
Q2'24–Q3'26



Loan-to-value ratio (LTV) and target,
Q4'24–Q3'26



Source: Cityvarasto, Inderes. Total revenue = consolidated revenue after intersegment eliminations. KPIs and areas at the end of the period; areas exclude space under construction. The LTV target is a financial objective for the company.

Vallila slightly raised our earnings forecasts

Lower end of the guidance is now well within reach

Cityvarasto reiterated its guidance, according to which its revenue for 2026 will be 29.9–31.2 MEUR and adjusted EBITDA 12.7–13.9 MEUR. The lower end of EBITDA requires an adjusted EBITDA of ~3.1 MEUR in Q4, which translates to ~10% growth year-on-year, matching the growth pace of Q3. We forecast revenue of 30.8 MEUR and adjusted EBITDA of 12.8 MEUR. Revenue is at the upper end of the guidance range and EBITDA is at the lower end. Driven by the earnings turnaround, predictable business, and new investments, we believe the risk of a minor profit warning has decreased significantly.

Major investment in Vallila and occupancy rates slightly boosted our EBITDA forecasts

We lowered our 2026 revenue estimate by 2%, but our estimates for 2027–2028 remained almost unchanged. The decline in 2026 is driven by Q3 and a lower occupancy rate assumption for the existing business premises portfolio (Q4'26e: 79%, prev. 84%), as the business premises area expanded through acquisitions will be rented out in phases. We included the Vallila property acquired in October in our forecasts, and we estimate its leasable business premises area at ~12,900 m^2. We assume an occupancy rate of 45% for it, rising gradually to 70% by the end of 2027. We expect the occupancy rate of the existing portfolio to rise to 83% as conversions turn vacant business premises into self-storage facilities. Our business premises revenue forecast for 2027 thus rose to 7.0 MEUR (previously 6.7 MEUR).

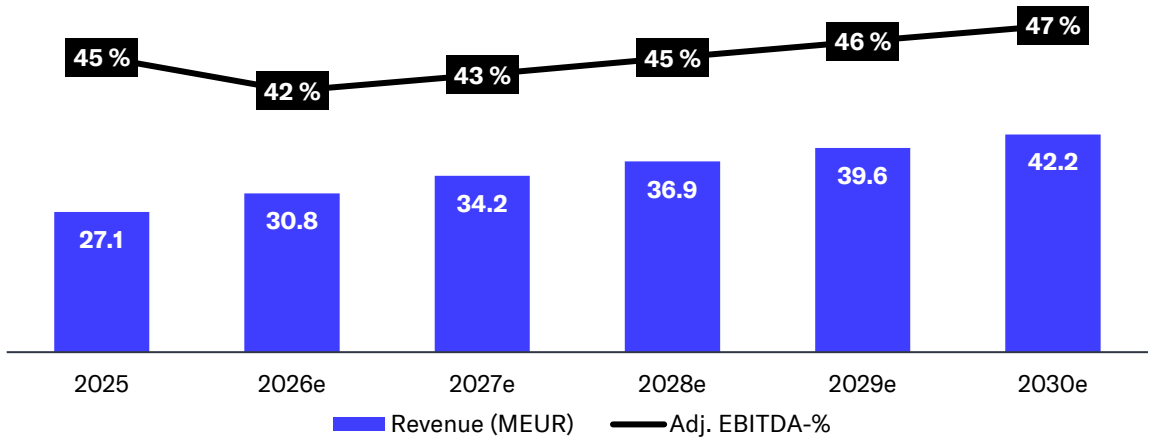
We also lowered our growth assumption for ancillary services in Q4, as the moving market remains weak and we estimate that the organizational changes at Ja-Ki Muutto will weigh on revenue in the short term. We raised the profitability assumptions for the real estate business following the efficiency gains demonstrated in Q3, and our adjusted EBITDA forecast increased by 1–3% (2026e: 12.8 MEUR vs. 2027e: 14.7 MEUR). We forecast the adjusted EBITDA margin to rise from 41.6% to 44.5% by 2028.

Our reported EBIT forecast for 2026 decreased by ~11%, as the change in fair value fell short of expectations in Q3. We also lowered our development margin assumptions due to rising interest rates, and we now expect the fair value to increase by 1.0 MEUR in the Q4 assessment and by 3.4 MEUR in 2027. We believe the company has made good property acquisitions, particularly this year, with significant potential for value creation when converted into self-storage facilities and achieving a higher occupancy rate.

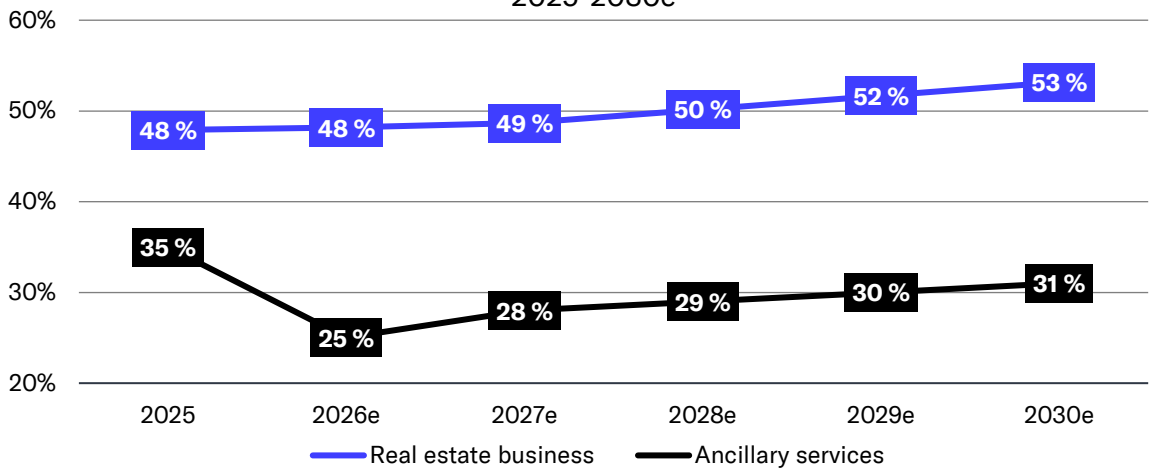
Higher interest rates and the acquisition in Vallila, which we conservatively assume to be priced at 5.5 MEUR, will increase financial expenses (2027e: 2.6 MEUR was 2.3 MEUR). The price of Vallila can be better assessed from the Q4 report. On the other hand, since its IPO, the company has managed to lower the cost of debt, which keeps the upward pressure on interest expenses moderate. Our adjusted operational EPS forecast for 2026 rose slightly to EUR 0.88, and for 2027 by ~1% to EUR 1.06.

Key estimates

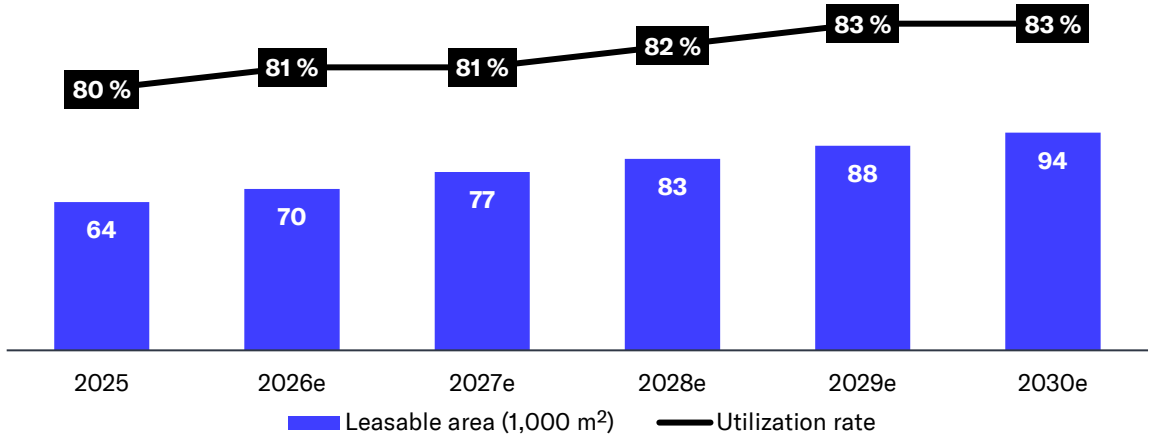
Revenue and adjusted EBITDA-%,
2025-2030e



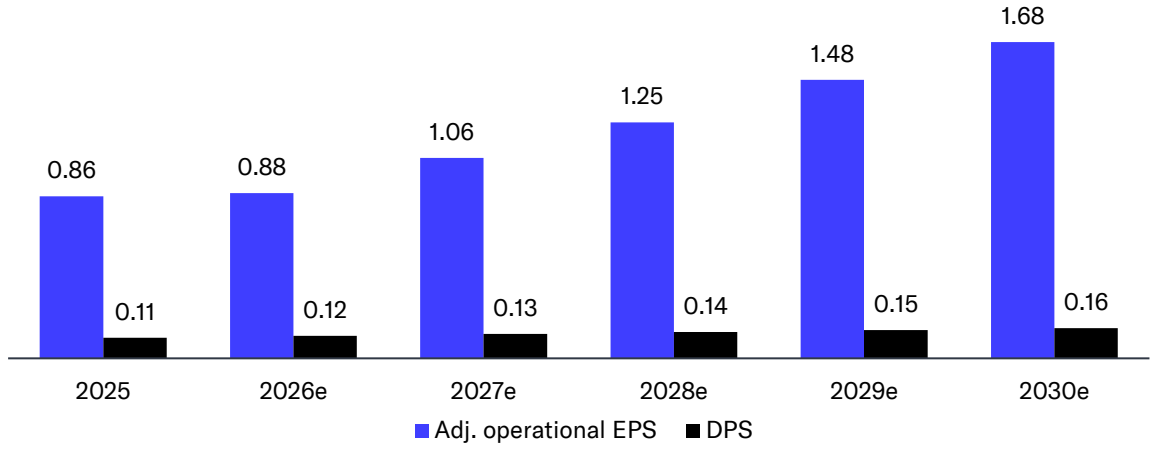
Adjusted EBITDA-% per segment
2025-2030e



Leasable area and occupancy rate of self-storage,
2025-2030e



Adjusted operating EPS and dividend (EUR),
2025-2030e



Source: Inderes 2025 actual, 2026e includes actualized quarters.

Still a good time to stock up

Summary of the valuation

We value Cityvarasto using a sum-of-the-parts calculation, a DCF model, and peer multiples. The methods indicate a fair value of EUR 16.2–20.0 per share, which is 16–42% above the current share price. The lower end of this range is determined by the sum-of-the-parts method and the upper end by the DCF model, which prices in the value of future investments. The company's investment story still relies on its ability to buy properties at favorable prices and convert them into self-storage facilities with a return on investment of ~15%. Q3 provided further evidence of this, as profitability returned to growth and, in our view, acquisitions continued at very low prices per square meter. The company now has significant development potential in its property portfolio. We do not base our valuation on NAV (EUR 23.67), but we see it as an option that could materialize in an acquisition scenario. This would, however, require the main owner and CEO, Ville Stenroos, who owns 47% of the company, to be willing to sell.

We raise our target price to EUR 17.50 (was EUR 17.00), which is in the lower half of our fair value range, and reiterate our Buy recommendation. More details on the valuation methods we use can be found in our initiation of coverage report.

Earnings growth alone carries the expected return

Cityvarasto's EV/EBITDA multiples are 13.3x for 2026 and 11.1x for 2027, and the P/E ratios based on adjusted operating earnings are 16.0x and 13.2x. We forecast the adjusted operational earnings per share to grow by ~18% per year in 2026–2030. Earnings growth and a dividend yield of ~1% thus clearly exceed our 9.5% cost of equity requirement, even if valuation multiples were not to rise.

Estimate revisions lift the DCF value

Our DCF model indicates a share value of EUR 20.0 (initiation of coverage: EUR 19.1). We raise the risk-free rate to 3.0% (prev. 2.5%) to reflect the rising interest rate environment, which increases the cost of equity to 9.5% and the WACC to 7.5% (prev. 7.2%). At the same time, we raise the terminal growth assumption to 2.5% (prev. 2.0%), as higher interest rates also reflect higher inflation expectations. Together, the parameter and other forecast changes reduced the value slightly; the increase in value comes from incorporating the Vallila property and the better occupancy rate of business premises into our forecasts.

Our sum-of-the-parts calculation values the share at EUR 16.2 (prev. EUR 15.4), as rolling the NTM period forward by a quarter and our higher profitability forecasts more than offset the higher net debt from the Vallila acquisition. We value the real estate business at 14x EV/EBITDA on NTM adjusted EBITDA (11.5 MEUR), and ancillary services at 10x EV/EBIT. Our sum-of-the-parts calculation assigns no value at all to the portfolio's clear conversion potential, and it values new acquisitions conservatively. The calculation is intentionally conservative, which reinforces our view that the current valuation is very attractive.

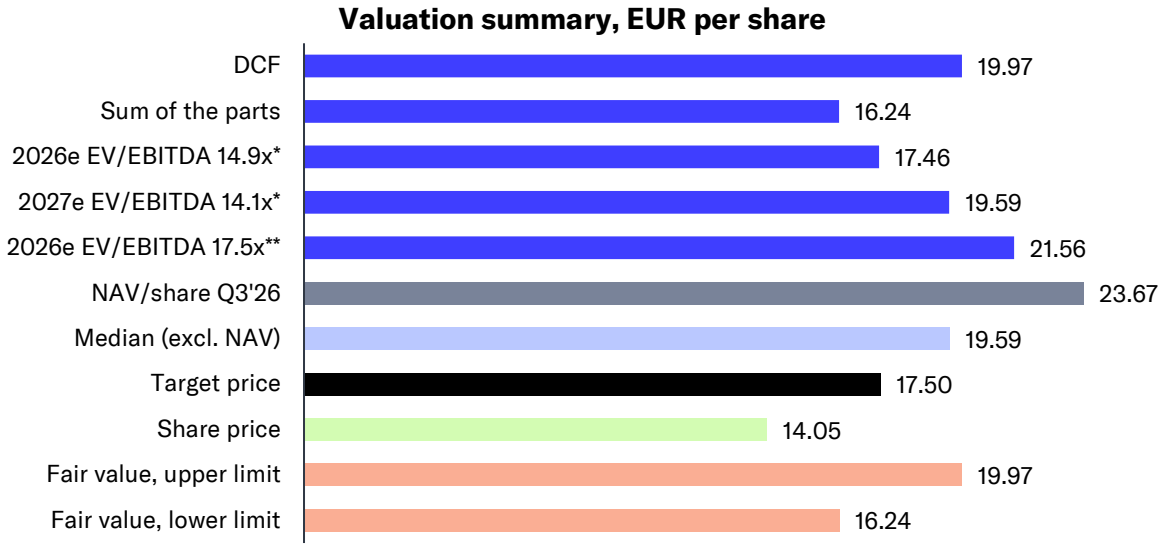
Discount to peers too large in our view

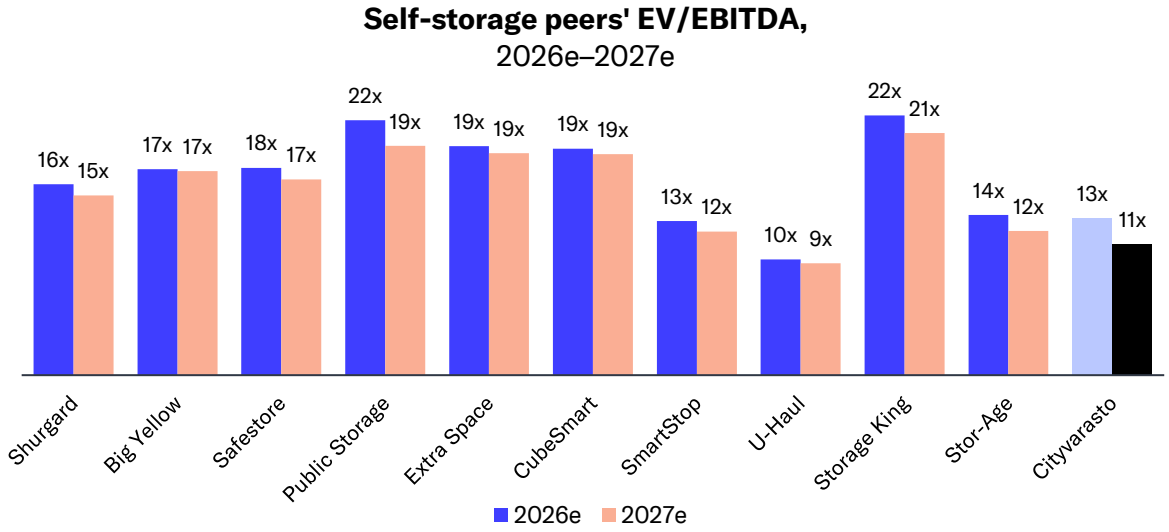
Cityvarasto's EV/EBITDA multiples are 24–33% below the median of European self-storage peers (17.5x and 16.6x). Even allowing for its higher share of ancillary services, we believe the discount is too large given the company's faster growth than its peers. Peers' share prices have risen fairly clearly since our last update. In the short term, interest rates continue to weigh on real estate sentiment, but Q3 significantly reduced the risk of a profit warning.

Valuation	2026e	2027e	2028e
Share price	14.1	14.1	14.1
Number of shares, millions	7.95	7.95	7.95
Market cap	112	112	112
EV	162	164	162
P/E (adj.)	19.5	11.5	10.7
P/E	21.9	11.5	10.7
P/E (Operatiivinen)	16.0	13.2	11.2
P/B	0.7	0.7	0.6
P/S	3.6	3.3	3.0
EV/Sales	5.3	4.8	4.4
EV/EBITDA	13.3	11.1	9.9
EV/EBIT (adj.)	17.7	11.4	10.5
Payout ratio (%)	18.7 %	10.7 %	10.6 %
Dividend yield-%	0.9 %	0.9 %	1.0 %

Source: Inderes

Valuation graphs





Sum-of-the-parts calculation

	MEUR
Real estate business (14x EV/EBITDA)	160.6
Ancillary services (10x EV/EBIT, 4x EV/EBITDA)	11.0
LTM real estate investments (adj.)	9.7
Total enterprise value	**181.4**
Adjusted net debt	-52.2
Value of entire stock	**129.2**
Value per share, EUR	**16.24**
Implicit P/NAV	0.69x

Source: Inderes NTM = Q4'26e–Q3'27e. Net debt includes lease liabilities and purchase prices paid in Q4'26.

DCF model assumptions

	2026e	2030e	Terminal
Revenue growth	13.4 %	6.6 %	2.5 %
Adj. EBITDA-%	41.6 %	47.4 %	47.4 %
EBIT %	27.7 %	44.4 %	38.5 %
Investment, MEUR	17.5	9.9	4.7
Required return (WACC)	7.5 %	7.5 %	7.5 %

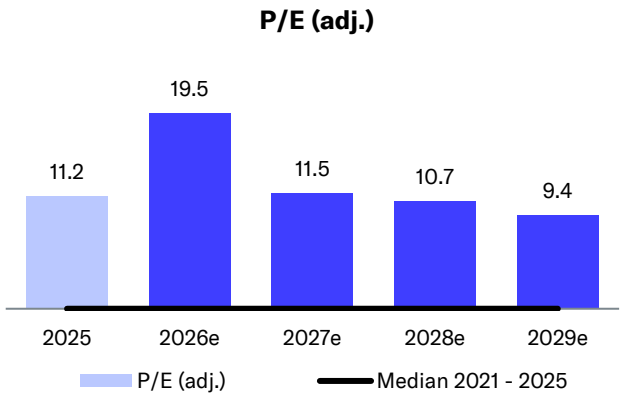
Source: Inderes ROIC excluding fair value changes, terminal EPS and ROIC for 2035e. The EBIT margin includes the development margin, which is why it decreases upon contraction.

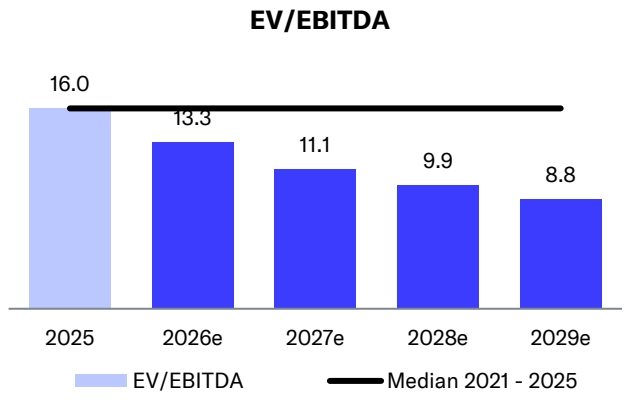
Source: Bloomberg, Inderes. * Theoretical multiple based on the share of ancillary services. ** Median of European self-storage peers.

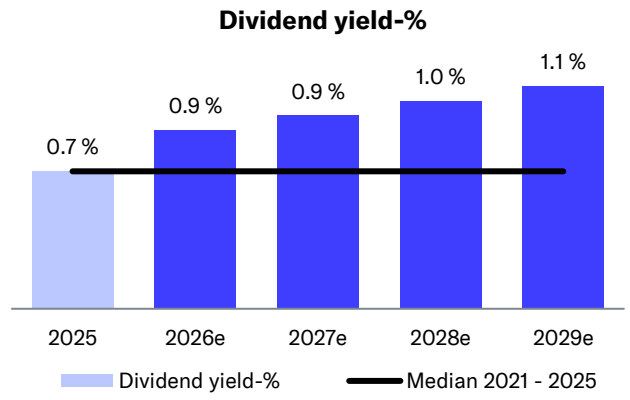
Valuation table

Valuation	2021	2022	2023	2024	2025	2026e	2027e	2028e	2029e
Share price					16.7	**14.1**	**14.1**	**14.1**	**14.1**
Number of shares, millions					7.99	**7.95**	**7.95**	**7.95**	**7.95**
Market cap					133	**112**	**112**	**112**	**112**
EV					175	**162**	**164**	**162**	**160**
P/E (adj.)					11.2	**19.5**	**11.5**	**10.7**	**9.4**
P/E					12.5	**21.9**	**11.5**	**10.7**	**9.4**
P/E (Operatiivinen)					21.2	**16.0**	**13.2**	**11.2**	**9.5**
P/B					0.9	**0.7**	**0.7**	**0.6**	**0.6**
P/S					4.9	**3.6**	**3.3**	**3.0**	**2.8**
EV/Sales					6.4	**5.3**	**4.8**	**4.4**	**4.0**
EV/EBITDA					16.0	**13.3**	**11.1**	**9.9**	**8.8**
EV/EBIT (adj.)					10.4	**17.7**	**11.4**	**10.5**	**9.4**
Payout ratio (%)					8.2 %	**18.7 %**	**10.7 %**	**10.6 %**	**10.0 %**
Dividend yield-%					0.7 %	**0.9 %**	**0.9 %**	**1.0 %**	**1.1 %**

Source: Inderes







The market cap and enterprise value in the table consider the expected change in the number of shares and net debt for the forecast years.

Peer group valuation

Peer group valuation	Market cap	EV	EV/EBIT		EV/EBITDA		EV/S		P/E		Dividend yield-%		P/B
Company	MEUR	MEUR	2026e	2027e	2026e	2027e	2026e	2027e	2026e	2027e	2026e	2027e	2026e
Shurgard Self-Storage Ltd	2590	4315	14.9	12.9	16.2	15.3	9.4	9.2	15.6	14.8	4.6	4.6	0.6
Big Yellow Group plc	2219	2810	15.2	16.4	17.5	17.3	11.9	11.5	15.9	16.2	5.1	5.0	0.7
Safestore Holdings plc	1485	2805	18.1	16.6	17.6	16.6	9.4	9.0	14.0	13.7	5.5	5.6	0.5
Public Storage	56354	70685	35.0	32.8	21.6	19.4	15.2	13.9	38.3	39.4	3.6	3.7	5.0
Extra Space Storage Inc	30000	42812	29.2	28.0	19.4	18.8	14.8	13.8	34.3	30.1	4.1	4.2	2.6
CubeSmart	9098	12403	29.7	28.7	19.2	18.8	11.6	11.9	29.2	28.7	4.8	4.9	3.9
SmartStop Self Storage	2001	2001	12.7	11.9	13.1	12.2	7.1	7.0	66.8	76.2	4.0	4.0	
U-Haul Holding Co	8649	15205	36.5	26.6	9.8	9.5	2.8	2.7	70.8	51.8			1.4
Storage King Group	917	1701	22.0	20.9	22.0	20.6	11.5	11.0	18.3	22.7	5.4	4.1	0.7
Stor-Age Property REIT Ltd	451	665	9.5	9.6	13.6	12.2	8.9	8.2	12.7	12.2	7.2	7.7	
Emilshus	524	524	7.0	6.5	7.0	6.5	5.2	4.8	15.1	14.6	0.7	0.8	1.1
NP3 Fastigheter	1293	2883	17.2	16.1	17.5	16.3	12.7	11.9	14.3	13.7	2.9	3.1	1.3
Stendörren Fastigheter	450	1447	17.8	16.6	17.9	16.7	13.0	12.2	11.5	11.0			0.8
Stenhus Fastigheter i Norden	334	1054	14.8	14.2	14.8	14.0	11.2	10.7	7.4	7.5	3.1	3.5	0.6
Sagax	6184	10225	20.8	18.4	23.5	21.2	20.0	18.2	14.8	14.8	2.1	2.2	1.4
Catena	2346	4538	19.2	17.2	19.1	17.0	15.7	14.1	14.2	13.5	2.6	2.7	0.9
Logistea	683	1614	16.4	14.3	16.3	14.1	13.6	11.8	12.8	10.8	1.7	2.0	0.9
SLP – Swedish Logistic Property	786	1723	17.9	16.5	17.8	16.1	15.4	14.0	11.6	10.3			1.1
Cityvarasto Oyj (Inderes)	**112**	**162**	**17.7**	**11.4**	**13.3**	**11.1**	**5.3**	**4.8**	**19.5**	**11.5**	**0.9**	**0.9**	**0.7**
Average			**19.7**	**18.0**	**16.9**	**15.7**	**11.6**	**10.9**	**23.2**	**22.3**	**3.8**	**3.9**	**1.5**
Median			**17.8**	**16.5**	**17.5**	**16.5**	**11.7**	**11.6**	**15.0**	**14.7**	**4.0**	**4.0**	**1.0**
Diff-% to median			**0%**	**-31%**	**-24%**	**-32%**	**-55%**	**-59%**	**30%**	**-21%**	**-79%**	**-77%**	**-30%**
Average (European self-storage peers)			**16.1**	**15.3**	**17.1**	**16.4**	**10.2**	**9.9**	**15.2**	**14.9**	**5.0**	**5.1**	**0.6**
Median (European self-storage peers)			**15.2**	**16.4**	**17.5**	**16.6**	**9.4**	**9.2**	**15.6**	**14.8**	**5.1**	**5.0**	**0.6**
Diff-% to average			**10%**	**-26%**	**-22%**	**-32%**	**-48%**	**-52%**	**29%**	**-23%**	**-83%**	**-82%**	**20%**
Diff-% to median			**17%**	**-31%**	**-24%**	**-33%**	**-44%**	**-48%**	**25%**	**-22%**	**-83%**	**-81%**	**27%**

Source: Refinitiv / Inderes

Income statement

Income statement	2023	2024	Q1'25	Q2'25	Q3'25	Q4'25	2025	Q1'26	Q2'26	Q3'26	Q4'26e	2026e	2027e	2028e	2029e
Revenue	**18.5**	**22.4**	**6.0**	**6.6**	**7.3**	**7.2**	**27.1**	**7.2**	**7.5**	**8.1**	**8.0**	**30.8**	**34.2**	**36.9**	**39.6**
Real estate	15.0	17.1	4.5	4.8	4.9	5.1	19.3	5.2	5.2	5.5	5.7	21.5	24.3	26.6	28.6
Ancillary services	3.7	5.6	1.6	1.9	2.4	2.3	8.2	2.1	2.4	2.7	2.5	9.7	10.2	10.8	11.4
Eliminations	-0.2	-0.3	-0.1	-0.1	-0.1	-0.1	-0.3	-0.1	-0.1	-0.1	-0.1	-0.5	-0.4	-0.4	-0.4
Adjusted EBITDA	**7.7**	**10.1**	**2.1**	**3.4**	**3.7**	**2.9**	**12.1**	**2.2**	**3.3**	**4.1**	**3.2**	**12.8**	**14.7**	**16.5**	**18.2**
Real estate	6.5	8.2	1.8	2.6	2.7	2.2	9.2	1.8	2.8	3.1	2.6	10.4	11.8	13.3	14.8
Ancillary services	1.2	1.9	0.4	0.8	1.0	0.7	2.9	0.4	0.4	1.0	0.7	2.4	2.9	3.1	3.4
EBITDA	**7.7**	**10.0**	**2.1**	**3.0**	**2.8**	**3.0**	**10.9**	**2.1**	**2.8**	**4.1**	**3.2**	**12.2**	**14.7**	**16.5**	**18.2**
Real estate	6.4	8.2	1.7	2.3	1.8	2.3	8.2	1.8	2.4	3.1	2.6	9.8	11.8	13.3	14.8
Ancillary services	1.2	1.9	0.3	0.7	1.0	0.7	2.7	0.3	0.4	1.0	0.6	2.3	2.9	3.1	3.4
Fair value changes in investment properties	3.5	58.4	-0.3	0.4	-0.5	7.1	6.7	-0.5	-0.8	-0.8	0.7	-1.4	2.2	1.6	1.6
Depreciation	-1.3	-1.4	-0.4	-0.5	-0.6	-0.6	-2.0	-0.5	-0.6	-0.6	-0.6	-2.3	-2.5	-2.7	-2.8
EBIT (excl. NRI)	**9.9**	**67.1**	**1.4**	**3.3**	**2.6**	**9.4**	**16.7**	**1.1**	**1.9**	**2.8**	**3.4**	**9.2**	**14.4**	**15.4**	**17.0**
EBIT	**9.9**	**67.0**	**1.3**	**2.9**	**1.7**	**9.6**	**15.6**	**1.0**	**1.5**	**2.7**	**3.3**	**8.5**	**14.4**	**15.4**	**17.0**
Share of profits in assoc. compan.	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net financial items	-2.0	-2.7	-0.7	-0.6	-0.6	-0.5	-2.4	-0.6	-0.4	-0.6	-0.6	-2.2	-2.6	-2.7	-2.5
PTP	**7.9**	**64.3**	**0.7**	**2.3**	**1.1**	**9.1**	**13.1**	**0.5**	**1.0**	**2.1**	**2.7**	**6.4**	**11.8**	**12.8**	**14.5**
Taxes	-1.6	-12.7	-0.1	-0.4	-0.2	-1.7	-2.4	-0.1	-0.2	-0.4	-0.5	-1.3	-2.1	-2.3	-2.6
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Net earnings	**6.3**	**51.6**	**0.5**	**1.9**	**0.9**	**7.4**	**10.7**	**0.4**	**0.8**	**1.7**	**2.2**	**5.1**	**9.7**	**10.5**	**11.9**
EPS (adj.)	**0.89**	**7.33**	**0.08**	**0.28**	**0.22**	**0.91**	**1.49**	**0.06**	**0.16**	**0.22**	**0.28**	**0.72**	**1.22**	**1.32**	**1.50**
EPS (rep.)	**0.89**	**7.32**	**0.07**	**0.24**	**0.11**	**0.92**	**1.34**	**0.05**	**0.11**	**0.22**	**0.27**	**0.64**	**1.22**	**1.32**	**1.50**

Full-year earnings per share are calculated using the number of shares at year-end.

Balance sheet

Assets	2024	2025	2026e	2027e	2028e
Non-current assets	**214**	**230**	**243**	**254**	**263**
Goodwill	0.3	0.3	0.3	0.3	0.3
Intangible assets	1.0	1.6	1.6	1.7	1.8
Tangible assets	212	227	241	251	260
Associated companies	0.0	0.0	0.0	0.0	0.0
Other investments	0.0	0.0	0.0	0.0	0.0
Other non-current assets	0.0	0.0	0.0	0.0	0.0
Deferred tax assets	0.4	0.8	0.8	0.8	0.8
Current assets	**3.8**	**12.3**	**3.0**	**3.4**	**3.6**
Inventories	0.0	0.0	0.0	0.0	0.0
Other current assets	0.0	0.0	0.0	0.0	0.0
Receivables	1.6	2.7	3.0	3.3	3.6
Cash and equivalents	2.2	9.6	0.0	0.0	0.0
Balance sheet total	**217**	**242**	**246**	**257**	**266**

Source: Inderes

Liabilities & equity	2024	2025	2026e	2027e	2028e
Equity	**131**	**156**	**160**	**169**	**178**
Share capital	0.1	0.1	0.1	0.1	0.1
Retained earnings	114	124	128	137	147
Hybrid bonds	0.0	0.0	0.0	0.0	0.0
Revaluation reserve	0.0	0.0	0.0	0.0	0.0
Other equity	17.1	31.6	31.6	31.6	31.6
Minorities	0.0	0.0	0.0	0.0	0.0
Non-current liabilities	**76.0**	**77.1**	**77.1**	**77.7**	**78.2**
Deferred tax liabilities	28.5	31.2	31.2	31.8	32.3
Provisions	0.0	0.0	0.0	0.0	0.0
Interest bearing debt	47.5	46.0	46.0	46.0	46.0
Convertibles	0.0	0.0	0.0	0.0	0.0
Other long-term liabilities	0.0	0.0	0.0	0.0	0.0
Current liabilities	**9.9**	**8.8**	**9.2**	**10.8**	**9.8**
Interest bearing debt	6.4	4.9	4.8	5.9	4.5
Payables	3.5	3.9	4.4	4.9	5.3
Other current liabilities	0.0	0.0	0.0	0.0	0.0
Balance sheet total	**217**	**242**	**246**	**257**	**266**

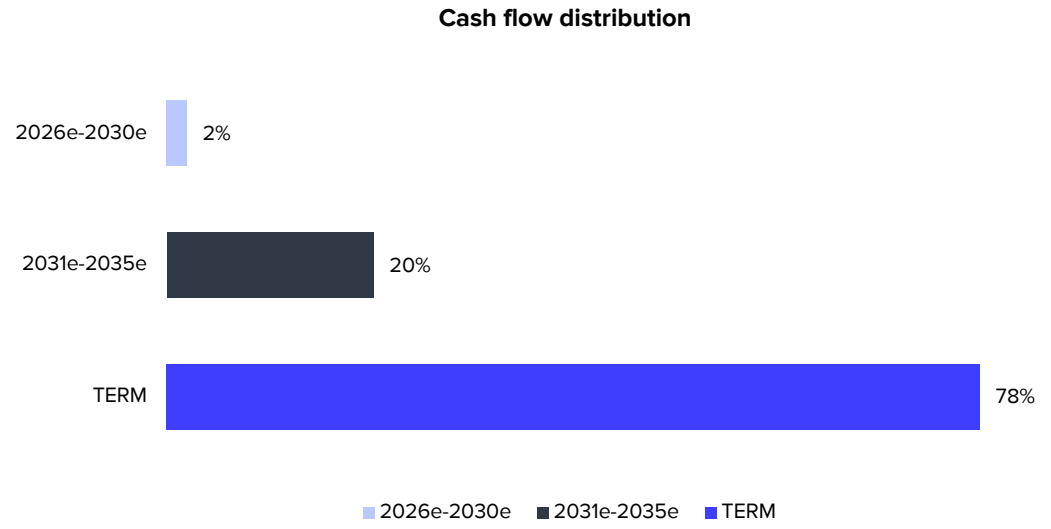
DCF calculation

DCF model	2025	2026e	2027e	2028e	2029e	2030e	2031e	2032e	2033e	2034e	2035e	TERM
Revenue growth-%	21.1 %	13.4 %	11.0 %	8.2 %	7.1 %	6.6 %	5.0 %	4.0 %	3.0 %	2.5 %	2.5 %	2.5 %
EBIT-%	57.3 %	27.7 %	42.1 %	41.7 %	43.1 %	44.4 %	39.5 %	39.5 %	39.2 %	38.9 %	38.5 %	38.5 %
EBIT (operating profit)	**15.6**	**8.5**	**14.4**	**15.4**	**17.0**	**18.7**	**17.5**	**18.2**	**18.6**	**18.9**	**19.2**	
+ Depreciation	-4.6	2.4	-0.9	-0.2	-0.1	0.1	2.3	2.4	2.6	2.9	3.1	
- Paid taxes	-0.1	-1.3	-1.5	-1.8	-2.1	-2.4	-2.7	-2.8	-2.9	-3.0	-3.0	
- Tax, financial expenses	-0.4	-0.4	-0.5	-0.5	-0.5	-0.5	-0.4	-0.4	-0.4	-0.4	-0.4	
+ Tax, financial income	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Change in working capital	-0.6	0.2	0.2	0.1	0.1	0.1	0.1	0.1	0.1	0.1	0.1	
Operating cash flow	**9.7**	**9.4**	**11.7**	**13.1**	**14.6**	**16.0**	**16.8**	**17.5**	**18.0**	**18.5**	**18.9**	
+ Change in other long-term liabilities	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
- Gross CAPEX	-11.0	-17.5	-11.0	-9.7	-9.9	-9.9	-5.2	-5.2	-5.3	-5.1	-4.7	
Free operating cash flow	**-1.3**	**-8.1**	**0.7**	**3.4**	**4.7**	**6.1**	**11.6**	**12.3**	**12.8**	**13.4**	**14.2**	
+/- Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	
FCFF	-1.3	-8.1	0.7	3.4	4.7	6.1	11.6	12.3	12.8	13.4	14.2	291
Discounted FCFF		**-8.1**	**0.6**	**2.9**	**3.7**	**4.5**	**8.0**	**7.9**	**7.6**	**7.4**	**7.3**	**151**
Sum of FCFF present value		193	201	200	197	193	189	181	173	165	158	151

Enterprise value DCF	**193**
- Interest bearing debt	-42.4
+ Cash and cash equivalents	9.6
+ Associated companies	0.0
-Minorities	0.0
-Dividend/capital return	-0.9
Equity value DCF	**159**
Equity value DCF per share	**20.0**

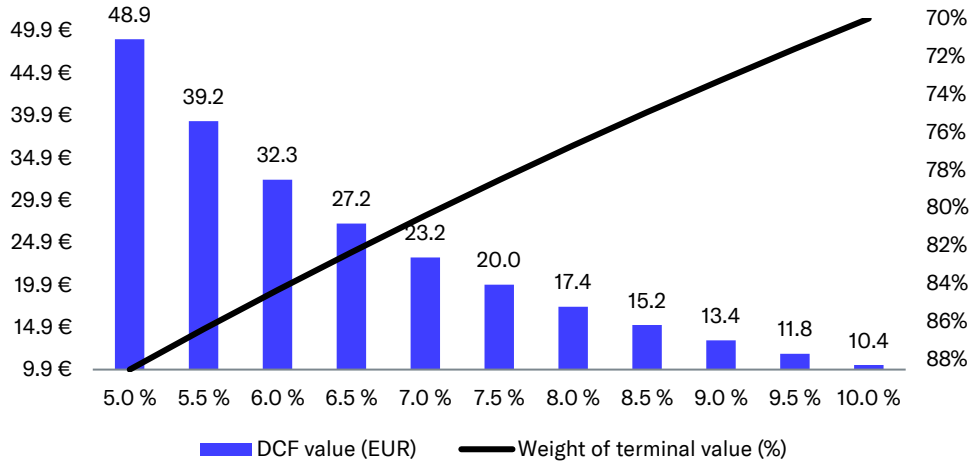
WACC	
Tax-% (WACC)	18.0 %
Target debt ratio (D/(D+E)	35.0 %
Cost of debt	4.6 %
Equity Beta	0.95
Market risk premium	4.75%
Liquidity premium	2.00%
Risk free interest rate	3.0 %
Cost of equity	**9.5 %**
Weighted average cost of capital (WACC)	**7.5 %**

Source: Inderes

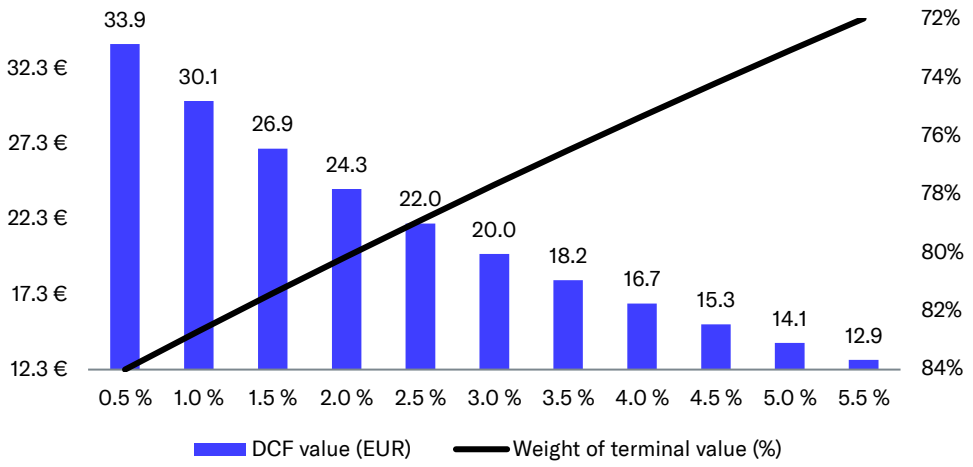


DCF sensitivity calculations and key assumptions in graphs

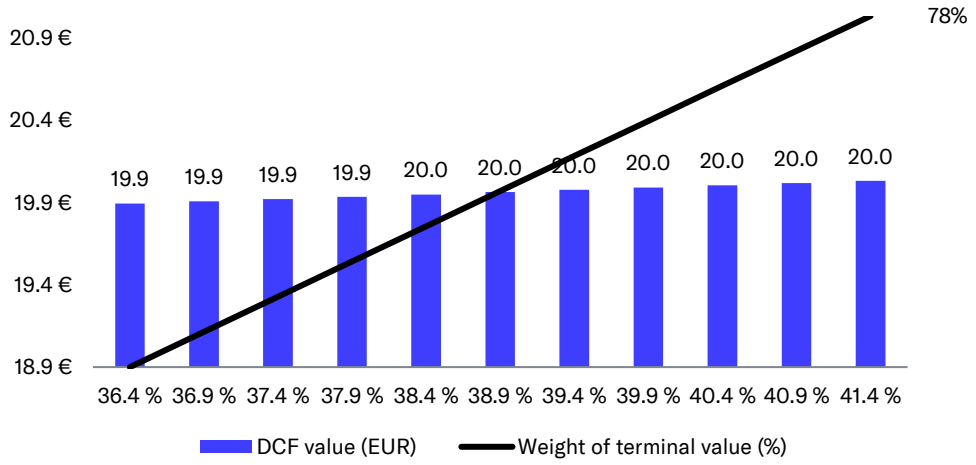
Sensitivity of DCF to changes in the WACC-%



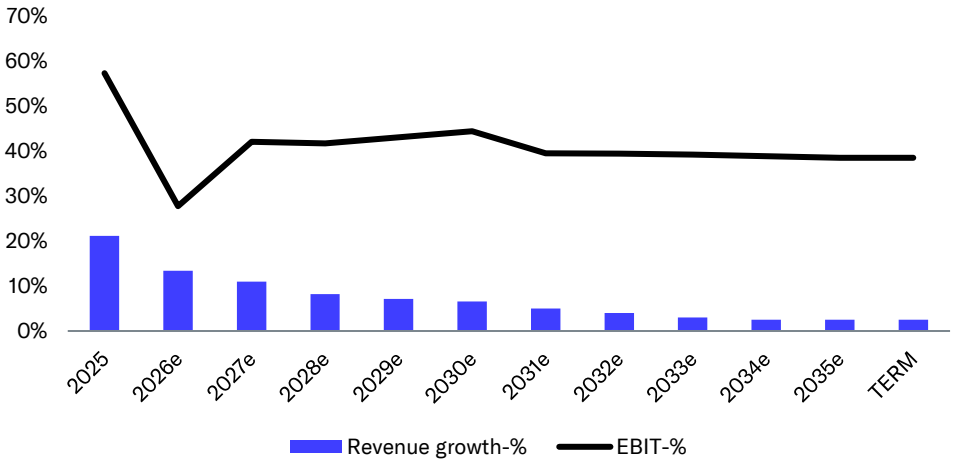
Sensitivity of DCF to changes in the risk-free rate



Sensitivity of DCF to changes in the terminal EBIT margin



Growth and profitability assumptions in the DCF calculation



Source: Inderes. Note that the weight of the terminal value (%) is shown on an inverse scale for clarity.

Summary

Income statement	2023	2024	2025	2026e	2027e
Revenue	18.5	22.4	27.1	**30.8**	**34.2**
EBITDA	7.7	10.0	10.9	**12.2**	**14.7**
EBIT	9.9	67.0	15.6	**8.5**	**14.4**
PTP	7.9	64.3	13.1	**6.4**	**11.8**
Net Income	6.3	51.6	10.7	**5.1**	**9.7**
Extraordinary items	0.0	-0.1	-1.2	**-0.6**	**0.0**

Balance sheet	2023	2024	2025	2026e	2027e
Balance sheet total	144.5	217.4	241.9	**246.5**	**257.5**
Equity capital	80.5	131.5	156.0	**160.2**	**168.9**
Goodwill	0.3	0.3	0.3	**0.3**	**0.3**
Net debt	43.8	51.8	41.2	**50.7**	**51.9**

Cash flow	2023	2024	2025	2026e	2027e
EBITDA	7.7	10.0	10.9	**12.2**	**14.7**
Change in working capital	1.4	0.4	-0.6	**0.2**	**0.2**
Operating cash flow	22.6	9.9	9.7	**9.4**	**11.7**
CAPEX		-15.1	-11.0	**-17.5**	**-11.0**
Free cash flow		-5.2	-1.3	**-8.1**	**0.7**

Valuation multiples	2023	2024	2025	2026e	2027e
EV/S			6.4	**5.3**	**4.8**
EV/EBITDA			16.0	**13.3**	**11.1**
EV/EBIT (adj.)			10.4	**17.7**	**11.4**
P/E (adj.)	0.0	0.0	11.2	**19.5**	**11.5**
P/B	0.0	0.0	0.9	**0.7**	**0.7**
Dividend-%			0.7 %	**0.9 %**	**0.9 %**

Source: Inderes

Per share data	2023	2024	2025	2026e	2027e
EPS (reported)	0.89	7.32	1.34	**0.64**	**1.22**
EPS (adj.)	0.89	7.33	1.49	**0.72**	**1.22**
OCF / share	3.21	1.40	1.22	**1.18**	**1.47**
OFCF / share	-16.50	-0.74	-0.16	**-1.02**	**0.08**
Book value / share	11.42	18.65	19.53	**20.15**	**21.25**
Dividend / share	0.09	0.10	0.11	**0.12**	**0.13**

Growth and profitability	2023	2024	2025	2026e	2027e
Revenue growth-%	11%	21%	21%	**13%**	**11%**
EBITDA growth-%	31%	30%	9%	**12%**	**21%**
EBIT (adj.) growth-%	-2%	577%	-75%	**-45%**	**57%**
EPS (adj.) growth-%	-18%	720%	-80%	**-52%**	**69%**
EBITDA-%	41.7 %	44.7 %	40.2 %	**39.6 %**	**43.0 %**
EBIT (adj.)-%	53.6 %	299.3 %	61.7 %	**29.8 %**	**42.1 %**
EBIT-%	53.6 %	299.0 %	57.3 %	**27.7 %**	**42.1 %**
ROE-%	15.7 %	48.7 %	7.5 %	**3.2 %**	**5.9 %**
ROI-%	15.7 %	43.0 %	7.9 %	**4.1 %**	**6.7 %**
Equity ratio	55.7 %	60.5 %	64.5 %	**65.0 %**	**65.6 %**
Gearing	54.4 %	39.4 %	26.4 %	**31.7 %**	**30.7 %**
Net debt/EBITDA	5.7	5.2	3.8	**4.2**	**3.5**
EBITDA/net financials	3.9	3.6	4.5	**5.7**	**5.8**

The market cap and enterprise value in the table consider the expected change in the number of shares and net debt for the forecast years. Per-share figures are calculated using the number of shares at year-end.

Disclaimer and recommendation history

The information presented in Inderes reports is obtained from several different public sources that Inderes considers to be reliable. Inderes aims to use reliable and comprehensive information, but Inderes does not guarantee the accuracy of the presented information. Any opinions, estimates and forecasts represent the views of the authors. Inderes is not responsible for the content or accuracy of the presented information. Inderes and its employees are also not responsible for the financial outcomes of investment decisions made based on the reports or any direct or indirect damage caused by the use of the information. The information used in producing the reports may change quickly. Inderes makes no commitment to announcing any potential changes to the presented information and opinions.

The reports produced by Inderes are intended for informational use only. The reports should not be construed as offers or advice to buy, sell or subscribe investment products. Customers should also understand that past performance is not a guarantee of future results. When making investment decisions, customers must base their decisions on their own research and their estimates of the factors that influence the value of the investment and take into account their objectives and financial position and use advisors as necessary. Customers are responsible for their investment decisions and their financial outcomes.

Reports produced by Inderes may not be edited, copied or made available to others in their entirety, or in part, without Inderes' written consent. No part of this report, or the report as a whole, shall be transferred or shared in any form to the United States, Canada or Japan or the citizens of the aforementioned countries. The legislation of other countries may also lay down restrictions pertaining to the distribution of the information contained in this report. Any individuals who may be subject to such restrictions must take said restrictions into account.

Inderes issues target prices for the shares it follows. The recommendation methodology used by Inderes is based on the share's 12-month expected total shareholder return (including the share price and dividends) and takes into account Inderes' view of the risk associated with the expected returns. The recommendation policy consists of four tiers: Sell, Reduce, Accumulate and Buy. As a rule, Inderes' investment recommendations and target prices are reviewed at least 2–4 times per year in connection with the companies' interim reports, but the recommendations and target prices may also be changed at other times depending on the market conditions. The issued recommendations and target prices do not guarantee that the share price will develop in line with the estimate. Inderes primarily uses the following valuation methods in determining target prices and recommendations: Cash flow analysis (DCF), valuation multiples, peer group analysis and sum of parts analysis. The valuation methods and target price criteria used are always company-specific and they may vary significantly depending on the company and (or) industry.

Inderes' recommendation policy is based on the following distribution relative to the 12-month risk-adjusted expected total shareholder return.

Buy	The 12-month risk-adjusted expected shareholder return of the share is very attractive
Accumulate	The 12-month risk-adjusted expected shareholder return of the share is attractive
Reduce	The 12-month risk-adjusted expected shareholder return of the share is weak
Sell	The 12-month risk-adjusted expected shareholder return of the share is very weak

The assessment of the 12-month risk-adjusted expected total shareholder return based on the above-mentioned definitions is company-specific and subjective. Consequently, similar 12-month expected total shareholder returns between different shares may result in different recommendations, and the recommendations and 12-month expected total shareholder returns between different shares should not be compared with each other. The counterpart of the expected total shareholder return is Inderes' view of the risk taken by the investor, which varies considerably between companies and scenarios. Thus, a high expected total shareholder return does not necessarily lead to positive performance when the risks are exceptionally high and, correspondingly, a low expected total shareholder return does not necessarily lead to a negative recommendation if Inderes considers the risks to be moderate.

The analysts who produce Inderes' research and Inderes employees cannot have 1) shareholdings that exceed the threshold of significant financial gain or 2) shareholdings exceeding 1% in any company subject to Inderes' research activities. Inderes Oyj can only own shares in the target companies it follows to the extent shown in the company's model portfolio investing real funds. All of Inderes Oyj's shareholdings are presented in itemised form in the model portfolio. Inderes Oyj does not have other shareholdings in the target companies analysed. The remuneration of the analysts who produce the analysis are not directly or indirectly linked to the issued recommendation or views. Inderes Oyj does not have investment bank operations.

Inderes or its partners whose customer relationships may have a financial impact on Inderes may, in their business operations, seek assignments with various issuers with respect to services provided by Inderes or its partners. Thus, Inderes may be in a direct or indirect contractual relationship with an issuer that is the subject of research activities. Inderes and its partners may provide investor relations services to issuers. The aim of such services is to improve communication between the company and the capital markets. These services include the organisation of investor events, advisory services related to investor relations and the production of investor research reports.

More information about research disclaimers can be found at www.inderes.fi/research-disclaimer.

Inderes has made an agreement with the issuer and target of this report, which entails compiling a research report.

Recommendation history (>12 mo)

Date	Recommendation	Target	Share price
10/13/2026	Buy	17.00 €	12.75 €
11/16/2026	Buy	17.50 €	14.05 €



CONNECTING INVESTORS AND COMPANIES.

Inderes democratizes financial information by connecting investors and listed companies. For investors, we are an investing community and a trusted source of financial information and equity research. For listed companies, we are a partner in delivering high-quality investor relations. Over 500 listed companies in Europe use our investor relations products and equity research services to provide better investor communications to their shareholders.

Our goal is to be the most investor-minded company in finance. Inderes was founded in 2009 by investors, for investors. As a Nasdaq First North-listed company, we understand the day-to-day reality of our customers.

Inderes Ab
Vattugatan 17, 5tr
Stockholm
+46 8 411 43 80

inderes.se

Inderes Oyj
Porkkalankatu 5
00180 Helsinki
+358 10 219 4690

inderes.fi

inderes.