

Lok'nStore Group Plc

Interim Report for the six months to 31 January 2006

06

LOK'nSTORE
Business & Household Self Storage

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Lok'nStore Group Plc, one of the leading companies in the fast-growing self-storage market, which operates 21 freehold and leasehold storage centres in the South East, announces interim results for the six months ended 31 January 2006.

Highlights

- Turnover increased by 10.2% to £4.28 million (£3.89m: six months to 31.1.05)
- Store EBITDA up 23% to £1.517 million (six months to 31.01.05: £1.233 million)
- Group EBITDA up 32% to £906,759 (six months to 31.01.05: £688,784)
- Operating profit up 59% to £510,975 (operating profit £320,261: six months to 31.01.05)
- Profit before tax of £153,524 up 102% (Profit £75,903: six months to 31.01.05)
- Successfully opened two new large freehold stores in Farnborough & Crayford adding 127,000 sq ft or 16% to capacity
- The new store in Farnborough is Lok'nStore's first purpose-built site

Andrew Jacobs, Chief Executive, commented:

"Lok'nStore's market position, leading brand and increasing balance sheet strength leaves us well positioned to take advantage of this under-developed market. There are attractive opportunities to grow the number of stores, and to improve margins by enlarging their average size. We are pleased with current trading, and encouraged by the early progress in our newly opened Farnborough and Crayford stores, which create a model for the future. We therefore believe that there is an opportunity to further increase the value of the business by accelerating the development of new stores."

Chairman's Statement

Overview

I am pleased to report another period of steady progress for the Group.

In December we opened our new freehold store in Crayford (south-east London), and at the end of January we opened our new freehold store next to the M3 at Farnborough (Hampshire). We have also moved all of our head office staff to new offices based at the Farnborough store.

During the period under review turnover growth resulted in geared profit growth at all levels as we continued to fill our existing centres. The operation is showing encouraging growth of earnings before interest, tax, depreciation and amortisation (EBITDA) with the stores producing over £1.5 million in the period.

The Board remains committed to finding high quality self-storage sites such as the new stores at Farnborough and Crayford, whilst examining profitable opportunities to enhance the value of the existing stores. In this regard we continue to make good progress at our Kingston, Reading and Poole sites.

We continue to believe that the South East of England presents the greatest opportunity for the Group, and our site acquisition strategy remains driven by profitability, site location and visibility. We are encouraged by the early success of the Farnborough store as a model for rolling out future stores. We therefore believe that there is an opportunity to further increase the value of the business by accelerating our growth rate.

Our priorities remain:

- improving the operating performance of existing stores
- maximising the potential value of existing stores
- increasing the number of stores
- optimising the group's capital structure

Improving the operating performance of existing stores

Turnover Growth

Turnover for the six months to 31 January 2006 increased by 10.2% to £4.28 million with stores in all age brackets contributing to this growth (£3.89 million: six months to 31.01.2005). Excluding the rental income foregone by expanding the Poole store turnover grew by 12.4%. Trading is following its usual pattern with a strong spring pick-up. Annualised revenues have risen to £9.25 million at time of writing. We are encouraged by the trading environment since the period end, as well as the early results from the new Farnborough and Crayford stores.

The Group achieved an operating profit of £510,975 up 59.5%, after taking account of the development and launch of our new Farnborough & Crayford stores. This compares with an operating profit for the Group of £320,261 for the corresponding 2005 period.

The Group made a pre-tax profit for the period of £153,524 up 102% from the £75,903 profit for the corresponding period in 2005. Basic earnings per share was 0.63p per share (2005: 0.31p per share).

Demonstrating the continued growth of cash generation, store EBITDA was up 23% to £1.517 million for the period (six months to 31.01.2005: £1.233 million).

Packing materials, insurance and other sales broadly kept pace with storage income at 7.4% of turnover, an increase of 11.3% over the period.

At the period end, the number of customers had risen to 6,703 from 5,790 in January 2005, an increase of 15.8% over the year. The business handled 3,669 'move-ins' during the period compared to 3,593 in the corresponding period in 2005. The total area let increased by 6.7% to 521,739 sq. ft (31.01.2005: 489,123 sq. ft). The amount of fitted space occupied increased by 12.6% to 445,228 (31.01.2005: 395,477 sq. ft).

Maximising the potential value of existing stores

We now have 21 stores trading. 11 of these are freehold accounting for 56.5% of total space, and 10 are leasehold.

We have previously reported receiving planning permission for a high density residential development at our Kingston site. This was subject to the signing of the Section 106 Agreement with the local authority which stipulates the developers financial and other obligations to the local authority. I am delighted to report that this agreement has now been signed. This enhances the Group's ability to realise the extra value embedded in this site.

In Reading we have now received a planning permission for a new store on our land immediately across the road from our existing Store. This will enable us, in due course, to develop a prominent new self-storage centre providing approximately 55,000 sq ft of storage space on the site, an increase of around 14,000 sq ft over the existing site.

In September we opened the additional 12,000 sq. ft of space which became available when we acquired the freehold of our Poole Centre. This took the size of our Poole store to approximately 64,000 sq ft of storage space, and this extra space continues to fill up.

We continue to explore options such as these to create extra value at both our freehold and leasehold operations.

Increasing the number of stores

During the period we opened new centres in Crayford in December 2005, and in Farnborough at the end of January 2006. They are both located in attractive markets with high visibility and provide 127,000 sq. ft of storage space. This takes the total number of our centres to 21 comprising 11 freehold stores and 10 leasehold stores with a total of 920,000 sq. ft. of space.

It is important to recognise that these two new stores are larger than Lok'nStore's average size of around 42,000 ft per store, and add 16% to total space, which combined with the fact that they are both freeholds and prominent, high specification buildings adds significantly to the potential margins they are capable of achieving. This in turn positively impacts on the potential margins of the Group overall.

The successful development and opening of the Farnborough centre which is the first purpose built centre for Lok'nStore represents an evolution of the business model creating value through larger new build centres. It is the first centre where Lok'nStore has managed the process of buying the land, gaining planning permission, building, fitting and operating the store. With its prominent design and position adjacent to the M3 motorway

it will help to raise the profile of the whole Lok'nStore brand. I would like to take this opportunity to thank all those members of the Lok'nStore team for its prompt construction and opening.

Our objective is to increase the number of Lok'nStore centres within the current geographical coverage of South-East England. We are continuously reviewing opportunities to buy, to build, and to lease new stores. Farnborough and Crayford provide the business with a model which can be replicated in rolling out future stores. We believe that there is an opportunity to further increase the value of the business by accelerating our growth rate.

Optimising the Group's capital structure

Financial strength and balance sheet efficiency

Capital expenditure during the period totalled £4.8 million of which £4.2 million is accounted for by Farnborough and Crayford, and this is reflected in the increase in tangible assets from £18,611,312 to £24,405,504. At 31 January 2006, the Group had cash balances of £0.63 million (31 January 2005: £0.55 million) and £13.28 million of borrowings representing gearing of 116% on net debt of £12.6m million (31 July 2005: 66%). Gearing is 49% when calculated taking account of the uplift in market values of properties arising from the January 2005 independently verified valuations.

New Head office

In January 2006, we moved the Lok'nStore head office from our Kingston centre to a new purpose built office in our Farnborough store. This has improved coordination and communication within the Company, and particularly amongst our property and other functional management previously dispersed around our various different offices. All head office staff now operate from Farnborough.

We have also incorporated a new conference room which can accommodate all our training requirements for the foreseeable future. We have reduced outgoings, increased the regularity of training and improved contact between head office and the stores by bringing staff to head office for regular training.

Our people

At 31 January 2006, we had 98 employees and I would like to thank them all for their contribution during the period.

Outlook

Lok'nStore's market position, leading brand and increasing balance sheet strength leaves us well positioned to take advantage of this under-developed market. There are attractive opportunities to grow the number of stores, and to improve margins by enlarging their average size. We are pleased with current trading, and encouraged by the early progress in our newly opened Farnborough and Crayford stores, which create a model for the future. We therefore believe that there is an opportunity to further increase the value of the business by accelerating the development of new stores.

**Simon Thomas**

Chairman

21 April 2006

Consolidated profit and loss account

For the six months ended 31 January 2006

	Notes	Unaudited Six months 31 January 2006 £	Unaudited Six months 31 January 2005 £	Audited Year 31 July 2005 £
Turnover				
Continuing operations		4,281,574	3,885,117	7,774,541
Operating expenses		(3,770,599)	(3,564,856)	(7,167,580)
Operating profit				
		510,975	320,261	606,961
Loss on disposal of fixed assets		(980)	–	–
Interest receivable		14,859	–	35,898
Interest payable		(371,330)	(244,358)	(528,534)
Profit on ordinary activities before taxation				
		153,524	75,903	114,325
Taxation	3	–	–	–
Profit on ordinary activities after taxation				
		153,524	75,903	114,325
Earnings per share				
Basic	5	0.63p	0.31p	0.47p
Fully diluted	5	0.59p	0.28p	0.44p

There are no other recognised gains or losses.

Consolidated balance sheet

31 January 2006

	Unaudited 31 January 2006 £	Unaudited 31 January 2005 £	Audited 31 July 2005 £
Fixed assets			
Intangible assets	346,941	371,196	359,068
Tangible assets	24,405,504	18,611,312	20,032,760
	24,752,445	18,982,508	20,391,828
Current assets			
Stock	102,221	87,443	88,648
Debtors	1,535,076	1,296,618	1,684,793
Cash at bank and in hand	631,004	550,545	424,738
	2,268,301	1,934,606	2,198,179
Creditors:			
Amounts falling due within one year	(2,876,955)	(2,601,913)	(3,736,384)
Net current liabilities	(608,654)	(667,307)	(1,538,205)
Total assets less current liabilities	24,143,791	18,315,201	18,853,623
Creditors:			
Amounts falling due after more than one year	(13,279,244)	(7,650,000)	(8,150,000)
	10,864,547	10,665,201	10,703,623
Capital and reserves			
Called up share capital	4 250,711	250,711	250,711
Share premium	59,376	51,976	51,976
Capital redemption reserve	34,205	34,205	34,205
Merger reserve	6,295,295	6,295,295	6,295,295
Other distributable reserve	5,903,002	5,903,002	5,903,002
Profit and loss account	(1,168,456)	(1,360,402)	(1,321,980)
ESOP shares	(509,586)	(509,586)	(509,586)
Shareholders' funds	10,864,547	10,665,201	10,703,623

Consolidated cash flow statement

For the six months ended 31 January 2006

	Notes	Unaudited Six months 31 January 2006 £	Unaudited Six months 31 January 2005 £	Audited Year 31 July 2005 £
Cash flow from operating activities	6a	118,270	870,510	1,983,832
Returns on investments and servicing of finance		(290,284)	(251,115)	(500,901)
Taxation		-	-	-
Capital expenditure and financial investment		(4,758,364)	(804,751)	(2,293,945)
Cash outflow before financing		(4,930,378)	(185,356)	(811,014)
Financing		5,136,644	81,540	581,392
Increase/(decrease) in cash in the period		206,266	(103,816)	(229,622)

Reconciliation of net cash flow to movement in net funds/(debt)

	Notes	31 January 2006 £	31 January 2005 £	31 July 2005 £
Increase/(Decrease) in cash in the period		206,266	(103,816)	(229,622)
Change in net debt resulting from cash flows		(5,129,244)	(49,851)	(549,852)
Movement in net debt in period		(4,922,978)	(153,667)	(779,474)
Net debt brought forward		(7,725,262)	(6,945,788)	(6,945,788)
Net debt carried forward	6b	(12,648,240)	(7,099,455)	(7,725,262)

Notes to the interim results

1. Basis of preparation

The interim results have been prepared on the basis of the accounting policies as set out in the statutory financial statements for the year ended 31 July 2005. This is the same basis as will be applied at the year-end. The interim results, which were approved by the Directors on 21 April 2006, are unaudited but have been reviewed in accordance with Auditing Practices Board bulletin "Review of Interim Financial Information" by the auditors. The interim results do not constitute statutory financial statements within the meaning of section 240 of the Companies Act 1985.

Comparative figures for the year ended 31 July 2005 are an abridged version of the Group's full accounts, which carry an unqualified audit report, do not contain a statement under section 237(2) or (3) of the companies act and have been delivered to the Registrar of Companies.

2. Market valuation of freehold land and buildings

On 31 January 2005, professional valuations were prepared by external valuers, Cushman & Wakefield Healey & Baker, in respect of all trading freehold land leasehold properties as operational self-storage businesses. The freehold site at Farnborough, acquired on 30 July 2004 was not valued on this occasion. This Report was prepared on the basis of Market Value/Existing Use Value, having regarded its trading potential as appropriate, in accordance with RICS Appraisal and Valuation Standards but on the special assumption that any potential for residential development was excluded.

The Report indicates a total for properties valued of £31.84 million. Including Farnborough, (NBV £1.76 million as at 31.01.05), this gives a total value of properties held of £33.6 million as at 31.01.05. (NBV £18.4 million as at 31.01.05). These valuations do not account for any further uplift in values, which would result from the planning permission achieved for housing at the Kingston site, any successful outcome of the planning application for housing at the Reading site, or any capital expenditure since 31.01.05. While the Company does not envisage routinely revaluing its properties it will do so when appropriate.

3. Taxation

There is no charge to corporation tax for the Group due to the availability of brought forward trading losses. No value is ascribed to the Group's tax losses, as their recovery in the foreseeable future is considered to be uncertain.

4. Share capital

	Unaudited 31 Jan 2006 £	Unaudited 31 Jan 2005 £	Audited 31 Jul 2005 £
Authorised: 35,000,000 ordinary shares of 1p each	350,000	350,000	350,000
Allotted, issued and fully paid: 25,071,144 ordinary shares of 1p each	250,711	250,711	250,711

Notes to the interim results

4. Share capital

Authority to make market purchases of its shares

Following approval by shareholders of a special resolution at the AGM on 1 December 2005, the company has authority to make market purchases of up to 5,845,299 shares. The authority expires at the conclusion of the next AGM, but is expected to be renewed at the next annual general meeting.

5. Earnings per ordinary share

The calculation of earnings per ordinary share is based on the profit for the period of £153,524 (year to 31 July 2005 – profit of £114,325, period to 31 January 2005 – profit of £75,903) and on the weighted average number of shares in issue during the period of 24,443,644 shares (31 July 2005 – 24,432,491 shares; 31 January 2005 – 24,421,519).

Fully diluted earnings per share includes shares held under the directors' option scheme and is based on a profit for the period of £153,524 (period to 31 July 2005 – profit of £114,325, period to 31 January 2005 – profit of £75,903) and on a weighted average number of shares during the period of 25,915,309 shares (31 July 2005 – 25,847,179 shares; 31 January 2005 – 26,900,125 shares).

6. Cash flows

	Unaudited 31 January 2006 £	Unaudited 31 January 2005 £	Audited 31 July 2005 £
(a) Reconciliation of operating profit to net cash flow from operating activities			
Operating profit	510,975	320,261	606,961
Depreciation	384,638	356,397	728,522
Amortisation	12,127	12,126	24,255
(Increase)/Decrease in stocks	(13,573)	16,437	15,232
Decrease/(Increase) in debtors	149,717	657,781	263,089
(Decrease)/Increase in creditors	(925,614)	(492,492)	345,773
Net cash flow from operating activities	118,270	870,510	1,983,832

	At 31 July 2005 £	Cash flow £	Other non- cash changes £	At 31 Jan 2006 £
(b) Analysis of net funds/(debt)				
Cash at bank and in hand	424,738	206,266	–	631,004
Debt due after one year	(8,150,000)	(5,129,244)	–	(13,279,244)
Finance leases	–	–	–	–
Total	(7,725,262)	(4,922,978)	–	(12,648,240)

Independent Review Report to Lok'nStore Group Plc

Introduction

We have been instructed by the company to review the financial information set out on pages 6 to 10 and we have read the other information in the interim statement and considered whether it contains any apparent misstatements or material inconsistencies with the financial information.

This report, including the conclusion, has been prepared for and only for the company for the purpose of their interim statement and for no other purpose. We do not, therefore, in producing this report, accept or assume responsibility for any other purpose or to any other person to whom this report is shown or into whose hands it may come save where expressly agreed by our prior consent in writing.

Directors' responsibilities

The interim statement, including the financial information contained therein, is the responsibility of, and has been approved by the directors. The directors are responsible for preparing the Interim Statement in accordance with the Alternative Investment Market Rules which require that the accounting policies and presentation applied to the interim figures must be consistent with those that will be adopted in the company's annual accounts.

Review work performed

We conducted our review in accordance with guidance contained in Bulletin 1999/4 issued by the Auditing Practices Board as if that Bulletin applied. A review consists principally of making enquiries of group management and applying analytical procedures to the financial information and underlying financial data and based thereon assessing whether the accounting policies and presentation have been consistently applied unless otherwise disclosed. A review excludes audit procedures such as tests of controls and verification of assets, liabilities and transactions. It is substantially less in scope than an audit performed in accordance with Auditing Standards and therefore provides a lower level of assurance than an audit. Accordingly we do not express an audit opinion on the financial information.

Review conclusion

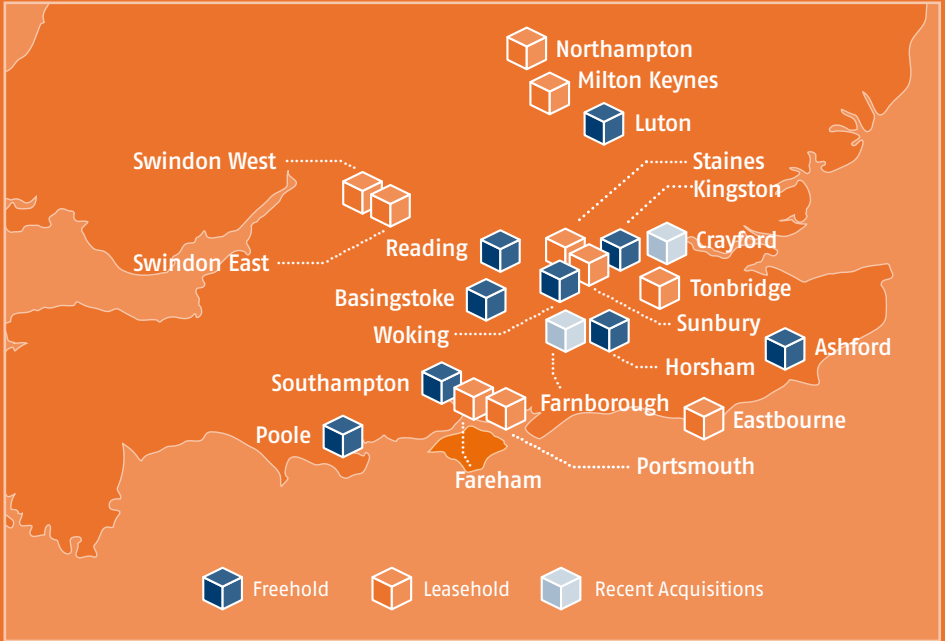
On the basis of our review we are not aware of any material modifications that should be made to the financial information as presented for the six months ended 31 January 2006.

Baker Tilly

Chartered Accountants
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24 April 2006

Notes

Lok'nStore Self Storage Centre Locations



Lok'nStore Self Storage Centres

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