



**NationWide**  
SELF STORAGE & AUTO WASH

1500 HUGH ALLAN DRIVE

**KAMLOOPS**



**20**

**OPERATIONS**

**23**

**Semi-Annual Review**

# NATIONWIDE SELF-STORAGE & AUTO WASH

We are pleased to provide you this semi-annual summary update and review of events and operations for the period ending December 31, 2023.

NationWide Self Storage & Express Auto Wash Kamloops (the “Property”) is a dual-purpose property with a self-storage facility and automatic car wash business working in tandem with each other. The property is located at 1500 Hugh Allan Drive Kamloops, BC. The property is strategically located with easy access via the Trans-Canada Highway and Pacific Way, and just 5 minutes from downtown, Kamloops.

As a recap [click here](#) for some aerial footage of the facility.



## 07/2020

Opened for Business

### 467

Total Walk-in Units

### 277

Additional Sky Lockers  
Available Sep. 2023

### 744

Total Lockers

# REPORT ON SELF-STORAGE

The self storage facility is a three-story, 58,500 sq. ft., state-of-the-art structure with the very latest in technology including enterprise level built-in security and keyless access control features. The initial self storage buildout was to have 750 lockers. However, the City of Kamloops' planning and development department restricted us to only 467 lockers of varied sizes, as they would not issue a permit for our planned sky lockers.

After our original opening with 467 lockers, we spent the next 2 years in meetings with various groups of engineers and city planners working to gain approval for the sky lockers, finally receiving the building permit in December 2022.

The development plans for these sky lockers were finalized and installation finally began at the start of 2023. The addition of these sky lockers has brought the total number of rentable storage units at the facility to 744.

After a very lengthy process with the City of Kamloops we finally received full approval for the leasing of the 277 sky lockers in September 2023.

Sky Locker rentals are Nationwide's affordably priced mini storage lockers. These mini storage lockers are half the size (height) of the average self-storage unit. They are typically 4' high but have the same length and width as a full-size self storage unit.

From our analysis of the Sky locker rentals at our Pender facility we have noted that while standard lockers are more transactional in nature, in contrast the Sky Lockers are more oriented towards seasonal lifestyle items like seasonal decorations, camping equipment, sporting equipment like skis and hockey gear and business records storage. They are typically used to store excess household items that are used periodically and therefore have proven to be suited to more long-term tenants.

The lease up rate of these sky lockers have been initially slow. We anticipate the occupancy rate to increase in the Spring time.

Occupancy rates of self-storage facilities range from 70% to 95%.

With a facility that is newly constructed or that's being repositioned, a new owner often will face a lease-up period of 18 to 36 months before a facility reaches occupancy stabilization."

[www.Storable.com](http://www.Storable.com)  
July 26, 2021



# REPORT ON SELF- STORAGE

The additional lockers at Kamloops were finally approved by the City of Kamloops for partial occupancy in June and full occupancy in September, 2023. This happened at the best possible time as our occupancy without the Sky Lockers as of June 30, 2023 was 92%. When all the 277 additional sky lockers became available, lockers occupancy fell from 92% to 55% adding more inventory to serve additional customers. There was a rental increase in Kamloops in July, 2023.

Since opening in 2020, we have successfully grown self storage revenues rapidly. Our revenue grew from \$0 in July 2020 to \$ 67,725 by the end 2020. Our 2021 revenue reached \$ 622,956. Revenues for 2022 was \$884,147. We estimate 2023 revenue to be in the \$959,000 range. Combining both the self storage and car wash figures Adjusted EBITDA for 2020 was \$146,748, for 2021 EBITDA was \$752,189 and for 2022 was \$1,129,136. Combined storage and car wash Adjusted EBITDA 2023 estimate: \$1,332,000. Note this an estimate and at this time is subject to change.

We successfully termed out the two construction loans at the rates and times below.

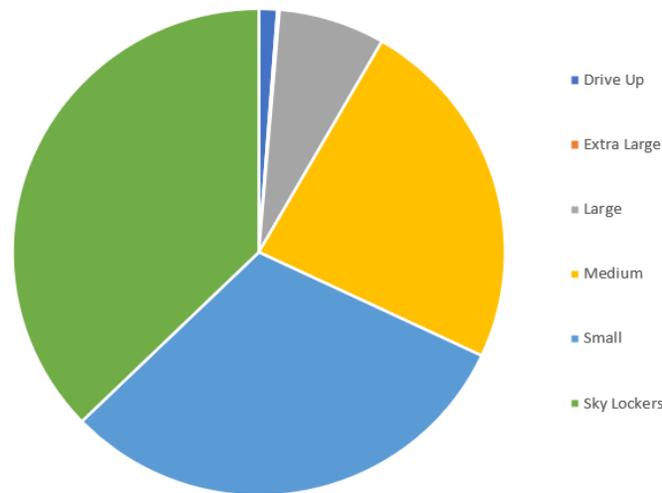
- \$7,335,284 in September 2021 – 3.15% five year
- \$1,000,000 in April 2022 – 4.8 % five year

Kamloops currently has \$7.9mm of bank financing at blended average rate of 3.35%. The loan to value ratio is a very fiscally responsible .25:1.

Another notable achievement in June 2023, was being selected and approved for the CBRB Best Businesses in Canada 2023. This award is only presented to businesses that have maintained a 4+ star Google review rating or equivalent proof of customer satisfaction. As at the end of December 31, 2023, the NationWide Self Storage team and location have amassed over 367 Google reviews with an unbelievable Google review rating of 5 stars!



Locker Types



"Great **service**, good **price**, and the **staff** is great."



"The **customer service** on this facility is worth it kudos guys"



"Amazing **costumer service** and positive **atmosphere** all around, strongly recommend!"



# REPORT ON AUTO WASH

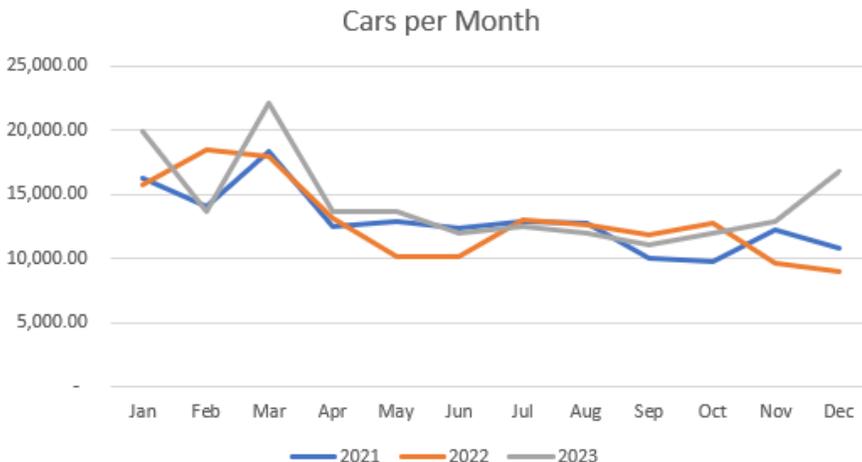
Located on the same lot as the storage building, Express Auto Wash is a dynamic, environment-friendly, 160' EDT (Exterior Detail Tunnel) that can wash, wax, shine and dry up to 180 cars per hour.

Strategically located in a highly visible area with heavy traffic off Pacific Way and the Trans-Canada Highway, this exceptional corner lot is a mere 2 blocks from Costco. It is across the street from a very busy McDonald's and only 5 minutes from Kamloops' downtown core. Our tunnel is an automatic, high tech, 160' EDT (Exterior Detail Tunnel) system that has the capacity to wash, wax, shine and dry up to 180 cars per hour and has been testing these limits several times since day one.

Since opening in July 2020, Express Auto Wash has washed 481,447 cars.

Kamloops has seen an 11% YOY increase in overall car wash volumes from 2022 to 2023.

The team is doing a great job at keeping the lines down and ensuring customers are leaving with a clean car.



# 481,447

Total Car Washes, Dec 31, 2023

# 4.4★

Rating on Google

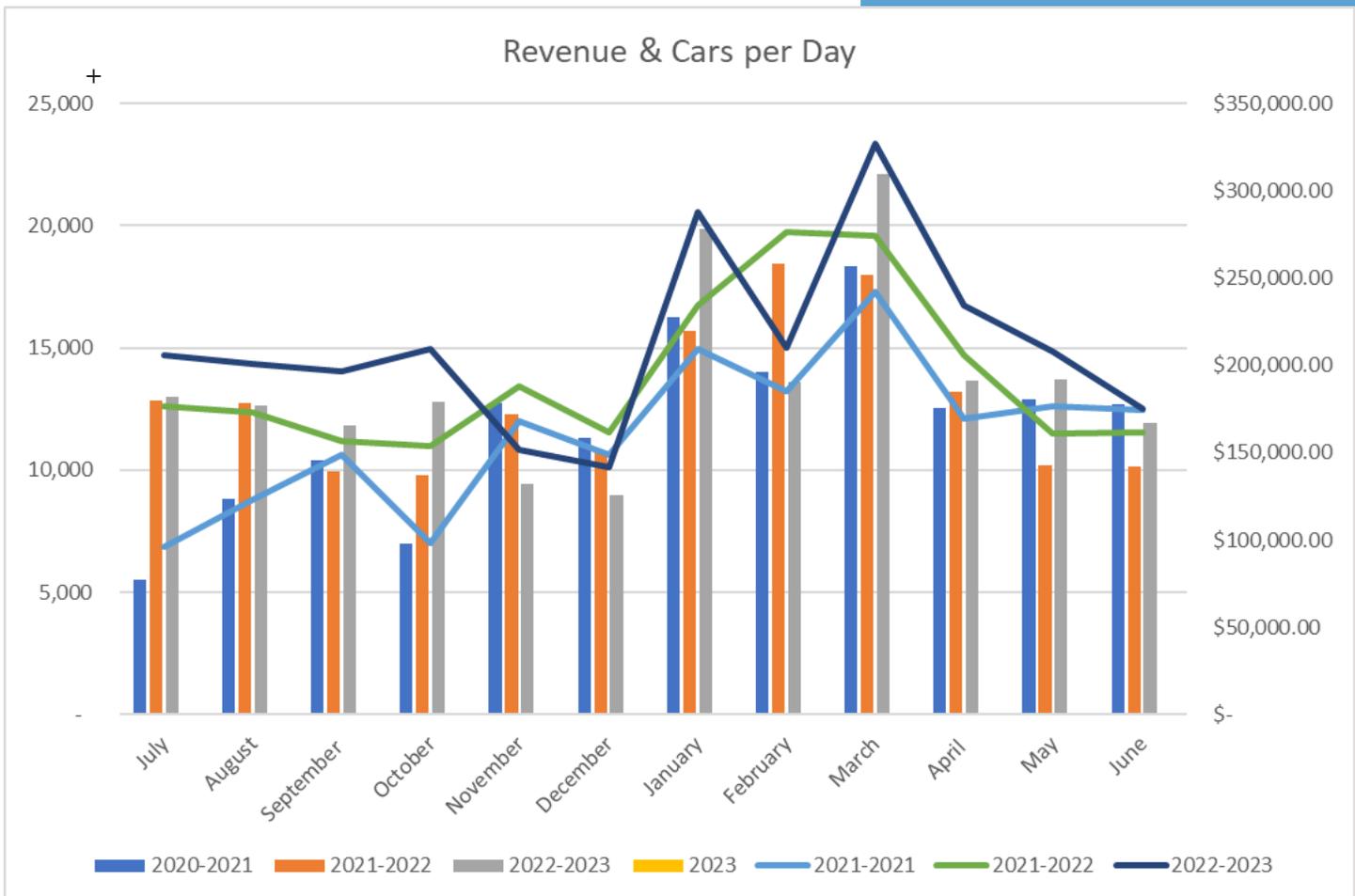


# REPORT ON AUTO WASH

Our Unlimited Wash Club memberships and corporate Fleet Programs were introduced in Kamloops after opening.

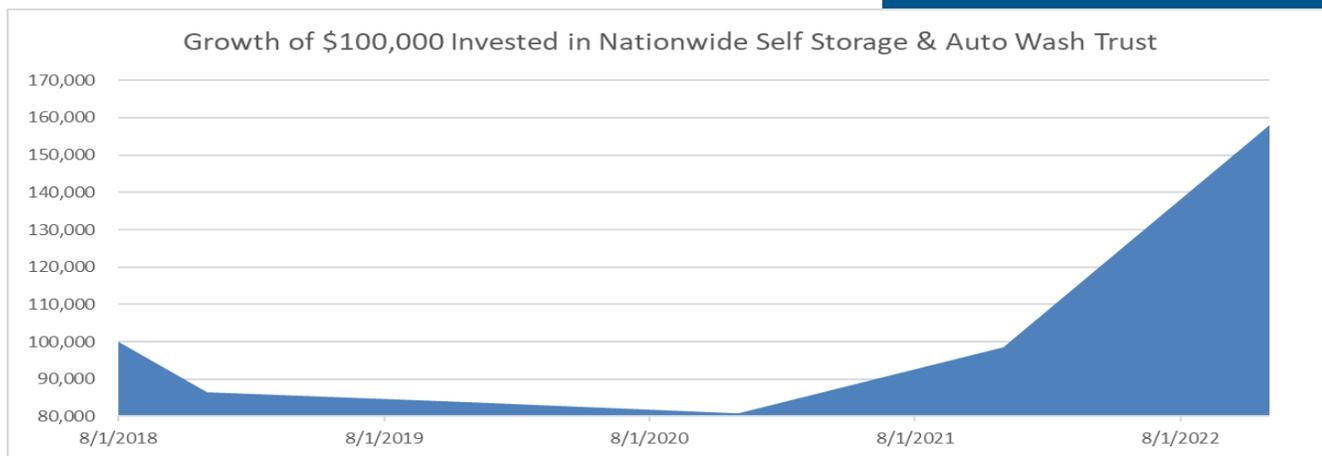
The Unlimited Wash Club memberships were implemented and structured with a view to retaining customers and providing reliable recurring income. The program provides a recurring revenue that is not dependent on seasonal changes like a classic pay by use model.

Industry data (mostly in the US) suggested that on average, members only use the wash 3 times a month making this model extremely profitable. We found this to not be the case for some of our membership programs where during the summer people were washing their car on basic memberships very frequently making it less profitable and adding to long line ups, which in turn negatively affected sales. The decision was made to streamline the memberships into two family plans and a corporate plan.



# NAV OF TRUST UNITS

Most recently, as of June 30, 2023 the NAV per Trust Unit is \$158.01. There will be an updated NAV calculated for December 31, 2023 available in the next update in July 2024.



Calendar Returns	2018 <sup>(1)</sup>	2019	2020	2021	2022
NWSS	-14%	-3%	-4%	22%	61%

## PLANS FOR 2024

The Self Storage facility has now successfully added 277 Sky Lockers utilizing internal cash flow (accumulated over the past 2 years). Our aim for early 2024 is to increase the occupancy rates of the sky lockers.

Overall, we are delighted with the steady progress made over the past 3 years, both with the self-storage and car wash operations. We aim to steadily increase the distributions as we lease up the Sky Lockers and as we streamline the car wash memberships we hope to translate the increase in car wash numbers into increased revenue. [A video reminder of the fantastic property you own Trust Units in.](#)