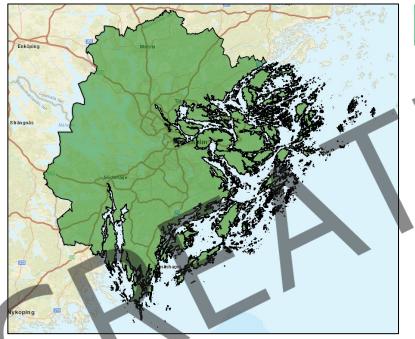
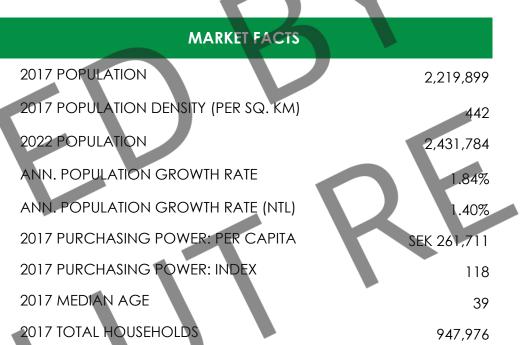
## STOCKHOLM, SWEDEN MARKET ASSESSMENT GENERIC GYM SAMPLE REPORT

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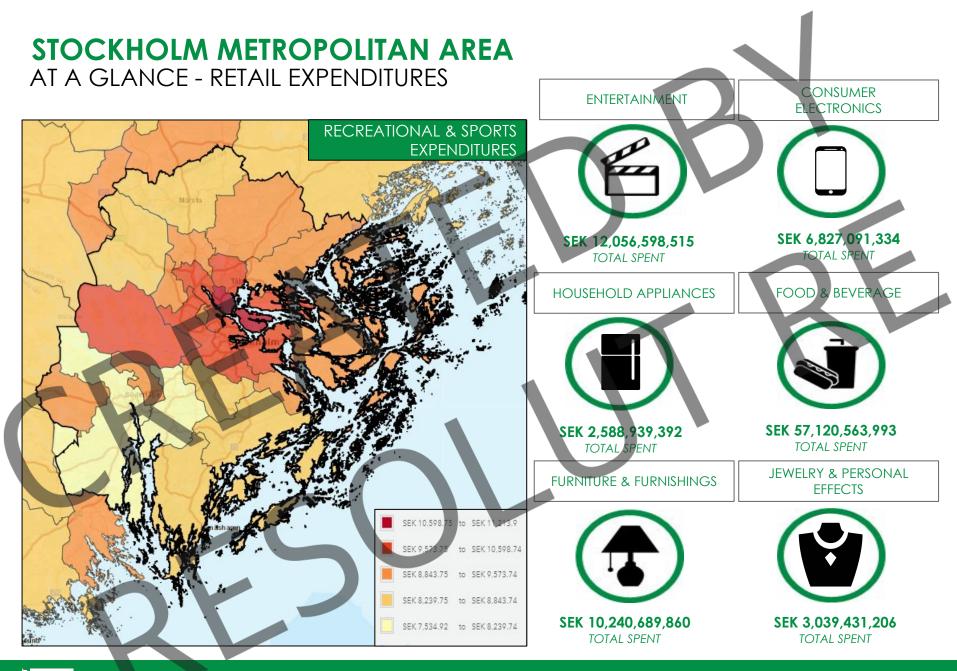






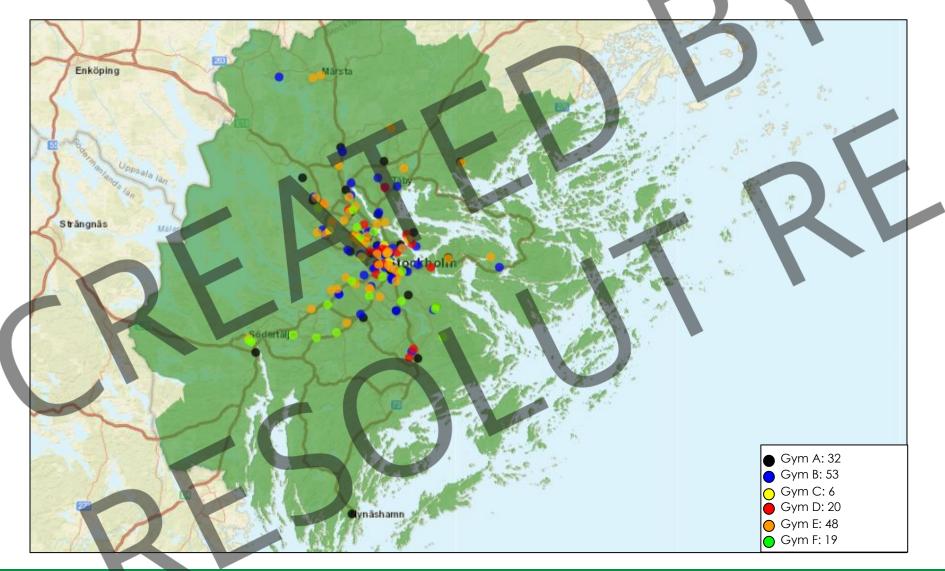
#### **STOCKHOLM METROPOLITAN AREA** MARKET POTENTIAL TOTAL AMOUNT SPENT PER CAPITA SPEND POTENTIAL CONSUMER SPENDING (2017) (SEK) SPENT (SEK) INDEX Recreational & Sports Expenditures 4,483,035,769 2,019 107 Personal & Self Care 11,827,367,140 5,328 106 Clothing Expenditures 20,342,833,985 9,164





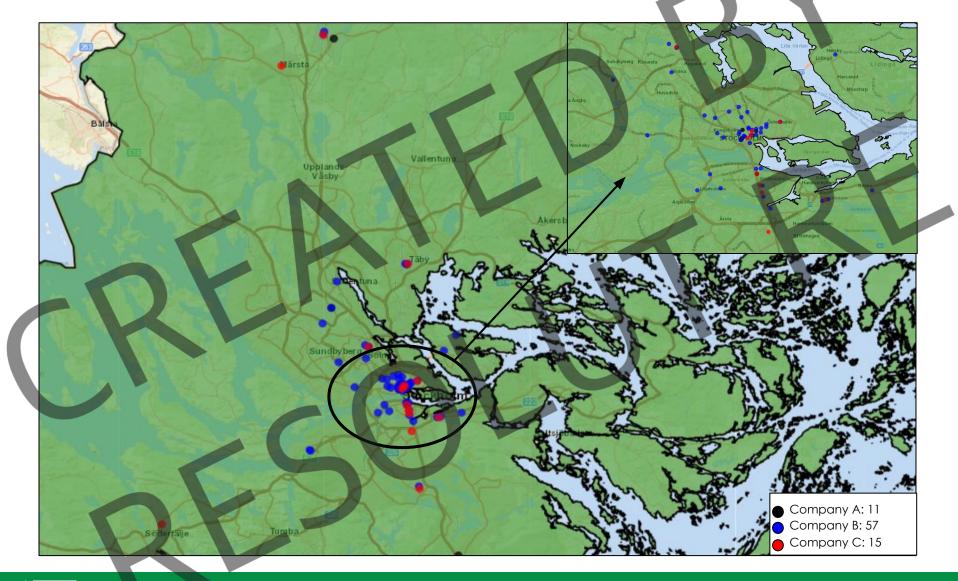
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#### EXISTING GYM COMPETITION



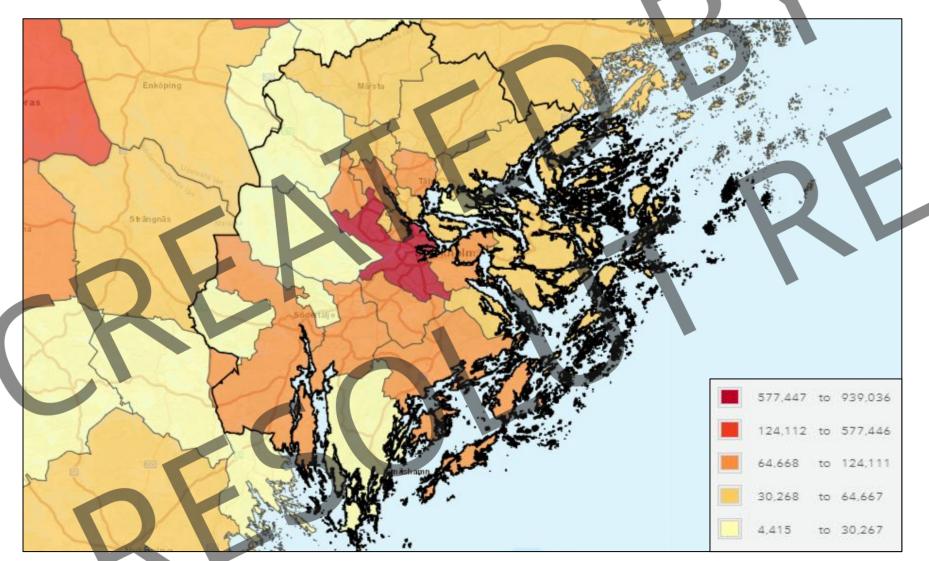


#### **STOCKHOLM METROPOLITAN AREA** BUSINESS SYNERGY LOCATIONS



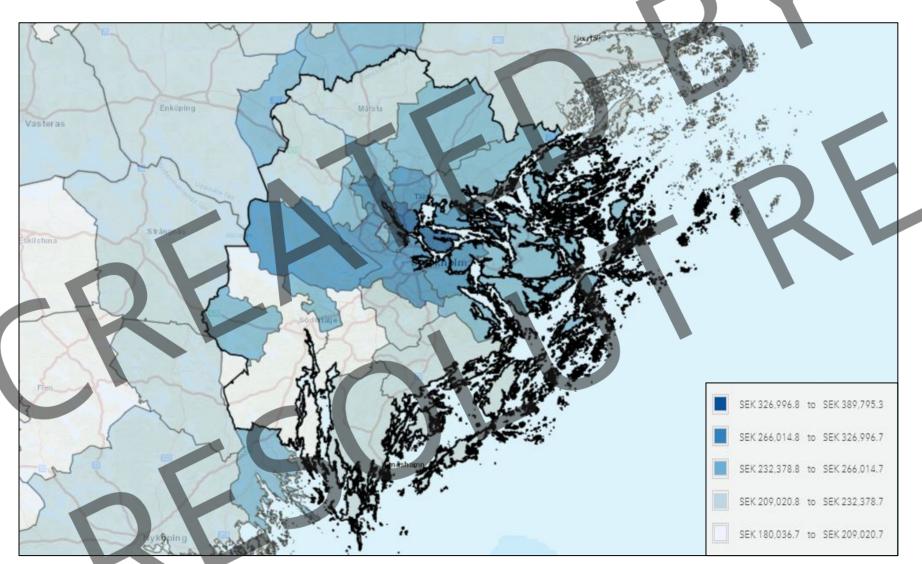


#### POPULATION DENSITY



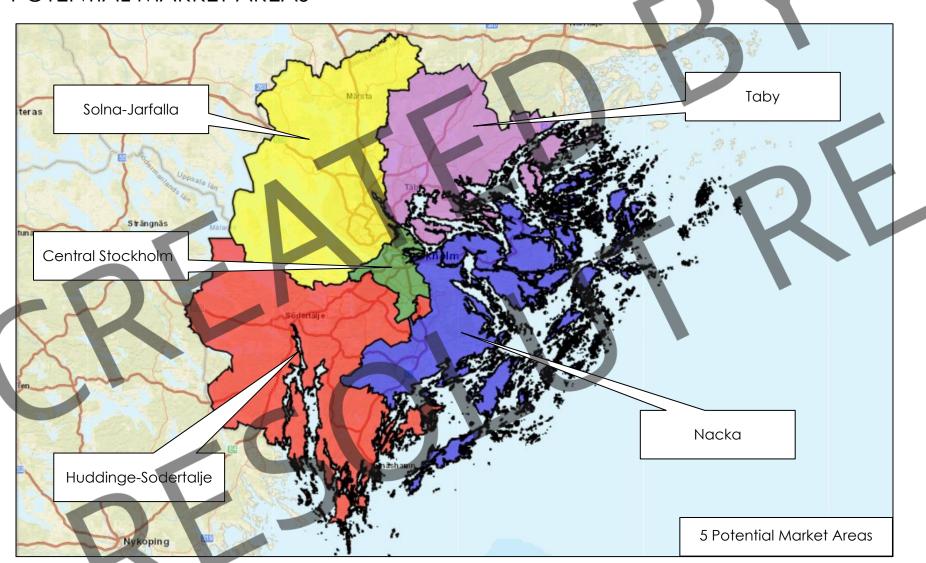


#### PURCHASING POWER



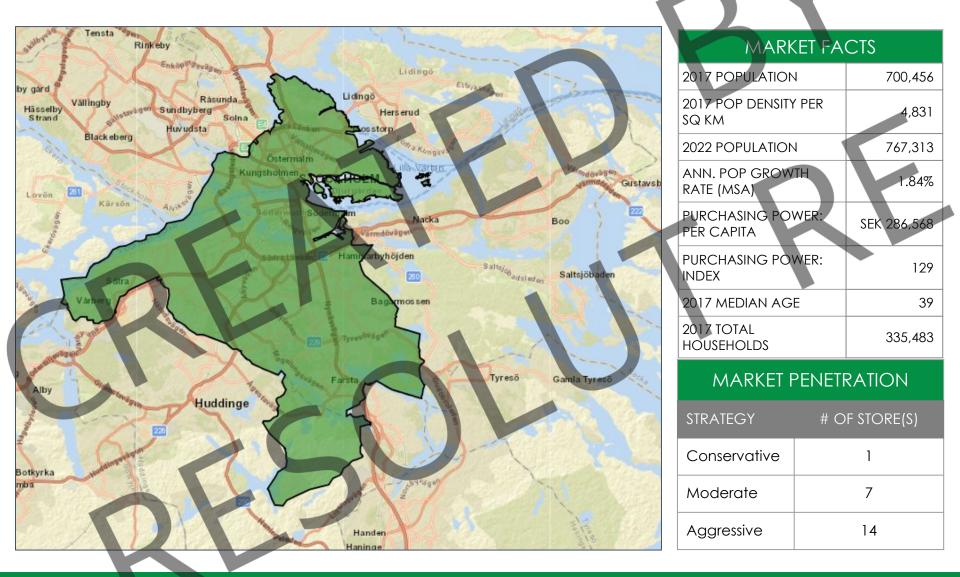


#### POTENTIAL MARKET AREAS





## **CENTRAL STOCKHOLM MARKET AREA**

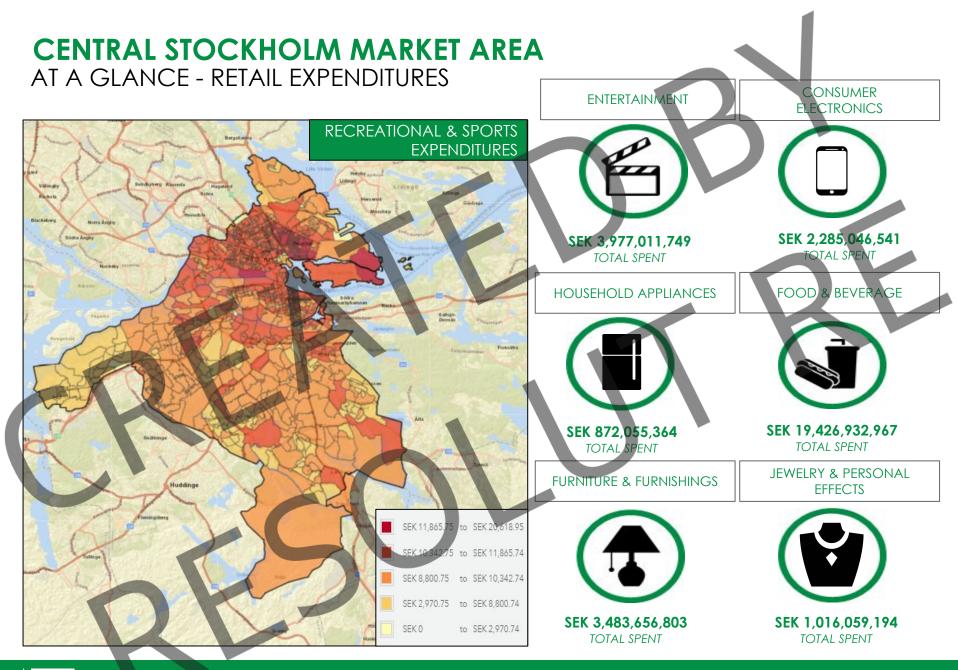


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Note: As we have not received the clients demographic requirements to determine store capacity in a market, we have made the following assumptions: Conservative is 1 location per market area, Moderate is 1 location per 100,000 people and Aggressive is 1 location per 50,000 people. This can be amended upon receipt of further information.

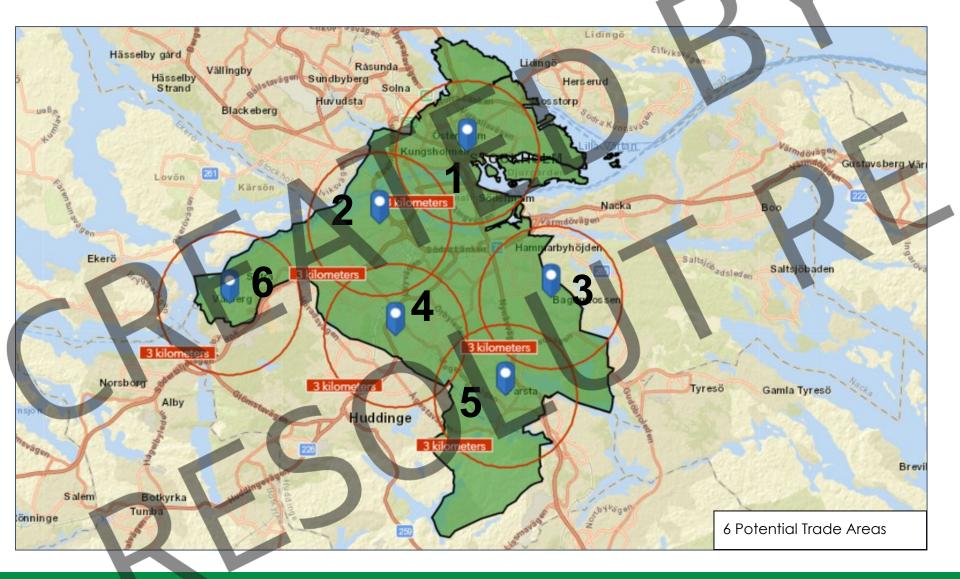
#### **CENTRAL STOCKHOLM MARKET AREA** MARKET POTENTIAL TOTAL AMOUNT SPENT PER CAPITA SPEND POTENTIAL CONSUMER SPENDING (2017) (SEK) SPENT (SEK) INDEX Recreational & Sports Expenditures 7,044,347,186 10.057 116 Personal & Self Care 3,977,425,137 5,678 113 Clothing Expenditures 6,853,001,223 9,784





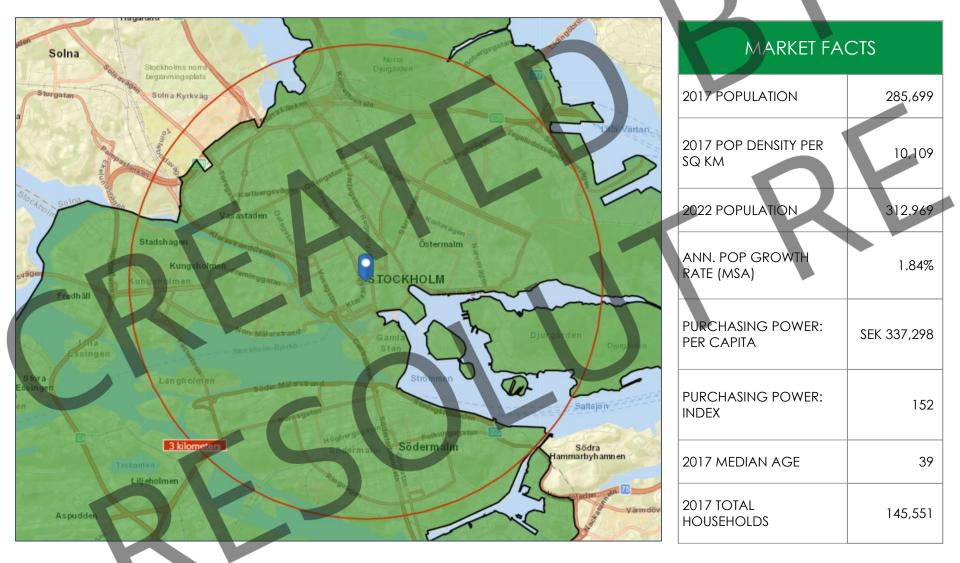


## STORE CAPACITY SENSITIVITY ANALYSIS EXAMPLE - MODERATE





#### CENTRAL STOCKHOLM MARKET AREA -TRADE AREA 1 EXAMPLE



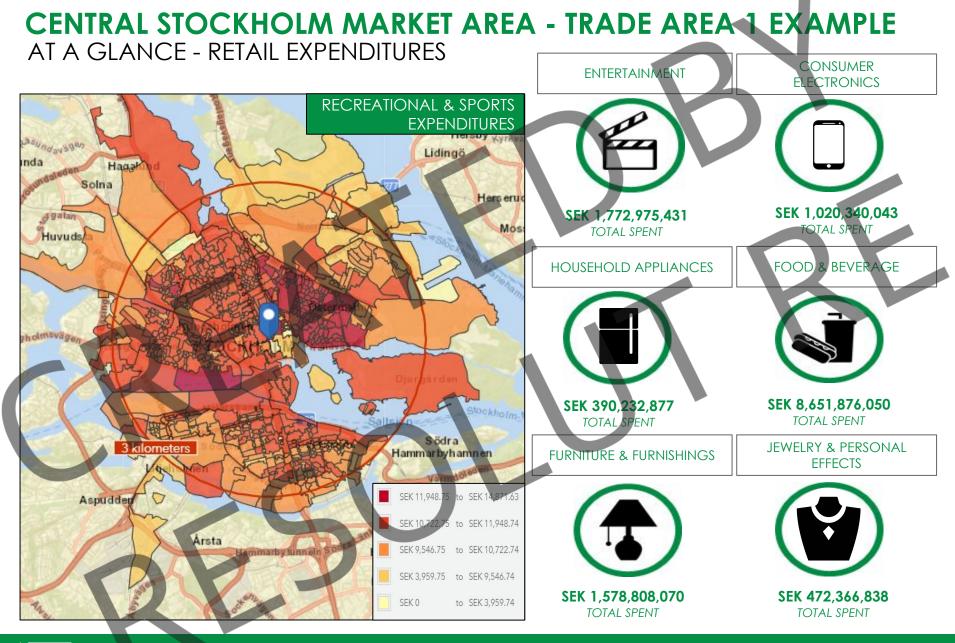


Note: Having studied the area from a macro to micro perspective, at this point we would place 'Boots on the ground' in terms of seeking Real Estate within this area. When a potential site has been selected, we can undertake a specific site analysis.

#### CENTRAL STOCKHOLM MARKET AREA -TRADE AREA 1 EXAMPLE MARKET POTENTIAL

CONSUMER SPENDING (2017)	TOTAL AMOUNT SPENT (SEK)	PER CAPITA SPENT (SEK)	SPEND POTENTIAL INDEX
Recreational & Sports Expenditures	3,148,835,157	11,022	128
Personal & Self Care	1,750,108,468	6,126	122
Clothing Expenditures	3,118,985,378	10,917	135







#### CENTRAL STOCKHOLM MARKET AREA -TRADE AREA 1 EXAMPLE EXISTING GYM COMPETITION



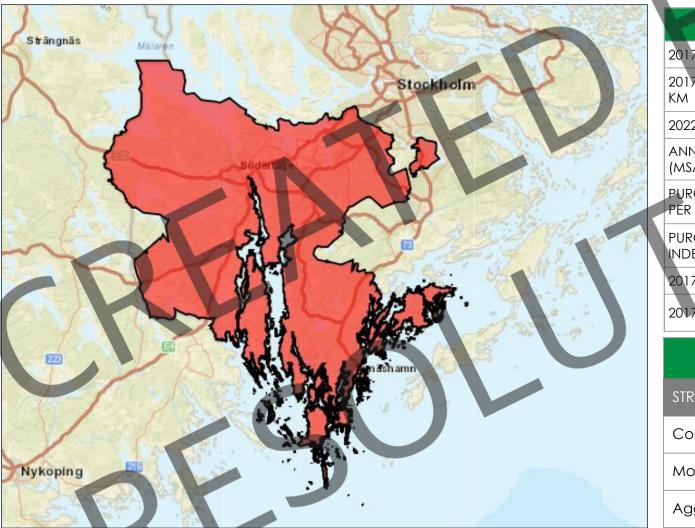


#### CENTRAL STOCKHOLM MARKET AREA -TRADE AREA 1 EXAMPLE BUSINESS SYNERGY LOCATIONS





## HUDDINGE-SODERTALJE MARKET AREA



#### MARKET FACTS

2017 POPULATION	347,726	
2017 POP DENSITY PER SQ KM	228	
2022 POPULATION	380,916	
ANN. POP GROWTH RATE (MSA)	1.84%	
PURCHASING POWER: PER CAPITA	SEK 209,993	
PURCHASING POWER: INDEX	94	
2017 MEDIAN AGE	37	
2017 TOTAL HOUSEHOLDS	136,134	

MARKET P	enetration	
RATEGY	# OF STORF(S)	

	· · · ·
Conservative	1
Moderate	3
Aggressive	7

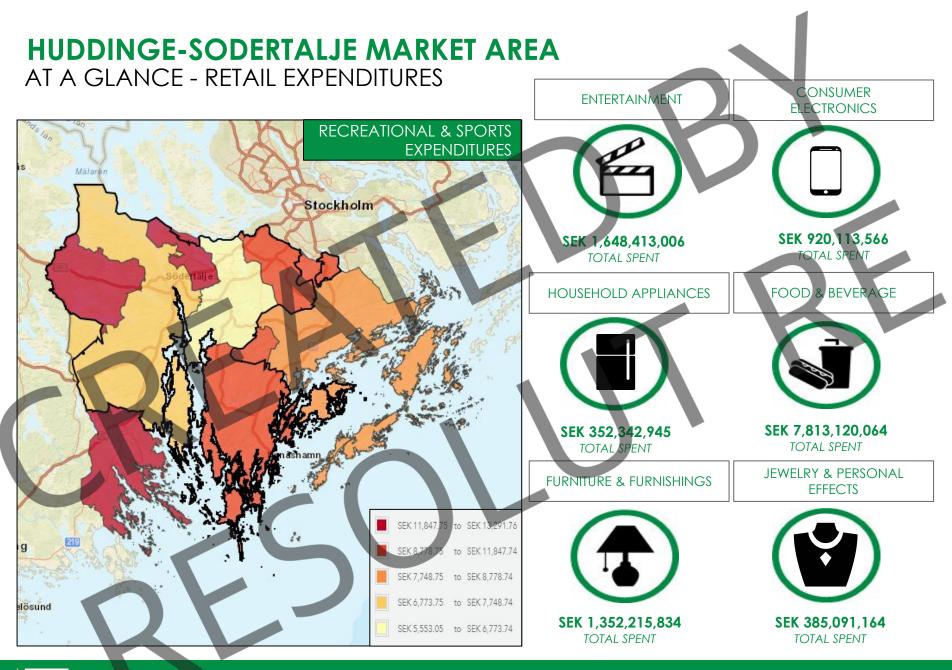


Note: As we have not received the clients demographic requirements to determine store capacity in a market, we have made the following assumptions: Conservative is 1 location per market area, Moderate is 1 location per 100,000 people and Aggressive is 1 location per 50,000 people. This can be amended upon receipt of further information.

#### HUDDINGE-SODERTALJE MARKET AREA MARKET POTENTIAL

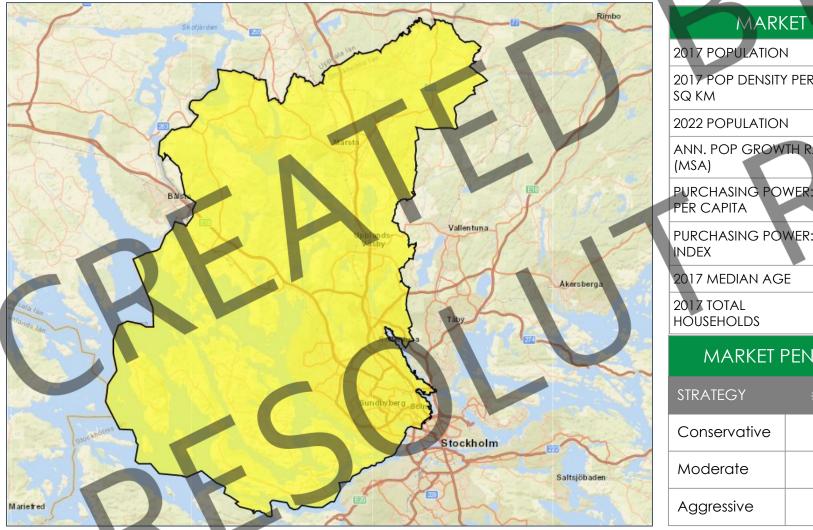
CONSUMER SPENDING (2017)	TOTAL AMOUNT SPENT (SEK)	PER CAPITA SPENT (SEK)	SPEND POTENTIAL INDEX
Recreational & Sports Expenditures	2,838,251,051	8,162	94
Personal & Self Care	1,648,51,580	4,741	94
Clothing Expenditures	2,680,052,241	7,707	96





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## **SOLNA-JARFALLA MARKET AREA**



#### MARKET FACTS

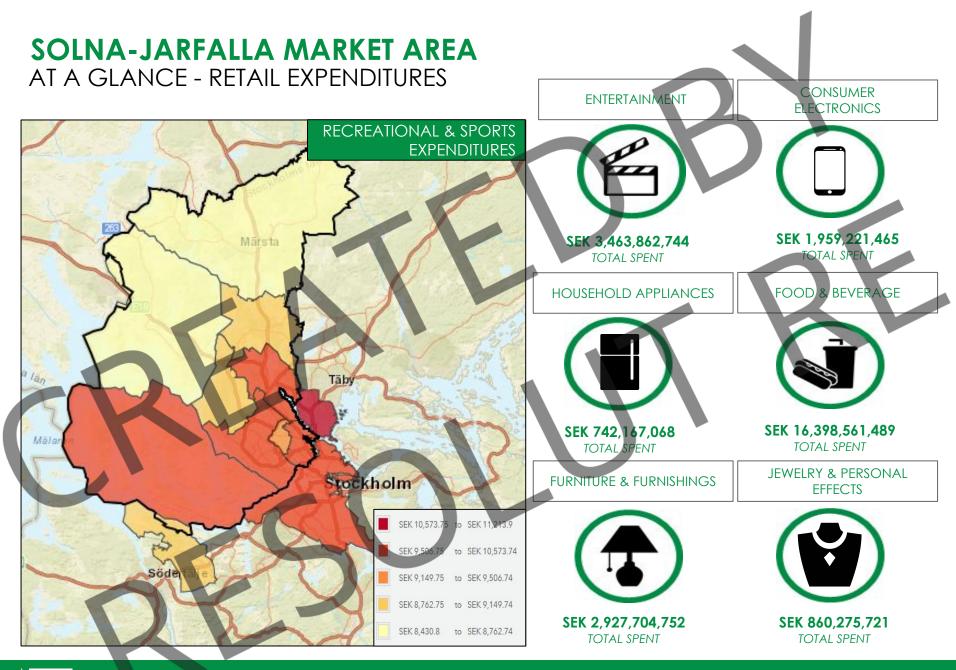
		2017 POPULATION		658,180
		2017 POP DENSITY PER SQ KM		489
		2022 POPULATION	1	721,002
		ANN. POP GROW (MSA)	TH RATE	1.84%
11		PURCHASING PO PER CAPITA	WER:	SEK 246,674
	PURCHASING POWER: INDEX		111	
		2017 MEDIAN AG	E	39
		2017 TOTAL HOUSEHOLDS		273,734
		MARKET F	PENETR	RATION
		STRATEGY	# OI	F STORE(S)
		Conservative		1
		Moderate		7
		Aggressive		13



Note: As we have not received the clients demographic requirements to determine store capacity in a market, we have made the following assumptions: Conservative is 1 location per market area, Moderate is 1 location per 100,000 people and Aggressive is 1 location per 50,000 people. This can be amended upon receipt of further information.

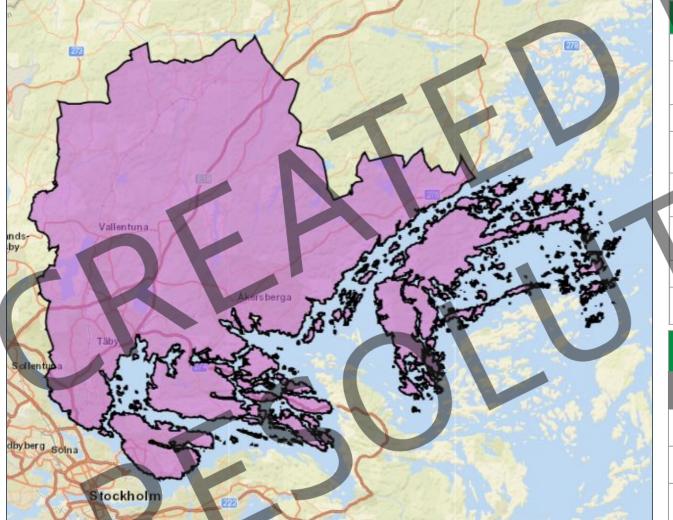
#### **SOLNA-JARFALLA MARKET AREA** MARKET POTENTIAL TOTAL AMOUNT SPENT PER CAPITA SPEND POTENTIAL CONSUMER SPENDING (2017) (SEK) SPENT (SEK) INDEX Recreational & Sports Expenditures 5,982,118,306 9,089 105 Personal & Self Care 3,407,023,074 5,176 103 Clothing Expenditures 5,805,268,181 8,820 109





RE

#### TABY MARKET AREA



#### MARKET FACTS

2017 POPULATION	237,478	
2017 POP DENSITY PER SQ KM	272	
2022 POPULATION	260,145	
ANN. POP GROWTH RATE (MSA)	1.84%	
PURCHASING POWER: PER CAPITA	SEK 310,565	
PURCHASING POWER: INDEX	140	
2017 MEDIAN AGE	40	
2017 TOTAL HOUSEHOLDS	93,350	

#### MARKET PENETRATION

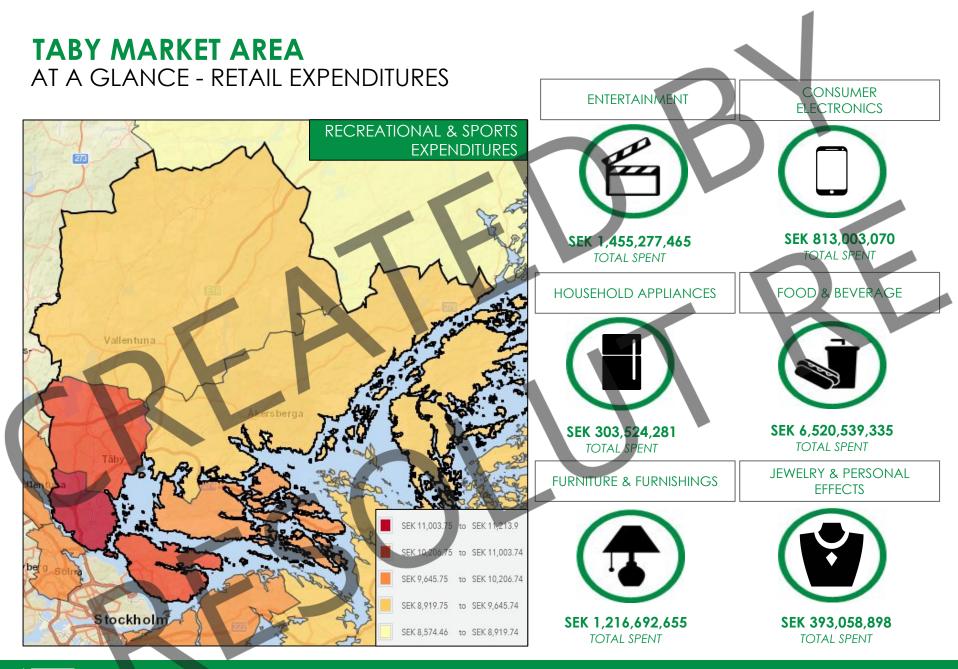
STRATEGY	# OF STORE(S)
Conservative	1
Moderate	2
Aggressive	5



Note: As we have not received the clients demographic requirements to determine store capacity in a market, we have made the following assumptions: Conservative is 1 location per market area, Moderate is 1 location per 100,000 people and Aggressive is 1 location per 50,000 people. This can be amended upon receipt of further information.

TABY MARKET AREA MARKET POTENTIAL			
Consumer spending (2017)	TOTAL AMOUNT SPENT (SEK)	PER CAPITA SPENT (SEK)	SPEND POTENTIAL INDEX
Recreational & Sports Expenditures	2,428,956,654	10,228	118
Personal & Self Care	1,344,495,144	5,662	113
Clothing Expenditures	2,476,100,376	10,427	129







#### NACKA MARKET AREA



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			CTC.
	$\mathbf{NLI}$	TA	CTS

2017 POPULATION	275,928	
2017 POP DENSITY PER SQ KM	248	
2022 POPULATION	302,265	
ANN. POP GROWTH RATE (MSA)	1.84%	
PURCHASING POWER: PER CAPITA	SEK 257,579	
PURCHASING POWER: INDEX	116	
2017 MEDIAN AGE	39	
2017 TOTAL HOUSEHOLDS	109,221	

MARKET PENETRATION		
STRATEGY	# OF STORE(S)	
Conservative	1	
Moderate	3	

6

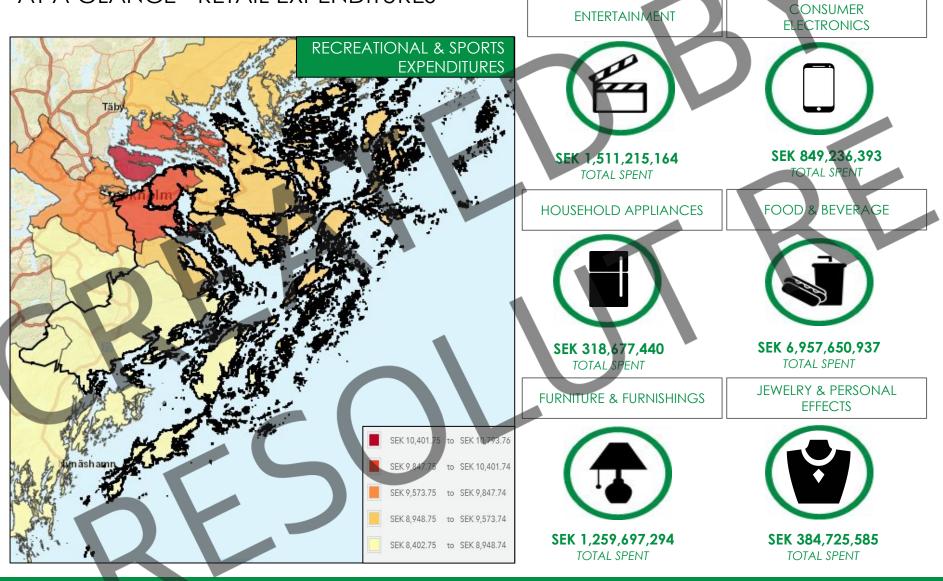


Note: As we have not received the clients demographic requirements to determine store capacity in a market, we have made the following assumptions: Conservative is 1 location per market area, Moderate is 1 location per 100,000 people and Aggressive is 1 location per 50,000 people. This can be amended upon receipt of further information.

#### NACKA MARKET AREA MARKET POTENTIAL TOTAL AMOUNT SPENT PER CAPITA SPEND POTENTIAL CONSUMER SPENDING (2017) (SEK) SPENT (SEK) INDEX Recreational & Sports Expenditures 2,560,805,799 9,281 107 Personal & Self Care 1,449,010,275 5,251 104 Clothing Expenditures 2,526,977,773 9,158



#### **NACKA MARKET AREA** AT A GLANCE - RETAIL EXPENDITURES





# SUMMARY

Market Area	Population [2017]	Pop. Density Per Sq. KM [2017]	Population [2022]	Annual MSA Pop. Growth Rate ['17-'22]	Purchasing Power: Per Capiła [SEK]	Purchasing Power: Index	Median Age [2017]	Total Households [2017]	Store Capacity	
Central Stockholm	700,456	4,831	767,313	1.84%	286,568	129	39	335,483	1-14	
Huddinge- Sodertalje	347,726	228	380,916	1.84%	209,993	94	37	136,134	1-7	
Solna-Jarfalla	658,180	489	721,002	1.84%	246,674	111	39	273,734	1-13	
Taby	237,478	272	260,145	1.84%	310,565	140	40	93,350	1-5	
Nacka	275,928	248	302,265	1.84%	257,579	116	39	109,221	1-6	
	2		5							
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