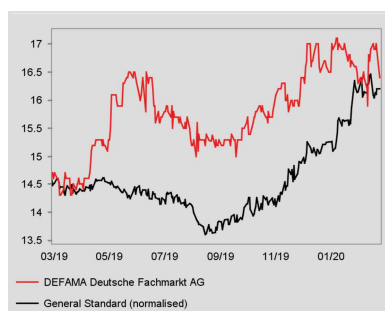


Buy EUR 19.30 Price EUR 16.40 Upside 17.7 %	Value Indicators: EUR NAV (WRe) 21e: 20.20 FFO-Yield 21e: 18.39	Share data: Bloomberg: DEF GR Reuters: DEF.MU ISIN: DE000A13SUL5	Description: Commercial real estate company focused on retail parks in Northern and Eastern Germany
	Market Snapshot: EUR m Market cap: 72.49 No. of shares (m): 4.42 Freefloat MC: 47.12 Ø Trad. Vol. (30d): 62.11 th	Shareholders: Freefloat 65.0 % MSC Invest GmbH 29.0 % Geminus GmbH 4.0 % Supervisory board 2.0 %	Risk Profile (WRe): 2019e LTV: 57.3 % Equity Ratio: 23.2 %

Strong FFO development in 2019; Growth story expected to continue in 2020

Stated Figures Q4/2019:					Comment on Figures:
in EUR m	2019	2019e	2018	+/- in %	
Revenues	11,20	11,25	9,09	23%	<ul style="list-style-type: none"> DEFAMA achieved a strong FFO improvement of 26% to EUR 4.6m in 2019, exceeding its guidance (EUR 4.4m) by 5%. This corresponds to FFOPS of EUR 1.14 (FFO yield 2019 6.9%). Net profit of EUR 2.1m was slightly below DEFAMA's guidance, which we had already anticipated due to additional costs from the successful cap raise. The dividend increase to EUR 0.45 per share (2018: EUR 0.40) is in line with our estimate and is expected to increase further, which should support the share price.
Net profit	2,10	2,09	1,70	23%	
EPS (€)	0,51	0,51	0,44	17%	
FFO	4,60	4,60	3,65	26%	
FFO-margin	41%	41%	40%		
FFOPS (€)	1,14	1,13	0,94	22%	
DPS	0,45	0,45	0,40	13%	

- The outlook for 2020 seems promising. DEFAMA is expecting an FFO increase of ~23% to EUR 5.7m (WRe: EUR 5.67m). Net profit should rise by ~19% to EUR 2.5m (WRe: EUR 2.33m w/o effects from a possible disposal of Radeberg). EPS is expected to improve by 10% due to a higher average number of shares after the cap raise in 2019. These figures include the burden (temporary vacancy & financing costs) from the reconstruction of Radeberg which should lead to lower FFO of approx. EUR 500k in 2020 compared to the previous year.
- The guidance for the annualised FFO should further improve from the last mentioned EUR 6.5m (incl. proceeds from the possible purchase of four properties) to EUR 7m at the end of 2020. In our view, this is a good indication that DEFAMA is well on track to again exceed its own target range for an acquisition volume of EUR 15-20m p.a. The pipeline looks well filled, despite the fact that DEFAMA remains selective in terms of pricing and quality.
- DEFAMA has available cash of EUR 4-5m for further acquisitions and portfolio optimisation. Assuming a threshold of EUR 1.5m cash, the potential acquisition volume would be EUR 20m without considering a disposal or a higher mortgaging of Radeberg.
- We confirm our Buy recommendation and our price target of EUR 19.30.

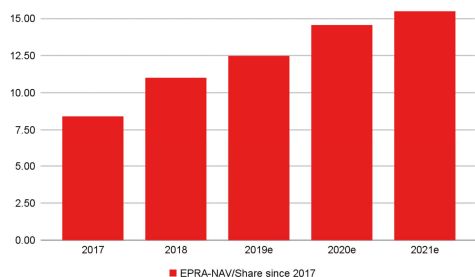


Rel. Performance vs General	
1 month:	-4.0 %
6 months:	-12.2 %
Year to date:	-6.8 %
Trailing 12 months:	-1.1 %

Company events:
18.06.20 HV

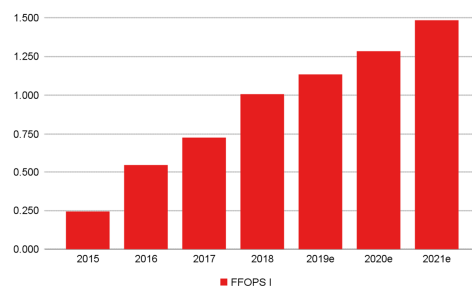
FY End: 31.12. in EUR m	CAGR (18-21e)	2015	2016	2017	2018	2019e	2020e	2021e
Rental income		1.01	3.44	5.83	9.09	11.25	14.03	16.31
Change yoy		n.a.	240.6 %	69.5 %	55.9 %	23.8 %	18.8 %	16.2 %
EBIT		0.46	1.67	2.67	3.59	4.45	12.20	6.59
FFO I		0.53	1.59	2.58	3.65	4.60	5.67	6.56
FFO I-margin		52.2 %	46.2 %	44.3 %	40.1 %	40.9 %	40.4 %	40.2 %
EBT		0.36	1.11	1.77	2.25	2.74	10.24	4.31
Net income		0.30	0.89	1.36	1.68	2.09	8.33	3.29
EPS		0.13	0.25	0.38	0.46	0.51	1.88	0.74
FFOPS I		0.24	0.54	0.73	1.01	1.13	1.28	1.48
DPS		0.10	0.20	0.34	0.40	0.45	0.51	0.59
Dividend Yield		n.a.	3.8 %	3.8 %	3.4 %	2.8 %	3.1 %	3.6 %
Book Value / Share		2.57	3.00	3.18	4.10	5.40	6.78	6.93
P / E		n.a.	20.9 x	23.2 x	25.0 x	31.8 x	8.7 x	22.0 x
Price / Book		n.a.	1.4 x	2.8 x	2.6 x	3.0 x	2.4 x	2.4 x
P / NAVPS		n.a.	1.0 x	1.1 x	1.2 x	1.5 x	1.2 x	1.2 x
FFO I-Yield		n.a.	10.4 %	8.2 %	8.7 %	6.9 %	7.8 %	9.0 %
ROE		n.a.	10.9 %	12.4 %	12.3 %	10.5 %	30.9 %	10.9 %
LTV		50.8 %	38.9 %	55.7 %	59.9 %	57.3 %	55.3 %	58.2 %
Guidance:	2019e: FFO of EUR ~4.4m, Net profit (HGB) of EUR 2.2m							

EPRA-NAV per share development in EUR



Source: Warburg Research

FFO per share development in EUR



Source: Warburg Research

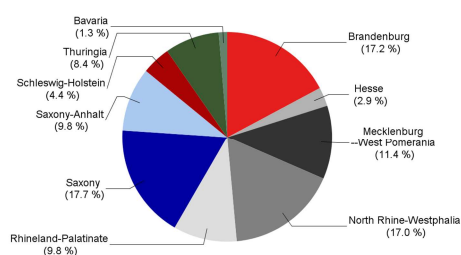
Company Background

- Founded in 2014 and headquartered in Berlin, DEFAMA focuses on the acquisition, ownership and management of retail parks in German small and medium-sized cities, predominantly in Northern and Eastern Germany.
- The investment strategy is to "buy and hold" assets with high occupancy and minor capex needs for a maximum purchase price of 9x annual rent.
- Investment volumes are EUR 1 - 5 million per asset. Anchor tenants are nationwide retailers.

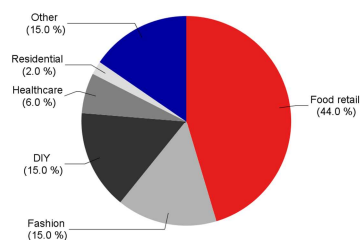
Competitive Quality

- Real estate competence: founder, major shareholder and CEO Matthias Schrade, previously oversaw as a board member responsible for acquisitions for a non-listed real estate company based in Munich.
- Unique focus: the company competes for assets that are too large for individual investors and too small for institutional investors and can "buy low".
- Strong access to local public banks networks, for whom real estate financings for DEFAMA projects are large and important deals. They in turn know smaller tenants well.
- Focus on leading centers in smaller cities ("big fish in a small pond").

Geographical breakdown of rental income % of total rental income



Rental income by sector % of rental income



Source: Warburg Research

Valuation							
	2015	2016	2017	2018	2019e	2020e	2021e
P / E	n.a.	20.9 x	23.2 x	25.0 x	31.8 x	8.7 x	22.0 x
P / NAVPS	n.a.	1.0 x	1.1 x	1.2 x	1.5 x	1.2 x	1.2 x
Price / Book	n.a.	1.4 x	2.8 x	2.6 x	3.0 x	2.4 x	2.4 x
P / FFOPS I	n.a.	9.6 x	12.2 x	11.5 x	14.5 x	12.8 x	11.1 x
FFO I-Yield	n.a.	10.4 %	8.2 %	8.7 %	6.9 %	7.8 %	9.0 %
ROE	n.a.	10.9 %	12.4 %	12.3 %	10.5 %	30.9 %	10.9 %
Equity Ratio	32 %	32 %	21 %	19 %	23 %	24 %	22 %

Company Specific Items							
	2015	2016	2017	2018	2019e	2020e	2021e
EPRA-NAV/Share since 2017	3.28	5.14	8.42	11.02	12.49	14.56	15.49
Vacancy Rate	2.5 %	2.7 %	2.7 %	4.3 %	5.0 %	5.0 %	4.0 %

Consolidated profit and loss

In EUR m	2015	2016	2017	2018	2019e	2020e	2021e
Total Sales	1.01	3.44	5.83	9.09	11.25	14.03	16.31
Rental income	1.01	3.44	5.83	9.09	11.25	14.03	16.31
Change yoy	n.a.	240.6 %	69.5 %	55.9 %	23.8 %	18.8 %	16.2 %
Property operating costs	0.15	0.60	1.24	2.21	2.47	3.30	3.83
Property management costs	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Rental profit	0.86	2.84	4.58	6.87	8.77	10.74	12.48
Income from property sales	0.00	0.00	0.00	0.00	0.00	6.50	0.00
Other revenues	0.00	0.11	0.12	0.08	0.11	0.14	0.13
Gross profit	0.87	2.95	4.70	6.95	8.89	17.38	12.61
Administration expenses	0.12	0.38	0.35	0.70	0.70	1.19	1.39
Personnel expenses	0.05	0.20	0.47	0.72	0.94	1.18	1.37
Other operating income/expenses	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Unfrequent items	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.
EBITDA	0.69	2.36	3.89	5.53	6.82	15.00	9.85
Valuation result	0.00	0.00	0.00	0.00	0.00	6.50	0.00
Depreciation of fixed assets	-0.23	0.69	1.22	1.95	2.36	2.81	3.26
EBITA	0.46	1.67	2.67	3.59	4.45	12.20	6.59
Amortisation of intangible assets/Goodwill	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EBIT	0.46	1.67	2.67	3.59	4.45	12.20	6.59
Interest income	0.01	0.00	0.00	0.00	0.00	0.00	0.00
Interest expenses	0.11	0.56	0.90	1.34	1.71	1.95	2.28
Other financial income (loss)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Financial result	-0.11	-0.56	-0.90	-1.34	-1.71	-1.95	-2.28
EBT	0.36	1.11	1.77	2.25	2.74	10.24	4.31
<i>Margin</i>	<i>35.4 %</i>	<i>32.2 %</i>	<i>30.4 %</i>	<i>24.8 %</i>	<i>24.4 %</i>	<i>73.0 %</i>	<i>26.4 %</i>
Total taxes	-0.06	-0.22	-0.41	-0.55	-0.63	-0.64	-0.64
thereof cash taxes	-0.06	-0.22	-0.41	-0.55	-0.63	-1.90	-0.99
Net income from continuing operations	0.30	0.89	1.36	1.70	2.11	8.35	3.32
Income from discontinued operations (net of tax)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Net income before minorities	0.30	0.89	1.36	1.70	2.11	8.35	3.32
Minority interest	0.00	0.00	0.00	0.02	0.02	0.02	0.02
Net income	0.30	0.89	1.36	1.68	2.09	8.33	3.29
Number of shares, average	2.16	2.92	3.55	3.62	4.06	4.42	4.42
FFO (II)	0.53	1.59	2.58	3.65	4.60	5.67	6.56
<i>FFO I-margin</i>	<i>52.2 %</i>	<i>46.2 %</i>	<i>44.3 %</i>	<i>40.1 %</i>	<i>40.9 %</i>	<i>40.4 %</i>	<i>40.2 %</i>
FFOPS I	0.24	0.54	0.73	1.01	1.13	1.28	1.48
EPS	0.13	0.25	0.38	0.46	0.51	1.88	0.74
EPS adj.	0.13	0.25	0.38	0.43	0.47	1.88	0.74

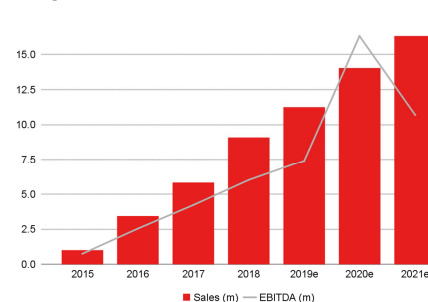
*Adjustments made for:

Guidance: 2019e: FFO of EUR ~4.4m, Net profit (HGB) of EUR 2.2m**Financial Ratios**

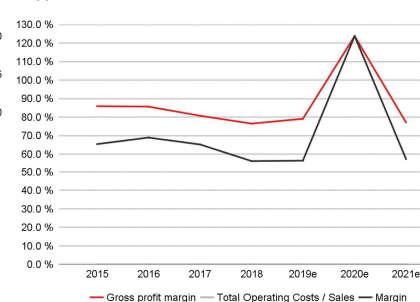
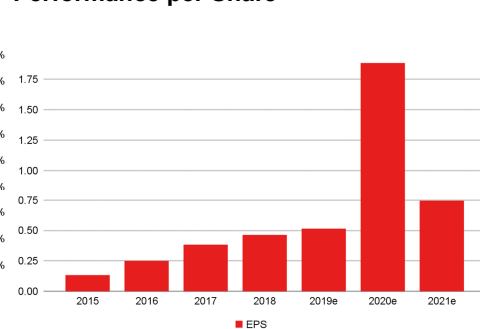
	2015	2016	2017	2018	2019e	2020e	2021e
Property operating costs / Rental Income	14.4 %	17.3 %	21.4 %	24.4 %	22.0 %	23.5 %	23.5 %
Operating Leverage (Real Estate)	n.a.	1.3 x	2.3 x	2.5 x	5.3 x	6.6 x	7.1 x
Rental profit / interest expenses	7.5 x	5.1 x	5.1 x	5.1 x	5.1 x	5.5 x	5.5 x

Sales, EBITDA

in EUR m

**Operating Performance**

in %

**Performance per Share**

Source: Warburg Research

Source:

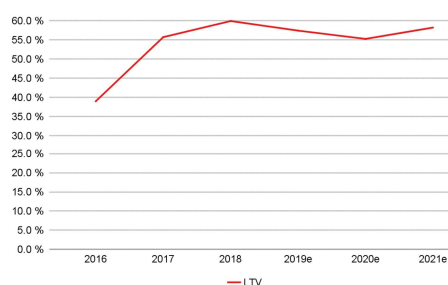
Source: Warburg Research

Consolidated balance sheet

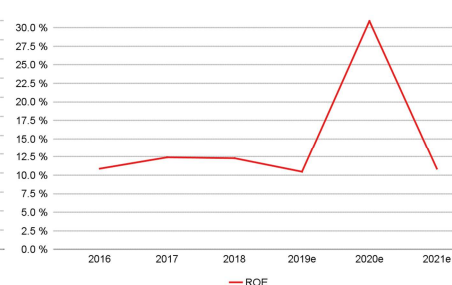
In EUR m	2015	2016	2017	2018	2019e	2020e	2021e
Assets							
Goodwill and other intangible assets	0.00	0.01	0.01	0.01	0.00	0.00	0.00
thereof other intangible assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00
thereof Goodwill	0.00	0.01	0.01	0.01	0.00	0.00	0.00
Property, plant and equipment	0.00	0.03	0.03	0.08	0.08	0.08	0.08
Investment properties	14.23	31.41	51.96	81.10	98.74	110.31	127.05
Financial assets	0.04	0.05	0.24	0.26	0.26	0.26	0.26
Other long-term assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Fixed assets	14.28	31.50	52.24	81.44	99.08	110.65	127.39
Inventories	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Accounts receivable	0.04	0.12	0.22	0.51	0.00	0.51	0.51
Liquid assets	3.71	1.46	2.49	2.80	4.44	14.37	13.35
Other short-term assets	-1.52	1.97	0.83	0.59	-0.02	-10.46	-9.44
Current assets	3.83	1.75	3.17	4.34	5.55	15.48	14.46
Total Assets	18.10	33.25	55.41	85.79	104.63	126.13	141.85
Liabilities and shareholders' equity							
Subscribed capital	2.23	3.55	3.55	3.90	4.42	4.42	4.42
Capital reserve	2.21	6.15	6.15	10.03	17.31	17.31	17.31
Retained earnings	1.28	0.94	1.59	2.06	2.15	8.24	8.91
Other equity components	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Shareholders' equity	5.72	10.64	11.29	15.99	23.88	29.97	30.64
Minority interest	0.00	0.00	0.10	0.38	0.38	0.38	0.38
Provisions	0.06	0.20	0.36	1.01	0.43	0.43	0.43
thereof provisions for pensions and similar obligations	0.03	0.10	0.18	0.21	0.21	0.21	0.21
Financial liabilities (total)	12.24	20.83	43.07	67.79	78.10	93.37	108.24
thereof short-term financial liabilities	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Accounts payable	0.02	0.08	0.19	0.30	0.30	0.30	0.30
Other liabilities	0.07	1.51	0.51	0.70	1.93	2.07	2.25
Liabilities	12.38	22.61	44.13	69.79	80.75	96.17	111.21
Total liabilities and shareholders' equity	18.10	33.25	55.41	85.79	104.63	126.13	141.85

Financial Ratios

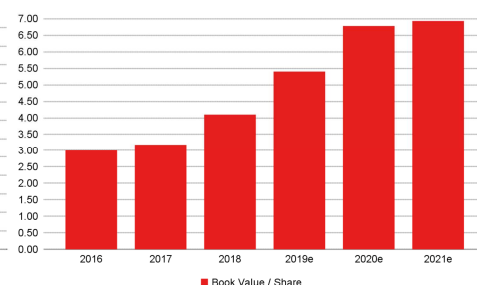
	2015	2016	2017	2018	2019e	2020e	2021e
Return on Capital							
ROA	n.a.	3.5 %	3.1 %	2.4 %	2.2 %	7.2 %	2.5 %
ROE	n.a.	10.9 %	12.4 %	12.3 %	10.5 %	30.9 %	10.9 %
FFO I / Equity	n.a.	0.2 x	0.2 x	0.3 x	0.2 x	0.2 x	0.2 x
Solvency							
Net Debt	8.56	19.46	40.76	65.20	73.88	79.21	95.10
Net Financial Debt	8.53	19.37	40.58	64.99	73.66	79.00	94.89
Net Fin. Debt / EBITDA	12.3 x	8.2 x	10.4 x	11.7 x	10.8 x	5.3 x	9.6 x
LTV	50.8 %	38.9 %	55.7 %	59.9 %	57.3 %	55.3 %	58.2 %
Equity Ratio	31.6 %	32.0 %	20.5 %	19.1 %	23.2 %	24.1 %	21.9 %

LTV

Source: Warburg Research

ROE
in %

Source: Warburg Research

Book Value per Share
in EUR

Source: Warburg Research

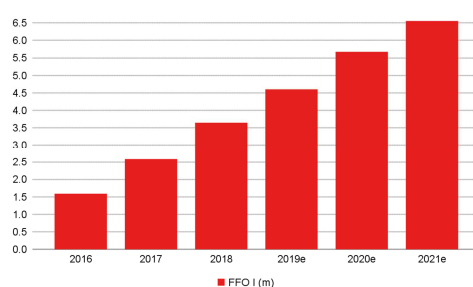
Consolidated cash flow statement

In EUR m	2015	2016	2017	2018	2019e	2020e	2021e
Net cash provided by operating activities [1]	0.36	1.65	2.76	3.42	4.57	11.27	6.72
Net cash provided by investing activities [2]	-14.32	-17.92	-21.95	-31.12	-20.00	-9.00	-20.00
Net cash provided by financing activities [3]	3.71	14.02	20.23	28.01	17.06	7.50	12.26
Change in liquid funds [1]+[2]+[3]	n.a.	-2.25	1.03	0.31	1.64	9.78	-1.02
Effects of exchange-rate changes on cash	n.a.	0.00	0.00	0.00	0.00	0.00	0.00
Cash and cash equivalent at end of period	n.a.	1.46	2.49	2.80	4.44	14.37	13.35

Financial Ratios

	2015	2016	2017	2018	2019e	2020e	2021e
Cash Flow							
FFO (II)	0.53	1.59	2.58	3.65	4.60	5.67	6.56
FFOPS I	0.24	0.54	0.73	1.01	1.13	1.28	1.48
FFOPS I diluted	0.24	0.45	0.73	0.94	1.04	1.28	1.48
FFO I-Yield	n.a.	10.4 %	8.2 %	8.7 %	6.9 %	7.8 %	9.0 %
FFO I-margin	52.2 %	46.2 %	44.3 %	40.1 %	40.9 %	40.4 %	40.2 %
Interest Paid / Avg. Debt	n.a.	3.4 %	2.8 %	2.4 %	2.3 %	2.3 %	2.3 %
Management of Funds							
Capex/Investment Properties	n.a.	-57.0 %	-42.3 %	-38.4 %	-20.3 %	-8.2 %	-15.7 %
Avg. Working Capital / Sales	n.a.	0.9 %	0.7 %	1.4 %	-0.4 %	-0.3 %	1.3 %
Dividend Payout Ratio	72.8 %	65.7 %	88.6 %	85.1 %	87.1 %	27.2 %	79.1 %

FFO



Source: Warburg Research

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The valuation underlying the investment recommendation for the company analysed here is based on generally accepted and widely used methods of fundamental analysis, such as e.g. DCF Model, Free Cash Flow Value Potential, NAV, Peer Group Comparison or Sum of the Parts Model (see also <http://www.mmwarburg.de/disclaimer/disclaimer.htm#Valuation>). The result of this fundamental valuation is modified to take into consideration the analyst's assessment as regards the expected development of investor sentiment and its impact on the share price.

Independent of the applied valuation methods, there is the risk that the price target will not be met, for instance because of unforeseen changes in demand for the company's products, changes in management, technology, economic development, interest rate development, operating and/or material costs, competitive pressure, supervisory law, exchange rate, tax rate etc. For investments in foreign markets and instruments there are further risks, generally based on exchange rate changes or changes in political and social conditions.

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Company	Disclosure	Link to the historical price targets and rating changes (last 12 months)
DEFAMA Deutsche Fachmarkt AG	2, 4, 5	http://www.mmwarburg.com/disclaimer/disclaimer_en/DE000A13SUL5.htm

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Investment recommendation: expected direction of the share price development of the financial instrument up to the given price target in the opinion of the analyst who covers this financial instrument.

-B-	Buy:	The price of the analysed financial instrument is expected to rise over the next 12 months.
-H-	Hold:	The price of the analysed financial instrument is expected to remain mostly flat over the next 12 months.
-S-	Sell:	The price of the analysed financial instrument is expected to fall over the next 12 months.
“-“	Rating suspended:	The available information currently does not permit an evaluation of the company.

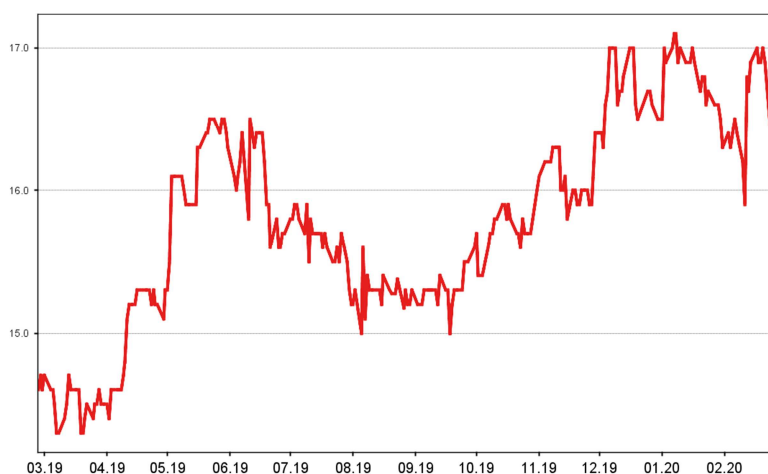
WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING

Rating	Number of stocks	% of Universe
Buy	117	57
Hold	72	35
Sell	10	5
Rating suspended	5	2
Total	204	100

WARBURG RESEARCH GMBH – ANALYSED RESEARCH UNIVERSE BY RATING ...

... taking into account only those companies which were provided with major investment services in the last twelve months.

Rating	Number of stocks	% of Universe
Buy	34	81
Hold	6	14
Sell	0	0
Rating suspended	2	5
Total	42	100

PRICE AND RATING HISTORY DEFAMA DEUTSCHE FACHMARKT AG AS OF 25.02.2020

Markings in the chart show rating changes by Warburg Research GmbH in the last 12 months. Every marking details the date and closing price on the day of the rating change.

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