(CDAX, Real Estate, DEF GR)



D		Value Indicators:	EUR	Warburg ESG Risk Score:	2.4	Description:	
Buy		NAV (WRe) 25e:	33.29	ESG Score (MSCI based):	3.0	Commercial real estate co	mpany
		FFO-Yield 25e:	29.39	Balance Sheet Score:	3.3	focused on retail parks in I	Northern
EUR 31.3	(EUR 30.70)			Market Liquidity Score:	1.0	and Eastern Germany	
		Market Snapshot:	EUR m	Shareholders:		Key Figures (WRe):	2023e
		Market cap:	122.40	Freefloat	72.00 %	LTV:	58.8 %
Price	EUR 25.50	No. of shares (m):	4.80	MSC Invest GmbH	26.00 %	Equity Ratio:	19.9 %
Upside	22.7 %	EV:	304.78	Supervisory board	2.00 %		
		Freefloat MC:	88.13				
		Ø Trad. Vol. (30d):	65.99 th				

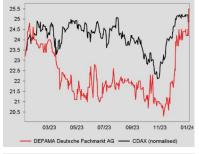
Successful sale of a vacant property increases available liquidity

- At the end of 2023, DEFAMA announced the sale of a vacant building in Höhn. The building was part of the existing and almost fully let shopping park in Höhn. The property was purchased in 2017 for a total investment volume of EUR 600k. Since then, DEFAMA received around the same amount in rent before it was vacated.
- The selling price of around EUR 1.2m is about double the acquisition price, which results in a very attractive return. After taxes, this leads to a liquidity inflow of EUR ~1m, which the company can invest in its growth pipeline on the acquisition side. The positive contribution to pre-tax earnings should be around EUR 600k. According to DEFAMA, further sales negotiations for individual properties are at an advanced stage and announcements can be expected in the coming months. We assume that the multiples of the properties to be sold will be higher than the multiples currently paid by the company itself, as such sales are only pursued very opportunistically. As the property in Höhn was vacant, the sale will not have a negative effect on FFO but could reduce the interest burden as borrowing might be lower.
- The full-year targets for 2023 are likely to have been well achieved. The annualised FFO was EUR 11.3m and thus slightly above the target of EUR 11m. The guidance for FFO should be achieved at EUR 9.8m and should already include the acquisition costs for the properties in Heinsberg, Zell am Aichelberg and Grevesmühlen, which did not contribute to rental income in 2023. With the successful property sale, net income (WRe: EUR 4.35m) should exceed the target of EUR 4m, but the outperformance should be below the after-tax effect of the sale (WRe: EUR 475k) due to the mentioned transaction costs.
- We view the management's opportunistic sales, such as the sale of the vacant building in Höhn, as positive. The sales made in Sonnefeld and Löwenberg in 2022 with a pre-tax profit of EUR ~2.3m are also highly value-enhancing. With the increase in equity, the company was able to underpin all five acquisitions made in 2023 with equity in the overall financing. In addition, rental income multiplied from around EUR 420k to around EUR 3.2m and the FFO contribution from around EUR ~200k to EUR 900k. Further opportunistic sales should therefore also offer the potential to grow the portfolio without having to resort to a capital measure.
- We reiterate our Buy recommendation and increase our price target to EUR 31.3 which is based on our 2025 estimates (previous based on 2024e).

Changes in E	stimates:					
FY End: 31.12. in EUR m	2023e (old)	+/-	2024e (old)	+ / -	2025e (old)	+/-
FFO I	9.83	-0.4 %	11.05	1.6 %	12.37	0.6 %
FFOPS I	2.05	-0.4 %	2.30	1.6 %	2.58	0.6 %
Net income	3.94	10.5 %	4.40	3.0 %	5.35	-3.0 %
EPS	0.82	10.5 %	0.92	3.0 %	1.11	-3.0 %

Comment on Changes:

- We include transaction costs for properties contributing to rental income in 2024. We slightly increase our FFO estimates based on a higher top line than previously expected.
- Our higher estimate for net income in 2023 is driven by the positive effect
 of the sale of the property in Höhn. The adjustments in 2024 and 2025
 were also driven by updated tax assumptions (other taxes) as well as the
 higher top line.



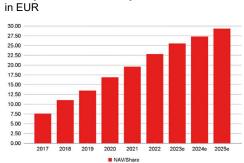
Rel. Performance vs CDAX: 1 month: 13.1 % 6 months: 13.1 % Year to date: 6.6 % Trailing 12 months: 0.5 %

E)/ E 0/ /0	24.00							
FY End: 31.12. in EUR m	CAGR	2019	2020	2021	2022	2023e	2024e	2025e
III EUR III	(22-25e)	2019	2020	2021	2022	2023e	20246	20256
Rental income		9.53	12.19	14.55	17.25	20.11	23.22	25.29
Change yoy		25.1 %	27.9 %	19.4 %	18.6 %	16.6 %	15.5 %	8.9 %
EBIT		4.50	5.62	9.11	10.08	9.61	10.68	11.73
FFO I		4.62	5.87	7.06	8.58	9.79	11.23	12.45
FFO I-margin		48.4 %	48.2 %	48.5 %	49.7 %	48.7 %	48.4 %	49.2 %
EBT		2.78	3.49	6.51	7.18	5.83	6.14	6.98
Net income		2.06	2.51	5.04	5.39	4.35	4.53	5.19
EPS		0.51	0.57	1.14	1.15	0.91	0.94	1.08
FFOPS I		1.14	1.33	1.60	1.82	2.04	2.34	2.59
DPS		0.45	0.48	0.51	0.54	0.57	0.60	0.64
Dividend Yield		2.9 %	2.7 %	2.3 %	2.1 %	2.2 %	2.4 %	2.5 %
Book Value / Share		5.50	5.61	6.27	8.53	8.86	9.21	9.65
P/E		30.1 x	30.9 x	19.5 x	22.0 x	28.1 x	27.0 x	23.6 x
Price / Book		2.5 x	3.1 x	3.5 x	2.9 x	2.9 x	2.8 x	2.6 x
P / NAVPS		1.1 x	1.0 x	1.1 x	1.1 x	1.0 x	0.9 x	0.9 x
FFO I-Yield		7.5 %	7.6 %	7.2 %	7.2 %	8.0 %	9.2 %	10.2 %
ROE		10.2 %	10.2 %	19.2 %	15.7 %	10.4 %	10.4 %	11.5 %
LTV		58.2 %	60.2 %	61.3 %	59.7 %	58.8 %	60.9 %	60.8 %
Guidance:	in EUR; 202	3: FFO of ~9.8	m, Net profit	(HGB) of ~4	.0m; 2025: FI	FO (a) = 13m		

Company events:



NAV per share development



Source: Warburg Research

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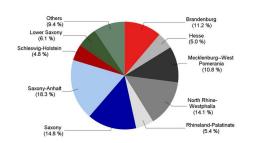
Company Background

- 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 purchase price of ~10x annual rent.
- Investment volumes are EUR 1 5 million per asset. Anchor tenants are nationwide retailers.

Competitive Quality

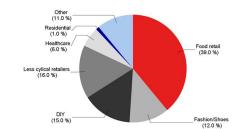
- Real estate competence: founder, major shareholder and CEO Matthias Schrade, previously oversaw as a board member responsible for acquisitions for a non-listed real estate company based in Munich.
- Unique focus: the company competes for assets that are too large for individual investors and too small 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").

Geogr. breakdown of rental income % of total rental income



Source: Warburg Research

Rental income by sector % of rental income



Source: Warburg Research

Fair Value per share (EUR)



NAV

Rent multiplier 2025

		11.5	12.0	12.5	13.0	13.5	14.0	14.5
Investment Properties		321.9	335.9	349.9	363.8	377.8	405.8	405.8
Cash		1.1	1.1	1.1	1.1	1.1	1.1	1.1
Other assets		11.1	11.1	11.1	11.1	11.1	11.1	11.1
Total assets		334.0	348.0	362.0	376.0	390.0	418.0	418.0
- Liabilities		199.3	199.3	199.3	199.3	199.3	199.3	199.3
- Minority interest		0.4	0.4	0.4	0.4	0.4	0.4	0.4
NAV		134.3	148.3	162.3	176.3	190.3	218.3	218.3
NAV per share		27.99	30.90	33.82	36.73	39.65	45.48	45.48
Fair value (12 months)					33.29			
Net rental yield		8.7%	8.3%	8.0%	7.7%	7.4%	7.1%	6.9%
12.5	FFO-yield	7.25% 7.	50% 7.	75% 8	.00% 8	.25% 8.	50% 8.7	75%

34.60

35.79

Fair value 12 months forward 29.39

33.48

32.43

31.45

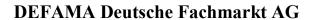
30.53

29.65



Valuation							
	2019	2020	2021	2022	2023e	2024e	2025e
P/E	30.1 x	30.9 x	19.5 x	22.0 x	28.1 x	27.0 x	23.6 x
P / NAVPS	1.1 x	1.0 x	1.1 x	1.1 x	1.0 x	0.9 x	0.9 x
Price / Book	2.5 x	3.1 x	3.5 x	2.9 x	2.9 x	2.8 x	2.6 x
P / FFOPS I	13.4 x	13.2 x	13.9 x	13.8 x	12.5 x	10.9 x	9.8 x
FFO I-Yield	7.5 %	7.6 %	7.2 %	7.2 %	8.0 %	9.2 %	10.2 %
ROE	10.2 %	10.2 %	19.2 %	15.7 %	10.4 %	10.4 %	11.5 %
Equity Ratio	24 %	18 %	18 %	21 %	20 %	19 %	19 %

Company Specific Items									
	2019	2020	2021	2022	2023e	2024e	2025e		
NAV/Share	13.46	16.86	19.61	22.80	25.56	27.33	29.33		
Vacancy Rate	4.0 %	3.7 %	5.0 %	6.2 %	5.0 %	4.0 %	4.0 %		

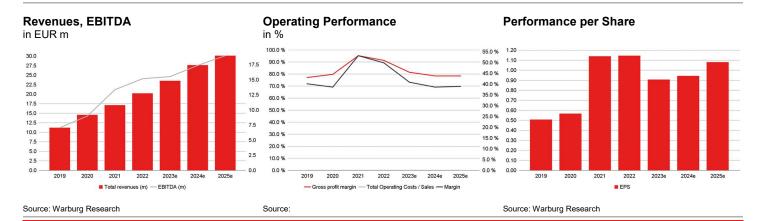


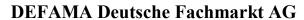


Consolidated profit and loss							
In EUR m	2019	2020	2021	2022	2023e	2024e	2025
Total revenues	11.21	14.58	17.13	20.23	23.52	27.64	30.11
Rental income	9.53	12.19	14.55	17.25	20.11	23.22	25.29
Change yoy	25.1 %	27.9 %	19.4 %	18.6 %	16.6 %	15.5 %	8.9 %
Property operating costs	2.63	3.08	4.05	4.24	5.17	6.49	7.08
Property management costs	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Rental profit	8.57	11.49	13.08	15.98	18.34	21.14	23.03
Income from property sales	0.00	0.00	2.77	2.26	0.00	0.00	0.00
Other revenues	0.07	0.12 11.62	0.47 16.32	0.22	0.84	0.55 21.70	0.60
Gross profit	8.64			18.46	19.18		23.64
Administration expenses	0.70	0.81	0.98	1.23	1.87	2.32	2.50
Personnel expenses	1.04	1.50	1.88	1.98	1.72	1.93	2.08
Other operating income/expenses	0.00	-0.31	-0.11	-0.08	-0.08	-0.08	-0.08
Unfrequent items EBITDA	n.a. 7.04	n.a. 8.99	n.a. 13.35	n.a. 15.18	n.a. 15.52	n.a. 17.36	n.a 18.9 8
Valuation result	0.00	0.00	n.a.	n.a.	0.00	0.00	0.00
Depreciation of fixed assets	2.55	3.36	4.24	5.10	5.90	6.69	7.26
EBITA Amortisation of intangible assets/Goodwill	4.50 0.00	5.62 0.00	9.11 0.00	10.08 0.00	9.61 0.00	10.68 0.00	11.73
EBIT	4.50	5.62	9.11	10.08	9.61	10.68	11.73
Interest income	0.01	0.01	0.01	0.01	0.00	0.00	0.00
Interest expenses	1.73	2.14	2.61	2.91	3.78	4.54	4.74
Other financial income (loss)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Financial result	-1.72	-2.13	-2.60	-2.90	-3.78	-4.54	-4.74
EBT	2.78	3.49	6.51	7.18	5.83	6.14	6.98
Margin	24.8 %	24.0 %	38.0 %	35.5 %	24.8 %	22.2 %	23.2 %
Total taxes	-0.71	-0.71	-0.71	-1.78	-1.47	-1.60	-1.79
thereof cash taxes	-0.42	-0.42	-0.42	-1.22	-0.83	-0.93	-1.06
Net income from continuing operations	2.07	2.51	5.04	5.40	4.36	4.54	5.20
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	2.07	2.51	5.04	5.40	4.36	4.54	5.20
Minority interest	0.01	0.00	0.00	0.01	0.01	0.01	0.0
Net income	2.06	2.51	5.04	5.39	4.35	4.53	5.19
Number of shares, average	4.05	4.42	4.42	4.71	4.80	4.80	4.80
FFO (II)	4.62	5.87	7.06	8.58	9.79	11.23	12.4
FFO I-margin FFOPS I	48.4 %	48.2 %	48.5 %	49.7 %	48.7 %	48.4 %	49.2 %
EPS	1.14 0.51	1.33 0.57	1.60 1.14	1.82 1.15	2.04 0.91	2.34 0.94	2.59 1.08
EPS adj.	0. 5 1 0.47	0.57 0.57	1.1 4 1.14	1.1 5 1.12	0.91 0.81	0. 94 0.94	1.08
Li o auj.	0.47	0.57	1.14	1.12	0.01	0.54	1.00

Guidance: in EUR; 2023: FFO of ~9.8m, Net profit (HGB) of ~4.0m; 2025: FFO (a) = 13m

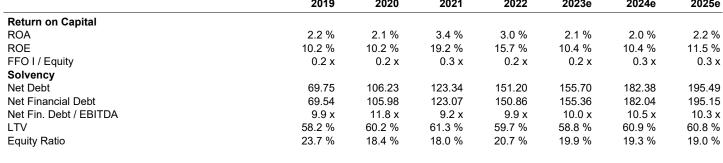
Financial Ratios									
	2019	2020	2021	2022	2023e	2024e	2025e		
Property operating costs / Rental Income	27.6 %	25.3 %	27.8 %	24.6 %	25.7 %	28.0 %	28.0 %		
Operating Leverage (Real Estate)	5.0 x	4.6 x	6.2 x	6.5 x	6.9 x	7.4 x	12.4 x		
Rental profit / interest expenses	5.0 x	5.4 x	5.0 x	5.5 x	4.9 x	4.7 x	4.9 x		

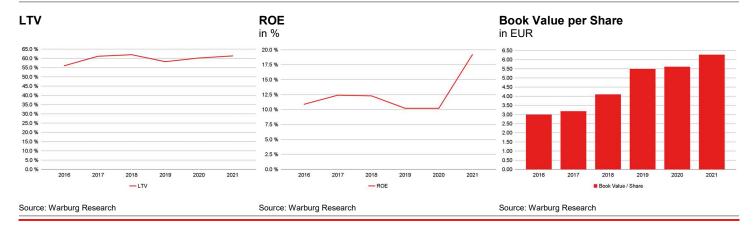






In EUR m Assets Goodwill and other intangible assets thereof other intangible assets thereof Goodwill Property, plant and equipment Investment properties Financial assets	0.03 0.00 0.03	0.02	2021	2022	2023e	2024e	2025
Goodwill and other intangible assets thereof other intangible assets thereof Goodwill Property, plant and equipment Investment properties Financial assets	0.00 0.03						
thereof other intangible assets thereof Goodwill Property, plant and equipment Investment properties Financial assets	0.00 0.03						
thereof Goodwill Property, plant and equipment Investment properties Financial assets	0.03	0.00	0.02	0.01	0.01	0.01	0.0
Property, plant and equipment Investment properties Financial assets		0.00	0.00	0.00	0.00	0.00	0.00
Investment properties Financial assets		0.02	0.02	0.01	0.01	0.01	0.0
Financial assets	0.11	1.39	1.29	1.13	1.14	1.15	1.16
	93.14	127.79	147.57	183.67	191.05	219.21	234.2
	1.70	0.12	1.37	1.22	1.22	1.22	1.22
Other long-term assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Fixed assets	94.98	129.33	150.25	186.03	193.42	221.59	236.64
Inventories	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Accounts receivable	0.00	0.80	0.96	6.20	6.32	6.45	6.58
Liquid assets	6.98	4.28	1.52	3.67	14.24	1.20	1.06
Other short-term assets	2.31	2.30	3.53	3.44	2.04	2.08	2.12
Current assets	9.29	7.38	6.01	13.31	22.60	9.73	9.76
Total Assets	104.28	136.71	156.26	199.33	216.02	231.32	246.40
Liabilities and shareholders' equity							
Subscribed capital	4.42	4.42	4.42	4.80	4.80	4.80	4.80
Capital reserve	17.31	17.31	17.31	27.19	27.19	27.19	27.19
Retained earnings	2.56	3.07	5.99	8.93	10.55	12.20	14.31
Other equity components	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Shareholders' equity	24.29	24.81	27.72	40.92	42.54	44.19	46.31
Minority interest	0.39	0.40	0.40	0.41	0.41	0.41	0.41
Provisions	0.43	0.51	0.53	0.68	0.68	0.68	0.68
thereof provisions for pensions and similar obligations	0.21	0.25	0.26	0.34	0.34	0.34	0.34
Financial liabilities (total)	76.52	110.25	124.59	154.53	169.60	183.24	196.2
Short-term financial liabilities	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Accounts payable	0.51	0.29	0.96	0.64	0.64	0.64	0.64
Other liabilities	2.54	0.86	2.46	2.56	2.57	2.57	2.57
Liabilities	79.99	111.91	128.54	158.41	173.48	187.13	200.10
Total liabilities and shareholders' equity	104.28	136.71	156.26	199.33	216.02	231.32	246.40
Financial Ratios							
- manoiai rianoo	2019	2020	2021	2022	2023e	2024e	2025
Return on Capital							
ROA	2.2 %	2.1 %	3.4 %	3.0 %	2.1 %	2.0 %	2.2 %
ROE	10.2 %	10.2 %	19.2 %	15.7 %	10.4 %	10.4 %	11.5 %
FFO I / Equity	0.2 x	0.2 x	0.3 x	0.2 x	0.2 x	0.3 x	0.3
Solvency	0.2 A	U.Z A	0.0 A	U.Z A	0.2 A	0.5 A	0.37
Net Debt	69.75	106.23	123.34	151.20	155.70	182.38	195.49
Net Financial Debt	69.54	105.23	123.34	150.86	155.76	182.04	195.48







Consolidated cash flow statement							
In EUR m	2019	2020	2021	2022	2023e	2024e	2025e
Net cash provided by operating activities [1]	3.80	4.96	7.41	10.86	10.09	11.05	12.28
Net cash provided by investing activities [2]	-16.09	-37.91	-22.39	-43.56	-12.00	-35.00	-22.50
Net cash provided by financing activities [3]	16.47	30.25	12.22	34.84	12.48	10.91	10.08
Change in liquid funds [1]+[2]+[3]	4.18	-2.70	-2.76	2.15	10.57	-13.04	-0.14
Effects of exchange-rate changes on cash	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Cash and cash equivalent at end of period	6.98	4.28	1.52	3.67	14.24	1.20	-0.14

Financial Ratios									
	2019	2020	2021	2022	2023e	2024e	2025e		
Cash Flow									
FFO (II)	4.62	5.87	7.06	8.58	9.79	11.23	12.45		
FFOPS I	1.14	1.33	1.60	1.82	2.04	2.34	2.59		
FFOPS I diluted	1.04	1.33	1.60	1.82	2.04	2.34	2.59		
FFO I-Yield	7.5 %	7.6 %	7.2 %	7.2 %	8.0 %	9.2 %	10.2 %		
FFO I-margin	48.4 %	48.2 %	48.5 %	49.7 %	48.7 %	48.4 %	49.2 %		
Interest Paid / Avg. Debt	2.4 %	2.3 %	2.2 %	2.1 %	2.3 %	2.6 %	2.5 %		
Management of Funds									
Capex/Investment Properties	-17.3 %	-29.7 %	-15.2 %	-23.7 %	-6.3 %	-16.0 %	- 9.6 %		
Avg. Working Capital / Sales	-1.3 %	0.0 %	1.5 %	13.8 %	23.9 %	20.8 %	19.5 %		
Dividend Payout Ratio	88.2 %	84.5 %	44.7 %	47.1 %	62.7 %	63.5 %	59.1 %		

FFO



Source: Warburg Research



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



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<u>"_"</u>	Rating suspended:	The available information currently does not permit an evaluation of the company.	
-S-	Sell:	The price of the analysed financial instrument is expected to fall over the next 12 months.	
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-B-	Buy:	The price of the analysed financial instrument is expected to rise over the next 12 months.	

William (1997) (
Rating	Number of stocks	% of Universe				
Buy	152	72				
	. _	•				

Total	212	100
Rating suspended	7	3
Sell	6	3
Hold	47	22

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... 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	46	82
Hold	7	13
Sell	0	0
Rating suspended	3	5
Total	56	100

PRICE AND RATING HISTORY DEFAMA DEUTSCHE FACHMARKT AG AS OF 05.01.2024



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EQUITIES					
Matthias Rode	+49 40 3282-2678				
Head of Equities	mrode@mmwarburg.com				
RESEARCH					
Michael Heider Head of Research	+49 40 309537-280 mheider@warburg-research.com	Hannes Müller Software, IT	+49 40 309537-255 hmueller@warburg-research.com		
Henner Rüschmeier Head of Research	+49 40 309537-270 hrueschmeier@warburg-research.com	Andreas Pläsier Banks, Financial Services	+49 40 309537-246 aplaesier@warburg-research.com		
Stefan Augustin	+49 40 309537-168	Malte Schaumann	+49 40 309537-170		
Cap. Goods, Engineering	saugustin@warburg-research.com	Technology	mschaumann@warburg-research.com		
Jan Bauer Renewables	+49 40 309537-155 jbauer@warburg-research.com	Oliver Schwarz Chemicals, Agriculture	+49 40 309537-250 oschwarz@warburg-research.com		
Christian Cohrs	+49 40 309537-175	Simon Stippig	+49 40 309537-265		
Industrials & Transportation	ccohrs@warburg-research.com	Real Estate, Telco	sstippig@warburg-research.com		
Dr. Christian Ehmann BioTech, Life Science	+49 40 309537-167 cehmann@warburg-research.com	Marc-René Tonn Automobiles, Car Suppliers	+49 40 309537-259 mtonn@warburg-research.com		
Felix Ellmann	+49 40 309537-120	Robert-Jan van der Horst	+49 40 309537-290		
Software, IT	fellmann@warburg-research.com	Technology	rvanderhorst@warburg-research.com		
Jörg Philipp Frey Retail, Consumer Goods	+49 40 309537-258 jfrey@warburg-research.com	Andreas Wolf Software, IT	+49 40 309537-140 awolf@warburg-research.com		
Marius Fuhrberg Financial Services	+49 40 309537-185 mfuhrberg@warburg-research.com				
Fabio Hölscher Automobiles, Car Suppliers	+49 40 309537-240 fhoelscher@warburg-research.com				
Philipp Kaiser	+49 40 309537-260				
Real Estate, Construction	pkaiser@warburg-research.com				
Thilo Kleibauer Retail, Consumer Goods	+49 40 309537-257 tkleibauer@warburg-research.com				
INSTITUTIONAL EQU	ITY SALES				
Marc Niemann Head of Equity Sales, Germany	+49 40 3282-2660 mniemann@mmwarburg.com	Rudolf Alexander Michaelis Germany	+49 40 3282-2649 rmichaelis@mmwarburg.com		
Tim Beckmann	+49 40 3282-2665	Roman Alexander Niklas	+49 69 5050-7412		
United Kingdom	tbeckmann@mmwarburg.com	Switzerland	rniklas@mmwarburg.com		
Lea Bogdanova United Kingdom, Ireland	+49 69 5050-7411 lbogdanova@mmwarburg.com				
Jens Buchmüller	+49 69 5050-7415	Antonia Möller	+49 69 5050-7417		
Scandinavia, Austria	jbuchmueller@mmwarburg.com	Roadshow/Marketing	amoeller@mmwarburg.com		
Matthias Fritsch United Kingdom	+49 40 3282-2696 mfritsch@mmwarburg.com	Charlotte Wernicke Roadshow/Marketing	+49 40 3282-2669 cwernicke@mmwarburg.com		
Maximilian Martin	+49 69 5050-7413	Juliane Niemann	+49 40 3282-2694		
Austria, Poland	mmartin@mmwarburg.com	Roadshow/Marketing	jniemann@mmwarburg.com		
SALES TRADING		DESIGNATED SPONSORING			
Oliver Merckel	+49 40 3282-2634	Marcel Magiera	+49 40 3282-2662		
Head of Sales Trading	omerckel@mmwarburg.com	Designated Sponsoring	mmagiera@mmwarburg.com		
Rico Müller Sales Trading	+49 40 3282-2685 rmueller@mmwarburg.com	Sebastian Schulz Designated Sponsoring	+49 40 3282-2631 sschulz@mmwarburg.com		
Bastian Quast	+49 40 3282-2701	Jörg Treptow	+49 40 3282-2658		
Sales Trading	bquast@mmwarburg.com	Designated Sponsoring	jtreptow@mmwarburg.com		
MACRO RESEARCH Carsten Klude	+49 40 3282-2572	Dr. Christian Jasperneite	+49 40 3282-2439		
Macro Research	cklude@mmwarburg.com	Investment Strategy	cjasperneite@mmwarburg.com		
Our research can be f	found under:				
Warburg Research	research.mmwarburg.com/en/index.html	LSEG	www.lseg.com		
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For access please contact:					
Andrea Schaper	+49 40 3282-2632	Kerstin Muthig	+49 40 3282-2703		
Sales Assistance	aschaper@mmwarburg.com	Sales Assistance	kmuthig@mmwarburg.com		