DEFAMA Deutsche Fachmarkt AG

(CDAX, Real Estate, DEF GR)



Buy eur 32.40		Value Indicators: NAV (WRe) 25e: FFO-Yield 25e:	EUR 34.31 30.78	Warburg Risk Score: Balance Sheet Score: Market Liquidity Score:	1.8 3.5 0.0	Description: Commercial real estate cor focused on retail parks in N and Eastern Germany	
		Market Snapshot:	EUR m	Shareholders:		Key Figures (WRe):	2024e
		Market cap:	135.36	Freefloat	72.00 %	LTV:	62.9 %
Price	EUR 28.20	No. of shares (m):	4.80	MSC Invest GmbH	26.00 %	Equity Ratio:	19.4 %
Upside	14.9 %	EV:	314.69	Supervisory board	2.00 %		
		Freefloat MC:	97.46				
		Ø Trad. Vol. (30d):	14.10 th				

Further attractive portfolio growth; Positive news-flow expected to continue

- The company continues to deliver impressively on the acquisition front and has acquired six further speciality stores. The locations are in cities and communities of varying sizes in western and eastern Germany. In Essen (North Rhine-Westphalia), a speciality store was purchased with KiK as the main tenant. The main tenant in the property in Lübeck is denn's Biomarkt. In Lübbenau, the retail park is the second location alongside the already owned Kolloseum and tenants include ALDI, JYSK, expert and Spreewaldbank. Properties in Schmalkalden (Thuringia) with core tenant EDEKA, Strasburg (Mecklenburg-Western Pomerania) and Schwarmstedt (Lower Saxony) were also acquired in the transaction. The lettable area of all six properties is 9500 square metres. In view of the very different locations and tenants, we assume an average rent of around EUR 750-850k. The estimated multiple is likely to be between 10 and 11, due to the overall size and, according to our estimates, the purchase price should be between EUR 7.5m and EUR 9.35m.
- In a second statement on 14 November, the company announced the purchase of several plots of land in Freudenstadt (Baden-Württemberg) with a lettable area of 13,000 sqm and the purchase of a retail park in Westerburg (Rhineland-Palatinate). The long-standing tenants of the properties on the sites in Freudenstadt include Kaufland, Deichmann and A.T.U.

DEFAMA will receive leasehold and rental payments of around EUR 400k p.a. for these properties. According to the company's announcement, 'The transaction is still subject to a condition precedent'. The core tenants of the acquired property in Westerburg are Woolworth, Takko, Ernsting's Family and K+K Schuhe. The annual rental income from this property totals around EUR 300k. Together, a purchase price of ~EUR 6.5m is to be paid for these properties. This corresponds to an attractive rent multiple of approx. 10.

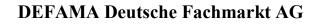
- With this second announcement, the annualised FFO increases to EUR ~12.1m and thus already exceeds the FY 2024 guidance of EUR 12m. The published new annualised FFO considers these transactions and other operating parameters (e.g. tenant success, staff increases/decreases, cost increases/savings). We believe that further transactions could follow by the end of the year and that the growth momentum will therefore continue to gather pace. According to our calculations, the acquisition volume announced so far should amount to around EUR 26-27m, which would be just below the record acquisition volume of EUR 28-30m p.a. in the years 2021 to 2023. The annualised annual net rent now amounts to around EUR 26.5m which is higher than the EUR 26.1m we were expecting at the end of the year.
- We confirm our Buy recommendation with a price target of EUR 32.40 in view of the acquisitions shown and the possibility of further transaction potential. We also assume that the company will adjust its guidance for 2025 given the current buying opportunities in the transaction market (e.g. 2025 ~annualised FFO EUR 13m).

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-	- DEFAMA	Deutsche	Fachmarkt A	G — CC	AX (normali	sed)
			ice vs		-	

1 month:	3.9 %
6 months:	9.0 %
Year to date:	6.7 %
Trailing 12 months:	17.8 %

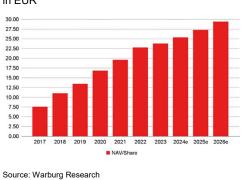
FY End: 31.12.	CAGR							
in EUR m	(23-26e)	2020	2021	2022	2023	2024e	2025e	2026e
	(20 200)							
Rental income		12.19	14.55	17.25	20.18	22.63	25.29	27.44
Change yoy		27.9 %	19.4 %	18.6 %	16.9 %	12.1 %	11.8 %	8.5 %
EBIT		5.62	9.11	10.08	9.70	11.68	11.57	13.02
FFO I		5.87	7.06	8.58	9.68	10.54	12.05	13.17
FFO I-margin		48.2 %	48.5 %	49.7 %	48.0 %	46.6 %	47.6 %	48.0 %
EBT		3.49	6.51	7.18	5.84	6.82	6.25	7.24
Net income		2.51	5.04	5.39	4.15	5.07	4.55	5.32
EPS		0.57	1.14	1.15	0.87	1.06	0.95	1.11
FFOPS I		1.33	1.60	1.82	2.02	2.19	2.51	2.74
DPS		0.48	0.51	0.54	0.57	0.60	0.63	0.67
Dividend Yield		2.7 %	2.3 %	2.1 %	2.6 %	2.1 %	2.2 %	2.4 %
Book Value / Share		5.61	6.27	8.53	8.85	9.31	9.62	10.06
P/E		30.9 x	19.5 x	22.0 x	25.7 x	26.7 x	29.7 x	25.4 x
Price / Book		3.1 x	3.5 x	2.9 x	2.5 x	3.0 x	2.9 x	2.8 x
P / NAVPS		1.0 x	1.1 x	1.1 x	0.9 x	1.1 x	1.0 x	1.0 x
FFO I-Yield		7.6 %	7.2 %	7.2 %	9.1 %	7.8 %	8.9 %	9.7 %
ROE		10.2 %	19.2 %	15.7 %	10.0 %	11.6 %	10.0 %	11.3 %
LTV		60.2 %	61.3 %	59.7 %	61.1 %	62.9 %	63.0 %	62.7 %
Guidance:	in EUR; 2024	4: FFO of 10.6	m, Net profit	(HGB) of >5	.0m; 2025: Fl	FO (a) = 13m	I	

Company events:

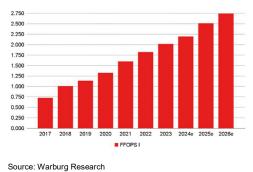




NAV per share development in EUR



FFO per share development in EUR

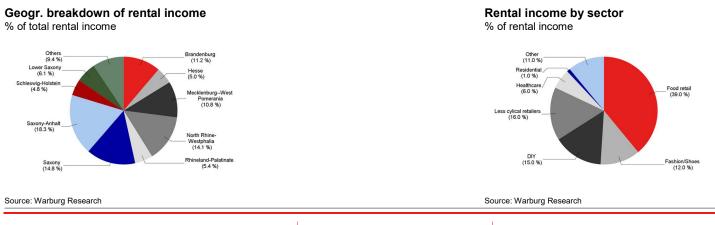


Company Background

- 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").



DEFAMA Deutsche Fachmarkt AG



	2020	2021	2022	2023	2024e	2025e	2026e
Company Specific Items							
Equity Ratio	18 %	18 %	21 %	20 %	19 %	19 %	19 %
ROE	10.2 %	19.2 %	15.7 %	10.0 %	11.6 %	10.0 %	11.3 %
FFO I-Yield	7.6 %	7.2 %	7.2 %	9.1 %	7.8 %	8.9 %	9.7 %
P / FFOPS I	13.2 x	13.9 x	13.8 x	11.0 x	12.8 x	11.2 x	10.3 x
Price / Book	3.1 x	3.5 x	2.9 x	2.5 x	3.0 x	2.9 x	2.8 x
P / NAVPS	1.0 x	1.1 x	1.1 x	0.9 x	1.1 x	1.0 x	1.0 x
P/E	30.9 x	19.5 x	22.0 x	25.7 x	26.7 x	29.7 x	25.4 x
	2020	2021	2022	2023	2024e	2025e	2026e
Valuation							

	2020	2021	2022	2023	2024e	2025e	2026e
NAV/Share	16.86	19.61	22.80	23.79	25.38	27.29	29.42
Vacancy Rate	3.7 %	5.0 %	6.2 %	4.1 %	4.0 %	4.0 %	4.0 %



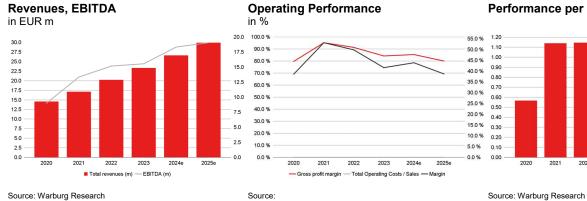
Consolidated profit and loss

Consolidated profit and 1055							
In EUR m	2020	2021	2022	2023	2024e	2025e	2026e
Total revenues	14.58	17.13	20.23	23.33	26.62	29.93	32.48
Rental income	12.19	14.55	17.25	20.18	22.63	25.29	27.44
Change yoy	27.9 %	19.4 %	18.6 %	16.9 %	12.1 %	11.8 %	8.5 %
Property operating costs	3.08	4.05	4.24	4.85	5.86	6.44	6.98
Property management costs	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Rental profit	11.49	13.08	15.98	18.49	20.76	23.50	25.50
Income from property sales	0.00	2.77	2.26	0.73	1.45	0.00	0.00
Other revenues	0.12	0.47	0.22	0.45	0.53	0.45	0.65
Gross profit	11.62	16.32	18.46	19.67	22.75	23.95	26.14
Administration expenses	0.81	0.98	1.23	2.29	1.86	1.95	2.11
Personnel expenses	1.50	1.88	1.98	1.73	2.45	2.84	3.09
Other operating income/expenses	-0.31	-0.11	-0.08	-0.10	-0.10	-0.10	-0.10
Unfrequent items	n.a.						
EBITDA	8.99	13.35	15.18	15.54	18.33	19.06	20.85
Valuation result	0.00	n.a.	n.a.	0.73	1.45	0.00	0.00
Depreciation of fixed assets	3.36	4.24	5.10	5.83	6.66	7.48	7.83
EBITA	5.62	9.11	10.08	9.70	11.68	11.57	13.02
Amortisation of intangible assets/Goodwill	0.00	0.00	0.00	0.00	0.00	0.00	0.00
EBIT	5.62	9.11	10.08	9.70	11.68	11.57	13.02
Interest income	0.01	0.01	0.01	0.34	0.20	0.00	0.00
Interest expenses	2.14	2.61	2.91	4.21	5.06	5.32	5.78
Other financial income (loss)	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Financial result	-2.13	-2.60	-2.90	-3.87	-4.86	-5.32	-5.78
EBT	3.49	6.51	7.18	5.84	6.82	6.25	7.24
Margin	24.0 %	38.0 %	35.5 %	25.0 %	25.6 %	20.9 %	22.3 %
Total taxes	-0.71	-0.71	-1.78	-1.67	-1.74	-1.68	-1.90
thereof cash taxes	-0.42	-0.42	-1.22	-1.00	-1.04	-0.94	-1.09
Net income from continuing operations	2.51	5.04	5.40	4.17	5.08	4.57	5.34
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	2.51	5.04	5.40	4.17	5.08	4.57	5.34
Minority interest	0.00	0.00	0.01	0.02	0.02	0.02	0.02
Net income	2.51	5.04	5.39	4.15	5.07	4.55	5.32
Number of shares, average	4.42	4.42	4.71	4.80	4.80	4.80	4.80
FFO (II)	5.87	7.06	8.58	9.68	10.54	12.05	13.17
FFO I-margin	48.2 %	48.5 %	49.7 %	48.0 %	46.6 %	47.6 %	48.0 %
FFOPS I	1.33	1.60	1.82	2.02	2.19	2.51	2.74
EPS	0.57	1.14	1.15	0.87	1.06	0.95	1.11
EPS adj.	0.57	1.14	0.73	0.74	1.06	0.95	1.11
*Adjustments made for:							

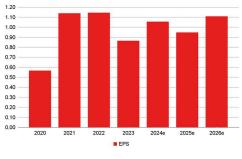
Guidance: in EUR; 2024: FFO of 10.6m, Net profit (HGB) of >5.0m; 2025: FFO (a) = 13m

Financial Ratios

	2020	2021	2022	2023	2024e	2025e	2026e
Property operating costs / Rental Income	25.3 %	27.8 %	24.6 %	24.0 %	25.9 %	25.4 %	25.4 %
Operating Leverage (Real Estate)	4.6 x	6.2 x	6.5 x	6.7 x	9.0 x	9.7 x	12.8 x
Rental profit / interest expenses	5.4 x	5.0 x	5.5 x	4.4 x	4.1 x	4.4 x	4.4 x



Performance per Share



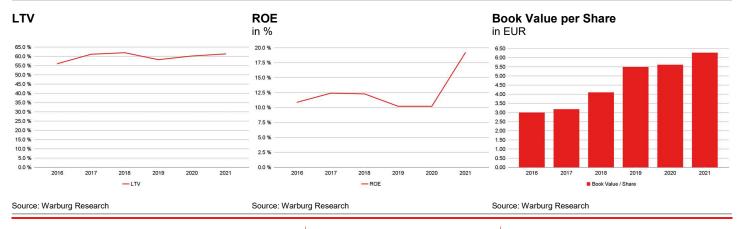
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Consolidated balance sheet

Sonsonautea balance sheet							
In EUR m	2020	2021	2022	2023	2024e	2025e	2026e
Assets							
Goodwill and other intangible assets	0.02	0.02	0.01	0.07	0.07	0.07	0.07
thereof other intangible assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00
thereof Goodwill	0.02	0.02	0.01	0.07	0.07	0.07	0.07
Property, plant and equipment	1.39	1.29	1.13	0.97	0.98	0.99	1.00
Investment properties	127.79	147.57	183.67	206.04	220.61	235.43	249.86
Financial assets	0.12	1.37	1.22	2.15	2.17	2.22	2.26
Other long-term assets	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Fixed assets	129.33	150.25	186.03	209.23	223.83	238.71	253.19
Inventories	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Accounts receivable	0.80	0.96	6.20	3.11	3.17	3.24	3.30
Liquid assets	4.28	1.52	3.67	2.45	4.02	5.23	3.82
Other short-term assets	2.30	3.53	3.44	3.35	1.98	2.02	2.06
Current assets	7.38	6.01	13.31	8.91	9.18	10.49	9.18
Total Assets	136.71	156.26	199.33	218.14	233.01	249.20	262.38
Liabilities and shareholders' equity							
Subscribed capital	4.42	4.42	4.80	4.80	4.80	4.80	4.80
Capital reserve	17.31	17.31	27.19	27.19	27.19	27.19	27.19
Retained earnings	3.07	5.99	8.93	10.49	12.68	14.21	16.31
Other equity components	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Shareholders' equity	24.81	27.72	40.92	42.48	44.67	46.20	48.31
Minority interest	0.40	0.40	0.41	0.42	0.43	0.43	0.44
Provisions	0.51	0.53	0.68	1.20	1.23	1.23	1.23
thereof provisions for pensions and similar obligations	0.25	0.26	0.34	0.60	0.61	0.61	0.61
Financial liabilities (total)	110.25	124.59	154.53	164.26	182.74	197.39	208.44
Short-term financial liabilities	0.00	0.00	0.00	0.00	0.00	0.00	0.00
Accounts payable	0.29	0.96	0.64	1.48	1.51	1.54	1.57
Other liabilities	0.86	2.46	2.56	8.71	2.86	2.84	2.83
Liabilities	111.91	128.54	158.41	175.65	188.34	203.00	214.07
Total liabilities and shareholders' equity	136.71	156.26	199.33	218.14	233.01	249.20	262.38

Financial Ratios 2020 2021 2022 2023 2024e 2025e 2026e **Return on Capital** 3.4 % ROA 2.1 % 3.0 % 2.0 % 2.2 % 1.9 % 2.1 % ROE 10.2 % 19.2 % 15.7 % 10.0 % 11.6 % 10.0 % 11.3 % FFO I / Equity 0.2 x 0.3 x 0.2 x 0.2 x 0.2 x 0.3 x 0.3 x Solvency Net Debt 151.20 106.23 123.34 162.42 179.33 192.77 205.24 Net Financial Debt 105.98 192.16 123.07 150.86 161.81 178.72 204.63 Net Fin. Debt / EBITDA 11.8 x 9.2 x 9.9 x 10.4 x 9.7 x 10.1 x 9.8 x 60.2 % 61.3 % 59.7 % 61.1 % 62.9 % 63.0 % 62.7 % LTV Equity Ratio 18.4 % 18.0 % 20.7 % 19.7 % 19.4 % 18.7 % 18.6 %



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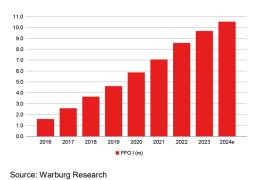
Consolidated cash flow statement

In EUR m	2020	2021	2022	2023	2024e	2025e	2026e
Net cash provided by operating activities [1]	4.96	7.41	10.86	12.95	5.83	11.94	13.06
Net cash provided by investing activities [2]	-37.91	-22.39	-43.56	-17.40	-20.00	-22.50	-22.50
Net cash provided by financing activities [3]	30.25	12.22	34.84	3.23	15.75	11.77	8.03
Change in liquid funds [1]+[2]+[3]	-2.70	-2.76	2.15	-1.22	1.58	1.21	-1.42
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	4.28	1.52	3.67	2.45	4.02	1.21	-1.42

Financial Ratios

	2020	2021	2022	2023	2024e	2025e	2026e
Cash Flow							
FFO (II)	5.87	7.06	8.58	9.68	10.54	12.05	13.17
FFOPSI	1.33	1.60	1.82	2.02	2.19	2.51	2.74
FFOPS I diluted	1.33	1.60	1.82	2.02	2.19	2.51	2.74
FFO I-Yield	7.6 %	7.2 %	7.2 %	9.1 %	7.8 %	8.9 %	9.7 %
FFO I-margin	48.2 %	48.5 %	49.7 %	48.0 %	46.6 %	47.6 %	48.0 %
Interest Paid / Avg. Debt	2.3 %	2.2 %	2.1 %	2.6 %	2.9 %	2.8 %	0.0 %
Management of Funds							
Capex/Investment Properties	-29.7 %	-15.2 %	-23.7 %	-8.4 %	-9.1 %	-9.6 %	-9.0 %
Avg. Working Capital / Sales	0.0 %	1.5 %	13.8 %	15.4 %	6.2 %	5.6 %	5.3 %
Dividend Payout Ratio	84.5 %	44.7 %	47.1 %	65.6 %	56.7 %	66.2 %	60.2 %







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DEFAMA Deutsche Fachmarkt AG	5	https://www.mmwarburg.com/disclaimer/disclaimer_en/DE000A13SUL5.htm



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-S-	Sell:	The price of the analysed financial instrument is expected to fall over the next 12 months.	
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WARBURG RESEARCH GMBH - ANALYSED RESEARCH UNIVERSE BY RATING

Rating	Number of stocks	% of Universe
Buy	139	69
Hold	45	22
Sell	10	5
Rating suspended	7	3
Total	201	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	40	73
Hold	10	18
Sell	2	4
Rating suspended	3	5
Total	55	100

PRICE AND RATING HISTORY DEFAMA DEUTSCHE FACHMARKT AG AS OF 18.11.2024



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