

FCR Immobilien AG

Germany | Real Estate | MCap EUR 97.0m

7 May 2024

UPDATE



Earnings Call Feedback; BUY confirmed

BUY (BUY)

Target price	EUR 20.50 (20.50)
Current price	EUR 9.90
Up/downside	107.1%



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What's it all about?

Falk Raudies, CEO, and Christoph Schillmaier, CFO, of FCR Immobilien AG presented its results for 2023 in an earnings call conducted by mwb research. The company reported a solid business performance with a focus on portfolio optimization and lease indexation. The real estate portfolio remains attractively valued at 12.5x annual net cold rent, and sales were realized at an average of 6% above book value. We believe that FCR's business model, which is focused on German shopping centers and retail parks at secondary locations, remains attractive even in an rising interest rates environment. Its competitive advantages rests on economies of scale, access to capital and micro-location expertise. Despite a slight decline in FFO due to higher financing costs, the company remains solidly positioned. We reiterate our BUY rating with an unchanged price target of EUR 20.50.

IMPORTANT. Please refer to the last page of this report for "Important disclosures" and analyst(s) certifications.

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FCR Immobilien AG

Germany | Real Estate | MCap EUR 97.0m | EV EUR 392.3m

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Earnings Call Feedback; BUY confirmed

Yesterday mwb research held an earnings call with Falk Raudies, CEO, and Christoph Schillmaier, CFO, of FCR Immobilien AG. The company presented its results for the fiscal year 2023. A replay of the event is available at the following [link](#).

Focus on portfolio optimisation Under the given circumstances, FCR can look back on a good business performance. In addition to the streamlining of the portfolio (sale / partial sale of 10 properties / revenue contribution of around EUR 18m), the focus was on portfolio optimization. The company further improved its occupancy rate to 94% (previous year: 93.3%) and extended the average remaining lease term (WAULT) by 0.2 years to 5.4 years. FCR also benefited from the indexation of its lease contracts, which resulted in a further improvement in annualized net rent of approximately 4.5% to EUR 33.1m. The latter also provides the basis for future recurring revenue and earnings potential, which is why we remain positive on FCR's growth prospects.

Reasonably priced property portfolio While in FY22 the real estate portfolio was revalued by around EUR 10m, there were no significant revaluations or devaluations of the portfolio in FY23. At around EUR 414m, the portfolio is therefore valued at only 12.5x annualized net rental income. The resulting gross yield of around 8% and the fact that property sales in 2023 were on average 6% above book value once again demonstrate the intrinsic value and solidity of the real estate assets.

Business model remains lucrative We believe FCR's business model remains attractive even in a rising interest rate environment. FCR is a portfolio holder specializing in shopping centres and retail parks in Germany. The focus is on properties in promising secondary locations that offer above-average return potential due to their location. When opportunities arise, FCR also invests in the logistics and light industrial asset classes. In addition to favourable purchase prices, FCR's positive development is based on the successful management of existing properties. In a fragmented market, competitive advantages lie in economies of scale and scope, access to capital and micro-location expertise. In addition, FCR benefits from its network of lucrative retail and specialty store operators, which often ensures smooth follow-on leasing.

-continued-

FCR Immobilien AG	2021	2022	2023	2024E	2025E	2026E
Sales	52.5	35.9	56.6	37.9	40.6	42.5
<i>Growth yoy</i>	34.9%	-31.6%	57.7%	-33.0%	7.2%	4.7%
EBIT	18.5	27.4	23.0	21.9	23.5	23.9
FFO	7.1	9.4	8.2	8.4	9.2	9.9
FFO-Margin	29.1%	29.6%	24.7%	24.1%	24.4%	25.1%
Net profit	12.1	14.2	8.7	7.8	8.4	9.3
Net debt (net cash)	252.7	322.3	295.3	307.6	324.7	342.3
LTV	77.1%	75.1%	67.2%	68.1%	68.4%	68.7%
EPS reported	1.25	1.45	0.89	0.80	0.86	0.95
FFOPS	0.73	0.96	0.83	0.86	0.94	1.01
DPS	0.35	0.35	0.25	0.25	0.28	0.31
<i>Dividend yield</i>	3.5%	3.5%	2.5%	2.5%	2.9%	3.2%
FFO-yield	7.4%	9.7%	8.4%	8.7%	9.5%	10.2%
EV/EBIT	18.9x	15.3x	17.1x	18.5x	17.9x	18.4x
P/E	7.9x	6.8x	11.2x	12.4x	11.5x	10.4x

Source: Company data, mwb research



Source: Company data, mwb research

High/low 52 weeks 15.00 / 8.85
Price/Book Ratio 0.8x

Ticker / Symbols

ISIN DE000A1YC913
WKN A1YC91
Bloomberg FC9:GR

Changes in estimates

		Sales	EBIT	EPS
2024E	old	37.9	21.9	0.80
	Δ	0.0%	0.0%	0.0%
2025E	old	40.6	23.5	0.86
	Δ	0.0%	0.0%	0.0%
2026E	old	42.5	23.9	0.95
	Δ	0.0%	0.0%	0.0%

Key share data

Number of shares: (in m pcs) 9.80
Book value per share: (in EUR) 12.79
Ø trading vol.: (12 months) 4,000

Major shareholders

RAT Asset & Trading AG 64.9%
FaMe Invest & Mgmt GmbH 8.0%
WWK Lebensvers. 3.4%
Free Float 27.1%

Company description

FCR Immobilien AG is a German-based company in the real estate sector. The public limited company focuses on retail properties in established secondary locations in Germany with anchor tenants that are mainly highly credible grocery stores.

Conclusion FCR can look back on a successful year in spite of the continued challenging environment. The company has a track record of rising FFOs, but had to accept a slight decline in FFO for the first time since 2019 due to higher financing costs. Still, the FFO has grown by 18% on average over the past four years, which is why we believe the company to be fundamentally well positioned. We therefore reiterate our BUY rating with an unchanged price target of EUR 20.50. The discount of c. 30% to NAV also underscores the strong undervaluation.

Recent transactions overview

Date	Purchase / Disposal	Type	Location	Anchor tenant	net rent in EUR K	Leasable area in sqm	WAULT Years	Purch. / Disp. price EURm	Rent per sqm / month
2020									
16.01.2020	D	Retail	Duisburg	C&A		10.000			
05.02.2020	P	Retail	Gummersbach	C&A		4.500			
12.02.2020	P	Retail	Höchststadt a.d. Aisch	TAKKO und Action		1.700			
27.02.2020	P	Retail	Landau a.d. Isar	Dänisches Bettenlager und Deichmann		1.300			
09.03.2020	P	Retail portfolio	Bayern	Dänisches und Sonderpreis Baumarkt		-			
		Specialty retail	Cadolzburg	Dänisches Bettenlager		1.100			
		Specialty retail	Schwandorf	Sonderpreis Baumarkt		1.300			
		Specialty retail	Strullendorf	Sonderpreis Baumarkt		900			
28.05.2020	D	Retail	Lichtentanne	Penny		1.500			
01.07.2020	P	Retail	Westeregeln	EDEKA		1.300			
09.09.2020	D	Specialty retail	Hof	TAKKO		900			
21.10.2020	P	Shopping centre	Eilenburg	Kaufland und toom Baumarkt	800	15.000	8,7	10	4,44
27.10.2020	P	Grocery stores			185	-		1,99	0,00
		Retail	Ruhle, Thüringen	Netto	100	1.200	9		6,94
		Retail	Bückeberg, Thüringen	Niedrig-Preis-Markt (NP)	85	1.000	4		7,08
30.10.2020	P	Retail	Ludwigslust	toom Baumarkt	435	7.600		3,8	4,77
03.11.2020	D	Specialty retail	Oer-Erkenschwick, NRW	Buschkamp-Center		6.200			0,00
06.11.2020	D	Specialty retail	Magdeburg			2.800			0,00
17.11.2020	P	Specialty retail	Pulsnitz, Sachsen	Hammer und Pfennigpfeiffer	173	3.300		1,51	4,37
08.12.2020	D	Specialty retail	Pößneck, Thüringen	NKD, vongut		7.600			0,00
2021									
09.04.2021	P	Specialty retail	Görlitz	Möbel Roller, toom Baumarkt	1600	28.000	6	21,5 (eAR)	4,76
30.04.2021	P	Specialty retail	Bauzen, Dresden, Plauen	pitstop, Carglass, Dänisches B.		4.200			0,00
30.04.2021	P	Specialty retail	Altenberg	Netto, lokaler Baumarkt	600	3.300		7 (eAR)	6,67
09.06.2021	P	Specialty retail	Zolleneroder	Pfennigpfeiffer	92	1.144	4,8	0,9 (eAR)	1,73
09.06.2021	P	Retail	Eching		160	5.000	6,9	2,9 (eAR)	2,17
01.09.2021	P	Specialty retail	Finsterwalde	EDEKA, Rossmann, Deichmann	500	5.000	4,3	5,3 (eAR)	8,33
10.11.2021	P	Commercial building	Siegen	100% C&A	>1000	7.112	6,4	10,5 (eAR)	11,72
02.12.2021	P	Shopping centre	Eisenach	Marktkauf, toom, TEDI, Woolwort	4000	26.000	0	30 (eAR)	12,82
17.12.2021	D	Student home	Bamberg	Student houses		-	0		20
29.12.2021	P	Specialty retail	Pforzheim	toom Baumarkt	0	5.600	11,7	2,8 (eAR)	3,00
11.01.2022	P	Specialty retail	Lüchte, Bad Piermont	toom Baumarkt	460	6.400	2,1	4,8 (aAR)	6,00
11.01.2022	P	Specialty retail	Zeithain	Hammer Fachmärkte	260	7.850	3,5	1,6 (eAR)	2,80
2022									
18.02.2022	P	Specialty retail	Zella-Mehlis	EDEKA	300	6.500	5,3	3-3,5 (eAR)	3,85
28.04.2022	P	Specialty retail / office	Salzwedel	EDEKA	200		10		
24.05.2022	P	Specialty retail	Osterode	Hammer	230	2.500	6,6	3,0-3,5 (eAR)	7,66
13.07.2022	P	Logistics	Dettingen unter Teck	Logistic company	500	9.000	10		
13.07.2022	P	Specialty retail	Vohenstrauß	NKD	100	700	9,8		
01.08.2022	P	Specialty retail	Dürröhrsdorf-Dittersbach	diska / EDEKA Group	100	930	7,9		
17.10.2022	P	Specialty retail	Gräfenhainichen/Marktredwitz	DIY, RHG Bau & Garten	700	11.500	5		5,07
2023									
2023	D	na	Kitzbühel (Teil-VK)						
2023	D	na	Gummersbach (Teil-VK)						
2023	D	na	Würselen						
2023	D	na	Frankenberg						
2023	D	na	Söhle-Hoheneggelsen						
2023	D	Hotel	Il Pelagone						20
2023	P	Specialty retail	Werdau, Sachsen		0,83	13.000	5,3	8-9 (eAR)	

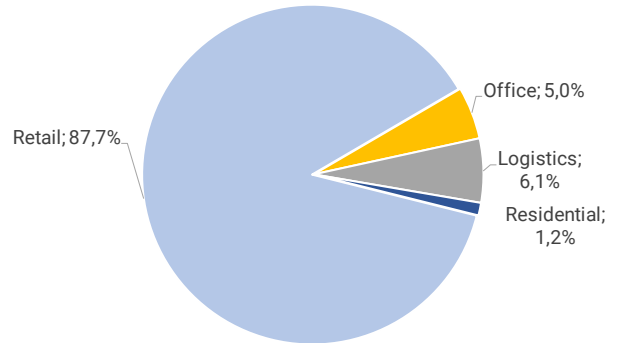
Source: Company data, mwb research, P=purchase, D=disposal

Investment case in six charts

Business Model



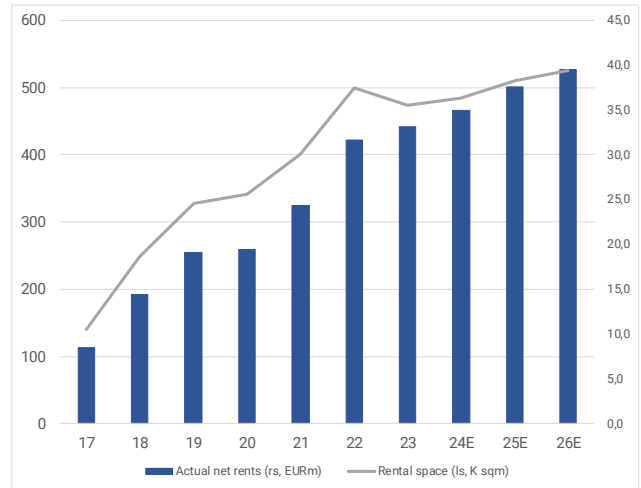
Rental income as per asset class 2023



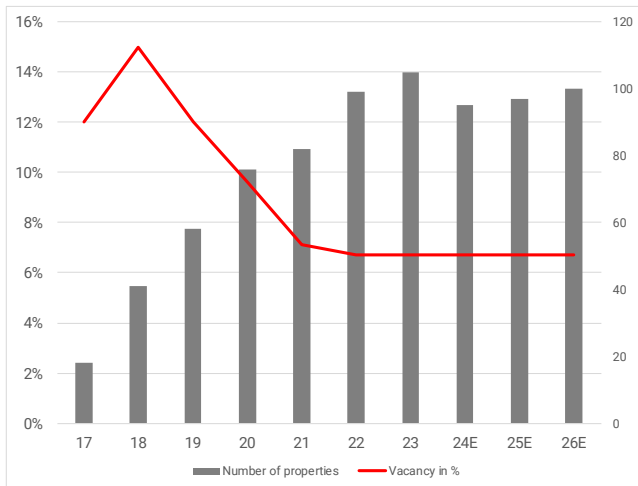
Major tenants

Food retail / grocery	Specialty retail

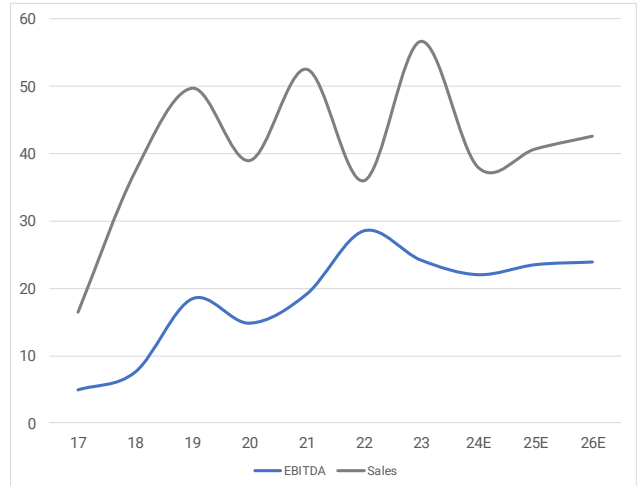
Rental Space and actual net rental income



Development of vacancies and number of properties



Sales and earnings development in EURm



Source: Company data, mwb research

SWOT analysis

Strengths

- Convincing business model with promising future perspectives
- High financial strength thanks to stock market listing
- High management competence
- Clear depression effects through scalable business model
- AI-based software expertise
- Inflation-indexed leases particularly helpful in an inflationary environment
- Increasing ESG awareness e.g. energy efficiency refurbishments or increased number of charging stations at the properties

Weaknesses

- Lack of stock market liquidity causes still low free float
- Lack of breadth in the shareholder structure (share of private customers, institutional)

Opportunities

- Improved balance sheet and cash flow statement ratios due to the company's re-focusing on its core portfolio management and development competencies
- Trend reversal in regional population development in favour of rural areas (D locations)
- Greater attractiveness of locations by expanding the sector mix (service provider, health care provider, gastronomy)
- Capital increase provides opportunity for better rating and lower refinancing costs

Threats

- Interest rate hikes leads to higher re-financing costs and/or slow down in further portfolio additions
- Stronger growth in online trade
- Designation of further retail spaces in the neighbourhood

Valuation

DCF Model

The DCF model results in a **fair value of EUR 20.39 per share**:

Top-line growth: We expect FCR Immobilien AG to grow revenues at a CAGR of 6.6% between Year and 2030E. The long-term growth rate is set at 2.0%.

ROCE. Returns on capital are developing from 4.9% in 2024E to 9.4% in 2030E.

WACC. Starting point is a historical equity beta of 1.00. Unlevering and correcting for mean reversion yields an asset beta of 1.15. Combined with a risk-free rate of 2.0% and an equity risk premium of 6.0% this yields cost of equity of 11.5%. With pre-tax cost of borrowing at 5.0%, a tax rate of 25.0% and target debt/equity of 0.5 this results in a long-term WACC of 8.9%.

DCF (EURm) (except per share data and beta)	Year	2024E	2025E	2026E	2027E	2028E	2029E	2030E	Terminal value
NOPAT		16.3	17.3	17.3	18.2	20.2	21.8	23.6	25.4
Depreciation & amortization		0.2	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Change in working capital		-1.7	-0.3	-0.3	-0.3	-0.3	-0.3	-0.3	-0.3
Chg. in long-term provisions		-2.3	-2.2	-2.3	-2.9	-2.5	-2.5	-2.6	-2.7
Capex		-13.7	-20.6	-21.6	-11.4	-10.9	-6.7	-6.6	-18.1
Cash flow	Cash flow	-1.4	-5.4	-6.9	3.6	6.5	12.3	14.0	4.3
Present value	Present value	-1.3	-4.7	-5.5	2.7	4.4	7.6	8.0	2.3
WACC	WACC%	8.9%	8.9%	8.9%	8.9%	8.9%	8.9%	8.9%	8.9%

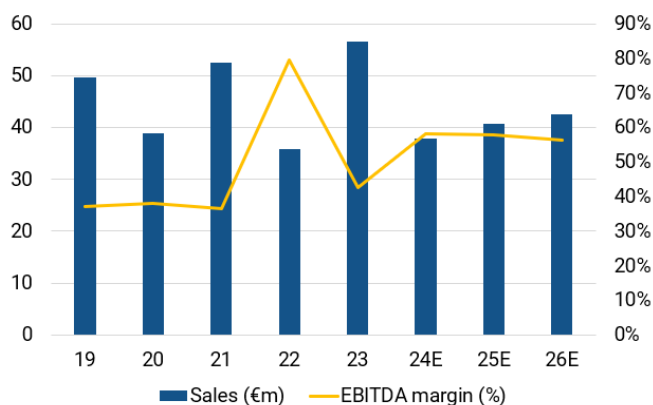
DCF per share derived from		DCF avg. growth and earnings assumptions	
Total present value	46.6	Planning horizon avg. revenue growth (Year-2030E)	6.6%
Mid-year adj. total present value	48.6	Terminal value growth (2030E - infinity)	2.0%
Net debt / cash at start of year	302.2	Terminal year ROCE	9.4%
Financial assets	413.1	Terminal year WACC	8.9%
Provisions and off b/s debt	na		
Equity value	159.5	Terminal WACC derived from	
No. of shares outstanding	7.8	Cost of borrowing (before taxes)	5.0%
		Long-term tax rate	25.0%
		Equity beta	1.00
		Unlevered beta (industry or company)	1.15
		Target debt / equity	0.5
		Relevered beta	1.58
		Risk-free rate	2.0%
		Equity risk premium	6.0%
		Cost of equity	11.5%
Discounted cash flow / share upside/(downside)	20.39 / 106.0%		
Share price	9.90		

Sensitivity analysis DCF							
Change in WACC (%-points)	Long term growth					Share of present value	
	1.0%	1.5%	2.0%	2.5%	3.0%		
2.0%	18.4	18.5	18.7	18.9	19.1	Year-2026E	-18.9%
1.0%	19.0	19.2	19.5	19.7	20.0	2027E-2030E	47.6%
0.0%	19.8	20.1	20.4	20.8	21.2	terminal value	71.3%
-1.0%	20.8	21.2	21.6	22.2	22.8		
-2.0%	22.1	22.7	23.4	24.2	25.3		

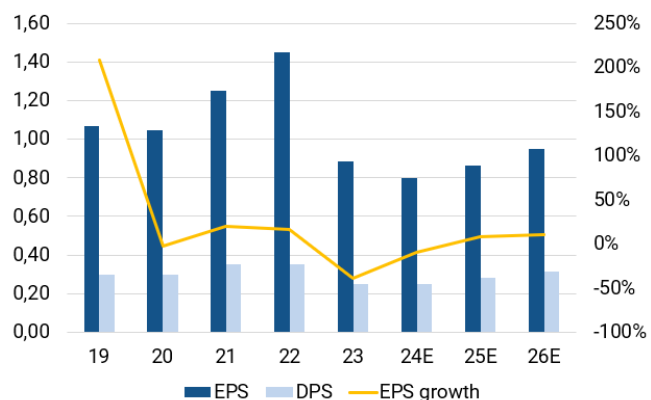
Source: mwb research

Financials in six charts

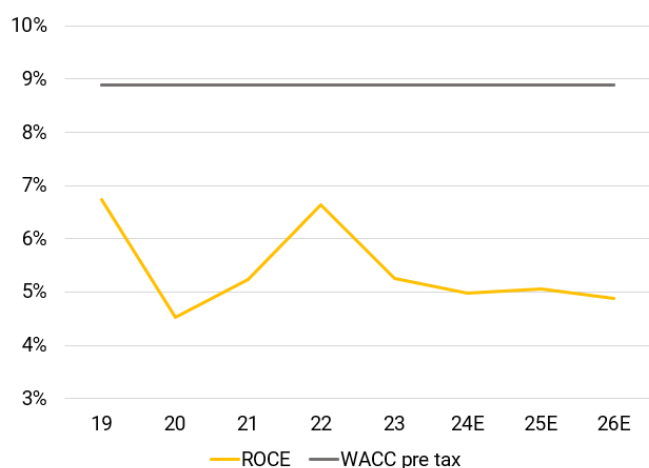
Sales vs. EBITDA margin development



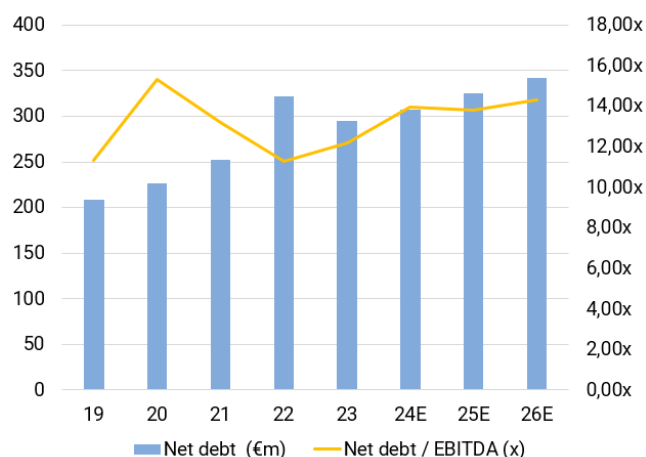
EPS, DPS in EUR & yoy EPS growth



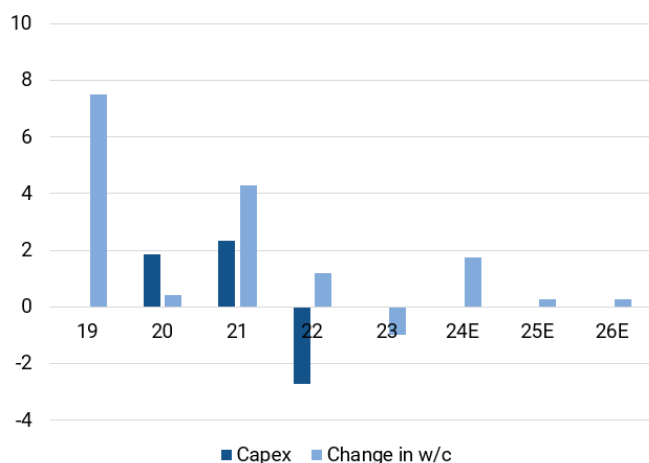
ROCE vs. WACC (pre tax)



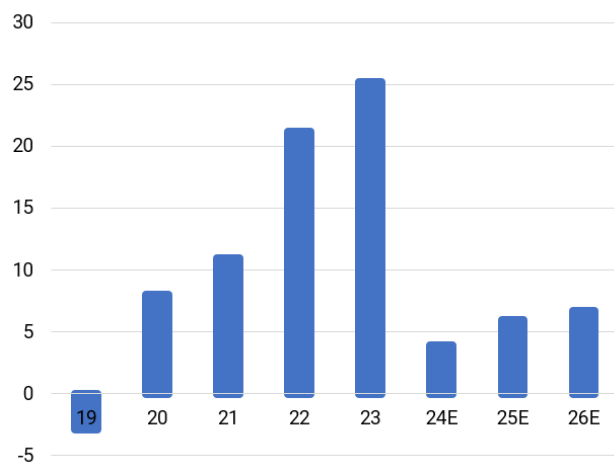
Net debt and net debt/EBITDA



Capex & chgn in w/c requirements in EURm



Free Cash Flow in EURm



Source: Company data; mwb research

Financials

Profit and loss (EURm)	2021	2022	2023	2024E	2025E	2026E
Net sales	52.5	35.9	56.6	37.9	40.6	42.5
Sales growth	34.9%	-31.6%	57.7%	-33.0%	7.2%	4.7%
Change in finished goods and work-in-process	2.6	2.4	1.9	0.0	0.0	0.0
Total sales	55.1	38.4	58.6	37.9	40.6	42.5
Change in the value of investment property	4.8	9.9	1.0	2.6	2.3	2.4
Expenses from financial investments held real estate	24.4	0.9	18.3	0.0	0.0	0.0
Personnel expenses	11.9	12.9	12.7	13.7	14.4	15.1
Material expenses and other opex	11.9	12.9	12.7	13.7	14.4	15.1
Total operating expenses	35.9	9.8	34.4	15.9	17.1	18.6
EBITDA	19.2	28.6	24.2	22.0	23.5	23.9
Depreciation	0.6	1.1	1.2	0.2	0.0	0.0
EBITA	18.5	27.4	23.0	21.9	23.5	23.9
Amortisation of goodwill and intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Impairment charges	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	18.5	27.4	23.0	21.9	23.5	23.9
Financial result	-6.6	-10.1	-12.9	-12.8	-13.6	-12.6
Recurring pretax income from continuing operations	11.9	17.3	10.1	9.1	9.9	11.3
Extraordinary income/loss	3.0	0.0	0.0	0.0	0.0	0.0
Earnings before taxes	14.9	17.3	10.1	9.1	9.9	11.3
Taxes	2.7	3.1	1.4	1.3	1.5	2.0
Net income from continuing operations	12.1	14.2	8.7	7.8	8.4	9.3
Result from discontinued operations (net of tax)	0.0	0.0	0.0	0.0	0.0	0.0
Net income	12.1	14.2	8.7	7.8	8.4	9.3
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0
Net profit (reported)	12.1	14.2	8.7	7.8	8.4	9.3
Average number of shares	9.69	9.76	9.80	9.80	9.80	9.80
EPS reported	1.25	1.45	0.89	0.80	0.86	0.95

Profit and loss (common size)	2021	2022	2023	2024E	2025E	2026E
Net sales	100%	100%	100%	100%	100%	100%
Change in finished goods and work-in-process	5%	7%	3%	0%	0%	0%
Total sales	105%	107%	103%	100%	100%	100%
Change in the value of investment property	9%	28%	2%	7%	6%	6%
Expenses from financial investments held real estate	46%	3%	32%	0%	0%	0%
Personnel expenses	23%	36%	22%	36%	35%	35%
Material expenses and other opex	23%	36%	22%	36%	35%	35%
Total operating expenses	68%	27%	61%	42%	42%	44%
EBITDA	36%	80%	43%	58%	58%	56%
Depreciation	1%	3%	2%	0%	0%	0%
EBITA	35%	76%	41%	58%	58%	56%
Amortisation of goodwill and intangible assets	0%	0%	0%	0%	0%	0%
Impairment charges	0%	0%	0%	0%	0%	0%
EBIT	35%	76%	41%	58%	58%	56%
Financial result	-13%	-28%	-23%	-34%	-33%	-30%
Recurring pretax income from continuing operations	23%	48%	18%	24%	24%	27%
Extraordinary income/loss	6%	0%	0%	0%	0%	0%
Earnings before taxes	28%	48%	18%	24%	24%	27%
Taxes	5%	9%	2%	3%	4%	5%
Net income from continuing operations	23%	39%	15%	21%	21%	22%
Result from discontinued operations (net of tax)	0%	0%	0%	0%	0%	0%
Net income	23%	39%	15%	21%	21%	22%
Minority interest	0%	0%	0%	0%	0%	0%
Net profit (reported)	23%	39%	15%	21%	21%	22%

Source: Company data; mwb research

Balance sheet (EURm)	2021	2022	2023	2024E	2025E	2026E
Intangible assets (excl. Goodwill)	2.3	4.0	4.6	4.6	4.6	4.6
Goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Property, plant and equipment	1.8	3.0	0.9	0.8	0.8	0.8
Financial assets	354.8	430.9	413.1	429.4	452.3	476.2
FIXED ASSETS	358.9	437.9	418.6	434.7	457.6	481.5
Inventories	2.4	1.2	1.3	0.8	0.8	0.8
Accounts receivable	16.6	7.1	6.0	4.9	5.1	5.4
Other current assets	5.5	18.1	17.0	17.0	17.0	17.0
Liquid assets	18.7	5.6	6.5	12.4	15.3	17.7
Deferred taxes	0.0	0.0	0.0	0.0	0.0	0.0
Deferred charges and prepaid expenses	0.1	1.6	0.1	0.2	0.2	0.2
CURRENT ASSETS	43.3	33.6	30.9	35.2	38.4	41.1
TOTAL ASSETS	402.2	471.5	449.5	469.9	496.0	522.6
SHAREHOLDERS EQUITY	108.0	118.8	125.3	130.7	136.7	143.2
MINORITY INTEREST	0.0	0.0	0.0	0.0	0.0	0.0
Long-term debt	259.6	280.5	259.5	320.0	340.0	360.0
Provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	0.0	0.0
Other provisions	0.5	0.3	0.4	0.6	0.6	0.7
Non-current liabilities	260.0	280.8	259.9	320.6	340.6	360.7
short-term liabilities to banks	11.8	47.3	42.3	0.0	0.0	0.0
Accounts payable	2.9	1.5	0.7	0.7	0.8	0.8
Advance payments received on orders	0.0	0.0	0.0	0.0	0.0	0.0
Other liabilities (incl. from lease and rental contracts)	1.9	3.0	2.7	0.0	0.0	0.0
Deferred taxes	17.4	20.1	17.9	17.9	17.9	17.9
Deferred income	0.0	0.0	0.6	0.0	0.0	0.0
Current liabilities	34.2	71.9	64.3	18.6	18.7	18.7
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	402.2	471.5	449.5	469.9	496.0	522.6

Balance sheet (common size)	2021	2022	2023	2024E	2025E	2026E
Intangible assets (excl. Goodwill)	1%	1%	1%	1%	1%	1%
Goodwill	0%	0%	0%	0%	0%	0%
Property, plant and equipment	0%	1%	0%	0%	0%	0%
Financial assets	88%	91%	92%	91%	91%	91%
FIXED ASSETS	89%	93%	93%	93%	92%	92%
Inventories	1%	0%	0%	0%	0%	0%
Accounts receivable	4%	2%	1%	1%	1%	1%
Other current assets	1%	4%	4%	4%	3%	3%
Liquid assets	5%	1%	1%	3%	3%	3%
Deferred taxes	0%	0%	0%	0%	0%	0%
Deferred charges and prepaid expenses	0%	0%	0%	0%	0%	0%
CURRENT ASSETS	11%	7%	7%	7%	8%	8%
TOTAL ASSETS	100%	100%	100%	100%	100%	100%
SHAREHOLDERS EQUITY	27%	25%	28%	28%	28%	27%
MINORITY INTEREST	0%	0%	0%	0%	0%	0%
Long-term debt	65%	59%	58%	68%	69%	69%
Provisions for pensions and similar obligations	0%	0%	0%	0%	0%	0%
Other provisions	0%	0%	0%	0%	0%	0%
Non-current liabilities	65%	60%	58%	68%	69%	69%
short-term liabilities to banks	3%	10%	9%	0%	0%	0%
Accounts payable	1%	0%	0%	0%	0%	0%
Advance payments received on orders	0%	0%	0%	0%	0%	0%
Other liabilities (incl. from lease and rental contracts)	0%	1%	1%	0%	0%	0%
Deferred taxes	4%	4%	4%	4%	4%	3%
Deferred income	0%	0%	0%	0%	0%	0%
Current liabilities	8%	15%	14%	4%	4%	4%
TOTAL LIABILITIES AND SHAREHOLDERS EQUITY	100%	100%	100%	100%	100%	100%

Source: Company data; mwb research

Cash flow statement (EURm)	2021	2022	2023	2024E	2025E	2026E
Net profit/loss	12.1	14.2	8.7	7.8	8.4	9.3
Depreciation of fixed assets (incl. leases)	0.6	1.1	1.2	0.2	0.0	0.0
Amortisation of goodwill	0.0	0.0	0.0	0.0	0.0	0.0
Amortisation of intangible assets	0.0	0.0	0.0	0.0	0.0	0.0
Others	4.8	5.0	14.3	-2.3	-2.2	-2.3
Cash flow from operations before changes in w/c	17.6	20.3	24.2	5.7	6.2	7.0
Increase/decrease in inventory	1.8	1.2	-0.1	0.6	-0.0	-0.0
Increase/decrease in accounts receivable	-11.4	9.5	1.1	1.1	-0.2	-0.3
Increase/decrease in accounts payable	1.5	-1.5	-0.8	0.0	0.0	0.0
Increase/decrease in other w/c positions	3.9	-10.3	0.7	-3.5	-0.0	-0.0
Increase/decrease in working capital	-4.3	-1.2	1.0	-1.7	-0.3	-0.3
Cash flow from operating activities	13.3	18.5	25.2	3.9	6.0	6.7
CAPEX	-2.3	2.7	0.0	0.0	0.0	0.0
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	0.0
Financial investments	-39.9	-70.8	18.9	-13.7	-20.6	-21.6
Income from asset disposals	1.0	-6.3	-5.4	0.0	0.0	0.0
Cash flow from investing activities	-41.3	-74.4	13.3	-13.7	-20.6	-21.6
Cash flow before financing	-28.0	-55.9	38.5	-9.8	-14.7	-14.9
Increase/decrease in debt position	35.8	48.8	-26.0	18.1	20.0	20.0
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	0.0
Capital measures	6.7	0.0	0.0	0.0	0.0	0.0
Dividends paid	-2.9	-3.4	-3.4	-2.5	-2.5	-2.8
Others	-2.3	1.2	-8.0	0.0	0.0	0.0
Effects of exchange rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0
Cash flow from financing activities	37.2	46.6	-37.4	15.7	17.5	17.2
Increase/decrease in liquid assets	9.2	-9.3	1.1	5.9	2.9	2.4
Liquid assets at end of period	14.8	5.6	6.9	12.8	15.7	18.0

Source: Company data; mwb research

Real estate ratios in (EURm)	2021	2022	2023	2024E	2025E	2026E
Number of properties	99	105	95	97	100	103
Rental space	400,000	500,000	474,000	485,000	510,000	525,300
Actual net rents	24.3	31.7	33.1	34.9	37.6	39.5
FFO	7.1	9.4	8.2	8.4	9.2	9.9
FFO margin	29.1%	29.6%	24.7%	24.1%	24.4%	25.1%
FFOPS	0.73	0.96	0.83	0.86	0.94	1.01
Potential net rents	29.1	31.8	33.1	na	na	na
Letting quota	92.9%	93.3%	93.3%	93.3%	93.3%	93.3%
Market value	320.7	404.8	414.3	426.8	450.0	473.8
ACTUAL net rental returns	7.6%	7.8%	8.0%	8.2%	8.4%	8.3%
WAULT	5.4	5.2	5.3	5.3	5.3	5.3
NAV	12.5	13.9	14.3	15.1	15.8	16.4
LTV	77.1%	75.1%	67.2%	68.1%	68.4%	68.7%

Source: Company data; mwb research

Regional sales split (EURm)	2021	2022	2023	2024E	2025E	2026E
Domestic	52.5	35.9	56.6	59.5	62.4	65.6
Europe (ex domestic)	0.0	0.0	0.0	0.0	0.0	0.0
The Americas	0.0	0.0	0.0	0.0	0.0	0.0
Asia	0.0	0.0	0.0	0.0	0.0	0.0
Rest of World	0.0	0.0	0.0	0.0	0.0	0.0
Total sales	52.5	35.9	56.6	37.9	40.6	42.5

Regional sales split (common size)	2021	2022	2023	2024E	2025E	2026E
Domestic	100.0%	100.0%	100.0%	156.8%	153.6%	154.1%
Europe (ex domestic)	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
The Americas	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Asia	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Rest of World	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Total sales	100%	100%	100%	100%	100%	100%

Source: Company data; mwb research

Ratios	2021	2022	2023	2024E	2025E	2026E
Per share data						
Earnings per share reported	1.25	1.45	0.89	0.80	0.86	0.95
Cash flow per share	1.31	1.78	2.44	0.38	0.61	0.68
Book value per share	11.14	12.17	12.79	13.34	13.95	14.61
Dividend per share	0.35	0.35	0.25	0.25	0.28	0.31
Valuation						
P/E	7.9x	6.8x	11.2x	12.4x	11.5x	10.4x
P/CF	7.6x	5.6x	4.1x	25.9x	16.3x	14.5x
P/BV	0.9x	0.8x	0.8x	0.7x	0.7x	0.7x
Dividend yield (%)	3.5%	3.5%	2.5%	2.5%	2.9%	3.2%
FCF yield (%)	13.2%	18.0%	24.7%	3.9%	6.2%	6.9%
EV/Sales	6.7x	11.7x	6.9x	10.7x	10.4x	10.3x
EV/EBITDA	18.3x	14.7x	16.2x	18.4x	17.9x	18.4x
EV/EBIT	18.9x	15.3x	17.1x	18.5x	17.9x	18.4x
Income statement (EURm)						
Sales	52.5	35.9	56.6	37.9	40.6	42.5
yoy chg in %	34.9%	-31.6%	57.7%	-33.0%	7.2%	4.7%
Gross profit	24.4	0.9	18.3	0.0	0.0	0.0
Gross margin in %	46.5%	2.5%	32.3%	0.0%	0.0%	0.0%
EBITDA	19.2	28.6	24.2	22.0	23.5	23.9
EBITDA margin in %	36.5%	79.5%	42.8%	58.1%	57.9%	56.3%
EBIT	18.5	27.4	23.0	21.9	23.5	23.9
EBIT margin in %	35.3%	76.4%	40.6%	57.7%	57.9%	56.3%
Net profit	12.1	14.2	8.7	7.8	8.4	9.3
Cash flow statement (EURm)						
CF from operations	13.3	18.5	25.2	3.9	6.0	6.7
Capex	-2.3	2.7	0.0	0.0	0.0	0.0
Maintenance Capex	0.6	1.1	1.2	0.2	0.0	0.0
Free cash flow	11.0	21.2	25.2	3.9	6.0	6.7
Balance sheet (EURm)						
Intangible assets	2.3	4.0	4.6	4.6	4.6	4.6
Tangible assets	1.8	3.0	0.9	0.8	0.8	0.8
Shareholders' equity	108.0	118.8	125.3	130.7	136.7	143.2
Pension provisions	0.0	0.0	0.0	0.0	0.0	0.0
Liabilities and provisions	271.9	328.1	302.2	320.6	340.6	360.7
Net financial debt	252.7	322.3	295.3	307.6	324.7	342.3
w/c requirements	16.0	6.9	6.6	4.9	5.1	5.4
Ratios						
ROE	11.2%	11.9%	6.9%	6.0%	6.2%	6.5%
ROCE	4.9%	6.1%	5.4%	4.9%	4.9%	4.7%
Net gearing	234.0%	271.3%	235.6%	235.3%	237.5%	239.1%
Net debt / EBITDA	13.2x	11.3x	12.2x	14.0x	13.8x	14.3x

Source: Company data; mwb research

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