

19 | May | 2020

<b>Price (Euro)</b>	<b>4.05</b>			
52 weeks range	5.82 / 3.62			
<b>Key Data</b>				
ISIN	DE000A0XFSF0			
Bloomberg	DMRE:GR			
Reporting standard	IFRS			
Market Cap (Euro million)	436			
Number of shares (million)	107.8			
Free Float	11.4%			
Free Float Market Cap (Euro million)	50			
CAGR EBT ('19 -'22e)	-5.8%			
<b>Multiples</b>				
	2019	2020e	2021e	2022e
Market Cap/ Total revenues	5.3	4.9	4.0	3.5
PE-Ratio	5.8	9.8	9.5	8.9
Dividend Yield	0.0%	0.0%	3.5%	4.0%
Price-to-Book-Ratio	0.71	0.66	0.64	0.55
P/ NAV-ratio	0.64	0.60	0.60	0.52
<b>Key Data per share (Euro)</b>				
	2019	2020e	2021e	2022e
Earnings per share (EPS)	0.70	0.41	0.43	0.45
Dividend per share (DPS)	0.00	0.00	0.14	0.16
Book Value per Share (BVPS)	5.69	6.14	6.30	7.33
EPRA NAV per share	6.35	6.77	6.75	7.84
<b>Financial Data (Euro '000)</b>				
	2019	2020e	2021e	2022e
Rental income	81,799	89,214	110,213	125,336
Net revaluation result	83,022	41,586	43,589	40,355
Operating profit (EBIT)	155,170	95,104	113,654	123,044
Net financial result	-57,315	-27,133	-36,410	-41,236
Pre-tax profit (EBT)	97,855	67,971	77,244	81,808
Taxation	-18,117	-15,443	-16,117	-17,456
Net profit after minorities	75,539	50,353	59,194	62,661
FFO I after tax	34,506	40,103	49,442	56,229
Shareholders' equity (Euro million)	661	789	906	1,050
Property portfolio (Euro million)	1,488	1,792	2,079	2,215
RoE (after tax)	12.2%	6.9%	7.0%	6.4%
Equity ratio (incl. equity minorities)	39.4%	35.8%	36.7%	38.4%
<b>Main Shareholders</b>				
Apollo	64.1%			
Wecken-Group	24.5%			
<b>Financial calendar</b>				
AGM			25 June 2020	
1H report 2020			19 August 2020	
SRC Forum Financials & Real Estate			10 September 2020	
<b>Analysts</b>				
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### 1Q result in line with our estimates with a hike of 21% in rental income and +8% in FFO - limited impact of the COVID-19 pandemic to date with an improving overall outlook

Today, the company released the report for the first quarter and held a conference call. The numbers were all in line with our estimates, which we already adjusted after the firm's update regarding the COVID-19 pandemic on 9 April. Rental income hiked by 21% compared to last year's period, from more than Euro 18m to Euro 22m, driven by new acquisitions and operational progress within the portfolio. Operating expenses, however, increased significantly as well, leading to a profit from the rental of real estate of Euro 17.3m, only slightly above last year's number of Euro 17.1m. The operating profit (EBIT) was at Euro 12.9m, thus below the result of previous year's period of Euro 13.6m. This was due to a slight loss from the sale of real estate of about Euro 1m and increased impairments of receivables of Euro 0.6m, while a decrease in general and administrative expenses made up for parts of these negative impacts. The financial result on the other hand clearly improved from more than Euro -6.4m to Euro -4.9m and benefited most of all from the refinancing activities in 2019. The bottom line after minorities increased from Euro 6.6m to Euro 6.8m. The cash-driven FFO hiked by almost 8% from Euro 8.9m to Euro 9.6m.

At the reporting date, the portfolio consisted of 87 properties (FY 2019: 90 properties), reflecting the closing of the disposal of four non-strategic assets and the closing of an acquisition during the first quarter on the transaction side. The letting activities were successful in the first quarter with more than 47k sqm, representing almost Euro 3m of secured rental income per year. The vacancy rate was reduced to 8.9% compared to 9.4% at year-end, while the WALT remained constant at 8.4 years.

Looking at the impact and the outlook due to the Corona pandemic, the company so far has rent deferrals of about Euro 2.3m for the months of April and May, but some more deferrals are expected for June. Even though the company expects the receivables to be paid at a later time this year, some of these could result in rental losses. Regarding further acquisitions to the portfolio, the company stated that the negotiations are currently more or less postponed, but will continue when a clearer picture of the pandemic and the duration of it can be drawn. Even though the trading activity is currently on hold, we continue to believe that some additions to the portfolio will come in 2020.

**With the first quarter in the books, the rather limited effects on the firm's rental income and an outlook, which is already getting somewhat brighter as the government regulations are being more and more loosened, we stick to our Euro 5.70 target price and confirm our Buy rating.**

## DEMIRE Deutsche Mittelstand Real Estate AG

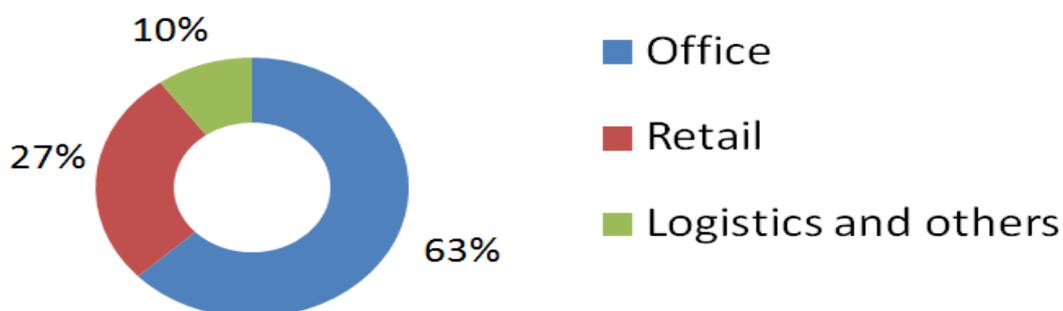
<b>Industry:</b>	Real Estate	<b>Management Board of DEMIRE AG:</b> CEO Ingo Hartlief (FRICS) CFO Tim Brückner
<b>Sub-segment:</b>	Office / Retail / Logistics	
<b>Region:</b>	Germany	
<b>Headquarter:</b>	Frankfurt am Main	
<b>Foundation</b>	2006	
<b>Employees:</b>	41	
<b>IR Contact:</b>		<b>Supervisory Board of DEMIRE AG:</b> Prof. Dr. Alexander Goepfert (Chairman) Frank Hölzle (Vice Chairman) Prof. Dr. Kerstin Hennig
Michael Tegeder, Head of IR and Corporate Finance tegeder@demire.ag		

DEMIRE Deutsche Mittelstand Real Estate AG acquires and manages high quality commercial real estate properties. The firm was originally founded in April 2006 as MAGNAT Real Estate Opportunities, focusing their business activities on real estate markets in Eastern Europe and the Black Sea region. In 2013 however, the company changed their strategic alignment and further changed their name to DEMIRE Deutsche Mittelstand Real Estate AG. Since then, the focus has been shifted on office, retail and logistics properties in secondary locations across Germany, such as mid-sized cities and bordering areas to metropolitan cities. The company follows a strategy that combines a stable income creating Core+ portfolio with value-add properties to create rental growth opportunities due to a "manage-to-core" strategy, and redevelopments due to extensions, refurbishments and selective developments.

The company holds a diversified portfolio with a total rental space of more than 1,000,000 sqm and a portfolio value of more than Euro 1.5bn as of 1Q 2020. The portfolio is diversified within the commercial segment. As of 1Q 2020, about 63% of the portfolio in terms of Gross Asset Value is concentrated in offices, 27% in retail properties, and about 8% in the logistics and other segment. The largest share of the portfolio is located in the state of North Rhine-Westphalia, where about 27% of the portfolio is held. In 2019 about Euro 0.36bn of new acquisitions were arranged. Furthermore, about Euro 50m of non-strategic assets were sold, bringing the total transaction volume of 2019 to more than Euro 400m.

The average maturity of rental contracts amounts to c. 4.8 years with a vacancy rate of 8.9% as of 1Q 2020. Among tenants are various well-known and successful brands like Telekom, Sparkasse, Comdirect Bank, and Zapf. Except the 17.9% share of GMG (Telekom) and the about 6% share of Karstadt and Imotex, the remaining tenants from the top 10 list make up for not more than 3% each. This represents a well diversified income structure. Average gross rental yield is at 5.9%. Office properties and logistic properties have a yield of 5.6% and 5.3% respectively, as compared to retail at 6.8%.

### Asset Class as % of portfolio market value as of 1Q 2020



Since 15 July 2016, DEMIRE is trading in the Prime Standard segment in Frankfurt. That segment requires the highest level of transparency of all segments at the Frankfurt Stock Exchange and even in Europe.

Source: Company Data, SRC Research

## SWOT Analysis

### Strengths

- The Management is highly senior, experienced and well-known in the German real estate sector.
- The transformation of the company has well proceeded since the change in strategy in 2013 and now has a clear focus and targets for the coming years.
- The current portfolio is well diversified between asset classes and regions and therefore has no cluster risks in that regard.

### Weaknesses

- The firm's current free float of the share is at about 11% very low, which limits the tradability and liquidity of the share. The free float should be increased with possible upcoming capital hikes, however.
- DEMIRE still lacks reputation in the market, which leads to a discount in their share price. As the firm gains more popularity and awareness with investors we see this current weakness turning into an opportunity to close the current gap to NAV.

### Opportunities

- DEMIRE currently follows the strategic plan "REALize Potential". Thereby the company aims lift the size of the portfolio to more than Euro 2bn, realize potential through asset management, reduce their financing costs and make use of economies of scales in the portfolio. The strategic plan sounds very promising and, if accomplished, could lead to lucrative earnings in the midterm future. DEMIRE is on a very good way to deliver on the goals. Two big portfolio deals were closed in 2019 and the financing costs and profile was significantly improved following the placement of the benchmark corporate bond in September. Another significant transaction was notarized in December 2019.
- DEMIRE could reach even better financing conditions as they reach a better standing and they grow their portfolio and strengthen their balance sheet. The firm has already significantly lowered its cost of debt to currently only 1.8%, but we believe that there is even more room for improvements.
- The firm still has a lot of upside potential in their current portfolio due to revaluation gains. There are many objects that are still significantly below the potential value. The company can help realize that potential by improving their portfolio e.g. by reducing vacancy rates and other measures.
- The focus on secondary locations still offer lucrative yields compared to the Top7 locations and good opportunities to find lucrative deals with value add potential that will drive the company's operations and thus the share.

### Threats

- The largest tenant in the portfolio, Deutsche Telekom, currently makes up for about 18% of gross rental income, which could lead to a significant reduction in rental income if problems were to arise. However, Deutsche Telekom is a large company with a long history and therefore a good tenant to have. Furthermore, the exposure is split over multiple different lease contracts and over many properties with long lease maturities and a high WALT.
- Letting and re-letting activities could become more challenging in a severe economic downturn caused by e.g. the Corona virus
- The company follows a "manage-to-core" strategy in their Value-Add portfolio and further has some redevelopment objects in their portfolio. Problems regarding the improvements of the objects could lead to higher than expected costs.
- A change in European monetary policy by the ECB regarding the termination of the currently all-time low-interest period could result in a relatively high increase of interest expenses and might also lead to higher expenses for DEMIRE. We currently do not see any drastic changes in the near future, even more in the Corona times, and the company has also already locked in some long term financing at good rates. And keep in mind that new portfolio additions might probably come in the portfolio with lower Cost of Debt as the current group level, bringing down the group's Cost of Debt position.

DEMIRE Deutsche Mittelstand Real Estate AG 31/12 IFRS ('000)	2017	2018	2019	2020e	2021e	2022e	CAGR '19 - '22e
<b>Rental income</b>	73,716	73,709	81,799	89,214	110,213	125,336	15.3%
Income from utility and service charges	14,624	15,101	19,625	20,519	24,247	27,574	
Operating and ancillary costs	-32,708	-30,310	-35,886	-40,146	-45,408	-50,134	
<b>Profit/loss from the rental of real estate</b>	55,632	58,500	65,538	69,587	89,052	102,776	16.2%
Revenues from the sale of real estate	28,389	1,052	46,130	33,458	1,245	2,574	
Expenses relating to the real estate sales	-27,445	-1,002	-29,327	-34,501	-963	-1,247	
<b>Profit/loss from the sale of real estate</b>	944	50	16,803	-1,043	282	1,327	
Profit/loss from fair value adjustments in investment properties	48,560	93,059	83,022	41,586	43,589	40,355	
Impairment of receivables	-2,763	-1,874	-629	-547	-314	-748	
Other operating income	5,052	2,513	4,327	3,748	2,981	3,147	
<b>Other operating income and other effects</b>	50,849	93,698	86,720	44,787	46,256	42,754	-21.0%
General and administrative expenses	-15,304	-19,007	-13,017	-15,749	-17,214	-18,679	
Other operating expenses	-7,523	-6,176	-874	-2,478	-4,722	-5,134	
<b>Earnings before interest and taxes (EBIT)</b>	84,671	127,065	155,170	95,104	113,654	123,044	-7.4%
Financial income	940	480	1,288	1,341	1,413	1,485	
Finance expenses	-49,703	-26,415	-50,860	-23,147	-33,140	-38,682	
Interest of minority shareholders	-8,279	-12,373	-7,743	-5,327	-4,683	-4,039	
<b>Financial result</b>	-57,042	-38,308	-57,315	-27,133	-36,410	-41,236	
<b>Profit/loss before taxes (EBT)</b>	27,629	88,757	97,855	67,971	77,244	81,808	-5.8%
Income taxes	-8,197	-19,704	-18,117	-15,443	-16,117	-17,456	
Tax rate	30%	22%	19%	23%	21%	21%	
<b>Net profit/loss</b>	19,432	69,053	79,738	52,528	61,127	64,352	
Minorities	-5,649	-7,478	-4,199	-2,175	-1,933	-1,691	
<b>Net profit/loss after minorities</b>	13,783	61,575	75,539	50,353	59,194	62,661	
<b>FFO I after tax</b>	11,738	23,359	34,506	40,103	49,442	56,229	17.7%
<b>FFO per share</b>	0.22	0.32	0.32	0.33	0.36	0.41	
<b>Number of shares ('000)</b>	54,271	72,178	107,777	122,441	138,174	138,174	
<b>Earnings per share (EPS)</b>	0.25	0.85	0.70	0.41	0.43	0.45	
<b>Dividend per share (DPS)</b>	0.00	0.00	0.00	0.00	0.14	0.16	
in % of FFO result	0.0%	0.0%	0.0%	0.0%	39.1%	39.3%	
<b>Shareholders' Equity (without minorities)</b>	285,417	537,913	613,351	751,358	871,134	1,012,134	18.2%
<b>Shareholders' Equity (including minorities)</b>	319,101	582,338	660,782	789,254	905,915	1,050,030	
<b>EPRA NAV</b>	323,572	595,225	684,131	829,471	932,147	1,083,260	16.6%
<b>Balance Sheet sum</b>	1,147,116	1,378,692	1,677,416	2,203,146	2,469,269	2,733,220	
<b>Equity Ratio</b>	27.8%	42.2%	39.4%	35.8%	36.7%	38.4%	
<b>RoE (after tax)</b>	4.4%	13.7%	12.2%	6.9%	7.0%	6.4%	-19.2%
<b>Property portfolio</b>	1,034,100	1,130,400	1,488,400	1,792,146	2,079,025	2,214,753	
<b>Book Value per share (Euro)</b>	5.26	7.45	5.69	6.14	6.30	7.33	8.8%
<b>EPRA NAV per share (Euro)</b>	4.94	5.50	6.35	6.77	6.75	7.84	7.3%

## SRC Research

### - Der Spezialist für Finanz- und Immobilienaktien -

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### Rating chronicle:

Company	Date	Rating	former share price	former target
DEMIRE	9 April 2020	Buy	4.79 €	5.70 €
DEMIRE	20 March 2020	Buy	5.18 €	6.00 €
DEMIRE	10 January 2020	Buy	5.32 €	6.30 €
DEMIRE	14 November 2019	Buy	5.18 €	6.10 €
DEMIRE	4 October 2019	Buy	5.12 €	5.90 €
DEMIRE	24 September 2019	Buy	5.00 €	5.90 €
DEMIRE	14 August 2019	Buy	4.82 €	5.90 €
DEMIRE	15 May 2019	Accumulate	4.95 €	5.60 €
DEMIRE	22 March 2019	Accumulate	4.90 €	5.40 €
DEMIRE	18 January 2019	Buy	4.54 €	5.40 €

### Please note:

The share price mentioned in this report is from 18 May 2020. DEMIRE Deutsche Mittelstand Real Estate AG mandated SRC Research for covering the share.

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