



# FY 2021/2022 FINANCIAL RESULTS

1 OCTOBER 2021 – 30 September 2022

20 December 2022

Deutsche  
Konsum  
REIT-AG





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Unless otherwise specified all information is for the period (“FY”) ended 30 September 2022.

# HIGHLIGHTS

## Solid performance in a volatile environment

### Strong operational business and significant rent increases

- Rental income 74.4m EUR (up 7% y-o-y)
- FFO 41.1m EUR (-0.1% y-o-y) / FFO per share 1.17 EUR (-0.1% y-o-y) – impacted by property disposals and higher maintenance costs
- aFFO per share 0.64 EUR (-0.2% y-o-y) – mainly due to start of extensive revitalisation projects in Stralsund and Ueckermünde in Q4
- CPI-linked rent increases by 3.5% or EUR 2.4m

### Portfolio revaluation uplift by c. 4.9%

- Property valuation up by 28.4m EUR (or 4.9% since 30-Jun-2021)\*
- Portfolio now valued at 14.2x the annual rent (or 7.0% yield)
- Key drivers for the value uplift are rent increases due to CPI linkage and higher investor focus towards food-anchored properties

### Attractive acquisitions at yields of 8.2% / Sales at yields of 5.2%

- Acquisition of 25 retail properties with an annualised rent of 8.0m EUR at an investment volume of 97.9m EUR (average yield of 8.2%)
- Pro forma portfolio (including acquisitions, excluding disposals) amounts to 1.1bn EUR with an annualised rent of 76.9m EUR
- DKR works on an attractive acquisition pipeline of more than EUR 100m currently and expects further transactions in near future
- Sale of eight properties, thereof three vacant, in the current financial year for an average yield of 5.2%

### Solid balance sheet

- ICR at 5.2x EBITDA
- LTV at 49.7% / EPRA NTA per share 10.98 EUR (after dividend distribution of 0.40 EUR per share)
- Average weighted debt costs at 1.98% (including unsecured debt)
- EUR 42m outrunning loans were refinanced at interest rates between 1.35% and 1.80%
- New 37.5m EUR promissory notes placed at national and international investors at avg. interest rate of 2.11%

### Dividend 20% up

- Dividend proposal of EUR 0.48 per share (prior year EUR 0.40 per share)

\* (Valuation as of 30-Jun-2022 updated after significant ECB interest rate hikes occurred past June 2022)

# KEY DRIVERS OF VALUE CREATION

## Buy and hold - strategy with proactive asset management and opportunistic capital recycling

1

### Acquisition of high-yielding basic retail properties

- Initial yield averaging of 8-10% expected (by accepting shorter WALTs)
- Focusing on stable and established micro locations in the various cities in Germany
- Investing in grocery-anchored properties with highly creditworthy tenants
- Number of CPI-linked rents > 84%
- High capital discipline is key in DKRs strategy
- Granular portfolio growth is a key driver of higher yields

2

### Active asset management generates strong value creation

- Proactive and experienced team with high abilities to improve every single property
- Aim for lease prolongations
- Vacancy reduction by optimisation or repositioning of properties
- Ability to invest capex when it generates additional returns (lease prolongations, vacancy reductions, rent increases)

3

### Strong balance sheet and REIT regime lead to low cost of capital and reliable dividends

- Conservative balance sheet and institutional set-up of the Company with access to national and international capital markets enable debt financing at attractive conditions
- Refinancing of existing properties regularly takes place at further reduced interest rates
- Recurring dividend from a risk averse equity story in a highly institutional REIT setting

4

### Opportunistic sales of small portfolios with high profit returns

- Once properties have been improved DKR can bundle properties whose characteristics cannot be improved further into small portfolios to be sold off
- Selections can be offered to the market or institutional investors directly at very attractive yields
- Profit returns must be distributed as a dividend to the shareholders generally
- REIT structure obliges DKR to distribute profits from sales as a dividend, but 50% can be used for investments into new acquisitions as one source of financing



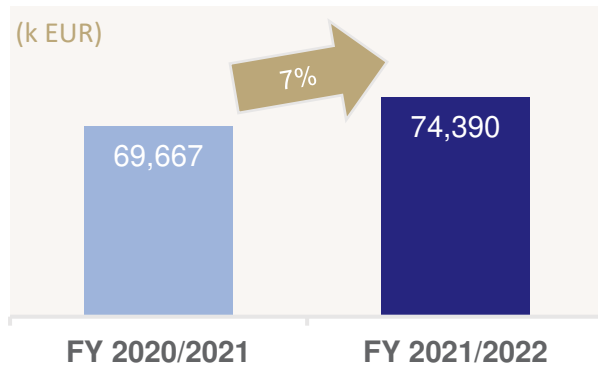
Total shareholder return growth

# FINANCIAL KEY FIGURES

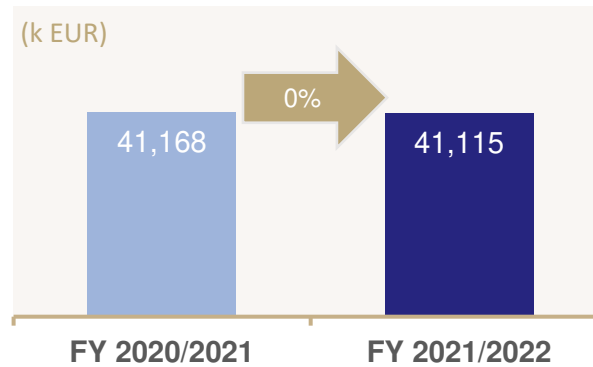
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## Solid business development

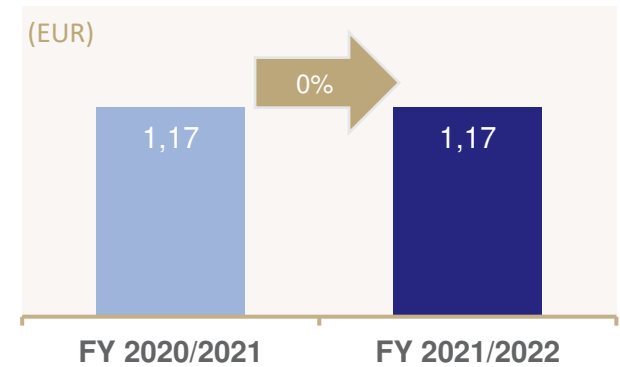
### Rental income



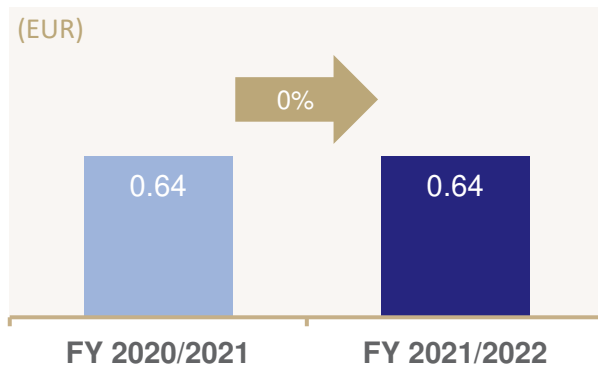
### FFO



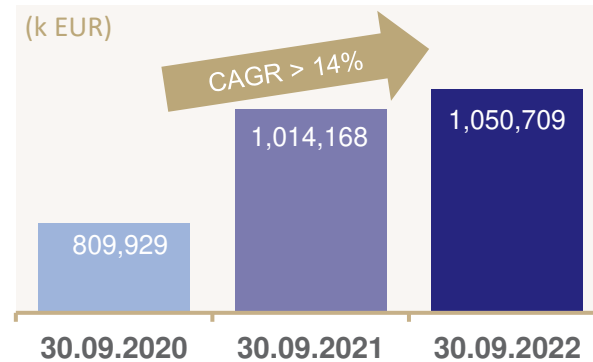
### FFO per share



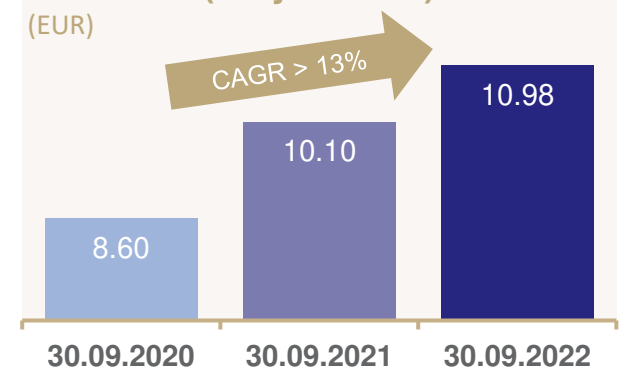
### aFFO per share



### Investment properties



### EPRA NTA per share (fully diluted)



## Property acquisitions in FY 2021/2022

## &gt;&gt; Acquisition overview:

Location	State	Type	Space (sqm)	Annualised rent (kEUR)	Main tenants	WALT (years)	Vacancy	Initial yield	Transfer of ownership
<b>Altenburg-Nobitz</b>	Thuringia	Retail park	20,259	688	Marktkauf (EDEKA), ALDI, Poco	5.2	12%	> 11.1%	February 2022
<b>Schiffweiler</b>	Saarland	Local retail centre	2,949	218	REWE	10.1	17%	> 8.9%	August 2022
<b>Bockau</b>	Saxony	Supermarket	741	36	Nah & gut (EDEKA)	1.3	0%	> 8.5%	April 2022
<b>Frauenstein</b>	Saxony	Supermarket	992	97	EDEKA	13.2	0%	> 8.3%	April 2022
<b>Rennerod</b>	Rhineland-Palatinate	Furnishing house	1,429	61	Jysk	5.0	0%	> 7.6%	April 2022
<b>Freiberg</b>	Saxony	Car maintenance	325	56	Carglass	1.5	0%	> 11.1%	April 2022
<b>Castrop-Rauxel</b>	Northrhine-Westphalia	Local retail centre	13,690	1,481	Kaufland, C&A, Deichmann, TEDI, pharmacy	6.9	7%	> 7.3%	April 2022
<b>Hattorf</b>	Lower Saxony	Supermarket	996	70	Penny (REWE)	1.9	0%	> 9.9%	April 2022
<b>Birkenfeld</b>	Rhineland-Palatinate	Retail park	4,665	386	KiK, Deichmann, TEDI, Fressnapf	4.8	4%	> 8.6%	May 2022
<b>Dessau-Roßlau</b>	Saxony-Anhalt	Local retail centre	1,480	86	Penny (REWE)	1.5	14%	> 9.6%	April 2022
<b>Gotha</b>	Thuringia	Supermarket	1,033	119	Penny (REWE)	1.8	0%	> 9.9%	June 2022
<b>Meinerzhagen</b>	Northrhine-Westphalia	Local retail centre	3,975	309	Aldi, KiK, Deichmann	4.7	2.8%	> 8.4%	August 2022
<b>Stadtroda</b>	Thuringia	Local retail centre	2,195	130	Norma	6.2	0%	> 8.1%	July 2022
<b>Lohra</b>	Hesse	Supermarket	2,396	231	EDEKA	5.4	0%	> 8.1%	October 2022
<b>Lübtheen</b>	Mecklenburg-Pomerania	Local retail centre	2,163	184	LIDL	1.8	18.6%	> 10.6%	August 2022

## Property acquisitions in FY 2021/2022

## &gt;&gt; Acquisition overview:

Location	State	Type	Space (sqm)	Annualised rent (kEUR)	Main tenants	WALT (years)	Vacancy	Initial yield	Transfer of ownership
Schmiedeberg	Saxony	Discounter	1,169	99	Penny (REWE)	2.7	0%	> 8.2%	November 2022
Grünhain-Beierfeld	Saxony	Discounter	1,432	84	Penny (REWE)	3.0	0%	> 8.0%	November 2022
Coswig	Saxony-Anhalt	Discounter	1,000	51	TEDi	5.0	0%	> 8.4%	November 2022
Kemberg	Saxony-Anhalt	Discounter	1,673	191	EDEKA	5.0	0%	> 7.8%	November 2022
Köthen	Saxony-Anhalt	Discounter	1,182	157	EDEKA	1.8	0%	> 12.9%	November 2022
Olbernhau	Saxony	Retail park	2,470	205	Netto (EDEKA), Wreesmann	6.1	6%	> 7.9%	November 2022
Cottbus	Brandenburg	Retail park	30,431	2,802	Kaufland, Rossmann, Woolworth, Deichmann	7.5	4%	> 7.8%	November 2022
Staßfurt	Saxony-Anhalt	Discounter	1,048	123	Netto (EDEKA)	2.7	0%	> 8.2%	November 2022
Osterfeld	Saxony-Anhalt	Discounter	1,000	110	Diska (EDEKA)	4.8	0%	> 8.1%	December 2022
Ensdorf	Saarland	Local retail centre	1,158	40	TEDi	5.0	6%	> 10.9%	December 2022
			101,850	8,018		5.6	6%	8.2%	

- Acquisition of a total of 25 properties with annualised rents of 8.0m EUR at an investment volume of 97.9m EUR (average yield of 8.2%) in financial year 2021/2022
- Acquisition of a further local retail centre in Suhl (Thuringia) in October 2022 with annualized rents of 54 TEUR for c. 0.5m EUR (acquisition yield of 10.8 %)



# ACQUISITIONS

## Property acquisitions in FY 2021/2022

>> Impressions of property acquisitions in the current FY:





## Property acquisitions in FY 2021/2022

>> Impressions of property acquisitions in the current FY:



>> Acquired after balance sheet date:



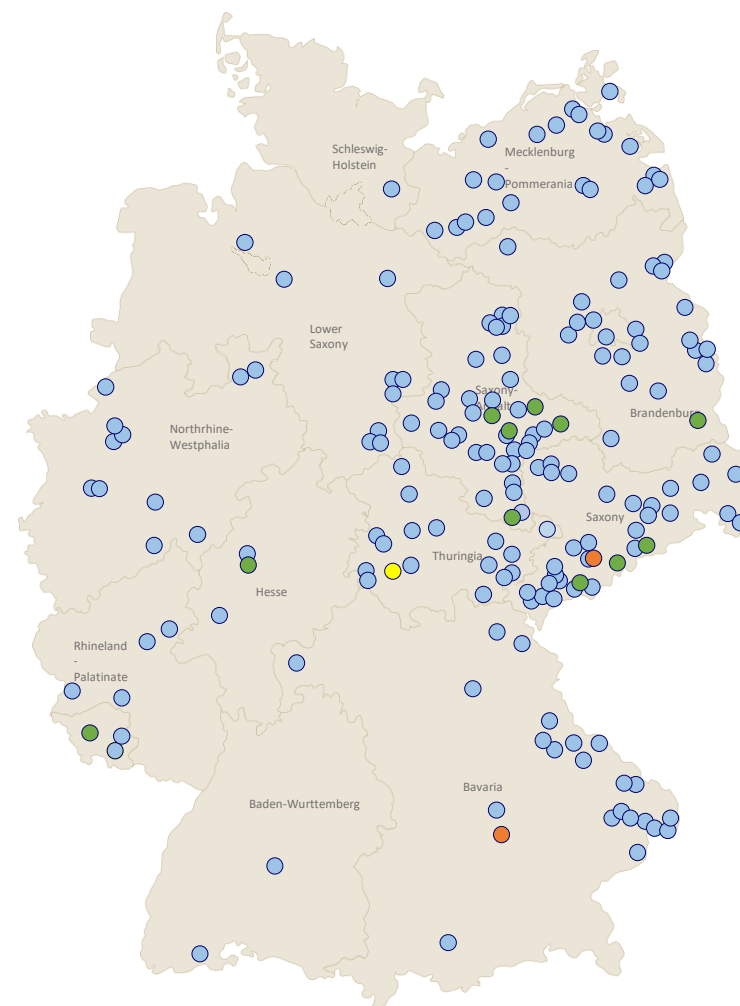
# PROPERTY PORTFOLIO

**Pro forma portfolio consists of 185 properties with approx. 1,087,000 sqm**

## >> Portfolio development within the last 24 months:

	30.09.2020	30.09.2021	30.09.2022	Pro Forma (incl. notarised disposals and acquisitions)
Number of properties	161	173	175	<b>185</b>
Rental space (sqm)	899.9	1,021.9	1,048.3	<b>1,087.2</b>
Total fair value (m EUR)	809.9	1,014.4	1,050.7	<b>1,083.3</b>
Fair value per sqm (EUR)*	900	993	1,002	<b>996</b>
Valuation multiple	12.8x	13.9x	14.2x	<b>14.1x</b>
Total annualised portfolio rent (m EUR)	63.1	72.9	73.2	<b>76.9</b>
In-place-rent per sqm per month (EUR)	6.48	6.66	6.60	<b>6.65</b>
Vacancy rate (%)	9.9	10.7	11.7	<b>11.4</b>
WALT (years)	5.4	5.5	5.2	<b>5.2</b>

\* The cost of building new properties is usually more than 1,800 EUR per sqm

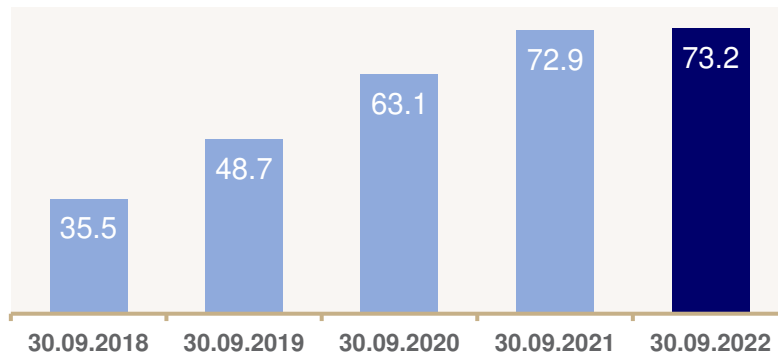


- Portfolio as at 30.09.2022 (175 properties)
- Acquired assets with transfer of ownership occurred past 30.09.2022 (11 properties)
- Notarised acquired assets as at 19.12.2022 (1 property)
- Notarised sold assets as at 19.12.2022 (2 properties)

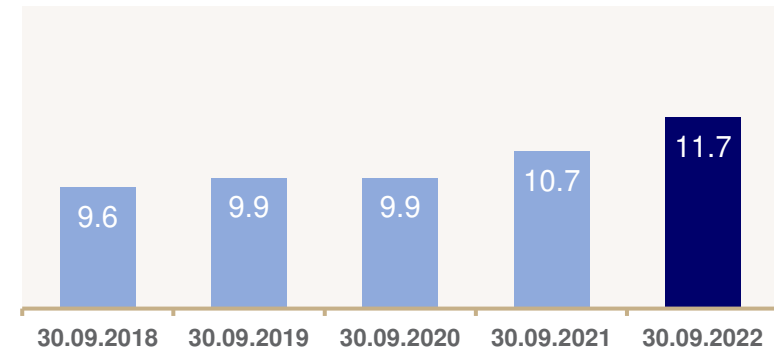


## Steady portfolio growth and stable property KPIs

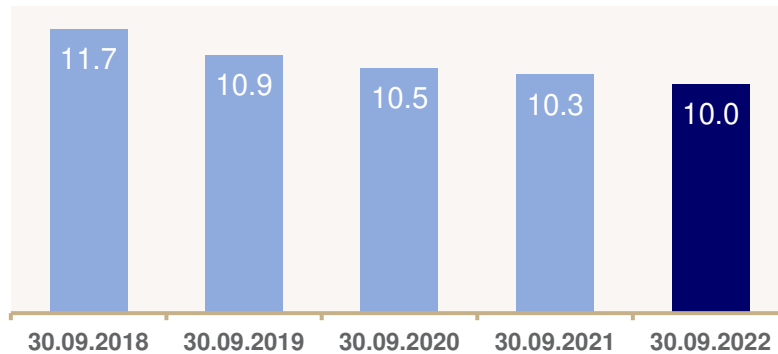
Annualised rent (m EUR)



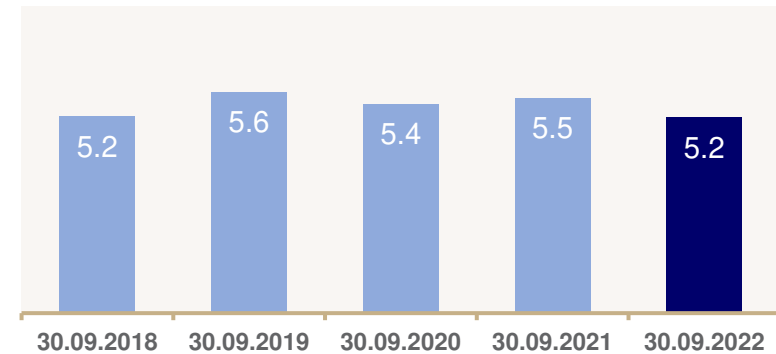
Vacancy (%)



Initial yield (%)



WALT (years)

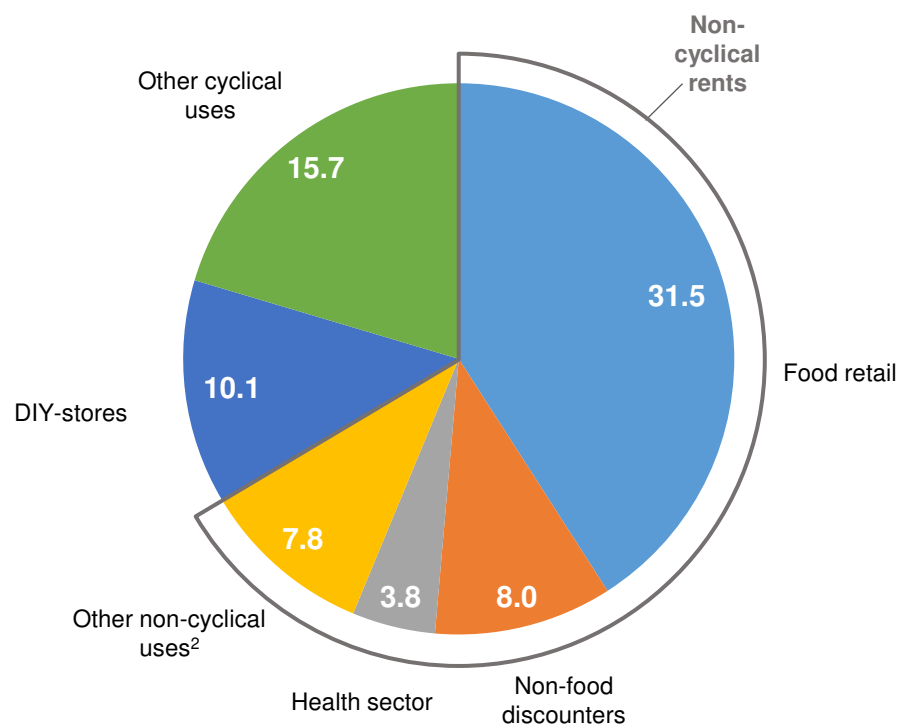


# TENANT STRUCTURE



































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## 66% Rent contribution from non-cyclical tenants (80% including DIY)

### >> Rent contribution by tenant classification (m EUR)<sup>1</sup>:



### >> Rent contribution by major tenants<sup>1</sup>:

Tenant group	Brands	Rent (m EUR)	WALT in years
Edeka Group	     	8.7	5.0
Schwarz Group	 	11.8	5.6
Rewe Group	  	4.1	5.3
Bartels-Langness Group		1.1	5.2
Metro Group		0.8	3.2
ALDI		1.0	4.6
Norma		0.8	5.0
Others	   	3.1	6.9
<b>Food retail</b>		<b>31.5</b>	<b>5.3</b>
Hellweg		4.0	9.3
Rewe Group		2.2	3.7
Tengelmann Group		1.8	3.3
Others	 	2.1	4.3
<b>DIY stores</b>		<b>10.1</b>	<b>5.9</b>
Tengelmann Group		1.2	5.4
H.H. Group	 	2.2	5.0
Others	      	4.7	4.3
<b>Non-food discounters</b>		<b>8.0</b>	<b>4.7</b>

<sup>1</sup> Annualised rent contribution of the pro forma portfolio (185 properties)

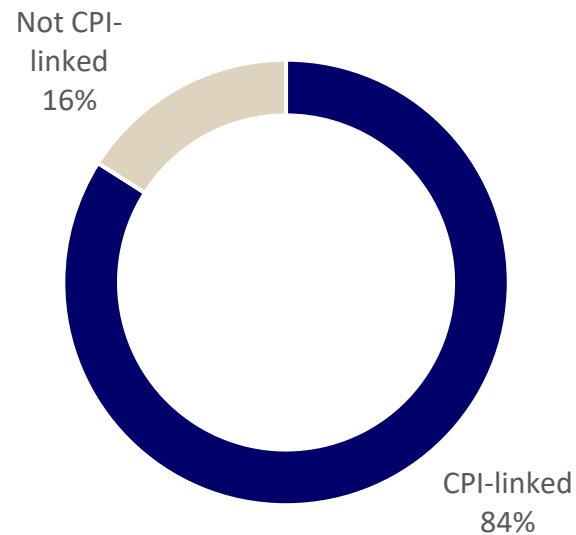
<sup>2</sup> Involves e.g. drug stores, bakeries, banks and apartments

## Resilient and inflation-linked rental income

### >> Strategy with focus to tenants with daily-needs supply pays off:

- Cyclical and lockdown-affected tenants amount to a low percentage of all rents (e.g. electronic retail, furnitures, textiles, restaurants, three cinema theatres)
- More than 80% of rents are CPI-linked which preserves the value of rent cashflows in an inflationary economic environment

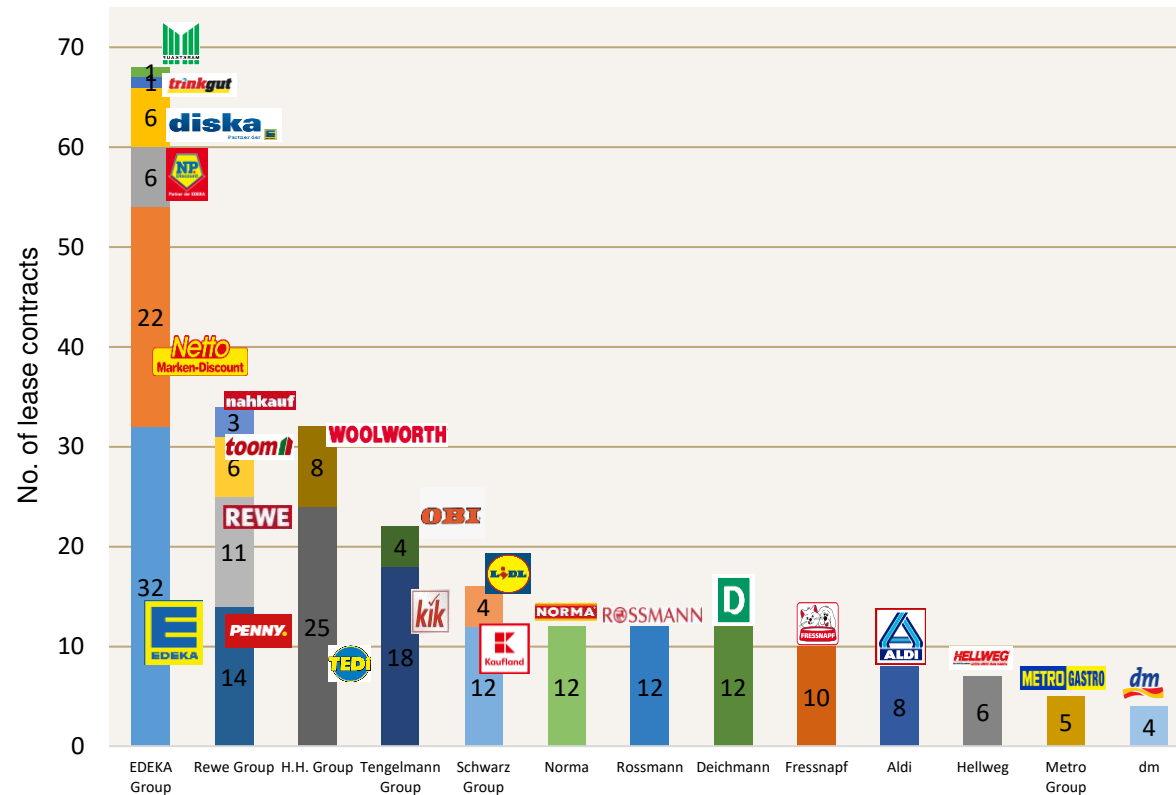
### >> Share of CPI-linked rents:



# TENANT STRUCTURE

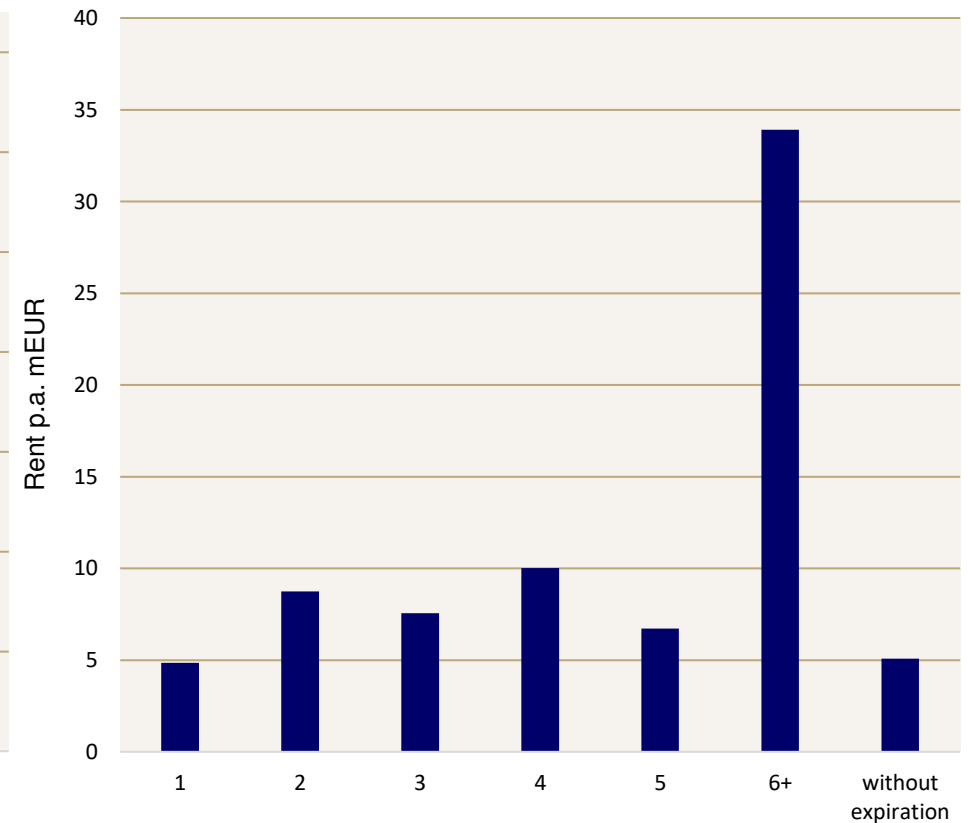
## DKR is a reliable partner for the tenants

### >> Number of leases with the same tenant group<sup>1</sup>:



- Multiple leases with the same tenant strengthens DKRs position towards the tenants

### >> Annualised rents allocated to years of lease contract maturities<sup>1</sup>:



- WALT as at 30 September 2022: 5.2 years

<sup>1</sup> Based on the pro forma portfolio (185 properties)



# VALUATION POTENTIAL OF THE PORTFOLIO

Share currently trades at > 8.3% yield (fully diluted)

>> NAV impact from factor increases (c.p.) shows further upside potential:

	Annualised total portfolio rent (m EUR)	Hypothetical valuation multiple	Yield	Portfolio value (m EUR)	Net LTV	Net debt outstanding (m EUR)	NAV (m EUR)	Number of shares diluted (m)	Hypothetical EPRA NTA per share (EUR)
Current portfolio as at 30.09.2022	73.2	14.0	7.1%	1,031.0	49.7%	525.2	550.9	50.20	10.98
Assumptions (Pro forma portfolio)	76.9	11.0	9.1%	845.9	62.1%	525.2	320.7	50.20	6.39
	76.9	11.5	8.7%	884.4	59.4%	525.2	359.2	50.20	7.16
	76.9	12.0	8.3%	922.8	56.9%	525.2	397.6	50.20	7.92
	76.9	12.5	8.0%	961.3	54.6%	525.2	436.1	50.20	8.69
	76.9	13.0	7.7%	999.7	52.5%	525.2	474.5	50.20	9.45
	76.9	13.5	7.4%	1,038.2	50.6%	525.2	513.0	50.20	10.22
	76.9	14.0	7.1%	1,076.6	48.8%	525.2	551.4	50.20	10.99

Current  
trading level  
of DKR  
shares

<sup>1</sup> Assumptions are based on the current pro forma portfolio consisting of 185 assets with an annualised rent of 76.9m EUR

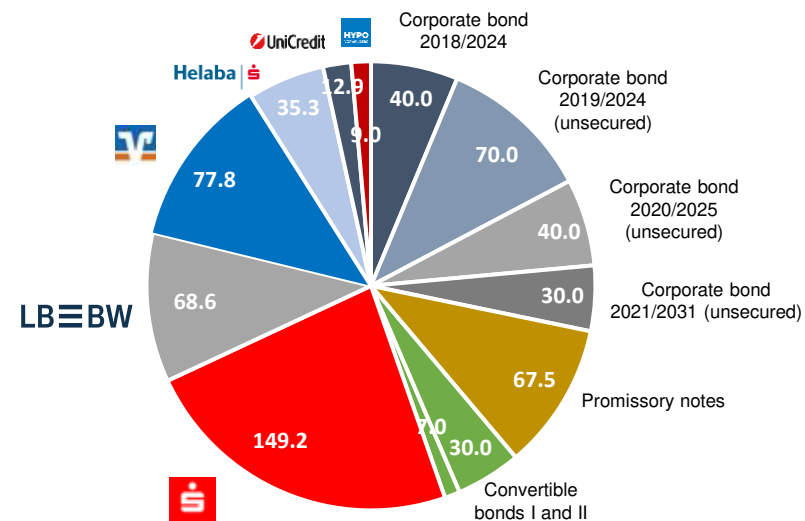
# FINANCING

## Solid debt structure with low cost of capital

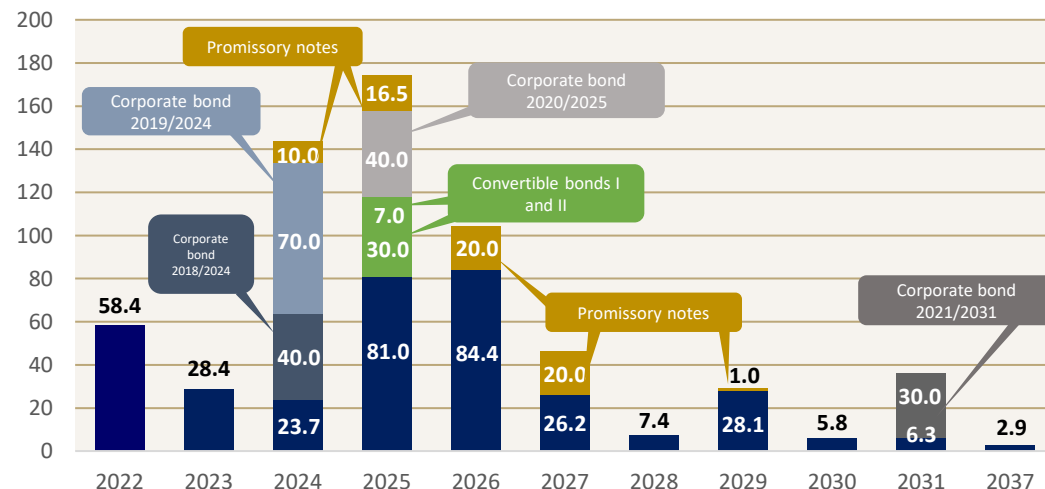
### >> Financial KPIs:

	30.09.2022	30.09.2021	%
<b>Total financial debt (loans + bonds), m EUR</b>	637.2	609.3	4.6
<b>Ø Senior secured debt cost, % p.a.</b>	1.63	1.70	-4.0
<b>Ø Total debt cost, % p.a.</b>	1.98	1.90	4.1
<b>(Net-) LTV (%)</b>	49.7	53.2	-6.5
<b>Average loan maturity (years)</b>	3.2	3.6	-11.2
<b>ICR (EBITDA excl. valuation / interest results)</b>	5.2x	6.1x	-15.4
<b>Rating secured senior debt (Scope)</b>	„BBB“ (Investment grade)	„BBB“ (Investment grade)	-
<b>Rating unsecured senior debt (Scope)</b>	„BBB-“ (Investment grade)	„BBB-“ (Investment grade)	-

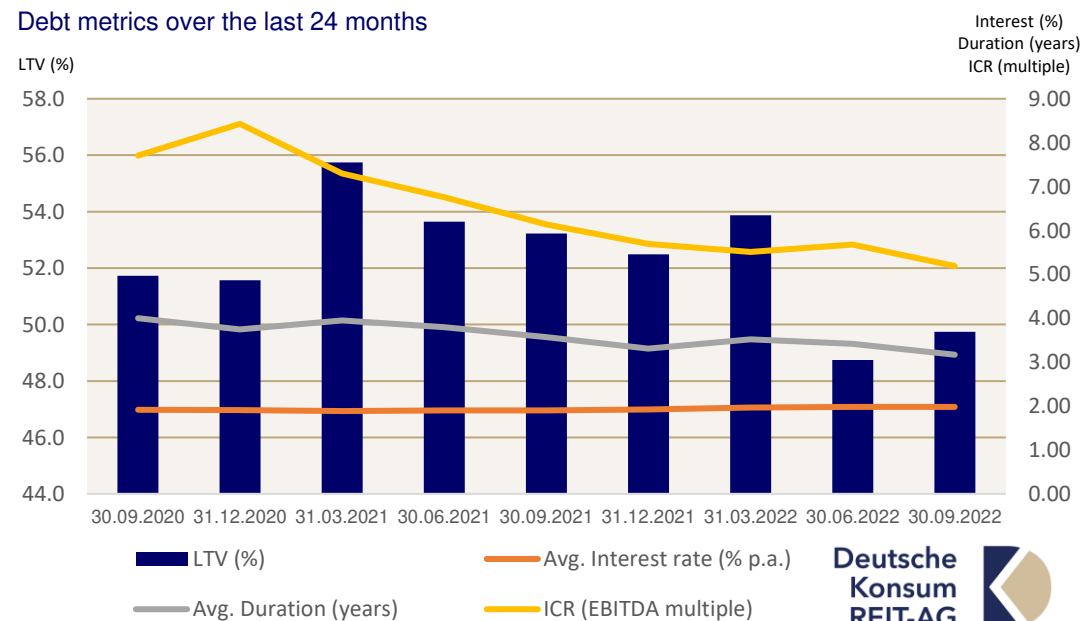
### Debt allocation (m EUR outstanding debt)



### Loan allocation according to maturity of fixed interest rates (m EUR outstanding debt)



### Debt metrics over the last 24 months



# **FINANCIALS FY 2021/2022**



## Condensed IFRS balance sheet

	k EUR	30/09/2022	30/09/2021	k EUR	30/09/2022	30/09/2021	
Pro forma portfolio currently 1,083m EUR (including notarised acquisitions)	<b>Assets</b>			<b>Equity and liabilities</b>			
	Investment properties	1,030,959.1	944,019.6	Subscribed capital	35,155.9	35,155.9	
	Other non-current assets	4,974.3	285.1	Capital reserves	197,141.6	197,141.6	
	Deferred tax assets	0.0	0.0	Other reserves	723.4	723.4	
	<b>Total non-current assets</b>	<b>1,035,933.4</b>	<b>944,304.7</b>	OCI	0.0	0.0	
Contains VAT receivables and cash escrows as well as interest bearing short-term cash investments (105m EUR)	Other current assets	121,303.6	78,198.0	Retained earnings	281,278.7	234,954.4	
	Cash position	4,827.0	652.7	<b>Total equity</b>	<b>514,299.6</b>	<b>467,975.3</b>	
	<b>Total current assets</b>	<b>126,130.6</b>	<b>78,850.7</b>	Bank liabilities	328,761.6	347,845.1	
Contains properties held for sale	Non-current assets held for sale	19,750.0	70,148.3	Convertible bonds	36,609.3	36,457.7	
				Corporate bonds	182,013.3	171,561.8	Bond tap by 10.0m EUR in November 2021
				Other liabilities	10,042.4	9,811.7	
				Deferred tax liabilities	0.0	0.0	
				<b>Total long-term liabilities</b>	<b>557,426.7</b>	<b>565,676.3</b>	
				Bank liabilities	89,282.7	53,444.4	Issuance of a 37.5m EUR promissory note loan in March/May 2022
				Other financial liabilities	2,292.5	389.8	
				Other short-term liabilities	13,979.9	5,818.1	
				<b>Total short-term liabilities</b>	<b>110,087.8</b>	<b>59,652.2</b>	
	<b>Total assets</b>	<b>1,181,814.0</b>	<b>1,093,303.8</b>	<b>Total equity and liabilities</b>	<b>1,181,814.0</b>	<b>1,093,303.8</b>	

## LTV and NAV / EPRA NTA

### >> LTV (loan-to-value):

k EUR	30/09/2022	30/09/2021
Bank loans	418,044.2	401,289.4
Convertible bonds	36,609.3	36,457.7
Corporate bonds	182,013.3	171,561.8
Other short term borrowings	0.0	0.0
<b>Total financial liabilities</b>	<b>636,666.9</b>	<b>609,308.9</b>
- Cash position	-4,827.0	-652.7
- Property management accounts	-2,072.1	-902.3
- Short term interest bearing lendings	-104,593.2	-67,908.0
<b>Net debt</b>	<b>525,174.6</b>	<b>539,845.9</b>
Investment properties	1,030,959.1	944,019.6
Investment properties held for sale	19,750.0	70,148.3
Purchase prices paid into escrow	4,920.5	0.0
<b>Properties</b>	<b>1,055,629.6</b>	<b>1,014,167.9</b>
<b>Net LTV</b>	<b>49.7%</b>	<b>53.2%</b>

### >> NAV / EPRA NTA per share:

k EUR	EPRA NAV (undiluted) 30/09/2022	Conversion effects of convertible bonds	EPRA NTA (diluted) 30/09/2022
Total equity	514,299.6		514,299.6
Conversion of convertible bonds	0.0	36,609.3	36,609.3
<b>NAV</b>	<b>514,299.6</b>	<b>36,609.3</b>	<b>550,908.9</b>
Number of shares	35,155.9	15,039.4	50,195.4
<b>NAV per share (EUR)</b>	<b>14.63</b>		<b>10.98</b>

k EUR	EPRA NAV (undiluted) 30/09/2021	Conversion effects of convertible bonds	EPRA NTA (diluted) 30/09/2021
Total equity	467,975.3		467,975.3
Conversion of convertible bonds	0.0	36,457.7	36,457.7
<b>NAV</b>	<b>467,975.3</b>	<b>36,457.7</b>	<b>504,433.0</b>
Number of shares	35,155.9	14,801.3	49,957.3
<b>NAV per share (EUR)</b>	<b>13.31</b>		<b>10.10</b>

## Condensed IFRS income statement

k EUR			01/10/2021 – 30/09/2022	01/10/2020 – 30/09/2021	%
Rental income increased due to the property portfolio growth					
Rental income			74,390.2	69,667.0	6.8
Income from recharged operating costs			13,959.8	10,675.0	30.8
Operating expenses			-40,906.0	-34,506.7	18.5
<b>Net rental income</b>			<b>47,444.0</b>	<b>45,835.3</b>	<b>3.5</b>
Income from property disposal			66,191.2	3,300.0	>100.0
Expenses from property disposal			-64,449.5	-2,720.0	>100.0
<b>Net result from property disposal</b>			<b>1,741.7</b>	<b>580.0</b>	<b>&gt;100.0</b>
Gains from fair value measurement of investment properties			28,438.2	57,760.9	-50.8
Other operating income			2,786.4	330.0	>100.0
Personnel expenses			-1,049.5	-1,222.4	-14.2
Depreciation of other assets			-35.1	-12.5	>100.0
Impairment of receivables			-8,566.4	-1,900.7	>100.0
Other administrative expenses			-2,748.9	-3,452.9	-20.4
<b>EBIT</b>			<b>68,010.4</b>	<b>97,917.7</b>	<b>-30.5</b>
Interest income			6,462.6	6,139.6	5.3
Interest expenses			-14,086.3	-12,683.7	11.1
<b>EBT</b>			<b>60,386.7</b>	<b>91,373.6</b>	<b>-33.9</b>
Taxes			-0.1	-0.4	-85.0
<b>Total period income</b>			<b>60,386.7</b>	<b>91,373.2</b>	<b>-33.9</b>
Earnings per share (undiluted), EUR			1.72	2.60	-33.9
Earnings per share (diluted), EUR			1.22	1.84	-34.0

### Split of net operating costs:

thereof (k EUR)	12M 2021/2022	12M 2020/2021
Non-recs	-9,660	-9,976
Maintenance	-9,080	-5,000
Property / Asset management	-7,596	-7,112
Non-periodic items	-610	-1,744
<b>Total net operating expenses</b>	<b>-26,946</b>	<b>-23,832</b>

Mainly contains compensation payment of one single tenant as well as insurance premium

Impairments above previous year's level due to IFRS-related valuation of short-term interest bearing lendings

Increase in interest expenses due to the larger real estate portfolio and corresponding loans

## FFO reconciliation

>> FFO/aFFO:

	01/10/2021	01/10/2020	%
k EUR	30/09/2022	30/09/2021	
<b>Total period income</b>	<b>60,386.7</b>	<b>91,373.2</b>	<b>-33.9</b>
+/- Income taxes	0.0	0.0	0.0
+ Depreciation of other assets	35.1	12.5	>100
+/- Gain from remeasurement of investment properties	-28,438.2	-57,760.9	-50.8
Net result from property disposal	-1,741.7	-580.0	>100
Non-cash expenses / income	9,262.2	4,801.4	92.9
Other non-recurring expenses	1,611.1	3,322.2	-51.5
<b>FFO</b>	<b>41,155.2</b>	<b>41,168.4</b>	<b>-0.1</b>
- Capex	-18,568.9	-18,565.9	0.0
<b>aFFO</b>	<b>22,546.3</b>	<b>22,602.4</b>	<b>-0.2</b>
<b>FFO per share (EUR), undiluted<sup>1</sup></b>	<b>1.17</b>	<b>1.17</b>	<b>-0.1</b>
<b>aFFO per share (EUR), undiluted<sup>1</sup></b>	<b>0.64</b>	<b>0.64</b>	<b>-0.2</b>

Contains non-cash items due to IFRS valuation of debt instruments (0.7m) and non-cash value adjustments on short-term cash lendings and rent receivables (8.5m)

Contains non-periodic items (0.6m) as well as other non-recurring items

Capex investments remain on prior year's level

<sup>1</sup> On the basis of average number of shares within the period



## Headline Earnings per share (HEPS) reconciliation according to JSE rules

>> HEPS:

k EUR	01/10/2021 30/09/2022	01/10/2020 30/09/2021	%
<b>Total period income (undiluted)</b>	<b>60,386.7</b>	<b>91,373.2</b>	<b>-33.9</b>
-/+ Revaluation gains / losses, IAS 40	-28,438.2	-57,760.9	-50.8
-/+ Revaluation gains / losses, IFRS 5	-1,741.7	-580.0	>100
<b>Headline earnings (undiluted)</b>	<b>30,206.8</b>	<b>33,032.3</b>	<b>-8.6</b>
+ Interest expenses on convertible bonds	626.6	624.1	0.4
<b>Headline earnings (diluted)</b>	<b>30,833.5</b>	<b>33,656.3</b>	<b>-8.4</b>
<b>Headline earnings per share (HEPS), undiluted (EUR)</b>	<b>0.86</b>	<b>0.94</b>	<b>-8.6</b>
<b>Headline earnings per share (HEPS), diluted (EUR)</b>	<b>0.61</b>	<b>0.67</b>	<b>-8.8</b>

# OUTLOOK

## FFO and dividends

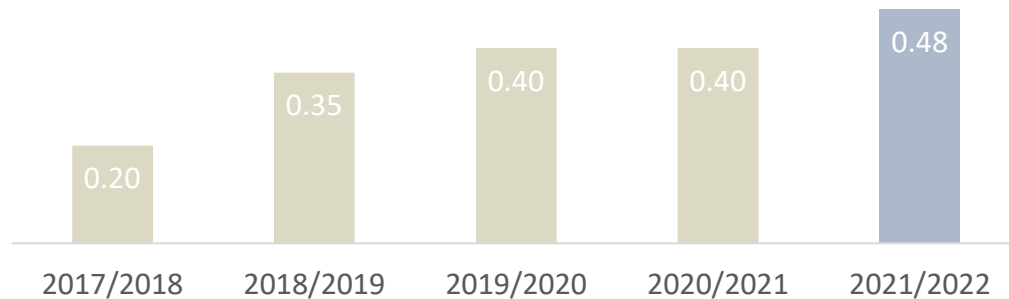
### >> Guidance for FY 2022/2023:

Date of guidance	20.12.2022
FFO (m EUR)	40.0 – 44.0

### >> Dividend policy:

- Distribution of a stable base dividend
- Steady increase of the regular dividend in the course of DKRs further growth planned
- Additional dividend in case of disposal gains in the FY when deals have been closed

### >> Dividend history and proposal to the AGM for the FY 2021/2022 (EUR per share\*):



\* Based on 35,16m shares outstanding

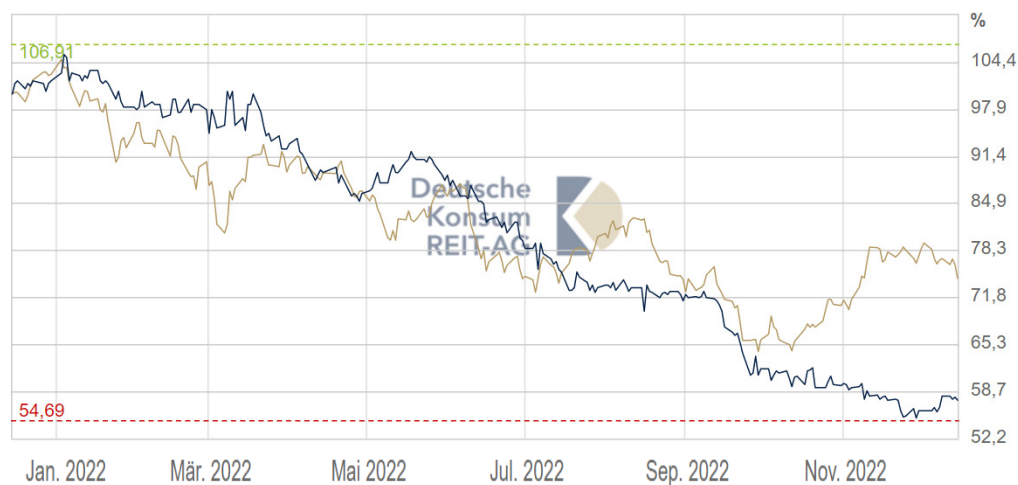


# Share information

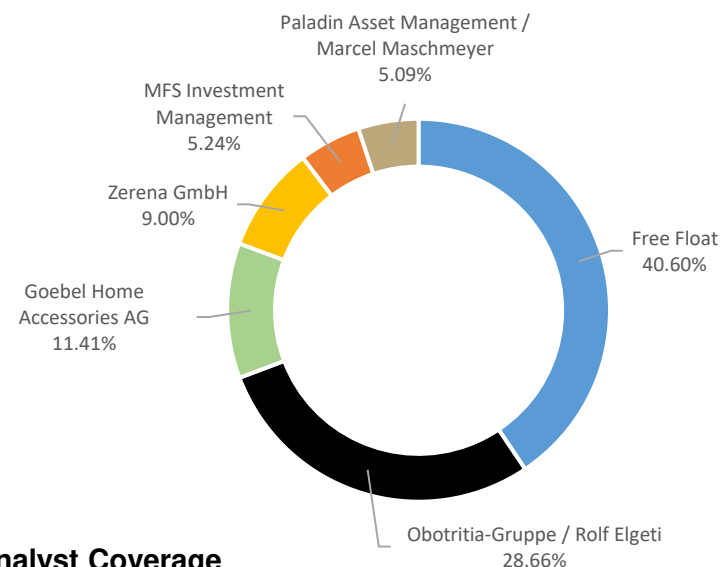
## >> Basic Share Information

<b>As at</b>	<b>16.12.2022</b>
<b>ISIN</b>	DE000A14KRD3
<b>Share price (Xetra, 16 December 2022)</b>	EUR 7.88
<b>Symbol</b>	DKG
<b>Shares outstanding</b>	35,155,938
<b>Share class</b>	Bearer shares
<b>Stock exchanges</b>	XETRA, Frankfurt, Berlin, Johannesburg
<b>Segment</b>	Prime Standard
<b>52w high/low (EUR)</b>	14.90 / 7.46
<b>Market Capitalisation</b>	EUR 277 million

## >> Share Price Performance



## >> Shareholder Structure



## >> Analyst Coverage

Bank	Analyst	Target price	
Berenberg	Kai Klose	EUR 19.00	Buy
Jefferies	Thomas Rothaeusler, Sebastian Link	EUR 16.00	Hold
Warburg Research	Andreas Pläsier, Simon Stippig	EUR 14.00	Buy
Metzler	Stephan Bonhage	EUR 17.60	Buy
ODDO BHF	Manuel Martin	EUR 18.80	Outperform

## **Financial calendar and IR contact**

## >> Financial calendar

### Date

20.12.2022	Publication of the final annual statements/annual financial report for the 2021/2022 financial year
14.02.2023	Publication of the quarterly statement for the first quarter of 2022/2023 financial year
16.03.2023	Annual General Meeting
12.05.2023	Publication of the half-yearly financial report of 2022/2023 financial year
14.08.2023	Publication of the quarterly statement for the third quarter of 2022/2023 financial year
19.12.2023	Publication of the final annual statements/annual financial report for the financial year 2022/2023

## >> IR contact:

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August-Bebel-Str. 68  
14482 Potsdam

[sf@deutsche-konsum.de](mailto:sf@deutsche-konsum.de)  
+ 49 (0331) 740 076 533





**ESG**

## DKR has set up the following measures to enhance ESG conformity

Environmental	Social	Governance
<ul style="list-style-type: none"> <li>• 148 of DKRs locations are currently being equipped with state-of-the-art charging points for electric vehicles</li> <li>• Framework agreement for the supply of renewable electricity for the portfolio concluded</li> <li>• Pilot projects to identify the potential of photovoltaic systems on own property roofs</li> <li>• Business trips and flights reduced to a minimum; replaced by virtual conferences and train if whenever possible</li> <li>• Extensive refurbishment of buildings in accordance with the latest stringent environmental legislation</li> </ul>	<ul style="list-style-type: none"> <li>• International and diverse staff</li> <li>• Safe and ergonomic work places for employees</li> <li>• Flexible working time and home office facilities</li> <li>• Free drinks at work place etc.</li> <li>• Youth sponsorship of soccer academy of F.C. Hansa Rostock</li> </ul>	<ul style="list-style-type: none"> <li>• High conformity to rules of German corporate governance codex</li> <li>• Management remuneration essentially based on long-term performance</li> <li>• Very transparent structure and reporting</li> <li>• Annual ESG-Report</li> <li>• EPRA Gold award in terms of industry standard reportings</li> <li>• Management board financially committed to the company on voluntary basis</li> <li>• Independent and diverse supervisory board members</li> </ul>

## Example: Roll-out of electric charging points at DKR's locations

### >> Summary

- DKR is equipping 148 of its locations with state-of-the-art rapid charging infrastructure for electric vehicles
- The project is carried out in cooperation with German energy supplier EnBW
- Overall, up to 500 public charging points at well-frequented retail locations will be installed over the next months
- The project will increase the attractiveness of the commercial properties for tenants and their customers
- Contribution to climate protection: 100% certified green electricity flows at all charging points
- Since announced in late 2020 the first charging points have been installed



## DKRs current Sustainability Report recently published

### >> ESG reporting

- Sustainability Report for the calendar year 2021 published and available on DKR's website in [English](#) and [German](#)
- DKR's Sustainability Reports for the calendar years 2019 and 2020 have been awarded with the EPRA sBPR Silver Award
- DKR was further awarded as one of the most improved European real estate companies in terms of ESG reporting



# APPENDIX

# HISTORICAL KPI DEVELOPMENT

## Continuously high growth since inception

Financial year	2021/2022	2020/2021	2019/2020	2018/2019	2017/2018	2016/2017	2015/2016
<b>Income statement</b>							
Rental income (k EUR)	74,390	69,667	56,231	41,978	28,601	19,249	11,437
FFO (k EUR)	41,115	41,168	34,991	25,041	16,647	10,260	5,630
FFO per share (EUR)	1.17	1.17	1.06	0.84	0.62	0.46	0.37
Dividend per share (EUR)	0.48***	0.40	0.40	0.35	0.20	-	-
Recurring admin costs ratio (%)	4.2%	4.4%	4.8%	5.6%	6.4%	6.1%	9.1%
<b>Balance sheet key figures</b>							
Investment properties (k EUR)	1,050,709**	1,014,168*	809,929	619,881	418,707	275,434	147,823
<b>Finance key figures</b>							
(net) Loan-to-value (LTV) (%)	49.7%	53.2%	51.7%	48.1%	51.2%	42.6%	49.3%
Average interest rate (all instruments) (%)	1.98%	1.90%	1.91%	1.93%	1.87%	2.99%	3.34%
ICR (x EBITDA)	5.2	6.1	7.7	4.9	3.9	3.1	2.1
NAV per share (EUR)	14.63	13.31	11.11	9.93	7.70	6.25	3.93
<b>Share information</b>							
Share price (Balance sheet date) (EUR)	8.50	13.85	15.80	15.95	11.00	10.06	9.24
<b>Portfolio key figures</b>							
Number of assets	175	173	161	123	90	62	40
Rental space (sqm)	1,048,312	1,021,901	899,852	723,708	517,824	330,123	189,463

\* Including TEUR 70,338 assets held for sale

\*\* Including TEUR 19,750 assets held for sale

\*\*\* Subject to the approval of the 2023 AGM



## Investment Highlights

>> Growing BASIC RETAIL investor – biggest niche player in Germany:



### Retail property portfolio in established micro locations

- 185 retail properties
- > 1.1bn EUR GAV and 77m EUR annualised rents
- Initial yields > 10%
- Established micro locations in German cities



### Defensive and solvent tenant mix

- Food-anchored and non-cyclical tenants for daily needs supply (BASIC RETAIL)
- Very solvent tenants
- Less negatively impacted by E-commerce
- Multiple leases with the same tenants are game changers and strengthen DKRs bargaining power



### Stock exchange listed investor

- Prime Standard listing
- Significantly increased market cap
- High cashflows
- Mandatory dividend distribution
- Highest transparency standards



### Solid and efficient funding

- Company and trade tax exemption due to REIT status
- 55% maximum LTV leverage
- Average costs of debt < 2.0% per annum
- Very lean administrative structure



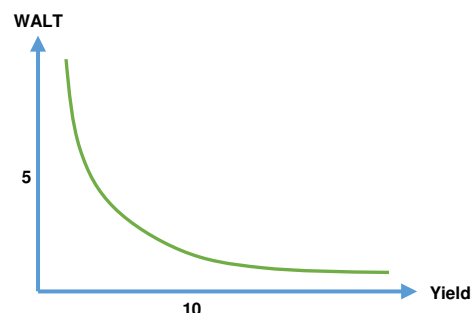
## Investment approach

>> Growing BASIC RETAIL investor – biggest niche player in Germany:



### Highly fragmented niche to be consolidated

- Niche of properties in a range between 1m EUR and 25m EUR, generally too big for private investors and too small for institutional investors
- Semi-professional market niche which DKR runs professionally
- Asset-wise acquisitions cheaper than portfolio deals



### Accepting short WALTs

- DKR make use of the disproportionate decline in property prices compared to the decline in WALTs on the market
- Deep property analysis before acquisition



### High-speed acquisition process

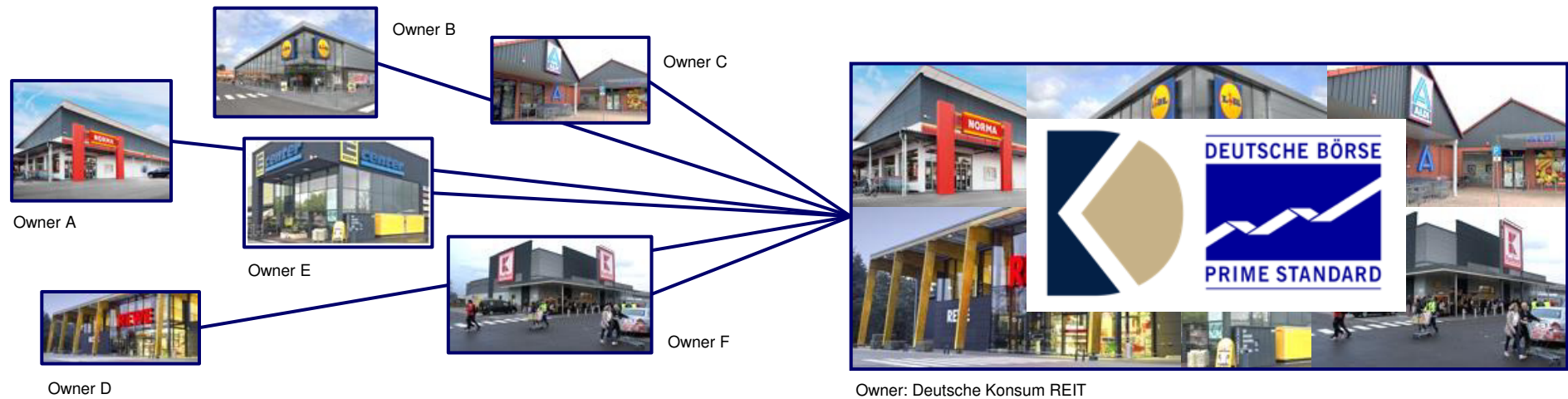
- DKR buys out of equity which is advantageous in the acquisition process
- Debt refinancing after acquisition



### Value enhancing asset management

- Investing in properties if value enhancing
- DKR is a reliable partner to its tenants
- Vacancy reduction and rental period extensions
- Multiple leases with the same tenant increases DKRs bargaining power

## Bundling single properties into an institutional asset class



- Strong and effective **risk diversification** of single properties by bundling them into a portfolio
- **Synergies and stronger position** towards tenants
- Significant funding advantages on a portfolio basis
- **Tax exemption** due to REIT-Status
- **Institutional** quality of the DKR share due to Prime Standard listing, dividend obligation and full transparency

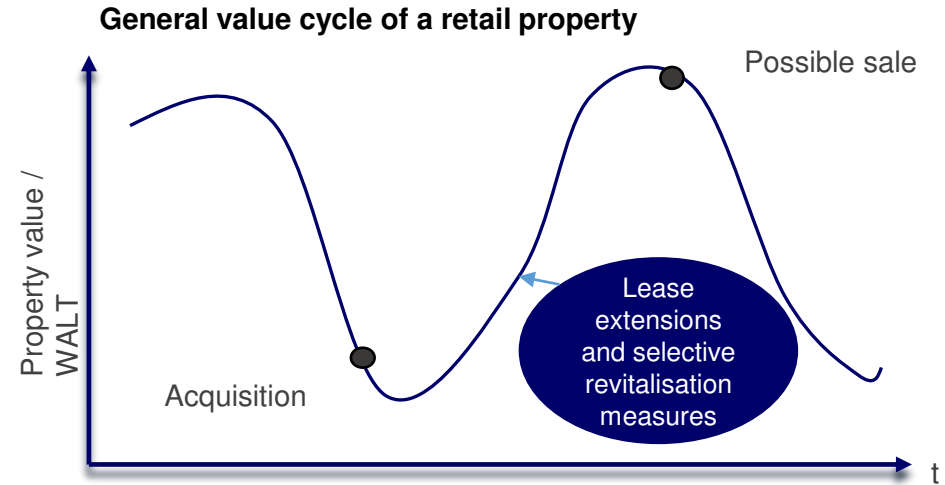
## Capital recycling as sub-strategy to grow on its own

### >> Investment criteria:

- Retail properties in established and stable micro locations and catchment areas in regional and mid-sized cities in Germany
- Retail tenants that supply goods and services for daily needs, like groceries etc.
- At least two non-cyclical anchor tenants
- Strong cashflow from the beginning based on high initial yields
- Properties with value-add potential
- Investment volume in a niche between 1m EUR and 25m EUR

### >> Manage-to-sell strategy enables capital recycling:

- Acquisition in a downturn phase at high yields
- Accept high vacancy and short WALTs to obtain high yields
- Vacancy reduction and extension of rental contracts are inherent value add potential
- Opportunistic property sales after successful revitalisation and/or rent prolongations at low yields



## Basic retail sector remains stable with best outlook

>> Market research according to 16. Retail Real Estate Report 2021/2022 by bulwiengesa / Hahn / CBRE<sup>1</sup>:

4.1%

Growth of the  
German retail  
sector in 2020

39m  
sqm

Total grocery  
& drugstore  
retail lease  
area in  
Germany

Company	Sales division (selection)	Stores			Sales area		Space productivity		Turnover	
		Operational type	No.	Change since 2019	Store average in sq m	Change since 2019	in € per sq m	Change since 2019	€	Change since 2019
ALDI	ALDI NORD	DC	2,205	0.00%	922	2.10%	6,790	3.03%	13,800,000,000	5.30%
	ALDI SÜD	DC	1,955*	1.10%	1,010*	1.80%	8,764	2.54%	17,300,000,000	5.50%
EDEKA	Netto	DC	4,260	-0.10%	802	0.60%	4,570	4.10%	15,600,000,000	4.60%
	EDEKA/E-aktiv/E-Neukauf	SM/SS	3,781	-2.20%	1,284	2.00%	4,870	9.44%	23,646,129,000	9.10%
	E-Center	SS/HM	457	-0.90%	3,247	0.20%	4,960	9.49%	7,352,633,000	8.60%
	Marktkauf	HM	102	-5.60%	5,865	0.20%	4,350	4.82%	2,602,595,000	-0.90%
Various	real	HM	269	-2.50%	6,922	-0.50%	4,220	2.18%	7,856,865,000	-0.90%
REWE Group	PENNY	DC	2,172	-1.00%	730	0.70%	5,550	5.31%	8,800,000,000	5.00%
	REWE (incl. Kaufpark)	SM/SS	3,626	-0.60%	1,522	0.70%	4,320	8.82%	23,820,266,000	9.00%
	REWE Center (incl. Kaufpark)	HM	35	-5.40%	6,536	0.30%	4,350	7.67%	994,636,000	2.10%
Schwarz Gruppe	Lidl	DC	3,226	0.60%	917	0.90%	9,570	7.53%	28,300,000,000	9.00%
	Kaufland	SS/HM	671	1.20%	4,352	0.10%	5,600	2.56%	16,350,000,000	3.90%
Bartels-Langness	Famila Nordost	HM	88	0.00%	3,698	0.40%	4,770	5.76%	1,551,090,000	6.10%
NORMA	NORMA	DC	1,326	0.80%	746	0.60%	4,040	8.02%	4,000,000,000	9.70%

DC = Discounter  
SM = Supermarket  
SS = Superstore  
HM = Hypermarket

- Strong German economy and increasing consumption in the private sector underscores this growth
- Market share of DKR of <1.0 % in German grocery & drugstore retail sector
- „E-commerce remains as a platform for the non-food-sector<sup>1</sup>“
- Expansion of stationary food retail continues
- DKRs main food retail tenants keep on growing

<sup>1</sup> The report can be found [here](#).

## Basic retail resilient to E-Commerce (1)

>> Market research according to 16. Retail Real Estate Report 2021/2022 by bulwiengesa / Hahn / CBRE<sup>1</sup>:

**05 Online share of total turnover**  
Figures in %

	Food	Drugstore products
<b>2018</b>	1	1.5
<b>2019</b>	1.1	1.7
<b>2020</b>	1.6	2.3

Source: HDE Online Monitor 2021.

fig. 1

**10 Top 5 in food retail in 2020**

	Turnover in € billion	Change since previous year
EDEKA	63.9	3.3 %
Schwarz Gruppe	44.7	7.1 %
REWE Group	42.9	5.4 %
ALDI	31.1	5.4 %
METRO GROUP inkl. C&C	11.3	-14.9 %

Source: bulwiengesa from information provided by TradeDimension.

fig. 2

### Results of the statistical data:

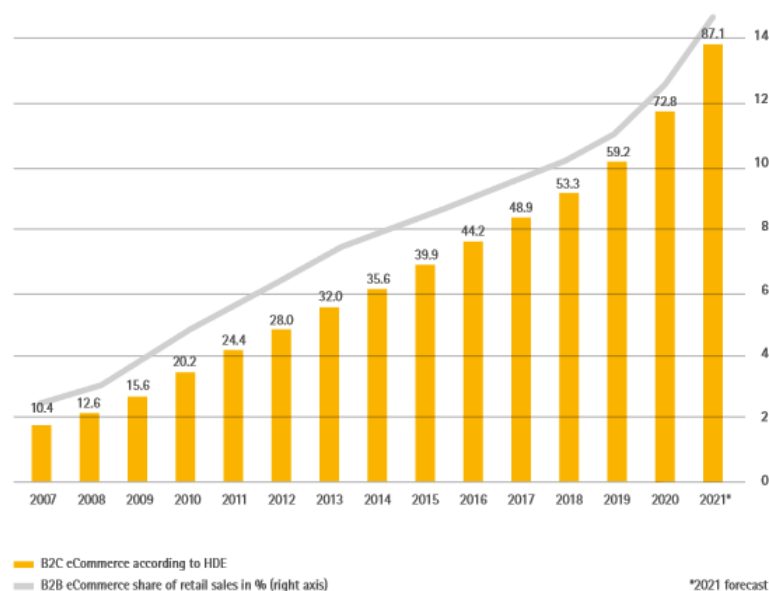
- Food sector and other goods of daily needs (basic retail) are resilient to E-Commerce which has a market share of < 2.5 % (fig. 1)
- German stationery food retailers continue a very robust overall growth (fig. 2)

<sup>1</sup> The report can be found [here](#).

## Basic retail resilient to E-Commerce (2)

>> Market research according to 16. Retail Real Estate Report 2021/2022 by bulwiengesa / Hahn / CBRE<sup>1</sup>:

04 Development of online retail sales from 2007 to 2021  
Figures in € billion



Source: HDE, including forecast for 2021.

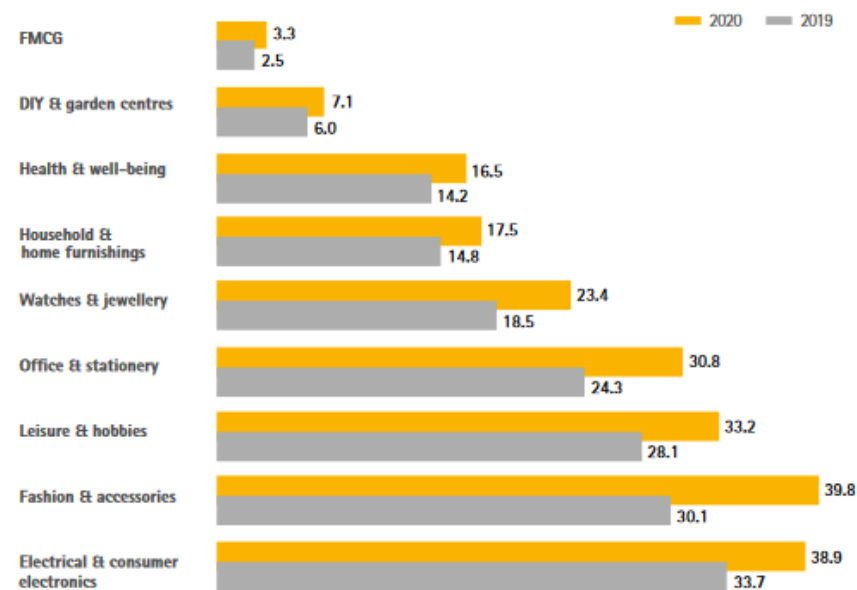
fig. 3

### Results of the statistical data:

- Recently increased annual growth rate of total E-Commerce (fig. 3)
- E-Commerce growth mainly driven by the non-food sector (fig. 4)

<sup>1</sup> The report can be found [here](#).

13 Share of total sales attributable to online sales by retail segment in 2020 and 2019  
Figures in %

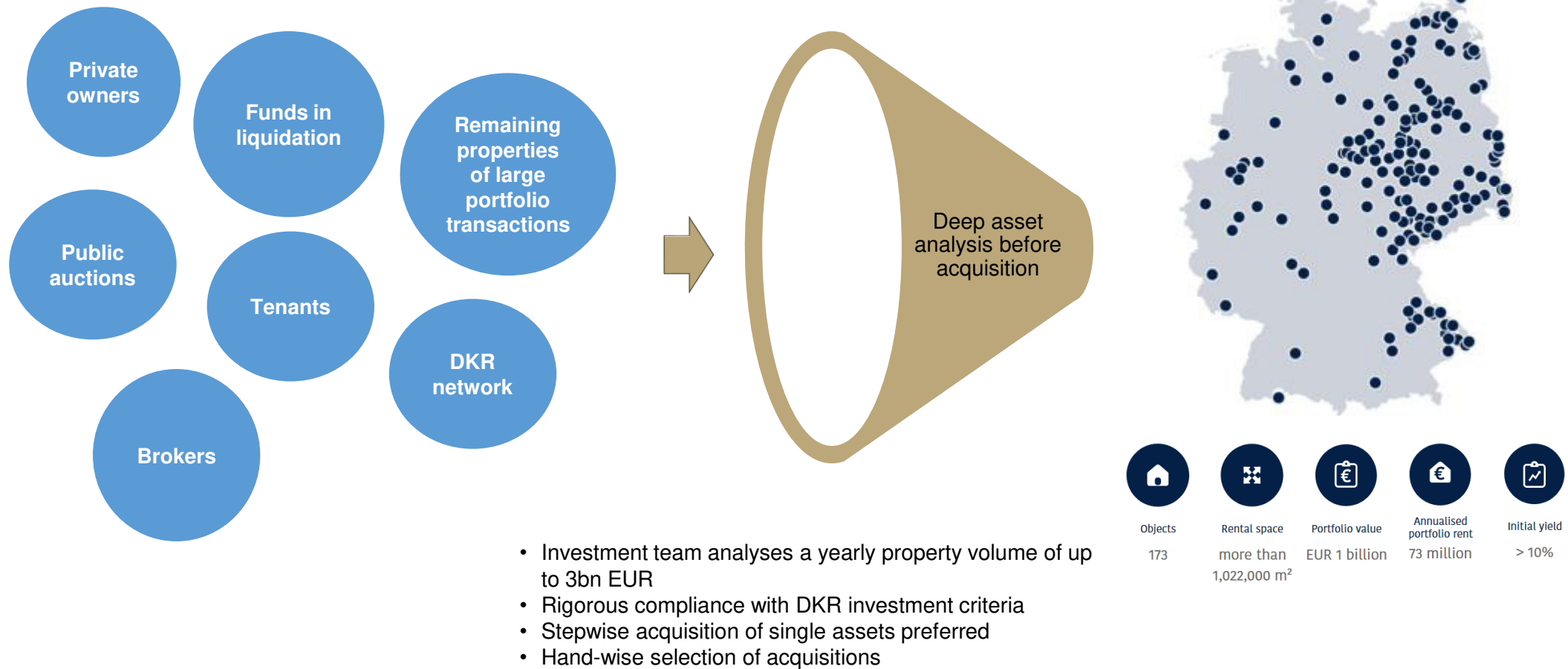


Source: HDE 2021

fig. 4



## Sourcing process for retail properties



## Experienced and committed management



### Alexander Kroth (CIO)

Alexander joined DKR in January 2017 and initially set up the company together with Rolf. He is in charge of DKR's investment strategy and the asset management. Prior to joining DKR, he worked at Obotritia Capital and KPMG. Alexander has more than 10 years real estate experience.

In July 2017 Alexander was appointed as CIO. Alexander is personally and financially committed to DKR.

### Rolf Elgeti (CEO)

Rolf is the founder of Deutsche Konsum REIT-AG, which is a spin-off of his investment company Obotritia Capital. Previously he was the CEO of TAG Immobilien AG, Hamburg, which experienced enormous growth under his leadership and stepped into the German Mid-Cap Index (MDAX).

Rolf also previously worked many years as an equity strategist at ABN Amro, Commerzbank and UBS in London. He has excellent banking and real estate knowledge. Rolf is personally and financially committed to DKR.

### Christian Hellmuth (CFO)

Christian joined DKR in January 2017 and is responsible for Finance, Accounting and IR. Prior to joining DKR he worked many years in leading positions at WCM, Deutsche Wohnen, GSW, Porsche Consulting and PricewaterhouseCoopers. Christian has more than 15 years of real estate experience.

In July 2017 Christian was appointed as CFO. Christian is personally and financially committed to DKR.



## Strong external property partners

>> DKRs main external management partners:

**Asset Manager**

Elgeti Brothers GmbH

**Property Manager**



GV Nordost  
Verwaltungsgesellschaft mbH



**Appraiser**

**CBRE**

**Technical Property Developer**

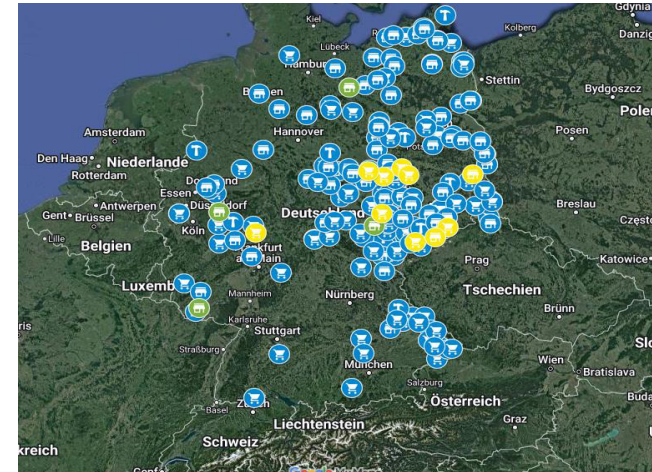


**IT and Management Software Providers**



## DKRs detailed property portfolio

ID	#	PLZ	Ort	Adresse	Bundesland	Objekttyp	Grundstücksfläche	ebenen	Mietfläche	Parkplätze	M
ID	#	postal code	Location	Address	Federal state	Property type	Plot size	storehold	Rental space	Number	EUR / month
							m <sup>2</sup>	m <sup>2</sup>	m <sup>2</sup>		
							sqm	sqm	sqm		
DKR-001	1	32547	Bad Oeynhausen	Mödenstraße 67 / Alter Rehmer Weg 22	Niederrhein-Westfalen	Fachmarktzentrum / Retail park	14.380		4.631	905	24,3
DKR-002	2	06749	Bietfeld - BIZ Bietfelder-Fachmarkt-Zentrum	Bietfelder Straße 39	Sachsen-Anhalt	Fachmarktzentrum / Retail park	23.058		19.468	365	92,5
DKR-003	3	93034	Erlau	Gothaer Landstraße 22	Thüringen	Hypersuper / Hypermarket	48.996	33.116	20.501	668	135,3
DKR-004	4	13038	Ludwigslust - Lindencenter	Am Markt 2	Mecklenburg-Vorpommern	Nahversorgungszentrum / Local retail centre	24.005		14.364	320	135,5
DKR-005	5	17087	Altenhagen I	Friedrichstraße 13	Mecklenburg-Vorpommern	Nahversorgungszentrum / Local retail centre	17.961		4.296	186	36,6
DKR-007	6	17573	Lübeckmühle	Chausseestraße 4-43	Mecklenburg-Vorpommern	Discounter	3.032		1.500	70	17,7
DKR-008	7	15930	Eisenkutenstrahl	Gubener Straße 42	Brandenburg	Baumarkt / DIY store	6.762		1.253	130	5,7
DKR-009	8	06231	Bad Duenenberg	Ortsweg Straße 5	Sachsen-Anhalt	Discounter	6.958		3.394	90	6,7
DKR-010	9	09662	Meßen	Bergstraßenstraße 1	Sachsen	Baumarkt / DIY store	14.960		6.228	116	28,0
DKR-011	10	09427	Überlandriedsdorf	Gewerbegeräte an der B195	Sachsen	Baumarkt / DIY store	6.416		6.505	128	22,2
DKR-012	11	08628	Aselt	Falkenstein 23	Sachsen	Discounter	10.078		5.435	100	9,1
DKR-013	12	15349	Mandrits	Bahnhofstraße 35-36	Brandenburg	Nahversorgungszentrum / Local retail centre	5.661		1.008	70	6,2
DKR-014	13	18337	Malow	Carl-Cosow-Straße 64	Mecklenburg-Vorpommern	Discounter	5.543	5.543	1.046	62	10,9
DKR-015	14	06132	Halle	Hermann-Hesse-Straße 11	Sachsen-Anhalt	Discounter	3.222		1.072	22	3,4
DKR-016	15	18417	Klein	Burgstraße Lange Straße 12-14	Mecklenburg-Vorpommern	Nahversorgungszentrum / Local retail centre	3.185		1.538	57	3,5
DKR-017	16	06773	Grafenhamchen	Rosa-Luxemburg-Straße 47	Sachsen-Anhalt	Discounter	3.884		1.077	64	5,0
DKR-018	17	06749	Bietfeld-Vollern	Anhaltstraße 70b, 72	Sachsen-Anhalt	Fachmarktzentrum / Retail park	10.071		5.623	120	19,4
DKR-019	18	23567	Kronpe	Leuenroder Straße 17	Sachsen	Discounter	7.492		7.291	221	14,5
DKR-020	19	02747	Hennrich	Löbauer Straße 45	Sachsen	Discounter	3.898	3.898	1.493	78	3,5
DKR-021	20	02625	Kleinwieska	Hörsingstraße Straße 136	Sachsen	Discounter	6.363	6.363	1.138	65	13,3
DKR-022	21	02906	Naundorf	Am Bahnhof 3	Sachsen	Discounter	5.115	5.115	1.344	80	6,7
DKR-023	22	18727	Schwane	Dorfstraße 25	Brandenburg	Discounter	4.337		1.047	81	9,9
DKR-024	23	12163	Belin-Tempelhof	Marneufeldstraße 11	Berlin	Discounter	2.782	2.782	1.158	20	6,3
DKR-025	24	18714	Ludwigshafen	Albert-Lenau-Straße 25	Brandenburg	Nahversorgungszentrum / Local retail centre	3.101		4.104	72	31,7
DKR-027	25	15562	Rödersdorf	Buckowstraße 12a/b	Brandenburg	Nahversorgungszentrum / Local retail centre	6.354	6.354	2.794	86	24,7
DKR-028	26	03172	Guben	Karl-Marx-Straße 95	Brandenburg	Discounter	5.196		1.181	78	10,9
DKR-029	27	04116	Ludwig	Mensinger Straße 255-263	Sachsen	Fachmarktzentrum / Retail park	65.640		23.436	330	111,5
DKR-030	28	19106	Rietzsch	Kolumbusweg 58	Mecklenburg-Vorpommern	Nahversorgungszentrum / Local retail centre	6.673	6.673	4.006	127	34,8
DKR-031	29	18273	Gutrow	Pfaffenstraße 58 / Markt 2-3 / Hageböcker Straße 109	Mecklenburg-Vorpommern	Nahversorgungszentrum / Local retail centre	3.288		5.625	24	17,8
DKR-032	30	38555	Mangende	Ringstraße 31-37 / Gustav-Peter-Straße / Pfarrstraße	Sachsen-Anhalt	Nahversorgungszentrum / Local retail centre	10.651		25.301	336	64,7
DKR-033	31	06836	Liebig	Am Stadtfeld 2	Sachsen-Anhalt	Discounter	7.048		1.110	59	6,8
DKR-034	32	06184	Großera	Lange Straße 3	Sachsen-Anhalt	Discounter	5.022		886	85	9,5
DKR-035	33	06366	Köthen	Eckendorfer Straße 6	Sachsen-Anhalt	Discounter	2.968		695	21	7,5
DKR-036	34	09463	Erdmann	Neustadt 1a	Sachsen-Anhalt	Discounter	3.315		678	44	4,8
DKR-037	35	39596	Goldbeck	Bahner Straße 43	Sachsen-Anhalt	Discounter	3.473		382	54	10,0
DKR-038	36	39578	Sandau	Nordwall 12b	Sachsen-Anhalt	Discounter	3.663		1.071	40	13,6
DKR-039	37	06679	Hohenmölsen-Kirschberg-Center	Volkmar-Köbe-Straße 8	Sachsen-Anhalt	Nahversorgungszentrum / Local retail centre	26.501		7.693	350	115,5



Please find a detailed overview of DKR's property portfolio online under the following links:

[DKR property portfolio overview as at 30 September 2022 \(Excel file\)](#)

[Interactive Map](#)