

# 9M 2020/2021 RESULTS

1 OCTOBER 2020 - 30 June 2021

12 August 2021



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Unless otherwise specified all information is for the period ("9M") ended 30 June 2021.



# **HIGHLIGHTS**



# HIGHLIGHTS 9M 2020/2021

### Significant valuation uplift of the property portfolio

### Property portfolio exceeded size of 1bn EUR

- ➤ Significant revaluation uplift (I-f-I) by c. 65m EUR or 8.0% (55m EUR valuation gain after capex invested)
- > YTD acquisitions of 13 retail properties with a total investment volume of 120.2m EUR at an average yield of 9.1%
- Property sale of discounter store in Berlin-Pankow with a profit of 1.7m EUR (sale at a yield of 4.5% / acquired at 9.7%)
- > (Proforma) Property portfolio amounts 1bn EUR with an annualised rent of c. 73m EUR

### Firepower of > 120m EUR

- > YTD acquisition volume slightly behind expectations due to slower acquisition processes in course of the pandemic
- > Further substantial growth opportunities of more than 120m EUR to be financed with funds available

### Operational business normalised despite ongoing pandemic environment

- > Rental income up 26% y-o-y
- > FFO up 22% / FFO per share up 12%
- ➤ High rent collection rates > 98%

#### Solid balance sheet

- ➤ ICR at 6.8x EBITDA
- LTV at 53.6% / NAV per share 12.97 EUR up by 17%
- Average weighted debt costs at 1.90% (including unsecured debt)
- New senior secured loans taken at fixed interest rates between 1.05% and 1.77% per annum

#### Outlook

- ➤ FFO guidance (for the FY 2020/2021) amended to 40.0m EUR 41.0m EUR (before 42.0m EUR 45.0m EUR) due to slower transaction momentum in the markets
- > DKR currently reflects several attractive offers to dispose properties aiming capital recycling
- > FFO Run Rate (to be achieved as at 30 September 2021) of 47.0m EUR 51.0m EUR



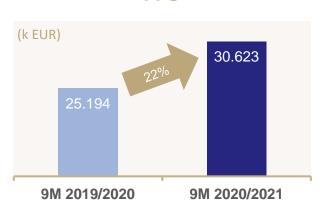
# FINANCIAL KEY FIGURES

## **Consistent and value-enhancing growth**

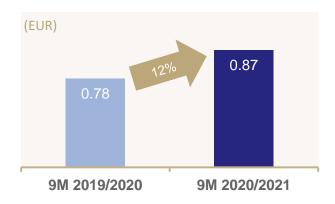
### Rental income



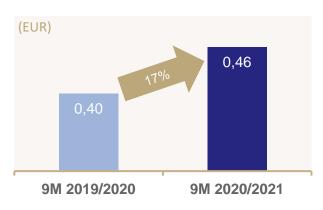
**FFO** 



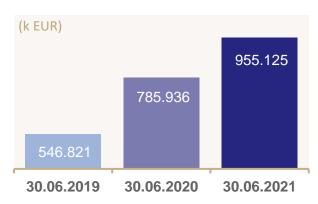
FFO per share



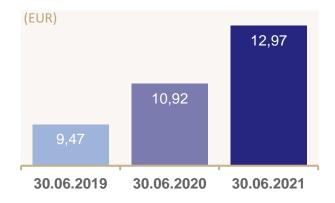
aFFO per share



**Investment properties** 



**EPRA NAV** per share





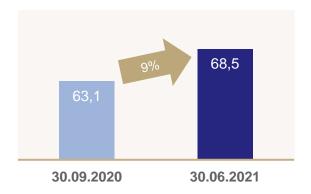
# **PROPERTY PORTFOLIO**



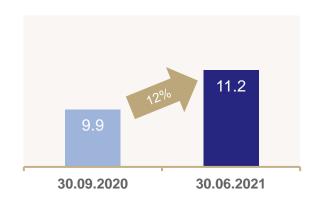
# PROPERTY PORTFOLIO

## **Key portfolio figures as at 30 June 2021**

### **Annualised rent (m EUR)**



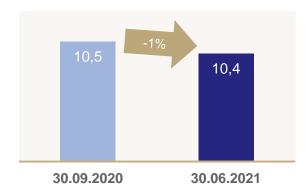
Vacancy (%)



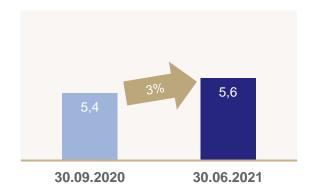
### >> Portfolio snapshot:

- ➤ Key portfolio figures based on 172 properties accounted as at 30.06.2021
- ➤ Increase of vacancy due to the recent acquisition of properties with vacancy levels above average

**Initial yield (%)** 



WALT (years)





# **ACQUISITIONS**

# **Selection of recent acquisitions (1)**













Location	Stendal	Zerbst (Saxony- Anhalt)	Schöneck (Saxony)	Parchim (Mecklenburg- Pomerania)	Neu-Anspach (Hesse)	Mölln (Schleswig- Holstein)
Туре	Retail park	Retail centre	Discount store	Retail park	Retail centre	Retail centre
Space (sqm)	19,800	2,668	1,386	12,980	5,734	5,126
Annualised rent (k EUR)	1,267	184	61	635	516	273
Main tenants	Dänisches Bettenlager, tedox (DIY), Roller	Netto, Action, Takko	EDEKA	Norma, Woolworth, Euronics, TEDI, Post	REWE, Rossmann, MS-MyService GmbH & Co. KG, etc.	Norma, Pharmacy, Apartments
WALT	c. 7 years	c. 4 years	c. 3 years	c. 4 years	c. 3 years	c. 2 years
Vacancy	0%	4%	0%	20%	5%	13%
Initial yield	> 9.3%	> 7.9%	> 12.6%	> 7.2%	> 8.0%	> 8.0%
Transfer of ownership	October 2020	October 2020	November 2020	January 2021	February 2021	February 2021



# **ACQUISITIONS**

# **Selection of recent acquisitions (2)**















Location	Wrestedt (Northrhine- Westphalia)	Blankenstein (Thuringia)	Freital (Saxony)	Zittau (Saxony)	Northeim (Lower Saxony)	Frankfurt / Oder (Brandenburg)	Saarbrücken-Dudweiler (Saarland)
Туре	Discount store	Discount store	Retail centre	Retail park	Retail park	Retail park	Retail centre
Space (sqm)	1,087	1,321	1,701	23,018	19,744	25,055	12,424
Annualised rent (k EUR)	98	97	137	552	2,583 (including parking fees)	3,555	624
Main tenants	Netto	EDEKA	Fressnapf, Beverage store, Pfennigpfeiffer	Kaufland, Euronics, Multi-Möbel	Netto, Rossmann, H&M, C&A, Woolworth	Kaufland, Rossman, DBL, Medimax, etc.	Netto, Rossmann, Woolworth, City of Saarbrücken
WALT	c. 5 years	c. 5 years	c. 3 years	c. 5 years	c. 5 years	6.3 years	4.3 years
Vacancy	0%	0%	0%	30%	7.7%	6.0%	20.9%
Initial yield	> 7.8%	> 7.6%	> 11.5%	> 8.4%	> 10.2 %	High single-digit %	> 10.6%
Transfer of ownership	January 2021	February 2021	February 2021	March 2021	April 2021	July 2021	August 2021



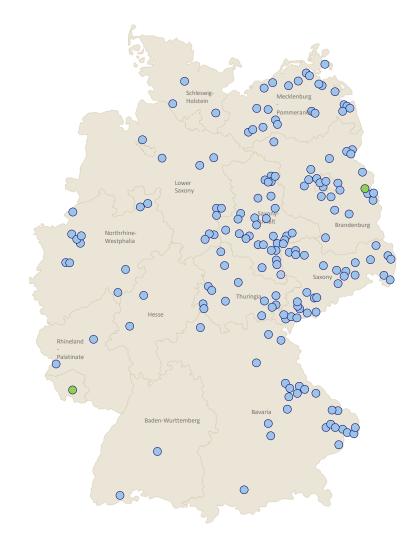
# PROPERTY PORTFOLIO

## Proforma portfolio consists of 174 properties with > 1,024,000 sqm

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

	30.09.2019	30.09.2020	30.06.2021	Pro Forma (including notarised properties)
Number of properties <sup>1</sup>	123	161	172	174
Rental space (sqm)	722.6	899.9	988.9	1,024.3
Total fair value (m EUR)	624.0	809.9	955.1	1,000.2
Fair value per sqm (EUR)	863	900	966	976
Valuation multiple	12.8x	12.8x	13.9x	13.8x
Total annualised portfolio rent (m EUR)	48.7	63.1	68.5*	72.6*
In-place-rent per sqm per month (EUR)	6.23	6.48	6.50	6.65
Vacancy rate (%)	9.9	9.9	11.2	11.1
WALT (years)	5.6	5.4	5.6	5.6

<sup>\*</sup>excluding estimated parking fees of approx. 0.5m EUR per annum



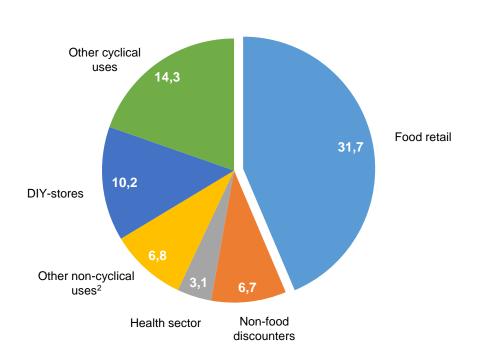
- Portfolio as at 30.06.2021 (172 properties)
- Acquired assets with transfer of ownership occured past 30.06.2021 (2 properties)
- Notarised assets as at 12.08.2021 (0 properties)



# TENANT STRUCTURE

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

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



### <sup>1</sup> Annualised rent contribution of the pro forma portfolio (174 properties) as at 30 June 2021

### >> Rent contribution by major tenants1:

Tenant group	Brands	Rent (m EUR)	WALT in years
Edeka Group	isis 📘 💟 🖬 trinkgut	8.4	5.0
Schwarz Group	Extent	10.9	6.0
Rewe Group	REWE PENNY. nahkawf	4.1	5.8
Bartels-Langness Group	fâmila (	1.0	6.4
Metro Group	METRO GASTRO	8.0	3.8
ALDI		0.8	6.1
Norma	NORMA	0.8	3.0
Others	nah & frisch HOFFMANN Tegut ICA	4.9	4.6
Food retail		31.7	5.4
Hellweg	HELLWEG	4.2	10.5
Rewe Group	toomit	2.1	4.6
Tengelmann Group	OBI	1.7	2.8
Others	Hammer	2.1	5.3
DIY stores		10.2	6.9
Tengelmann Group	kík	0.9	6.6
H.H. Group	woolworth	1.8	4.9
Others	Philipps Fristing's family TAKES  D DEICHMANN    ACTION    RENO	4.0	4.5
Non-food discounters		6.7	4.9



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

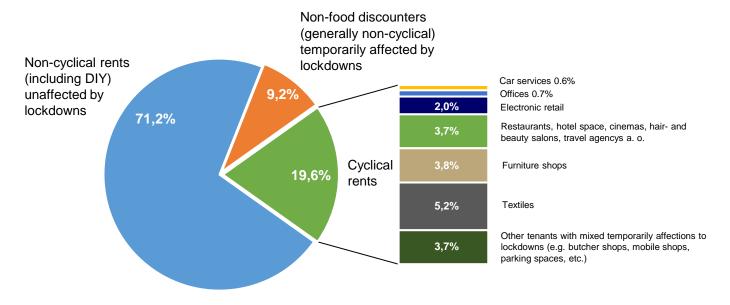
## TENANT STRUCTURE

### Resilient and inflation-linked rental income

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

- Despite COVID lockdowns DKR with high monthly rent collection rates<sup>1</sup>
- > Dip in January due to strict lockdowns and fast rebound since February
- Lockdown-affected tenants amount to a low percentage of all rents (e.g. electronic retail, furnitures, textiles, restaurants, three cinema theatres)
- Almost 75% of rents are CPI-linked which preserves the value of rent cashflows in a potentially inflationary economic environment

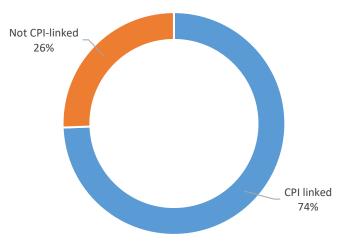
### >> Breakdown of rents regarding lockdown affection:



### >> Rent collection during the pandemic:



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



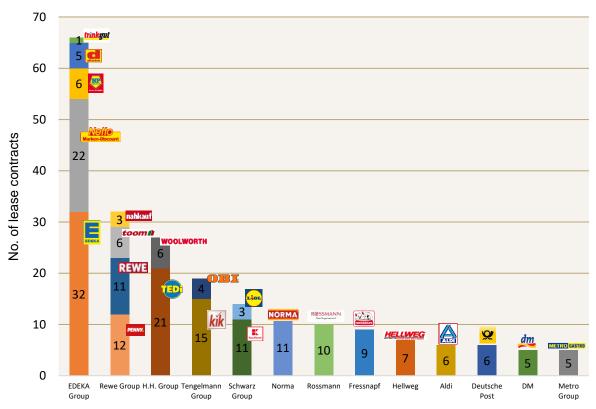


<sup>&</sup>lt;sup>1</sup> Including conditional payments subject to later negotiations

# **TENANT STRUCTURE**

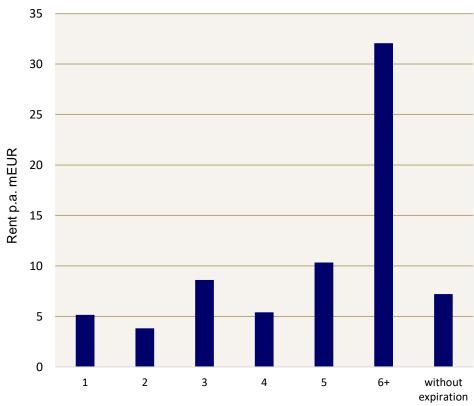
## **DKR** is a reliable partner for the tenants

### >> Number of leases with the same tenant group1:



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

### >> Annualised rents allocated to years of lease contract maturities1:



• WALT as at 30 June 2021: 5.6 years



<sup>&</sup>lt;sup>1</sup> Based on the proforma portfolio as at 12 August 2021

# VALUATION POTENTIAL OF THE PORTFOLIO

# Share price currently trades at 6.9% yield

### >> 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 (m)	Hypothetical NAV per share (EUR)
Current portfolio as at 30.06.2021	68.5	13.9	7.2%	955.1	53.6%	538.4	455.9	35.156	12.97
	73.0	14.0	7.1%	1,022.0	53%	538.4	483.6	35.156	13.76
	73.0	14.5	6.9%	1,058.5	51%	538.4	520.1	35.156	14.80
Assumptions	73.0	15.0	6.7%	1,095.0	49%	538.4	556.6	35.156	15.83
(Pro forma	73.0	15.5	6.5%	1,131.5	48%	538.4	593.1	35.156	16.87
portfolio)	73.0	16.0	6.3%	1,168.0	46%	538.4	629.6	35.156	17.91
	73.0	16.5	6.1%	1,204.5	45%	538.4	666.1	35.156	18.95
	73.0	17.0	5.9%	1,241.0	43%	538.4	702.6	35.156	19.99

Current trading level of DKR shares



<sup>&</sup>lt;sup>1</sup> Assumptions are based on the current pro forma portfolio consisting of 174 assets with an annualised rent of 73.0m EUR

# **FINANCING**



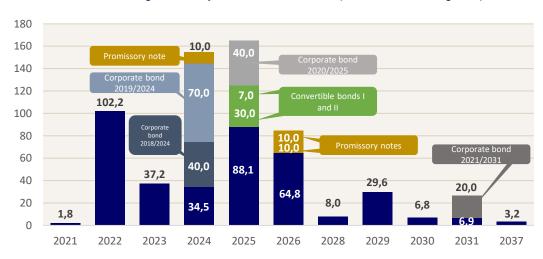
# **FINANCING**

### Solid and cost-efficient debt structure

### >> Financial KPIs:

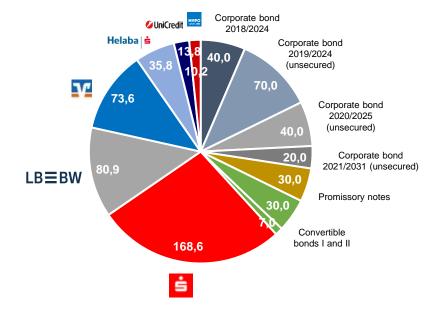
	30.06.2021	30.09.2020	%
Total financial debt (loans + bonds), m EUR	619.4	527.7	17.4
Avg. loan interest, % p.a.	1.71	1.81	-5.8
Avg. total debt interest, % p.a.	1.90	1.91	-0.6
(Net-) LTV (%)	53.6	51.7	3.7
Average loan maturity (years)	3.8	4.0	-5.0
ICR (EBITDA excl. valuation / interest results)	6.8x	6.9x	-2.2
Rating secured senior debt (Scope)	"BBB" (Investment grade)	"BBB" (Investment grade)	-
Rating unsecured senior debt (Scope)	"BBB-" (Investment grade)	"BBB-" (Investment grade)	-

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



#### Debt allocation (m EUR outstanding debt)

——Avg. Duration (years)





ICR (EBITDA multiple)

**REIT-AG** 



### **Condensed IFRS balance sheet**

Pro forma portfolio currently 1,000m EUR (including notarised acquisitions)

Advanced payments for properties with transfer after balance sheet date

Contains VAT receivables and cash escrows as well as interest bearing short-term cash investments

k EUR	30.06.2021	30.09.2020	k EUR	30.06.2021	30.09.2020
Assets				Equity ar	nd liabilities
Investment properties	955,125.2	809,928.6	Subscribed capital	35,155.9	35,155.9
Other non-current assets	45,520.7	19,941.1	Capital reserves	197,141.6	197,141.6
Deferred tax assets	0.0	0.0	Other reserves	723.4	723.4
Total non-current assets	1,000,646.0	829,869.7	OCI	0.0	0.0
Other current assets	89,846.2	98,982.0	Retained earnings	222,859.1	157,643.6
Cash position	1,269.4	209.1	Total equity	455,880.0	390,664.5
Total current assets	91,115.6	99,191.1	Bank liabilities	358,299.5	319,377.8
Non-current asset held for sale	3,300.0	6,669.3	Convertible bonds	36,420.2	36,308.6
			Corporate bonds	170,420.6	151,092.9
			Other liabilities	10,201.9	9,577.6
			Deferred tax liabilities	0.0	0.0
			Total long-term liabilities	575,342.2	516,356.8
			Bank liabilities	54,236.8	20,894.6
			Other financial liabilities	0.0	0.0
			Other short-term liabilities	9,602.4	7,814.1
			Total short-term liabilities	63,839.3	28,708.7
Total assets	1,095,061.5	935,730.1	Total equity and liabilities	1,095,061.5	935,730.1



Increased bank

liabilities due to

Issue of a new

20.0m EUR

bond in April

2021

new loans withdrawn

## LTV and EPRA NAV

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

k EUR	30.06.2021	30.09.2020
Bank loans	358,299.5	319,377.8
Convertible bonds	36,420.2	36,308.6
Corporate bonds	170,420.6	151,092.9
Other short term borrowings	54,236.8	20,894.6
Total financial liabilities	619,377.1	527,673.8
- Cash position	-1,269.4	-209.1
- Property management accounts	-3,456.2	-1,242.5
- Short term interest bearing lendings	-76,287.4	-99,208.1
Net debt	538,364.2	427,014.1
Investment properties	955,125.2	809,928.6
Asset held for sale	3,300.0	0.0
Purchase prices paid into escrow	45,172.0	15,533.7
Properties	1,003,597.2	825,462.3
Net LTV	53.6%	51.7%

### >> EPRA NAV:

k EUR	30.06.2021	30.09.2020
Total equity	455,880.0	390,664.5
Conversion of convertible bonds	0.0	0.0
NAV	455,880.0	390,664.5
Fair value of derivative instruments	-	-
Deferred taxes	-	-
EPRA NAV	455,880.0	390,664.5
Number of shares	35,155,938	35,155,938
EPRA NAV per share (EUR), undiluted	12.97	11.11



### **Condensed IFRS income statement**

Rental income increased due to the property portfolio growth				
thereof (k EUR)	9M 2020/2021	9M 2019/2020		
Non-recs	-5,162	-4,537		
Maintenance	-3,780	-2,749		
Property / Asset management	-5,349	-3,944		
Non-periodic items	-2,634	-161		
Total NRI	-16,925	-11,390		

Interest gains resulting from interest bearing short-term lendings

	k EUR	01.10.2020 <b>–</b> 30.06.2021	01.10.2019 <b>–</b> 30.06.2020	%
	Rental income	50,634.9	40,322.9	25.6
	Income from recharched operating costs	8,264.2	8,739.2	-5.4
	Operating expenses	-25,188.8	-20,129.2	25.1
	Net rental income	33,710.3	28,932.8	16.5
	Income from property disposal	0.0	4,095.0	-100.0
	Expenses from property disposal	0.0	-4,100.0	-100.0
	Net result from property disposal	0.0	-5.0	-100.0
	Gains from fair value measurement of investment properties	54,804.9	6,798.4	>100.0
	Other operating income	389.1	121.8	>100.0
	Personnel expenses	-946.4	-756.6	25.1
	Depreciation of other assets	-7.8	-8.1	-3.3
	Impairment of receivables	-1,575.0	-870.4	81.0
	Other operating expenses	-2,845.3	-3,329.5	-14.5
	EBIT	83,529.9	30,883.5	>100.0
	Interest income	4,793,0	3,209.8	49.3
	Interest expenses	-9,045.0	-6,849.6	32.1
	EBT	79,277.9	27,243.6	>100.0
	Taxes	0.0	0.0	0.0
	Total period income	79,277.9	27,243.6	>100.0
•	Earnings per share (undiluted), EUR	2.26	0.84	>100.0
	Earnings per share (diluted), EUR	1.60	0.59	>100.0

Revaluation gains resulting from the regular external revaluation of the property portfolio as at 30 June 2021

According to IFRS rules COVID-induced rent deferrals were impaired. Nontheless DKR expects major parts of those receivables as valuable and collectible past the crisis and therefore recognises them as one-off.



### **FFO** reconciliation

#### >> FFO/aFFO:

Contains non-cash items due to IFRS valuation of debt instruments and short-term receivables (impairment of deferred rents which are expected to be collected past crisis)

Contains non-periodic items as well as other non-recurring items (mainly fees for the Secondary listing at the Johannesburg Stock Exchange)

k EUR	01.10.2020	01.10.2019	%
K Z O K	30.06.2021	30.06.2020	% >100.0 0.0 -3.3 >100.0 -100.0 188.2 -24.5
Total period income	79,277.9	27,243.6	>100.0
+/- Income taxes	0.0	0.0	0.0
+ Depreciation of other assets	7.8	8.1	-3.3
+/- Gain from remeasurement of investment properties	-54,804.9	-6,798.4	>100.0
Net result from property disposal	0.0	5.0	-100.0
Non-cash expenses / income	3,616.6	1,391.5	188.2
Other non-recurring expenses	2,525.5	3,344.7	-24.5
FFO	30,622.9	25,194.5	21.5
- Capex	-14,299.2	-12,333.4	15.9
aFFO	16,323.7	12,861.1	26.9
FFO per share (EUR), undiluted <sup>1</sup>	0.87	0.78	12.2
aFFO per share (EUR), undiluted¹	0.46	0.40	17.2

Capex increase mainly due to revitalisations of various properties



<sup>&</sup>lt;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	01.10.2020 - 30.06.2021	01.10.2019 - 30.06.2020	%
Total period income (undiluted)	79,277.9	27,243.6	>100.0
-/+ Revaluation gains / losses	-54,804.9	-6,793.4	>100.0
Headline earnings (undiluted)	24,472.9	20,450.2	19.7
+ Interest expenses on convertible bonds	467.8	465.9	1.0
Headline earnings (diluted)	24,940.8	20,916.1	19.2
Headline earnings per share (HEPS), undiluted (EUR)	0.70	0.63	11.0
Headline earnings per share (HEPS), diluted (EUR)	0.50	0.45	12.0



# **OUTLOOK**



# OUTLOOK FY 2020/2021

## **Guidance amended**

### >> Current guidance for FY 2020/2021:

Date of guidance	17.12.2020	12.08.2021
FFO (m EUR)	42.0 - 45.0	40.0 – 41.0
FFO Run Rate as of 30 September 2021 (m EUR)	47.0 – 51.0	47.0 – 51.0





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

Environmental	Social	Governance
<ul> <li>148 of DKRs locations are currently being equipped with state-of-the-art charging points for electric vehicles</li> </ul>	<ul><li>International and diverse staff</li><li>Safe and ergonomic work places for</li></ul>	High conformity to rules of German corporate governance codex
Framework agreement for the supply of renewable electricity for the portfolio concluded	<ul><li>employees</li><li>Flexible working time and home office facilities</li></ul>	<ul> <li>Management remuneration essentially based on long-term performance</li> <li>Very transparent structure and reporting</li> </ul>
<ul> <li>Pilot projects to identify potential of photovoltaic on the roof of own properties</li> <li>Business trips and flights reduced to a</li> </ul>	<ul> <li>Free drinks at work place etc.</li> <li>Youth sponsorship of soccer academy of F.C. Hansa Rostock</li> </ul>	<ul> <li>Annual ESG-Report</li> <li>EPRA Gold award in terms of industry standard reportings</li> </ul>
minimum; replaced by virtual conferences and train if whenever possible		<ul> <li>Management board financially committed to the company on voluntary basis</li> </ul>
Extensive refurbishments of buildings according to latest strong environmental laws		Independent and diverse supervisory board members



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

### >> Summary of the project

- > 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 12 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 first Sustainability Report published**

### >> ESG reporting

Sustainability Report for the calendar year 2019 available on DKR's website in English and German



### 1 Foreword of the Management Board Dear shareholders and business partners. Dear Sir or Madam. Deutsche Konsum REIT-AG ("DKR") has recorded consistently strong, value-adding growth since commencing operations in 2014. The company now holds a real estate portfolio of retail properties for daily needs in 165 locations in Germany with a rental area of approx. 950,000 m², which currently generates annualised rents of approx. EUR 66 million and is valued at around EUR 850 million (as of 15 November 2020). On the stock exchange, DKR has now reached a market capitalisation of approx. EUR 550 million. The company employs more than 20 employees. In addition, around seven external employees (asset managers) are currently entrusted with the management of the properties. The strong growth as well as the increasing importance of the company in property and capital markets has led to an obligation for us to assume increasing responsibility for sustainable corporate development. This first sustainability report ("ESG" report) is intended to demonstrate the way in which we fulfil this responsibility regarding environmental ("E"), social ("S") and corporate governance ("G") as-As a long-term and defensively oriented owner of local supply properties, it is part of our DNA to act sustainably, both economically and ecologically, and to find a suitable balance between both objectives. In addition, we are committed to using the manpower and financial resources provided by our employees and shareholders in a responsible manner. In this respect, as the DKR Board of Manage ment, we are committed to sustainable corporate management. Broderstorf December 2020 With kind regards. Rolf Elgeti Alexander Kroth Christian Hellmuth Chairman of the Board

#### 5 EPRA sBPR performance measures and explanations

#### 5.1 Environmental performance measures of DKR real estate portfolio

No.	EPRA Code	GRI	Indicators	Units of	2018	2019	% Change
	El los cooc		morestor 2	measures	2020	2025	A Change
Energ	y indicators						
4.1	Elec-Abs	302-1	Electricity	kWh	3,689,492	4,665,150	26.44%
4.2	Elec-LfL	302-1	Electricity	kWh	3,032,277	2,947,050	-2.81%
			Percentage of renewable sources	%	n/a	n/a	0%
4.5	Fuels-Abs	302-1	Fuels	kWh	18,583,321	21,243,724	12.52%
4.6	Fuels-LfL	302-1	Fuels	kWh	12,519,874	12,781,578	2.05%
			Percentage of renewable sources	%	n/a	n/a	0%
4.7	Energy-Int	CRE1	Energy intensity	kWh/m²/a	39.64	35.83	-9.60%
4.8	GHG-Dir-Abs	305-1	Dir. GHG emissions	tCO <sub>2</sub>	3459.3	3108.3	-10.15%
4.9	GHG-Indir-Abs	305-2	Indir. GHG emissions	tCO <sub>2</sub>	2274.4	2428.3	6.77%
4.10	GHG-Int	CRE3	GHG emissions intensity	tCO <sub>2</sub> /m <sup>2</sup> /a	0.0157	0.0147	-6.15%
Wate	r indicators						
4.11	Water-Abs	303-1	Water	m <sup>a</sup>	71,710	83,713	14.34%
4.12	Water-LfL	303-1	Water	m³	48,650	49,917	2.54%
4.13	Water-Int	CRE2	Water intensity	m³/m²/a	0.12761	0.11578	-9.28%
Certif	ications						
4.16	Cert-Tot	CRES	Certification	# Certificates	1	1	0%

#### Energy and greenhouse gas emission

The significant increase in absolute consumption in electricity consumption (Blec-Abs) and fuel consumption (Fuel-Abs) in aminy the result of strong purchase-related company and portfolio great by Accordingly, the real estate portfolio great by more than 160,000 m² rental space in the 2019 reporting year. It should be mentioned that the vacory rate of the DKR portfolio in fiscal year 2018/2019 in creased by around 0.3% year-on-year. The fact that consumption within individual properties fluctuates considerably year-on-year is due in most cases to the fact that the leases in the corresponding multi-tenant properties have changed between the two reporting dates.

The energy efficiency of the portfolio improved significantly during the reporting period, with an average of 4 kWh per m³ less consumed in 2019 than in 2018, a decrease of 9.6%. While fuel consumption within the LIP-portfolio increased slightly from 2018 to 2019 (2.05%), electricity consumption decreased by 2.81%.

To calculate the direct CO<sub>2</sub> emissions resulting from the heat generation in the individual objects, the emission factors for natural gas and heating oil (light), which are shown by the Federal Environment Agency, were used. This showed a direct CO<sub>2</sub> emission of 3,108 tons of CO<sub>2</sub> for the objects considered in 2019, which corresponds to a decrease of 10.15% compared to the previous year (3,459 tCO<sub>2</sub>).

-

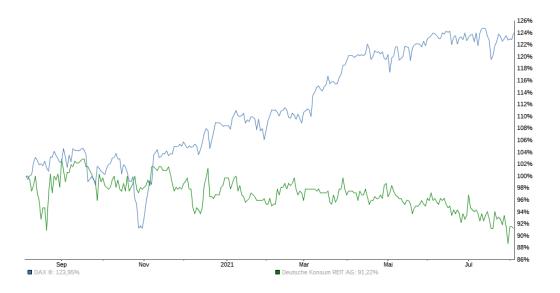


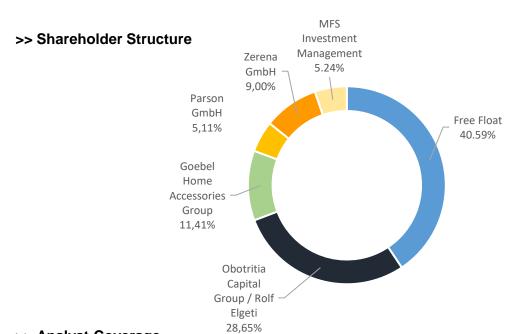
# SHARE INFORMATION

### >> Basic Share Information

As at	30.06.2021
ISIN	DE000A14KRD3
Share price (Xetra, 10 August 2021)	EUR 14.50
Symbol	DKG
Shares outstanding	35,155,938
Share class	Bearer shares
Stock exchanges	XETRA, Frankfurt, Berlin, Johannesburg
Segment	Prime Standard
52w high/low (EUR)	16.95 / 14.15
Market Capitalisation	EUR 510m

### >> Share Price Performance





### >> Analyst Coverage

Bank	Analyst	Target price	
Berenberg	Kai Klose	EUR 20.00	Buy
Jefferies	Thomas Rothaeusler/ Sebastian Link	EUR 16.00	Hold
Warburg Research	Andreas Pläsier	EUR 17.80	Buy
Metzler	Stephan Bonhage	EUR 17.90	Buy
ODDO BHF	Manuel Martin	EUR 18.80	Outperform



# FINANCIAL CALENDAR AND IR CONTACT

#### >> Financial calendar

Date	
12.08.2021	Publication of the quarterly statement for the third quarter of 2020/2021 financial year
16.12.2021	Publication of the final annual statements/annual financial report for the financial year 2020/2021

### >> Roadshows / Investor meetings

Date		Country
02.09.2021	Commerzbank Corporate Conference, Frankfurt	
20.09.2021	Berenberg and Goldman Sachs 10th German Corporate Conference, Munich	_
21.09.2021	Baader Investment Conference, Munich	
23.11.2021	Deutsches Eigenkapitalforum, Frankfurt	

#### >> IR contact:

Stefanie Frey August-Bebel-Str. 68 14482 Potsdam

<u>sf@deutsche-konsum.de</u> + 49 (0331) 740 076 533





# **APPENDIX**



# HISTORICAL KPI DEVELOPMENT

## Continuously high growth since inception

Financial year	9M 2020/2021	2019/2020	2018/2019	2017/2018	2016/2017	2015/2016
Income statement						
Rental income (k EUR)	50,635	56,231	41,978	28,601	19,249	11,437
FFO (k EUR)	30,623	34,991	25,041	16,647	10,260	5,630
FFO per share (EUR)	0.87	1.06	0.84	0.62	0.46	0.37
Dividend per share (EUR)	tba	0.40	0.35	0.20	-	-
Recurring admin costs ratio (%)	4.8%	4.8%	5.6%	6.4%	6.1%	9.1%
Balance sheet key figures						
Investment properties (k EUR)	955,125	809,929	619,881	418,707	275,434	147,823
Finance key figures						
(net) Loan-to-value (LTV) (%)	53.6%	51.7%	48.1%	51.2%	42.6%	49.3%
Average interest rate (all instruments) (%)	1.90%	1.91%	1.93%	1.87%	2.99%	3.34%
ICR (x EBITDA)	6.8	7.7	4.9	3.9	3.1	2.1
EPRA NAV per share (EUR)	12.97	11.11	9.93	7.70	6.25	3.93
Share information						
Share price (Balance sheet date) (EUR)	14.90	15.80	15.95	11.00	10.06	9.24
Portfolio key figures						
Number of assets	172	161	123	90	62	40
Rental space (sqm)	988,862	899,852	723,708	517,824	330,123	189,463



## DKR BUSINESS MODEL AT A GLANCE

### **Investment Highlights**

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



# Retail property portfolio in established micro locations

- 174 retail properties
- > 1.0bn EUR GAV and 73m EUR annualised rents
- Initial yields > 10%
- Established micro locations in German cities



**Defensive and solvent tenant** mix

- Food-anchored and noncyclical 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
   1.9% per annum
- Very lean administrative structure



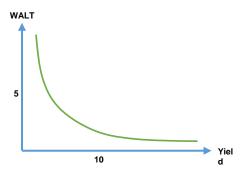
### **Investment approach**

#### >> 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

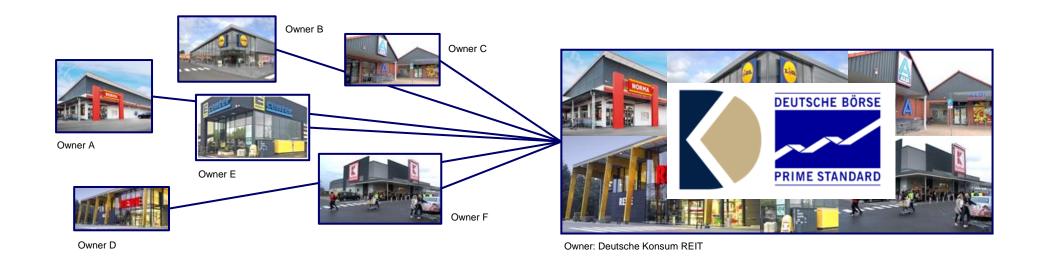


# Value enhancing asset management

- Investing in properties if value enhancing
- DKR is a reliable partner to its tenants
- Vacancy reduction and rental period extensions
- Multilpe 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 portfolios basis
- Tax exemption due to REIT-Status
- Institutional quality of the DKR share due to Prime Standard listing, dividend obligation and full transparency



### Basic retail sector remains stable with best outlook

>> Market research according to 15. Retail Real Estate Report Germany 2020/2021 by bulwiengesa / Hahn / CBRE1:

3.2 %
Growth of the stationery retail in 2019

38m SQM Total grocery & drugstore retail lease area in Germany

			Stores		Sales area		Space pro	ductivity	Sales	
Company	Sales division (selection)	Operational type	No.	Change since 2018	Store average in sq m	Change since 2018	in € per sq m	Change since 2018	€	Change since 2018
EDEKA	Netto	DC	4.237	0.05 %	800	0.92 %	4,280	0.71 %	14,514,674,000	1.88 9
	EDEKA/E-aktiv/E-Neukauf	SM/SS	3.867	3.15 %	1,258	1.27 %	4,450	-0.22 %	21,677,964,000	4.29 9
	E-Center	SS/HM	461	3.13 %	3,240	-0.10 %	4,530	-1.52 %	6,769,228,000	1.55 9
	Marktkauf	НМ	108	-6.09 %	5,852	1.42 %	4,150	1.47 %	2,624,963,000	-3.23 9
Metro Group	real	HM	276	-0.72 %	6,959	-0.43 %	4,170	0.00 %	8,001,780,000	-1.23 9
REWE Group	Penny	DC	2.195	0.00 %	727	0.62 %	5,170	0.00 %	8,244,783,000	0.66 9
	REWE (incl. Kaufpark)	SM/SS	3.647	2.27 %	1,511	0.85 %	3,970	-1.00 %	21,858,815,000	2.05 9
	REWE Center (incl. Kaufpark)	HM	37	0.00 %	6,520	-1.46 %	4,040	-0.25 %	974,448,000	-1.83 9
Schwarz Group	Lidl	DC	3.212	0.60 %	909	1.18 %	7,420	0.27 %	21,669,718,000	2.09 9
	Kaufland	SS/HM	666	0.45 %	4,351	0.22 %	4,930	0.00 %	14,292,268,000	0.82 9
Bartels-Langness	FamilaNordost	HM	88	1.15 %	3,683	0.04 %	4,510	1.35 %	1,461,347,000	2.55 %
Norma	Norma	DC	1.323	0.46 %	741	1.76 %	3,530	0.00 %	3,462,358,000	2.24 9

- Strong German economy and increasing consumption in the private sector underscores this growth
- Market share of DKR of 2.7% (>1m sqm)
- "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>&</sup>lt;sup>1</sup> index.php (hahnag.de)

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

>> Market research according to 15. Retail Real Estate Report Germany 2020/2021 by bulwiengesa / Hahn / CBRE1:

Drugstore products		
(detergents, cleaning agents and cleaning materials, paper hygienic products)	Food and delicatessen products	
1.5	0.9	2017
1.5	1.0	2018
1.7	1.1	2019

		Change since previous year
EDEKA	61.5	4.5%
Schwarz Group	41.8	3.7%
REWE Group	41.7	4.5%
ALDI	31.0	2.7%
Metro Group incl. C&C	13.2	-2.0%

### Results of the statistical data:

fig. 1

• Food sector and other goods of daily needs (basic retail) are resilient to E-Commerce which has a market share of < 2 % (fig. 1)

fig. 2

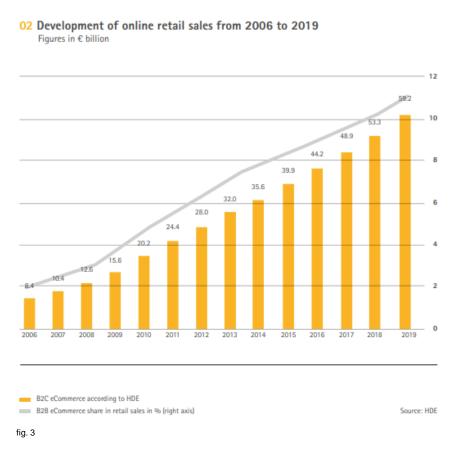
• German stationery food retailers continue a very robust overall growth (fig. 2)

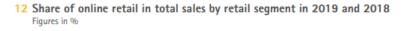


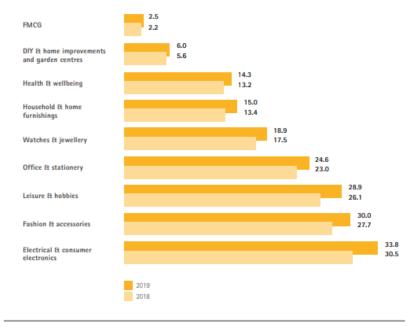
<sup>&</sup>lt;sup>1</sup> index.php (hahnag.de)

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

>> Market research according to 15. Retail Real Estate Report Germany 2020/20201 by bulwiengesa / Hahn / CBRE¹:







Source: HDE 2020

#### fig. 4

#### Results of the statistical data:

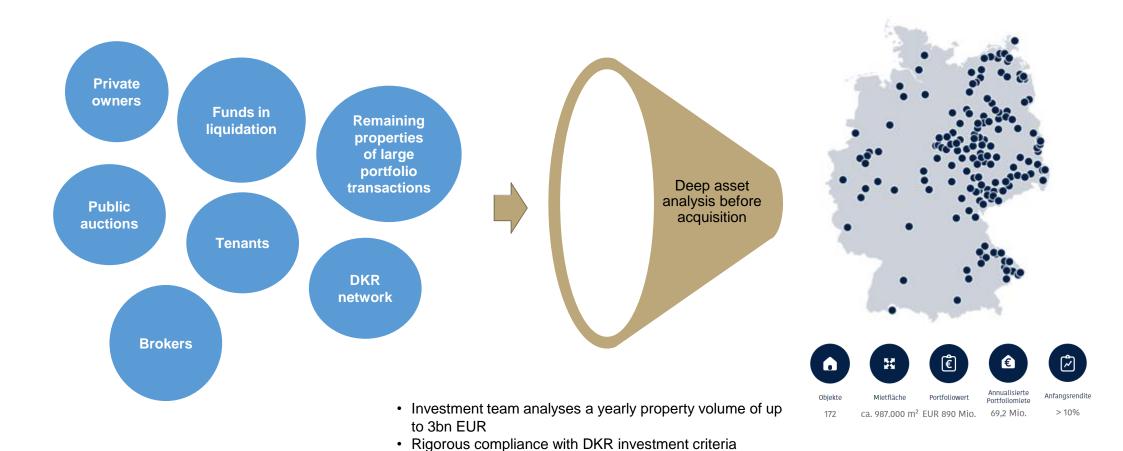
- Yearly growth rate of total E-Commerce still moderate
- E-Commerce growth mainly driven by the non-food sector (see fig. 4)



<sup>&</sup>lt;sup>1</sup> index.php (hahnag.de)

# **ASSET SOURCING**

## **Sourcing process for retail properties**



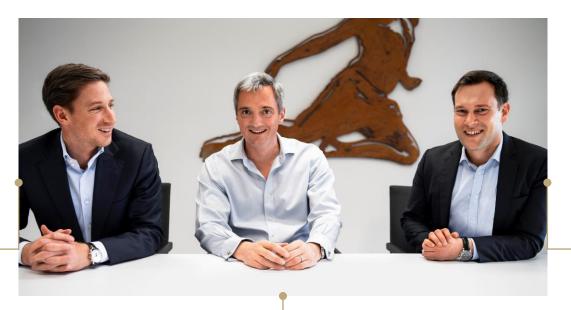
· Stepwise acquisition of single assets preferred

· Hand-wise selection of acquisitions



## MANAGEMENT

### **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 DKRs 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.



# **PARTNERS**

## **Strong external property partners**

>> DKRs main external management partners:

Asset Manager Elgeti Brothers GmbH

Property Manager





**Appraiser** 



**Technical Property Developer** 



**IT and Management Software Providers** 







# PORTFOLIO DETAILS

## **DKRs detailed property portfolio**



Please find DKR's current portfolio in a detailed overview online under the following link:

DKR property portfolio overview as at 30 June 2021 plus latest acquisitions

