

Aroundtown SA

Germany / Real Estate Frankfurt Stock Exchange Bloomberg: AT1 GR ISIN: LU1673108939

Q3/22 Update RATING PRICE TARGET

BUY € 4.60

Return Potential Risk Rating 98.4% Medium

BRACING FOR THE ECONOMIC DOWNTURN

Nine month reporting was close to FBe and has Aroundtown on pace to achieve confirmed 2022 guidance. Management sounded a cautious tone on the earnings call with the impact of macro headwinds becoming more visible. At the same time, Aroundtown's top brass were confident in the landlord's ability to absorb the current market disruption, even though earnings (FFO 1) will take a hit with the announced plan not to call the €369m in perpetual notes callable in January 2023. Although we had already factored this reset into our model, updated forecasts now consider the more cautious market outlook for LFL growth. This points to a target price of €4.6 (old: €5.1). Our rating remains Buy.

Bracing for the economic downturn AT is now in cash-preservation mode and has stockpiled enough liquidity to cover debt maturities until YE25, thanks to YTD closed disposals topping €1.3bn. Although these have been executed well above book value (~30% margin over cost including CapEx), AT noted that future transactions may be less lucrative (below BV) with buyers holding back because of interest rates and hopes of lower pricing. Including GCP deals, AT has closed over €7bn in above-BV transactions since the covid-19 breakout, and management emphasised that the landlord is under no pressure to dispose of properties at the moment. We suspect the company would only sell below BV, if it could funnel proceeds into buyback financing instruments trading well below book value.

Other conference call takeaways Meanwhile, Q3 revaluations were flat, and the balance of the portfolio (~15%) will be reassessed in Q4. The company puts mid-term risk (next 12-18 months) to property values at around minus 5%, which we now factor into our model. Aroundtown also believes LFL rental income growth could be flat to slightly negative in 2023, due to (1) challenges in the residential market with renters having to stump up for fiendishly high energy bills; and (2) the looming recession, which will hamper the office and hotel sectors. Corporates may look to reduce office footprints or postpone expansion plans, while holiday seekers could. . . (p.t.o.)

FINANCIAL HISTORY & PROJECTIONS

	2018	2019	2020	2021	2022E	2023E
Net rent (€m)	633.00	765.70	1,003.00	1,085.70	1,202.73	1,173.07
Adj. EBITDA (€m)	606.0	772.7	944.1	974.9	1,008.5	967.6
Net income (€m)	1,827.80	1,709.10	906.40	1,078.10	747.04	44.80
EPS (diluted) (€)	1.54	1.12	0.50	0.55	0.40	-0.10
EPRA NTA¹ (€m)	n.a.	10,522.78	11,186.90	11,564.01	11,685.62	11,220.20
NTAPS¹ (€m)	n.a.	8.59	9.51	10.21	10.61	10.19
DPS (€)	0.25	0.14	0.22	0.23	0.25	0.23
FFO 1² (€m)	359.64	445.58	357.80	353.20	360.28	336.52
FFOPS 1² (€)	0.34	0.38	0.27	0.30	0.33	0.31
Liquid assets (€m)	1,613.90	3,074.70	3,287.09	3,276.61	2,447.24	2,131.01

¹ No NTA data reported prior to 2019 ² after perpetual and covid-19 adjustments

RISKS

Risks include, but are not limited to, unfavourable interest rate developments, unfavourable macroeconomic developments, and the departure of key personnel.

COMPANY PROFILE

Aroundtown SA is a specialist real estate company focused on investing in and managing value-add properties primarily located in the German/ Netherlands real estate markets.

MARKET DATA	As of 06 Dec 2022
Closing Price	€ 2.32
Shares outstanding	1537.02m
Market Capitalisation	€ 3564.35m
52-week Range	€ 1.84 / 5.63
Ava Volume (12 Months)	3 708 388

Multiples	2021	2022E	2023E
P/FFO 1	7.7	7.1	7.6
P/NTA	0.2	0.2	0.2
FFO 1 Yield	13.0%	14.1%	13.2%
Div Yield	9.8%	10.6%	9.9%

STOCK OVERVIEW



COMPANY DATA	As of 30 Sep 2022
Liquid Assets	€ 2,320.00m
Current Assets	€ 4,246.10m
EPRA NTA	€ 11,623.00m
Investment properties	€ 29,252.00m
Current Liabilities	€ 1,311.00m
Total Equity	€ 18,958.00m

SHAREHOLDERS

Treasury shares*	30.0%
Avisco Group	15.0%
Blackrock	6.3%
Free Float	48.7%
* 12% are held through TLG Immobilien AG, voting rights	

. . . be compelled to cut back travel budgets. Hotel rent collection rates were good in Q3 (October 80%), but this momentum could see a setback depending on the macro environment. Overall, management are confident the balance sheet can absorb this downturn without jeopardising covenants, thanks to ample headroom and good debt coverage metrics. The dividend policy remains intact for now (75% of FFO 1), but the company will make a final decision on the 2022 earnings payout just before the proposal to the AGM depending. This will hinge chiefly on the evolution of the disposal markets and access to capital.

HIGHLIGHTS FROM 9M REPORTING

Net rental income like-for-like (LFL) was +2.6%—in-place rent +3.0%; occupancy minus 0.4%—for the period. Excluding hotels, LFL net rent growth amounted to 3.4%. As of H1, LFL metrics include GCP. The residential landlord reported 3.1% LFL net rental growth at the 9M juncture.

Table 1: 9M/22 results vs prior year and FBe

All figures in EURm	Q3/22	Q3/22E	variance	Q3/21	variance	9M/22	9M/21	variance
Net rental income	304	301	1%	315	-3%	917	773	19%
AEBITDA before JV contribution	232	231	0%	256	-9%	718	625	15%
Margin (on NRI)	76%	77%	-	81%	-	78%	81%	-
AEBITDA	248	247	0%	264	-6%	758	716	6%
FFO 1 before covid adjustment	104	102	1%	120	-14%	335	367	-9%
FFO 1	89	90	-1%	95	-6%	275	267	3%
FFOPS 1 before covid adjustment (€)	0.09	0.08	1%	0.10	-17%	0.30	0.31	-3%
FFOPS 1¹ (€)	0.08	0.08	-1%	0.08	0%	0.25	0.23	9%

Source: First Berlin Equity Research; Aroundtown

9M net rental income (NRI) rose 19% Y/Y to €917m. The growth owes largely to the GCP consolidation as of 1 July. Adjusted for Grand City, NRI was down 8% Y/Y to €622m with the decline traced to disposals between the periods. On a quarterly basis, NRI dipped -3% Y/Y on the absence of GCP consolidation effects for the July-to-September period. Q3 results were in line with FBe.

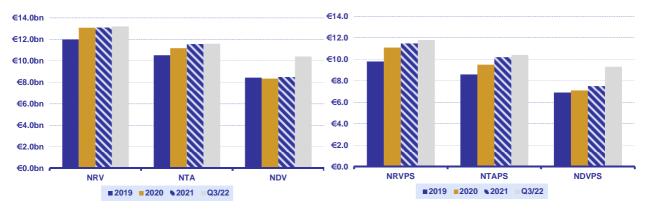
'Adj. EBITDA before JV contribution', which reflects recurring operational profit excluding capital gains and revaluation effects, climbed 15% Y/Y to €718m in 9M owing largely to the GCP contribution and supported by the 2.6% LFL NRI growth. Higher rents from rising CPI indexation helped offset inflationary effects. Excluding the Grand City consolidation, the 9M KPI was 11% lower Y/Y, due to aforementioned disposals. Including the JV contributions, AEBITDA tallied €758m (+6%). On a quarterly basis, the AEBITDA before JV contribution decreased 9% Y/Y to €232m reflecting the disposal effects. This matched FBe.

FFO 1 stable on a per share basis 'FFO 1 before the covid adjustment' was down 9% Y/Y to €335m owing to the high disposals offsetting the 2.6% LFL NRI growth and higher stakes in GCP and TLG. However, the corresponding per share KPI was only 3% lower Y/Y at €0.30, thanks to share buyback effects. The GCP consolidation had no material impact on FFO calculations since AT's share of GCP FFO was already included in the old accounting.

FFO 1 was up 3% Y/Y to €275m, aided by the lower Covid-19 provision of €60m (9M/21: €100m) on the back of improving hotel collection rates. On a quarterly basis, all FFO KPIs were close to our targets.

FFO 2 tallied €564m (9M/21: €650m), thanks to the €.3bn of property disposals in 9M/22 at 22x NRI with a 30% margin over cost including CapEx. Berlin dominated 9M/22 disposals, and office led by yielding asset class.

Figure 1: EPRA NAV developments



Source: First Berlin Equity Research; Aroundtown

Table 2: Financial highlights

All figures in EURm	Q3/22	2021	variance
Cash and liquid assets	2,320	3,244	-28%
Investment property	29,252	29,116	0%
Total assets	38,717	39,383	-2%
Total financial debt	14,825	15,588	-5%
Total equity	18,858	19,156	-2%
Equity ratio	49%	49%	-
EPRA NTA	11,623	11,564	1%
Unencumbered asset ratio	83%	83%	-
Loan-to-Value (LTV)	40%	39%	-

Source: First Berlin Equity Research; Aroundtown

Table 3: 2022 guidance vs FBe

	Unit	2022 Guidance	FBe 2022				
FFO 1 ¹	€m	350 - 375	360				
FFOPS 11	€	0.31 - 0.34	0.33				
DPS	€	0.23 - 0.25	0.25				
¹ PreviouslyFFO 1after perpetuals, co vid adjusted							

Source: First Berlin Equity Research; Aroundtown

Lowering target price; staying at Buy We have dialled back our forecasts starting in 2023 to account for market headwinds. Management sounded a cautious tone on the earnings call with the impact of macro headwinds becoming more visible. The company echoed the view communicated recently by Grand City that residential LFL growth could be flat next year, while acknowledging a similar scenario for the commercial properties. Corporates are under pressure to cut costs, which could impact office footprints, while hotels may be dealing with the one-tow punch up residual pandemic effects (business and international travel) plus the impact of a recession on travel budgets

Changes include: (1) an increase in property OpEx to track the latest inflationary effects; (2) higher current taxes to match latest run rates; (3) reduced LFL rental income growth for 2023; and (5) property valuation write downs next year. Our target price moves to €4.6 (old: €5.1).

Table 4: Updated FBe and target price

	old	new	revision	upside	dividend yield	total upside
Target price (€)	5.1	4.6	-10%	98%	11%	109%
		2022E			2023E	
in €m	Old	New	variance	Old	New	variance
Net rent (NRI)	1,203	1,203	0.0%	1,181	1,173	-0.7%
AEBITDA	1,008	1,008	0.0%	1,000	968	-3.3%
margin	84%	84%	-	85%	82%	-
FFO 1	360	360	0.0%	376	337	-10.4%
Margin	30%	30%	-	32%	29%	-
FFOPS 1 (€)	0.32	0.33	0.0%	0.37	0.31	-10.4%

Source: First Berlin Equity Research estimates



in €m	2022E	2023E	2024E	2025E	2026E	2027E	2028E	2029E	2030E	TV
FFOPS 1 (€)	0.33	0.31	0.33	0.36	0.30	0.28	0.30	0.30	0.34	0.35
Payout ratio	75%	75%	75%	75%	75%	75%	75%	75%	75%	75%
Dividend (DPS) (€)	0.25	0.23	0.25	0.27	0.23	0.21	0.22	0.23	0.26	0.26
Y/Y		-7%	8%	9%	-16%	-6%	4%	2%	13%	n.a.
NPV	0.24	0.22	0.22	0.23	0.18	0.16	0.16	0.16	0.17	3.14
CAGR 2022 to 2027	-2.8%									
Terminal growth rate	1.0%									
Discount rate	5.5%									
NPV of dividends (€)	1.4									
NPV of TV (€)	3.1									
Fair value per share €	4.6									

Terminal growth											
		-0.5%	0.0%	0.5%	1.0%	1.5%	2.0%	2.5%			
	4.3%	4.6	5.0	5.4	5.9	6.5	7.4	8.6			
rate	4.7%	4.3	4.6	5.0	5.4	5.9	6.6	7.4			
	5.1%	4.0	4.3	4.6	4.9	5.4	5.9	6.6			
9	5.5%	3.8	4.0	4.3	4.6	4.9	5.4	5.9			
Discount	5.9%	3.6	3.8	4.0	4.2	4.5	4.9	5.3			
_	6.3%	3.4	3.6	3.7	4.0	4.2	4.5	4.9			
	6.7%	3.2	3.4	3.5	3.7	3.9	4.2	4.5			

				Cost o	f Debt			
		2.50%	2.75%	3.00%	3.25%	3.75%	4.25%	4.8%
nt rate	4.3%	7.2	6.7	6.3	5.9	5.1	4.2	3.4
	4.7%	6.5	6.1	5.7	5.4	4.6	3.9	3.1
	5.1%	6.0	5.6	5.3	4.9	4.3	3.6	2.9
iscount	5.5%	5.5	5.2	4.9	4.6	3.9	3.3	2.7
Disc	5.9%	5.1	4.8	4.5	4.2	3.7	3.1	2.6
Ĭ.	6.3%	4.7	4.5	4.2	4.0	3.5	2.9	2.4
	6.7%	4.4	4.2	4.0	3.7	3.3	2.8	2.3

INCOME STATEMENT

All figures in EURm	2018	2019	2020	2021	2022E	2023E
Net rent	633	766	1,003	1,086	1,203	1,173
Operating and other income	114	129	177	238	353	344
Rental and operating income (RI)	747	895	1,180	1,323	1,556	1,518
Capital gains, property revaluations & other	1,536	1,218	769	810	413	-716
Result from equity-accounted investees	252	299	196	193	74	77
Property OpEx	-219	-228	-443	-533	-643	-601
Other income	0	0	0	0	0	0
Administration & other OpEx	-23	-27	-51	-57	-63	-60
Operating income (EBIT)	2,294	2,156	1,652	1,737	1,338	218
Net financial result	-115	-142	-201	-180	-181	-170
Other financial expenses	-94	46	-168	-162	-175	0
Pre-tax income (EBT)	2,085	2,060	1,283	1,394	981	49
Tax expense	-44	-71	-89	-100	-106	-111
Deferred tax	-213	-280	-287	-216	-128	107
Tax result	-257	-351	-377	-316	-234	-4
Comprehensive net income	1,828	1,709	906	1,078	747	45
Minority interests	161	343	165	330	183	-4
Perpetual notes	46	58	90	106	119	157
Net income to owners	1,620	1,308	652	642	445	-108
Basic EPS (€)	1.54	1.12	0.50	0.55	0.40	-0.10
AEBITDA	606	773	944	975	1,008	968
Ratios					*	***************************************
Adj EBITDA before JV contributions	95.7%	100.9%	94.1%	89.8%	83.8%	82.5%
Tax rate	7.3%	9.1%	9.5%	10.3%	10.5%	11.5%
Expenses as % of revenues						
Property OpEx	29.3%	25.5%	37.5%	40.3%	41.3%	39.6%
Administration & other OpEx	3.0%	3.1%	4.3%	4.3%	4.1%	3.9%
Y/Y Growth						
Revenues	41.7%	19.8%	31.9%	12.1%	17.6%	-2.5%
Operating income	19.4%	-6.0%	-23.4%	5.1%	-23.0%	-83.7%
Adjusted EBITDA	78.8%	27.5%	22.2%	3.3%	3.4%	-4.1%
Net income/ loss	26.3%	-19.3%	-50.2%	-1.5%	-30.7%	n.m.
Funds from Operations (FFO)		•				
AEBITDA before JV contribution	497	641	777	871	962	918
Finance expense	-115	-142	-201	-180	-181	-170
Tax expense	-44	-71	-89	-100	-106	-111
Minority adjustment	-7	-17	-36	-82	-125	-127
Other adjustments	8	3	9	7	8	8
Perpetual atrribution	-46	-58	-90	-106	-119	-157
FFO 1 before JV contribution	293	357	371	409	438	361
JV FFO 1 contributions	67	89	107	69	22	26
FFO 1 before Covid adjustment	360	446	478	478	460	387
Extraordinary provision for uncollected rents	0	0	-120	-125	-100	-50
FFO 1 ¹	360	446	358	353	360	337

¹ Previously FFO 1after perpetuals, covid adjusted



BALANCE SHEET

All figures in EURm	2018	2019	2020	2021	2022E	2023E
<u>Assets</u>						
Current assets, total	2,102	3,743	4,781	5,529	3,883	3,337
Cash and cash equivalents	1,243	2,192	2,692	2,873	2,043	1,726
Short-term investments	366	878	454	376	376	376
Receivables	277	454	617	1,219	1,236	1,206
Other current assets	5	5	141	28	28	29
Assets held for sale	211	214	877	1,033	200	0
Non-current assets, total	16,939	21,702	26,241	33,854	34,145	33,622
Property, plant & equipment	33	20	877	1,849	1,855	1,860
Investment properties	14,174	18,127	21,172	29,116	29,523	29,008
Equity accounted investees	2,215	2,506	3,177	1,223	1,247	1,232
Other LT assets	517	1,049	1,014	1,667	1,519	1,522
Total assets	19,041	25,445	31,022	39,383	38,028	36,959
Shareholders' equity & debt						
Current liabilities, total	606	857	1,074	1,607	1,253	1,182
Short-term debt	27	246	181	544	56	56
Accounts payable	451	343	435	621	737	647
Provisions & other current liabilities	128	268	458	442	460	478
Long-term liabilities, total	8,491	11,209	14,364	18,620	17,748	17,095
Long-term debt	7,444	9,759	11,680	15,026	13,994	13,418
Deferred tax liabilities	882	1,107	2,026	2,766	2,894	2,787
Other LT liabilities	164	342	659	828	860	890
Min avity into you to	F.C.7	1 200	2.025	2.075	2.720	2.746
Minority interests	567	1,309	2,025	3,875	3,720	3,716
Shareholders' equity	9,377	12,070	13,558	15,281	15,307	14,966
Total consolidated equity and debt	19,041	25,445	31,022	39,383	38,028	36,959
Ratios						
ICR (x)	4.7	4.8	4.3	4.9	5.0	5.1
Net debt / adj. EBITDA (x)	11.8	10.9	11.1	14.2	12.5	12.7
Equity ratio	52.2%	52.6%	50.2%	48.6%	50.0%	50.5%
Financial leverage	62.6%	57.9%	63.4%	80.8%	78.4%	77.8%
EPRA NTA	n.a.	10,523	11,187	11,564	11,686	11,220
EPRA NTAPS (€)	n.a.	8.6	9.5	10.2	10.6	10.2
Net debt	5,871	6,985	8,598	12,344	12,003	11,644
Return on equity (ROE)	19.5%	14.2%	6.7%	7.1%	4.9%	0.3%
Loan-to-value (LTV)	35%	34%	34%	39%	40%	39%



All figures in EURm	2018	2019	2020	2021	2022E	2023E
Net income	1,828	1,709	906	1,078	747	45
Depreciation & amortisation	2	2	4	16	16	15
Capital gains, property revaluations & other	-1,536	-1,218	-769	-810	-413	716
Profit share from equity accounted investees	-252	-299	-196	-193	-74	-77
Shared based payment in a subsidiary	3	5	3	6	0	0
Net finance expenses	208	96	369	343	356	170
Tax result	257	351	377	316	234	4
Operating cash flow	510	646	694	755	865	872
Changes in working capital	-39	-34	-36	-57	77	-57
Provisions for other liabilities	-3	-3	-3	-4	25	21
Dividend received	51	61	43	24	49	92
Tax paid	-46	-57	-83	-93	-106	-111
Net operating cash flow	473	614	616	626	910	817
CapEx/ intangibles	-5	-3	-36	23	-21	-21
Disposal / investment in investment properties, net	-915	-2,311	1,427	1,179	815	0
Acquisition / disposals of subsidiaries	-1,829	0	0	0	0	0
Proceeds from investments in financial assets	-175	-576	-377	-124	20	21
Cash flow from investing	-2,924	-2,890	1,014	1,078	814	0
Debt financing, net	2,588	2,148	-493	-1,320	-1,520	-575
Equity financing, net	601	596	0	0	0	0
Payments for own shares	0	0	-1,001	-444	-260	0
Share buy-back in a subsidiary	0	0	0	-270	-338	0
Dividends paid	-226	-209	-22	-252	-173	-271
Other financing activities	87	854	94	-120	-82	-119
Net paid financing expenses	-97	-161	-212	-201	-181	-170
Cash flow from financing	2,953	3,228	-1,634	-2,607	-2,555	-1,134
Net cash flows	501	952	-5	-903	-830	-317
Assets held for sale - cash	6	-4	-3	-2	0	0
Fx effects	-1	1	-1	16	0	0
Cash & equivalents from TLG	0	0	509	1070	0	0
Cash, start of the year	736	1,243	2,192	2,692	2,873	2,043
Cash, end of the year	1,243	2,192	2,692	2,873	2,043	1,726
FFO 1 before covid adjustment	360	446	478	478	460	387
FFO 11	360	446	358	353	360	337
FFOPS 1 before covid adjustment (€)	0.34	0.38	0.37	0.41	0.42	0.35
FFOPS 11 (€)	0.34	0.38	0.27	0.30	0.33	0.31
(-)	3.0.	3.00	J.=.	3.00	3.00	0.0.

¹Previously FFO 1after perpetuals, covid adjusted



Imprint / Disclaimer

First Berlin Equity Research

First Berlin Equity Research GmbH ist ein von der BaFin betreffend die Einhaltung der Pflichten des §85 Abs. 1 S. 1 WpHG, des Art. 20 Abs. 1 Marktmissbrauchsverordnung (MAR) und der Markets Financial Instruments Directive (MiFID) II, Markets in Financial Instruments Directive (MiFID) II Durchführungsverordnung und der Markets in Financial Instruments Regulations (MiFIR) beaufsichtigtes Unternehmen.

First Berlin Equity Research GmbH is one of the companies monitored by BaFin with regard to its compliance with the requirements of Section 85 (1) sentence 1 of the German Securities Trading Act [WpHG], art. 20 (1) Market Abuse Regulation (MAR) and Markets in Financial Instruments Directive (MiFID) II, Markets in Financial Instruments Directive (MiFID) II Commission Delegated Regulation and Markets in Financial Instruments Regulations (MiFIR).

Anschrift:

First Berlin Equity Research GmbH Mohrenstr. 34 10117 Berlin Germany

Vertreten durch den Geschäftsführer: Martin Bailey

Telefon: +49 (0) 30-80 93 9 680 Fax: +49 (0) 30-80 93 9 687 E-Mail: <u>info@firstberlin.com</u>

Amtsgericht Berlin Charlottenburg HR B 103329 B

UST-Id.: 251601797

Ggf. Inhaltlich Verantwortlicher gem. § 6 MDStV

First Berlin Equity Research GmbH

Authored by: Ellis Acklin, Senior Analyst

All publications of the last 12 months were authored by Ellis Acklin.

Company responsible for preparation: First Berlin Equity Research GmbH, Mohrenstraße 34, 10117

The production of this recommendation was completed on 7 December 2022 at 13:36

Person responsible for forwarding or distributing this financial analysis: Martin Bailey

Copyright© 2022 First Berlin Equity Research GmbH No part of this financial analysis may be copied, photocopied, duplicated or distributed in any form or media whatsoever without prior written permission from First Berlin Equity Research GmbH. First Berlin Equity Research GmbH shall be identified as the source in the case of quotations. Further information is available on request.

INFORMATION PURSUANT TO SECTION 85 (1) SENTENCE 1 OF THE GERMAN SECURITIES TRADING ACT [WPHG], TO ART. 20 (1) OF REGULATION (EU) NO 596/2014 OF THE EUROPEAN PARLIAMENT AND OF THE COUNCIL OF APRIL 16, 2014, ON MARKET ABUSE (MARKET ABUSE REGULATION) AND TO ART. 37 OF COMMISSION DELEGATED REGULATION (EU) NO 2017/565 (MIFID) II.

First Berlin Equity Research GmbH (hereinafter referred to as: "First Berlin") prepares financial analyses while taking the relevant regulatory provisions, in particular section 85 (1) sentence 1 of the German Securities Trading Act [WpHG], art. 20 (1) of Regulation (EU) No 596/2014 of the European Parliament and of the Council of April 16, 2014, on market abuse (market abuse regulation) and art. 37 of Commission Delegated Regulation (EU) no. 2017/565 (MiFID II) into consideration. In the following First Berlin provides investors with information about the statutory provisions that are to be observed in the preparation of financial analyses.

CONFLICTS OF INTEREST

In accordance with art. 37 (1) of Commission Delegated Regulation (EU) no. 2017/565 (MiFID) II and art. 20 (1) of Regulation (EU) No 596/2014 of the European Parliament and of the Council of April 16, 2014, on market abuse (market abuse regulation) investment firms which produce, or arrange for the production of, investment research that is intended or likely to be subsequently disseminated to clients of the firm or to the public, under their own responsibility or that of a member of their group, shall ensure the implementation of all the measures set forth in accordance with Article 34 (2) lit. (b) of Regulation (EU) 2017/565 in relation to the financial analysts involved in the production of the investment research and other relevant persons whose responsibilities or business interests may conflict with the interests of the persons to whom the investment research is disseminated. In accordance with art. 34 (3) of Regulation (EU) 2017/565 the procedures and measures referred to in paragraph 2 lit. (b) of such article shall be designed to ensure that relevant persons engaged in different business activities involving a conflict of interests carry on those activities at a level of independence appropriate to the size and activities of the investment firm and of the group to which it belongs, and to the risk of damage to the interests of clients.

In addition, First Berlin shall pursuant to Article 5 of the Commission Delegated Regulation (EU) 2016/958 disclose in their recommendations all relationships and circumstances that may reasonably be expected to impair the objectivity of the financial analyses, including interests or conflicts of interest, on their part or on the part of any natural or legal person working for them under a contract, including a contract of employment, or otherwise, who was involved in producing financial analyses, concerning any financial instrument or the issuer to which the recommendation directly or indirectly relates.

With regard to the financial analyses of Aroundtown SA the following relationships and circumstances exist which may reasonably be expected to impair the objectivity of the financial analyses: The author, First Berlin, or a company associated with First Berlin reached an agreement with the Aroundtown SA for preparation of a financial analysis for which remuneration is

Furthermore, First Berlin offers a range of services that go beyond the preparation of financial analyses. Although First Berlin strives to avoid conflicts of interest wherever possible, First Berlin may maintain the following relations with the analysed company, which in particular may constitute a potential conflict of interest:

- The author, First Berlin, or a company associated with First Berlin owns a net long or short position exceeding the threshold of 0.5 % of the total issued share capital of the analysed company;
- The author, First Berlin, or a company associated with First Berlin holds an interest of more than five percent in the share capital of the analysed company;



- The author, First Berlin, or a company associated with First Berlin provided investment banking or consulting services for the analysed company within the past twelve months for which remuneration was or was to be paid;
- The author, First Berlin, or a company associated with First Berlin reached an agreement with the analysed company for preparation of a financial analysis for which remuneration is owed;
- The author, First Berlin, or a company associated with First Berlin has other significant financial interests in the analysed company;

First Berlin F.S.B. Investment-Beratungsgesellschaft mbH (hereafter FBIB), a company of the First Berlin Group, holds a stake of under 0.5% of the shares in the company which has been covered in this analysis. The analyst is not subject to any restrictions with regard to his recommendation and is therefore independent, so that we believe there is no conflict of interest.

With regard to the financial analyses of Aroundtown SA the following of the aforementioned potential conflicts of interests or the potential conflicts of interest mentioned in Article 6 paragraph 1 of the Commission Delegated Regulation (EU) 2016/958 exist: The author, First Berlin, or a company associated with First Berlin reached an agreement with the Aroundtown SA for preparation of a financial analysis for which remuneration is owed.

In order to avoid and, if necessary, manage possible conflicts of interest both the author of the financial analysis and First Berlin shall be obliged to neither hold nor in any way trade the securities of the company analyzed. The remuneration of the author of the financial analysis stands in no direct or indirect connection with the recommendations or opinions represented in the financial analysis. Furthermore, the remuneration of the author of the financial analysis is neither coupled directly to financial transactions nor to stock exchange trading volume or asset management fees.

INFORMATION PURSUANT TO SECTION 64 OF THE GERMAN SECURITIES TRADING ACT [WPHG], DIRECTIVE 2014/65/EU OF THE EUROPEAN PARLIAMENT AND OF THE COUNCIL OF 15 MAY 2014 ON MARKETS IN FINANCIAL INSTRUMENTS AND AMENDING DIRECTIVE 2002/92/EC AND DIRECTIVE 2011/61/EU, ACCOMPANIED BY THE MARKETS IN FINANCIAL INSTRUMENTS REGULATION (MIFIR, REG. EU NO. 600/2014).

First Berlin notes that is has concluded a contract with the issuer to prepare financial analyses and is paid for that by the issuer. First Berlin makes the financial analysis simultaneously available for all interested security financial services companies. First Berlin thus believes that it fulfils the requirements of section 64 WpHG for minor non-monetary benefits.

PRICE TARGET DATES

Unless otherwise indicated, current prices refer to the closing prices of the previous trading day.

AGREEMENT WITH THE ANALYSED COMPANY AND MAINTENANCE OF OBJECTIVITY

The present financial analysis is based on the author's own knowledge and research. The author prepared this study without any direct or indirect influence exerted on the part of the analysed company. Parts of the financial analysis were possibly provided to the analysed company prior to publication in order to avoid inaccuracies in the representation of facts. However, no substantial changes were made at the request of the analysed company following any such provision.

ASSET VALUATION SYSTEM

First Berlin's system for asset valuation is divided into an asset recommendation and a risk assessment.

ASSET RECOMMENDATION

The recommendations determined in accordance with the share price trend anticipated by First Berlin in the respectively indicated investment period are as follows:

Category Current market capitalisation (in €)			2
		0 - 2 billion	> 2 billion
Strong Buy ¹	An expected favourable price trend of:	> 50%	> 30%
Buy	An expected favourable price trend of:	> 25%	> 15%
Add	An expected favourable price trend of:	0% to 25%	0% to 15%
Reduce	An expected negative price trend of:	0% to -15%	0% to -10%
Sell	An expected negative price trend of:	< -15%	< -10%

¹ The expected price trend is in combination with sizable confidence in the quality and forecast security of management.

Our recommendation system places each company into one of two market capitalisation categories. Category 1 companies have a market capitalisation of $\in 0 - \in 2$ billion, and Category 2 companies have a market capitalisation of $> \in 2$ billion. The expected return thresholds underlying our recommendation system are lower for Category 2 companies than for Category 1 companies. This reflects the generally lower level of risk associated with higher market capitalisation companies.

RISK ASSESSMENT

The First Berlin categories for risk assessment are low, average, high and speculative. They are determined by ten factors: Corporate governance, quality of earnings, management strength, balance sheet and financial risk, competitive position, standard of financial disclosure, regulatory and political uncertainty, strength of brandname, market capitalisation and free float. These risk factors are incorporated into the First Berlin valuation models and are thus included in the target prices. First Berlin customers may request the models.

RECOMMENDATION & PRICE TARGET HISTORY

Report No.:	Date of publication	Previous day closing price	Recommendation	Price target
Initial Report	29 September 2015	€3.40	Buy	€5.70
246	↓	↓	↓	↓
47	31 May 2021	€6.89	Buy	€8.60
48	30 August 2021	€6.47	Buy	€8.60
49	23 September 2021	€6.06	Buy	€8.60
50	25 November 2021	€5.91	Buy	€8.60
51	31 March 2022	€5.27	Buy	€8.30
52	31 May 2022	€4.40	Buy	€7.40
53	26 August 2022	€2.99	Buy	€7.30
54	2 November 2022	€2.02	Buy	€5.10
55	Today	€2.32	Buy	€4.60



INVESTMENT HORIZON

Unless otherwise stated in the financial analysis, the ratings refer to an investment period of twelve months.

UPDATES

At the time of publication of this financial analysis it is not certain whether, when and on what occasion an update will be provided. In general First Berlin strives to review the financial analysis for its topicality and, if required, to update it in a very timely manner in connection with the reporting obligations of the analysed company or on the occasion of ad hoc notifications.

SUBJECT TO CHANGE

The opinions contained in the financial analysis reflect the assessment of the author on the day of publication of the financial analysis. The author of the financial analysis reserves the right to change such opinion without prior notification.

Legally required information regarding

- · key sources of information in the preparation of this research report
- valuation methods and principles
- sensitivity of valuation parameters

can be accessed through the following internet link: https://firstberlin.com/disclaimer-english-link/

SUPERVISORY AUTHORITY: Bundesanstalt für Finanzdienstleistungsaufsicht (German Federal Financial Supervisory Authority) [BaFin], Graurheindorferstraße 108, 53117 Bonn and Marie-Curie-Straße 24-28, 60439 Frankfurt am Main

EXCLUSION OF LIABILITY (DISCLAIMER)

RELIABILITY OF INFORMATION AND SOURCES OF INFORMATION

The information contained in this study is based on sources considered by the author to be reliable. Comprehensive verification of the accuracy and completeness of information and the reliability of sources of information has neither been carried out by the author nor by First Berlin. As a result no warranty of any kind whatsoever shall be assumed for the accuracy and completeness of information and the reliability of sources of information, and neither the author nor First Berlin, nor the person responsible for passing on or distributing the financial analysis shall be liable for any direct or indirect damage incurred through reliance on the accuracy and completeness of information and the reliability of sources of information.

RELIABILITY OF ESTIMATES AND FORECASTS

The author of the financial analysis made estimates and forecasts to the best of the author's knowledge. These estimates and forecasts reflect the author's personal opinion and judgement. The premises for estimates and forecasts as well as the author's perspective on such premises are subject to constant change. Expectations with regard to the future performance of a financial instrument are the result of a measurement at a single point in time and may change at any time. The result of a financial analysis always describes only one possible future development – the one that is most probable from the perspective of the author – of a number of possible future developments.

Any and all market values or target prices indicated for the company analysed in this financial analysis may not be achieved due to various risk factors, including but not limited to market volatility, sector volatility, the actions of the analysed company, economic climate, failure to achieve earnings and/or sales forecasts, unavailability of complete and precise information and/or a subsequently occurring event which affects the underlying assumptions of the author and/or other sources on which the author relies in this document. Past performance is not an indicator of future results; past values cannot be carried over into the future.

Consequently, no warranty of any kind whatsoever shall be assumed for the accuracy of estimates and forecasts, and neither the author nor First Berlin, nor the person responsible for passing on or distributing the financial analysis shall be liable for any direct or indirect damage incurred through reliance on the correctness of estimates and forecasts.

INFORMATION PURPOSES, NO RECOMMENDATION, SOLICITATION, NO OFFER FOR THE PURCHASE OF SECURITIES

The present financial analysis serves information purposes. It is intended to support institutional investors in making their own investment decisions; however in no way provide the investor with investment advice. Neither the author, nor First Berlin, nor the person responsible for passing on or distributing the financial analysis shall be considered to be acting as an investment advisor or portfolio manager vis-à-vis an investor. Each investor must form his own independent opinion with regard to the suitability of an investment in view of his own investment objectives, experience, tax situation, financial position and other circumstances.

The financial analysis does not represent a recommendation or solicitation and is not an offer for the purchase of the security specified in this financial analysis. Consequently, neither the author nor First Berlin, nor the person responsible for passing on or distributing the financial analysis shall as a result be liable for losses incurred through direct or indirect employment or use of any kind whatsoever of information or statements arising out of this financial analysis.

A decision concerning an investment in securities should take place on the basis of independent investment analyses and procedures as well as other studies including, but not limited to, information memoranda, sales or issuing prospectuses and not on the basis of this document.

NO ESTABLISHMENT OF CONTRACTUAL OBLIGATIONS

By taking note of this financial analysis the recipient neither becomes a customer of First Berlin, nor does First Berlin incur any contractual, quasi-contractual or pre-contractual obligations and/or responsibilities toward the recipient. In particular no information contract shall be established between First Berlin and the recipient of this information.

NO OBLIGATION TO UPDATE

First Berlin, the author and/or the person responsible for passing on or distributing the financial analysis shall not be obliged to update the financial analysis. Investors must keep themselves informed about the current course of business and any changes in the current course of business of the analysed company.

DUPLICATION

Dispatch or duplication of this document is not permitted without the prior written consent of First Berlin.

SEVERABILITY

Should any provision of this disclaimer prove to be illegal, invalid or unenforceable under the respectively applicable law, then such provision shall be treated as if it were not an integral component of this disclaimer; in no way shall it affect the legality, validity or enforceability of the remaining provisions.

APPLICABLE LAW, PLACE OF JURISDICTION

The preparation of this financial analysis shall be subject to the law obtaining in the Federal Republic of Germany. The place of jurisdiction for any disputes shall be Berlin (Germany).

NOTICE OF DISCLAIMER

By taking note of this financial analysis the recipient confirms the binding nature of the above explanations.

By using this document or relying on it in any manner whatsoever the recipient accepts the above restrictions as binding for the recipient.

FIRST BERLIN Equity Research

QUALIFIED INSTITUTIONAL INVESTORS

First Berlin financial analyses are intended exclusively for qualified institutional investors.

This report is not intended for distribution in the USA and/or Canada.