GRAND CITY Properties S.A.

Luxembourg / Real Estate Frankfurt Bloomberg: GYC GR ISIN: LU0775917882

9M / 17 Reporting

BUY
€ 26.00
38.7%
Medium

STEADY GROWTH CONTINUES IN THIRD QUARTER

Third quarter reporting again demonstrated GCP's ability to grow earnings and add value with a combination of opportunistic acquisitions and organic growth. Rental income and FFO I improved Y/Y while revaluations remained strong (Q3: \leq 213m) and continued to drive NAV growth. In our view, the company is well positioned to continue this performance, thanks to a portfolio that harbours operational upside and a network that will continue to provide select acquisition opportunities. The September inclusion of GCP shares in the MDAX index was also a key milestone for the company. Our rating remains Buy with a \leq 26 price target.

Portfolio harbours 30% rental income upside potential Rental and operating income climbed 8% Y/Y in Q3 and 12% Y/Y on a nine month basis (table 1 overleaf). The strong 9M operating performance was driven by 2.3% like-for-like (LFL) in-place rent growth, while LFL occupancy and LFL total net rent growth improved 1.5% and 2.3% respectively. Investment properties topped €5.8bn vs €4.8bn at the end of 2016 and continue to be embedded with ample operational upside. Some 85% of the portfolio's in-place rent is still priced below corresponding in-place rent market levels. According to the company, Berlin, Hamburg, Bremen and the NRW region harbour the strongest LFL rent upside. The annualised rental income market potential now stands at €440m equal to 30% upside on the September run rate (€338m).

Share price well below NAV Operations continue to deliver strong earnings and NAV growth (9M/17: +9.1% FFOPS I; +9.2% NAVPS). We believe the portfolio will continue to drive FFO I and revaluation growth and target FFOPS I of €1.09 (+4.3%) and NAVPS of €23.60 (+14.0%) in 2017. Despite strong 9M/17 operating performance, the stock currently trades some 20% below projected 2017E NAV. This is also well below the peer mean, although GCP's FFO I and dividend yields top peers. In our view, the discount to NAV and peers is unwarranted considering GCP's steady operational performance and the portfolio's upside potential. (p.t.o.)

FINANCIAL HISTORY & PROJECTIONS

	2014	2015	2016	2017E	2018E	2019E
Rental income (€m)	216.84	333.50	442.67 ¹	483.07	526.29	564.09
Y/Y growth	117.7%	53.8%	32.7%	9.1%	8.9%	7.2%
Adj. EBITDA (€m)	112.01	177.27	224.73	246.12	267.88	286.33
Net income	243.8	393.6	653.1	551.3	429.0	461.8
EPS (diluted) (€)	1.52	2.35	3.25	2.61	2.03	2.19
EPRA NAV (€m)	1348.65	2402.09	3208.45	3878.62	4274.88	4708.74
DPS (€)	0.20	0.25	0.68	0.69	0.75	0.85
FFO I (€m)	76.11	128.04	160.12	175.20	192.56	207.91
FFOPS I	0.66	1.01	1.05	1.10	1.16	1.23
Liquid assets (€ m)	272.30	388.93	630.27	461.65	471.53	497.48

¹ includes €7m from trading property disposal

RISKS

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

COMPANY PROFILE

Grand City Properties is a specialist real estate company focused on investing in and managing value-add opportunities in the German real estate market. The overarching strategy is to improve the portfolio through targeted modernisation and intensive tenant management and thus create value by subsequently raising occupancy and rental levels.

MARKET DAT	A	As of 17	7 Nov 2017	
Closing Price			€ 18.74	
Shares outstand	ling		164.79m	
Market Capitalis	ation	€ 3	088.66m	
52-week Range	€ 14.95 / 19.15			
Avg. Volume (12		260,670		
Multiples	2016	2017E	2018E	
P/FFO I	17.9	17.0	16.1	
P/EPRA NAV	0.9	0.8	0.7	
FFO I/Yield	5.6%	5.9%	6.2%	
	0.070		0.270	

STOCK OVERVIEW



Table 1: Results vs forecasts

in € '000	Q3/17	Q3/17E	delta	Q3/16	delta	9M/17	9M/16	delta
Rental income	127,049	126,033	0.8%	117,862	7.8%	367,172	326,666	12.4%
Net rent	82,220	81,291	1.1%	72,838	12.9%	241,526	210,325	14.8%
Adjusted EBITDA	62,590	62,043	0.9%	57,944	8.0%	183,495	165,212	11.1%
margin	49.3%	49.2%	-	49.2%	-	50.0%	50.6%	-
FFO I	45,203	44,841	0.8%	40,871	10.6%	130,389	117,007	11.4%
FFOPS I¹ (€)	0.36	0.36	0.8%	0.33	9.1%	0.83	0.77	7.8%

¹ after perpetual note attribution

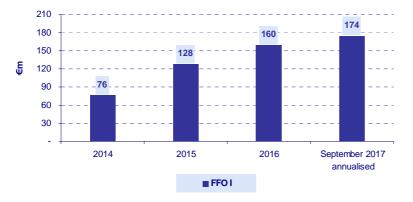
Source: First Berlin Equity Research; Company

GCP reported rental and operating income (RI) of ≤ 127 m for the three month period, which was in-line with our estimate (FBe: ≤ 126 m). The figure grew 7.8% Y/Y and 4.6% Q/Q. The increase can be traced to the larger portfolio and operational improvements in its existing properties through rent and occupancy increases. On a nine month basis, RI climbed some 12.4% Y/Y to ≤ 367 m, whereas net rent reached ≤ 242 m versus ≤ 210 m in the prior year period. The portfolio contains 86k units as of August compared to 83k at the end of 2016. As of September 2017, the monthly annualised run rate for net rent edged higher to ≤ 338 m extending the positive trend.

Adjusted EBITDA, which reflects the recurring operational profit excluding capital gains and revaluation effects, rose 8.0% in Q3/17 to €63m (Q3/16: €58m; FBe: €62m). The increase is traced to external growth realised through selective acquisitions and the improving occupancy rates and rent levels. The capital gains, property revaluations and other income line item totalled €213m in the third quarter (Q3/16: €85m) and €381m at the nine month mark (9M/16: €464m). The strong development relates to GCP's strategy of acquiring properties with strong value upside and ability to reposition the assets to unlock this potential. Net income (NI) grew by 14% for the period to €179m (Q3/16: €103m) fuelled by top line growth, revaluation uplift, and economies of scale. On a nine month basis, NI totalled €404m.

FFO I, which corresponds to bottom line profits, increased some 11% during Q3 to €45m compared to €41m in the prior year period, thanks to the strong adjusted EBITDA growth and excellent financing conditions owing to the low cost of debt. On a nine month basis, FFO I increased 11% Y/Y to €130m equal to €0.83 FFCPS I. This resulted in an annualised FFO I yield of 6.0%. On an annualised basis FFOPS I now equals €1.11 giving us a high degree of confidence in our €1.09 target. GCP's maintenance and value-add CapEx amounted to €79m for the nine month time frame. Adjusted for CapEx spend, 9M adjusted FFO (AFFO) totalled €75m.

Figure 1: FFO I development



Source: First Berlin Equity Research; Company

EPRA NAV remained ascendant, +21% YTD at the nine month mark. As of September, EPRA NAV totalled \in 3.1bn (\in 18.6 /share, 13% YTD) compared to \in 2.5bn year end 2016 (\in 16.4 /share). Including the perpetual notes, which are classified as equity under IFRS, the KPI stood at \in 3.7bn or \in 22.6 / share (+9% YTD).

in €'000	9M/17	2016	Delta
Cash & liquid assets	536,383	631,904	-15.1%
Investment property ¹	5,814,443	4,795,757	21.2%
Total equity	3,581,320	3,065,064	16.8%
EPRA NAV incl. hybrid notes	3,733,961	3,208,453	16.4%
EPRA NAV	3,068,090	2,541,060	20.7%
Interest bearing debt	1,008,542	937,410	7.6%
Straight bonds	1,318,303	1,050,078	25.5%
Convertible bond (series F)	431,021	427,909	0.7%
Loan-to-Value (LTV)	37%	35%	-
Equity ratio	50%	50%	-

Table 2: Financial highlights

¹ including inventories-trading property

Source: First Berlin Equity Research; Company

Balance sheet metrics stable over three month period GCP reported cash and liquid assets of €536m for the period ended 30 September compared to €632m at the end of 2016, while net debt stood at €2.2bn vs €1.8bn at the end of 2016. The debt structure featured an LTV of 37%, which is up slightly compared to end 2016 (35%), resulting from the small net increase in straight bonds (see below). This remains well below the 45% internal limit set by the Management Board. Coverage ratios remained solid with a debt service coverage ratio (DSCR) and an interest coverage ratio (ICR) of 4.8x and 6.1x respectively at the end of Q3. In our view, the ample cash position and attractive debt structure, which features a 1.5% cost of debt and 7.5 year maturity, positions the company well for opportunistic growth.

Table 3: Cash flow KPIs

in EUR '000	9M/17	9M/16	Delta
Operating cash flow	151,247	151,055	0.1%
Cash flow from investment activities	-382,127	-517,936	-26.2%
Cash flow from financing activities	240,105	629,562	-61.9%
Net cash flow	9,225	262,681	-

Source: First Berlin Equity Research; Company

Net operating cash flow was flat Y/Y at €151m for the nine month period. This was due to advance payments made to suppliers and tax authorities and investments in trade properties, which offset the double digit increase in recurring cash flows from letting activities. Cash flow from investing was lower as the company continues to grow opportunistically, while sticking to strict investment discipline and avoiding deals with insufficient value-add potential. The variation in cash flow from financing reflects the capital market activities that included the Q1 issuance of Series F convertible bonds for €450m and the €198m cap hike in Q3. This was largely offset by the buyback of the Series D straight bond and the larger dividend payout to shareholders. In October, the company issued Series H straight bonds for €110m under the EMTN (Euro Medium Term Note) program with a 2.00% coupon.

Adjustments to forecasts We leave our top line rental income forecasts unchanged. However, we have tweaked our operating expenses, as well as our financial and tax expense assumptions to reflect the updated debt load and current tax structure. This results in minor fluctuations in our adjusted EBITDA and FFO I targets.

		2017E			2018E	
in €'000	Old	New	% change	Old	New	% change
Rental income	483,073	483,073	0.0%	526,288	526,288	0.0%
Adjusted EBITDA	249,749	246,118	-1.5%	271,403	267,881	-1.3%
margin	51.7%	50.9%	-	51.6%	50.9%	-
FFO I	175,022	175,201	0.1%	195,199	192,562	-1.4%

Table 4: Changes to our forecasts

Source: First Berlin Equity Research

EPRA NAV VALUATION

Our discounted EPRA NAV valuation model yields a price target of €26.00. This corresponds to a total return of 42.4% including the dividend yield. The Grand City share remains quite attractive compared to its rivals in the German residential property market (table 5 overleaf). The sector currently trades at a 4.4% FFO yield, and a 2.4% dividend yield on 2017 street consensus forecasts. On our figures, Grand City's FFO yield for 2017 and 2018 is well above the mean values of its peers. The company also trades at a much higher dividend yield than the peer average, and only TAG Immobilien AG offers a higher dividend yield than GCP.

2017E	2018E	2019E
3,471,521	3,825,065	4,213,055
11,536	11,536	11,536
395,560	438,284	484,148
3,878,617	4,274,885	4,708,739
23.5	25.7	27.5
175,201	192,562	207,910
439,532	269,894	289,725
198,000	-	-
812,733	462,456	497,635
	3,471,521 11,536 395,560 3,878,617 23.5 175,201 439,532 198,000	3,471,521 3,825,065 11,536 11,536 395,560 438,284 3,878,617 4,274,885 23.5 25.7 175,201 192,562 439,532 269,894 198,000 -

EPRA NAV	3,878,617	4,274,885	4,708,739
Return on NAV	25%	12%	12%
Cost of equity	5.0%	5.0%	5.0%
Spread (percentage points)	20.4%	7.0%	6.7%
Value creation	790,423	298,011	314,962
NPV	787,825	288,239	295,617
Dividends paid	112,468	113,881	125,165
Present value of dividends paid	112,098	110,146	117,478

Fair value calculation		
PV of total value created	1,371,682	
NAV (FY16)	3,065,064	
Equity value	4,436,746	
PV of dividends	339,722	
Fair value	4,776,468	
Number of shares (fully diluted)	182,827	
Fair value per share (€)	26.00	

Valuation metrics	2017E	2018E	2019E
Price target (€)	26.00	26.00	26.00
Share price (€)	18.74	18.74	18.74
Return potential	38.7%	38.7%	38.7%
Dividend yield	3.7%	4.0%	4.5%
Total return potential	42.4%	42.7%	43.3%
NAV discount / premium (share price)	-20.4%	-27.0%	-31.9%
FFOPS I yield	5.9%	6.2%	6.6%

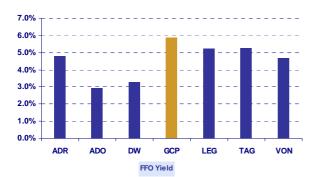
Table 5. German	able 5. German residential property peer group											
		Market			PRA NAV (€	<u>V (€m)</u> <u>FFOPS (€)</u>				Dividend (€)		
	Price (€)	cap (€m)	SO (m)	2016	2017E	2018E	2016	2017E	2018E	2016	2017E	2018E
Adler Real Estate	12.77	786	58	1,069	1,214	1,396	0.47	0.61	0.78	0.00	0.00	0.02
ADO Properties	43.32	1,750	44	1,591	1,878	2,162	1.11	1.28	1.37	0.45	0.64	0.75
Deutsche Wohnen	37.01	12,355	355	10,017	12,363	13,640	1.14	1.22	1.29	0.74	0.80	0.86
Grandcity Properties	18.55	2,984	165	3,208	3,891	4,333	1.05	1.09	1.17	0.68	0.69	0.76
LEG Immobilien AG	90.27	5,218	63	4,641	4,931	5,528	4.26	4.70	5.10	2.76	3.06	3.35
TAG Immobilien AG	15.57	2,055	147	1,642	1,735	2,031	0.72	0.82	0.94	0.57	0.62	0.69
Vonovia SE	39 77	17 158	485	17 047	17 980	19 992	1.63	1.86	1.98	1 12	1.33	1 43

Table 5: German residential property peer group

		<u>NAVPS (€</u>)		EPRA NA	/ Premium	/ Discount		FFO yield		D	ividend yie	ld
	2016	2017E	2018E	2016	2017E	2018E	2016	2017E	2018E	2016	2017E	2018E
Adler	18.6	21.1	24.3	-31.3%	-39.5%	-47.4%	3.7%	4.8%	6.1%	0.0%	0.0%	0.2%
ADO Properties	36.1	42.6	49.0	20.1%	1.7%	-11.6%	2.6%	3.0%	3.2%	1.0%	1.5%	1.7%
Deutsche Wohnen	28.2	34.9	38.5	31.1%	6.2%	-3.8%	3.1%	3.3%	3.5%	2.0%	2.2%	2.3%
LEG Immobilien AG	67.8	78.0	87.5	33.1%	15.7%	3.2%	4.7%	5.2%	5.6%	3.1%	3.4%	3.7%
TAG Immobilien AG	11.2	11.8	13.9	38.9%	31.5%	12.3%	4.6%	5.3%	6.0%	3.7%	4.0%	4.4%
Vonovia SE	35.1	37.1	41.2	13.1%	7.3%	-3.5%	4.1%	4.7%	5.0%	2.8%	3.3%	3.6%
Mean	32.8	37.6	42.4	17.5%	3.8%	-8.5%	3.8%	4.4%	4.9%	2.1%	2.4%	2.7%
Grand City (excl hybrid)	16.4	19.6	22.0	13.1%	-5.2%	-15.8%	5.6%	5.9%	6.3%	3.7%	3.7%	4.1%
Grand City (incl hybrid)	20.7	23.6	26.0	-10.4%	-21.4%	-28.7%	5.6%	5.9%	6.3%	3.7%	3.7%	4.1%

Source: First Berlin Equity Research; Bloomberg

Figure 2: Comparative 2017E FFO and dividend yields (YTD)





Source: First Berlin Equity Research; Bloomberg

INCOME STATEMENT

All figures in EUR '000	2014A	2015A	2016A	2017E	2018E
Net rent	142,028	218,441	285,363	311,582	339,456
Rental and operating income	216,837	333,497	435,668	483,073	526,288
Revenue from sale of buildings	14,675	0	7,002	0	0
Revenue	231,512	333,497	442,670	483,073	526,288
Capital gains, property revaluations & other	230,969	311,131	598,280	439,532	269,894
Result from equity-accounted investees	94	0	541	6,134	9,522
Property expenses	-100,175	-151,552	-204,108	-227,527	-247,882
Cost of buildings sold	-14,425	0	-4,971	0	0
Administration expenses	-5,650	-7,153	-9,550	-11,111	-12,631
Operating income (EBIT)	342,325	485,923	822,862	690,101	545,191
Finance expenses	-22,040	-25,830	-36,319	-40,891	-39,422
Other financial results	-32,664	-73	-11,121	0	0
Pre-tax income (EBT)	287,621	460,020	775,422	649,210	505,769
Tax and deferred tax expenses	-43,787	-66,450	-122,317	-97,882	-76,745
Minority interests	-38,259	-35,120	-88,013	-55,133	-42,902
Hybrid note investors	0	-14,517	-22,604	-22,053	-17,161
Net income	205,575	343,933	542,488	474,143	368,960
Basic EPS (in €)	1.73	2.71	3.56	2.98	2.23
Diluted EPS (in €)	1.52	2.35	3.25	2.61	2.03
Adjusted EBITDA	112,009	177,274	224,729	246,118	267,881
Ratios					
Adjusted EBITDA margin on rental income	51.7%	53.2%	51.6%	50.9%	50.9%
Tax rate	12.4%	12.8%	11.9%	11.5%	12.7%
Expenses as % of revenues					
Property expenses	46.2%	45.4%	46.8%	47.1%	47.1%
Administration expenses	2.6%	2.1%	2.2%	2.3%	2.4%
		,			
Y-Y Growth					
Rental and operating income	117.6%	53.8%	30.6%	10.9%	8.9%
Total revenues	36.5%	44.1%	32.7%	9.1%	8.9%
Operating income	11.9%	41.9%	69.3%	-16.1%	-21.0%
Adjusted EBITDA	106.5%	58.3%	26.8%	9.5%	8.8%
Net income/ loss	-9.1%	67.3%	57.7%	-12.6%	-22.2%
Funds from Operations (FFO)					
Operating profit	342,325	485,923	822,862	690,101	545,191
Depreciation and amortisation	903	1,729	1,695	1,932	2,105
EBITDA	343,228	487,652	824,557	692,033	547,296
Capital gains, property revaluations and other	-230,969	-311,131	-598,280	-439,532	-269,894
Result from disposal of trading properties	-250	0	-2,031	-249	0
Others	0	753	483	-6,134	-9,522
Adjusted EBITDA	112,009	177,274	224,729	246,118	267,881
Financial expense	-22,040	-25,830	-36,319	-40,891	-39,422
Гах	-13,863	-22,776	-26,799	-28,304	-34,021
Minorities	0	-628	-1,491	-1,723	-1,875
FO I	76,106	128,040	160,120	175,201	192,562
CapEx	-22,201	-33,804	-56,325	-69,418	-79,881
AFFO	53,905	94,236	103,795	105,783	112,682

BALANCE SHEET

All figures in EUR '000	2014A	2015A	2016A	2017E	2018E
Assets					
Current assets, total	401,815	627,204	1,027,702	889,306	923,981
Cash and cash equivalents	270,131	236,001	448,873	280,250	290,131
Traded securities at fair value though P&L	2,165	152,924	181,397	181,397	181,397
Trade and other receivables	123,705	226,402	219,668	264,697	288,377
Inventories - Trading property	5,814	11,877	27,270	12,467	13,583
Assets held for sale	0	0	150,494	150,494	150,494
Non-current assets, total	2,227,243	4,061,699	5,126,031	6,282,143	6,766,121
Equipment and intangible assets	7,516	9,493	15,833	17,416	19,158
Investment property	2,179,982	3,845,979	4,768,487	5,911,241	6,378,085
Equity accounted investees	0	0	117,785	123,919	133,441
Other LT assets	28,552	195,390	209,397	213,585	217,857
Deferred tax assets	11,193	10,837	14,529	15,982	17,580
Total assets	2,629,058	4,688,903	6,153,733	7,171,449	7,690,102
Shareholders' equity & debt					
Current liabilities, total	153,266	277,317	338,325	354,659	385,418
Short-term debt	5,792	54,676	29,236	19,338	21,898
Trade and other payables	128,837	190,358	251,503	274,279	298,816
Other current liabilities	18,637	32,283	57,586	61,041	64,704
Long-term liabilities, total	1,434,142	2,239,291	2,750,344	3,093,470	3,184,918
Long-term debt	537,217	792,224	896,577	966,899	1,094,917
Convertible and straight bonds	716,832	1,167,989	1,477,987	1,679,300	1,597,997
Deferred taxes	141,003	239,374	325,982	395,560	438,284
Other LT liabilities	39,090	39,704	49,798	51,711	53,720
Minority interests	90,736	142,260	196,666	251,799	294,701
Shareholders' equity	950,914	2,030,035	2,868,398	3,471,521	3,825,065
Total consolidated equity and debt	2,629,058	4,688,903	6,153,733	7,171,449	7,690,102
Ratios					
Current ratio (x)	2.62	2.26	3.04	2.51	2.40
Equity ratio	39.6%	46.3%	49.8%	51.9%	53.6%
EPRA NAV ('000)	1,348,650	2,402,087	3,208,453	3,878,617	4,274,885
Net debt ('000)	987,545	1,625,964	1,783,493	2,203,890	2,243,284
Financial leverage	103.9%	80.1%	62.2%	63.5%	58.6%
Loan-to-value (LTV)	45.3%	41.9%	34.9%	35.6%	33.7%
	40.070	41.970	34.9%	33.0%	33.170

CASH FLOW STATEMENT

All figures in EUR '000	2014A	2015A	2016A	2017E	2018E
Net income	243,834	393,570	653,105	551,329	429,024
Depreciation and amortisation	903	1,729	1,695	1,932	2,105
Profit from investments in equity accounted investees	-94	0	-541	-6,134	-9,522
Change in fair value of investment properties	-230,968	-311,131	-598,280	-439,532	-269,894
Net finance expenses	54,704	25,903	47,440	40,891	39,422
Tax result	43,787	66,450	122,317	97,882	76,745
Others	171	753	1,024	0	0
Operating cash flow	112,337	177,274	226,760	246,367	267,881
Inventories - trading properties	14,134	-943	2,421	14,803	-1,115
Trade & other receivables	-39,030	-24,825	-5,908	-45,029	-23,679
Trade & other payables	31,359	20,234	2,510	22,776	24,537
Provisions for other liabilities	5,875	4,506	-5,549	3,915	4,073
Tax paid	-10,791	-18,798	-18,941	-28,304	-34,021
Net cash flow from operating activities	113,884	157,448	201,293	214,529	237,675
Investment in fixed/intangible assets	-1,847	-3,680	-3,304	-3,516	-3,847
Investments and acquisitions of investment property	-349,944	-406,475	-476,195	-703,222	-196,950
Acquisition of subsidiaries	-38,561	-445,922	-110,640	0	0
Proceeds from investments in financial assets	62,449	-358,971	32,955	-4,188	-4,272
Cash flow from investing	-327,903	-1,215,048	-557,184	-710,926	-205,068
Debt financing, net	393,143	440,130	487,473	283,132	130,578
Equity financing, net	0	639,939	170,999	198,000	0
Other financing activities	-11,648	-23,735	-43,838	-112,468	-113,881
Net paid financing expenses	-29,887	-32,864	-45,871	-40,891	-39,422
Cash flow from financing	351,608	1,023,470	568,763	327,774	-22,725
Net cash flows	137,589	-34,130	212,872	-168,623	9,881
Cash, start of the year	132,542	270,131	236,001	448,873	280,250
Cash, end of the year	270,131	236,001	448,873	280,250	290,131
Adjusted EBITDA/share (in €)	0.94	1.27	1.46	1.49	1.61
FFO I	76,106	128,040	160,120	175,201	192,562
FFO/share (in €)	0.66	1.01	1.05	1.10	1.16
Y-Y Growth					
Operating cash flow	85.5%	38.3%	27.8%	6.6%	10.8%
Adjusted EBITDA/share	32.6%	34.5%	15.0%	2.2%	7.8%
FFO I	99.5%	68.2%	25.1%	9.4%	9.9%

FIRST BERLIN RECOMMENDATION & PRICE TARGET HISTORY

Report No.:	Date of publication	Previous day closing price	Recommendation	Price target
Initial Report	21 January 2013	€4.37	Buy	€14.30
220	\downarrow	\downarrow	Ļ	Ļ
21	22 June 2017	€18.16	Buy	€25.10
22	22 August 2017	€18.22	Buy	€26.00
23	7 September 2017	€18.27	Buy	€26.00
24	Today	€18.74	Buy	€26.00

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

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