

Grand City Properties S.A.

Luxembourg / Real Estate Frankfurt Bloomberg: GYC GR ISIN: LU0775917882 2021 Results RATING PRICE TARGET

BUY € 28.00

Return Potential 40.6% Risk Rating Medium

RIGHT ON TARGET

Full year reporting showcased GCP's operational proficiency. Headline figures were in line with FBe and 2021 guidance. Net rent totalled €375m for the period led by a 2.8% like-for-like (LFL) net rental income increase, which helped offset the impact of non-core property disposals on rental income. FFOPS 1 (after perpetual notes) of €1.11 beat the prior year figure by 3.7%, thanks to the effects of the €270m in share buybacks. NTAPS (Net Tangible Assets per share) tallied €30.4 equal to a 15% Y/Y increase. Management put 2022 guidance at FFOPS 1 of €1.13 to €1.18 underpinned by >2% LFL net rental growth. We maintain our Buy rating and €28 price target.

Operational highlights Grand City was highly active in optimising its stable of properties and capital structure last year. The company restocked its property portfolio with some €0.7bn in acquisitions across metropolitans, such as Berlin and London. GCP also sold properties totalling ~€0.4bn, which were closed at 22% above book value (BV). Portfolio vacancy hit another record low at 5.1% at the end of Q4, thanks to good letting activity in conjunction with disposal effects. IT investments in 2021 now allow GCP to handle letting activities (viewings, lease signings, service requests) digitally. These upgrades also mitigated inflationary effects on internal operations and margins. The capital structure remains a strength, thanks to: (1) the issuance of the Series X straight bonds (7 year, €1bn, 0.125% coupon) last January; and (2) the refinancing of higher cost debt totalling €1.1bn, which in turn resulted in further cost of debt compression to 1.0% (YE20: 1.3%). We think GCP is also well insulated from potential rate hikes to combat inflation. Only 3% of the company's debt portfolio has a variable interest rate. H2/21 property acquisitions and the full effects of share buybacks should help propel further topline and per share growth this year as the landlord continues to unlock embedded portfolio upside, even if the highly competitive residential market continues to limit external growth opportunities. (p.t.o.)

FINANCIAL HISTORY & PROJECTIONS

	2018	2019	2020	2021	2022E	2023E
Rental income (€m)	544.98	560.30	535.42	524.63	539.47	563.09
Y/Y growth	10.1%	2.8%	-4.4%	-2.0%	2.8%	4.4%
Adj. EBITDA (€m)	275.53	297.66	299.78	298.59	301.57	312.51
Net income¹ (€m)	488.6	406.9	362.2	523.5	437.1	449.0
EPRA NTA (€m)	n.a.	4,357.70	4,566.43	5,020.19	5,391.68	5,777.28
EPRA NTAPS (€)	n.a.	25.90	26.55	30.40	32.68	35.02
DPS (€)	0.77	0.82	0.82	0.83	0.87	0.91
FFO 1* (€m)	167.59	178.97	182.21	186.33	192.24	199.68
FFOPS 1* (€)	1.01	1.07	1.07	1.11	1.17	1.21
Liquid assets (€m)	765.04	1,069.46	1,697.91	1,113.53	914.85	813.98

^{*} after perpetual adjustment

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 DATA	As of 17 Mar 2022
Closing Price	€ 19.92
Shares outstanding	176.18m
Market Capitalisation	€ 3509.51m
52-week Range	€ 18.24 / 23.92
Avg. Volume (12 Months)	400,069

Multiples	2021	2022E	2023E
P/FFO 1	17.9	17.1	16.5
P/EPRA NAV	0.7	0.6	0.6
FFO 1 Yield	5.6%	5.8%	6.1%
Div Yield	4 2%	4 4%	4 6%

STOCK OVERVIEW



COMPANY DATA	As of 31 Dec 2021
Liquid Assets	€ 1,108.00m
Investment properties	€ 9,339.00m
EPRA NTA	€ 5,020.00m
Total Assets	€ 11,562.00m
Current Liabilities	€ 773.00m
Total Equity	€ 5,803.00m

SHAREHOLDERS

Edolaxia Ltd.	46.0%
Treasury	6.0%
Free float	48.0%



ANNUAL RESULT HIGHLIGHTS

Organic rental growth was driven by good operational performance leading to a 1% rise in net rent (RI). Grand City was a net buyer in 2021, but many of the new properties were acquired in H2/21 meaning the full impact was not reflected in the 2021 results. Adjusted EBITDA (AEBITDA) was stable vs the prior year figure.

Results were spurred by another good like-for-like (LFL) performance. GCP realised total LFL net rental growth of 2.8% comprising 0.6% occupancy increases and 2.2% in-place rent. In-place rent LFL contains 0.8% re-letting and 1.4% indexation with the strong performance of the latter owing to the reversal of the Berlin rent cap.

Table 1: 2021 results vs prior year and FBe

in €m	Q4/21	Q4/21E V	ariance	Q4/20	Variance	2021	2020	Variance
Net rent	98	92	7.0%	93	6.3%	375	372	0.7%
AEBITDA	77	74	3.5%	77	-0.5%	299	300	-0.5%
margin	78%	80%	-	83%	-	80%	81%	-
FFO 1 (after perpetuals)	46	46	-1.0%	45	2.1%	186	182	2.4%
FFOPS 1 (€) (after perpetuals)	0.27	0.27	0.0%	0.26	3.8%	1.11	1.07	3.7%

Source: First Berlin Equity Research; Grand City Properties

FFO 1, the key industry indicator for recurring operational cash flow, matched our estimate at €46m in Q4/21 and beat the prior year result by 2.1% equating to FFOPS 1 of €0.27 (+3.8%). The company redefined FFO 1 last year to now include perpetual note attribution and reflect the revised EPRA Best Practice Recommendations. On a full year basis, FFO 1 rose 2.4% Y/Y to €186m or €1.11 per share (+3.7% YN). Annualised FFOPS 1 corresponds to a 5.5% yield.

The bottom line FFO 1 performance owes to the aforementioned optimised financial structure, which also included the refinancing of the 3.75% perpetual notes. Lower financing costs helped offset higher tax expenses, while the higher per share upside is traced to the buyback effects.

FFO 2 amounted to €288m in 2021 (2020: €484m). Grand City disposed of €360m in non-core and mature assets during 2021 as part of its cash recycling strategy. AFFO (adjusted funds from operations), which strips out repositioning CapEx as a measure of recurring operational cash flows, increased to €123m vs €120m last year.

Table 2: 2021 performance vs guidance and FBe

	Unit	2021 Guidance	FBe 2021	2021A
FFO 1 (after perpetuals)	€m	183 -192	186	186
FFOPS 1 (after perpetuals)	€	1.08 - 1.13	1.11	1.11
DPS	€	0.81 - 0.85	0.87	0.83
LFL net rent grow th	%	2.0 - 3.0	2.5	2.8
LTV	%	< 45	36	36

NTAPS UP 15% ON AN ANNUALISED BASIS

Table 1: Expanded EPRA BPR reporting

18 March 2022

in €m	2021	2020	Variance
EPRA NRV	5,229	4,776	9.5%
NRVPS (€)	31.7	27.8	14.0%
EPRA NTA	5,020	4,566	9.9%
NTAPS (€)	30.4	26.5	14.7%
EPRA NDV	3,853	3,452	11.6%
NDVPS (€)	23.3	20.1	15.9%

Source: First Berlin Equity Research; Grand City Properties

EPRA NTA totalled €5.0bn (€30.4 / share) compared to €46bn at year-end 2020 (€26.5 / share, +14.7%). Profits generated during the period were slightly mitigated by the share buyback (~€270m) and perpetual note repurchases (€84m).

However, the disproportionate uplift in NTAPS owes to the accretive effects of the share buyback programme. Some 70% of shareholders opted to receive their dividend in the form of GCP shares (scrip dividend). Adjusted for the €0.82 dividend distribution, EPRA NTAPS was up 18% Y/Y.

Capital structure developments Grand City exited the year with cash & liquid assets of ~€1.1bn giving management good financial flexibility to pursue acquisition opportunities, optimise the debt portfolio, and buffer against economic volatility. Net debt stood at €3.3bn vs €2.5bn at YE20, and the debt structure features an LTV of 36%, which remains well below the 45% internal limit set by the Management Board. Coverage ratios were solid with a debt service coverage ratio (DSCR) and an interest coverage ratio (ICR) of 5.9x and 6.4x respectively at the end of Q4. The latter is comfortably above the >=2.0x covenant. The capital structure also includes €8.4bn in unencumbered assets or 88% of portfolio value.

Table 3: Financial highlights

in €m	2021	2020	Variance
Cash & liquid assets	1,108	1,692	-35%
Investment property	9,339	8,022	16%
Unencumbered assets	8,353	6,680	25%
Unencumbered assets ratio	88%	82%	-
Total equity	5,803	5,555	4%
EPRA NTA	5,020	4,566	10%
Interest bearing debt	358	437	-18%
Straight & convertible bonds	4,092	3,776	8%
Loan-to-Value (LTV)	36%	31%	-
Equity ratio	50%	51%	-



PORTFOLIO BREAKDOWN

The number of units now stands at 65k after the company bought some 6,700 flats for around €700m at an 18x RI multiple. These included ~2k units in London, Berlin, Dresden, Munich, and other German hubs.

Disposals of non-core assets in eastern German cities and secondary towns in NRW totalled around €360m at 22% above BV and at a 39% profit margin over cost including CapEx.

Table 4: YE portfolio overview

	Investment properties (€m)	Rentable area ('000 m²)	EPRA vacancy	Annualised net rent (€m)	In-place rent (€/m²)	Number of units	Value (€/㎡)	Rental yield
NRW	1,887	1,228	5.6%	88	6.1	17,941	1,537	4.7%
Berlin	2,049	578	4.2%	60	8.7	8,025	3,545	2.9%
Dresden / Leipzig / Halle	1,156	815	4.8%	52	5.5	13,997	148	4.5%
Mannheim / KL / Frankfurt / Mainz	467	194	3.6%	20	8.5	3,292	2,410	4.2%
Nuremberg / Fürth / Munich	278	80	7.0%	9	9.4	1,430	3,494	3.1%
Hamburg / Bremen	426	269	5.7%	20	6.6	4,051	1,584	4.7%
London	1,749	209	5.8%	78	33.5	3,901	8,355	4.4%
Others	1,021	723	4.6%	56	6.9	12,300	1,411	5.5%
Development rights & new build	306	-	-	-	-	-	-	-
Total	9,339	4,096	5.1%	383	8.1	64,937	2,205	4.2%

Source: First Berlin Equity Research; Grand City Properties

Portfolio KPIs continue to improve The portfolio value (€ / m²) hit 2,205 compared to 1,858 at YE20. This also corresponds to a 21% CAGR for the period 2018 to 2021. Meanwhile, in-place rent is now at €8.1 per square metre vs €7.4 at YE20 (+8%), while portfolio vacancy is at a new historical low of 5.1%. The good performance owes to the ongoing optimisation as well as improving letting activities.

Table 5: Portfolio KPI developments

	Unit	2021	2020
Rent multiple	X	23.6	22.2
Value	€/m²	2,205	1,858
Market rental grow th p.a.	%	1.7	1.4
Management cost per unit	€	269	260
Ongoing maintenance cost	€/m²	9.2	8.7
Avg. discount rate	%	4.8	5.1
Avg. capitalisation rate	%	3.9	4.1



LOOKING AHEAD IN 2022

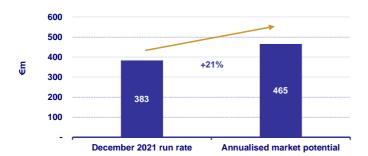
Table 6: Initial 2022 guidance vs FBe

	Unit	2022 Guidance	FBe 2022
FFO 1 (after perpetuals)	€m	188 -197	192
FFOPS 1 (after perpetuals)	€	1.13 - 1.18	1.17
DPS	€	0.85 - 0.89	0.87
LFL net rent growth	%	>2.0	2.2
LTV	%	< 45	35

Source: First Berlin Equity Research estimates; Grand City Properties

We expect GCP to follow a similar acquisition / disposal strategy to 2021. Overall, the German market continues to be defined by a wide demand / supply gap that limits acquisition opportunities. Management commented that the deal pipeline stands at "a couple hundred million euros" on the conference call. Similar to the past two years, mature units will be considered for disposal to recycle cash, although we expect this will also be limited. With external growth largely idling, we think Grand City will focus on organic growth and has ample opportunity (figure 1) with the embedded value of its optimised portfolio.

Figure 1: Annualised RI vs market potential



VALUATION MODEL

We contend that the 37% discount to NAV (YE21: \leq 30.4) provides an excellent opportunity to buy Grand City shares. The portfolio has been culled of mature low-performing assets, and the company has good embedded upside with its diverse portfolio to drive organic growth. A highly supportive German residential market to help unlock this upside also factors into our optimism. Our rating remains Buy with a \leq 28 target price.

in €m	2022E	2023E	2024E	2025E	TV
EBITDA	302	313	327	341	345
(+) Revaluations	368	376	383	391	157
(+) Investment income	0	0	0	0	0
(-) Tax expense	100	103	107	110	75
NOPAT	569	585	604	622	426
Total assets	11,905	12,478	12,938	13,746	13,746
(-) Current liabilities	329	347	364	382	382
(+) Current financial debt	5	5	5	5	5
(-) Cash	697	596	374	497	497
(+) Deferred taxes	765	821	878	936	936
Capital employed (CE)	11,649	12,362	13,082	13,808	13,808
ROCE	5.1%	4.9%	4.7%	4.6%	3.1%
WACC	3.1%	3.1%	3.1%	3.1%	3.1%
ROCE-WACC	2.0%	1.8%	1.6%	1.5%	0.0%
Economic Profit	225	213	210	206	-1
NPV	220	202	193	184	-46
Fair value calculation					
Total return	751				
(+) EPRA NAV (2021)	4,641				
(-) Dividend paid	138				
Equity value	5,255				
Fair value per share (€)	28.0				
Valuation metrics					
Price target (€)	28.00				
Share price (€)	19.92				
Return potential	40.6%				
Dividend yield	4.4%				
Total return potential	44.9%				
FFOPS 1 yield	6.6%				
DPS (€)	0.87				

Grand City Properties S.A.

All figures in EURm	2018	2019	2020	2021	2022E	2023E
Net rent	364	383	372	375	387	404
Rental and operating income	545	560	535	525	539	563
Property revaluations & capital gains	507	401	343	695	368	376
Result from equity-accounted investees	1	0	4	4	0	0
Property expenses	-263	-256	-226	-218	-224	-236
Cost of buildings sold	0	0	0	0	0	0
Administration expenses	-11	-13	-11	-11	-13	-14
Operating income (EBIT)	780	693	645	994	670	688
Finance expenses	-46	-45	-53	-46	-44	-46
Other financial results	-36	-33	-46	-149	0	0
Pre-tax income (EBT)	698	615	547	799	626	642
Tax and deferred tax expenses	-115	-121	-93	-174	-100	-103
Minority interests	-64	-53	-54	-69	-57	-59
Hybrid note investors	-30	-33	-33	-25	-25	-25
Net income	489	407	367	532	444	456
Basic EPS (€)	2.95	2.43	2.13	3.12	2.65	2.72
AEBITDA	276	298	300	299	302	313
Ratios						
Adjusted EBITDA margin	50.6%	53.1%	56.0%	56.9%	55.9%	55.5%
Tax rate	-10.8%	-12.5%	-10.5%	-13.1%	13.0%	13.0%
Expenses as % of revenues						
Property expenses	48.2%	45.6%	42.3%	41.6%	41.6%	42.0%
Administration expenses	1.9%	2.3%	2.0%	2.1%	2.5%	2.5%
Y-Y Growth						
Rental and operating income	10.1%	2.8%	-4.4%	-2.0%	2.8%	4.4%
Total revenues	9.7%	2.8%	-4.4%	-2.0%	2.8%	4.4%
Operating income	-10.2%	-11.1%	-6.9%	54.1%	-32.6%	2.7%
Adjusted EBITDA	11.1%	8.0%	0.7%	-0.4%	1.0%	3.6%
Net income/ loss	-8.6%	-16.7%	-9.8%	44.8%	-16.6%	2.7%
Funds from Operations (FFO)						
Operating profit	780	693	640	986	663	681
Depreciation and amortisation	3	4	5	8	6	7
EBITDA	782	697	645	994	670	688
Property revaluations & capital gains	-507	-401	-343	-695	-368	-376
Others	0	2	-2	-1	0	0
Adjusted EBITDA	276	298	300	299	302	313
Financial expense	-46	-45	-53	-46	-44	-46
Tax	-30	-37	-31	-39	-39	-41
Minorities	-2	-4	-1	-2	-1	-1
FFO 1 (before perpetuals)	198	212	215	211	217	225
Perpetual note adjustment	-30	-33	-33	-25	-25	-25
FFO 1	168	179	182	186	192	200
CapEx	-75	-76	-62	-63	-74	-71
AFFO	92	103	120	123	118	129

BALANCE SHEET

All figures in EURm	2018	2019	2020	2021	2022E	2023E
Current assets, total	1,238	1,629	2,264	1,679	1,369	1,288
Cash and cash equivalents	603	914	1,412	895	697	596
Traded securities at fair value though P&L	162	155	286	218	218	218
Trade and other receivables	319	342	395	452	443	463
Inventories - Trading property	17	16	16	0	0	0
Assets held for sale	136	201	155	114	11	11
Non-current assets, total	7,623	8,223	8,602	9,883	10,536	11,191
Equipment and intangible assets	24	27	27	70	77	85
Investment property	7,282	7,981	8,043	9,364	9,988	10,614
Equity accounted investees	26	21	108	0	0	0
Other LT assets	254	151	373	397	413	430
Deferred tax assets	37	42	51	51	57	62
Total assets	8,861	9,851	10,866	11,562	11,905	12,478
Current liabilities, total	306	454	427	773	329	347
Short-term debt	22	33	147	455	5	5
Trade and other payables	242	288	209	216	215	227
Other current liabilities	42	133	71	103	109	115
Long-term liabilities, total	3,887	4,431	4,884	4,986	5,417	5,609
Long-term debt	846	521	427	353	700	800
Convertible and straight bonds	2,450	3,195	3,639	3,642	3,657	3,679
Deferred taxes	523	592	634	760	821	883
Other LT liabilities	69	122	183	231	238	246
Minority interests	409	444	535	615	672	731
Shareholders' equity	4,258	4,523	5,020	5,188	5,487	5,792
Total consolidated equity and debt	8,861	9,851	10,866	11,562	11,905	12,478
Ratios			***************************************			
EPRA NTA (€m)	n.a.	4,358	4,566	5,020	5,392	5,777
EPRA NTAPS (€)	n.a.	25.9	26.5	30.4	32.7	35.0
Net debt (€m)	2,560	2,690	2,521	3,342	3,447	3,670
Net debt / equity (x)	0.6	0.6	0.5	0.6	0.6	0.6
Net debt / EBITDA (x)	9.3	9.0	8.4	11.2	11.4	11.7
Interest cover (x)	6.0	6.6	5.7	6.4	6.8	6.8
Loan-to-value (LTV)	34%	33%	31%	36%	35%	35%
Equity ratio	53%	50%	51%	50%	52%	52%
Return on equity (ROE)	12.5%	9.9%	8.1%	10.6%	8.4%	8.2%

CASH FLOW STATEMENT

All figures in EURm	2018	2019	2020	2021	2022E	2023E
Net income	583	493	449	617	519	533
Depreciation and amortisation	3	4	5	8	6	7
Profit from equity accounted investees	-1	0	-4	-4	0	0
Change in fair value of investment properties	-507	-401	-343	-695	-368	-376
Net finance expenses	82	78	98	195	44	46
Tax result	115	121	93	174	100	103
Others	1	2	2	3	0	0
Operating cash flow	276	298	300	299	302	313
Change in w orking capital	-23	-20	-29	-45	17	1
Tax paid	-28	-28	-28	-37	-39	-41
Net cash flow from operating activities	225	249	242	217	279	273
Investment in fixed/intangible assets	-6	-7	-7	-8	-14	-14
Net property investments / disposals	-501	-194	-492	-465	-154	-249
Acquisition of subsidiaries	-112	31	547	333	0	0
Proceeds from investments in financial assets	-100	117	-439	-58	-16	-17
Cash flow from investing	-718	-53	-392	-198	-183	-280
Debt financing, net	916	360	559	-71	-88	122
Equity financing, net	312	-33	207	-91	-25	-25
Share buyback	0	0	0	-272	0	0
Dividend paid	-79	-107	-71	-54	-138	-144
Other financing activities	-306	-55	7	0	0	0
Net paid financing expenses	-56	-50	-51	-50	-44	-46
Cash flow from financing	785	115	651	-537	-295	-93
Fx effects	-1	0	-3	2	0	0
Net cash flows	291	311	498	-517	-199	-101
Cash, start of the year	312	603	914	1,412	895	697
Cash, end of the year	603	914	1,412	895	697	596
AEBITDA / share (€)	1.65	1.77	1.74	1.69	1.71	1.77
FFO 1*	168	179	182	186	192	200
FFOPS 1* (€)	1.01	1.07	1.07	1.11	1.17	1.21
Y-Y Growth						
Operating cash flow	11.0%	11.1%	-2.9%	-10.4%	28.6%	-2.2%
Adjusted EBITDA / share	9.8%	7.3%	-1.6%	-2.8%	1.0%	3.6%
FFO 1	9.0%	6.8%	1.8%	2.3%	3.2%	3.9%
FFOPS 1	5.0%	5.8%	0.3%	3.6%	4.8%	3.9%
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^{*} adjusted for perpetual notes



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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 €)		1	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	21 January 2013	€4.37	Buy	€14.30
239	1	\downarrow	\downarrow	↓
40	17 November 2020	€20.36	Buy	€27.50
41	15 December 2020	€19.91	Buy	€27.50
42	22 February 2021	€20.42	Buy	€27.50
43	17 March 2021	€21.58	Buy	€27.50
44	15 April 2021	€22.26	Buy	€27.50
45	19 May 2021	€21.88	Buy	€27.50
46	17 August 2021	€23.40	Buy	€27.50
47	16 November 2021	€22.28	Buy	€28.00
48	Today	€19.92	Buy	€28.00

INVESTMENT HORIZON

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Legally required information regarding

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

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