EVLI

CIBUS Real Estate/Finland, February 28, 2019 Spot comment

Property income to grow further

Cibus updated its dividend policy. Dividend payments will now increase on a quarterly basis (at a 5% annual pace). While there have been no major changes in the underlying portfolio fundamentals, the company has managed to increase its cash flow by 10% since the March 2018 IPO due to acquisitions and refinancing activities. The portfolio now holds 132 Finnish properties with a gross asset value of EUR 816m; 2019 pipeline might add another EUR 50m.

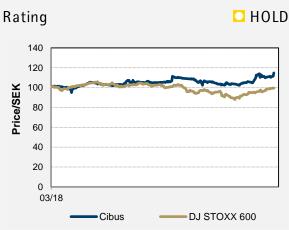
NOI capacity unchanged at EUR 47.8m, income at EUR 31m Profit from property management was 1.5% below our expectations. Administration costs were higher during Q4, amounting to EUR 1.4m vs the budgeted EUR 0.9m cost. The higher expenses were attributable to the CEO departure. Cibus has now shifted to financial year that follows the calendar year. Dividends will be paid out on a quarterly basis; the first 2019 payment has a June record date. From now on, Cibus targets a 5% annual increase in dividends. In our view, Cibus has ample capacity to increase its annual payments. The proposed 2019 distribution of EUR 0.84 per share implies a total dividend of EUR 26.1m, or a 7.8% yield. We have estimated that the current portfolio has an annual distribution capacity amounting to close to EUR 30m. Cibus estimates its operating income capacity at EUR 31m, up from the previous EUR 30.6m figure.

EPRA NAV amounted to EUR 11.1 (11.2) per share

The central portfolio metrics were basically flat. Occupancy rate improved slightly to 96.0% (95.8%), with LTV at 58.4% (58.3%). Cibus has increased its bank financing to EUR 354m (EUR 325m), while the margin has decreased by 20bps, to 1.9%, and the weighted average tenor increased to 2.9 years (2.3).

Our target still stands at SEK 120, downgrade to HOLD

Our expectations for Cibus' portfolio remain unchanged. We expect Cibus' 2019 acquisition pipeline (approximately EUR 50m) to comprise mainly of grocery properties let to Kesko. We are waiting to see the acquisitions materialize. We retain our target price of SEK 120 per share and update our rating to HOLD (BUY).



Share price, SEK (Last trading day's closing price)	114.78
Target price, SEK	120.0
Latest change in recommendation	27-Feb-19
Latest report on company	28-Nov-18
Research paid by issuer:	YES
No. of shares outstanding, '000's	31,100
No. of shares fully diluted, '000's	31,100
Market cap, EURm	339
Free float, %	100.0
Exchange rate EUR/SEK	10.300
Reuters code	CIBUS.ST
Bloomberg code	CIBUS SS
Average daily volume, EURm	0.35
Next interim report	
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🖪 BUY 🖸 HOLD 🗖 SELL

KEY FIGL	JRES									
	Sales EURm	EBIT EURm	EBIT %	Ptx profit EURm	EPS EUR	P/E (x)	EV/Sales (x)	P/CF (x)	EV/EBIT (x)	DPS EUR
2017	0	0	0.0%	0	0.00	0.0	n/a	0.0	0.0	0.80
2018	40	34	84.7%	24	0.54	19.6	19.0	13.8	22.4	0.80
2019E	51	44	86.3%	34	0.88	12.4	14.9	9.6	17.3	0.84
2020E	52	45	86.2%	35	0.89	12.2	14.7	9.4	17.0	0.88
2021E	53	46	86.2%	35	0.91	11.9	14.5	9.3	16.8	0.93
Market cap	, EURm		339 I	BV per share 201	9E, EUR		10.6 CAGR	EPS 2018-2	21,%	19.3
Net debt 20	019E, EURm		427	Price/book 2019	Ξ		1.0 CAGR	sales 2018-	-21,%	9.9
Enterprise	value, EURm		766 l	Dividend yield 20	19E, %		7.7 ROE 20	019E, %		8.3
Total assets	s 2019E, EURn	n	797	Гax rate 2019E, %	6		20.4 ROCE 2	2019E, %		5.7
Goodwill 2	019E, EURm		0	Equity ratio 2019	9E, %		41.3 PEG, P	/E 19/CAGR		6.7

All the important disclosures can be found on the last pages of this report.

ges in the underlying ny has managed to the March 2018 IPO

VALUATION RESULTS	BASE CASE DETAILS	VALUATION ASSUMPTIONS	5	ASSUMPTIONS FOR WAC	С
Current share price	114.78 PV of Free Cash Flow	281 Long-term growth, %	1.2	Risk-free interest rate, %	2.25
DCF share value	11.73 PV of Horizon value	514 WACC, %		Market risk premium, %	5.8
Share price potential,%	7.7 Unconsolidated equity	0 Spread,%	0.5	Debt risk premium, %	3.3
Maximum value	14.9 Marketable securities	18 Minimum WACC, %	5.2	Equity beta coefficient	0.75
Minimum value	9.2 Debt - dividend	-448 Maximum WACC, %	6.2	Target debt ratio, %	40
Horizon value, %	64.7 Value of stock	365 Nr of shares, Mn	31.1	Effective tax rate, %	20

DCF valuation, EURm	2018	2019E	2020E	2021E	2022E	2023E	2024E	2025E	2026E	2027E	2028E	Horizon
Net sales	40	51	52	53	53	54	55	55	56	57	57	58
Sales growth, %	n/a	28.8	1.5	1.4	1.2	1.2	1.2	1.2	1.2	1.2	1.2	1.2
Operating income (EBIT)	34	44	45	46	46	47	47	48	48	49	49	50
EBIT margin, %	84.7	86.3	86.2	86.2	86.3	86.3	86.3	86.3	86.3	86.3	86.3	86.3
+ Depreciation+amort.	0	0	0	0	0	0	0	0	0	0	0	
- Income taxes	-10	-9	-9	-9	-9	-9	-9	-10	-10	-10	-10	
- Change in NWC	0	0	0	0	0	0	0	0	0	0	0	
NWC / Sales, %	-11.5	-8.9	-8.8	-8.7	-8.6	-8.5	-8.4	-8.3	-8.2	-8.1	-8.0	
+ Change in other liabs	0	0	0	0	0	0	0	0	0	0	0	
- Capital Expenditure	0	0	0	0	0	0	0	0	0	0	0	0
Investments / Sales, %	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
- Other items	0	0	0	0	0	0	0	0	0	0	0	
= Unlevered Free CF (FCF)	24	35	36	36	37	37	38	38	39	39	40	886
= Discounted FCF (DFCF)		34	32	31	30	29	27	26	25	24	23	514
= DFCF min WACC		34	33	32	30	29	28	27	26	25	24	605
= DFCF max WACC		33	32	31	29	28	27	25	24	23	22	442

IN T ERI M FIGURES										-		
EVLI ESTIMATES, EURm	2018Q1	2018Q2	2018Q3	2018Q4	2018	2019Q1E	2019Q2E	2019Q3E	2019Q4E	2019E	2020E	2021E
Net sales	3	12	13	13	40	13	13	13	13	51	52	53
EB ITDA	3	9	11	11	34	11	11	11	11	44	45	46
EB ITDA margin (%)	83.9	<i>78.1</i>	87.7	88.0	84.7	86.3	86.3	86.3	86.3	86.3	86.2	86.2
EB IT	3	9	11	11	34	11	11	11	11	44	45	46
EB IT margin (%)	83.9	<i>78.1</i>	87.7	88.0	84.7	86.3	86.3	86.3	86.3	86.3	86.2	86.2
Net financial items	-2	-2	-2	-2	- 10	-2	-2	-2	-2	- 10	- 10	- 10
Pre-tax profit	0	7	9	9	24	9	9	9	9	34	35	35
Тах	-2	-2	-2	-2	-7	-2	-2	-2	-2	-7	-7	-7
Tax rate (%)		26.5	20.6	20.6	29.5	20.6	20.5	20.4	20.3	20.4	20.0	20.0
Net profit	-2	5	7	7	17	7	7	7	7	27	28	28
EPS	-0.05	0.16	0.22	0.22	0.54	0.22	0.22	0.22	0.22	0.88	0.89	0.91
EPS adjusted (diluted no. of shares)	-0.05	0.16	0.22	0.22	0.54	0.22	0.22	0.22	0.22	0.88	0.89	0.91
Dividend per share	0.00	0.00	0.00	0.00	0.80	0.00	0.00	0.00	0.00	0.84	0.88	0.93
SALES, EURm												
Finnish daily-goods properties	3	12	13	13	40	13	13	13	13	51	52	53
Total	3	12	13	13	40	13	13	13	13	51	52	53
SALES GROWTH, Y/Y %												
Finnish daily-goods properties	0.0	0.0	0.0	0.0	0.0	311.3	<i>9.8</i>	2.4	3.1	28.8	1.5	1.4
Total	0.0	0.0	0.0	0.0	n/a	311.3	<i>9.8</i>	2.4	3.1	28.8	1.5	1.4
EBIT, EURm												
Finnish daily-goods properties	3	9	11	11	34	11	11	11	11	44	45	46
Total	3	9	11	11	34	11	11	11	11	44	45	46
EBIT margin, %												
Finnish daily-goods properties	83.9	<i>78.1</i>	87.7	88.0	84.7	86.3	86.3	86.3	86.3	86.3	86.2	86.2
Total	83.9	78.1	87.7	88.0	84.7	86.3	86.3	86.3	86.3	86.3	86.2	86.2

IN COME STATEMENT, EURm	2014	2015	2016	2017	2018	2019E	2020E	2021E
Sales	0	0	0	0	40	51	52	53
Sales growth (%)	0.0	0.0	0.0	0.0	n/a	28.8	1.5	1.4
Costs	0	0	0	0	-6	-7	-7	-7
Reported EB ITDA	0	0	0	0	34	44	45	46
Extraordinary items in EB ITDA	0	0	0	0	0	0	0	0
EB ITDA margin (%)	0.0	0.0	0.0	0.0	84.7	86.3	86.2	86.2
Depreciation	0	0	0	0	0	0	0	0
EB ITA	0	0	0	0	34	44	45	46
Goodwill amortization / writedown	0	0	0	0	0	0	0	0
Reported EBIT	0	0	0	0	34	44	45	46
EB IT margin (%)	0.0	0.0	0.0	0.0	84.7	86.3	86.2	86.2
Net financials	0	0	0	0	- 10	- 10	- 10	- 10
Pre-tax profit	0	0	0	0	24	34	35	35
Extraordinary items	0	0	0	0	0	0	0	0
Taxes	0	0	0	0	-7	-7	-7	-7
Minority shares	0	0	0	0	0	0	0	0
Net profit	0	0	0	0	17	27	28	28
BALANCE SHEET, EURm	-		-	-				
Assets								
Fixed assets	0	0	0	768	768	768	768	768
% of sales	0	0	0				1,475	
Goodwill	0	0	0	<i>n/a</i> 0	<i>1,930</i> 0	<i>1,498</i> 0	<i>1,475</i> 0	<i>1,455</i> 0
% of sales	0	0	0	0	0	0	0	0
Inventory	0	0	0	0	0	0	0	0
% of sales	0	0	0	0	0	0	0	0
Receivables	0	0	0	5	5	5	5	5
% of sales	0	0	0	n/a	11	9	9	9
Liquid funds	0	0	0	17	18	23	23	24
% of sales	0	0	0	n/a	45	45	45	45
Total assets	0	0	0	792	792	797	798	798
Liabilities								
Equity	0	0	0	334	327	329	331	332
% of sales	0	0	0	n/a	821	642	635	628
Deferred taxes	0	0	0	7	7	7	7	7
% of sales	0	0	0	n/a	18	14	14	14
Interest bearing debt	0	0	0	440	448	450	449	449
% of sales	0	0	0	n/a	1, 125	878	863	850
Non-interest bearing current liabilities	0	0	0	0	0	0	0	0
% of sales	0	0	0	0	0	0	0	0
Other interest free debt	0	0	0	11	11	11	11	11
% of sales	0	0	0	n/a	27	21	20	20
Total liabilities	0	0	0	792	792	797	798	798
CASH FLOW, EURm								
+ EB ITDA	0	0	0	0	34	44	45	46
- Net financial items	0	0	0	0	- 10	- 10	- 10	- 10
- Taxes	0	0	0	5	-7	-7	-7	-7
- Increase in Net Working Capital	0	0	0	5	0	0	0	0
+/- Other	0	0	0	0	0	0	0	0
= Cash flow from operations	0	0	0	5	17	27	28	28
- Capex	0	0	0	- 768	0	0	0	0
- Acquisitions	0	0	0	0	0	0	0	0
+ Divestments	0	0	0	0	0	0	0	0
= Net cash flow	0	0	0	-763	17	27	28	28
+/- Change in interest-bearing debt	0	0	0	- 763 440	8	3	-1	-1
+/- Change in interest-bearing debt +/- New issues/buybacks	0	0	0			3	-1	
				334	1			0
- Paid dividend	0	0	0	0	-25	-25	-26	-27
+/- Change in loan receivables	0	0	0	2	0	0	0	0
Change in cash	0	0	0	12	0	5	0	0

KEY FIGURES	2015	2016	2017	2018	2019E	2020E	2021E
M-cap	0	0	0	327	339	339	339
Net debt	0	0	423	430	427	426	425
Enterprise value	0	0	423	756	766	764	764
Sales	0	0	0	40	51	52	53
EB ITDA	0	0	0	34	44	45	46
EB IT	0	0	0	34	44	45	46
Pre-tax	0	0	0	24	34	35	35
Earnings	0	0	0	17	27	28	28
Book value	0	0	334	327	329	331	332
Valuation multiples							
EV/sales	0.0	0.0	n/a	19.0	14.9	14.7	14.5
EV/EB ITDA	0.0	0.0	0.0	22.4	17.3	17.0	16.8
EV/EB ITA	0.0	0.0	0.0	22.4	17.3	17.0	16.8
EV/EB IT	0.0	0.0	0.0	22.4	17.3	17.0	16.8
EV/operating cash flow	0.0	0.0	42.7	31.9	21.8	21.3	21.0
EV/cash earnings	0.0	0.0	79.3	45.3	28.1	27.5	26.9
P/E	0.0	0.0	0.0	19.6	12.4	12.2	11.9
P/E excl. goodwill	0.0	0.0	0.0	19.6	12.4	12.2	11.9
P/B	0.0	0.0	0.0	1.0	1.0	1.0	1.0
P/sales	0.0	0.0	0.0	8.2	6.6	6.5	6.4
P/CF	0.0	0.0	0.0	13.8	9.6	9.4	9.3
Target EV/EB IT	0.0 0.0	0.0	0.0 0.0	0.0	9.0 94.0	92.6	9.3 91.3
Target P/E	0.0	0.0	0.0	136.9	137.0	134.1	131.7
Target P/B	0.0	0.0	0.0	0.0	11.3	11.3	11.3
Per share measures	0.0	0.0	0.0	0.0	11.5	11.5	11.5
Number of shares	31,100	31,100	31,100	31,100	31,100	31,100	31,100
Number of shares (diluted)	31,100	31,100	31,100	31,100	31,100	31,100	
EPS							31,100
	0.00	0.00	0.00	0.54	0.88	0.89	0.91
EPS excl. goodwill Cash EPS	0.00 0.00	0.00 0.00	0.00 0.17	0.54	0.88	0.89	0.91
				0.54	0.88	0.89	0.91
Operating cash flow per share	0.00	0.00	0.32	0.76	1.13	1.15	1.17
Capital employed per share	0.00	0.00	24.33	24.33	24.33	24.33	24.33
Book value per share	0.00	0.00	10.74	10.51	10.58	10.64	10.67
B ook value excl. goodwill	0.00	0.00	10.74	10.51	10.58	10.64	10.67
Dividend per share	0.00	0.00	0.80	0.80	0.84	0.88	0.93
Dividend payout ratio, %	0.0	0.0	0.0	149.0	95.9	98.6	101.6
Dividend yield, %	0.0	0.0	0.0	7.3	7.7	8.1	8.5
Efficiency measures							
ROE	0.0	0.0	0.0	5.1	8.3	8.4	8.6
ROCE	0.0	0.0	0.0	4.4	5.7	5.8	5.8
Fin ancial ratios							
Capex/sales, %			- 1-	0.0	0.0	0.0	0.0
	0.0	0.0	n/a	0.0	0.0		
Capex/depreciation excl. goodwill,%	0.0 0.0	0.0 0.0	n/a 0.0	0.0	0.0	0.0	0.0
Capex/depreciation excl. goodwill,% Net debt/EB ITDA, book-weighted						0.0 9.5	0.0 9.3
	0.0 0.0 0.0	0.0	0.0 0.0 0.0	0.0	0.0	9.5 1.3	
Net debt/EB ITDA, book-weighted	0.0 0.0	0.0 0.0	0.0 0.0	0.0 12.8	0.0 9.7	9.5	9.3
Net debt/EB ITDA, book-weighted Debt/equity, market-weighted	0.0 0.0 0.0	0.0 0.0 0.0	0.0 0.0 0.0	0.0 12.8 1.4	0.0 9.7 1.3	9.5 1.3	9.3 1.3
Net debt/EBITDA, book-weighted Debt/equity, market-weighted Equity ratio, book-weighted	0.0 0.0 0.0 0.0	0.0 0.0 0.0 0.0	0.0 0.0 0.0 42.2	0.0 12.8 1.4 41.2	0.0 9.7 1.3 41.3	9.5 1.3 41.5	9.3 1.3 41.6
Net debt/EBITDA, book-weighted Debt/equity, market-weighted Equity ratio, book-weighted Gearing	0.0 0.0 0.0 0.0 0.00	0.0 0.0 0.0 0.0 0.00	0.0 0.0 42.2 1.27	0.0 12.8 1.4 41.2 1.32	0.0 9.7 1.3 41.3 1.30	9.5 1.3 41.5 1.29	9.3 1.3 41.6 1.28

CIBUS Real Estate/Finland, February 28, 2019 Spot comment

COMPANY DESCRIPTION: Cibus Nordic Real Estate is a Swedish property company, founded in late 2017, focusing on the daily-goods sector. Cibus owns 126 daily-goods retail properties located across Finland. The company has adopted an anchoring tenant leasing strategy, and consequently properties leased to the anchor tenants K esko, Tok manni and S-Group make up more than 90% of the portfolio's rental income.

INVESTMENT CASE:

O WN ERSHIP STRUCTURE	SHARES	EURm	0/0
SFC Holding S.à r.l.	12,844,443	139.865	41.3%
Amiral Gestion	2,150,859	23.421	6.9%
Carnegie Fonder	1,288,993	14.036	4.1%
Pareto Securities AS	1,157,618	12.605	3.7%
PGIM Investments	792,268	8.627	2.5%
Oy Sirius Capital Partners Ab	500,000	5.445	1.6%
Göran Gustafssons Stiftelser	460,000	5.009	1.5%
Håkan Roos	350,000	3.811	1.1%
Nordnet Pensionsförsäkring	335,401	3.652	1.1%
Fjärde AP-Fonden	300,000	3.267	1.0%
Ten largest	20,179,582	219.738	65%
Residual	10,920,418	118.914	35%
Total	31,100,000	338.652	100%

EARN INGS CALENDAR

OTHER EVENTS

 C O MPANY MISCELLANEOUS

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 Tel:

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DEFINITIONS

D/E	EPS
P/E Bring per charg	Profit before extraordinary items and taxes
_ Price per share Earnings per share	
Earnings persnare	– income taxes + minority interest
	Number of shares
P/Sales	DPS
Market cap	Dividend for the financial period per share
	Divident for the infancial period persitare
Sales	
P/BV	CEPS
Price per share	Gross cash flow from operations
Shareholders' equity + taxed provisionsper share	Number of shares
Shareholdes equity i taxed provisionspershare	
P/CF	EV/Share
Priceper share	Enterprise value
Operating cash flow per share	Number of shares
operating cash now per share	
EV (Enterprise value)	Sales/Share
Market cap + net debt + minority interest at market value	Sales
 – share of associated companies at market value 	Number of shares
share of associated companies at market value	Humber of Shares
Net debt	EBITDA/Share
Interest bearing debt – financial assets	Earnings before interest, tax, depreciation and amortisation
,	Number of shares
EV/Sales	EBIT/Share
Enterprise value	Operating profit
Sales	Number of shares
	Į
EV/EBITDA	EAFI/Share
Enterprise value	Pretax profit
Earnings before interest, tax, depreciation and amortisation	Number of shares
EV/EBIT	Capital employed/Share
Enterprise value	Total assets – non interest bearing debt
	· · · · · · · · · · · · · · · · · · ·
Operating profit	Number of shares
Divyield,%	To tal assets
Dividend pershare	Balance sheet total
Priceper share	
The persitate	
Payout ratio, %	in terest coverage (x)
Total dividends	Operating profit
Earnings before extraordinary items and taxes – income taxes + minority interest	Financial items
Net cash/Share	Asset turnover (x)
Financial assets - interest bearing debt	Turnover
Number of shares	Balance sheet total (average)
ROA, %	Debt/Equity, %
Operating profit + financial income + extraordinary items	Interest bearing debt
Balance sheet total – interest free short term debt	Shareholders' equity + minority interest + taxed provisions
 long term advances received and accounts payable (average) 	
ROCE, %	Equity ratio,%
$\label{eq:profit_before} Profit before extraordinary items + interest\ expenses + other\ financial\ costs$	Shareholders' equity + minority interest + taxed provisions
Balance sheet total – non interest bearing debt (average)	Total assets – interest free loans
ROE, %	CAGR, %
Profit before extraordinary items and taxes – income taxes	$\label{eq:cumulative} Cumulative annual growth rate = {\sf Average} \ growth per \ year$
Shareholders' equity + minority interest + taxed provisions (average)	

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Important Disclosures

Evli Research Partners Plc ("ERP") uses 12-month target prices. Target prices are defined by utilizing analytical techniques based on financial theory including (but not limited to) discounted cash flow analysis and comparative valuation. The selection of valuation methods depends on different circumstances. Target prices may be altered on the basis of new information coming to light in the underlying company or changes in interest rates, changes in foreign exchange rates, other securities prices or market indices or outlook for the aforementioned factors or other factors that may change the conditions of financial markets. Recommendations and changes by analysts are available at https://research.evli.com/JasperAllModels.action?authParam=key;4618authParam=x;G3rNagWrtf7K8authType=3

Investment recommendations are defined as follows:

	te compared to share price < -10 % -10 - (+10) % > 10 % stment recommendation of the	Recommendation SELL HOLD BUY analyzed company is updated at lea	st 2 timer per year.
50%		53%	
40%			39%
30%			
20%			
10%	8%		
0%			
	Sell	Hold	Buy

The graph above shows the distribution of ERP's recommendations of companies under coverage in 1st of February 2019. If recommendation is not given, it is not mentioned here.

Name(s) of the analyst(s): Ilvonen

This research report has been prepared by Evli Research Partners Plc ("ERP" or "Evli Research"). ERP is a subsidiary of Evli Bank Plc. Production of the investment recommendation has been concluded on [28.2.2019, 9:05]. This report has been published on [28.2.2019, 9:15].

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