

Budapesti Ingatlan Hasznosítási és Fejlesztési Nyrt. (BIF) informed investors, that in accordance with its application for registration as a Regulated Real Estate Investment Company - initiated at the National Tax and Customs Administration on 20th December 2018 - the Company was registered by the National Tax and Customs Administration as a Regulated Real Estate Investment Company with effect from 31 December 2018.

BIF has been operating as a SZIE ("Szabályzott Ingatlanbefektetési Előttársaság") since 20 October 2017. This company form is the entry point for becoming a SZIT, according to the Hungarian regulation.

To become a SZIT the **main criteria** are:

- Equity capital of minimum HUF 5 billion;
- Operating as a public company, where 25% of the capital must be traded on a stock exchange and no more than 5% of the capital should be owned by a single owner/investor;
- Credit institutions and insurance companies are allowed to hold up to 10% of voting rights;
- 70% of the total assets must be real estate-related.
- According to the new SZIT law, the companies (SZITs) are not required to pay out at least 90% of the annual net income as dividend. BIF stated that the Company will pay out 90% of the net income as dividend which is highly understandable, because we think the investors may draw back from the SZITs which don't act as a 'real' REIT company. In other words, market players may force SZITs to pay out 90% of the dividends.

Apart from the strict regulation, SZITs have **tax benefits**, so they are exempt from the corporate income tax (9% on pre-tax figures) and the local business tax (1-2% on revenues, depending on the location of the headquarter of the company). Moreover, SZITs must pay only 2% property acquisition duty, compared to the ordinary 4% burden.

The news is in line with our expectations; hence, the one-year target price is unchanged at HUF 2,290.

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### Prior researches

MKB Bank wrote an initiation report on 29 June 2018. The research is available on the web page of the BSE (Budapest Stock Exchange):

<https://bet.hu/Kibocsatok/BET-elemzesek/elemzesek/bif-elemzesek>

### Methodology used for equity valuation and recommendation of covered companies

The discounted cash flow valuation is a method of valuing a company (or project, assets, business, etc.) with the time value of the money. The model forecasts the company's free cash flow (free cash flow to firm) and discounts it with the average cost of capital (WACC). The cash flow is simply the cash that is generated by a business and which can be distributed to investors. The free cash flow represents economic value, while accounting metric like net earning doesn't. The WACC represents the required rate of return by the investors. If a business is risky the required rate of return, the WACC will be higher.

Discounted cash flow model (DCF): We analyze the companies using five year forecast period and set a terminal value based on the entity's long term growth or on different exit multiples like EV/EBITDA or EV/EBIT. In certain cases the forecast period may differ from five years. In this case the analysts must define the reason for difference. The cash flows are discounted by the company's WACC unless otherwise specified.

In the first step we have to forecast the company's cash flow. The free cash flow to firm (FCFF) is based on the earnings before interest and taxes (EBIT), the tax rate, depreciation and amortization (D&A), net change in working capital (which is based on the current assets and current liabilities) and the capital expenditures (CAPEX). The model requires a terminal value which can be based on the long term growth or on an exit multiple like EV/EBITDA, or EV/EBIT. Forecasting the terminal value is a crucial point because in most cases it makes up more than 50% of the net present value.

The discount rate (WACC): The average cost of capital of the company is dependent on the industry, the risk free rate, tax, the cost of debt and the equity risk premium. The cost of equity is calculated by the CAPM model, where the independent variables are the risk free rate, the industry specific levered beta, and the equity risk premium. The WACC is dependent on the capital structure, so the forecast of the equity/debt mix is crucial.

At the end we get the enterprise value (EV). The EV is the market capitalization plus the total debt and preferred equity and minority interest, minus the company's cash. In the last step we have to reduce the EV with the net debt. This figures divided by the shares outstanding we arrive at the target share price.

The discounted cash flow model includes sensitivity analysis which takes the effects of the change in the WACC, the long term growth or the used exit multiples on which the terminal value is based.

Our target price is based on a 12 month basis, ex-dividend unless stated otherwise.

Peer group valuation: For comparison we use peer group valuation. The analysis based on important indicators and multiples like P/E, EV/EBITDA, EV/EBIT, market capitalization, P/S, EBITDA margin, net debt to EBITDA, EBITDA growth, dividend yield and ROIC. If the industry justifies we may use other multiples. The peer group is compiled according to the companies' main business, with respect to the region (DM or EM market).

### Recommendations

- Overweight: A rating of overweight means the stock's return is expected to be above the average return of the overall industry, or the index benchmark over the next 12 months.
- Underweight: A rating of underweight means the stock's return is expected to be below the average return of the overall industry, or the index benchmark over the next 12 months.
- Equal-weight: A rating of equal-weight means the stock's return is expected to be in line with the average return of the overall industry, or the index benchmark over the next 12 months.
- Buy: total return is expected to exceed 10% in the next 12 months.
- Neutral: Total return is expected to be in the range of -10 - +10% in the next 12 months.
- Sell: Total return is expected to be below -10% in the next 12 months.
- Under revision: If new information comes to light, which is expected to change the valuation significantly.