

Company Flash	Real Estate	Germany	February 19, 2008
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Still attractive shopping center portfolio

- DES released preliminary figures for 2007 and slightly increased the outlook for 2008. Both the operating result and valuation result were ahead of guidance. The final figures will be published on April 18.
- Once again, the company was able to demonstrate the reliability of the business model and the attractiveness of the shopping center portfolio.
- NAV per share increased by 5.4% to EUR 26.90 (UniCredit (E): 25.85), i.e. 4% higher than expected.
- Following the transitional year in 2007, the opening of two new centers (Hameln and Passau) and the full year contribution of Gdansk (opening in Sept. 2007) will increase rental income by ca. 17% and earnings by 20% this year. The revenue and earnings guidance for 2008 has been increased by ca. 2%.
- The stock has outperformed the weak real estate sector (Germany and Europe) and the retail property peers since August, especially due to the low risk profile, solid financing structure and the pure focus on attractive shopping centers.
- For the time being, we stick to our rating, because the market sentiment for the sector and probably for the overall market will not change dramatically in the short term. Therefore, the stock will profit from the aforementioned factors.

	2005	2006	2007e	2008e	2009e
Total revenues (EUR mn)	115.2	177.7	142.1	173.1	173.2
Rental income (EUR mn)	72.1	92.9	95.7	111.7	121.5
EBITDA (EUR mn)	57.5	86.3	76.3	91.3	98.5
Net income (EUR mn)	48.7	100.3	93.2	82.1	78.7
EPS reported (EUR)	1.54	2.92	2.71	2.39	2.29
NAVPS (EUR)	23.11	25.52	26.90	28.16	29.35
DPS (EUR)	1.00	1.05	1.05	1.10	1.13
ROE (%)	6.2	12.6	10.8	9.0	8.3
P/E (x)	14.2	9.2	10.1	10.9	11.4
P/CF (x)	35.4	18.9	28.0	25.7	23.0
P/BV (x)	0.99	1.22	1.13	1.03	0.98
P/NAV (x)	0.94	1.06	1.01	0.93	0.89
EV/EBITDA (x)	21.2	18.7	22.6	19.4	18.1
Div. yield (%)	4.6	3.9	3.9	4.2	4.3

Source: Company data, UniCredit Global Research

Buy (prev. Buy)

Price on 02/18/08	EUR 26.15
Target price (prev. EUR 30.00)	EUR 29.00
Upside to TP	10.9%
Cost of equity	7.3%
High/Low (12M)	30.13/21.61

INVESTMENT HIGHLIGHTS

Sole focus on attractive shopping centers Stable cash flow ensured by full occupancy Still high market demand for retail properties

STOCK TRIGGERS

Attractive, assured dividend New acquisitions currently unlikely Possible development JV with ECE

STOCK DATA

Reuters/Bloomberg	DEQGn.F/DEQ GR
Average daily volume (tds.)	212.2
Free float (%)	80.7
Market capitalization (EUR bn)	0.9
No. of shares issued (mn)	34.4
Shareholders	Otto family 19.3%

UPCOMING EVENTS

Annual general meeting	19-Jun-08
Bal. sheet press conf.	18-Apr-08
Q1	14-May-08



RELATIVE PERFORMANCE (% CHG.)

	1M	3M	6M
DAX	23.2	9.0	16.8
Euro STOXX 50	23.5	12.0	20.0
ES Financ. S.	15.1	7.8	15.1

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2007 – operating income and NAV up

Overall, DES provided convincing figures for 2007. Rental income increased by 3% to EUR 95.7 mn, above the guidance of EUR 93-95 mn (UniCredit (E): EUR 94.4 mn). EBIT of "above" EUR 76 mn was ca. EUR 2 mn higher than guided so far (EUR 72-74 mn; UniCredit: 73.9 mn) due to lower costs of the three centers under construction. In our view, this demonstrates the conservative calculation approach for new investments with ECE. EBT of EUR 37 mn is 16% higher than the guidance and our projection. The same is true for the valuation result of EUR 45 mn, which is well above our conservative assumption of EUR 29 mn. The company stated that the revaluation of all centers was ca. 3.1% on average; no centers had shown negative adjustments. We would assume that the appraiser did not change cap rates (2006: 6.44%) and that the net acquisition yield based on market values is still 5.4%. NAV per share increased by 5.4% to EUR 26.90 (UniCredit (E): 25.85), i.e. 4% higher than expected.

2008 – contribution of new centers

Revenue and earnings expected to increase by 20% this year. Following the transition year in 2007, the opening of two new centers (Hameln and Passau) and the full year contribution of Gdansk (opening in Sept. 2007) will increase rental income by ca. 17% and earnings by 20% this year. The revenue and earnings guidance for 2008 has been increased by ca. 2%.

PRELIMINARY FIGURES FOR 2007 AND GUIDANCE

	2007			200		
EUR mn	reported	guidance (prev.)	guidance (new)	guidance (prev.)	UniCredit (E)	consensus
Revenues	95.7	93-95	110-113	108-112	111.7	112.4
EBIT (excl. revaluation)	>76	72-74	90-93	87-90	91.3	89.6
EBT (excl. revaluation)	37.0	31-33	43-45	42-44	44.8	

Source: Company data, UniCredit Global Research

CHANGES IN ESTIMATES

	2006		2007e 2008 – UniCredit (E) 2009 – UniCredit (E			2008 – UniCredit (E)			UniCredit (E)		
EUR mn	reported	reported*	UniCredit (E) prev.	dev. %	new	prev.	dev. %	new	prev.	dev. %	
Revenues	92.9	95.7	94.4	1	111.7	111.7	0	121.5	121.5	0	
y-o-y %	29	3	2		17	18		9	9		
EBIT reported	86.3	76.3	73.9	3	91.3	89.7	2	98.5	97.6	1	
y-o-y %	50	-12	-14		20	21		8	9		
EBIT incl. valuation result	158.6	121.3	102.9	18	151.7	151.7	0	149.3	146.6	2	
y-o-y %	48	-24	-35		25	47		-2	-3		
EBT incl. valuation result	117.7	82.0	61.1	34	105.3	105.3	0	99.9	96.3	4	
y-o-y %	73	-30	-48		28	72		-5	-9		
Net income	100.3	93.2	72.3	29	82.1	82.1	0	78.0	75.1	4	
y-o-y %	106	-7	-28		-12	14		-5	-9		
EPS reported (EUR)	2.92	2.71	2.10	29	2.39	2.39	0	2.27	2.18	4	
EPS adjusted (EUR)	0.76	0.97	0.81	20	1.02	0.98	4	1.12	1.07	4	
NAV per share (EUR)	25.52	26.90	25.85	4	28.16	27.19	4	29.33	28.28	4	
y-o-y %	10	5	1		5	5		4	4		
DPS (EUR)	1.05	1.05	1.05	0	1.10	1.10	0	1.13	1.13	0	

^{*} preliminary basis; DPS estimate

Source: Company data, UniCredit Global Research

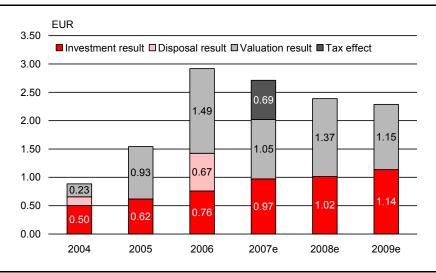
Increasing direct and revaluation results

With respect to EPS, we did not change our 2008 estimate of EUR 2.39. Based on the positive tax effect (write-down of deferred tax provisions) of EUR 0.69 per share in 2007, we will probably see a decrease in reported EPS in 2008. Excluding this, we forecast an 18% increase y-o-y. In addition to the steadily increasing investment result, we expect a higher result from revaluation in 2008. The centers in Gdansk and Hameln will be valued for the first time, which usually leads to a valuation gain due to the fact that construction costs already lowered the operating result in the construction period. Additionally, we calculate a 2.5% appreciation on the overall portfolio, which is based on CPI and revenue-linked rent



increases. We do not fear that the overall portfolio is in danger of being valued with higher cap rates, because our economists believe that further interest rate decreases are more likely than increases. Furthermore, the attractiveness of shopping centers as real estate investments should be an ongoing topic. Due to the relative high investment volumes and long-term lease contracts, centers are especially in favor with equity investors.

STEADILY INCREASING INVESTMENT RESULT

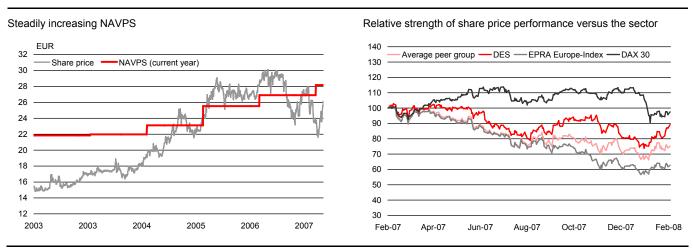


Source: Company data, UniCredit Global Research

Buy rating confirmed

We stick to our Buy rating. The stock has outperformed the weak real estate sector (Germany and Europe) and the retail property peers since August, especially due to the low risk profile, solid financing structure and the pure focus on attractive shopping centers. For the time being, we stick to our rating, because the market sentiment for the sector will not change dramatically in the short term. Therefore, the stock will profit from the aforementioned factors. However, with a target price of EUR 29 (down from EUR 30, due to a slight adjustment for Cost of equity assumption), the upside is limited. At EUR 29, the stock would be valued with a 3% premium on NAV 2008e.

EPS AND SHARE PRICE PERFORMANCE



Source: Company data, Thomson Datastream, UniCredit Global Research



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Company	Date	Rating	Currency	Target price
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Deutsche EuroShop	02/01/2007	Buy	EUR	64.00

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