

# **Deutsche EuroShop AG**

# Buy - Price target 30.00 EUR

PREVIEW OF Q2

(Hold - Price target 30.00 EUR)

02/08/2011	10:00 AM
Current price (ETR)	26.20 EUR
Bloomberg	DEQ
Sector	Real Estate

Share price performance	
52 week High	29.06 EUR
52 week Low	22.08 EUR
Compared to	MDAX
YTD	-11.1 %
1 month	1.1 %
3 months	1.4 %
12 months	-8.3 %



Share data:	
EV (m EUR; 2011)	2,761
Market Cap (m EUR)	1,355
No. of shares (m)	51.6
Freefloat	81.7%
Trading vol. Ø (m EUR)	2.7

Major shareholders in %:	
Familie Otto	15.0
BlackRock	3.3

Next event:	
Quarterly Results	11/08/2011

Change	in model	ın %:	
	Sales	EBIT	EPS
11e			
12e			
13e			

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Please note the disclaimer & disclosures at the end of this publication.

#### STRONG REVENUE GROWTH EXPECTED

On 11 August, the company will release its quarterly results. We expect the following results:

in m EUR	Q2 11e (BHL)	Q2 11e (Kons.)	Q2 10	yoy in %	H 11e (BHL)	H 11e (Kons.)	H 10	yoy in %
Sales	45.9	45.9	35.8	28.0%	90.3	90.3	70.4	28.2%
EBITDA	39.3	39.2	30.7	28.0%	78.0	77.8	60.9	28.1%
EBITDA margin	85.8%	85.4%	85.8%	0.0%	86.4%	86.2%	86.5%	-0.1%
EBIT	39.3		30.7	28.1%	78.0		60.8	28.2%
EBIT margin	85.8%		85.7%	0.1%	86.4%		86.4%	0.0%
Net income (adj.)	16.2		13.2	23.3%	32.2		26.0	24.0%
EPS in EUR	0.31		0.29	8.7%	0.62		0.60	3.9%

Source: Company information, Bankhaus Lampe Research

The revenue growth can be attributed to the following factors:

- Full consolidation of the Main-Taunus-Zentrum near Frankfurt.
- Acquisition of the Billstedt Center.
- Expansion of the Altstadt Galerie Dresden.
- Expansion of the A10 Center.
- Higher stake in the shopping centres in Dresden and Wuppertal.

We expect that the higher EBITDA will be used up mainly by higher interest expenses and higher third party interests (due to the full consolidation of the Phönix Center in Hamburg and the Main-Taunus-Zentrum near Frankfurt). On balance, the company should have achieved a slightly higher EPS.

# WE UPGRADE THE STOCK TO BUY

We anticipate only little surprise potential from the announcement of the quarterly results. After the decline in the share price, we raise our recommendation to BUY again and reiterate our price target of EUR 30.00 (peer group comparison and dividend model).

in m EUR	2009	2010	2011e	2012e	2013e
Sales	127.6	144.2	185.7	198.3	200.8
EBIT	110,7	124,0	158,8	168,9	171,2
EBIT-margin	86,8%	86,0%	85,5%	85,2%	85,2%
Net financial debt	852.3	1,222	1,406	1,400	1,393
Free Cash-flow	26.3	-382.0	-108.9	62.5	68.8
EPS (in EUR)	0.93	1.80	1.65	1.78	1.33
DPS (in EUR)	1.05	1.10	1.10	1.20	1.20
Dividend yield per share	4.4%	3.8%	4.2%	4.6%	4.6%
EV/Sales	13.5	17.6	14.9	13.9	13.7
EV/EBIT	15.6	20.5	17.4	16.3	16.1
Price Earnings ratio (P/E)	25.3	16.1	16.0	14.8	19.7

**KEY FIGURES** 

in m EUR	200	9	201	10	201	1e	201	2e	201	3e
Sales	127.6	100.0%	144.2	100.0%	185.7	100.0%	198.3	100.0%	200.8	100.0%
year over year	10.6%		13.0%		28.8%		6.8%		1.3%	
Cost of Sales	0.0	0.0%	0.0	0.0%	0.0	0.0%	0,0	-	0,0	-
year over year							0,0%		0,0%	
Gross profit	127.6	100.0%	144.2	100.0%	185.7	100.0%	198.3	100.0%	200.8	100.0%
year over year	10.6%		13.0%		28.8%		6.8%		1.3%	
Sales and marketing	-5.8	-4.6%	-7.3	-5.1%	-9.4	-5.1%	-10.3	-5.2%	-10.4	-5.2%
year over year	-1.9%		25.3%		28.8%		8.9%		1.3%	
General and administration	-7.2	-5.6%	-7.9	-5.5%	-10.4	-5.6%	-11.1	-5.6%	-11.2	-5.6%
year over year	0.4%		9.9%		31.3%		6.8%		1.3%	
Research and development	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%
year over year										
Other operating result	-3.8	-3.0%	-4.9	-3.4%	-7.2	-3.9%	-8.1	-4.1%	-8.1	-4.0%
year over year	-7.2%		29.0%		44.7%		12.6%		0.0%	
EBITDA	110.7	86.8%	124.1	86.0%	158.8	85.5%	168.9	85.2%	171.2	85.2%
year over year	12.9%		12.0%		28.0%		6.4%		1.3%	
Depreciation	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%
year over year	100.0%	0.0 70	15.0%	0.0 70	-13.0%	0.0 70	0.0%	0.0 70	0.0%	0.0 70
EBITA	110.7	86.8%	124.0	86.0%	158.8	85.5%	168.9	85.2%	171.2	85.2%
year over year	12.8%	00.070	12.0%	00.070	28.0%	00.070	6.4%	00.2 /0	1.3%	00.2 /0
Amortisation of goodwill	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%
year over year		0.0 70		0.0 70		0.0 70		0.0 70		0.0 70
Amortisation of intangible assets	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%
year over year		0.0 70		0.0 70		0.0 70		0.0 70		0.0 70
EBIT	110.7	86.8%	124.0	86.0%	158.8	85.5%	168.9	85.2%	171.2	85.2%
year over year	12.8%	00.0 /0	12.0%	00.0 /0	28.0%	03.3 /0	6.4%	03.2 /0	1.3%	03.2 /0
Financial result	-55.9	-43.8%	-60.2	-41.7%	-84.3	-45.4%	-88.9	-44.8%	-89.2	-44.4%
year over year	15.9%	-43.0%	7.7%	-41.7%	40.1%	-43.4%	5.5%	-44.0%	0.4%	-44.4%
Income on ordinary activities	54.9	43.0%	63.9	44.3%	74.5	40.1%	80.0	40.3%	81.9	40.8%
year over year	9.9%	43.0%	16.4%	44.5%	16.6%	40.1%	7.4%	40.5%	2.4%	40.0%
Extraordinary income/loss	-14.8	-11.6%	33.1	23.0%	26.7	14.4%	29.1	14.7%	0.0	0.0%
year over year	-14.0	-11.0%		23.0%	-19.5%	14.4%	9.3%	14.7%		0.0%
EBT	40.1	31.4%	97.0	67.3%	101.1	54.5%	109.1	55.0%	81.9	40.8%
	-53.9%	31.4%	>100%	67.3%	4.3%	34.3%	7.9%	33.0%	-24.9%	40.0%
year over year		4 50/-		10 50/-		0.70/-		0.00/-		C F0/-
Taxes	-5.7	-4.5%	-15.2	-10.5%	-16.2	-8.7%	-17.5	-8.8%	-13.1	-6.5%
year over year	-68.5%		>100%		6.6%		7.9%		-24.9%	
Tax rate	14.3%	00.00/	15.7%	F C 70/	16.0%	45 70/	16.0%	40.00/	16.0%	0.4.00/
Net income from cont. operations	34.4	26.9%	81.8	56.7%	85.0	45.7%	91.7	46.2%	68.8	34.3%
year over year	-50.1%	0.00/	>100%	0.00/	3.8%	0.00/	7.9%	0.00/	-24.9%	0.00/
Net income from discont. operations	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%
year over year		0.004		0.004		0.00/		0.004		0.007
Minority interest	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%
Net income (adj.)	34.4	26.9%	81.8	56.7%	85.0	45.7%	91.7	46.2%	68.8	34.3%
year over year	-50.1%		0,0%	_	3.8%		7.9%		-24.9%	
No. of shares	36 0.9		45.	.5	51.	б	51. 1.7		51.	.6 .3

Deutsche EuroShop AG - Balance Sheet										
Assets (in m EUR)	200	9	201	10	201	1e	201	2e	201	3e
Fixed assets	2,020	95.6%	2,729	92.1%	3,087	98.6%	3,116	98.4%	3,116	98.2%
Property, plant and equipment	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%
Intangible assets	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%
Financial assets	24.8	1.2%	23.9	0.8%	25.0	0.8%	25.0	0.8%	25.0	0.8%
Other long-term assets	1,995	94.5%	2,705	91.3%	3,062	97.8%	3,091	97.6%	3,091	97.4%
Current assets	91.9	4.4%	234.2	7.9%	45.3	1.4%	51.1	1.6%	57.9	1.8%
Inventories	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%
Accounts receivable	2.6	0.1%	3.5	0.1%	3.5	0.1%	3.5	0.1%	3.5	0.1%
Other current assets	7.5	0.4%	165.0	5.6%	9.5	0.3%	9.5	0.3%	9.5	0.3%
Securities	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%
Cash	81.9	3.9%	65.8	2.2%	32.3	1.0%	38.1	1.2%	44.9	1.4%
Total assets	2,112	100.0%	2,964	100.0%	3,132	100.0%	3,167	100.0%	3,174	100.0%

Equity and Liabilities (in m EUR)	200	9	201	0	201	1e	201	2e	201	3e
Shareholders' equity	921.3	43.6%	1,250	42.2%	1,353	43.2%	1,388	43.8%	1,395	43.9%
Shareholders' equity (before minority)	921.3	43.6%	1,250	42.2%	1,353	43.2%	1,388	43.8%	1,395	43.9%
Minorities	0.0	0.0%	0.0	0.0%	0,0	-	0.0	0.0%	0.0	0.0%
Non-current liabilities	1,150	54.4%	1,628	54.9%	1,725	<b>55.1</b> %	1,725	54.5%	1,725	54.3%
Pension provisions	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%
Other provisions	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%
Long-term financial debt	921.2	43.6%	1,227	41.4%	1,417	45.2%	1,417	44.7%	1,417	44.6%
Other long-term debt	228.5	10.8%	400.7	13.5%	308.0	9.8%	308.0	9.7%	308.0	9.7%
Current liabilities	41.2	1.9%	86.2	2.9%	54.5	1.7%	54.5	1.7%	54.5	1.7%
Short-term debt	13.0	0.6%	61.1	2.1%	21.0	0.7%	21.0	0.7%	21.0	0.7%
Other accruals short-term	21.7	1.0%	7.8	0.3%	15.0	0.5%	15.0	0.5%	15.0	0.5%
Accounts payable	1.1	0.1%	6.1	0.2%	3.5	0.1%	3.5	0.1%	3.5	0.1%
Other liabilities	5.4	0.3%	11.2	0.4%	15.0	0.5%	15.0	0.5%	15.0	0.5%
Total equity and liabilities	2,112	100.0%	2,964	100.0%	3,132	100.0%	3,167	100.0%	3,174	100.0%

Deutsche EuroShop AG – Cash Flow Statement										
in m EUR	2009	2010	2011e	2012e	2013e					
Net income (adj.)	34.4	81.8	85.0	91.7	68.8					
Depreciation	0.0	0.0	0.0	0.0	0.0					
Amortisation of goodwill & intangible assets	0.0	0.0	0.0	0.0	0.0					
Change of provisions	10.9	-13.9	7.2	0.0	0.0					
Other	30.4	-14.6	-26.7	-29.1	0.0					
Operating Cash-flow before changes in w/c	75.8	53.4	65.5	62.6	68.8					
Change in inventory	0.0	0.0	0.0	0.0	0.0					
Change in accounts receivable	0.2	-0.9	0.0	0.0	0.0					
Change in accounts payable	-2.0	5.1	-2.6	0.0	0.0					
Change in other working capital positions	-11.8	-151.7	159.3	0.0	0.0					
Operating Cash-flow	62.1	-94.2	222.2	62.6	68.8					
Capex, excluding maintenance	-35.9	-288.0	-330.0	0.0	0.0					
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0					
Financial investments	0.0	0.1	-1.1	0.0	0.0					
Income from asset disposals	0.0	0.0	0.0	0.0	0.0					
Income from financial investments	0.0	0.0	0.0	0.0	0.0					
Cash-flow from investing activities	-35.9	-287.8	-331.1	0.0	0.0					
Free Cash-flow	26.3	-382.0	-108.9	62.5	68.8					
Capital measures	66.5	253.7	75.0	0.0	0.0					
Increase/decrease in debt position	-7.2	166.2	149.9	0.0	0.0					
Purchase of own shares	0.0	0.0	0.0	0.0	0.0					
Other financing Cash-flow	-7.7	-9.7	-92.7	0.0	0.0					
Dividend paid	-36.1	-46.3	-56.8	-56.8	-62.0					
Cash-flow from financing activities	15.5	363.9	75.5	-56.8	-62.0					
Increase/ decrease in liquid assets	41.8	-18.2	-33.5	5.7	6.9					
Effects of exchange rate changes	-1.6	2.0	0.0	0.0	0.0					
Cash at beginning of period	41.7	81.9	65.8	32.3	38.1					
Change in total cash and cash equivalents	40.2	-16.2	-33.5	5.7	6.9					
Cash at end of period	81.9	65.8	32.3	38.1	44.9					

Deutsche EuroShop AG – Ratios					
	2009	2010	2011e	2012e	2013e
Per Share Data					
EPS	0.93	1.80	1.65	1.78	1.33
Book value per share	25.04	27.44	26.20	26.88	27.01
Free Cash-flow per share	0.71	-8.39	-2.11	1.21	1.33
Dividend per share	1.05	1.10	1.10	1.20	1.20
Valuation ratios					
EV/Sales	13.5	17.6	14.9	13.9	13.7
EV/EBITDA	15.6	20.5	17.4	16.3	16.1
EV/EBIT	15.6	20.5	17.4	16.3	16.1
Price Earnings ratio (P/E)	25.3	16.1	16.0	14.8	19.7
Price to book (total equity)	0.9	1.1	1.0	1.0	1.0
Dividend yield per share	4.4%	3.8%	4.2%	4.6%	4.6%
Profitability ratios					
EBITDA margin	86.8%	86.0%	85.5%	85.2%	85.2%
EBIT margin	86.8%	86.0%	85.5%	85.2%	85.2%
Net return on sales	26.9%	56.7%	45.7%	46.2%	34.3%
Return on capital employed (ROCE)	5.5%	4.5%	5.1%	5.4%	5.5%
Productivity ratios					
Capital turnover	15.8	18.9	16.6	15.7	15.5
Operating leverage	1.2	0.9	1.0	0.9	1.0
Sales per employee (in thousands)	21,261	24,032	30,954	33,046	33,471
EBIT per employee (in thousands)	18,451	20,672	26,462	28,148	28,527
Number of employees (in thousands)	0.0	0.0	0.0	0.0	0.0
Financial ratios					
Equity ratio	43.6%	42.2%	43.2%	43.8%	43.9%
Net financial debt	852.3	1,222	1,406	1,400	1,393
Net debt / Equity	92.5%	97.8%	103.9%	100.9%	99.9%
Interest cover	2.2	2.3	2.3	2.3	2.3
Net debt / EBITDA	7.70	9.85	8.85	8.29	8.14
Working Capital	1.5	-2.7	0.0	0.0	0.0
Change Working Capital	1.8	-4.2	2.7	0.0	0.0
WC /sales	1.2%	-1.8%	0.0%	0.0%	0.0%
Stocks in days of sales	0	0	0	0	0
Trade debtors in days of sales	7	9	7	6	6
Trade creditors in days of COGS/Material cost	3	16	7	6	6
Cash conversion cycle	4	-7	0	0	0
Invest. (property/plant/equity) / Depreciation	1,792.75	12,520.96	16,499.50	1.00	1.00
Others					
Sales CAGR (last 3 years)	11.2%	14.6%	17.2%	15.8%	11.7%
EBIT CAGR (last 3 years)	8.6%	16.5%	17.4%	15.1%	11.3%
Net income CAGR (last 3 years)	-30.0%	-4.6%	7.2%	38.7%	-5.6%
Pay out ratio	112.4%	61.2%	66.9%	67.6%	90.0%
Free Cash-flow	26.3	-382.0	-108.9	62.5	68.8
Free cash flow yield	3.0%	-28.9%	-8.0%	4.6%	5.1%

#### **Disclosures**

Shares are rated based upon analyst forecasts with regard to the performance of the share during a period of twelve months. The rating "Buy" within this general concept means that the share's forecast performance is at least 10%. "Hold" means a price movement in a bandwidth of 0% to 10%. "Sell" means that the share's forecast performance is negative. Unless shown otherwise, the stated upside targets are based upon either a discounted flow-cash pricing or upon a comparison of the performance ratios of companies that the respective analyst considers to be comparable, or upon a combination of these two analyses. Analysts modify the result of this fundamental assessment to incorporate the potential trend in the market mood.

Overview of our recommendations for Deutsche EuroShop AG in the previous twelve months.

Date of publication	Price at recommendation	Rating	Price Target
15.6.2010	23,28 EUR	Buy	27,00 EUR
6.8.2010	23,80 EUR	Buy	27,00 EUR
12.8.2010	23.35 EUR	Buy	27.00 EUR
25.8.2010	22,69 EUR	Buy	27,00 EUR
7.10.2010	25,71 EUR	Buy	28,50 EUR
4.11.2010	27,11 EUR	Hold	28,50 EUR
24.11.2010	25,34 EUR	Buy	28,50 EUR
15.12.2010	28,32 EUR	Buy	28,50 EUR
1.2.2011	27,49 EUR	Buy	30,00 EUR
25.2.2011	26,87 EUR	Buy	30,00 EUR
6.5.2011	26,97 EUR	Buy	30,00 EUR
13.5.2011	28,28 EUR	Hold	30,00 EUR
19.5.2011	28,37 EUR	Hold	30,00 EUR

The distribution of recommendations in our investments universe is currently as follows (date: 01/07/2011)

Rating	Basis: all analysed companies	Basis: companies with investment banking relationships
Buy	65.4%	75.0%
Hold	29.9%	0.0%
Sell	4.7%	25.0%
under review	0.0%	0.0%

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Company Disclosure

Deutsche EuroShop AG ---

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- 2. Bankhaus Lampe KG and/or a company affiliated with Bankhaus Lampe KG regularly deal in this company's shares.
- Bankhaus Lampe KG and/or a company affiliated with Bankhaus Lampe KG hold a net short position of this company's shares amounting to at least one percent of the share capital.
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- 5. Within the last twelve months Bankhaus Lampe KG and/or a company affiliated with Bankhaus Lampe KG have provided investment banking services or banking advisory services for this company against payment.
- Bankhaus Lampe KG and/or a company affiliated with Bankhaus Lampe KG are market makers for this company's securities.
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- 10. Bankhaus Lampe KG and/or a company affiliated with Bankhaus Lampe KG expect or are striving to obtain paid services from this company in the next three months for investment banking services.
- 11. This financial analysis has been made accessible without the valuation part to issuer prior to publication and subsequently amended.
- 12. The present study of this company was carried out by Bankhaus Lampe KG on behalf of this company or a person close to the company.
- 13. Bankhaus Lampe KG acted as Lead-Manager in connection with the initial public offering of this company.
- 14. Bankhaus Lampe KG acted as Co-Lead-Manager in connection with the initial public offering of this company.
- 15. Bankhaus Lampe KG acted as Co-Manager in connection with the initial public offering of this company.
- 16. Bankhaus Lampe KG acted as Selling Agent in connection with the initial public offering of this company.
- 17. Bankhaus Lampe KG acted as Listing Partner in connection with the initial public offering of this company.

Responsible regulatory authority: Federal Financial Supervisory Authority – Bundesanstalt für Finanzdienstleistungsaufsicht (BaFin), Lurgiallee12, D-60439 Frankfurt

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