

Deutsche EuroShop AG

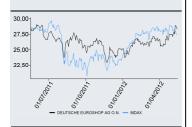
Hold - Price target 30.00 EUR

REVIEW Q1: LOWER INTEREST EXPENSES PROVIDE BOOST

(Hold - Price target 29.50 EUR)

16/05/2012 Close 15/05/2012 (ETR) 28.36 EUR Bloomberg DEQ WKN 748020 Sector Real Estate

Share price performance 52 week High 29.06 EUR 52 week Low 22.94 EUR Compared to MDAX YTD -2.4 % 1 month 11.9 % 3 months 8.9 % 12 months 4.2 %



Share data:	
EV (m EUR; 2012)	3,144
Market Cap (m EUR)	1,464
No. of shares (m)	51.6
Freefloat	81.7%
Trading vol. Ø (m EUR)	3.4

Major shareholders:	
Familie Otto	15.0 %
BlackRock	3.3 %
Hertie Stiftung	3.0 %

Next event:	
AGM	21/06/2012

Change in model:								
	Sales	EBIT	EPS					
12e			2.5%					
13e								
14e								

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

REVENUES AND EBITDA IN LINE

Yesterday, Deutsche EuroShop AG announced its Q1 results:

in m EUR	Q1 12	Q1 12e	Q1 11	yoy in %
Sales	51.9	51.5	44.4	17.0%
EBITDA	45.9	46.2	38.6	18.7%
EBITDA margin	88.3%	89.7%	87.0%	1.5%
Net income (adj.)	16.5	18.8	16.0	3.7%
EPS in EUR	0.32	0.36	0.31	3.7%

Source: Company information, Bankhaus Lampe Research

Revenues and EBITDA figures were in line with our expectations. Growth was mainly driven by the new shopping centre in Magdeburg and the expansion of the A10-Center, the Altmarkt-Galerie and the Main-Taunus-Center. In addition, the existing centres also generated revenue growth of 0.9%.

Our estimate for net income was slightly higher, because Deutsche EuroShop reported a valuation loss of EUR 0.9 m. The loss is attributable to the valuation of the increased stakes in the centres in Dessau, Hamm and Viernheim. Furthermore, we also anticipated lower payments to the limited partners (reported: EUR 4.8 m, BHLe: EUR 3.8 m).

Nevertheless, the company reported an FFO/share of (EUR 0.45, BHLe: EUR 0.40) above our estimate, as cash taxes were lower than we had expected.

Management is optimistic that interest expenses for the full year will be lower than previously expected and thus raised its guidance accordingly:

Revenues: EUR 207 m to EUR 211 m

■ EBIT: EUR 177 m to EUR 181 m

■ EBT: EUR 94 m to EUR 97 m (previously EUR 90 m to EUR 93 m)

• FFO/share: EUR 1.70 to EUR 1.74 (previously EUR 1.64 to EUR 1.68)

The company did not make any statements with regard to acquisitions but did not rule them out either.

PRICE TARGET RAISED - HOLD REITERATED

Overall, Deutsche EuroShop reported solid figures. After the results, we slightly raised our estimates for EPS. As a result, our value of the dividend model has also increased and the price target rose to EUR 30.00.

Due to the high share price, we reiterate our HOLD recommendation.

in m EUR	2010	2011	2012e	2013e	2014e
Sales	144.2	190.0	208.4	210.7	212.8
EBIT	124,0	165,7	178,7	180,7	182,6
EBIT-margin	86,0%	87,2%	85,7%	85,8%	85,8%
Net financial debt	1,222	1,400	1,400	1,403	1,408
Free Cash-flow	-382.0	-153.2	57.0	55.7	57.1
EPS (in EUR)	1.80	1.81	1.68	1.66	1.69
DPS (in EUR)	1.10	1.10	1.15	1.20	1.20
Dividend yield per share	3.8%	4.4%	4.1%	4.2%	4.2%
EV/Sales	17.6	15.6	15.1	14.9	14.8
EV/EBIT	20.5	17.9	17.6	17.4	17.3
Price Earnings ratio (P/E)	16.1	13.8	16.9	17.1	16.7

KEY FIGURES

Deutsche EuroShop AG – Profit & Loss Account in m EUR 2010				2011 2012e		ا م	201	3 ₀	201	1 Δ
Sales		100.0%	190.0	100.0%		100.0%		100.0%		100.0%
	13.0%	100.0%	31.8%	100.0%	9.7%	100.0%	1.1%	100.0%	1.0%	100.0%
year over year		0.00/-		0.00/-						
Cost of Sales	0.0	0.0%	0.0	0.0%	0,0	-	0,0	-	0,0	-
year over year		400.00/		400.00/	0,0%	400.004	0,0%	400.00/	0,0%	400.00/
Gross profit	144.2	100.0%	190.0	100.0%	208.4	100.0%	210.7	100.0%	212.8	100.0%
year over year	13.0%		31.8%		9.7%		1.1%		1.0%	
Sales and marketing	-7.3	-5.1%	-8.0	-4.2%	-10.4	-5.0%	-10.5	-5.0%	-10.6	-5.0%
year over year	25.3%		9.3%		30.2%		1.1%		1.0%	
General and administration	-7.9	-5.5%	-10.3	-5.4%	-11.3	-5.4%	-11.5	-5.4%	-11.6	-5.4%
year over year	9.9%		30.9%		9.7%		1.1%		1.0%	
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	-4.9	-3.4%	-6.0	-3.1%	-8.0	-3.8%	-8.0	-3.8%	-8.0	-3.8%
year over year	29.0%		21.0%		33.6%		0.0%		0.0%	
EBITDA	124.1	86.0%	165.7	87.2%	178.7	85.7%	180.7	85.8%	182.7	85.8%
year over year	12.0%		33.6%		7.8%		1.1%		1.1%	
Depreciation	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%
year over year	15.0%		-13.0%		0.0%		0.0%		0.0%	
EBITA	124.0	86.0%	165.7	87.2%	178.7	85.7%	180.7	85.8%	182.6	85.8%
year over year	12.0%		33.6%		7.8%		1.1%		1.1%	
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										
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										
EBIT	124.0	86.0%	165.7	87.2%	178.7	85.7%	180.7	85.8%	182.6	85.8%
year over year	12.0%		33.6%		7.8%		1.1%		1.1%	
Financial result	-60.2	-41.7%	-79.1	-41.6%	-84.5	-40.6%	-88.4	-42.0%	-87.9	-41.3%
year over year	7.7%		31.5%		6.9%		4.6%		-0.5%	
Income on ordinary activities	63.9	44.3%	86.6	45.6%	94.1	45.2%	92.3	43.8%	94.7	44.5%
year over year	16.4%		35.5%		8.7%		-1.9%		2.6%	
Extraordinary income/loss	33.1	23.0%	41.8	22.0%	29.6	14.2%	29.9	14.2%	30.2	14.2%
year over year			26.2%		-29.1%		1.0%		1.0%	
EBT '	97.0	67.3%	128.4	67.6%	123.8	59.4%	122.2	58.0%	125.0	58.7%
year over year	>100%		32.3%		-3.6%		-1.2%		2.2%	
Taxes	-15.2	-10.5%	-35.0	-18.4%	-37.1	-17.8%	-36.7	-17.4%	-37.5	-17.6%
year over year	>100%	10.070	>100%		6.1%	.,.0,,	-1.2%	, 0	2.2%	171070
Tax rate	15.7%		27.2%		30.0%		30.0%		30.0%	
Net income from cont. operations	81.8	56.7%	93.4	49.2%	86.6	41.6%	85.6	40.6%	87.5	41.1%
year over year	>100%	00.7 70	14.2%	.0.2 /0	-7.2%	, .	-1.2%	10.070	2.2%	
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		0.0 70		0.0 /0		0.0 70		0.0 /0		0.0 70
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.)	81.8	56.7%	93.4	49.2%	86.6	41.6%	85.6	40.6%	87 . 5	41.1%
year over year	>100%	30.7%	0.0%	43.290	-7.2 %	41.0%	-1.2%	40.0%	2.2%	41.190
No. of shares	>100% 45.	_	0,0 % 51.	•	-7.2 % 51.	_	-1.2 % 51.	•		•
									51.	

Deutsche EuroShop AG - Balance Sheet										
Assets (in m EUR)	201	0	201	1	201	2e	201	3e	201	4e
Fixed assets	2,729	92.1%	3,140	97.4%	3,169	94.8%	3,199	95.2%	3,230	95.6%
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	23.9	0.8%	25.0	0.8%	25.0	0.7%	25.0	0.7%	25.0	0.7%
Other long-term assets	2,705	91.3%	3,115	96.6%	3,144	94.0%	3,174	94.4%	3,205	94.9%
Current assets	234.2	7.9%	85.3	2.6%	175.5	5.2%	161.8	4.8%	147.0	4.4%
Inventories	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%
Accounts receivable	3.5	0.1%	3.5	0.1%	3.5	0.1%	3.5	0.1%	3.5	0.1%
Other current assets	165.0	5.6%	9.5	0.3%	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	65.8	2.2%	72.3	2.2%	162.5	4.9%	148.8	4.4%	134.0	4.0%
Total assets	2,964	100.0%	3,225	100.0%	3,345	100.0%	3,361	100.0%	3,377	100.0%

Equity and Liabilities (in m EUR)	20	10	201	11	201	2e	201	3e	201	4e
Shareholders' equity	1,250	42.2%	1,473	45.7%	1,503	44.9%	1,529	45.5%	1,554	46.0%
Shareholders' equity (before minority)	1,250	42.2%	1,193	37.0%	1,223	36.6%	1,249	37.2%	1,274	37.7%
Minorities	0.0	0.0%	280.1	8.7%	280.1	8.4%	280.1	8.3%	280.1	8.3%
Non-current liabilities	1,628	54.9%	1,679	52.1 %	1,679	50.2%	1,679	49.9%	1,679	49.7%
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	1,227	41.4%	1,432	44.4%	1,432	42.8%	1,432	42.6%	1,432	42.4%
Other long-term debt	400.7	13.5%	246.6	7.6%	246.6	7.4%	246.6	7.3%	246.6	7.3%
Current liabilities	86.2	2.9%	73.5	2.3%	163.5	4.9%	153.5	4.6%	143.5	4.2%
Short-term debt	61.1	2.1%	40.0	1.2%	130.0	3.9%	120.0	3.6%	110.0	3.3%
Other accruals short-term	7.8	0.3%	15.0	0.5%	15.0	0.4%	15.0	0.4%	15.0	0.4%
Accounts payable	6.1	0.2%	3.5	0.1%	3.5	0.1%	3.5	0.1%	3.5	0.1%
Other liabilities	11.2	0.4%	15.0	0.5%	15.0	0.4%	15.0	0.4%	15.0	0.4%
Total equity and liabilities	2,964	100.0%	3,225	100.0%	3,345	100.0%	3,361	100.0%	3,377	100.0%

Source: Company information, Bankhaus Lampe Research

Deutsche EuroShop AG – Cash Flow Statement						
in m EUR	2010	2011	2012e	2013e	2014e	
Net income (adj.)	81.8	93.4	86.6	85.6	87.5	
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	-13.9	7.2	0.0	0.0	0.0	
Other	-14.6	-41.8	-29.6	-29.8	-30.3	
Operating Cash-flow before changes in w/c	53.4	58.8	57.0	55.7	57.2	
Change in inventory	0.0	0.0	0.0	0.0	0.0	
Change in accounts receivable	-0.9	0.0	0.0	0.0	0.0	
Change in accounts payable	5.1	-2.6	0.0	0.0	0.0	
Change in other working capital positions	-151.7	159.3	0.0	0.0	0.0	
Operating Cash-flow	-94.2	215.5	57.0	55.7	57.2	
Capex, excluding maintenance	-288.0	-367.6	0.0	0.0	0.0	
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0	
Financial investments	0.1	-1.1	0.0	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	-287.8	-368.7	0.0	0.0	0.0	
Free Cash-flow	-382.0	-153.2	57.0	55.7	57.1	
Capital measures	253.7	75.0	0.0	0.0	0.0	
Increase/decrease in debt position	166.2	184.0	90.0	-10.0	-10.0	
Purchase of own shares	0.0	0.0	0.0	0.0	0.0	
Other financing Cash-flow	-9.7	-154.1	0.0	0.0	0.0	
Dividend paid	-46.3	-56.8	-56.8	-59.4	-62.0	
Cash-flow from financing activities	363.9	48.1	33.2	-69.4	-72.0	
Increase/ decrease in liquid assets	-18.2	-105.1	90.2	-13.7	-14.8	
Effects of exchange rate changes	2.0	0.0	0.0	0.0	0.0	
Cash at beginning of period	81.9	65.8	72.3	162.5	148.8	
Change in total cash and cash equivalents	-16.2	-105.1	90.2	-13.7	-14.8	
Cash at end of period	65.8	-39.3	162.5	148.8	134.0	

Deutsche EuroShop AG – Ratios	2010	1 2011	2012e	20120	2014-
	2010	2011	20126	2013e	2014e
Per Share Data					
EPS	1.80	1.81	1.68	1.66	1.69
Book value per share	27.44	28.53	29.10	29.61	30.11
Free Cash-flow per share	-8.39	-2.97	1.10	1.08	1.11
Dividend per share	1.10	1.10	1.15	1.20	1.20
/aluation ratios					
V/Sales	17.6	15.6	15.1	14.9	14.8
EV/EBITDA	20.5	17.9	17.6	17.4	17.3
EV/EBIT	20.5	17.9	17.6	17.4	17.3
Price Earnings ratio (P/E)	16.1	13.8	16.9	17.1	16.7
Price to book (total equity)	1.1	0.9	1.0	1.0	0.9
Dividend yield per share	3.8%	4.4%	4.1%	4.2%	4.2%
<i>,</i> ,					0
Profitability ratios EBITDA margin	86.0%	87.2%	85.7%	85.8%	85.8%
3	86.0% 86.0%	87.2% 87.2%	85.7% 85.7%	85.8% 85.8%	85.8% 85.8%
BIT margin					
Net return on sales	56.7%	49.2%	41.6%	40.6%	41.1%
Return on capital employed (ROCE)	4.9%	5.6%	5.8%	5.9%	5.9%
Productivity ratios					
Capital turnover	18.9	16.5	15.2	15.2	15.2
Operating leverage	0.9	1.1	0.8	1.0	1.0
Sales per employee (in thousands)	24,032	31,663	34,733	35,112	35,475
BIT per employee (in thousands)	20,672	27,610	29,776	30,115	30,440
Number of employees (in thousands)	0.0	0.0	0.0	0.0	0.0
Financial ratios					
Equity ratio	42.2%	45.7%	44.9%	45.5%	46.0%
Net financial debt	1,222	1,400	1,400	1,403	1,408
Net debt / Equity	97.8%	95.0%	93.1%	91.8%	90.6%
nterest cover	2.3	2.6	2.6	2.4	2.5
Net debt / EBITDA	9.85	8.45	7.83	7.77	7.71
Vorking Capital	-2.7	0.0	0.0	0.0	0.0
Change Working Capital	-4.2	2.7	0.0	0.0	0.0
VC /sales	-1.8%	0.0%	0.0%	0.0%	0.0%
stocks in days of sales	0	0	0	0	0
rade debtors in days of sales	9	7	6	6	6
rade creditors in days of COGS/Material cost	16	7	6	6	6
Cash conversion cycle	-7	0	0	0	0
nvest. (property/plant/equity) / Depreciation	12,520.96	18,378.00	1.00	1.00	1.00
1 1 21 2 2 2	,				50
Others Sales CAGR (last 3 years)	14.6%	18.1%	17.8%	13.5%	3.9%
EBIT CAGR (last 3 years)	16.5%	19.1%	17.3%	13.4%	3.3%
Net income CAGR (last 3 years)	-4.6%	10.7%	36.1%	1.5%	-2.2%
Pay out ratio	61.2%	60.8%	68.5%	72.4%	70.8%
ree Cash-flow	-382.0	-153.2	57.0	55.7	57.1
Free cash flow yield	-28.9%	-11.9%	3.9%	3.8%	3.9%

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 changes in our recommendations/price targets for Deutsche EuroShop AG in the previous twelve months.

Date of publication	Price at recommendation	Rating	Price Target
07/05/2012	27.12 EUR	Hold	29.50 EUR
12/03/2012	26.40 EUR	Buy	29.50 EUR
08/11/2011	26.28 EUR	Buy	29.00 EUR
20/10/2011	25.89 EUR	Buy	28.50 EUR
31/08/2011	27.29 EUR	Hold	28.40 EUR
25/08/2011	27.03 EUR	Hold	28.00 EUR
02/08/2011	26.20 EUR	Buy	30.00 EUR
19/05/2011	28.37 EUR	Hold	30.00 EUR

The distribution of recommendations in our investments universe is currently as follows (date: 01/04/2012)

Rating	Basis: all analysed companies	Basis: companies with investmentbanking relationships
Buy	61.9%	50.0%
Hold	24.8%	50.0%
Sell	13.3%	0.0%
under review	0.0%	0.0%

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CompanyDisclosureDeutsche EuroShop AG2

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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.
- Bankhaus Lampe KG acted as Listing Partner in connection with the initial public offering of this company.

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