

## **Deutsche EuroShop AG**

## **DECONSOLIDATION REQUIRED**

## Hold - Price target 33.00 EUR

(Hold - Price target 33.00 EUR)

10/05/2013

 Close 09/05/2013 (ETR)
 33.63 EUR

 Bloomberg
 DEQ GY

 WKN
 748020

 Sector
 Real Estate

Share price performance

 52 week High
 34.19 EUR

 52 week Low
 26.95 EUR

 Compared to
 MDAX

 YTD
 -9.8 %

 1 month
 3.9 %

 3 months
 -0.3 %

 12 months
 -11.7 %



#### Share data:

EV (m EUR; 2013) 3,423
Market Cap (m EUR) 1,814
No. of shares (m) 53.9
Freefloat 81.7%
Trading vol. Ø (m EUR) 3.8

## Major shareholders:

 $\begin{aligned} & \text{Familie Otto} & 15.9 \% \\ & \text{BlackRock} & 3.0 \% \\ & \text{Hertie Stiftung} & 3.0 \% \end{aligned}$ 

#### Next event:

Quarterly Results 15/05/2013

Change in model:

	Sales	EBIT	EPS
13e			
14e			
15e			

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

Deutsche EuroShop is expected to benefit in Q1 not only from the expansion of its portfolio with the acquisition of the Herald Center in Norderstedt but also from relief on the interest side. We expect to see solid results with an increase in FFO of roughly 10%.

### DISTORTION FROM DECONSOLIDATION

Excluding FFO and EBT, the company's Q1 2013 results are distorted as it has been forced by the new IFRS accounting standards to desist from consolidating a number of shopping centres not wholly owned and resort to the considerably less transparent at-equity inclusion method. Although Deutsche EuroShop gained 100% ownership of the Dresden Altmarkt-Galerie in May, the shopping centre is likewise included in its Q1 figures only at equity. Against this backdrop, its closely watched margins (FFO margin and EBIT margin) have lost some of their forecasting strength.

	BHL		
Deutsche EuroShop [€ m]	Q1 2013e	Q1 2012	% yoy
Sales	42,8	51,9	-17,6%
EBIT	37,2	45,9	-18,8%
EBIT-margin	87,0%	88,3%	-1,3 PP
FFO FFO	25,7	23,2	10,6%
FFO-margin	60,0%	44,7%	15,3 PP
Net income (after min.)	19,9	16,5	20,1%
FFOpS [€]	0,50	0,45	11,1%

Source: Company information, Bankhaus Lampe Research

in m EUR	2011	2012	2013e	2014e	2015e
Sales	190.0	211.2	187.7	200.3	203.5
FFO	85,0	86,4	111,6	117,2	121,6
FFO-margin	44,7%	40,9%	59,4%	58,5%	59,7%
Net financial debt	1,400	1,490	1,371	1,318	1,266
Free Cash-flow	-153.2	-111.8	196.2	96.7	101.4
EPS (in EUR)	1.81	2.37	1.97	2.00	1.97
DPS (in EUR)	1.10	1.20	1.40	1.50	1.55
Dividend yield	4.4%	3.8%	4.2%	4.5%	4.6%
EV/Sales	15.6	16.5	18.2	16.9	16.4
EV/EBIT	17.9	19.2	21.0	19.4	18.8
Price Earnings ratio (P/E)	13.8	13.3	17.0	16.9	17.1

# KEY FIGURES

Deutsche EuroShop AG – Profit 8						. 1	004	. 1		_
in m EUR	20		201		201		201		201	
Sales	190.0	100.0%		100.0%	_	100.0%	200.3	100.0%		100.0%
year over year	31.8%		11.2%		-11.1%		6.7%		1.6%	
Cost of Sales	0.0	0.0%	0,0	-	0,0	-	0,0	-	0,0	-
year over year			0,0%		0,0%		0,0%		0,0%	
Gross profit	190.0	100.0%	211.2	100.0%		100.0%	200.3	100.0%	203.5	100.0%
year over year	31.8%		11.2%		-11.1%		6.7%		1.6%	
Sales and marketing	-8.0	-4.2%	-11.3	-5.3%		-5.3%	-10.2	-5.1%	-10.3	-5.1%
year over year	9.3%		40.7%		-11.1%		1.7%		1.6%	
General and administration	-10.3	-5.4%	-10.5	-5.0%		-5.2%	-10.5	-5.3%	-10.7	-5.3%
year over year	30.9%		2.1%		-7.4%		7.7%		1.8%	
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	-6.0	-3.1%	-8.4	-4.0%	-4.8	-2.5%	-5.0	-2.5%	-5.2	-2.5%
year over year	21.0%		40.6%		-43.4%		4.2%		4.0%	
EBITDA	165.7	87.2%	181.0	<b>85.7</b> %		86.9%	174.7	87.2%	177.3	87.1%
year over year	33.6%		9.3%		-9.9%		7.0%		1.5%	
Depreciation	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%
year over year	-13.0%		0.0%		0.0%		0.0%		0.0%	
EBITA	165.7	87.2%	181.0	85.7%	163.2	86.9%	174.6	87.2%	177.3	87.1%
year over year	33.6%		9.3%		-9.9%		7.0%		1.5%	
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	165.7	87.2%	181.0	85.7%	163.2	86.9%	174.6	87.2%	177.3	87.1%
year over year	33.6%		9.3%		-9.9%		7.0%		1.5%	
Financial result	-79.1	-41.6%	-85.4	-40.4%	-46.7	-24.9%	-51.3	-25.6%	-49.7	-24.4%
year over year	31.5%		8.0%		-45.3%		9.7%		-3.1%	
Income on ordinary activities	86.6	45.6%	95.6	45.3%	116.4	62.0%	123.4	61.6%	127.6	62.7%
year over year	35.5%		10.5%		21.8%		6.0%		3.4%	
Extraordinary income/loss	41.8	22.0%	8.5	4.0%	25.3	13.5%	22.6	11.3%	16.3	8.0%
year over year	26.2%		-79.7%		>100%		-10.7%		-28.0%	
EBT	128.4	67.6%	104.1	49.3%	141.8	75.5%	146.0	72.9%	143.9	70.7%
year over year	32.3%		-18.9%		36.2%		3.0%		-1.5%	
Taxes	-35.0	-18.4%	19.0	9.0%	-35.3	-18.8%	-38.4	-19.2%	-37.6	-18.5%
year over year	>100%						8.8%		-2.1%	
Tax rate	27.2%		-18.2%		24.9%		26.3%		26.1%	
Net income from cont. operations	93.4	49.2%	123.1	58.3%	106.5	56.7%	107.6	53.7%	106.3	52.2%
year over year	14.2%		31.8%		-13.5%		1.1%		-1.2%	
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										
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.)	93.4	49.2%	123.1	58.3%	106.5	56.7%	107.6	53.7%	106.3	52.2%
year over year	14.2%		0,0%		-13.5%		1.1%		-1.2%	
No. of shares	51	.6	53.	9	53.	9	53.	9	53.	9
EPS (in EUR)	1.8		2.3		1.9		2.0		1.9	

Deutsche EuroShop AG - Balance Sheet										
Assets (in m EUR)	201	1	201	12	201	3e	201	4e	201	5e
Fixed assets	3,140	97.4%	3,365	94.8%	3,231	98.8%	3,255	97.4%	3,272	97.5%
Property, plant and equipment	0.0	0.0%	3,330	93.8%	2,914	89.0%	2,936	87.8%	2,953	87.9%
Intangible assets	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%
Financial assets	25.0	0.8%	34.7	1.0%	317.7	9.7%	318.7	9.5%	319.7	9.5%
Other long-term assets	3,115	96.6%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%
Current assets	85.3	2.6%	183.7	5.2%	40.7	1.2%	88.5	2.6%	85.0	2.5%
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%	4.7	0.1%	4.7	0.1%	4.7	0.1%	4.7	0.1%
Other current assets	9.5	0.3%	11.5	0.3%	11.5	0.4%	11.5	0.3%	11.5	0.3%
Securities	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%	0.0	0.0%
Cash	72.3	2.2%	167.5	4.7%	24.5	0.7%	72.3	2.2%	68.8	2.0%
Total assets	3,225	100.0%	3,549	100.0%	3,272	100.0%	3,344	100.0%	3,357	100.0%

Equity and Liabilities (in m EUR)	201	1	201	12	201	3e	201	4e	201	5e
Shareholders' equity	1,473	45.7%	1,606	45.3%	1,602	48.8%	1,645	49.1%	1,681	50.0%
Shareholders' equity (before minority)	1,193	37.0%	1,322	37.2%	1,364	41.5%	1,396	41.6%	1,421	42.2%
Minorities	280.1	8.7%	284.2	8.0%	238.0	7.3%	249.0	7.4%	260.2	7.7%
Non-current liabilities	1,679	<b>52.1</b> %	1,695	47.8%	1,489	45.4%	1,521	45.4%	1,503	44.7%
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	1,432	44.4%	1,463	41.2%	1,257	38.3%	1,257	37.5%	1,207	35.9%
Other long-term debt	246.6	7.6%	231.8	6.5%	232.2	7.1%	264.3	7.9%	295.9	8.8%
Current liabilities	73.5	2.3%	247.9	7.0%	191.4	5.8%	185.9	5.5%	180.3	5.4%
Short-term debt	40.0	1.2%	194.1	5.5%	138.6	4.2%	133.1	4.0%	127.6	3.8%
Other accruals short-term	15.0	0.5%	37.3	1.1%	36.3	1.1%	36.3	1.1%	36.3	1.1%
Accounts payable	3.5	0.1%	2.3	0.1%	2.3	0.1%	2.3	0.1%	2.3	0.1%
Other liabilities	15.0	0.5%	14.1	0.4%	14.1	0.4%	14.1	0.4%	14.1	0.4%
Total equity and liabilities	3,225	100.0%	3,549	100.0%	3,282	100.0%	3,352	100.0%	3,365	100.0%

Source: Company information, Bankhaus Lampe Research

Deutsche EuroShop AG – Cash Flow Statement					
in m EUR	2011	2012	2013e	2014e	2015e
Net income (adj.)	93.4	123.1	106.5	107.6	106.3
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	7.2	22.3	-1.0	0.0	0.0
Other	-41.8	-35.1	-68.3	-9.9	-3.9
Operating Cash-flow before changes in w/c	58.8	110.3	37.2	97.7	102.4
Change in inventory	0.0	0.0	0.0	0.0	0.0
Change in accounts receivable	0.0	-1.2	0.0	0.0	0.0
Change in accounts payable	-2.6	-1.2	0.0	0.0	0.0
Change in other working capital positions	159.3	-2.9	0.0	0.0	0.0
Operating Cash-flow	215.5	105.1	37.2	97.7	102.4
Capex, excluding maintenance	-367.6	-207.1	442.0	0.0	0.0
Payments for acquisitions	0.0	0.0	0.0	0.0	0.0
Financial investments	-1.1	-9.7	-283.0	-1.0	-1.0
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	-368.7	-216.9	159.0	-1.0	-1.0
Free Cash-flow	-153.2	-111.8	196.2	96.7	101.4
Capital measures	75.0	65.3	0.0	0.0	0.0
Increase/decrease in debt position	184.0	185.1	-261.5	-5.5	-55.5
Purchase of own shares	0.0	0.0	0.0	0.0	0.0
Other financing Cash-flow	-39.9	0.0	0.4	32.2	31.5
Dividend paid	-59.3	-56.8	-64.7	-75.5	-80.9
Cash-flow from financing activities	159.8	193.6	-325.8	-48.9	-104.9
Increase/ decrease in liquid assets	6.6	81.8	-129.6	47.9	-3.5
Effects of exchange rate changes	0.0	0.0	0.0	0.0	0.0
Cash at beginning of period	65.8	72.3	154.1	24.5	72.3
Change in total cash and cash equivalents	6.6	81.8	-129.6	47.9	-3.5
Cash at end of period	72.3	154.1	24.5	72.3	68.8

	2011	2012	2013e	2014e	2015e
		20.2	20.00	20110	20.00
Per Share Data					
EPS	1.81	2.37	1.97	2.00	1.97
Book value per share	28.53	29.77	29.69	30.49	31.17
ree Cash-flow per share	-2.97	-2.07	3.64	1.79	1.88
Dividend per share	1.10	1.20	1.40	1.50	1.55
/aluation ratios					
V/Sales	15.6	16.5	18.2	16.9	16.4
EV/EBITDA	17.9	19.2	21.0	19.4	18.8
EV/EBIT	17.9	19.2	21.0	19.4	18.8
Price Earnings ratio (P/E)	13.8	13.3	17.0	16.9	17.1
Price to book (total equity)	0.9	1.1	1.1	1.1	1.1
Dividend yield	4.4%	3.8%	4.2%	4.5%	4.6%
Profitability ratios					
BITDA margin	87.2%	85.7%	86.9%	87.2%	87.1%
BIT margin	87.2%	85.7%	86.9%	87.2%	87.1%
Net return on sales	49.2%	58.3%	56.7%	53.7%	52.2%
Return on capital employed (ROCE)	5.6%	5.5%	5.4%	5.8%	5.9%
Productivity ratios					
Capital turnover	16.5	15.9	17.2	16.3	16.1
Operating leverage	1.1	0.8	0.9	1.0	0.9
Sales per employee (in thousands)	31,663	35,205	31,284	33,381	33.915
EBIT per employee (in thousands)	27,610	30,170	27,197	29,106	29,548
Number of employees (in thousands)	0.0	0.0	0.0	0.0	0.0
Financial ratios					
equity ratio	45.7%	45.3%	48.8%	49.1%	50.0%
Net financial debt	1,400	1,490	1,371	1,318	1,266
Net debt / Equity	95.0%	92.8%	85.6%	80.1%	75.3%
nterest cover	2.6	2.5	3.1	3.3	3.4
Net debt / EBITDA	8.45	8.23	8.40	7.55	7.14
Vorking Capital	0.0	2.4	2.4	2.4	2.4
Change Working Capital	2.7	2.4	0.0	0.0	0.0
NC /sales	0.0%	1.1%	1.3%	1.2%	1.2%
Stocks in days of sales	0.0-70	0	0	0	0
rade debtors in days of sales	7	8	9	9	8
rade creditors in days of COGS/Material cost	7	4	5	4	4
Cash conversion cycle	0	4	4	5	4
nvest. (property/plant/equity) / Depreciation	18,378.00	10,356.80	-22,099.00	1.00	1.00
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Others Sales CAGR (last 3 years)	18.1%	18.3%	9.2%	1.8%	-1.2%
· · · · · · · · · · · · · · · · · · ·	18.1% 19.1%	18.3%	9.2%	1.8%	-1.2%
EBIT CAGR (last 3 years)					
Net income CAGR (last 3 years)	10.7%	53.0%	9.2%	4.8%	-4.8%
Pay out ratio	60.8%	50.6%	70.9%	75.2%	78.6%
Free Cash-flow	-153.2 -11.9%	-111.8 -6.6%	196.2 10.8%	96.7 5.3%	101.4 5.6%

#### **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
19/12/2012	31.35 EUR	Hold	33.00 EUR
15/08/2012	30.05 EUR	Hold	31.00 EUR
16/05/2012	28.36 EUR	Hold	30.00 EUR

The distribution of recommendations in our investments universe is currently as follows (date: 01/04/2013)

Rating	Basis: all analysed companies	Basis: companies with investmentbanking relationships
Buy	43.3%	66.7%
Hold	38.1%	33.3%
Sell	16.4%	0.0%
under review	2.2%	0.0%

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Deutsche EuroShop AG ---

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