(MDAX, Real Estate)



Hold EUR 42.30	(EUR 42.20)
Price	EUR 40.69
Upside	4.0 %

Value Indicators:	EUR
NAV (WRe) 17e:	40.87
Dividend discount 17e:	45.60
Rent multiples 17e:	42.54
Market Snapshot:	EUR m
Market cap:	2,195.0
No. of shares (m):	53.9
Freefloat MC:	1,813.1
Ø Trad. Vol. (30d):	4.11 m

Share data:	
Bloomberg:	DEQ GR
Reuters:	DEQGn
ISIN:	DE0007480204
Shareholders:	

IOIIN.	DE0007400204	
Shareholders:		I
Freefloat	82.6 %	L
Alexander Otto	17.4 %	I
Black Rock	4.2 %	
Johannes Schoor	3.4 %	

Description:

Deutsche EuroShop is a portfolio holder in shopping centre real estate

	Risk Profile (WRe):	2015e
Ď	LTV:	37.4 %
Ď	Equity Ratio:	53.5 %
6		

No surprises in the Q1 release; Model update

Stated Figures Q1/201				
	Q1/2016	Q1/16e	Q 1/15	уоу
Rental Income	50.7	50.5	50.6	0%
EBIT	44.6	44.0	44.6	-0%
Net Finance Costs	-12.3	-12.2	-12.9	-5%
Valuation result	-14	-15	-0.5	-
EBT	310	30.3	313	-1%
Consolidated profit	24.9	25.0	25.3	-2%
FFO per share	0.58	0.56	0.57	

Comment on Figures:

- Deutsche EuroShop released its Q1 figures on May 12.
- Q1 result was totally in line with expectations. Top line of rental income was stable yoy due to a lack of positive effects from acquisitions and extensions.
- Financing costs improved slightly due to lower costs of debt (Q1/16 3.69% vs. Q1/15 3.76%). This impact was offset by higher investments in properties (-EUR 1.4m) than in Q1/15.
- Performance of FFOPS was positive based on the lower interest expenses and slightly higher rental income.
- The possible acquisition of further shopping centres was the main focus of questioning during DEQ's conference call. According to the company, DEQ is negotiating the purchase of two existing shopping centres. In one case, the talks would seem to be nearing a deal. A final agreement could be possible within the next three to four months in our view. The shopping centre in question is located in Germany and a 50%-stake is possible.
- Management pointed out that a capital increase should not be necessary to refinance the acquisition of this shopping centre. At end of March DEQ had cash of EUR 98m on its balance sheet. After the dividend payout in June (~EUR 75m) and positive FFO contribution in Q2 we estimate cash of EUR 55m at end of June. Additionally, DEQ had an unused credit facility of ~EUR 150m. DEQ should easily be able to finance an acquisition of EUR 180m-EUR 260m. At a later stage, DEQ could use secured loans as a financing instrument as several shopping centres have no encumbrance. The complete refinancing with debt is not a problem for DEQ's LTV which stood at excellent 35% at end of Q1 2016. In the case of a successful acquisition we assume a positive impact of 2% for EBT and 2.4% for the FFO.
- We reiterate our Hold recommendation with a slightly adjusted price target of EUR 42.30.

Changes in E	estimates:					
FY End: 31.12. in EUR m	2016e (old)	+ / -	2017e (old)	+ / -	2018e (old)	+ / -
Rental income	202.9	0.7 %	208.5	-0.3 %	211.6	-0.3 %
EBIT adj.	176.9	0.9 %	181.9	-0.3 %	184.8	-0.3 %
EBT	196.6	3.8 %	205.1	-1.1 %	209.0	-5.4 %
FFOPS I	2.32	0.0 %	2.46	0.0 %	2.41	-8.3 %

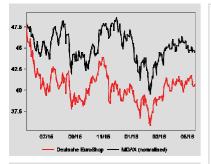
Q2

Q3

RS MAD

Comment on Changes:

 We revise our estimates after the Q1 release. The higher EBT estimate for 2016 is driven by an expected higher positive valuation result of centres that are not fully consolidated.

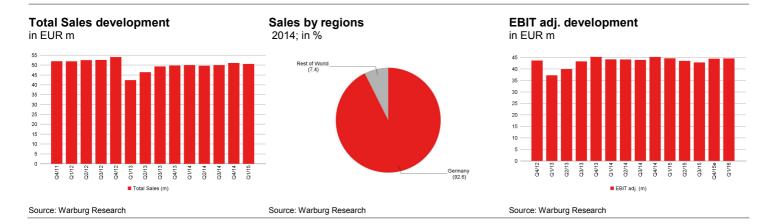


Rel. Performance vs MDAX:	
1 month:	3.1 %
6 months:	8.5 %
Year to date:	5.3 %
Trailing 12 months:	-7.4 %
Company events:	
15.06.16	AGM

FY End: 31.12. in EUR m	CAGR (15-18e)	2012	2013	2014	2015	2016e	2017e	2018e
Total Sales	1.3 %	211.2	188.0	200.8	202.9	204.3	207.8	210.9
Rental income		211.2	188.0	200.8	202.9	204.3	207.8	210.9
Change yoy		11.2 %	-11.0 %	6.8 %	1.0 %	0.7 %	1.8 %	1.5 %
EBIT adj.	1.5 %	181.0	165.8	177.5	176.3	178.5	181.4	184.2
FFOI	0.7 %	86.4	112.0	120.5	123.4	125.6	131.1	126.0
FFO I-margin		40.9 %	59.6 %	60.0 %	60.8 %	61.5 %	63.1 %	59.7 %
Valuation result	-33.6 %	8.5	56.0	77.0	220.6	63.3	64.6	64.6
EBT	-20.6 %	103.5	187.6	214.7	394.7	204.1	202.7	197.6
Net income	-19.2 %	122.5	171.0	177.4	309.3	167.7	167.3	163.0
EPS	-20.7 %	2.36	3.17	3.29	5.73	3.11	3.08	2.86
FFOPS I	-1.1 %	1.66	2.08	2.23	2.29	2.33	2.42	2.21
DPS	3.6 %	1.20	1.25	1.30	1.35	1.40	1.45	1.50
Dividend Yield		4.2 %	3.9 %	3.8 %	3.2 %	3.4 %	3.6 %	3.7 %
Book Value / Share		25.45	26.49	28.26	32.77	34.48	35.89	35.54
EPRA NAV / Share		28.53	30.59	33.17	39.12	41.02	40.27	41.80
P/E		12.1 x	10.0 x	10.5 x	7.3 x	13.1 x	13.2 x	14.2 x
Price / Book		1.1 x	1.2 x	1.2 x	1.3 x	1.2 x	1.2 x	1.2 x
P / NAV		1.0 x	1.0 x	1.0 x	1.1 x	1.0 x	1.0 x	1.0 x
FFO I-Yield		5.8 %	6.5 %	6.5 %	5.4 %	5.7 %	5.9 %	5.4 %
ROE		9.7 %	12.4 %	12.0 %	18.8 %	9.2 %	8.8 %	8.2 %
LTV		49.2 %	44.5 %	41.8 %	37.4 %	36.2 %	35.2 %	34.1 %
Equity Ratio		45.3 %	48.4 %	50.1 %	53.5 %	54.8 %	55.8 %	56.7 %
Guidance:	2016 in EUR r	n Sales 200-	204,EBIT 17	5-178, EBT 1	27-130,FFO	PS EUR 2.26	3-2.30	

15.08.16

10.10.16

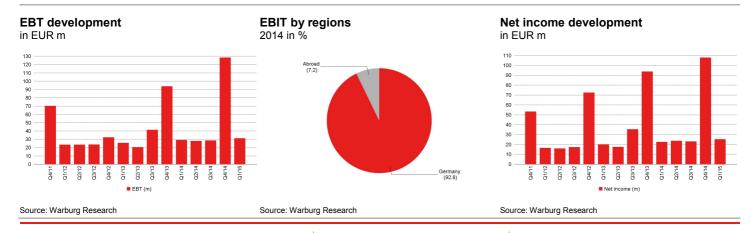


Company Background

- Deutsche EuroShop's core strategy is to achieve sustainable long-term growth with solid value-accretion of the portfolio and the payment of an attractive dividend.
- In its shopping centre portfolio, Deutsche EuroShop has stakes in 19 different shopping centres. As well as the core market Germany (16 centres), DES has investments in Poland, Hungary and Austria.
- The portfolio volume has increased significantly by 66% within the years 2010-2013, through acquisitions, the extension of existing centres and increasing stakeholdings in shopping centres.
- DES shopping centres are managed by the experienced shopping centre operator ECE. The vacancy ratio is low at 1%.

Competitive Quality

- The company finances its centres very conservatively with at least 50% equity capital and normally a 10-year loan contract.
- Portfolio expansion occurs when opportunities arise.
- Future cash flows are well secured with the average outstanding duration of the rental contracts at more than six years. The top 10 tenants account for only 25% of the total rental income.





Peer Group									
Company	Price	EV / Sales	EV / E	BITDA	EV /	EBIT	P	/ E	EPS CAGR
Prices in local currency		16e	16e	17e	16e	17e	16e	17e	(-)
Citycon	2.22	11.5	19.4	19.0	18.6	18.8	13.4	12.9	-
Eurocommercial	41.42	17.4	22.7	21.7	22.9	21.8	18.2	17.3	-
Hamborner REIT	9.70	17.1	20.4	19.5	31.1	30.6	17.2	15.5	-
Intu Properties plc	2.95	18.5	21.2	21.1	21.0	21.2	20.5	19.7	-
Klepierre	40.59	17.5	20.3	20.2	25.7	24.6	18.2	17.2	-
Mercialys	19.40	17.7	20.8	19.8	24.0	23.0	16.9	15.6	-
Unibail-Rodamco	236.10	21.7	24.7	24.2	24.6	24.2	21.4	20.4	-
Vastned	39.20	15.1	17.9	17.7	17.4	18.3	15.7	15.3	-
Wereldhave	44.70	14.0	17.7	17.4	17.8	17.6	12.8	12.3	-
Average		16.7	20.6	20.1	22.6	22.2	17.1	16.2	-
Median		17.4	20.4	19.8	22.9	21.8	17.2	15.6	-
Deutsche EuroShop	40.69	-	-	-	-	-	13.1	13.2	-
Valuation difference to median	ı	-	-	-	-	-	-24.1 %	-15.3 %	-

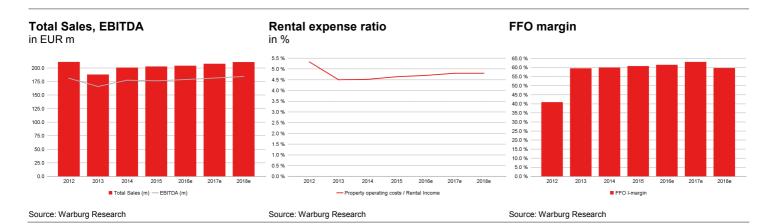
Valuation							
	2012	2013	2014	2015	2016e	2017e	2018e
P/E	12.1 x	10.0 x	10.5 x	7.3 x	13.1 x	13.2 x	14.2 x
P / NAV	1.0 x	1.0 x	1.0 x	1.1 x	1.0 x	1.0 x	1.0 x
Price / Book	1.1 x	1.2 x	1.2 x	1.3 x	1.2 x	1.2 x	1.2 x
P / FFOPS I	17.2 x	15.3 x	15.5 x	18.4 x	17.5 x	16.8 x	18.4 x
FFO I-Yield	5.8 %	6.5 %	6.5 %	5.4 %	5.7 %	5.9 %	5.4 %
ROE	9.7 %	12.4 %	12.0 %	18.8 %	9.2 %	8.8 %	8.2 %
Equity Ratio	45 %	48 %	50 %	54 %	55 %	56 %	57 %



Consolidated profit and loss							
In EUR m	2012	2013	2014	2015	2016e	2017e	2018
Total Sales	211.2	188.0	200.8	202.9	204.3	207.8	210.9
Rental income	211.2	188.0	200.8	202.9	204.3	207.8	210.9
Change yoy	11.2 %	-11.0 %	6.8 %	1.0 %	0.7 %	1.8 %	1.5 %
Property operating costs	11.3	8.5	9.1	9.4	9.6	10.0	10.
Property management costs	10.5	9.3	9.9	10.0	10.4	10.6	10.8
Rental profit	189.4	170.2	181.8	183.5	184.3	187.3	190.
Income from property sales	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Other revenues	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Gross profit	189.4	170.2	181.8	183.5	184.3	187.3	190.1
Other operating income/expenses	-8.4	-4.4	-4.3	-7.2	-5.8	-5.9	-5.9
EBITDA	181.0	165.8	177.5	176.3	178.5	181.4	184.2
Valuation result	8.5	56.0	77.0	220.6	63.3	64.6	64.6
EBITA	189.5	221.7	254.5	396.9	241.8	246.0	248.8
Amortisation of intangible assets/Goodwill	0.0	0.0	0.0	0.0	0.0	0.0	0.0
EBIT	189.5	221.7	254.5	396.9	241.8	246.0	248.8
Interest income	0.5	0.4	0.3	0.2	0.1	0.1	0.2
Interest expenses	72.1	57.8	58.6	56.0	53.9	52.6	51.6
Other financial income (loss)	-13.9	0.7	-16.1	-17.0	-17.3	-17.5	-17.7
Financial result	-86.0	-34.1	-39.8	-2.1	-37.7	-43.2	-51.2
EBT	103.5	187.6	214.7	394.7	204.1	202.7	197.6
Margin	49.0 %	99.8 %	106.9 %	194.6 %	99.9 %	97.6 %	93.7 %
Total taxes	-19.0	16.6	37.2	85.4	36.4	35.5	34.6
thereof cash taxes	8.6	2.4	5.4	4.6	6.2	7.0	7.0
Net income	122.5	171.0	177.4	309.3	167.7	167.3	163.0
FFO (II)	86.4	112.0	120.5	123.4	125.6	131.1	126.0
FFO I-margin	40.9 %	59.6 %	60.0 %	60.8 %	61.5 %	63.1 %	59.7 %
Number of shares, average	51.9	53.9	53.9	53.9	53.9	54.3	57.0
FFOPS I	1.66	2.08	2.23	2.29	2.33	2.42	2.21
EPS	2.36	3.17	3.29	5.73	3.11	3.08	2.80
EPS adj.	2.36	3.17	3.29	5.73	3.11	2.91	2.84
*Adjustments made for:							

Guidance: 2016 in EUR m Sales 200-204,EBIT 175-178, EBT 127-130,FFOPS EUR 2.26-2.30

Financial Ratios							
	2012	2013	2014	2015	2016e	2017e	2018e
Property operating costs / Rental Income	5.3 %	4.5 %	4.5 %	4.6 %	4.7 %	4.8 %	4.8 %
Operating Leverage (Real Estate)	9.3 x	-11.8 x	15.8 x	99.3 x	147.8 x	59.6 x	64.1 x
Rental profit / interest expenses	2.6 x	2.9 x	3.1 x	3.3 x	3.4 x	3.6 x	3.7 x





In EUR m	2012	2013	2014	2015	2016e	2017e	2018
Assets							
Goodwill and other intangible assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
thereof other intangible assets	0.0	0.0	0.0	0.0	0.0	0.0	0.0
thereof Goodwill	0.0	0.0	0.0	0.0	n.a.	0.0	0.0
Property, plant and equipment	0.1	0.4	0.4	0.4	0.4	0.4	0.4
Investment properties	3,330.3	2,962.2	3,060.2	3,356.7	3,419.9	3,484.5	3,549.2
Financial assets	30.3	34.5	0.3	0.1	0.1	0.1	0.1
Other long-term assets	4.4	342.1	359.4	411.0	419.3	427.6	436.2
Fixed assets	3,365.1	3,339.2	3,420.2	3,768.1	3,839.6	3,912.6	3,985.8
Inventories	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Accounts receivable	4.7	5.6	4.5	5.6	5.9	6.2	6.5
Liquid assets	167.5	40.8	58.3	70.7	83.9	93.8	92.7
Other short-term assets	11.5	9.3	9.2	7.2	2.3	2.5	2.6
Current assets	183.7	55.7	71.9	83.5	92.1	102.5	101.9
Total Assets	3,549.0	3,395.0	3,492.0	3,852.0	3,932.0	4,015.0	4,088.0
Liabilities and shareholders' equity							
Subscribed capital	53.9	53.9	53.9	53.9	53.9	53.9	53.9
Capital reserve	962.0	962.0	962.0	962.0	962.0	962.0	962.0
Retained earnings	306.0	413.0	508.4	751.9	844.1	932.7	1,010.2
Other equity components	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Shareholders' equity	1,321.9	1,428.9	1,524.3	1,767.9	1,860.0	1,948.6	2,026.1
Minority interest	284.2	213.4	226.8	293.1	293.1	293.1	293.1
Provisions	37.3	8.2	10.7	7.5	7.7	7.9	8.1
thereof provisions for pensions and similar obligations	0.0	0.0	0.0	0.0	n.a.	0.0	0.0
Financial liabilities (total)	1,657.2	1,486.8	1,430.1	1,407.6	1,391.6	1,375.9	1,360.4
thereof short-term financial liabilities	194.1	97.2	55.3	47.7	45.3	43.1	40.9
Accounts payable	2.3	3.4	1.1	0.6	0.6	0.7	0.7
Other liabilities	246.0	254.4	299.0	375.3	378.9	388.9	399.6
Liabilities	1,942.9	1,752.6	1,740.8	1,791.0	1,778.9	1,773.3	1,768.8
Total liabilities and shareholders' equity	3,549.0	3,395.0	3,492.0	3,852.0	3,932.0	4,015.0	4,088.0
Financial Ratios							
	2012	2013	2014	2015	2016e	2017e	20186
Return on Capital	0.0.0/	4.0.0/	5.0.0/	0.4.0/	4.0.0/	4.0.0/	

Financial Ratios							
	2012	2013	2014	2015	2016e	2017e	2018e
Return on Capital							
ROA	3.6 %	4.9 %	5.2 %	8.4 %	4.3 %	4.2 %	4.0 %
ROE	9.7 %	12.4 %	12.0 %	18.8 %	9.2 %	8.8 %	8.2 %
FFO I / Equity	0.1 x						
Solvency							
Net Debt	1,489.7	1,445.9	1,371.8	1,336.9	n.a.	1,282.1	1,267.7
Net Financial Debt	1,489.7	1,445.9	1,371.8	1,336.9	1,307.7	1,282.1	1,267.7
Net Fin. Debt / EBITDA	8.2 x	8.7 x	7.7 x	7.6 x	7.3 x	7.1 x	6.9 x
LTV	49.2 %	44.5 %	41.8 %	37.4 %	36.2 %	35.2 %	34.1 %
Equity Ratio	45.3 %	48.4 %	50.1 %	53.5 %	54.8 %	55.8 %	56.7 %





Consolidated cash flow statement							
In EUR m	2012	2013	2014	2015	2016e	2017e	2018
Net income	122.5	171.0	177.4	309.3	167.7	167.3	163.0
Valuation changes properties	-31.1	-60.5	-88.3	-285.4	-63.3	-64.6	-64.6
Depreciation of fixed assets	0.0	0.1	0.1	0.1	0.1	0.1	0.1
Deferred taxes	-27.5	14.2	31.8	80.9	30.2	28.5	27.6
Other non-cash income and expenses	57.5	-25.4	11.8	28.9	24.0	28.7	25.8
Net cash provided by operating activities	121.4	99.4	132.8	133.8	158.7	160.0	151.9
Payments for acquisitions	-12.6	-18.5	-9.8	-11.1	-11.4	-11.6	-11.8
Investments in property, plant and equipment	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a
Investments in intangible assets	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a
Investments in properties	-176.3	-59.4	0.0	0.0	0.0	0.0	0.0
Financial investments	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a
Investments in other assets (net)	-9.4	-0.7	34.2	-0.8	0.0	0.0	0.0
Net cash provided by investing activities	-198.3	-78.6	24.5	-11.9	-11.4	-11.6	-11.8
Change in financial liabilities	191.7	-59.7	-58.4	-24.2	-37.9	-37.6	-37.4
Dividends paid	-56.8	-64.7	-67.4	-70.1	-75.5	-83.2	-86.
Capital measures	66.2	0.0	0.0	0.0	0.0	0.0	0.0
Other	-21.2	-12.3	-14.0	-15.1	-17.3	-17.5	-17.7
Net cash provided by financing activities	180.0	-136.8	-139.8	-109.4	-130.8	-138.4	-141.2
Change in liquid funds	103.1	-116.0	17.5	12.4	16.6	10.0	-1.1
Effects of exchange-rate changes on cash	0.0	0.0	0.0	0.0	0.0	0.0	0.0
Cash and cash equivalent at end of period	167.5	40.8	58.3	70.7	87.3	97.2	96.1
Financial Ratios							
	2012	2013	2014	2015	2016e	2017e	2018
Cash Flow							
FFO (II)	86.4	112.0	120.5	123.4	125.6	131.1	126.0
FFOPS I	1.66	2.08	2.23	2.29	2.33	2.42	2.2
FFOPS I diluted	1.65	1.97	2.11	2.16	2.19	2.28	2.20
FFO I-Yield	5.8 %	6.5 %	6.5 %	5.4 %	5.7 %	5.9 %	5.4 %
FFO I-margin	40.9 %	59.6 %	60.0 %	60.8 %	61.5 %	63.1 %	59.7 %
Interest Paid / Avg. Debt	4.6 %	3.7 %	4.0 %	3.9 %	3.8 %	3.8 %	3.8 %
Management of Funds							
Maint. Capex / Net rental income	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a
Capex/Investment Properties	-5.3 %	-2.0 %	0.0 %	0.0 %	0.0 %	0.0 %	0.0 %
Avg. Working Capital / Sales	n.a.	n.a.	n.a.	n.a.	n.a.	n.a.	n.a
Dividend Payout Ratio	50.9 %	39.4 %	39.5 %	23.5 %	45.0 %	47.1 %	52.5 %



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Deutsche EuroShop	6	http://www.mmwarburg.com/disclaimer/disclaimer_en/DE0007480204.htm



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Rating	Number of stocks	% of Universe
Buy	119	64
Hold	61	33
Sell	4	2
Rating suspended	1	1
Total	185	100

WARBURG RESEARCH GMBH - ANALYSED RESEARCH UNIVERSE BY RATING ...

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Rating	Number of stocks	% of Universe
Buy	23	77
Hold	7	23
Sell	0	0
Rating suspended	0	0
Total	30	100

PRICE AND RATING HISTORY DEUTSCHE EUROSHOP AS OF 18.05.2016



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