



## Research Report (Initial Coverage)



**„Extensive project pipeline; continuation of growth  
with high profitability is expected;  
Rating BUY“**

**Target price: 10.90 €  
Rating: BUY**

**IMPORTANT NOTE:**

Please take note of the disclaimer/risk warning, as well as the disclosure of potential conflicts of interest as required by section 34b of the Securities Trading Act (WpHG) from page 3

Completion: 14/04/2016

First Publication: 14/04/2016

Note: this research study is an abstract of the Research Report (Initial Coverage) published on the 14/04/2016

## EYEMAXX Real Estate AG<sup>\*4;5a;6a;10;11</sup>

### BUY

Price Target: 10.90

current price: 6.41  
12/4/2016 / XETRA  
currency: EUR

### Key Date:

ISIN: DE000A0V9L94  
WKN: A0V9L9  
Ticker symbol: BNT1  
Number of shares<sup>3</sup>: 3.510  
Marketcap<sup>3</sup>: 22.50  
EnterpriseValue<sup>3</sup>: 69.99  
<sup>3</sup> in m / in EUR m  
Freefloat: 40.0 %

Transparency Level:  
General Standard  
Market Segment:  
Regulierter Markt  
Accounting Standard:  
IFRS

Financial year-end: 31/10

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\* disclosure of potential conflicts of interest on page 4 onwards

### Company Profile

Sector: Real estate

Specialty: Development of retail parks, housing projects and nursing homes

Number of employees: 30 as of 31/10/2015

Founded: 1996

Registered office: Aschaffenburg

CEO: Dr. Michael Müller

The business activities of the corporate bond issuer are based on two pillars: The first pillar is the project development division, which includes the conception, the development, the construction and the sale of commercial properties. The commercial properties consist of retail properties (retail parks), logistics properties and custom build properties ("Taylormade Solutions"). Furthermore, the first pillar includes the development and sale of nursing homes in Germany, and of residential properties in Germany and Austria. The regional focus is set on established markets, such as Austria and Germany, as well as promising growth markets in the CEE region, particularly Poland, Czech Republic, Slovakia, Croatia and Serbia. EYEMAXX is pursuing the strategy of "develop and sell", except for the project in Serbia. The second pillar consists of portfolio maintenance of properties in Austria and Germany to generate regular rental income. The portfolio maintenance of properties has been established in 2012 and expanded by investing in market opportunities as well as keeping self-developed properties.



P&L in million EUR \ Full year	31/10/2015	31/10/2016e	31/10/2017e	31/10/2018e
Total sales	16.21	17.44	19.75	21.15
EBITDA	9.84	11.11	11.36	12.72
EBIT	9.61	10.91	11.16	12.52
Net profit	4.03	5.00	6.73	8.93

### Figures in EUR

Net profit per share	1.15	1.42	1.92	2.54
Dividend per share	0.30	0.40	0.50	0.60

### Ratios

EV/Sales	4.32	4.01	3.54	3.31
EV/EBITDA	7.11	6.30	6.16	5.50
EV/EBIT	7.28	6.42	6.27	5.59
P/E	5.58	4.50	3.34	2.52
P/B	0.79			

### Financial dates

June 2016: General meeting  
29/07/2016: Half-year report 2015/2016  
28/02/2017: Annual report 2015/2016

### \*\*last research published by GBC:

Date: publication / price target in € / rating

\*\* the research reports can be found on our website [www.gbc-ag.de](http://www.gbc-ag.de) or can be requested at GBC AG, Halderstr. 27, D86150 Augsburg

## EXECUTIVE SUMMARY

- EYEMAXX Real Estate AG (short: EYEMAXX) focuses on project development, primarily in the area of commercial properties (retail centers, logistics properties, 'Taylormade Solutions') in Austria, Germany and in the SEE/CEE region. EYEMAXX operates in a highly attractive market environment and benefits from the shortage of supply in its field of operation. Furthermore, the low financing costs increase the demand for real estate. EYEMAXX's operations are topped off with a real estate portfolio, which consists of a total of 13 properties that generate an annual rental income of approximately €3.9m.
- In the area of real estate development, the company has an outstanding track record. Since 2006, EYEMAXX has finalised projects with a total volume of more than €230m. Hence, we see the comprehensive track record as "proof of concept" and the project pipeline of € 200m as a solid basis for the future development.
- The projects are structured in special purpose vehicles that are financed between 70% - 80% through non-recourse bank loans, which allows EYEMAXX to realize high investment volumes through leverage. The equity of the special purpose vehicles can be provided either through internal financing (using cash flows from the sale of completed projects), equity financing (capital increase) or debt financing (bank or partner loans at holding level, or corporate bonds).
- In March 2016, EYEMAXX issued its fifth bond and generated a subscription volume of more than € 15m. Therefore, the refinancing of the outstanding bond in the financial year 2015/2016 is completely covered. Part of the subscription volume from the recently issued 7 % bond, which is fully collateralised, should be used for corporate growth as well as the expansion of the real estate portfolio.
- Based on the current project pipeline, and also taking the real estate portfolio into account, we expect total sales of €17.44m (FY 15/16e), €19.75m (FY 16/17e), and €21.15m (FY 17/18e). EYEMAXX Real Estate AG has generally a high EBIT margin, because most costs already are incurred in the project companies. Hence, for the coming fiscal years, we expect the EBIT margin to be consistently above 55%.
- **Based on our forecast and our DCF valuation, we have calculated a fair value of €10.90 per share, which offers a significant upside potential. When the target price is reached, the P/E ratio should be a low multiple of 7.7x and should therefore easily be reached. Hence, we initiate our research on EYEMAXX Real Estate AG with a BUY recommendation.**

## ANHANG

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BUY	The expected return, based on the derived target price, incl. dividend payments within the rel 10%.
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